

NANAIMO BOARD OF TRADE.

The following officers were elected for the ensuing year at the special meeting of the Nanaimo Board of Trade held last Tuesday evening:

Officers—S. M. Robins, President; A. Haslam, Vice-President; M. Wolfe, Secretary and Treasurer.

Council—G. Norris, Dr. Præger, A. A. Richardson, J. H. Pleace, W. H. S. Perkins, T. W. Glaholm, John Hilbert, E. Pembury.

Board of Arbitration—E. M. Yarwood, W. H. S. Perkins, A. A. Richardson, G. Bevodockmay, Dr. Præger, W. K. Leighton, A. Haslam, James Abrams, T. L. Davies, John Mahrer, J. H. Pleace, G. Norris.

VANCOUVER BOARD OF TRADE.

The regular quarterly meeting of Vancouver Board of Trade was held last Tuesday evening, Vice-President Berteaux in the chair. There was only a small attendance of members.

The secretary read communications from the Chamber of Commerce at Suva, Fiji, asking information as to the probability of the establishment of a steamship line between Fiji and Vancouver; from the secretary of the Post Office Department, Ottawa, saying that henceforth the contents of the parcel post would be sorted *en route* and delivered at Vancouver direct, instead of being sent to Victoria; from the City Clerk stating that the City Council would assist in the efforts being made to remove the shacks from the foreshore; from the Chamber of Commerce, London, stating that it was proposed to hold a Congress of the Chambers of Commerce of the Empire in London in May, 1892, and asking for any suggestions as to the questions that it would be desirable to discuss—(this was referred to the Council to report to the Board)—and from H. A. Berry, resigning his membership.

After the discussion of several matters, the Board adjourned.

B. C. BOARD OF TRADE.

A special meeting of the B. C. Board of Trade was held Thursday afternoon. Vice-President T. B. Hall, who filled the chair, in the absence of Mr. Ward, called the Board to order, the following members being present: H. C. Beeton, F. J. Claxton, T. Lubbe, J. C. Bales, E. A. McQuade, Major Nicholles, D. R. Ker, R. H. Swinerton, C. E. Mallette, H. Croft, Ald. Holland, W. H. Ellis, J. Hutchinson, F. Elworthy, A. B. Gray and A. I. Belyea.

The report of the railway committee, appointed in April, was presented. It was to the effect that they had communicated with the heads of the big railway companies of the continent, and appended the correspondence received in reply; and the committee desired to be discharged. The correspondence included letters from T. F. Oakes, president Northern Pacific Railroad; Sidney Dillon, president Union Pacific Railroad; S. H. H. Clark, vice-president of the Union Pacific system; Jas. J. Hill, president of the Great Northern Railway Co., and Alex. Dunsmuir, president of the E. & N. Railway Co. No replies had been received from Mr. Lubbe, nor from

Mr. Wilson, representing the Canadian Western Central, nor from L. Stanford, of the Southern Pacific Railroad Company, nor was a reply received from W. C. VanHorne, of the Canadian Pacific, but at a personal interview accorded by that gentleman to the Board, he intimated that the Canadian Pacific Company would not entertain the subject of constructing a steam ferry to Vancouver Island in connection with their system.

The report, upon motion of Messrs. Nicholles and Claxton was received, and the committee was discharged.

Mr. Beeton remarked that it was plain nothing could be done with any line but the Northern Pacific. It would be well to wait, now, before making any further move, and see what President Oakes had to say.

Mr. Ker advised that a committee be appointed to wait upon President Oakes when he reached Victoria.

Vice-president Hall thought that the securing of railway connection was now the work of the City Council; the Board had done its duty and it was now time for the aldermanic board to step in.

Major Nicholles observed that as a result of the committee's enquiries no other scheme has been suggested than that outlined in the *ay-law* already presented by the City Council.

Mr. A. B. Gray offered the following resolution, which was seconded by Mr. H. C. Beeton, and unanimously adopted:

"Resolved, that this Board, after having communicated with the representatives of the various trans-continental lines of railway, and with Mr. A. Dunsmuir, and after having received several replies, learns with satisfaction that there is a prospect of securing all-rail connection with the Northern Pacific, by means of a steam ferry, and trusts that in the impending interview between President Oakes and the Council a satisfactory arrangement will be concluded."

A copy of the committee's report and of the resolution was ordered to be forwarded to the City Council, and the meeting adjourned.

THE GORDON HYDRAULIC MINING COMPANY.

The Gordon Hydraulic Mining Company, recently organized in this city, will soon start to work some valuable placer diggings in the Leach River district. The capital stock of the company is \$50,000, divided into 50,000 shares of the value of \$1 each. The directors for the first year are James Bennett, of Port Angeles, and Fred. S. Roper, John Boyd Jones, William Gordon Stevenson and John R. Stewart, of Victoria. Messrs. Garesche, Green & Co. have been selected as bankers and treasurers of the company. The new company has a grant of 480 acres on the Leach river, about 35 miles from Victoria. It is all very rich placer, and shows from 10 to 20 colors to the pan, while at the bed rock the ore shows plenty of coarse heavy gold. The Beacon Bar Hill claim is included in the property. Mr. Roper, one of the directors, has been mining there since 1884, and is satisfied that the diggings are very rich, and only require capital to make them pay heavy returns.

Premier Mercier denies the rumor that he failed with the Quebec loan.

OLD HEADS LOOK OUT.

"Have you noticed during your travels," remarked an old knight of the road to a *Canadian Grocer* representative, "how many young men are now on the road? You have, eh! Well I tell you what it is, some of the old heads will have to hustle if they don't want to be supplanted. Competition in all lines was never so keen as it is at present, and travelers were never so closely watched and their doings more severely criticised by their employers. Many houses are sending out young men on trial trips, who, in their enthusiasm, drum up every retail store in a town, whether it has a good, bad or indifferent reputation and solicit orders. They book these orders and send them in, leaving the firms they represent to approve or reject them. By this means they get the name of being pushers, and the old head who knows the standing of every retailer, and for the sake of his employers is careful in booking orders, gets hauled over the coals or perhaps is told that his services are no longer required. This is happening almost every week, and I would like you to give this matter publicity so as to put these old heads on their guard. Things have come to this pass now, that instead of depending upon his own knowledge and judgment in not soliciting an order from a certain store keeper, the traveler must waive that and get the order, leaving his employers to do whatever they like with it. It will show them one thing at least, and that is, that he is pushing for business. One great fault of old travelers is that they have been so much in the habit of calling upon their old customers and neglecting new business houses, that in time they are ashamed to call upon the latter with the result that their old customers either die or fail in business, and the firm they represent having no business connection in that particular locality are forced to start a supply account. This is one of the principal causes of the failure of old heads on the road, and a word to them in season may save them from having their positions filled by younger men."

The food situation is becoming a grave one in Germany, and the continued rise in the prices of grain is already causing suffering among the poor. The failure of the Government to act promptly in reducing duties for the popular benefit, is the ground for deep and wide spread irritation.

A party of three men fell to talking over the news from England that Mr. Gladstone chews every mouthful of his food 32 times. They agreed to observe their own habit at dinner that day, by counting the motions of the jaws in eating, and to make a report when next they met. It was found by the report that all three of them outdid Mr. Gladstone, in one respect at least. Number one ascertained by actual count that his teeth ordinarily operate from 35 to 40 times upon meats, from 20 to 30 times upon dry bread, and from 15 to 20 times upon juicy fruits. The reports of the other two counters did not differ widely from the foregoing report and probably they fairly represent the food chewing habits of people who give heed to the duty of mastication.