

**DALBY & CLAXTON**Real Estate, Insurance,  
Mining & Financial**AGENTS.**

—AGENTS FOR—

The Yorkshire 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.

**64 YATES ST., VICTORIA.****KNOW YOUR FINANCIAL STATUS.**

True, the wisest business men are often caught up in the whirl of disaster and swept from their feet without warning, and seemingly in such a way that no possible foresight could have prevented it, but, as the *Retail Grocers' Journal* says, these instances are usually the result of some general financial flurry, which has its rise in the unbusinesslike methods of some men or class of men, the effect of whose folly unfortunately reaches to scores and hundreds of otherwise successful men. But the man who starts in business to-day, and to-morrow is closed on a chattel mortgage, has simply overrated his ability or the public demand for his enterprise. The reasons that led up to this are innumerable, but the principal one is that merchants lose themselves by not knowing their financial status.

Failing to keep a record of your business will eventually result in its complete failure. It is easy to get along for a time without books, but you can not permanently succeed if you try it long. A thorough business man would as soon think of giving away his goods as to lose control of knowing where they went to through the failure to keep accurate accounts. Yet many merchants carry their accounts in a cheese box on small slips of wrapping paper, and they could not tell whether they are worth a thousand dollars above their debts or owe a thousand dollars more than they possess, and this class are often surprised when receiving a visit from the sheriff. They have worked hard, lived economically, and always supposed that they were making money. They fail because they do not know their condition. Had they known how they stood, by having the reins of control of their business in hand, they could perhaps have averted the unfortunate occurrence.

A man may carry on his business loosely for years and finally come to grief through neglecting to keep in constant command of the same. Had he been able to estimate his goods and doubtful accounts, his salable and unsalable stock and his outstanding indebtedness, he would have seen the drift of his business and could have withdrawn with comparatively slight loss. Nor would his business reputation have been sullied with the blight of apparently dishonest intent. He could have made a change

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in his method, or reduced the quantity of his stock and by so doing avert his ruin.

Keep an account of daily sales and expenses, and compare the same at least monthly. See that the expenses do not gain at as rapid a rate as the income. If they do, learn the cause and get rid of it. By all means limit the amount drawn for personal use and keep an account of the same. Also keep an accurate account of all bills payable. If not able to discount your bills, don't let them, when due, find you unprepared to meet them. It is a safe plan to always keep far enough ahead of your liabilities as not to let them step on your heels and trip you. Many good men have been ruined through not looking forward to meet financial obligations.

**COMMERCIAL SUMMARY.**

It is understood that the report at the approaching annual meeting of the Liverpool and London and Globe Insurance Company will show a net surplus in the transactions of 1892 of £40,000.

The coal production of Belgium in 1892 was 10,591,008 metric tons, a decrease of 0.4 per cent, from 1891. The output of pig iron was: Foundry, 74,500; forge, 453,002; Bessemer, 235,810. Total, 768,321 tons.

Not much reliable information in regard to next season's supply of teas has as yet come to hand, but the departure of agents representing leading firms in this country for China and Japan is an indication that new crops are not distant.

Manager Eaton of the United States department of the Liverpool and London and Globe has many adherents to the proposal to provide an alternative rate for co-insurance clauses and there is a sentiment in many companies that if this or some similar scheme is adopted it will head off adverse legislation.

The annual statement of the Marine Insurance Company, Limited, of London, shows assets of \$5,395,041.98, including a net surplus of \$4,344,001.88. The Marine has \$375,000, par value, of United States registered and other bonds deposited in

that country. The subscribed capital of the company is \$5,000,000.

It is thought that valuable coal deposits exist in Northern Ontario, in the direction of Hudson's Bay, and the Ontario Government is accordingly being urged to spend \$5,000 in there prospecting for the mineral this summer. Such a find would be most valuable and timely, in view of the lately created Nova Scotian coal combine.

The report of Mr. Moore, British Vice-Consul at San Francisco, shows by the case of California what an abundant opportunity for prune growing there yet is for this Province. This culture really only began in 1881; but now Californian prunes are rated and priced higher than those even of France. Yet although California last year raised 27,000,000 pounds of prunes, valued at over \$2,100,000, the State but partly supplied the wants of the country, for the United States annually import about \$3,000,000 worth. Hence Italian prunes which here grow excellently, should have a great opportunity, as there will be no fear of American competition, whilst the prune demand of Canada, will for many years take twice or thrice all that British Columbia is likely to raise.

The most interesting phase of the present commercial situation is the great strength of the sugar market. A week ago the *Picayune* reported that there had been an advance of ½c per pound in raw sugars. During the past week, there has been a further advance of ½c, and, unless the signs of the times are very misleading, there will be further advances during the coming week. In Havana and the island of Cuba generally there has been a sharp advance in prices, accompanied by considerable speculative buying, if reports are to be credited. The cause of this general advance are the comparative light supplies of sugar in Europe and the prospect that the Cuban crop will fall considerably short of last season. With the prospect of a short sugar crop there is reason to expect that the United States will have to draw upon European supplies of beet sugar later in the season.—*New Orleans Picayune*.