

GOODS SOLD TO THE  
TRADE ONLY.



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### Saskatchewan Valley.

The Saskatchewan country only needs to be seen to be appreciated. At a meeting held in Prince Albert on the occasion of the visit of the Waterloo delegates, Mr. P. L. Alexander, Dominion Immigration agent at Moosejaw, made a speech expressing his great pleasure at being able to accompany the delegates on their visit to the north country. As Dominion Immigration agent he desired to work for the interests of the whole country, without partiality for any particular district. Hitherto he had known nothing personally of the Saskatchewan country, which has been frequently misrepresented by interested parties in the southward. He was very much pleased and agreeably surprised with what he had seen, and in future, would be able to give intending settlers an accurate account of this fine country. Then again the country between Pitt and Edmonton has just been visited by Mr. Hamilton, Land Commissioner of the Canadian Pacific railway. Much as he has studied the country in the discharge of the duties of his office he was taken by surprise. He thought he had about reached the limits of profitable agriculture, instead of which he found he was in a country the growth of whose products would compare favorably with those of Manitoba, and on the borders of a fertile country lying beyond, the extent of which it was bewildering to contemplate, and the wealth of which it is impossible to calculate. There is nothing like bringing people to see for themselves. The eastern and western sections have this year been visited by well informed men who admit that the half has not been told as to the advantages offered to settlers; and every one who visits Battleford and the central section has the same to say of it. Now that railways are tapping the Saskatchewan we may see the fertile belt once more become the attraction as it was before a strong combination boomed the southern country as it did, and so for a time diverted attention from it.—*Battleford Herald.*

A prominent orange grower, of Florida, makes the statement that the orange crop of that State this year will not be more than 1,000,000 to 1,500,000 boxes, or about half of last year's crop.

### The Pottery and Glass Trade.

The one great trouble now is the question of prices. We do not often meet any one actively engaged in the glass, china, or earthenware business, whether as manufacturer, wholesale dealer, or retailer who does not lament, if he does not plainly anathematize his trade, as one in which there is no profit now-a-days. This is not merely a general remark, for we have in mind an interview we had very lately with a manufacturer who made just such a complaint. Our reply to him will suit everybody, "You ought to get a profit". It is no part of our business just now to say how this is to be done. Those who are actively engaged in trade know the necessity for having a profit—some profit—on all transactions, big and little. If traders would only insist upon this, leaving the extent of the profit to be regulated by circumstances, there would be fewer failures and a far more regular trade. There should be a profit on everything sold—excepting only when reductions are made on old stock that is just doubling its cost by standing on the shelves and losing interest.

There is a good sprinkling of novelties in the market, particularly in small goods—especially in pretty flower holders for table decorations. New designs are always safe in these things, because people soon want a change, and those who regularly use them will always buy the latest out. In addition to being very saleable these are "good goods" to put on show, because they set off the other fancy goods in a shop very effectively. Some of our best selling English goods are of the French type.

Fluted shapes seem to rather numerous—in toilets, dinners, and dessert sets, as well as tea sets. This fluted style is also adopted by some of our leading pressed glass manufacturers, and with considerable success. Similar in character are some pretty looking pillared pressed glass goods. Sugars and creams and bowls and dishes with slanting pillars are having a good run. The idea came originally from America, but in some respects has been improved upon.—*British Trade Journal*, Sept. 1.

The last number of the *Dominion Illustrated* is entirely devoted to the visit of Prince George of Wales to Canada.

### WHOLESALE JEWELER.

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### Carty Insurance.

Provision for an emergency is the business man's sheet anchor. With ample capital and a thriving business everything looks prosperous and hopeful, but if no provision is made for a remote possibility, that possibility is almost sure to become a reality, and misfortune will sweep away success, as a cloud would suddenly shut out the light of the sun. All commercial forces are more or less under our control, but not entirely so; yet there are vastly more subject to man's domination than the forces of nature, the most destructive and relentless of which is fire. But if fire is the more destructive it is also the easiest to provide against, and herein lies a privilege which at once becomes a duty.

The securing of reliable insurance should be considered of as much importance as any other investment which a business man is bound to make. The size of his business has nothing to do with the principle. It is as important to have an insurance on a small plant as on a large one; and yet, among those who do not carry insurance, nearly all are small concerns, who perhaps need it most.

Small stores are the worst offenders, and it is to this class that we direct our words. A merchant owes it to himself that he secures insurance on his store the moment it is ready for business. To continue one day without it is more than he can afford. Let him be ever so careful he is liable to burn out, because he is in jeopardy, not only from his own house, but from fire in adjacent buildings.

No one better than the merchant's paper knows the necessity for insurance, for no one knows better the history of the thousand and one fire disasters that occur among them. Therefore, it is with the best data of information that we feel the necessity of urging upon them the importance of providing against fire loss.—*Kansas City Bulletin of Commerce*.

A telegram from Ottawa last Friday says that it is understood the bonds of the Shuswap & Okanagan Railway Company, which has been incorporated for the purpose of building fifty miles of railway from the main line of C. P. R. in British Columbia, through the Okanagan district in that province, have been purchased by Wheaton Armstrong, banker.