

A SUCCESSFUL BUSINESS MAN.

MR. F. J. SULLIVAN, the well-known rabbit exporter, is to leave for England in a few days on a business visit, where, among other things, he intends to see what can be done in the way of opening up a market for deep sea fish. Mr. Sullivan is of opinion that there is every prospect of a profitable trade being worked up in Great Britain for New Zealand fish, if only the matter is taken in hand in the proper manner. As an example of what may be done in this way he points with pride to the great proportions which the rabbit export trade, of which he was practically the pioneer, has assumed within a very brief period. Mr. Sullivan has been commissioned by the directors of the Otago Trawling Company, of which he is the largest shareholder, to open up a market in London, and he is to take with him a small shipment of soles packed under his personal supervision for the purpose. Should the experiment prove a success, and the prospects encouraging, the Trawling Company's operations will be considerably extended. There is little doubt that if there is a trade to be done in this direction Mr. Sullivan is the man to find out all about it and put it on a sound footing. There is no reason why he should not do for the fishing industry what he has so successfully done for the rabbit export trade. Last year Mr. Sullivan sent Home nearly 2,000,000 rabbits, being an increase of three-quarters of a million on his shipments of three years ago. Mr. Sullivan's success is a good example of what industry, business capacity, and attention to details can do. He points with pride to the fact that he started in business in a very small way in Dunedin a few years ago, and that already it has grown to very extensive proportions. Mr. Sullivan was born in Youghal, County Cork, in 1858. When very young his parents went to reside in London, and young Sullivan was sent to Radcliffe College, where he and his brothers were educated. Soon after leaving college he came to New Zealand, and for over 20 years he has resided in Otago. Like many another self-made man, he went through all the ups and downs of colonial life for some years, but keeping his eyes open he saw that there was money in fish and rabbits, and that a splendid source of wealth was being practically neglected. His success as a rabbit exporter is well known; the business has gone up by leaps and bounds during the last few years, and Mr. Sullivan's brand of goods, especially the 'Shamrock,' has a reputation not alone in London, but also in Manchester, Birmingham, and other provincial towns. His cousin (Mr. Green) is chairman of the Cork Chamber of Commerce, and his brother (Mr. John A. Sullivan) is in business in Shanghai, China. His uncle had been for many years organist at St. Mary's Catholic Church, Cork. Mr. Sullivan has great hopes that his mission on behalf of the fish industry will be a success, and he contends that we can land soles and other deep sea fish in England during the scarce season. He is of opinion that the Government would put the money spent in searching for suitable fishing grounds along the coast to better advantage in assisting to open up a market for New Zealand fish in the Home countries. Once a profitable market was found for our surplus fish he thinks that private enterprise would very soon do the rest. Mr. Sullivan, who is a member of the Dunedin Chamber of Commerce and the Otago Club, takes with him the best wishes of a large circle of friends for the success of his venture.

A first-class dog cart is advertised for sale. For further particulars apply to this office.—*.*

Messrs. S. B. Seymour and Son, the long-established dentists, Christchurch, notify that they have removed to 216 Colombo street, nearly opposite their late premises, and next to Messrs. Coates and Co., jewellers. Messrs. Seymour and Son's reputation for giving satisfaction in all work performed by them is so well known that it is quite unnecessary to recommend them to our friends.—*.*

Our readers in Canterbury and elsewhere who intend to visit Christchurch during the Jubilee Carnival should not miss paying a visit to the establishment of Messrs. J. Ballantyne and Co., Cashel street, where they will have the opportunity of seeing a stock of goods in all departments which cannot be excelled by any house in Sydney or Melbourne. Messrs. Ballantyne have the reputation of not only importing the latest styles and fashions, but also of keeping but one class of goods—the best—in all departments.—*.*

Holiday excursion tickets will be issued from all stations in the Hurunui Bluff section of the Government railways, south of Timaru, to Christchurch from October 29 to November 3, and from any station to any station from November 7th to 9th. Persons who intend to be present at the opening of the Canterbury Industrial Exhibition, and the Agricultural Show and Races will find all particulars as to fares, arrival and departure of trains, etc. in our advertising columns.—*.*

The Railway department have decided to commence running Saturday to Monday excursions to the seaside resorts on the first Saturday in November. A fast passenger train will leave Dunedin on Saturday at 1.15 p.m. for Palmerston where it will arrive at 4 p.m. Trains will leave Palmerston on Monday at 5 a.m. and 6.10 a.m., arriving in Dunedin in time for business. These trains will stop at certain stations on the route. Further particulars will be found in our advertising columns.—*.*

THE average Yankee is not only cute, but he is faddy. For instance, for years the Yankee would drink only China and Japan tea, and to get him to try Ceylon was like trying to get a child to take a cold bath; it was good, no doubt, but not wanted. It was like the cat getting her nose in the rest of the body soon followed, and from small experiments the Yankee took to bolder trials, until at last the purity, strength, aroma, richness and fragrance of the unblended Ceylon tea overturned his prejudice, and to-day the teas of our sister colony are capturing the tea-pots of America, just as the pure Ceylon packed and sealed teas of the Hondai Lanka Co. are capturing the tea-pots of Otago and Southland, much to the disgust of the local tea blender.—*.*

STORE CATTLE—There was nothing very good, but anything forward sold well. Two-year-old steers, L3 8s to L3 15s; do mixed cattle, L3 9s to L3 15s; 18-months (mixed sexes), L2 17s 6d; rough yearlings, 20s; dry cows, L2 15s to L4 15s.

FAT SHEEP—The yarding included some very good prime sheep, both in the wool and shorn, and good merino wethers. There was keen competition between butchers and freezers for all suitable lines, and, if anything, prices hardened towards the end of the sale. Prime heavy wethers, 24s to 26s; freezing quality and mixed sexes, 20s to 23s; lighter, 17s to 19s; shorn wethers, 16s to 18s 9d; do ewes, 14s 6d to 19s 11d; merino wethers, 13s to 19s 3d.

FAT LAMBS—Mostly good sorts. There was a keen demand, firsts being taken for export at 12s 9d to 16s, the majority bringing 14s to 15s 6d.

STORE SHEEP—The yarding was the largest for some time. With the exception of a few lines all sold. Wethers (in the wool), 18s 7d; shorn do, 11s 1d to 13s 6d; about 600 Chatham Islands, 13s 2d to 14s 2d; hoggets (in wool), 13s 8d to 14s 7d; sound-mouthed, dry ewes (in wool), 12s 11d; ewes and lambs (in wool), 9s 5d to 10s 10d; shorn do, 9s (all counted).

PIGS—All classes were well represented. Last week's rates were fully maintained, baconers from 31s 6d to 40s, equal to 3½d to 3¼d per lb; porkers, 22s to 30s 6d, averaging 3¼d per lb; stores, 12s to 18s 6d; suckers and weaners, 5s 9d to 11s 6d.

DUNEDIN HORSE SALEYARDS.

Messrs. Wright, Stephenson and Co. report as follows:— For this week's sale there was a splendid display of horseflesh. The chief attraction of the sale, however, was a shipment of 30 station-bred horses from New South Wales, mostly useful farm horses, and hardy-looking animals. They were all of them unbroken. There was a great attendance of buyers, and an excellent sale resulted. Heavy draught geldings for town work are much wanted, as also are good young harness horses and upstanding hacks. Consignments of all these classes would sell well just now. We quote:— Superior young draught geldings, L50 to L60; extra good prize horses, L62 to L65; medium draught mares and geldings, L38 to L48; aged do, L24 to L33; upstanding carriage horses, L25 to L30; well-matched carriage pairs, L60 to L70; strong spring-van horses, L28 to L35; milk-cart and butchers' order-cart horses, L18 to L24; tram horses, L12 to L16; light hacks, L8 to L14; extra good hacks, L18 to L25; weedy and aged hacks and harness horses, L2 to L5.

THE WEEK'S DREDGING RETURNS.

During the week ended Monday, October 22 (says the *Otago Daily Times*), returns were reported from the following 37 dredges, the total yield being 1107oz 1dwt 1gr, or an average of 29oz per dredge:—

Electric (Cromwell), 131oz 7dwt; Meg and 'Annie' (Kawarau River), 108 hours, 108oz 10dwt; Manuherikia (Alexandra), 130 hours, 77oz 16dwt; Earnsclough No. 2 (Alexandra), 128 hours, 71oz 8dwt 18gr; Hartley and Riley (Cromwell), 5 days, 62oz; Perseverance (Alexandra), 50oz 10dwt; Molyneux Hydraulic (Alexandra), 40oz 1dwt 6gr; Alexandra Eureka (Alexandra), 5 days, 39oz; Charlton Creek (near Gore), 5 days, 38oz; Woolshed (Glenore), 34oz 4dwt; Success (Waipori), 125 hours, 28oz 7dwt 17gr; Cromwell (Cromwell), 86 hours, 25oz 13dwt; Golden Treasure (Miller's Flat), 25oz 10dwt; Golden Beach (Alexandra), 82 hours, 25oz 1dwt; Empire (Waipori), 2 dredges, 24oz 8dwt 12gr; Chicago (Alexandra), 128 hours, 23oz; Waimumu Queen (near Gore), 117 hours, 22oz 1dwt; Upper Waipori (Waipori), 134 hours, 21oz; Waimumu (near Gore), 131 hours, 20oz; Waimumu Central, 125 hours, 20oz; Lawrence (Tuapeka Flat), 19oz 10dwt; Jutland Flat (Waipori), 133 hours, 18oz 19dwt; Matau (Clyde), 18oz 16dwt 3gr; Tuapeka (Tuapeka Flat), 124 hours, 18oz 8dwt; Waimumu Extended (near Gore), 133 hours, 18oz 2dwt; Junction Electric No. 2 (Cromwell), 16oz 15dwt; Clyde (Alexandra), 14oz; Ngapara No. 3 (Nevis River), 14oz; Manorburn (Manuherikia), 13oz 5dwt; Morning Star (Manuherikia), 103 hours, 12oz 18dwt; Nevis (Nevis River), 126 hours, 11oz 11dwt; Gold Queen (Dumbarton Rock), 40 hours, 10oz; Waikaka Forks (Waikaka), 110 hours, 9oz 10dwt 17gr; Evans Flat (Tuapeka), 95 hours, 9oz 7dwt; Vincent (Clyde), 88 hours, 7oz 10dwt; Inch-holme (near Palmerston), 130 hours, 6oz. Total, 1107oz 1dwt 1gr.

LATE BURNSIDE STOCK REPORT.

(Per special favour Messrs. Stronach Bros. and Morris.)
Wednesday, 5 p.m.

FAT CATTLE—191 yarded, prices ruling firm at last week's rates. Best bullocks, L11 to L13 7s 6d; medium to good, L8 to L10 10s; light, L6 15s to L7 15s; best cows and heifers, L8 to L9 12s 6d; medium, L6 10s to L7 15s.

SHEEP—3264 penned, prices being slightly easier. Best cross-bred wethers, 20s to 22s 6d; extra heavy, 21s 6d; medium, 17s 6d to 19s 6d; best ewes, 17s to 18s 6d; medium, 15s 6d to 16s 6d.

LAMBS.—130 penned, prices ruling about the same as last week. Best lambs, 12s 6d to 14s 6d.

PIGS.—113 forward, there being no change in prices since last sale. Suckers, 4s to 10s; slips, 12s to 14s; stores, 16s to 18s; porkers, 20s to 27s; light baconers, 28s to 32s.

One of the best unpaced performances of the year was accomplished by Harry Green, the well known Silverdale rider, recently. In essaying to establish an unpaced record between London and Liverpool, he not only beat the standard time by three and a half hours but covered the distance in 11 hours, which is 43 minutes better than Neason's motor-paced record. He rode Dunlop tyres.—*.*