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Bramford, O. Lindsay, O. Sarnia, O.
Brookville, O. London, O. Stratford, O.
Calgary, N.W.T. Moncton, N.B. St. John, N.B.
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Cornwall, O. Peterborough, O.
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Extra quality. Extra dry.

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4 prize medals.

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It is most gratifying, pure or mixed with
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Catalogues and prices sent on application. Special attention paid to interior orders.

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Manufacturers of Clothing,

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Sun (Marine) Insurance Company.

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Moodyville Saw Mill Co., of Burrard Inlet.

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FRASER RIVER:

Delta Canning Co's Maple Leaf Brand.

Laidlaw & Co's Dominion Brand.

Wellington Packing Co., Wellington Brand.

Harlock Packing Co's Brand.

NORTHERN AND SKEENA RIVER:

Wannuck Packing Co's Rivers Inlet Clipper Brand.

Standard Packing Co., Skeena River, Neptune Brand.

Skeena Packing Co., Skeena River, "Diamond C" Brand.

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Cascade Packing Co., Naas River, Cascade Brand.

Giant Powder Co., Works: Cadboro Bay, all grades of Giant Powder and Judson Powder manufactured and kept on hand.

Columbia Flouring Mill Co. of Enderby.

Pacific Coast Steamship Co's line of Steamers between Victoria and San Francisco

W. H. SOULE.

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BRITISH COLUMBIA PIONEER STEVEDORING CO., LTD.

ESTABLISHED 1871.

Estimates Furnished for all Ports in B. C. Complete Appliances for all kinds of Stevedoring. Cash security given if required, and satisfaction guaranteed.

P. O. Box 607. Cable: Soulc.

Vancouver.

British Columbia

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,
Tuesday Morning, March 29.

VICTORIA.

Hong Kong exchange is a little lower and is quoted at 71½, which is said to be the lowest point touched for years. London exchange still rules high. The outlook for the summer is very favorable. Building operations are going steadily forward, and although general trade is not so brisk as merchants expected the volume is steady and at the end of the season the balances will, it is believed, compare favorably with past years. The sealing industry also gives promise of being very successful this year, according to reports received from the vessels that have already been spoken.

FRUITS AND VEGETABLES.

The arrivals of California fruit and vegetables from San Francisco on Monday by steamer Umatilla consisted of 148 cs oranges, 31 cs lemons, 36 cs bananas, 57 cs cabbage, 55 cs asparagus, 28 cs rhubarb, and 11 cs miscellaneous vegetables; total 386 cases. The arrivals on the previous Monday were 489 cases. Cabbage is ½c cheaper. Asparagus has dropped 5c per lb., and rhubarb 6c per lb. Mountain oranges are quoted at \$2.50 per case. It is expected that cherries will begin to arrive in two or three weeks, and peaches in small quantities about the beginning of May. The market in San Francisco is said to be abundantly stocked with oranges and prices favor the buyer. Quotations are:—Oranges—Riverside seedlings, \$2.35 to \$3.25; navels, \$1 to \$5; Los Angeles, \$2; California lemons, \$1 to \$5; Sicily lemons, \$7; bananas, \$3.50; silverskin onions, 2c per lb.; cabbage, 2c per lb.; asparagus, 10c per lb.; Oregon yellow danver, 1½c; apples, \$1.62½ to \$2 per box; potatoes, \$15 to \$20 per ton. Rhubarb, 5c.

GROCERIES AND PROVISIONS.

The receipts of California roll butter from San Francisco by ss. Umatilla composed 50 cases and 20 kegs. Fancy is quoted at 20c in San Francisco this week, where the market is said to be liberally stocked and weak. Supplies are also not of the best keeping qualities. The fight between the dairymen's union and the commission men seems to be off for the present but is liable to break out again at any time.

Quotations are: California fancy roll, 26½c@27c per lb; Eastern creamery, 23½c per lb. for large and 20½c for small; Manitoba creamery, 30c; dairv, 18c; Eastern Townships, first quality, 26c. Cheese is quoted at 11c; supplies being light, quotations are firm. Prices of meats are unchanged by jobbers, although an advance of ½c is advised by packers on lard in pails and kettle rendered, also on long clear side in case lots. Quotations are: Hams, 11c per lb.; breakfast bacon, 11c; backs, 13c; short roll, 11½c; long clear, 11c; pure kettle lard, 50 lbs, 13c; pure steam do., 12c; lard compound, 10½c@11½c; lard tins, 12½c@13½c. Granulated sugar is quoted by jobbers at 5½c, and yellows at 4½c to 5c.

Cowan & Wilson have received another regular shipment of fresh Havana cigars

direct from Cuba by SS. Umatilla. These are of the finest quality and are appreciated by the trade as is evidenced by the liberal sales that have been made of the same brands.

Falconer's Victoria Vinegar Works' goods are now carried by the leading wholesale grocers, comprising pure malt vinegar, tomato catsup, Worcestershire sauce, mushroom catsup, apple and quince cider, lemon and vanilla extracts and fruit syrups—of home manufacture.

FLOUR AND FEED.

The Ogilvie Milling Co. and the Keewatin Mills have come to an agreement to sell only to the wholesale trade and in carload lots. A uniform scale of prices and terms has been fixed. Quotations for Manitoba flour and mill products in car lots f. o. b., Victoria: Hungarian, \$5.00 per bbl; Strong Bakers, \$5.20; bran, \$21 per ton; shorts, \$23; chop feed, \$30.50; oats, \$26; feed wheat, \$30. It is reported that prices of Manitoba flour will be put up again shortly, as the mills have been running for some time at ruinous rates.

The Commercial Review says that in Portland the local demand has been quiet and business of light proportion. A decline is to be noted in prices; quote standard brands, \$1.75 per bbl. This shows a decline of 15c since last week.

Local quotations are unchanged.

The Columbia Flouring Mills quote. For Enderby flour in carload lots, Premier, \$5.50; XXX., \$5.30; Strong Bakers or XX., \$5.00; Superfine, \$1.00. Quotations to the trade are:

Delta, Victoria mills.....	\$5 50 @ 0 00
Lion, " " " " " " " "	5 50 @ 0 00
Premier, Enderby mills.....	5 85 @ 0 00
XXX, " " " " " " " "	5 55 @ 0 00
XX, " " " " " " " "	5 25 @ 5 50
Superfine, " " " " " " " "	1 25 @ 1 50
Ogilvie's Hungarian.....	6 00 @ 0 00
" Strong Bakers.....	5 60 @ 0 00
H. B. C. Fort Garry Hungarian	6 00 @ 0 00
Benton County, Oregon.....	6 00 @ 0 00
Snowflake.....	6 25 @ 0 00
Portland Roller.....	6 10 @ 0 00
Royal.....	6 00 @ 0 00
Oregon Superfine.....	4 25 @ 0 00
Wheat, per ton.....	\$10 00 @ 15 00
Oats.....	32 50 @ 35 00
Oil cake meal.....	32 50 @ 35 00
Chop feed.....	33 00 @ 35 00
Shorts.....	28 00 @ 30 00
Bran.....	26 00 @ 27 50
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 25 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
California oatmeal.....	4 35 @ 0 00
California rolled oats.....	3 90 @ 4 00
Corameal.....	2 75 @ 3 00
Cracked corn.....	15 00 @ 50 00
Hay, per ton.....	18 00 @ 20 00
Straw, per bale.....	1 25 @ 0 00

RICE.

The Victoria Rice Mills quote wholesale:

Japan rice, per ton.....	\$77 50
China rice " " " " " "	70 00
Rice flour " " " " " "	70 00
Chit rice " " " " " "	25 00
Rice Meal " " " " " "	17 50

SALMON.

A late advice from London says that most of the shipments now arriving are going into warehouse and will probably have to remain there until the old stocks of 1890 are worked down. It is estimated by competent authorities that there were over 200,000 cases of salmon of 1890 pack

in warehouse last January in London and Liverpool. Old stocks of British Columbia salmon are selling at 17s to 10s, and some sales have been made as low as 16s 6d. No sales of the new pack of 1891 just arriving are being made.

LUMBER.

Since last week, the charter of the Argyleshire, 708 tons, is announced to Valparaiso for orders at 40s. The Norwegian iron bark Fritzoe, 1,078 tons, has been chartered from Chemalmus to Melbourne at 45s; also the British ship Earl Granville, 1,149 tons, from Cowichan to the United Kingdom at 02s 6d. The Glenbervie sailed March 25 for Valparaiso, with a cargo consisting of over 800,000 feet. Quotations are as follows for cargo lots for a foreign shipment, being the prices of the Pacific Pine Lumber Association: Rough merchantable, ordinary sizes, in lengths to 40 feet, inclusive, \$9 per M feet; rough deck plank, average length 35 feet, \$10; dressed flooring, \$17; pickets, \$9; laths, 4 feet, \$2.

COMMERCIAL SUMMARY.

Col. BOLCKOW, of the firm of Bolckow, Vaughan & Co., limited, large iron masters, iron and steel manufacturers and colliery owners, near Middlesborough, Eng., has failed. The failure has caused a great sensation in the Middlesborough district.

The Winnipeg Commercial, after referring to the conflict of interests which exists—as is the case here also—in connection with its fishery interests, says: "There is one point upon which all agree, namely, in condemning the report of Senator Wilnot upon the Manitoba fisheries. He made no investigation at all, but simply reported what were his own opinions, or the opinions of some person or persons whom he accepted as his advisors, without taking the pains to make anything approaching an investigation into the actual facts of the case. This seems to be the style of the man."

A CURIOUS fact is brought to light by an English trade contemporary. In a recent failure an item usually found in the statement of assets was wanting, namely "book debts." It transpired that these had passed into the possession of a local bank as collateral security. The law which requires that notice shall be given each debtor of the transfer of his debt to a third party was circumvented in the following way:—The bank obtained the signature of the firm to an agreement which assigned to them, generally, all the book debts then existing, or which would come into existence, with power to enter upon the premises of the firm at any time, and ascertain what the debts were and by whom owing. Money was advanced upon the strength of this agreement, and when difficulties supervened the power taken was exercised, and all the book debts of the firm were seized. Our contemporary wisely points out the danger arising from so palpable a trick becoming general. The transaction is practically a bill of sale over unspecified property, with the advantages of not requiring the publicity of registration and of conveying property that may not be in existence at the time.

HUDSON'S BAY CO'Y,

VICTORIA, - - - B. C.

IMPORTERS:

WINES,
LIQUORS,
CIGARS,
CIGARETTES,

CANNED GOODS,
ENGLISH GROCERIES,
CANADIAN GROCERIES,
AMERICAN GROCERIES

STAPLE DRY GOODS,
BLANKETS,
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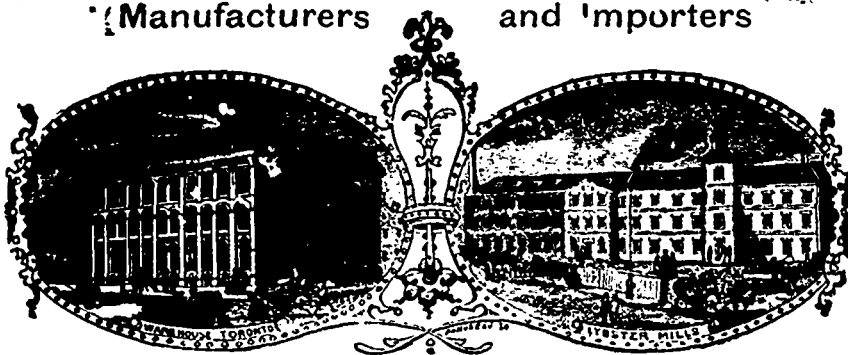
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Fort Garry Flour Mills,
Benton County Flouring Mills.

GORDON, MACKAY & CO.

TORONTO.

Manufacturers and Importers



REPRESENTED BY R. S. NORTON, WINNIPEG.

BUSINESS CHANGES.

James Holness, fruits, etc., Victoria, is dead.

Jas. Radley, hotel, New Westminster, closed by sheriff.

Gordon & Co., boots and shoes, New Westminster, sheriff in possession.

J. A. Johnson will shortly open a furniture store in the Kirk block, Victoria.

H. H. Lewis, printer, New Westminster, has sold out to the *Commonwealth Co.*, Ltd.

Allen Wilson & Creighton, merchant tailors, are opening in Victoria on Government street.

Dean S. Sears, for many years a sailmaker in this city, died in New Westminster, last week.

John McKenzie, late of St. Johns, N. B., is opening a harness shop in Victoria on Pandora Avenue.

Emil Larson, tailor, Vancouver, has admitted J. Mahrer into partnership, under the style of Mahrer & Larson.

Frederick George Strickland and John Connal White, manufacturer's agents, of New Westminster, assigned on the 10th March to T. J. Armstrong, deputy sheriff.

Wulffsohn & Bewicke, Ltd., bankers and financial agents, of Vancouver, will shortly open a branch office in Vernon, where a general banking, insurance and real estate business will be carried on.

T. W. Wilson, late of St. Johns, N. B., is opening as merchant tailor in Vancouver.

J. W. Flemming, contractor, of Victoria, has assigned to W. P. Sayward for the benefit of creditors.

David Morrice, general merchant, of Rogers Pass, assigned on the 14th March to J. C. Pitts of Donald.

J. Fred Hume & Co., general merchants, at Nelson and Revelstoke, intend to close the Revelstoke business.

Gray & Feek, grocers, Vancouver, have dissolved partnership. Gray continues under the style of Gray & Co.

Leroy Sidney Plumb, livery stable keeper, of New Westminster, has assigned to J. M. Wise of same city.

A. M. Herring & Co., drugs, New Westminster, is offering his business for sale. The stock is valued at \$10,000.

J. T. Pearce, until recently a general merchant at Esquimalt, has purchased the Market Exchange saloon, Victoria, from Sinclair & Pardoe.

Beli-Irving & Paterson, shipping agents and wholesale merchants, of Vancouver, are adding canned meats and staple groceries, comprising cannery supplies and ships' stores, in bond.

The Hamilton Powder Co., will shortly open a branch at Nelson. A warehouse and magazine are to be erected and a full stock will be carried with a local manager in charge.

The *Nanaimo Free Press* says that the Bank of Montreal contemplate opening a branch in that city.

Duncan A. McFarland, brickmaker, of Vancouver, has assigned to Henry C. Godden of same city.

McLean & Stewart, clothing and gent's furnishings, Victoria, advertise stock and fixtures for sale by tender.

R. E. Lemon, general merchant, Revelstoke and Nelson, advertises closing out dry goods, clothing, boots and shoes at Revelstoke.

Braden & Stamford, plumbers and gas-fitters, Victoria, have dissolved. J. H. Braden retires, and J. L. Stamford continues the business.

Wm. O'Reilly, formerly in the dry goods business in Victoria, is reported to be doing a prosperous boot and shoe trade in Los Angeles, Cal.

James A. Caldwell and William Lewis, merchant tailors and men's furnishings, Nanaimo, contemplate dissolving partnership and dividing the business.

A joint stock company is in course of incorporation to take over the business of Okell & Morris, fruit canners. The name of the new company will be, "The Okell-Morris Fruit Company, limited liability."

The *British Columbia Fishing and Trading Co.*, Ltd., of Vancouver, propose increasing their capital stock to \$100,000 and will purchase a steam trawler built in England, with proper compartments for curing fish.

The dissolution of the firm of Turner, Beeton & Co. has been announced. H. C. Beeton retires, and is succeeded by Robert Arthur Lawrence Kirk. The firm will continue to trade under the old style of Turner, Beeton & Co. in British Columbia and H. C. Beeton & Co. in London.

The assignee of the estate of E. A. Morrissey, general merchant, of *Riverside*, has presented a statement to the creditors which places the assets at \$3,143.84, composed of merchandise, \$1,794.96, and book debts, \$1,348.88. The creditors are dissatisfied with the statement of affairs and have appointed a solicitor to enquire into the business on their behalf. A statement made to creditors shortly before the assignment was made, showed a surplus of \$5,000 and there now appears little or nothing for creditors.

Mr. C. C. Chipman, Chief Commissioner of the Hudson's Bay Company, with headquarters in Winnipeg, is in the city.

Work on the flume of the *British Columbia Paper Mill*, at Alberni, is nearing completion. The first instalment of machinery for the new enterprise has arrived at that place, and work is progressing favorably.

The *Nanaimo* correspondent of the *Victoria Times* says: It is reported on good authority that the *New Vancouver Coal Co.* intend to reopen No. 3 mine some time next month. This decision of the company will be hailed with delight by the large number of miners now idle, in the hope that many of the more industrious will find the employment they have for some time been anxiously awaiting. Shipping is better now than it has been for many months.

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THE STORE SALESMAN.

Selling goods is an art that many strive for and few attain; there are salesmen and salesmen, some born with the gift, others trained to the work, and still again others forced into it by pure necessity. A man is likely to have the idea that, if he cannot make a success at bookkeeping, clerking or invoicing, that he can sell goods. Oh yes! anyone can sell goods in a store where a person comes in with his mind all made up as to what he wants; a very simple job to take his order; anyone can sell goods in the store.

The person who allows himself to be carried away with this idea makes a large and ragged-edged error. In this age of close business competition the average customer has not made up his mind as to what he wants; the buyer of to-day expects to have the merits of the goods, in a certain line, brought out lucidly, he expects the salesman to be able to explain mechanical details, advantages in using a certain make or brand of goods, and to clinch the whole matter by convincing him that the article offered is just the thing he requires. The customer of to-day goes out with the idea in his head that he requires such and such goods and he expects the salesman to decide the quality and grade that is most suitable for his especial case. Why is this so? Because the many people engaged in any particular line of business must make a living, the living must be made—generally speaking—by the art of persuasion, and only the man who has the peculiar faculties for the persuasiveness and intelligent descriptive qualities can ever hope to be successful behind the counter.

The necessary qualities in a man to be able to make a success in this line are these: Capability to judge human nature, tenacity and politeness, and with these abilities he must combine a thorough knowledge of the goods he is selling. By this is meant not merely a superficial acquaintance with the goods, but a detailed knowledge of construction, application and comparative merits. Take, for instance, a man as a customer who comes into your store after a lock. He states that he requires a lock for a closet door; as to the style, quality, make and price, he expects the salesman to be able to settle these points, and so he should be. The embryo salesman has the superficial knowledge, which by the aid of the catalogue he applies to the case in question, and in all probability will be able to take the order; he may go so far as to persuade the buyer to purchase a mortice instead of a rim lock, and the customer goes away pleased. It will be rather unpleasant for that salesman if he happens to be in when the customer returns and informs the proprietor that the lock he has purchased is $\frac{3}{4}$ inch thick and that the door is also $\frac{3}{4}$ inch. What is the trouble? The inexperienced salesman, in his anxiety to sell a more expensive lock, has forgotten, or perhaps never knew, that there are a number of details in reference to lock application, such as hand, thickness, level, etc., that are very necessary in selling this description of goods. This might, and in fact does, occur in various other lines connected with the hardware business. A very

common fault coming under this head is to show the cheapest grade of goods first. It is easier to fall than it is to rise.

If a buyer wants a barb wire fence and is looking for the wire, it is poor policy, on account of eagerness, to show the cheapest grade, simply for the sake of selling him a bill. Show the best goods, prove your ability to sell goods by clearly showing the customer wherein he will be benefited by expending a little more and receiving a proportionately better result. Be enthusiastic, it is a necessity to be able to enthuse over your goods. The man who has not the ability to show an interest in his goods surely cannot expect interest to arise spontaneously in the purchaser. In fact most customers enter a store with an antagonistic feeling, and they expect to be "pulled up to the point." The proprietor who hires a man to sell his goods and hires him because he can be had at a low figure per week, does himself and his business an injury. There is an art in selling goods. Few possess it. Get the man that has it if you have to pay double. It will pay in the end.—*Hardware.*

KEEP ON TIME.

An exchange is of the opinion that if all the money lost through delays in giving orders could be gotten together in one pile, the aggregate would make a good round sum. We all know full well the tardiness in purchasing stock has cost us much money, and yet, somehow or other, we never manage to keep on time in this respect.

Travelling salesmen say it is an everyday occurrence to find some of their customers so nearly out of a certain article that it is impossible to get a fresh supply in on time to meet the requirements of the consumers. A salesman tells of an instance that aptly illustrates this point. "My customer," said the salesman, "had quite a run on a certain brand of goods. I never called upon him when his stock was full. I urged upon him to always send in his order when he saw he was running short, and even went to the trouble of writing out blank orders. It did no good. His customers would call only to be disappointed, and would therefore go some place else for the next desirable brand. The last time I called there he complained bitterly about the loss of some of his best trade."

There is more in this than may appear at first sight. Buyers are sensitive, and when they think that the dealer is ignoring them they hasten to some other store. The dealer himself would not long patronize a house that did not look after his interests. A little promptness always saves trouble, even if it don't retain a customer. Every dealer understands that it is not always possible to fill an unusual order the day it is received, yet some of them seem to work upon the plan that to keep a customer waiting several days would indicate to him that they are doing a rushing business. The customer don't regard it in that light, however. It works against the interest of both wholesaler and retailer to keep a customer waiting when it is possible to be prompt. Only the houses that are regular in their methods do a large business for any length of time.

COMMERCIAL SUMMARY.

Seven aldermen of Chicago have been indicted for bribery.

New Jersey peach prophets predict another big crop this year.

The great banking house of J. E. Guenzburg, in St. Petersburg, has failed.

President Carnot has signed the reciprocity convention with the United States.

The British steamer West Indian has gone ashore at Acajuta, San Salvador, and is a total wreck.

General Cierra, chief of the Liberal revolutionary party of Honduras, has committed suicide.

The French Government has introduced a bill making dynamite outrages punishable with death.

The New South Wales Legislature has approved a bill for the settlement of labor disputes by arbitration.

The spinners in the Star mills at Middleboro', Mass., have gone on strike against poor pay and hard work.

Collingwood ratepayers have voted almost unanimously to spend \$15,000 for the purpose of dredging the harbor.

Engagements for carrying grain are reported from Montreal at 3s. to Liverpool and Glasgow, and 3s. 6d. to London and Avonmouth.

Thirteen suits were filed yesterday at Helena against the Great Falls and Canadian Railway for violating the alien contract labor law.

The London *Standard's* war correspondent says that Russian troops at Kalish have been ordered to be in readiness to cross at a moment's notice into Prussian territory.

The works of the Victoria Powder Company at Ten Mile Point will be started up shortly. The works have been closed down for the winter, as they always are during that season. R. P. Rithet & Co. are the owners of the works.

At a meeting of the Commercial Cable Company held Tuesday afternoon at New York city, the old board of directors was re-elected. They are: J. G. Bennett, A. B. Chandler, G. S. Coe, C. R. Hosmer, G. G. Howland, R. Irvine, jr., J. W. Mackay, J. W. Mackay, jr., E. C. Platt, F. Skinner, Sir Donald A. Smith, W. C. Van Horne and M. G. Ward.

The Hudson's Bay Company will erect a handsome four-story brick and stone building on their property on Granville street, Vancouver. The company also intend without avoidable delay to erect a warehouse on Water street, Vancouver. This will be used solely for warehouse purposes the business of the company to be carried on in their new premises on Granville street as soon as ready.

The London County Council has recently approved a plan for providing something for its employees. They are to have 2½ per cent. of their wages deducted annually, to which will be added a like amount from the Council, which guarantees 3 per cent. compound interest on the funds. At death, retirement or resignation, the employee or his representatives, is entitled to the amount accumulated to his credit, or may have it take the form of an annuity for life.

The Painesville Savings and Loan Association of Painesville, Ohio, has suspended payment.

L. O. Grothe & Co., Montreal, cigar manufacturers, have assigned with liabilities of \$80,000.

Great distress still continues in Northern Hungary, in spite of the relief measures of the Government.

The Portuguese Minister of Finance has designed a scheme for the settlement of the national debt of that country.

Governor Brown, of Kentucky, has signed the Lottery Bill, which makes dealing in the tickets a felony.

A Chicago despatch says the beef trust has burned its books in order to prepare for the scrutiny of the federal officials.

It is stated that President Hattie of the Mutual Fire of New York is about to organize a Lloyds for sprinkled risks, and will take \$50,000 lines.

The number of miners on strike in England and Wales is placed at 350,000, and 200,000 other workmen are thrown out by the closing down of factories.

The public accounts submitted to the Manitoba Legislature last Wednesday were: Revenue, \$739,095.59; expenditure, \$228,616.95. There was used for education \$123,500, and immigration \$74,170.

Twenty-eight Chicago breweries, having a capitalization of \$20,000,000, has been formed under the title of the Chicago Brewing and Malting Association. The consolidation ends a little war which has been on since September. The daily capacity of the combine is 3,000,000 barrels.

A committee from the Vancouver underwriters, consisting of Messrs. C. Yates, J. J. Bantfield, and Geo. Hobson, secretary, met the Fire, Water and Light committee of that city, Wednesday afternoon, and urged upon them the advisability of recommending the adoption of a proper standard for the electrical wiring of buildings and the appointment of inspectors.

The *Pall Mall Gazette* says: "The government of Canada is making strenuous efforts to divert the stream of emigration from this country, so far as possible, into the Dominion. The van, laden with specimens of Canadian produce, which is travelling through the villages of Kent, has been received with much enthusiasm by the rural population. The school masters in many villages have written to the Canadian Pacific company begging them to give their pupils an opportunity of seeing what Canada can produce, and wherever practicable their requests have been complied with. 'We want to get hold of the rising generation,' said an official of the company, 'and we mean to send our van through every county in England.'"

NOTICE.

Commencing Tuesday, March 15th, the steamer City of Seattle will be laid up for repairs, being succeeded on the Whatcom route by the steamer Premier. On the same date, the steamer Eliza Anderson will be taken off the Everett route.

G. G. CHANDLER, G.F. & P.A.

SAVE YOUR DISCOUNTS.

The writer happened in a retail house one rainy day, and business was slack, but the enterprising proprietor and clerk were busy figuring on bills. "I thought," said the proprietor, "I would see what I could make by discounting some bills that I have received in this morning's mail, and I find that I will make exactly \$0.75 sending out checks for these bills this morning, and that is more than I could make net by waiting on customers for several hours. In fact, I am making more this morning by its being rainy than I would if it had been pleasant." And there is not a merchant who could not save money by discounting his bills as they come.

THE ST. LAWRENCE ROUTE.

The Montreal *Shareholder* notes with pleasure that the advantages of this route from the lakes to the sea over all other routes seem to be even better appreciated by our neighbors in the United States than they are by ourselves. Leading newspapers in New York and elsewhere continue to direct attention to the immense importance of the Canadian system of canals as the national outlet to the sea of the rapidly increasing traffic from the West, and urged the necessity of Government action on the subject with a view to obtaining treaty rights by the United States to the permanent use of the Canadian canals. Trade always follows the cheapest route, and Canada without doubt possesses a route from the great lakes to the ocean that must distance all competitors. The people of the United States realize this, and this fact is not likely to be lost sight of by the Canadian Government.

The first sod of the Goderich and Wingham Railway was turned last Wednesday.

A full-sized working model of the subaqueous mining machine invented and patented by H. T. Scurry, of Vancouver, has been constructed at the Vancouver City Foundry. It consists of an iron flume 12 feet long, 4 feet wide, with sides 3 feet high. There are 7 longitudinal divisions in the flume, which are subdivided into compartments 6 inches by 2 feet. A sloping apron with extended wings is fixed in front of the flume, acting as a guide for the sweepings which are gathered from the stream by a heavy spring steel wire brush, 3 feet in width, with 12-inch wires on a 12-inch drum. The brush is run by a cross chain belt off a sprocket wheel at the end of the tumbler shaft. This is worked in connection with a bucket dredge, which first removes the mud from the bottom of the stream. The brush being then lowered sweeps the pay dirt, laying on the hard pan into the flume, which when filled is hoisted on to the deck of the scow, and the contents are emptied and sluiced, and the operation then being repeated. It will work in from 40 to 50 feet of water. It is proposed to try it on the Fraser River, where good paying dirt has been found on the bars at low water for years. If the accumulation of ages can be swept up from the bottom of the Fraser River, a rich reward is in store. Mr. Scurry offers very liberal terms to parties desirous of operating the subaqueous mines.

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SHORT SALMON PACK.

It is announced that all the managers of companies controlling canneries and most of the individual canners have signed an agreement to only put up a half pack this year. This is done on account of the large quantities of salmon carried over from last season. It is expected that it will have a salutary effect upon the salmon market. The heavy stocks on hand have no doubt induced the parties concerned to come to this resolve. Considering cost of production, etc., salmon have undoubtedly ruled very low—too low in fact to afford such a profit as might reasonably be expected. The run have latterly been heavy, a circumstance of which some canners have taken the utmost advantage, with the result that has now to be deplored—an over pack. The belief that the course indicated above would in all likelihood be followed has already had the effect of strengthening the market, and if the policy resolved on be consistently pursued—the indications being also that the run this year will be light—better times in this branch of trade may be looked for.

B. C. PUBLIC EXPENDITURES.

It will be satisfactory to the public to know that the British Columbia members are doing their utmost to wake up the Dominion Government to the necessity that exists for a more liberal expenditure of public moneys in this province than has been the experience of the past. It is not a question of influencing the votes of members or of securing the support of doubtful constituencies that is at issue, but it is one of absolute right.

It is not long since it was proverbial how easily Lower Canadian constituencies were able to secure the construction of expensive wharves to accommodate little or no business, and how readily in other particulars the door of the Treasury was open to rapacious demands. The fact was that votes were then wanted, and must be had. To the credit of this Province, it must be said, that never since it became a part of the Dominion has the vote of its members been on the market, their support having uniformly been in favor of good men and good measures. It has not been with them a case of *quid pro quo*. Nevertheless it becomes at times necessary to insist that the public outlays shall be equitably apportioned. Such a time is now. There are numbers of places of not half the importance of British Columbia that might be named which have been well provided with custom houses, post-offices, ade-

quate harbor accommodations and sufficient lighting and buoying of the channels leading to them. The requirements in this particular, say for instance of Victoria, are well known to the Government as well as to the people who are directly concerned; nevertheless the ordinary estimates have made none of the provision that was expected.

We are glad to know, however, that Messrs. Earle and Prior are bringing all possible pressure to bear upon the Government, so that there may be an appropriation made for the requirements of the Customs and Post-office service, and their determination to insist on something substantial being done will be heard of with deep satisfaction by their constituents. It has been outrageous that the Government should, despite the representations that have been made, have been so careless in this particular.

Victoria is not one of those way back places that it might have once been regarded as being. All who have seen it have been compelled to recognize its thorough go-aheadness, and this must be appreciated by those who are at the head of the affairs of the country. To some extent we could, up to the carrying out of the recent Cabinet changes, appreciate the force of the political exigency argument; but, with Sir Hector Langevin removed, that no longer exists. The Premier has shown that the presence of no one man is essential to his maintenance in power and the carrying out of his general policy. He has also manifested a greater broadness of view than many had anticipated, and, this being the case, it is for him to pay more of his attention to the more distant provinces.

Recent developments have demonstrated the special importance of British Columbia to the Dominion as well as to the Empire. We are regarded as being an important outpost from the point of view of military and naval strategy, and that being the case we are justified in demanding that we be regarded from what we not unnaturally consider to be our true estimate from a peace standpoint. We require and must have everything to enable us to work out the destiny that is undoubtedly ours, irrespective of international complications and the alarms of war. The manifest duty of the Dominion Government is plain. It should—all the circumstances being taken into account—expend in order, to further our commercial advancement, something in reasonable proportion to what is being laid out to make us useful from an offensive and defensive point of view. British Columbia has other things to consider than the honor and glory—whatever that may be—of sacrificing herself for the Empire.

RAILWAY STRIKES.

At length—and without having been productive of very much inconvenience to freight or passenger traffic—the strike upon the Canadian Pacific Railway has been brought to a conclusion that is said to be satisfactory to all parties—the conductors and brakemen have secured the allowances they demanded, and this through the intermediation of the En-

gineers' and Firemen's Association, to whose arbitration the matters in dispute were left. It is not every day that one finds capital prepared to abide by the findings of a body representing labor; but in this case the labor was not of the class primarily interested in the controversy. Still it would have been materially affected had the misunderstanding been prolonged. Every one concerned is to be congratulated on so comparatively speedy a settlement, which gives another proof of what may be done in such controversies if the parties will only come together and talk business—and business only—the old-fashioned sentiment dropped out long ago, and the great antagonistic element which occasionally and unfortunately obtains is prejudice.

While, however, the Canadian Pacific have got over their difficulty, the Grand Trunk do not appear to be so fortunate. They also had an unpleasantness with their train hands, which at first bade fair to be settled without any trouble. However, the management antagonized their men by refusing to recognize any organization among them, and upon that issue matters appear likely to be fought out. In view of the shape things have taken the situation is a perplexing one, particularly since arrangements have been arrived at on the great C. P. R. system.

CATTLE QUARANTINE.

Thanks to the greed of the Alberta cattlemen Mr. Davis, M. P., prominent among the number—and thanks to the pressure brought to bear upon the Dominion Government by the British authorities, on account of an outbreak of disease in one of the Northwest ranches, the cattle quarantine has been imposed on British Columbia, and Mr. Blanchard, V. S., Government officer, has been instructed to at once carry out the regulations. It is idle, as we have before pointed out, to pretend for a moment that, under existing circumstances, British Columbia can supply the local demand for beef, and this imposition of quarantine on beef cattle is therefore a grievous hardship. These foreign beef cattle, as soon as possible after being landed are slaughtered, the chances of contagion from them—even should they be diseased—being of the smallest. Unless duly authenticated reports are mere fabrications, disease actually exists on the other side of the Rockies, though it is unknown to the west of them, and, if there is any risk at all, it is not that the American fat cattle which would be brought across would affect our herds or be the means of communicating disease to others; but that the very cattle which so much pains is being taken to impose upon us may bring the plague across the Mountains, where it was never known before, and also convey it over the lines. So far as present appearances go, this cattle quarantine business is a fraud upon us that ought to be loudly protested against and, on its insistence, our people should have adequate compensation for the loss they must sustain. We have been willing to bear many burdens, but we do not want any additional straws laid on.

BUSINESS FAILURES.

The failure of E. A. Morrissey, a merchant doing business at Riverside, B.C., is just now a topic of unfavorable comment among the wholesale men of this city. From reliable sources we learn that Mr. Morrissey, about 15 months ago, furnished a mercantile agency with a statement of his business, which showed a surplus of \$7,000. Now he fails, and the assizee presents a statement very much at variance with the one furnished the mercantile agency—or, in other words he presents a statement showing liabilities approximating \$7,000, and assets of \$3,133.84—merchandise amounting to \$1,704.96, and book debts \$1,318.88. In the original statement an item of \$2,200 appeared in the assets, being estimated value of cattle, farm produce, etc., then alleged to be in the possession of Mr. Morrissey. Now, it appears, that said cattle, farm produce, were the property of another person. A short time previous to the failure, Mr. Morrissey presented his creditors with a statement which led them to believe that there was a surplus of \$5,000.

These conflicting figures justify the suspicion that all was not right about this failure, consequently the Victoria creditors are determined to make a thorough investigation of all the circumstances surrounding it, and with that end in view they have instructed their legal adviser to have the bankrupt examined under oath. The proceedings will be watched with interest by more than one wholesale merchant who has suffered by rather shady failures within the past year or so.

HOPELESS INSOLVENCY.

The *Shoe and Leather Reporter* says: "A merchant who contracts obligations when he knows that he is hopelessly behind and there is scarcely a possibility of his retrieving his fortune, forfeits all claim to recognition as an honorable member of society. Even if he incurs liabilities in ignorance of the state of his affairs, and it is subsequently proved that he was irremediably insolvent, his misconduct cannot be palliated. It was his duty to find out, before he sought credit, whether he was entitled to it." These considerations are among the ethics of business with respect to which too much cannot be said. There are here, as well as elsewhere, numbers of otherwise reputable people who do not consider the principles above laid down in the ordinary conduct of their affairs. They go to work in a hap-hazard sort of way. If matters come out all right, every one is satisfied, and the man whose business shows a clear profit congratulates himself, otherwise he frequently consoles himself with the reflection that it is the fortune of war. If he is a loser in the six or twelve months' transactions, he says, better luck next time, increases the liabilities he has already incurred and again essays to follow the course of the luckless gambler who, as it is commonly termed, "bucks the tiger." No matter his experiences or his prospects, if he wants credit so as to be able to continue a little longer, he seeks to secure it—meanwhile keeping in ignorance those who ought to know how he really stands. Men of this stamp want wiping

out, commercially speaking, and this is secured under the operation of a good insolvent act.

OVERDOING TRADE.

"The total trade of the town is large, and would be profitable if the number of merchants were reduced about one-third." Such in effect, says the *Monetary Times*, was the opinion expressed by the president of the Cornwall Board of Trade a few weeks ago. There are many other towns of which the same may be said. Business is overdone in them. The comparatively small volume of trade there is to be done is so divided up that, at the best, there is not enough for them all. Who shall secure it? is the problem. All go to work, prices are undercut; inordinate credit is given; some of the traders go to the wall, and in this way alone is an adjustment arrived at. The doctrine of the survival of the fittest becomes practically realized; but it is at the cost of severe financial loss. If some one would only move on, a proper condition of things would be the more readily established, but in human nature there is an indisposition to be forced from a stand that has been taken, and a not altogether reprehensible sort of stick-to-it-iveness which under more favorable conditions could not fail of success.

RAILWAY EXTENSION.

It is gratifying to know that there are reasonable indications of something being done—and that without delay—towards the construction of a line of railway through the Crow's Nest Pass. The apathy of the Canadian Pacific Railway has been forced to give way to the energy of the British Columbia Southern. The former had a local charter that was about to expire. To effect the objects contemplated by that unused charter the British Columbia Southern obtained incorporation. Its every movement has been resisted to at every step; but the B. C. Southern was not to be killed off in that way, and at length the C. P. R. has been forced to show exactly what it will do. The British Columbia Southern has made an offer to the Canadian line, whose liberality cannot be too highly commended. It is that if the latter will build the line through Crow's Nest, the former will hand over the whole provincial land grant of three million four hundred thousand acres, with the exception of ten blocks of ten thousand acres each. The B. C. Southern hold, it is further said, eleven thousand acres of coal lands in fee simple, but if the Canadian Pacific Company will co-operate with them and construct the line a one-fourth share in it will be surrendered. The offer of the B. C. Southern is, it may be added, both business like and generous, and will commend the road and its promoters to the public.

EDITORIAL NOTES.

THE Nanaimo Water Works Company, at a meeting last Saturday evening, decided to declare a dividend of 6 per cent. payable May 1st next. The question of increasing the capital stock of the company will come up at a future meeting.

THE late C. P. R. strike has had the effect of disorganizing the freight service for the present and for some time to come. It is reported from New Westminster that the saw mills are waiting for cars to make some large shipments of lumber to the Northwest Territories. It is pleasing to learn that the trade with the Northwest in this production is increasing year by year.

THE eastern commercial papers are, we are happy to see, paying increased attention to business matters on the coast and, with more satisfaction than they used to do, they note the advances that are being made in national, commercial and industrial development. A recent number of the *Monetary Times*, of Toronto, reviews extensively the reports of the Vancouver and New Westminster Boards of Trade, while, from time to time, notices are given in that and other papers of the advancement that is, on all hands, apparent.

It is reported that prominent Trades and Labor men have waited upon the Government and urged a number of reforms, particularly recommending that greater restrictions be applied to Chinese immigration, and that the Government adopt a plan giving greater security to the British Columbia coal mines. They claim that more than half the accidents in the mines were caused by Chinese carelessness. The deputation also saw Mr. Gordon and urged that his bill be made more stringent, as the working men would like to see Chinese immigration prohibited altogether.

THE sealing question still remains in a most unsettled condition. Lord Salisbury declines to continue the *modus vivendi* for the coming season, and the Americans, big and little, continue to twist the lion's tail and boast what they will do if occasion offers. They talk war very glibly, and to read some of their deliverances, one would suppose that they really ruled the seas as well as owned the entire continent. Their attitude is, to say the least, amusing, and illustrates well the curt but expressive saying: "What an amount of strong talk it is possible to get off a weak stomach!"

THE steamer *Quadra* has made her first trip and—although we should have preferred her to have been built at home—we are glad to see that she has given satisfaction to those who have her in charge and know by experience the duty she will be called upon to fulfil. It is regretted by many that there is a possibility of her leaving the command of Capt. Gaudin, and being placed in charge of a comparative stranger to our waters. Surely political or other influence will not be exercised so far to the disadvantage of British Columbians as to give the go-by to one or other of the many local navigators whose experience has been such as to make them as familiar with the peculiarities of our coast, as they are with the houses in which they make their homes, or the vessels they are accustomed to command. As far as possible, all things being equal, we say British Columbia for British Columbians.

COAL MINING INDUSTRY.

The following information is contained in the report of Mr. A. Dick, Inspector of coal mines:

NANAIMO, B. C., 19th Feb., 1892.

Sir—I have the honor, as Inspector of Mines, respectfully to present for your consideration my annual report for the year ending 31st December, 1891, in accordance with the provision of the "Coal Mines Regulation Act" of British Columbia.

The collieries which have been in operation during the year are:

Nanaimo Colliery, of the New Vancouver Coal Mining and Land Company, Limited.
Wellington Colliery, of Messrs. Dunsmuir & Sons.

East Wellington Colliery, of the East Wellington Coal Company.

Union Colliery, of the Union Colliery Company.

The output of coal during the year 1891 amounted to 1,029,097 tons, produced by the several collieries as follows:

Nanaimo Colliery, output 527,457 tons, 15 cwt.

Wellington Colliery, output 315,182 tons.

East Wellington Colliery, output 41,066 tons.

Union Colliery, output 114,792.

Total output in the year 1891, 1,029,097 tons 15 cwt.

Add coal on hand 1st January, 1891, 13,323 tons 4 cwt.

Total coal for disposal in 1891, 1,042,420 tons 19 cwt.

The exports of coal by the same collieries in 1891 were 806,479 tons as follows:

	TONS.	CWT.
Nanaimo Colliery, export	383,880	11
Wellington	282,452	
E. Wellington	36,181	
Union	103,966	

Total coal export, 1891	806,479	11
Add home consumption, 1891	202,097	11
Add on hand Jan. 1, 1892	33,243	14

Grand Total 1,042,420 19

The coal shipped from Nanaimo, Departure Bay and Comox to foreign ports was exported principally to San Francisco and other ports in California. Shipments were also made to Alaska, Hawaiian Islands and to China and Japan (per C.P.R. steamers.) Fuel has been supplied to H.M. Navy and to U.S. war vessels and revenue cutters. The ocean mail steamers and vessels calling for fuel have also been supplied with coal as usual.

The returns of the collieries show a home consumption of coal amounting to 202,097 tons, as against 177,075 tons last year (1890); it must, however, be noted that the coal used in the collieries is in most instances included under that heading.

The progress of the coal mining industry of the Province is seen by reference to the following comparative table of output and export from the year 1888:

Year	Output	Export
1888	483,300	265,711
1889	579,890	413,673
1890	678,141	508,270
1891	1,029,097	806,479

NANAIMO COLLIERY RETURNS.

Output of coal for 12 months ending December 31st, 1891, 527,457 tons 15 cwt.

No. of tons sold for home consumption,

140,701 tons.

No. of tons sold for exportation, 383,880 tons.

No. of tons on hand 1st January, 1891, 6,072 tons 19 cwt.

No. of tons unsold, including coal in stock, January 1st, 1892, 8,883 tons 11 cwt.

No. of hands employed—Whites, 1,331; boys, 46; Chinese, 87. Total hands employed, 1,464.

Wages per day—Whites, \$2.50 to \$3.50; boys, \$1 to \$2; Chinese, \$1 to \$1.25. Miners' earnings, per day, \$3 to \$5.

Name of seam or pits—Southfield No. 2, Southfield No. 3, Southfield No. 5, No. 1 Esplanade shaft, and No. 1 Northfield shaft.

Value of plant, \$350,000.

Description of seams, tunnels, levels, shafts, etc., and number of same—Southfield No. 2, worked by slope, seam 6 to 10 feet; Southfield No. 3, worked by shaft, seam 5 to 10 feet; Southfield No. 5, worked by shaft, seam 5 to 10 feet; No. 1 Esplanade shaft, worked by shaft, seam 5 to 12 feet; No. 1 Northfield shaft, worked by shaft, seam 1 foot 6 inches.

Description of length of tramway, plant, etc.—Railway to Southfield, 6 miles, with sidings; railway to No. 1 shaft, 1 mile, with sidings; railway from Northfield mine to wharf at Departure Bay, 4½ miles; rails are of steel, 56 pounds per yard, of standard gauge, viz., 1 foot 8½ inches; 8 hauling and pumping engines; 15 steam pumps; 5 locomotives; 200 coal cars (6 tons), besides lumber and ballast cars; fitting shops for machinery repairs, with turning lathes, boring, drilling, planing, screw-cutting machines, hydraulic press, steam hammer, etc., etc.; diamond boring machinery for exploratory work (bores to 4,000 feet); wharves, 1,070 feet frontage, at which ships of the largest size can load at all stages of the tide.

SAMUEL M. ROBINS,

Superintendent, New Vancouver Coal Mining and Land Co., Ltd.

WELLINGTON COLLIERY RETURNS.

Output of coal for 12 months ending December 31st, 1891, 315,182 tons.

No. of tons sold for home consumption, 51,721 tons 11 cwt.

No. of tons sold for exportation, 282,452 tons 14 cwt.

No. of tons on hand 1st January, 1891, 2,435 tons 5 cwt.

No. of tons unsold January 1st, 1892, 10,500 tons.

No. of hands employed—Whites, 821; boys, 31; Chinese, 100. Total hands employed, 957.

Wages per day—Whites, \$2.50 to \$3.50; boys, \$1 to \$2; Chinese, \$1 to \$1.50; miners' earnings per day, \$3 to \$1.50.

Name of seam or pits—Wellington.

Value of plant—\$150,000.

Description of seams, tunnels, levels, shafts, etc., and number of same—4 shafts, with slopes, airways and levels; 3 air shafts; 1 shaft sinking.

Description and length of tramway, plant, etc.—5 miles of railway, with sidings and branches; 6 locomotives; 250 coal cars; 13 stationary engines; 9 steam pumps; 4 wharves for loading vessels; and bunkers.

R. DUNSMUIR & SONS.

EAST WELLINGTON COLLIERY RETURNS.

Output of coal for 12 months ending December 31st, 1891, 41,066 tons.

No. of tons sold for home consumption, 6,918 tons.

No. of tons sold for exportation, 36,181 tons.

No. of tons on hand 1st January, 1891, 1,433 tons.

No. of tons unsold, including coal in stock Jan. 1st, 1892, none.

Number of hands employed—whites, 156; boys, 9; Chinese, 23. Total hands employed, 188.

Wages per day—whites, \$2.50 to \$3.50; boys, \$1 to \$2; Chinese, \$1 to \$1.50. Miners' earnings per day, \$3.

Names of seams or pits—East Wellington Coal Co's Nos. 1 and 2 shafts.

Value of plant, \$100,000.

Description of seams, tunnels, levels, shafts, etc., and number of same:—1 seam 2½ to 7½ feet; 2 shafts; 7 levels.

Description and length of tramway, plant, etc.—½ miles standard narrow gauge; 2 locomotives; 31 (½-ton) coal cars; 2 hoisting engines; 2 donkey engines; 1 steam pile driver; 1 steam saw-mill, capacity 12,000 feet per day; 5 steam pumps.

W. S. CHANDLER,

Superintendent, East Wellington Coal Company.

UNION COLLIERY RETURNS

Output of coal for 12 months ending December 31st, 1891, 114,792 tons.

No. of tons sold for exportation, 103,966 tons.

No. of tons on hand 1st January, 1891, 3,322.

No. of tons unsold, including coal in stock, Jan. 1st, 1892, 13,800 tons.

Number of hands employed—Whites, 270; boys, 15; Japanese, 100; Chinese, 300.

Total hands employed, 585.

Wages per day, whites, \$2.50 to \$3.50; boys, \$1; Japanese, \$1 to \$1.25; Chinese \$1 to \$1.25.

Miners' earnings, per day, \$3 to \$4.50.

Name of seams or pits—Union and Lake.

Value of plant, \$100,000.

Description of seams, tunnels, levels, shafts, etc., and number of same:—Nos. 1, 2 and 4 Slope, with airways and levels; Nos. 1 and 2 tunnels.

Description and length of tramway, plant, etc.—12 miles railway, 4 feet 8½ inches gauge; 4 locomotives; 100 coal cars, 2½ tons each; 1 diamond drill; 3 stationary engines; 3 steam pumps; 1 steam saw mill; 2 wharves; 1 pile hammer.

JAMES DUNSMUIR,

President, Union Colliery Co., B. C., Ltd.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending March 19:

Date	Vessel and Destination	Tons
14	Pehr Umland, bk., San Francisco.	2,050
14	Mogul, str., Port Townsend.	41
17	Wilna, bk., Wilmington, Cal.	2,343
19	C. W. Wetmore, str., San Diego.	2,391
Total		7,025

Quesnelle is very active just now as the machinery for the Victoria Hydraulic Company is being put up. The works are expected to be thoroughly fitted up in the forepart of the summer.

MANIFEST TO ARRIVE.

British bark Lizzie Bell, 1,030 tons, Capt. Edwards, from Liverpool Sept. 28, for Victoria, R. P. Rithet & Co., Ltd., consignees.

6,000 bxs tinplates, R P Rithet & Co, Ltd; 3 cs private effects, Rev R I Roberts, Keeper Island; 1 cs private effects, W Dashwood Jones; 25 csks soda ash, 50 drums caustic soda, 10 drums do; 79 tons 9cwt Cardiff Foundry coke, 10 bxs tinplates, 25 bxs terne plates, 437 pigs lead, 25 cs bath bricks, 1,120 sacks coarse salt, 20 Admiralty tested chains, order; 30 cs stout, 50 cs lime juice, 30 cs Apollonaris water, 4 hlds export ale, 2 drums misbane, 1 keg vermilion, 20 bbls whitening, 5 crates earthenware, 5 crates galvanized iron buckets, 100 bales best oakum (colored), 20 bbls boiled linseed oil, 10 bbls raw linseed oil, 750 cs whiskey, 2,538 sacks fine salt, 2,243 sacks fine salt, order; 200 cs bottled beer, 200 cs do, R P Rithet & Co, Ltd; 1 bale carpets, 3 bxs and 1 csk hardware, Mrs J T Bennett; 9 crates earthenware, 15,000 white fire bricks, 74 csks paint, 1 cs copper nails, 20 bars galvanized iron, 2 bbls containing 10 bars copper and 25 bars yellow metal, order; 20 cs brandy, 5 cs do, B Gordon; 2 cs brushes, order; 5 crates earthenware, E Boote; 1 cs private effects, F C Roberts; 22 bbls assorted waters, 22 half csks do, 10 cs do, 39 cs lime juice cordial, 1 cs show cards, A B Gray & Co; 1 cs piano, D H Berkeley; 50 tons No 1 Glengarnock pig iron, order; 5 cs oilmen's stores, 1 cs mangle, Turner, Beeton & Co; 2,000 bxs tinplates, Turner, Beeton & Co; 4,002 bxs tinplates, British Columbia Canning Co; 11 cs furniture, R Dimma; 1,947 steel rails, 400 bbls fish plates, 30 cs bolts and nuts, Findlay, Durham & Brodie; 600 cs tin plates, order; 3 bxs wearing apparel for missionaries, Rev T Williams; also a quantity of naval stores, the Victualling Storekeeper.

FOR VANCOUVER.

6 bbls rum, Baker Bros & Co; 50 cs Holland Geneva, order; 50 cs bottled beer, Baker Bros & Co; 15 cs stout, 15 cs do, 15 cs ale, 15 cs do, Wm Urquhart; 50 cs Geneva, 26 cs Champagne, 25 cs gin, 30 cs brandy, order; 2 cs furniture, J F Ross; 50 cs of brandy, W S Price; 3 cs furniture, F Hastley; 3 covered safes, 50 cs brandy, 1 cs samples, Baker Bros & Co, (ltd).

FOR NEW WESTMINSTER.

20 cs window glass, Toronto plate glass Imp Co; 3 cs effects, Chas A Stoss; 3 cs settlers' effects, Mrs Schon.

FOR NANAIMO.

30 cs Geneva, 10 cs Champagne, order; 4 cs oil cloth, J Sehl.

CONSIGNEES.

Victoria—Naval Storekeeper, R P Rithet & Co (ltd), T J Bennett, Benj Gordon, G & J Doughty, Edward Boote, F C Roberts, A B Gray & Co, D H Berkeley, Turner, Beeton & Co, R Dimma, Findlay, Durham & Brodie, Rev T Williams.

Vancouver—Baker Bros & Co, Ltd, Wm Urquhart, J F Ross, W S Price, F Hastley.
New Westminster—Toronto Plate Glass Co, C A Stoss, Mrs Schon.

Nanaimo—Order, J Sehl.

TEA DRINKING AMONG THE MOORS.

When a party of guests enter the house or the tent of a rich Moor, one of the near relatives of the host is charged with the

duty of making tea. He squats in one corner, having on either side of him a large server or platter. Upon one of these servers are a number of cups, and upon the other a sugar-bowl, a box of tea, a pile of fragrant leaves, a copper apparatus for heating water, and a tea urn. The tea maker sets the water to boiling with a little fuel and then pours the boiling water into his tea urn, quickly adding to it some tea and some sugar, and allows the compound to steep a few moments. Then he pours out a cup of tea and tastes it, smacks his lips, sniffs the odor of the liquid, and draws a deep breath—all with an air which says, "I am going to get this tea just right." The chances are that he does not find the compound to his taste at the first attempt, for he pours the tea in his cup back into the tea urn, adds a little sugar or a little tea, and pours out another cup for a second test. This process goes on, the tea maker tasting his tea and pouring it back again until he gets it just to his mind. Then the guests are called, and if any one of them does not finish his cup, he is expected to pour it back into the urn, for it is the custom in Morocco to take three cups in succession, and the tea making has to be begun over again.

KEEP UP APPEARANCES.

The appearance of a store and the persons of the assistants is accepted by the public as a criterion of the business methods of the proprietor; when neatness and order is lacking, or, in other words, when the general appearance of a retail establishment looks the reverse of prosperous, the public will take it as a proof of incapacity, and will be drawn to other and better conducted stores says the *Merchant's Review*. A happy medium can be easily struck, and the persons of the merchant and his clerks, as well as the whole appearance of the store be made to present an air of prosperity that will attract customers because prosperity always attracts and poverty, or even the semblance of it, repels.

CLERKS AND SALESMEN.

As a rule, the most successful merchants began as clerks and worked their way up from boys to be the heads of the firms. This is in accordance with the natural order of things.

Ability in a clerk or salesman without application is of small value. Good employees are not made of dross or manufactured of laziness. There must be a drill or march performed before the raw recruit is fit for the fight.

The very first thing a clerk should study is himself, his position in life, his capabilities. In short he should learn to control his mind and thoughts and to turn them in the direction of practical business. All this he can readily acquire by close observation, study and practice.

"In my travels, I have seldom if ever made a mistake in a clerk after entering his store and viewing his stock of goods," says an old merchant. "I invariably know that where clerks have allowed spider webs and dust to accumulate in the store they are no good, and the head of the house is not much better."

"NOTHING PAYS LIKE A BAD FAILURE."

The above was a remark made by one of our prominent merchants who has been the victim of a number of bad failures, and can therefore speak from experience. He enumerated numerous instances in which parties who had failed and paid small dividends, who were better off a short time after their failures than before, while others managed to retain their fine residences, and through favorable compromises at the expense of their creditors continued in business, put on greater style, and launched out on a more extensive scale than ever. "I know," said the merchant above alluded to, "that in many instances bad failures have proved a paying trade, judging from results immediately following the settlements of the insolvents referred to; and until our insolvent law is amended we shall see a repetition of bad failures turned into a source of profit to bankrupts." There is no doubt a great deal of truth in the allegation, which demonstrates the urgency of legislative action being taken towards a radical reform in the present mode of dealing with bankrupt estates, which admits of settlements without any official investigation, and thus allows dishonest traders to escape their merited punishment, and enables them to start in business again to work further mischief and harass general trade. A leading banker of this city entreated us to continue advocating a new bankruptcy law, which would have for its object the repression of the many failures which now disgrace the annals of Canadian insolvency, by introducing more stringent measures against questionable practices on the part of bankrupts, and thereby secure greater protection to fair traders who are too often made to suffer for the misdeeds of a class of reckless men who thrive under the present loose insolvency system. Men must be taught that bad failures are by no means profitable ventures.—*Montreal Trade Bulletin*.

WINDOW SIGNS IN RETAIL STORES.

With the wonderful and rapid increase in the development of the newspaper comes a like improvement in the matter of advertising. It is not many years ago when a great deal of advertising, and especially of fancy notions and grocery houses was done entirely by putting up notices on pasteboard, shingles, etc., and stuck up in windows. Every time the merchants received a new article of merchandise a new sign went up. And they always stayed there after once being put in place. Nothing short of a fire or a removal caused them to cease hanging in the windows. People would go into a store where the windows were so full of signs that you could not see in and ask for whatever they happened to want. They placed no credence in the window signs. There are a few such places in existence now, but a very few, and they are growing beautifully less every year.

Instead of the signs of the windows now, tradespeople use their large windows for exhibition purposes. The evolution in this line is a worthy one.—*Exchange*.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1891-2.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Serica	913	Smythe	Sept. 29	Victoria	London	38,623	\$300,782	Feb. 23
Br bark	Callao	978	James	Oct. 6	Victoria	London	41,640	\$12,080	
Br bark	Lebu	790	Worrall	Nov. 10	Victoria	Liverpool	30,800	161,494	
Br bark	Rothsay Bay	750	Partridge	Nov. 18	A. Westminster	Liverpool	32,080	156,653	
Br bark	Wanlock	745	Cooper	Nov. 18	Victoria	Liverpool	28,916	157,745	
Br ship	Titania	873	T. W. Selby	Jan. 15	B. Westminster	London	22,366	107,919	
Br bark	City of Carlisle	823	Kendall	Feb. 13	Victoria	London	21,574	113,885	

A—Sailed from this port Nov. 21; also 127 cs preserved fruit, \$750, 17 cs merchandise, value \$500. B—From Vancouver with part cargo of lumber

B. C. LUMBER FLEET 1891.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE
Br ship	Stamboul	1248	Weston	Jan 3	Vancouver	Callao	900,300	\$ 9,657	April 2	60c
Chil bark	India	353	Funke	Feb 1	Moodyville	Valparaiso	751,396	8,345	April 20	65c
Br bark	Nineveh	1174	Broadfoot	Feb 23	Vancouver	Sydney	855,332	9,333	April 24	owners ac
Br bark	Formosa	915	Kain	Mar 24	Vancouver	Arica	744,000	6,000	July 5	55c
Am bkt	Catharine Sudden	368	Thompson	Mar 31	Moodyville	Tientsin	427,539	5,177	June 19	77c 6d
Am ship	Geo F Manson	1353	Crack	May 14	Moodyville	Sydney	865,154	9,732	Aug 5	65c
Br ss	Eton	1740	Newcomb	May 22	Moodyville	Port Pirie	1,765,714	15,891	June 26	Private
Am sch	Olga	778	Atwood	May 22	Moodyville	Shanghai	534,133	5,930	Aug 7	65c
Am sch	Golden Shore	361	Henderson	June 3	Moodyville	Sydney	796,658	8,930	Aug 7	65c
Br ship	Forest King	1602	Morris	June 3	Vancouver	Callao	1,224,946	14,224	Aug 7	47c 6d
Am ship	Exporter	1312	Kezer	June 7	Vancouver	Melbourne	802,000	8,278	Sept 2	60c
Am bark	Spartan	749	Anderson	June 14	Vancouver	Melbourne	899,132	9,802	Sept 22	65c
Am bark	Hesper	664	Sodergren	July 1	Moodyville	Shanghai	1,638,544	8,365	Aug 27	63c 6d
Swed bark	Svea	1497	Afzelius	July 5	Vancouver	Callao	438,913	4,709	Sept 17	47c 6d
Am ship	Great Admiral	1497	Kowell	July 18	Vancouver	Melbourne	554,780	5,568	Oct 9	63c 6d
Chil bark	Luisa Marta	301	Meyer	July 19	Westminster	Sydney	900,333	8,705	Oct 6	60c
Chil bark	Leon	757	Harken	July 22	Westminster	Melbourne	564,556	8,213	Oct 6	65c
Nor bark	Borghild	757	Haugeland	July 25	Vancouver	Adelaide	698,363	9,210	Oct 6	63c 6d
Br ship	Duke of Abercorn	1036	McDougall	July 29	Vancouver	Adelaide	545,619	6,917	Nov 12	47c 6d
Br bark	Cassandra	1280	S. H Savory	Aug 3	Moodyville	Iquiqui	783,443	8,430	Nov 12	60c
Chil bark	Leading Wind	993	Stack	Aug 6	Moodyville	Valparaiso	643,244	9,881	Nov 17	owners ac
Br bark	Antonietta	825	Austin	Aug 8	Vancouver	Callao	613,300	6,546	Nov 17	50c
Chil ship	Hindostan	1513	Welsh	Aug 8	Moodyville	Valparaiso	1,900,419	11,869	Nov 14	owners ac
Br bark	H. B Cann	1299	Foot	Aug 14	Moodyville	Sydney	1,041,172	12,214	Nov 2	50c
Nor ship	Saga	1413	Afdalah	Aug 24	Moodyville	Sydney	960,254	8,777	Nov 19	50c
Nor bark	Lotus	718	Salvesen	Sept 3	Vancouver	Adelaide	598,894	6,086	Dec 26	65c
Per bark	Pisagua	980	Bonvenuto	Oct 10	Moodyville	Pisagua	483,583	4,649	Nov 21	owners ac
Am bark	Newsboy	550	Johnson	Oct 1	Westminster	Sydney	645,792	6,540	Nov 21	63c 6d
Nor ss	H. W. Jarlsberg	1958	Haugo	Sept 20	Moodyville	Port Pirie	2,043,960	12,828	Oct 26	Private
Chil ship	Ena Luisa	1490	Beascoe	Oct 31	Moodyville	Valparaiso	909,868	3,187	Jan 12	63c 6d
Br bark	Alfred Hawley	412	Lic wollyn	Oct 31	Westminster	Port Pirie	300,931	2,828	Jan 12	57c 6d
Nor bark	Flora	760	Anderson	Nov 21	Vancouver	Melbourne	557,932	4,241	Feb 19	65c 6d
Am bkt	Willie R. Humo	632	Brigman	Nov 17	Vancouver	Callao	794,201	7,736	Jan 17	60c
Am ship	Benj. Sewall	1361	Sewall	Dec 2	Vancouver	Valparaiso	755,687	10,320	Feb 15	45c
Am schr	Olga	478	Rodin	Nov 12	Moodyville	Sydney	512,656	4,443	Jan 15	44c
Chil ship	Atacama	233	Caballero	Dec 15	Moodyville	Valparaiso	980,001	9,458	Feb 11	owners ac
Br bark	Nineveh	1174	Broadfoot	Dec 15	Vancouver	Sydney	710,966	9,225	Feb 11	owners ac
Am schr	F. S. Redfield	446	Brickholm	Dec 10	Chemainus	Sydney	579,485	5,238	Feb 12	45c

A—Also 360,000 laths. B—Composed of 45,000 feet telegraph poles, 40,000 feet rough lumber, 151,000 feet flooring, and 108,000 feet ties. C—Composed of 357,871 feet rough lumber, 39,668 feet dressed lumber, and 567 bundles laths. D—Composed of 23,355 feet dressed and 644,799 feet rough, also 22,916 feet pickets and 231,210 feet laths. E—Also 2,675 bundles laths. F—Composed of 1,114,286 feet rough, 89,560 feet t & g flooring, 21,000 feet box shooks, (5,000 boxes). G—Also 1,078 bundles pickets, 1,446 bundles laths. H—Also 1,715 bundles laths. I—Also 68,078 feet t & g flooring. J—47,059 feet is on deck. K—Of which 78,615 feet is on deck; also 11,925 feet pickets and 2,094 bundles laths. L—Also 3,500 bundles laths. M—Also 1,033 bundles laths and 463 bundles pickets; deck load 72,032 feet. N—Also 90,411 feet dressed, 2,488 bundles pickets and 1,134 bundles laths. O—Comprising 182,638 feet t & g flooring. P—Also 2,500 bundles laths and 8,679 bundles pickets, deck load 76,579 feet. Q—Also 139,164 t & g flooring, 1,429 bundles laths and 47 spars, deck load 41,942 feet. R—Composed of 494,966 feet rough and 1,131 bundles laths; deck load 53,729 feet rough. S—Also 2,001 bundles laths, deck load 106,197 feet. T—Composed of 138 bundles staves and 1,131 bundles laths. U—Also 22,461 feet t. and g. flooring, 2,272 bundles staves and 1,414 bundles laths; on deck 111,457 feet rough. V—Deck load 245,866 feet; sailed from Nanaimo Sept. 21. W—Also 712 bds laths and 1,463 bds pickets. X—Also 315 bds laths and 1,780 bds pickets. Y—Also 21,757 feet pickets and 56,000 feet lath. Z—Deck load 32,366 feet rough. AA—Also 148,000 feet rough. BB—Also 333 bds laths. CC—Composed of 15,884 ft T G flooring, 132,453 ft clear and 619,064 ft rough. DD—Also 76,000 laths and 4,720 pickets. Sailed from Victoria Nov. 21. FF—Also 151,237 ft t and g flooring. GG—Also 167,355 ft t and g flooring and 3,586 bds laths. HH—Also 127 bds laths. II—Also 48 bds laths.

B. C. LUMBER FLEET, 1892.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br ship	Athlon	1371	Dexter	Jan. 5	Vancouver	Adelaide	956,793	8,266		47c 6d
Nor ship	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	942,966	9,193		60c
Am bark	Hesper	64	Sodergren	Feb. 20	Vancouver	Shanghai	716,183	7,781		60c
Br ship	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	834,937	7,065		42c 6d
Nor bark	Czar	1324	Christophers'n	March 4	Vancouver	Adelaide	1,017,147	10,476		57c 6d
Nor bark	Agnes	844	Hofgaard	Feb. 20	Chemainus	Antofagasta	440,939	6,413		40c
Norship	Kathinka	1163	Klevenberg	March 12	Vancouver	Melbourne	1,142,212	9,351		60c
Chil. bark	India	453	Funke	Feb. 22	Vancouver	Valparaiso	787,496	7,018		owners ac
Br bark	Glenbervie	890	Groundwater	March 25	Vancouver	Valparaiso				37c 6d
Br ship	British India	1129	Lines		Vancouver	Valparaiso				37c 6d
Am schr	W. H. Talbot	716	Bluhm	March 14	Vancouver	Tientsin	969,806	10,272		67c 6d
Am schr	Reporter	333	Breyer	March 3	Chemainus	San Pedro	416,366			Private
Am ship	Universal	1453	Finlayson		Vancouver	Sydney				47c 6d
Br bark	Milctoe	821	Smith		Vancouver	Wilmington				\$16 00
Br bark	Craigend	2218	Lewthwaite		Vancouver	Iquiqui-Callao				27c 6d & 30c
Br bark	Argyleshire	708	Chalmers		Vancouver	Valparaiso				40c

A—Also 2,339 bds lath and 5,550 bds pickets. B—Also 41,130 ft pickets and 943 bds laths. C—Also 38,741 ft t and g flooring. D—Also 1,063 bds laths. E—Also 157,070 ft t & g flooring and 50 bds laths. F—Also 8,260 ft pickets and 127,170 laths. G—Also 61,065 feet pickets and 23,029 feet laths. H—Also 49,816 feet t & g flooring and 1,015 bundles laths.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYR OUT.
Br bark	Lizzie Bell	1038	Edwards	Sept. 28	A Liverpool	Victoria	R. P. Rithet & Co. (Limited)	185
Br bark	Ariadne	1167	Croot	November 28	K London	Victoria	Robt. Ward & Co. (Limited)	142
Nor bark	Orion	1294	Ulstrup	Feb. 17	K San Pedro	Vancouver		41
Br bark	Irvine	965	Jones	Nov. 28	D Liverpool	Victoria	Turner Beeton & Co.	122
Br bark	Banffshire	899	McDonald	Dec. 18	E Liverpool	Vancouver	Bell-Irving & Paterson	102
Br bkt	Bittern	383	Stronach	Oct. 23	H Hong Kong	Royal Roads		159
Br ss	Bushmills	1588	Vonning		H Glasgow	Vancouver	Baker Bros. & Co., (ld)	
Br ship	Bon Nevis	1061	Pike	Feb. 13	B Glasgow	Vancouver	C. Gardiner Johnson & Co.	45
Br bark	Martha Fisher	811	Lee	Feb. 27	L Liverpool	Victoria	R. P. Rithet & Co (L'td)	31
Br ss	Batavia	1628	Hill		N Hong Kong	Victoria	F. C. Davidge & Co.	
Ger ss	Romulus	1722			Q Kobe	Victoria	F. C. Davidge & Co.	
Br ship	Fernbank	1400			F Glasgow	Vancouver	Bell-Irving & Paterson	
Br bark	Toboggan	676	Porter		O Callao	Vancouver		
Br ss	Empress of Japan	3003	Lee	March 29	J Kong Kong	Vancouver	C. P. S. S. Co.	
Br bark	Chill	678	McKenzie		R London	Victoria	Turner, Beeton & Co.	
Nor. bark	Ingrid	1363	Olsen		I San Diego	Vancouver		
Chil. bark	Eritrea				P Valparaiso	Burrard Inlet	H. P. Rithet & Co., L'td.	
Br ss	Empress of China	3003	Tillett		C Hong Kong	Vancouver	C. P. S. S. Co.	
Nor bark	Fritzoë	1078	Rolfson		G San Francisco	Chemainus	Robt. Ward & Co. (L'td)	
Br ship	Earl Granville	1193	Copp		L San Francisco	Cowichan	Robt. Ward & Co. (L'td)	

K—Chartered to load lumber at Burrard Inlet for Melbourne wharf at 57s 6d. I—Chartered to load lumber for M., A. or P. P. at 46s 3d. A—Spoken Oct. 8, lat. 46 N. long 10 W., Feb. 3, 90 miles Northwest of Valparaiso with cabin on fire, captain and first mate sick, Feb. 9, at Coquimbo for medical aid, sailed again February 21. H—To sail March 12 via Liverpool, thence March 19. G—Chartered to load lumber for Melbourne at 45s. D—Spoken Dec. 23, lat. 5 S. long. 33 W., spoken Dec. 23, lat. 9 S., lon. 34 W. P—To load lumber. C—Dec. 8, towed into Graveyard. She lost two anchors and chains in the Downs, and damaged windlass, sailed again Jan. 4. F—to sail about April 1. E—arrived at Holyhead Dec. 19, sailed again 21. N—To sail end of March. O—Chartered to load lumber for Wilmington, Del., to arrive in May. Q—Via Portland, under charter to J. Rosenfeld's Sons. R—To sail May 10. C—To sail April 26. I—Chartered to load lumber for United Kingdom at 62s 6d.

SHIPPING INTELLIGENCE.

The SS. Empress of Japan sails from Hong Kong March 29 for this port.

The British bark Glenbervie, 800 tons, Capt. Groundwater, sailed from Vancouver March 25 for Valparaiso with a cargo of about 800,000 feet.

The British bark Argyleshire, 708 tons, Capt. Chalmers, went up to Vancouver March 25. She is under charter to load lumber for Valparaiso.

The lowest rate ever recorded for grain from San Francisco to the United Kingdom with usual options was 16s 6d, being the re-charter of the Ben Douran.

The British ship Thermopylae, 948 tons, Capt. Winchester, arrived from Bangkok March 23, after a rough passage of over 100 days. Her cargo consisted of 11,000 tons of paddy for the Victoria Rice Mills.

The Br. SS. West Indian, Capt. Scott, from Central America for San Francisco, went ashore at Acajutla, March 21st, and became a total loss. Crew and part of the cargo saved. An earthquake was the cause of the disaster.

The Norwegian iron bark Fritzoë, 1,078 tons, Capt. Rolfson, which arrived at San Francisco March 8 from Glasgow, has been chartered to load lumber at Chemainus for Melbourne at 45s. She sails from San Francisco this week. Robert Ward & Co., L'td., charterers.

The British iron ship Earl Granville, 1,193 tons, Capt. Copp, which arrived at San Francisco March 14, from Glasgow, has been chartered for lumber from Cowichan for the United Kingdom at 62s 6d. She sails from San Francisco on the 15th April. Robert Ward & Co. charterers.

The Upton steamship Zambesi sails Wednesday, March 30, from Victoria to Yokohama.

VESSELS IN PORT.

(March 28, 1892.)

VICTORIA.

Nor. bark Dominion, 1,256 tons.
Br. ship Thermopylae, 948 tons, Capt. Winchester, arrived March 23 from Bangkok, discharging paddy, Victoria Rice Mills consignees.
Am. ship Richard III, 1,054 tons, Capt. O'Connor, loaded with coal for San Francisco.

VANCOUVER.

Br. ship British India, 1,199 tons, Capt. Lines, arrived Jan. 29, loading lumber for Valparaiso for orders.
Br. ship Riversdale, 1,453 tons, Capt. Finlayson, arrived Feb. 27, loading for Sydney.
Br. bark Craigend, 2,218 tons, Capt. Lewthwaite, arrived Feb. 28, loading for Iquiqui and Callao.
Br. bark Mistletoe, 821 tons, Capt. Smith, arrived Feb. 25, loading lumber for Wilmington, Del.
Br. ship Mount Carmel, 1,596 tons, Capt. Livingstone, arrived March 4, from Java, discharging raw sugar. C. G. Johnson & Co., agents.
Br. bark Argyleshire, 708 tons, Capt. Chalmers, arrived March 25 from Glasgow, discharging general cargo. To load lumber for Valparaiso. C. G. Johnson & Co., agents.
Br. SS. Empress of India, 3,003 tons, Capt. Marshall, arrived March 22, discharging general cargo.

CHEMAINUS.

Am. bark Colorado, 1,038 tons, Capt. Gibson, arrived Feb. 22, laid up.

NANAIMO.

NEW V. C. CO'S SHIPPING.
Am. bark Sea King, 1,436 tons, Capt. Pierce, loading.
Am. ship Wachusett, 1,519 tons, Capt. Mosher, loading.
Am. ship J. B. Brown, 1,473 tons, Capt. Cameron, waiting to load.

Am. ship Commodore, 1,976 tons, Capt. Davidson, waiting to load.
Am. bark Carrollton, 1,390 tons, Capt. Lewis, waiting to load.
Am. ship Wm. F. Babcock, 2,029 tons, Capt. Graham, waiting to load.
Am. ship Louis Walsh, 1,397 tons, Capt. Gammons, waiting to load.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	3	4,158
Vancouver	7	10,998
Nanaimo	7	11,320
Chemainus	1	1,036
Total	18	27,512

FREIGHTS.

Lumber freights from British Columbia or Puget Sound for the most part remain unchanged. Quotations are:—Sydney, 32s 6d; Melbourne, Adelaide or Port Pirie, 42s 6d; West Coast South America, 35s to direct port; United Kingdom, calling at Cork for orders, 62s 6d; Shanghai the last charter was at 50s. The market for grain freight at San Francisco is quite demoralized by the chartering of two vessels to Cork with all options at 16s 6d. The Ben Douran was pressed on the market and had to accept a ruinous rate, but the British ship Escadale, 1,976 tons, was a free ship, and her charter is quite inexplicable, as by waiting three or four months, at an expense of 1s per ton per month. She would have come in for the new crop at certainly not less than 25s. Indeed, a charter has been made recently at 32s 6d, a just loading.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending March 26:

Date.	Vessel and Destination.	Tons.
19.	Sea Lion, ss., Port Townsend	26
23.	Grandholm, str., San Francisco	1,610
23.	Mogul, str., Port Townsend	34
Total		1,670



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Manufactured Solely under the Super-
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