

## IMPORTS AND EXPORTS.

## IMPORTS.

The following is a summary of the quantity, value and duty on imports at the port of Victoria for the month of November, 1892:

ARTICLES.	QUAN.	VALU.	DUTY.
Acids.....		\$ 56	\$ 11 20
Agricultural imple- ments.....		230	97 65
Ale, beer & port w <sup>g</sup> s.....	3,015	2,327	717 12
Animals.....		3,269	1,333 20
Books, pamph's, etc.....		2,753	57 85
Brass & manuf's of.....		656	175 80
Bread-stuffs, etc., viz Grain, of all kinds bush.....	888	1,086	116 76
Flour, brls.....	900	335	673 13
Meal, ".....	748	1,322	281 70
Rice and all other bread-stuffs.....	13,611	3,396 55	112 05
Candles, lbs.....	3,483	161	69 69
Cheery, lbs.....	2,210	87	21 65
Coal and coke, tons.....	41,1820	361	37 38
Coffee, from U.S., lbs.....	12,571	2,592	69 15
Copper and m's of.....		2-2	67 26
Cordage all kinds.....		315	1,387 45
Cotton, manuf's of.....		1,670	11,335 57
Drugs and medicines.....		32,754	
Earthen, stone and China ware.....		2,551	859 78
Fancy goods.....		1,455	471 10
Fish.....		1,912	376 79
Fruit, dried.....		5,886	1,121 67
Green.....		3,517	1,111 21
Furs.....		22	5 50
Glass, glassware.....		1,020	995 52
Gunpdr, exp sub's.....		3,501	1,215 95
Hats, caps, bot m's.....		818	215 10
Hops, lbs.....	1,321	273	79 26
Iron and steel m's of.....		20,231	6,633 30
Jewelry and watches and m's of gold and silver.....		216	55 85
Lead and manuf's of.....		255	91 32
Leather and m's of.....		3,239	778 31
Marble and stone and manuf's of.....		470	96 68
Malt, bush.....	1,063	770	159 45
Metals, composition and m's of.....		172	200 10
Musical instruments.....		574	291 25
Oils, coal and kero- sene, gals.....	25,616	5,733	1,814 40
All other, gals.....	2,976	1,497	325 20
Paints and colors.....		687	245 70
Paper and m's of.....		3,556	1,190 37
Perfumery.....		23	6 90
Provisions.....		8,162	1,951 71
Bacon hams, etc.....			
Salt, not from Great Britain or British possessions, or for fisheries, lbs.....	16,180	240	12 13
Seeds.....		38	16 30
Silk, manuf's of.....		5,923	1,776 60
Soap of all kinds.....		329	132 81
Spices of all kinds.....		233	68 15
Starch, lbs.....	2,328	71	16 86
Spirits.....			
Of all kinds, gals.....	5,197	8,272	11,711 13
Wine, other than Sparkling, gals.....	2,850	2,352	1,903 74

## ARTICLES.

ARTICLES.	QUAN.	VALU.	DUTY.
Wine sparkling doz.....	131	1,215	612 52
Sugar above Noll lbs.....	23,405	1,018	187 24
Sugar candy, etc., lbs.....	6,071	702	321 60
Molasses..... gals.....	338	65	23 06
Tea, from U.S., lbs.....	2,788	622	62 20
Tobacco and cigars.....	1,751	888	1,525 70
Wood and m's of.....		2,000	580 65
Woolen m's of.....		10,226	3,165 80
All other dutiable articles.....		30,768	7,233 33
Total dutiable goods.....		\$207,166	\$71,077 51
Free goods, all other.....		22,331	
Grand total.....		\$229,800	\$71,077 51

## EXPORTS

From the port of Victoria, for the month of November, 1892—the produce of Canada:

THE MINE.	QUANTITY.	VALUE.
Coal.....	790	\$ 3,950
Gold dust, nuggets, etc.....		31,222 9
Other articles.....		
THE FISHERIES.		
Fish of all descriptions.....		1,285
Furs or skins of creatures living in the water.....		2,108
ANIMALS AND THEIR PRODUCE.		
Other animals.....		21
Cheese..... lbs.....	577	48
Other articles.....		36,361
AGRICULTURAL PRODUCTS.		
Fruits—green.....		46
Flour of wheat and rye brls.....	1,115	5,782 7
Other articles.....		
MANUFACTURES.		
Wood—m's of all kinds.....		20
Other articles.....		1,032
Grand total.....		\$ 81,951

Goods, not the product of Canada, for the month of November, 1892:

	QUANTITY.	VALUE.
Animals and their produce.....		
Other animals.....		
Agricultural products.....		
Other articles.....		37
Manufactures.....		
Iron—pig and scrap, cast- ings, hardware, etc.....		163
Boots and shoes.....	1	2
Manuf's of leather.....		35
Liquors, spirituous and malt, of all kinds..... gals.....		10
Sewing machines.....		125
Wood m's of all kinds.....		88
Other articles.....		3,781
Miscellaneous articles.....		771
Coin—gold.....		2,127
"—silver.....		1,637
Grand total.....		\$ 9,159
Total exports of all kinds.....		\$ 91,110

## COMMERCIAL SUMMARY.

Edward Farrer is working for the New York Tribune.

A real estate boom has struck the Canadian side of the Niagara river.

Spain has decided to make a fitting display at the Chicago World's Fair.

Brantford is excited over the disappearance of J. H. Simmons, a grain merchant.

A Panama despatch says: The first rubber mill in Colombia is now being erected in Bogota.

M. Hannan & Co., wholesale cheese and produce dealers, of Montreal, have failed. Liabilities, \$115,000 to \$120,000.

Eleven thousand barrels of apples have been shipped from Port Elgin this fall for England, and the United States.

The private bank of O. P. Bills & Co., Tecumseh, Mich., has closed its doors. The failure is believed to be a serious one.

A Boston despatch says the importers of mother of pearl have begun proceedings to test the section of the McKinley bill which imposes a duty of 40 per cent ad valorem on "articles, cut, ground, sawed or manufactured."

The Panama Canal investigation has developed some wonderful things. It is shown that the promoters of the enterprise bought up almost the entire press of the French capital and that the amount of picking and stealing done was something immense. It has caused a change of government and the end is not yet.

Both Nanaimo and Vancouver are agitating the subject of a dry dock. The latter has appointed a committee to consider the subject and, if deemed desirable, to aid and assist the gentlemen who propose to undertake such a work. In Vancouver, certain private individuals talk about a contemplated expenditure of a million and a half on the necessary

## DALBY &amp; CLAXTON

Real Estate, Insurance,  
Mining & Financial  
AGENTS.

AGENTS FOR—

The York-nire Guarantee and Securities Corporation, England.  
Alliance Assurance Company (Fire), England  
The British Columbia Fire Insurance Company, Victoria.  
The Great West Life Assurance Co., Winnipeg and Victoria.  
The Royal Canadian Packing Company, Claxton, Skeena River.

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WILKES, MINERAL PRODUCTS.

works and it is claimed that, on account of what such an enterprise would do towards building up the trade and increasing the importance of the port, the municipal authorities ought to give it a bonus of \$200,000. The News Advertiser, however, is opposed to the scheme which it does not appear to think would be productive of the results claimed for it.

Tact is important in the sale of goods. There is seldom a woman who enters a store who has a definite idea as to what she wants. She has got to be suited, and it requires tact many times to please. The goods must be shown in such a way that the lady will believe that her taste is suited. There should be no misrepresentation in doing this. Misrepresentation is not tact. There is a little matter of color that is not just right, or the figure is slightly at variance with her preconceived idea of what she would like, and these little prejudices must be removed. It can be done generally by tact. Have you this faculty, or do your customers leave you many times without buying, simply because you have not been able to make them believe that the goods shown were what they desired?

Uniformity of price is the best in the long run, notwithstanding the temptation to vary. It is such an easy matter to take advantage of the ignorance of unsuspecting customers by charging an excessive profit and so be enabled to underbid rivals when in close and direct competition, that the practice is deplorably common. This sort of thing suggests smartness, and is very apt to trip the young merchant who thinks himself much brighter than he is. Apparently a few dollars may be gained by the method; but in the end it is a crippling loss. The customer who eventually discovers he has been overcharged, or that his purchase was misrepresented, is not likely to go back to the store to make complaint, and he is certain not to return for the purpose of buying. Neither will he advise his friends to do so. The price charged should afford a fair but not exorbitant margin, and customers should be treated impartially.