

PAWNBROKING IN CHINA.

A financial contemporary gives, under some reserve, the following description of the appearance of trade unionism among the pawnbrokers of China. One of that body began to charge his customers 16 per cent., instead of the usual 24. Naturally he did a roaring trade, to the dismay of his colleagues, who carried him before the mandarin of the province with bitter complaints of unfair competition. The mandarin, however, commended the pawnbroker for his charity and good feeling in only charging 16 per cent., but pointed out that the charge was quite illegal. He therefore directed that in future he should charge the customary 24 per cent., of which he was only to keep 16 for himself, while the other 8 was to be distributed in charity in consonance with the pawnbroker's benevolent idea.

CANADIAN TRADE WITH AUSTRALIA.

Those of our readers who perused the reports of the conference held recently between the council of the Toronto Board of Trade and a couple of prominent delegates from Australia, who visited this city for the purpose of presenting their views upon the extension of our trade relations with Australia before our leading merchants and manufacturers, must have been impressed with the apparent feasibility of the propositions made for increasing our commerce with that country. The representatives of our sister colony, namely, Messrs. Jas. Huddart, chief owner of the new Canadian and Australian steamship line, and F. W. Ward, editor of the Sydney *Daily Telegraph*, paid a glowing tribute to the stability of Canada compared with some other countries, and, as will be seen by the resolution passed by the council of the Board of Trade, they made out a pretty good case in favor of the exchange of their raw material and products for Canadian manufactured goods in many lines that can be made as cheaply here as in the United States. Mr. Huddart gave the result of his negotiations with the Governments of Canada and the Australian colonies, and stated that the Canadian Government had granted a yearly subsidy of £25,000 sterling for five years to the new line, while New South Wales had given £10,000, and Queensland had also assisted. He pointed out that the new steamship company were better equipped with vessels, and were able to perform much better service than the lines already established between Australia to New Zealand and San Francisco, and if considerable trade could be done with the Dominion he felt that it would not only insure success for the enterprise but would tend to advertise the two countries with each other; they were anxious to divert the wool traffic through Canada and to ship westward large quantities of their semi-tropical fruit, in the accomplishment of which the reversion of season would be of assistance; he referred to Toronto manufactured goods having already been distributed in Australia within five weeks from the time of leaving the workshops in Toronto, and stated that the last steamer carried

700 tons of freight. He pointed out that they have made it possible for Canada to trade with the Sandwich Islands by their steamers touching at Honolulu; San Francisco has had a monopoly of this trade hitherto, 80 per cent., of those Islands' trade going to the United States. He claimed for his route the shortest distance, while being under the British flag all the way, and predicted that in time it would become the great highway for the English mail.

Mr. Ward also delivered a very practical, instructive address, pointing out that the external trade of Australia amounts to \$600,000,000 a year, 80 per cent. of which is in Great Britain's hands, while her inter-colonial trade is often greater in volume; outside of Great Britain, the largest trade done is with the United States, and it was with the hope of diverting much of this commerce to Canada that they had visited this country. He thought that a good trade should be done with British Columbia, whose waters are so rich in fish, and if Australia could put their fruit on our tables and in return get our delicious salmon, both countries would be the richer and the carrier be benefited. After referring to the fine class of wool raised in that country Mr. Ward said:

"We want to do business with your manufacturers. Australia is not a manufacturing country. It pays best for us to ship the raw material which nature has for centuries been storing up and sell it—here I hope—for the manufactured goods we must buy. We do not want to get money in exchange for our natural products. We cannot eat gold—it is one of our products, and we send it out to countries that need it. It is of no use to us, nor is the silver we produce, unless to send it out. What we want is goods, and we send out our raw materials to exchange for manufactured articles. We want to send away our wool and furs and buy things with them. Already we have bought your harvesting machines. England is not like Australia. Canada in many respects, especially in your prairies, is like Australia, and your harvesting machines are developed under conditions resembling ours. So your agricultural implements are better suited to us than are those of England. I saw a factory here to-day with many articles which should find a ready sale in Australia. I would like the Board of Trade to urge the Government to send a competent man to Australia, who is acquainted with your manufactures, and who would report to you as to what he sees there."

"Be assured of one thing, that the great industries of Australia are where they were before the recent trouble came. They will suffer, of course, as we all bear each other's burdens, but they had nothing to do with it. There is still the same output of actual wealth—this year larger than ever. All that has tumbled down is the man-built fabric of credit; what is left is our God-built fabric of natural resources. While there is room for caution in forming your business connections, yet you will find Australians ready to make reasonable arrangements. They went insane recently, but crashes always make men sane, and they have had the cobwebs swept out of their heads."—*Toronto Merchant*.

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OF INTEREST TO WOMEN.

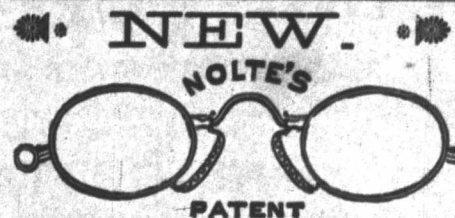
Hopsackings will be among the strongest in dress goods departments for fall. The estimation is borne out by the extent of the offerings in those goods, as well as by the varied range of samples that follow the hopsacking order. A leader in the matter will be the Panama cloth, which, though introduced by large retailers late in the spring, are now extensively shown by jobbers. Amongst the hopsackings and their kindred, many fanciful varieties find a place. In these, the most noticeable, and what will possibly prove the most desirable later on, are the ombre effects, which are really beautiful goods. In both hopsacking and Panama, the goods range from the finest to a coarseness which seems extravagant. Natta is a new cloth of the same order as Panama, though much finer in weave. Two-toned effects are largely shown in hopsackings for the new season.

Diagonals are to the fore in full force. In these, drap de Paris will be a leader. This fabric, which is a diagonal with an armure surface, is very presentable, and will command success. In this order diagonal cords, which show a satin finish, also bid fair to command a large share of patronage.

It is possible that whipcords will hold yet another season. Advices from Paris recount the fact that they are being sought there.

Serges will be strong this year. In these there is a tendency towards goods of the cheviot order. Navy in the coarser serges will be best. Royal serge shows a wider wale and smoother surface than the plain serge. The usual amount of fancy piece-dyed goods are shown. In the smooth varieties in these goods, heliotropes, myrtles and browns will possibly be best. Navy will lead in the coarse varieties.

In the new color card, the prevalence of the purplish shades is also noticeable.



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