

THE SUCCESS OF "CHEEK" BUT BRIEF.

It is a fact—none the less a fact because of its apparent improbability—that there is a kind of childish pride which is a part of, if not the creator of, a certain kind of incompetency that is as obnoxious to others as it is fatal to its possessors. If in the course of time this incompetency could be realized in all its meaning by its possessors, it would not be such a serious thing, but, inasmuch as it is seldom acknowledged, and, moreover, as its possessors are most ingenious in concealing its obnoxious influences, it is to be avoided rather than antagonized. There are times that this pride, by exertion of a tact that would be commendable in other cases, becomes so in explicably and yet in extricably blended with the elements of commercial transactions that it is really the directing and controlling force, and thus leads to loss, if not disaster, as many a merchant can testify. Forced, therefore, to admit that its potency has existed as long as trade has been systematically conducted, it must be evident to all that the extraordinary and tireless strength it displays is more to be dreaded than any of the adverse factors whose influence is so dreaded that their inroads are guarded against. Still, in applying the abstract attributes of this nameless pride—nameless because egotism is to good a word to apply to it, and because it would be an insult to arrogance to use the word in the same connection—to individual traits, we can best appreciate its malign effects and influence.

The success of the unwarranted and childish pride referred to is mainly, if not wholly, due to the credulity of the people. Assurance will win with some persons where modest ability receives nothing but snubs. The very "cheek" or gall, or nerve, or whatever it may be termed, that enables bankrupt merchants to make others think they can tell just how to succeed in business too frequently crowds merit to the wall. Our forefathers maintained that business required brains as well as money, and we believe that they were right. Of course this is an old fashioned opinion, but we have admitted that we are old-fashioned, if measured by the ideas of those whose conceptions of logical facts is a bewildering array of illogical rhetoric. We also adhere to the theory that money is simply the visible and practical, and, it must be admitted, very convenient and desirable evidence of intelligent business methods; that is, there could be no money unless there were brains in commerce. The assurance, or cheek, or gall, or whatever name the effrontery of incompetency may be called, can not create money, and must depend upon its livelihood by its ingenuity to make others think that it is gifted with that ability that is back of every successful enterprise in commerce. That there are men who apparently succeed by their adroitness in passing cheek off for brains, is no evidence that cheek possesses any commercial value, for there are men who succeed in passing off spurious coins as genuine money. Those who have genuine ability—that is, the ability that cannot exist without the sustaining power of brains—may not be as competent to bring out the fire-work

features of trade enterprises or display that versatility that enables a man to change his vocation with every full moon, but they "get there just the same."

In brief, a cheeky but incompetent person may talk and write most entertainingly about "what is necessary to advancement in commerce," and may even "advance" for a period, but it is the plodders who make a healthy trade what it is, but who cannot handle trade fireworks, who are essential to our trade welfare and progress.—*St. Louis Globe*

BOGUS TEA IN RUSSIA.

Russia is a great country, and is especially eminent in the arts of adulteration. Some time ago a M. Gulishambaroff, a member of the Russian Technological Society, was greatly puzzled by the accidental discovery that the town of Kutai, on the Trans-Caucasian Railroad, in the year 1890, imported 1,500 poods of tea, no more than was needed for its own consumption, and exported 2,030 poods, although there was no tea plantation in the neighborhood. This set him to thinking and investigating, and presently he discovered that an enterprising merchant of Kutais had applied to the Caucasian Society of Rural Economy to give him special privileges for the manufacture of "Caucasian tea," of which he furnished them with samples. The chemical analyst of the Society discovered that the so-called tea was nothing more than the wild plant called "brussnik," which grows in profusion over the greater part of Russia. The preparation proved to be very simple, consisting merely in crumpling the leaves in the hand or treading them under the naked foot, and then drying them in the sun. An infusion was made but the taste was so bitter and abominable that nobody could be found to drink it, and the Society refused to have anything to do with it. The merchant thereupon turned his thoughts to the employment of "brussnik" as an adulterant, and appears to have started an enormous trade. The weed is worth six roubles a pood, while genuine tea is worth fifty-six; so that it is easy to imagine the immense profits to be made out of a mixture of the two. The cultivation of "brussnik" is said to be assuming the proportions of a national industry.

ISLAND AND MAINLAND.

Those who upon the mainland desire to stir up strife appear, we regret to say, to have for the time being got their innings. In some sense they have played a strong game; but they failed to score, possibly because they were afraid to go far enough. It may here be stated that it appears to be only a faction of the population of the greater half of this province who are anxious to get away from Vancouver Island. The reader of Rev. Mr. Maxwell's manifesto will remark how insignificant and unimportant are the counts of his indictment, their lack of point being to a certain extent made up for by the virulence of his own individual deliverances as well as those of Rev. Mr. Pedley. The other orators do not appear to have been able to hold their own with the clerical

denunciators, who would seem to have been by no means backward in making use by signs, if not by verbal expressions, of the coercive stock arguments the field for whose exercise is generally the pulpit.

What right, we should like to know, has Mr. Maxwell—or any other man—if he be correctly reported, to consign the premier, his colleagues and supporters to the lower regions? That kind of thing was tolerable on account of ignorance in what are termed the dark ages; but its presentation on a political platform nowadays deserves to be visited far more heavily by the church courts than the departures of the men upon whom the heresy hunters are accustomed to pounce because they dare to think. We have yet to learn that the movement is of much more importance than that attached to it by mere agitators and disappointed politicians. Should it take more definite shape, it will then be time to discuss whatever issues may be drawn.—*Commercial Journal*.

The time required for a journey round the earth by a man walking day and night without rest would be 428 days; an express train, forty days; sound, at a medium temperature, thirty-two and one-half hours; cannon ball, twenty-one and three-fourths hours; light, a little over one-tenth of a second; electricity, passing over a copper wire, a little less than one-tenth of a second.

The three oldest known pieces of wrought iron in existence are the sickle blade that was found by Belzoni under the base of a sphynx in Karnak, near Thebes; the blade found by Colonel Vyse imbedded in the mortar of one of the pyramids, and a portion of a cross-cut saw which Mr. Layard exhumed at Nimrod—all of which are now in the British Museum. Another piece of iron, an account of which might not be inappropriate in this connection, is the wrought bar of Damascus steel which King Porus presented to Alexander the Great. This bar, which is of unknown antiquity, is still carefully preserved in the National Turkish Museum at Constantinople.

THE announcement has been made that the Liberals of Nanaimo are looking out for a candidate to run in Vancouver district for its representation in the House of Commons. We must confess that we think it would be an excellent thing for that constituency to return either a supporter of the Opposition or a gentleman of sufficient independence of the Conservative party to so enregister his vote when it is called for that it shall be impossible to say "Oh he's all right he'll support the Government any way." It is to be noted that one of the candidates defeated at the last Dominion election in the city of Victoria, is paying court to the constituency and is about to give them a lecture on what he knows about Liberalism. We have no doubt that he is well posted in so far as concerns the ideas that obtain in the Old Country, but these can scarcely prevail here. We doubt not that he can get off a homily as long as the moral law on political theories but when it comes down to practical politics those who think they shall be heard because of their much speaking frequently get left.

unsuccessful men

PANY,

E
e and

nconvenience or
caine or tobacco
hout the United
ne extent on the

Physician.

ORIA.

nting the
al Studio

ets for 50 cents
tles the holder
ne doz. Cabinet
adsome enlarge-
The regular
gement is \$10.

O.,
STUDIO,
76 Yates Street.

INTOSH,

BAY
ood Yard

0 and 512.

BAKER,
IST.

Teeth a Specialty
Douglas Streets
store.