

### Our Pacific Province.

Last week's letter on British Columbia concluded with a reference to the wholesale grocery trade of Victoria, but the list of wholesale houses in the city is by no means exhausted.

There are in Victoria quite a number of wholesale and commission dealers in

#### FRUITS, PRODUCE, GRAIN, ETC.

J. & A. Clorihue, commission merchants and manufacturers' agents, do a large business in California and native fruits, and their business extends all over the Northwest, shipments having been made as far east even as Winnipeg. This firm intends giving special attention to the Northwestern trade next season, especially in fruits. Flour and Manitoba produce is also handled. J. C. Devlin, wholesale provision and commission merchant, is another extensive dealer in Manitoba produce, grain, flour, oatmeal, etc., in addition to other lines. Mr. Devlin claims the honor of having been the first to import Manitoba flour, oats, millstuffs, etc., into Victoria. The following dealers also handle Manitoba produce: Anderson Bros., hay, grain and produce, commission merchants, etc.; Howard Tilton, grain and commission, seeds, etc.; R. Baker & Son, wholesale grain and feed, fruits, etc.; McLachlan Bros., commission and feed merchants; Sere & Co., feed merchants.

The British Columbia Fruit Co. makes a specialty of native fruits, but also handles California fruits. This company is also looking toward Manitoba and the Territories as a future field wherein to operate. Some of the samples of native fruits seen in the warehouses of the company gave a fair view of the capabilities of the province as a fruit-growing country. Some very fine varieties of apples and pears, especially, were observed.

#### THE WHOLESALE HARDWARE TRADE.

and kindred branches are also well represented in Victoria. First on the list, in this branch, stands the old and well-known house of Marvin & Tilton, established over quarter of a century. This firm deals largely in iron, steel and general hardware. A considerable business is also done in agricultural implements, Messrs. Marvin & Tilton having the agency for the celebrated Massey Mfg. Co. Another hardware house is that of Matthews, Richard & Tye, connected with the English house of Matthews, Richard & Co., of Birmingham. This house handles shelf and general hardware, American agricultural implements, etc. E. G. Prior & Co., shelf and heavy hardware, were established in 1859. Special attention is given to agricultural implements. The house has a branch business at Kamloops. Nicholles & Renouf, handle agricultural implements, hardware, etc., and have, with other agencies, those of the Waterous Engine Works, and A. Harris, Son & Co. E. B. Marvin, ship chandler and commission merchant, handles ship's supplies of all kinds paints, oils, glass, and a long list of sundries. Peter McQuade & Son, do a similar business. There is a large trade done at Victoria in ship chandlery, as is evidenced by the large stocks carried by dealers in this branch. The goods handled are largely of British manufacture, though domestic oils and rope are largely carried. Jos. Sears does some jobbing

trade in paints, oils, glass wall papers, etc., and imports his goods direct, handling Canadian, British and foreign goods. R. Lottice does a similar business. Spratt & Gray, is the name of a new firm, lately established, for the purpose of carrying on business as manufacturer's agents in machinery, and handling steamboat and mill supplies, brass goods, etc. A machine shop for repairs, has also been established. As the firm is a new one, the members are anxious to correspond with manufacturers, with a view to securing additional agencies. Mr. Spratt was formerly connected with the Albion Iron Works, and is interested in shipping.

#### IN WHOLESALE DRUGS,

there is only one house doing a considerable wholesale trade, though there are two others doing some jobbing business. Langley & Co., the principal wholesalers, have commodious premises, and carry a large stock. Their house was first established in 1858. The firm is composed of A. J. Langley, F. G. Lyman, J. N. Henderson and T. M. Henderson. The other two houses referred to are, Moore & Co., and Thomas Shotbolt.

#### THE STATIONERY TRADE,

is represented by three houses, doing a mixed wholesale and retail business. The British Columbia Stationery and Printing Co., was established in 1884, by J. B. Ferguson, an old Winnipegger. The business was transferred to a joint stock company in 1886, with Mr. Ferguson as manager. The company is agent for Alex. Pirie, Sons & Co. papers; Stafford and Stephens' writing inks, Shofferck's printing inks, Lansdown Piano Co., the Doherty Organ Co., etc. T. N. Hibben & Co., were established in 1858. The house does a general jobbing trade throughout the province, and has several wholesale agencies for manufacturers. M. W. Waitt & Co., have been established ten years in stationery, etc. The firm has several piano and organ agencies, and also the agency for Taylor's safes. A branch show room is used for the piano and safe business.

#### COMMISSION MERCHANTS AND AGENCIES.

The firm of Robert Ward & Co., commission merchants, shipping and insurance agents, etc., is widely known. The firm is represented in England by H. J. Gardiner & Co., London. Besides representing a number of leading British insurance companies, the firm has the agency for Curtiss & Harvey, powders, etc., London, England. Portland cement, fishing apparatus, tin plate, oilmen's stores, combustibles are handled, also imported wines and cigars. Messrs. Ward & Co. handle the product of Ewen & Co's and the Bon Accord Fisheries, the two largest salmon canneries in the province, having a combined output, this season, of over 13,000 cases. Mr. Ward is president of the Board of Trade. Findley, Durham & Brodie are interested in the salmon canning industry, and also handle canned salmon, and lumber extensively for export. The well known Ames, Holden Co., shoes, is represented by A. C. Flummerfelt, resident partner. A stock of boots and shoes is carried at Victoria. T. G. Mason represents Galt Bros. & Co., dry goods, Jas. Linton & Co., boots and shoes, and P. D. Dods & Co., paints and oils, all of Montreal. Full lines of samples are carried. H. G. & R. Walker represent John Macdonald & Co., dry

goods, Toronto; also, A. A. Allan & Co., fur goods, Toronto and several other eastern wholesale houses. They have lately introduced the celebrated white bronze monuments, in which they have been doing a good business. Cowan, Shaw & Co., represent the Sanford Mfg. Co., clothing, Hamilton, Boeckh & Sons, brushes, etc., James Robertson & Co., leads, etc., and several other houses. Also interested in the canning industry. E. B. Carmichael, represents James O'Brien, clothing, Montreal. J. I. Beckwith does the business in British Columbia for H. Shorey & Co., clothing, Montreal, an agency which has been established for fifteen years. Chas. R. King, represents the Pure Gold Mfg. Co., Toronto, baking powder, extracts, etc.

#### THE FINANCIAL INSTITUTIONS

of Victoria are not very numerous, but represent a great deal of capital. There is first, the Bank of British Columbia, incorporated by Royal charter in 1862, and with a capital of \$2,500,000. This Bank has branches as follows: At Victoria, New Westminster, Vancouver, Kamloops, and Nanaimo, B. C., San Francisco, California, and Portland, Oregon. The Bank is furnished with British capital, and its general meetings are held in London, England, where the members of the court of directors principally reside. The Bank has a very handsome stone building in Victoria, where its business for the city is transacted. The Bank of British North America is the only remaining chartered bank having a branch in Victoria. Garesche, Green & Co., do a general banking business, and are also agents at Victoria for Wells, Fargo & Co. They do business in Eastern Canada through the Merchants' Bank and Bank of Commerce, and also have connections at San Francisco, New York and in the United Kingdom.

#### VICTORIA HOTELS.

Though hotels are usually not considered in a sketch of trading institutions, yet a brief reference to the leading commercial hotels, may not be out of place here. Victoria is especially favored in the way of hotels, and at the head of the list stands the Driard, a house famous all over Canada, for the excellence of its cuisine. The people of Victoria are justly proud of this excellent hostelry. The great variety of fish and sea food, game, etc., procurable at Victoria, render it possible to furnish a bounteous table, whilst the fruits, vegetables and delicacies of California, are also called into requisition, furnishing tender herbs and green vegetables at all seasons, and of these opportunities the Driard steward takes full advantage. The Driard, Redon & Hartnagle, proprietors, is a large brick and stone building, having a frontage of 194 feet on View street, and 120 feet on Douglas street. It is comfortably furnished, and has accommodations for two hundred and twenty-five guests. The Clarence is a new house, established in 1886. It has sixty rooms, and is run as a first-class house. E. G. Richards is proprietor. For those wishing a medium priced house, the Occidental is the favorite. It is a large house, having eighty rooms. The old portion of the building, was the first brick hotel built in Victoria. W. Jensen is the proprietor. The Oriental is also a hotel of some standing. Our next letter will be devoted to Victoria industrially.