

live oyster bed, and then only at such place or places as may be prescribed by a fishery officer." The use of the rake is condemned, and in its place Mr. Kemp recommends tongs or dredges, and suggests that the fisheries department forward to the various districts patterns of dredges appropriate for this work.

We are told that the oyster crop for the present year has been fair, the yield, taken all round, being as good as during previous seasons. The Canadian oysters, known as Malpeques, come from around Prince Edward Island, while the Caraquets are brought from Bay de Vin, Buctouche and Shediac, on the New Brunswick shore. The schooner "Marie Laurie," from Chatham, N.B., with a cargo of Caraquets, was in Quebec last Saturday, and the "Mary, Star of the Sea" brought 500 barrels of Malpeques to Montreal some days since, which sold briskly at from \$2.50 to \$3.00 per barrel, the hand-picked ones commanding the higher figure. Further cargoes are reaching Montreal this week.

THE CANADIAN PACIFIC LOAN.

The issue of preferred stock of the Canadian Pacific Railway Co., authorized at the last annual meeting, has been placed upon the London market. The company has disposed of £1,320,000 worth of 4 per cent. preferred stock at 90, which is a very good price. This stock takes priority over the common stock up to 4 per cent. per annum, which is the highest rate of dividend this security carries, and if less than 4 per annum is earned, no part of the deficiency is to be made good afterwards.

The use to which the funds derived from this sale are to be put is, we understand, to recoup the company's treasury for expenditures on capital account. Almost \$2,000,000 has gone to replace wooden bridges with iron or steel ones, and other improvements not chargeable to working expenses; 551 wooden bridges were replaced by iron ones last year, it is said. Two millions more is intended to be spent on rolling stock, grain elevators at Winnipeg and Fort William, terminal facilities at Vancouver, Toronto and Montreal. Then there is the Souris branch to Pasqua, 162 miles, a short branch to Revelstoke, and one to Temiscaming. The company's surplus earnings in 1892 are stated at \$6,923,531, a very handsome result, especially considering the fate of some of its trans-Atlantic competitors.

WHAT TO BUY.

The puzzles that sometimes confront a merchant now-a-days in buying goods would have been enough to make an old-time store-keeper tear his hair, there are so many kinds of everything. Suppose we try to follow a man, say a grocer, in his trip to the city to buy stock. Arrived in the warehouse he tells the salesman that he is new to the business, and the first thing he has on his list is soap.

"Soap, oh yes. Do you mean common soap? Mr. Browndust, ah, "Washing soap?" and he hands out to the customer sample after sample of the long laundry bars, some done up neatly in paper with colored devices. "The brands we sell most of are the Eclipse, the N.P., the White Star and the Ivory Bar. All good soaps, sir; my wife swears by the Eclipse. Some prefer the Ivory Bar, but it comes a little higher." The buyer says he was thinking of getting some of the kind that comes in short bars, about as long as one's hand, and he thinks this sort is the more novel and attractive for a new man like himself to begin

with. "Very well, sir," chimes in the salesman, "in this size I can offer you Detroit, Diamond Bar, or Magic, or Star, or —" But the buyer says: "Hold on a minute, these names don't seem to be the names I have heard from the women at our boarding house," and he searches his pockets afresh for a memo he had made on the subject. "Ah, may be you mean that new English soap; you needn't worry about that, Mr. Browndust, for here's a brand just lately up from New Brunswick that yields a good profit, but customers like variety to choose from, and if you want an article to compete with it, here is the Wide Awake, and this is the Detroit, and this the Victor, and although we don't keep them, you can get soaps made in London, or Woodstock, or Quebec, or Montreal, as well as in Hamilton and Brantford and Toronto."

"Dear me, I didn't suppose so many people made soap. Hadn't I ought to get another kind besides laundry? Something different, you know, or finer?"

"Why, of course," answers the ready clerk, "you must have that, and some toilet soaps too. Here is Morse's Mottled, and behind you on the shelf is the dish-cloth and towel soap, as we call it, and then, there are those American things you see in all the magazines. But, I suppose, being a good Canadian, you want something home-made. I would advise you to take — Here is some Castile bar, but I'm afraid it is too expensive for you," and so on.

The buyer modestly says that he always used Old Brown Windsor for his personal toilet, but he was advised by the minister's wife to get some Magnum cakes, which were good value. "Oh," answers the clerk, "that's good enough, but it is old-fashioned. You want to be in the swim. There is fashion in toilet soaps just as in everything else now-a-days. And you don't want soap scented with wintergreen, or ratafia, or those old Josh Whitcomb scents. You ought to have this, or this, or this, and a little of this; you see how beautifully they are done up. The pictures help to sell them. Don't forget some oatmeal soap for the ladies; this kind is not very expensive, it softens the skin and has a lovely smell."

But the buyer somehow thinks that the glycerine soap is the nicest for softening purposes; he likes the rich ruby color of it. He laughs a little contemptuously at the "Infant's Delight" brand, and says he'll pass on that, but he is greatly taken up with Morse's "Heliotrope," which the clerk says is not the newest, but Browndust finds it new enough for him.

"What next?" the buyer is asked, and he finds from his memorandum that he has to buy some tinned fish. The salesman suggests some high-grade French sardines, quarters or halves, "very nice goods, delicate, you know, and yield a good profit," and he tries his tongue on some of the French names on the labels, such as Chancerelle, Trefavenne, Roullard. But, like the darkey preacher who, when asked what brand of champagne his ladies liked, Roederer, Clicquot or Mumm, replied that "the ladies ob my society hab mostly done expressed a preference for gin," the buyer modestly says he doesn't think these the kind of goods his customers want, he means salmon or lobster. Then the salesman glibly rattles off the "Horse-shoe brand salmon, fine goods, very satisfactory; but if you want something a little lower, how would McClelland's do?"

Mr. B. had been told that he should buy the white salmon, because they are cheaper and yield a better profit, and are just as good. But the clerk labors to show him that this notion is all wrong, that hard things are said

of the spring salmon, which are pale of flesh and won't sell in this market. He gets out of breath begging Mr. B. not to waste his substance or his reputation as a new grocer on white salmon. "The first-class salmon of our Pacific Province is red of flesh—these are the salmon of the Skeena, or the Naas, or the Fraser; fine goods they are, sir, finest in the world. Here you are, the Clover Leaf brand, in either talls or flats; lovely goods, cheapest food in world. Have you ever tasted the Lion brand of B. C. salmon lately on the market? No? Well, sir, you can't get them anywhere else in Eastern Canada. This brand is controlled by a man in Victoria, and he sent 80,000 cases to England last year; they are lovely goods; fancy selling two of these at retail for a quarter."

The new merchant cannot quite understand why, when all the salmon now-a-days come from the west it should be equally a matter of course that all the lobsters are from the east, and asks the city man whether the Pacific cannot "grow" the latter as well as the Atlantic. He is much taken with the finnan haddies, ready for use, put up in tins by a man at Digby Neck, and hopes we shall soon put up herrings, kippered as the Aberdeen and London folk do.

A thing that seems to Mr. Browndust curious is, that lobsters are put up by one man down east, in tins covered with texts from Scripture, which reminds him of the religious picnic text, "Whether ye eat or drink," etc. But this religious crank puts up good goods, they say. Matheson's are cheaper than Noble's, the clerk explains, and Bell's are low-priced too, but if you want the best lobster you must pay more money. Clover-leaf heads the list, as he may see in any price current; then there are Royals, tall or flat, and Crown.

Having made his selection with slow care, Mr. Browndust wipes his brow and then says the next item on his list is baking powder. Living, as he did, near the American frontier he had heard a good deal of the American brands, such as Price's and Cleveland's. The salesman answered, "Yes, and you've named two of the best of them, but there's another with a good monarchical name, an odd thing for a Yankee to choose. But then, you know, Mr. B., they really do love royalty, for all they pretend to hate it. Of course you know that the leading Canadian lines are the Cook's Friend and the Pure Gold. There is another kind, but we are out of it at the moment. Do you want the bulk powder as well as the package?" Mr. B. is stuck for an answer. He thought that baking powder somehow grew in packages, and had never heard of "loose" powder. However, looking at his watch, he begged the salesman to let him go and get some dinner, for he had had a very early breakfast and had a touch of headache. He would come back and finish.

THE TELEGRAPH IN CANADA.

A correspondent who says he has read in a recent issue the partial account of the Western Union Telegraph annual meeting, wants to know something more about that enormous concern. And he says: "Could you not devote one of the series of Telegraph Papers in your journal to describing in detail the rise and progress of that great company? It would make very good reading I am sure, and would be of interest to not a few among your Canadian subscribers. And you might tell us at the same time something more about its financial condition, since you are supposed to deal so much in figures."