

## GOOD PAY, SLOW PAY, NO PAY.

Horace Greeley was particularly bitter against lawyers, and insisted the whole guild ought to be suppressed. If he had been asked which he would suppress first, the lawyers or the slave trade, it is probable the negroes would have had to wait their turn. In a discussion in which the other side maintained the cause of the legal brotherhood, the question was propounded to the great newspaper philosopher, "But if there was no lawyers, how would you collect your debts?"

"I would not collect them. I never do collect them. I never have any to collect, I never part with my property until I get my money," snapped the sage of the *Tribune* tripod.

If the grocery trade would adopt this rule the profits of the business would be larger and failures fewer. The *North-west Trade*, published at Minneapolis, gives this as coming from a grocery man, "In looking over my book accounts aggregating something like 2,300, at one time I found it easy to classify them as, one-third good pay; one-third slow pay; one-third don't pay. Now, the first third of that business had some profit in it; the second third, the slow pay, virtually ate up its own profit; and the last, of course, was a dead loss. Under these circumstances I reached the conclusion that it would be good business to only sell to the first third, and those who were good pay and afforded some profit. I would do a small but profitable business, and I could count on reducing two-thirds of my expenses."

## VALUE OF SPECIALTIES.

According to a London journal, the advantage, in an advertising sense, of becoming identified with a specialty of some kind is not as much appreciated as it might be. To illustrate more clearly, it refers to a man who, having taken up bent iron and pushing it energetically, and identifying himself with it as a specialty, has come to be known as "The Bent-Iron Man." There is money value in such a popular designation; a "good will" in a name. It provokes inquiry, and every explanation is a free advertisement. Not everybody can be so fortunate as to attach himself to a special line of business which will stand sponsor to so pat a name as this, but practically there is no tradesman who cannot make a leading feature of something which will differentiate him from his brethren in the same trade. Manufacturers understand the value of specialties or acquiring a name for certain special lines. The worthiest man may bury himself in a dull level of conventionality. If he would attract attention he must do something that nobody else is doing at the moment. A visit was made to an ironmonger, who set up his shop in a town already fairly well supplied with hardware dealers of the legitimate and illegitimate sort. He instinctively felt the need of floating his venture with the aid of a specialty. He decided upon guns and ammunition, though the town was not a centre for sportsmen by any means, and he knew very little about guns. But he went into the branch with energy, and his specialty has been his salvation. Doubtless

readers could supply much cumulative testimony to the same effect. The world is so very busy that it will not need the ordinary blandishments that were once sufficient for the tradesman. He must, metaphorically speaking, sound the trumpet or wave a flag.

## THE SALMON INDUSTRY.

It is announced from the Fraser River that, in view of the contracts which have been entered into for this season, there is a regular war among the canners and the price of fish as paid to the fisherman is such that so far it is impossible to make any money. Indeed, the salmon cost much more than can be realized out of them. A recent Westminster dispatch said: "The war among fish exporters still continues, though no advance beyond yesterday's price was offered. It is believed an arrangement will be reached shortly whereby a reasonable scale of prices will be arranged. As the Eastern market stands at present, exporters will lose four to five cents per pound on fish bought at the prices ruling now. As this sort of thing cannot go on long, the war is bound to be short-lived."

Our contemporary the *Montreal Trade Review* apropos to the Columbia River combine which it has mistaken as belonging to this Province has undertaken to make a few pleasant observations with respect to this important department of provincial industry. It gives the figures of the British Columbia output from 1876 when the pack was only 9,847 cases down to the present time as follows:

1877	67,387
1878	113,601
1879	61,093
1880	61,849
1881	177,276
1882	255,061
1883	196,292
1884	141,242
1885	108,517
1886	161,264
1887	204,083
1888	184,040
1889	414,294
1890	409,464
1891	314,893
1892	228,470

It observes that British Columbia has won and deservedly a world-wide reputation while the companies interested have made handsome profits.—*B. C. Commercial Journal*.

There are numerous changes in the Dominion Immigration Department. The amalgamation, previously announced, of the agencies will effect a saving of \$50,000 this year, but, on the other hand, additional expense will be incurred by the agents who will accompany each immigrant train as it proceeds through the country. An immigration propaganda is also to be vigorously prosecuted in the United States. Meantime the steamship lines have increased the cost of steerage passages across the Atlantic; but it is contemplated to bring across some 500 servant girls, half of whose expenses will be borne by the Government, the other half being remitted by the transportation companies. It is to be presumed that if there be anything by way of advantage in this servant girl movement, British Columbia will not be left out in the cold, since we have as much interest in it, proportionately, as our fellow citizens in the more easterly provinces.

## FOREIGN COAL SHIPMENTS.

For the present at least, it does not appear likely that the British Columbia coal trade with San Francisco will be in any way augmented, the English and Australian article, owing to low freights, being able to meet the Nanaimo and Wellington product at a lower rate than it can be delivered at that point. The authority for this is no mere speculator, but a gentleman who is largely interested in the business, being Mr. Rosenfeld, of San Francisco, who holds a considerable amount of stock in the New Vancouver Coal Company. Could freight rates be reduced a trifle, it is said a still larger number of miners might be profitably employed and a much greater output disposed of. Meantime the people at the Union mines are increasing their facilities for loading ships with coke, an excellent quality of which is, as is well known, produced in the Comox district.

The following are the shipments for the week ending March 25:—

NEW VANCOUVER COAL CO. SHIPPING.		
Date.	Vessel and Destination.	Tons.
20.	General Fairchilds, bark, San Francisco	2,375
20.	Mogul, str. Port Townsend	27
21.	Pioneer, str., Port Townsend	36
21.	Tacoma, str., Port Townsend	46
22.	Carrollton, bark, San Pedro	2,364
22.	Occidental, ship, Ounalaska	2,413
23.	Mogul, str., Port Townsend	30
24.	Louis Walsh, ship, San Francisco	2,276
Total		9,567

THE British representative at Washington has, we notice, been raised from the diplomatic rank of Minister Plenipotentiary and Envoy Extraordinary to that of Ambassador, Sir Julian Pauncefote having been, moreover, duly recognized by the foreign ministers as dean of the corps.

In last week's *British Columbia Gazette*, appeared the notices of no less than thirteen applications for coal prospector's licenses, the majority of them being for operations on Saturna Island, while others wish to turn their attention to the North Thompson River country in Lillooet, and still others to the Osoyoos division of Yale.

VICTORIA enterprise is, it is understood taking a departure in the direction of China where, in the city of Hong Kong, Messrs. Turner, Dunlevy, Dupont, Byrnes, Kirk and others have acquired the franchise for a street car system which Mr. T. F. Sinclair is about to inaugurate. Electricity is likely to supply the motive power.

BRITISH COLUMBIA canners have by this time learned, and no doubt with extreme satisfaction, that the Canned Goods Act amendment is not to be applied to this Province this year. The object is to have the labels for the goods imprinted with the word "Canada," and also to have the name and address of the packers and the year in which the packing took place. The canners have, as a matter of course, already received their labels, and it would not only be a matter of expense but of delay to have them printed over again. How is it, we may ask, that in connection with many changes affecting British Columbia interests—notably the sealing industry of unhappy memory and still continued dissatisfaction—our people cannot be notified in time of the changes that are contemplated?—*Commercial Journal*.