desired. If they are not good enough for citizenship, they are not good enough for labor. The servile element must naturally be kept from Canadian development, and the point upon which everybody agrees—that the Asiatic should not be encouraged to occupy the Canadian labor market until the possibilities for those of our own complexion are exhausted—may largely govern any discussion of the problem.

Labor is dear and scarce, but the paucity of it has not absolutely prevented manufacturers. Though conditions are always changing, and the margin of profit on the unit of production tends to become smaller, it looks as though Vancouver will become a manufacturing city whether scissors win, the turban remains, or, by grace of the Salvation Army, the cockney accent becomes all-pervasive. The lumber mills are not idle. The difference between pre-railroad days and these is the difference between getting the logs brought to the mill side for $4 per thousand feet, and having to spend hundreds of thousands of dollars upon camp equipment and railroads to bring the logs to the water, on their way to the mill.

**Chances For Manufactures.**

Prices are higher than they have ever been, and there is no present indication that they will decline. The day cannot be far off when timber within sight of Vancouver, which is regarded as so much waste, will be valuable in the mill, and though right in the city the development of crude lumbering may not provide employment for thousands of men, the industries associated with timber may easily multiply. At the Royal City mills, ready-made houses are being constructed in continually increasing quantities. Furniture factories will arrive before very long. The sugar refinery at Vancouver is as prosperous as it is famous, thanks to capable, if unduly secretive management. The case of sugar is not entirely typical, although it illustrates the linking up of Canada with the Southern Pacific. Sugar can be made in Vancouver with raw material brought from the South Sea Islands and distributed through British Columbia and the prairie provinces.

There will be other fields for manufactures of a distinctively western sort, which may presently compete with Eastern products. I inspected the factory of the Leckie Company, which makes boots for mountain and mining wear. The factory is the outcome of the failure of Eastern manufacturers to observe minutely the directions given for the building up of footwear nicely suiting British Columbian conditions. It was comparatively easy to get the first order executed properly; but the Eastern boot maker would return to his Eastern ideas with the persistence of an animal which need not be named.

So the Leckies started a factory of their own about a year ago. They have in it the latest machinery, the like of some of which is not in any other Canadian institution. They cannot keep pace with the demand. A new factory will be built so as to double the output, and already prospectors' shoes are being exported from Vancouver to Ontario—a fact that deserves to be noted alongside such a phenomenon as the shipment to Cobalt from Vancouver of the habitation of the Bank of Commerce in that Ontario town.

**Finance, and the Oriental.**

There is any quantity of coal on Vancouver Island, within a few hours' journey of the city. It is of much better quality than that which is mined near Seattle. The mineral deposits of the province are so enormous and extensive that they need only be named to suggest how wide the field for manufacturers in iron and steel will be when conditions of labor, population and settlement enlarge the demand.

The financing of enterprise is done in Vancouver in pretty much the same way as it is done elsewhere. Eleven chartered banks have offices in the city—exactly the number, I think, which have settled in Edmonton. There are two or three branches; and the usual amount of discussion about over-facilitation. But the managers are operating as managers do all over the country—with steady, strict regard to conditions as they exist, rather than to what they would like. A long talk with Mr. Sweeny, who has had charge of the Bank of Montreal since 1887, and is, therefore, in every respect Dean of the Faculty, failed to elicit any evidence of peculiar anxiety as to the future.

Vancouver has not emulated Seattle by establishing an Oriental bank. Such an institution may come one of these days. I mentioned the possibility of it to a leading Chinaman, who, so far, has resisted the seductiveness of scissors. Inconsequentially he replied that the matter had received consideration, and left me to form my own conclusions. The Northern Bank has made an innovation by establishing an Oriental department, with the son of a local Chinaman in charge. It is a popular move. You can hardly get into the bank when the Chinese mail is about to go out, and the yellow men are sending home their remittances. Herein lies a possibility of an extension of Canadian banking in the Orient. One might even hazard the conjecture that it will not be many years before the Oriental name may be included among the list of directors of Canadian banks. I may be wrong in supposing that there is a tendency in that direction; but the conjecture may as well go down for what it is worth.

**And Real Estate.**

The balance as between the population of Vancouver and the population of the country which it serves is more natural than it was in the earlier days. There is a steady growth in wholesale and retail turnovers. Though the expansion of the city is not specially phenomenal, there is enough increase all around to give an element of reasonableness to the activity in real estate, which has been the distinguishing feature of business during the last year or two.

A real estate situation in any bounding community nearly always is of adventitious importance. It never can be in perfect health because human judgment is fallible; and even the wisest men frequently read the signs of the times wrongly. This morning you meet a man who has become rich by handling property in the business centre of the city. This afternoon you discuss possibilities with another who tied himself up good and hard with property a long way off, which can only be lucrative when the city becomes four or five times as big as it is to-day.

The "boom"—if one must say the word,—in Vancouver, is much more reasonable than that in certain of the prairie cities. $2,000 a foot in the best part of Hastings or Granville Streets is not, comparatively, a terrible price; albeit the return upon it will bring small interest to the investor, unless he constructs high buildings, to produce correspondingly heavy rents. The speculator is busy; and, in many instances, he will find himself carrying a load he did not contemplate. But for those who can afford to hold properties with returns about equal to bank interest there will come a profit-taking day some years from now.

**Speculation is Inevitable.**

Competent, conservative judges estimated to me that Vancouver prices three years hence will be somewhat lower than they are to-day, and ten years hence will be very much higher. It would be far better if fewer people were entirely devoted to real estate, and more were engaged in the exchange of commodities which must pass from hand to hand, and from place to place before any profit can be made out of them. But in new cities in an era of expansion the real estate operator is as inevitable as the poor are in an old community which contains a residuum of incompetents, spendthrifts and physical weaklings.

However much the unconservative real estate men might discount the future, they cannot create the