

HOME MADE LACQUER FOR SALMON CANNERIES.

It is pleasing to report that the above article, which has up to this year been controlled by United States firms, is now being made in this city. The lacquer produced has been very favorably commented on, and the Canada Paint Co., Ltd., who are the only manufacturers of this article in the province, are to be congratulated on making a decided success of such an important branch of their industry. Half of the total quantity to be used this year will be made by them, and the price at which it is sold makes a material reduction in the nett cost of the canners' entire output. The quality is superior to anything now on the market, as it does not scratch or chip or wear off in course of time as is the case with so much foreign lacquer. This feature preserves the tin and makes the can a much more attractive package, and, in this way, enables the far famed British Columbia tinned salmon to maintain its reputation and increase its sale in these times, when it requires every effort to get ahead of our competitors in this important branch of the industries of the province.

TACOMA TRADE.

The *West Coast Trade* has the following review of trade: "There has been little change in the business situation for the week, the movement of goods is only of fair volume, merchants generally taking only goods sufficient for current demands, and using more conservatism in the granting of credits in doing business. Money continues scarce and collections hard in all lines of trade, though our condition in this respect is but a similar experience to that which all portions of the country are passing through. There is, however, a easier tone to the situation in general and confidence is slowly but surely gaining ground. The better feeling east will soon be reflected here, and we are hopeful of seeing more active times during the fall and winter months. Tacoma has done her share toward contributing to the wealth of the state throughout the year, having exported over \$3,000,000 worth of products by water thus far, and imported double that amount, besides her large railway commerce. Her smelter has cared for the product of the mines, and she has furnished the only market in which the farmers could dispose of their wheat. Harvest is approaching rapidly and the assurance of bountiful crops helps to increase confidence in Washington's business outlook. Thousands of laborers will shortly be given employment in the wheat and hop fields of the state, and money among the agricultural classes again be plentiful. While many of the shingle and sawmills of the state are closed down at present, those in operation note an increased demand for lumber products and many have orders ahead which they cannot fill."

SOMETHING ABOUT SALMON.

A correspondent of the *Oregonian* writes from Astoria, the great fish packing center on the Columbian river. "At the present time, 2,178 men are directly engaged in the labor of catching and

canning salmon at this port. Of these, 175 are working on the fishtraps, 1,300 are gillnet fishermen working in fish boats, and the balance, 703, are employed in the canneries, cutting, filling, slicing and cleaning the fish, and canning, soldering and packing the tins. Among the latter are 610 Chinamen, who constitute the entire number of Mongolians employed in the business. It has been found that there is not enough Chinese help in Astoria to do the whole of the interior cannery work, and during the present season a large number of young white girls have been employed labeling cans and performing other light work of the same character. They are kept apart from all other employees, the work is made as pleasant as possible for them, and their monthly wages amount to \$30 each. Six hundred and fifty boats leave here every day for down river, each boat carrying two men, a gillnet, sails, oars and all necessary gear. The value of the boats alone is \$130,000, but the nets they contain, at the lowest computation, are worth \$325 each, a total of \$221,250 for the 1,170,000 feet, or 220 miles, of nets in use. The value, therefore, represented by each boat is \$525, and taking last season's results for the most accurate average obtainable, it is found that the amount of money made annually by every boat is \$533."

TURNING THE LEDGER.

Some men receive very large salaries for turning the pages of ledgers in use. It seems an easy and almost useless occupation to the novice, but in reality it is the detective office of the firm. The ledger handler is an expert in credits, who, by frequent inspections of the accounts of the firm's creditors, keeps an eye on just what they are doing, says the *American Grocer*. We imagine if dealers were aware of the close attention given by some firms to the history of every customer's account that there would be a great improvement of some of the records. Step into one of the large jobbing houses and ask the credit clerk if the firm sells Mr. A—, and if he is regarded worthy of credit. Instead of an immediate answer you will be taken to a room full of filing boxes alphabetically arranged. A box marked "A" will be removed, and in a few seconds the record of Mr. A—, will be before you. At a glance you will have the date his account was opened, the record of every purchase, the date each bill was settled, besides his personal statement as to his worth and that of the various mercantile agencies. If there has been any trouble with Mr. A—, or he has been delinquent, the facts will be on record.

Credit is getting to be an exact science with the larger houses. A first class credit clerk must have tact, perfect self command, shrewdness in asking and answering questions, keen perceptive faculties, thorough knowledge of the laws of trade and finance, be quick to read character and swift to make a decision. Said one of the most expert credit clerks in the city: "Any man that is honest, has ability and is industrious, can get a credit with us, if

he has not much capital. We are simply allowing a thoroughly trustworthy man to hold our goods and save us the insurance and cost of storage. There is little risk in trusting merchandise to that sort of men."

The right sort of character is quite as good a recommendation for credit as money. When both are combined, the risk is beyond question. And rest assured those granting credits keep perfectly posted about their creditors, even to the relation of personal habits and personal expenditures to business career.

The Bahama crop of pineapples is said to be one third short of that of last year, and canning of the fruit at the primary point will be below the average.

Richard Morgan Oleott, doing business as Oleott & Co., exporters of grain and general merchandise in New York, has assigned. Liabilities, \$100,000 to \$150,000.

In the Jewel House of the Tower of London, there is a book bound throughout in gold, even to the wires of the hinges. Its clasp is two rubies set at opposite ends of four golden links.

F. G. Turner has organized a company and secured capital to erect a cold storage plant and warehouse at New Westminster, and work will be commenced on the entire project within ninety days.

It is freely stated that in the event of potatoes ever again reaching here anything like the famine prices of a few weeks since, very large shipments of the Australian and New Zealand tubers will be imported. Had the prices lately here prevailing been but known in time at the Antipodes, a thousand tons would have been brought over on the *Miwera*, and sold in B. C., at a very handsome profit, after paying good freightage.

The failures of savings banks in the United States have caused many thousands of depositors to draw their funds from solvent ones. In some sections, advertisements by dry goods dealers have announced that savings bank books would be taken at the face value. The ready money that has come into the hands of many has been spent freely for dry goods, and much more will be spent in the current two months.

The most disastrous European panics were those of 1793, on account of the great French war; of 1797, because of the Irish rebellion, when 3 per cents. went down to 41; of 1825, when 770 banks failed in Great Britain alone; of 1847, through the railroad mania; of 1857, through the American failures; of 1859, from fear of a general war in Europe; of 1866, through over speculation in limited liability companies and of 1870 at the beginning of the Franco-Prussian war.

A report on the position of the German wool spinning mills says that the course of trade, which became very satisfactory indeed during the early months of the year, has suddenly, with slight exceptions, become much less favorable. Although it may be said that the majority of the mills are still engaged on contracts for their production, new orders have recently been coming in very sparingly, and prices moreover, cannot be maintained at the level previously attained. These remarks apply to both the worsted and carded yarn mills.