

think that both from the land and from the trading you may expect substantial returns. Especially as regards your lands, you have a great property, the value of which cannot help increasing year by year as time goes on; and even from the fur trade we can still hope to look for at least moderate dividends. I would state that the remuneration of our commissioned officers ranges from £200, which is the sum guaranteed to junior officers, up to £500, which the chief factors receive, and no one who knows the nature of the work performed by them will think this pay excessive. As to the salaries in London, the secretary receives £1,500, and the assistant-secretary £250. For the rest we have, as you know, a very extensive and complicated business to deal with, which naturally necessitates a large staff, but we are endeavoring to reduce the expenses to the utmost possible extent.

British Columbia Trade Letter

(SPECIAL CORRESPONDENCE.)

VANCOUVER, Aug. 17. — Reports from the Okanagan country are very encouraging. That section is attracting very considerable attention just now and unusual activity is the result. Crops are excellent, and especially wheat is fine. Fruits and other crops are abundant. The almond trees at Okanagan Mission are loaded down and one of the trees broke with the weight of fruit. The discovery of an extensive deposit of bituminous coal is reported, also deposits of yellow ochre and oxide of iron, both certified by local paint dealers as being of excellent quality. At Kamloops, too, increased interest in the iron deposits there has been excited by the contract with the Tacoma Smelting Company to have iron ore supplied from there, which must tend to develop the mining industry as extensive deposits of iron ore exist in the vicinity of Kamloops. Nelson seems to go ahead and as better facilities have been obtained for shipping ore to the smelter, there is a prospect of greater activity than ever.

It may not be generally known British Columbia is preparing to ship fruit to the English market for which a contract is open for thousands of dollars worth if it can be supplied. Mr. O'Kell is the gentleman who has the enterprise in hand and has already secured all the fruit he can lay his hands on. The fruit of course will not be shipped in its green state but will be preserved entire in glass bottles, the preserving being a patent process whereby the fruit is cooked and syruped without altering its appearance and sealed air tight. A similar process has been introduced into salmon canning with some success and when a more perfect glass bottle is secured is likely to obtain a high place in the English market for select table use. Mr. O'Kell contends, as has been frequently emphasized in these columns, that greater attention must be paid to fruit in this Province and a greater area brought under cultivation before the trade can be made profitable. It is only when there is a surplus of fruit that it can be made to pay.

Business generally is good, though afflicted by the causes referred to in a former letter. Shipping is active. There are now several ships loading lumber in Burrard Inlet. The s.s. Parthia has arrived with a heavy cargo and is now loading cotton for her return voyage. The ship Nerayshire from Liverpool is in port with a large cargo of general merchandise; the s.s.

Grandholm, from England, general merchandise and three iron steamers for the U.S.S. Co.; and the Tatchon from Portland. Several of the leading retail merchants of this city are launching out into the wholesale business, which is rapidly developing. Notwithstanding the depression in the lumber trade nearly all the mills in the province not engaged in the export business are doing a good trade, many of them overcrowded. This is due of course to the general activity in the building trade. There are no special features in the real estate business. An agreement has been reached between the Westminster Tramway Co. and the city of Vancouver and the line will be opened in the course of two or three weeks. Prof. Robertson awakened a great deal of interest while here in agricultural matters and his visit will undoubtedly do much good. The Sugar Refinery is extending its trade all the time and is talking of increasing its capacity. The following are the prices current, it being understood that they represent the selling wholesale prices here in small lots, and not the prices at which goods are purchased by wholesale dealers, the latter being necessarily lower:

Flour and Grain—Manitoba patents \$6.30; Manitoba bakers, \$5.90; Eaderby XX, \$5.35; Oregon flour, \$6.00. Eastern cornmeal and oatmeal, \$3.50 per 100 lbs.; ditto, Californian, \$4.00. Eastern rolled oats, \$3.75 per sack; ditto, San Francisco, \$5.25; shorts, \$2.6; bran, \$2.4; wheat, \$3.5 to \$4.0; hay, \$1.5 to \$1.6; chopped feed, \$3.5 to \$4.0; oats, \$4.0 to \$4.3 per ton. Japanese rice 4½c per pound.

Sugar—B.C. refined granulated, 6½c per lb; yellow, 5½c; cube, 6½c; syrup, 3½c.

Cured Meats—Dry salt, 11½c per pound; roll bacon, 13c; breakfast bacon, 14½c; hams, 15c. Lard is held at the following prices: In tubs, 12c; in pails, 12½c; in tins, 13c; lard compound, 12c.

Butter—Creamery 24½ to 25c for choice; dairy, 16 to 20c.

Eggs—Per dozen, 18 to 19c.

Cheese is held at 12½c;

Vegetables—Potatoes, \$12 to \$18 per ton; onions, \$1.75 to \$1.85 per 100 pounds; carrots, \$1.50.

Fruit—Peaches, \$1.35 per box, and plums, \$1; Tomatoes, \$1 to \$1.25; Black grapes, \$1.75 per box; white grapes, \$2; apples, \$1.50; pears, \$1.75 to \$2. Oranges \$4. Sicilian lemons \$3. California lemons \$6.50. Pineapples, \$4. per dozen.

COMMUNICATIONS.

AGRICULTURAL IMPLEMENT MANUFACTURERS
VS. THE FARMERS AND
MERCHANTS.

To the Editor of the Commercial.

Sir.—As "Manitoba Merchant" is not satisfied with my last letter in which I say "Manitoba Merchant's" last letter in your issue "August 3rd contains nothing new except that 'he refers me to the eye-witness as to the 'truth of the statement re Mr. Sanderson's alleged purchase and return of Canadian binders, since last writing I have seen Mr. Sanderson himself and he positively denies the 'truth of the assertion as made by 'Manitoba Merchant.'"

"Manitoba Merchant" seems still to think that Mr. Sanderson did purchase Canadian binders last year and return them and that I unfairly suppressed something in the above which would indicate it. Allow me to state that I simply asked Mr. Sanderson the straight question, viz; Did you buy ten (or any number) of Canadian binders last season, and after teasing them return them and take out McCormick binders in their stead? and he answered as straightforwardly as possible that he had not even purchased Canadian binders, much less tested them, but had ordered Deering American binders which he preferred but owing to their not being able to deliver on time as I understood him, he cancelled this order and took ten McCormick.

But "Manitoba Merchant" seems to think that I am trying to suppress something which Mr. Sanderson has said bearing upon this point and reiterates the statement as follows: "My informant, whose name Mr. Van Allen 'knows and to whom he can easily refer again 'assures me of the correctness of his statement. The order was not 'cancelled.' The 'goods were delivered and my authority saw 'them 'with his own eyes' as he puts it 'being brought back from the field where they had been tried.'"

Now my answer to this is, that I this day saw the eye-witness referred to, and he admitted to me that he did not see ten or any number of Canadian binders being brought back from Mr. Sanderson's farm after having been tried there. I now again ask "Manitoba Merchant" to substantiate the statement originally made. I am willing he should do so by either having the "eye-witness" whom I know well, come with himself or alone to me and tell me that the statement as attributed to him by "Manitoba Merchant" is true, or by a satisfactory declaration, or letter to that effect, giving the name of the firm from whom Canadian binders were purchased, and I will undertake to disprove or admit the same.

In conclusion as "Manitoba Merchant" seems to fear that Eli Perkins is my "literary idol," as he puts it I would simply say that I have read scarcely any of his writings, but the expression "It is better not to know so much 'than to know so many things which are not 'so' seemed so apt when applied to "Manitoba Merchant" especially when he seeks to deal with questions which he has not fully studied, as is the case in the present controversy, that I trust I may be pardoned for making even if Mr. Perkins' general literary style does not suit "Manitoba Merchant's" critical taste.

"Manitoba Merchant" advises me as follows: to "direct his study in the art of stringing 'words together in such a way that the string 'cannot be subsequently used by his enemies 'to hang him.'" In reply I would say that the result of my observation on the subject is that so long as a writer adheres strictly to the truth and also is sure of the truth of hear-say evidence before relying on it, there is little liability, even though he be somewhat unskilful, of his being entangled even by so shrewd a person as "Manitoba Merchant," whereas on the other hand if the facts are against him, no amount of "study" is likely to avoid such entanglement. In conclusion having accidentally discovered his identity, I am free to admit that "Manitoba Merchant" is also an "estimable young man" and in a new country like this I do not know that his youth should count against him.

Yours truly,
E. W. H. VAN ALLEN.