

The Colonist.
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United Kingdom.

THE U. C. T.

Victoria will today entertain a number of gentlemen who do their share, and it is a great share, in the development of business, and upon whose energy and ability we are all dependent in a large measure for the prosperity which we enjoy. The Commercial Traveller is not a Twentieth Century product, but he is attaining in this century a place of far greater importance to the community at large than he has ever hitherto held, and that half a century ago, would have been thought not within his reach. With the specialization of business and the keenness of competition; with the enlarged demands of the public and the activity of manufacturers to meet them, the commercial traveler has to bring to bear upon the discharge of his duty an agile mind, a well-balanced judgment, a profound knowledge of the country and a high standard of business integrity. The day has gone by when it was regarded as a mark of success to be able to sell a merchant something he did not want and could not profitably handle. The commercial traveler must have in mind not only the desire of his own house to dispose of as much of its stock as possible, but the ability of his customers to handle at a profit what he has to sell. He occupies a place between the wholesaler and the retailer, and has come to possess a fund of knowledge that neither of those between whom he is the intermediary can hope to acquire. Just how large a place he plays in the business world perhaps he himself does not fully appreciate; but when you consider that the several hundred men who are in Victoria today devote their energy to the borderland between the wholesaler and the retailer, and reflect that this in its final analysis means between the producer and the consumer, you will see that their place is one of no mean importance, and that their influence must be very great.

To our visitors personally The Colonist extends a cordial greeting. It hopes that their brief stay in the city will be pleasant and profitable, for although neither salary nor commission can be earned on this trip, everyone who knows the men who make up this fine organization will bear testimony to the fact that their outlook is wider than the selling of goods, and that they are in point of fact among the best-informed, most progressive and public-spirited members of the community.

DR. CHARLES HARRIS

Much has been said about the Sheffield Choir and its able leader, Dr. Coward, but the public is not told very much of Dr. Charles Harris, the patriotic enthusiast through whose broad liberality the extraordinary tour of this admirable company of musicians has been made possible. To this gentleman is due the great thought that the Empire can be joined together in bonds of sympathy through the agency of music. We can speak with knowledge of the effect of the visit of these singers upon the people of Victoria. For the most part our people are dependent for entertainment upon organizations having their headquarters in the United States, and conducted on purely business principles, and when we find one of our own nationality bringing together two hundred ladies and gentlemen "of the blood," and sending them forth on such a tour, not to make money out of the venture, but for the purpose of weaving a new bond of imperial union, we realize how very real is the sentiment that inspires true imperialism. To be able to meet with so large a party of people from the Home Land and to find how much they are like ourselves is a useful lesson. To be able to join with them, six thousand miles from their homes, in singing the National Anthem is a fine demonstration of the unity of the Empire. Upon the members of the company the effect of their imperial tour cannot fail to be profound, and what they shall learn we may be sure they will impart to friends and kindred when they return home.

Perhaps it will not be deemed unfitting for us to suggest, on the eve of the departure of this Choir from Canada for a journey to the land of the Southern Cross, that such disinterested action on the part of Dr. C. Harris deserves some public recognition. The royal prerogative has been exercised in many cases where less has been done for the cause of British unity than he is doing. Canadians would, we are sure, learn with satisfaction that the services of their fellow-Canadian had been acknowledged in some fitting manner.

It is perhaps a reflection upon the musical taste of Victorians to draw at-

tention to the fact that the most enthusiastically applauded number on the programme of the Sheffield Choir on Wednesday evening was a little Irish ballad. This is worth a little thought.

THE CONFERENCE

The London papers, which persist in making trade preference a basic condition of the discussion, at the Imperial Conference, are playing a very unpatriotic part. It is only too apparent that the people of the United Kingdom are not prepared to abandon free trade, and it is as yet an open question how far any of the over-seas Dominions are ready to go in the matter of imperial preference. Take even the Conservative party of Canada. It has not yet gone on record as favoring the abolition of the duty on manufactures imported from the Mother Country. The question involves much greater consideration than has yet been given to it. It has been found somewhat difficult to arrange a preference with Australia. Preference is a very easy thing to talk about, but its consummation is a matter of hard business detail, which we fancy the glib, but irresponsible, writers on the London press might find not so easily determined as they think. We believe there is not a Canadian who would not welcome heartily a comprehensive system of inter-imperial preference; but we also think that there is not a Canadian who looks upon such a preference as essential to the unity of the Empire. Hence it is with great regret that we read in the English press such statements as that until the principle of preference has been acknowledged the session of the Conference might as well be suspended, and that failure on the part of the British government to adopt the principle of protection is a betrayal of an imperial trust. The Empire does not rest upon trade. There were people in what is now Canada, who thought so in 1860, after the repeal of the Trade and Navigation laws. They believed that the end of the Empire had come. A former Earl Grey published a volume dealing with the effect of this repeal, and the line of his arguments show how necessary it was felt to combat the idea that free trade meant disintegration. That it did not mean disintegration every one now knows. During the sixty years that have intervened since the adoption of the policy which found expression in the repeal of the laws mentioned, whereby the colonies were deprived of every preference they had hitherto enjoyed in the markets of the Mother Country, the imperial idea has grown and strengthened in a marvelous way. This is history, and if its tendency is to upset the favorite theory of certain would-be leaders of imperial thought, we do not see how it can be avoided.

This is not an argument against imperial preference. If we are not wiser than our fathers in trade matters we ought to be, and it does not follow that because free trade did not disrupt the Empire, imperial preference is not desirable. The argument is that the Empire will stand whether Britain remains free trade or not. It follows that the Imperial Conference has a great work to do even if it is not in a position to deal with questions affecting inter-imperial trade. To hold otherwise, that is to follow out to their legitimate conclusion the allegations made by a section of the London press, failure on the part of the British people to tax breadstuffs means the disintegration of the Empire. We do not believe that even the people, who say this, really hold such an absurd view.

"OUR LOST PROVINCE"

This is the term applied by the Montreal Star to the State of Maine. The article in which the term appears is an argument against reciprocity from the condition of that state, which the Star shows is not enjoying any great degree of prosperity, although it possesses and has always had all the advantages derivable for reciprocity. We refer to the expression for historical purposes. It has been one of the most frequently repeated charges against British diplomacy, as it has affected what is now Canada, that through the incompetence of those who were charged with protecting our interests a large and very valuable area was lost to the British crown. It is true that a late Canadian writer has taken the opposite view, and has contended that Great Britain really was party to a fraud against the United States, because her representatives knew full well that the boundary claimed on behalf of that country was in point of fact the correct one. We think, however, that the opinion of those who were contemporary with the decision is worth more than that of any reviewer writing nearly three-quarters of a century after the line was determined to the mutual satisfaction of both governments, however unsatisfactory it may have been to the people of the two countries.

The fundamental facts of the case are that not the whole of what is now the State of Maine, but only the northern part of it was in question. The northern and eastern boundaries were in dispute. Their location depended upon the identification of a height of land and a river. The British contention was, sub-

stantially, that the height of land was that separating the head waters of the St. John from those of the Penobscot and Kennebec, and that the river was what is now known as the St. Croix. The claim of the United States was that the height of land was between the waters of the St. John and the St. Lawrence, and the river that is now known as the Lepreau. The result of the negotiations was a compromise, the St. John river itself being taken as the boundary on the north and the St. Croix as the boundary on the east. Shortly after this decision was carried into effect it was made public that one of the commissioners for the United States had in his possession during the discussion a map showing the "red line" which was the important factor in the evidence, to have been drawn where the British commissioners contended the boundary ought to be. This question is of course now closed for all time, but fifty years ago it would have been difficult to convince the people of New Brunswick that their rights had not been deliberately sacrificed.

Sir Wilfrid Laurier is the only surviving member of the Colonial Conference of 1897. Fourteen years bring about many changes.

The public spirit exhibited by a number of Victoria gentlemen in providing the needed capital for the establishment of a school for girls in this city that will take a place somewhat similar to that occupied by the University school for boys is to be highly commended.

The Presbyterian Synod of Montreal has passed a resolution asking for legislation declaring marriage to be purely a civil contract, to be supplemented by religious ceremonies at the option of the contracting parties. The resolution declares that this decision has been reached "with great reluctance."

"Are bank clerks overworked?" asks an eastern contemporary. We are of the opinion that out in this part of the world they are both overworked and underpaid. It is all very well, as our contemporary suggests, to say that the clerks can leave their positions if they do not like them; but it is of interest to the public that the staffs of the banks shall be made up of the best men available for such work, and not of young fellows, who either use their positions as a stepping stone to something else, or are incapable of earning a man's pay at some other business.

There is a discussion going on in Montreal as to whether the cession of Canada by France to Great Britain reserved the right of the French to their own law and language. There is no doubt at all that it did not, as any one can learn by reading the protocols agreed to at Versailles. All that was reserved to the French population was the right to withdraw from the country and take their goods with them; but the French king asked that those who might choose to remain in the country would be permitted to retain their property and to worship God according to the dictates of their consciences.

ARBITRATION TREATY

Outline of Draft Convention Cabled Home by British and French Ambassadors.

WASHINGTON, May 18.—Ambassadors Bryce and Jusserand today cabled their home governments the tentative outline of an arbitration convention between the United States and Great Britain and France which was submitted to them by Secretary Knox yesterday.

Both ambassadors acted quickly on the matter. The next move will be in the foreign offices of Great Britain and France.

It is expected that the time is not far distant when both Messrs. Bryce and Jusserand will receive definite instructions to proceed to the negotiation of a convention on the basis of Secretary Knox's suggestions.

Increasing Dividend

WINNIPEG, May 18.—At a meeting of shareholders of Winnipeg Electric yesterday afternoon it was decided to increase the quarterly dividends to three per cent, payable July 1 to shareholders of June 19, or twelve per cent per annum, an increase of two per cent. It is understood, however, in local financial circles, that this increase has been anticipated, and in itself does not explain the sensational movements of this stock during the last few weeks.

University for Hamburg

HAMBURG, May 18.—The senate of the city of Hamburg has passed a resolution recommending that the colonial institute established there some years ago to train men for the colonial service shall be developed into an independent institution. This is regarded as the first official step in the movement to found a university in Hamburg. The city already devotes \$500,000 annually towards the cost of its scientific institutions, and the project evidently is to merge the latter into one university, though this word is as yet avoided. It is suggested that the example of Munster, whose university includes neither a theological nor a medical faculty, might be followed and that these two faculties be added as soon as the university is on a firm footing.

Ice Cream
Freezers.
Full Range
of Sizes,
from, each
\$2.75

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A shop like ours is an attraction for the visitor, and we extend a very cordial invitation to those who may be visiting this city to come in and look over our large and beautiful displays as often as they like. There is no obligation for you to purchase, but should you see something that you would like to have, and you can't get it in your own town, we will be pleased to pack same for you for safe carriage. There is no end to the fascinating articles we show here.

Window
Screens
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from, each
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Quality Tells the Story of a True Bargain

IT'S TIME
YOU HAD
THAT WEDDING GIFT
PICKED OUT.
IT'S ONLY
A FEW DAYS
TILL JUNE.
COME TODAY!



IT'S A GOOD TIME
TO CHOOSE THE GIFT
WE HAVE
JUST RECEIVED -
SOME NEW GOODS
ON OUR FIRST FLOOR
JUST IN TIME
FOR THE JUNE BRIDE

A Splendid Stock of Sterling Silver Just Arrived

CHOOSE FROM THESE NEW ARRIVALS

Sterling Silver is a popular wedding gift because it is dainty and practically everlasting. It appeals to many as an ideal wedding gift. If you have a wedding present to purchase, come in and let us show you these dainty pieces in Sterling Silver. Many of the pieces which arrived yesterday are entirely new. Our stock offers an excellent choice and we welcome a visit of inspection. Come in and see the very latest in silver. These will please you, we know. Here are a few of the new arrivals:

Sterling Silver Salt and Pepper Shakers, from, per pair, \$2.50 to \$1.00
Sterling Silver Pepper Shaker, blue glass, pierced silver, per pair \$3.75
Sterling Silver Salt Cellars, pierced silver with blue lining, per pair \$3.00
Sterling Silver Butter Dishes. Something entirely new. From \$6.00 to \$5.00
Sterling Silver Bon Bon Dishes, from, each \$2.50
Sterling Silver Photo Frames, many designs, from, each \$2.00
Sterling Silver Cologne Bottles, from, each, \$5.00 to \$2.00

Sterling Silver Bottle Openers, from, each \$2.00
Sterling Silver Salad Servers, assorted patterns, per pair \$4.00
Sterling Silver Marmalade Jars, something entirely new in these, from \$12.00 to \$4.50
Sterling Silver Mustard Pots, large variety, from, each, \$6.00 to \$2.00
Sterling Silver Vases, etched patterns, very graceful designs, sterling top, from, each, \$4.00 to \$2.00
Sterling Silver Vases, other patterns, from, each, \$4.00 to \$1.50
Sterling Silver Napkin Rings, from, each, \$3.50 to \$2.00

Here Are a Few Articles and Prices of Interest

IN OUR SILVER DEPARTMENT

We want you to come in and see these unusually dainty creations in Silver Plate. You cannot rightly judge the fairness of the prices given below without an inspection and comparison of the goods. You'll appreciate the fairness of our prices when you pay this department a visit. These come from the largest silverware factory in the world. You have a great exhibition awaiting you here.

Tea Sets, from \$15.00
Individual Castors, from \$2.00
Casseroles, from, each \$7.50
Marmalade Dishes, from, each \$3.00
Card Receivers, from, each \$3.50
Egg Cruets, from, each \$6.00
Butter Dishes, from \$2.50
Teaspoons from, per dozen \$3.50
Table Forks from, per dozen \$6.50
Berry Spoons, from, each \$2.00
Butter Knives, from, each 60¢
Fruit Knives, from, per dozen \$6.00
Cake Baskets, from, each \$3.50
Sandwich Plates, from \$5.00
Bon Bon Dishes, from, each \$1.50
Berry Dishes, from, each \$3.50

Salt and Pepper Shakers, from, per pair \$1.00
Table Spoons, from, per dozen \$6.50
Dessert Forks, from, per dozen \$6.00
Cold Meat Forks, from, each \$1.25
Child Sets, 3 pieces, from \$1.50
Waiters, from, each \$5.00
Almond Sets, from, each \$6.00
Bake Dishes, from, each \$5.00
Napkin Rings, from, each 35¢
Bean Pots, from, each \$9.00
Fern Dishes, from, each \$2.50
Dessert Spoons, from, per dozen \$6.00
Pie Knives, from, each \$2.50
Sugar Shells, from, each 50¢
Nut Crackers, from, each \$1.00
A. D. Coffee Spoons, from, per dozen \$4.00

"1847 Rogers Bros." Silver—Best Plate

THE BEST IN SILVER-PLATED FLATWARE FOR TABLE USE—GOOD ASSORTMENT

As far back as 1847 this silverware has been recognized as the leading brand. Ever since that date the name "1847 Rogers Bros." on a silverplate signified that it was the very best quality and stood for reliability, quality and design. led then as now, and for silverplated flatware for table use. There's nothing can excel this brand.

These are a few of the patterns we carry in the "1847 Rogers Bros." Silverware. You'll find a pattern you like, for we have many dainty creations. Come here when you want anything in

Teaspoons, Table Spoons, Dessert Spoons, Dessert Forks, Table Forks



See the Hammocks from \$1.75 Each

We carry a large and exclusive line of Hammocks, and the prices are so very reasonable that there is no reason why every lover of comfort should not enjoy the pleasure of owning one. These are hammocks that sell fast because they are the most popular. If you want one, make your choice today. The ceiling of our second floor is covered with beautiful hammocks, all ready for you to make your selection easy. You'll like the kind we show on our second floor. From \$1.75 each.

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The Most
Furniture
Is Shown
and Sold

WEILER BROS

The
One
Price
Store

VANISHED

Lake Titicaca in Bolivia at an altitude of 12,000 feet. It has an area of 3,000 square miles, but was formerly steadily in size. An elevation is rather chief interest in it on an island and on shore. In and around numerous articles indicating a high degree of those who made silver or copper, and people who manufactured the uses of tin and instruments of iron, the fact that a work in the Peruvian dialect, as well as the work in stone, seem of this metal was common.

Some confusion of those who made many people concurred. Most of us have the remarkable empty before the Spaniards notable nation. Its all the west coast extended indefinitely people were peaceful country in ways which have never rivalled were terraced and in varying in character tropics to those of produced in abundant remarkable roads were buildings testify to the architecture. It is possible the Incas is to be an ancient civilization of ror. There is not mention of the rule of the not extend back much of the Norman conquest early Spanish invaders preserved abundant did not profess their origin of the buildings elsewhere or of the other metals or the banks. The civilization to have succeeded a known duration, and seems to have been a civilization. While it is much to be learned, authorities agree that to tell of a past so arduous has been preserved.

The character of ship indicates a high buildings are made carefully quarried an type peculiar to the the doorways are all than at the top. It was not universal, so of blocks of stone set that although they one upon the other, uncounted centuries, may represent a yet which the cement Speaking of these the writer of the article cyclopaedia Britannica suggests that they were a monarch with a command, which he for political reasons, people were a subject seek to explain the elsewhere in South America works of human hand a field wherein our wildest range without realm of possibility, exceeding the limit of

There seems to be conclusion that a prior existed in South America beyond the range of dition. It is hard to turies before the and civilized nations people existed who in art and science, a term of prosperity vanished so completely to show that even the survive. We go to and look upon the work skill as exhibited aqueducts and the like sible that one day the that men from other der among the few re they owed their origin that our civilization names of our nation fame of these wonderful first a tradition, then a utterly. But the and show that this is possibility. Vast quantities the availability of apes for handling skill in building nations. Vessels made of them such as called smelting of ores, im-