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It is most gratifying, pure or mixed with  
wine or spirits.



## TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,  
Tuesday Morning, Aug. 23.

## VICTORIA.

There are no unusual features to note in the markets this week. Business, if anything, shows a slight improvement, and the outlook continues bright. Collections throughout the Province are reported fair, although in many cases extensions are asked for. As there is no desire on the part of the wholesalers to embarrass their customers, these extensions are almost invariably granted.

The dry goods men are preparing for the fall trade, and naturally business in this line is quiet just now. Travellers will go out early next month with their samples.

Imports of fruits show a falling off of about 500 cases less than the previous week. This decrease is attributed to over-importation. The demand for fruits is generally active. Crop prospects are unusually bright, and wheat commands good prices.

It is estimated that there are about 21,000 sealskins in the city and 6,000 on the Coquitlam. Sealers are waiting to ascertain the result of the total catch before placing the skins on the market.

In Vancouver business during the past week is reported steady, money is tight, and collections are made accordingly.

The Manitoba crops are reported good, this will mean an increased trade between British Columbia and that Province, particularly in the lumber business.

The recent depression brought about by the smallpox epidemic has at least had one good result. That is, there is no one thing which insures the steady growth and prosperity of a city as much as does the establishment and maintenance of manufacturing institutions both large and small, and the greater the diversity the more opportunities offered to take advantage of existing conditions in the laws of supply and demand, while a depression in any particular line cannot materially affect the city as a whole. THE COMMERCIAL JOURNAL, editorially and otherwise, has repeatedly pointed out this fact, and it is pleasing to note that business men generally are a unit in commending this course. It is likely the establishment of manufacturing industries will receive more encouragement in the future than in the past.

Reports received from the Fraser River valleys have been such as to justify a calculation of an all-round yield of grain, roots, hay and fruit, quite double that of 1891. The present hot and dry weather has given ranchers a chance to save a splendid quality of hay, which is a heavy crop. Roots, especially potatoes, are of a superior quality, and plentiful, and the promise of the apple and pear crop is very encouraging. Large quantities of hay and roots are being shipped to market.

The demand for coal shows signs of improvement. J. W. Harrison last week wrote as follows in reference the San Francisco coal market: The receipts of coal for the past week consist of 6,060 tons from Australia and 13,141 tons from the coast mines. Stocks have diminished

considerably. The last Australian mails showed eight vessels in Newcastle loading for this port; these were engagements of several months ago, and cargoes past from first hands before the vessels were chartered. Some sales have been effected this week which show a light improvement in values. The market is certainly stronger, and for the lowest prices of the year have unquestionably been reached. Jobbers have been very timid about providing for their future requirements, and as a result as soon as coal freights commence advancing they will all become anxious purchasers immediately.

## GROCERIES AND PROVISIONS.

Trade continues of fair volume and prices in all lines are reported as being practically unchanged. Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 17c per lb; heavy hams, 16½c; choice breakfast bacon, 15½c; short clear sides, 13½c, and dry salt clear sides, 13c.

The Montreal Trade Bulletin of a late date says:

"There can be no doubt that the price of creamery butter has been hoisted beyond a shipping basis, as high as 21 and 21½ having been paid in the country for certain factories, but shippers point blank refuse to follow the market any further, at least for the present, and it is impossible to realize in this market to-day the high figures that have been paid in the country. Still, holders are firm in their views and will not shade prices. Stocks of creamery butter in cold storage are large and are not going out as freely as they come in. Last week's shipments were 3170 pkgs. against 2500 pkgs. for the corresponding period last year. The sale of a good sized lot of Eastern Townships was made at 18½c, said to be a very fine lot, and we quote 16½c to 18½c, with a fraction more obtainable for single selected tubs. In Western the market is steady, and sales have transpired at 16c to 16½c, one lot of choice selected bringing 17c. We quote 15c to 16½c as to quality."

From the same source it is learned that the market continues very firm all round for cheese, all prices having taken a further upward trend.

## Dairy produce is quoted:

Butter—Eastern Creamery, tubs	25 @ 00
" " " " " "	00 @ 00
Manitoba Creamery, lb	25½ @ 00
" Dairy choice	17 @ 19
" Cooking	10 @ 11
Cheese—Canadian, lb	12½ @ 11
California	16 @ 00
Eggs, doz	15 @ 18
Smoked meats and lard are quoted:	
Hams	11 @ 15
Breakfast bacon	11 @ 16
Short rolls	11½ @ 13
Backs	13 @ 15
Dry Salt, long clear	11 @ 12½
Pure Lard, 50lbs	13 @ 13½
" " 20lbs	00 @ 13½
Lard Compound	10½ @ 11½

Sugar—Jobbers' prices, ½ barrels and kegs in each case being ½c higher:

Dry Granulated	54
Extra C	51
Fancy Yellow	51
Yellow	5
Golden C	4½
Syrup, per lb	3

## FLOUR AND FEED.

New wheat is reported as selling at \$30 a ton on the Fraser River. Last week, a first class sample of hard fall wheat was offered to a city dealer who tendered \$32.50 per ton for it. The Victoria Roller Flour Mills paid \$38 for the shipment which was

a good sample of fall milling wheat. New oats are offered in large lots by farmers, and were sold at New Westminster for \$22.50 per ton. There is still a large quantity of Northwest oats in the hands of dealers here, enough to meet the requirements of trade for some time. The farmers have themselves to blame for this, for this spring they refused the ruling market prices and forced the mills to import from the Northwest where good inducements were offered purchasers, consequently the market is now fairly well stocked and farmers will be forced to hold for awhile. There is no snowflake flour on the market yet. A shipment of Lake of the Woods Hungarian flour has been received by the Brackman & Ker Milling Co. Quotations of bran and shorts show a slight decline in the prices of these products.

The Portland Commercial Review says:

"The flour mills are turning out a fair amount of flour, enough to meet calls, which are light and mostly confined to filling local requirements. A moderate shipment of Walla Walla, went by steamer to San Francisco, but the market is far from active and prices easy at former quotations. Standard brands, \$3.90 per bbl, other grades \$2.75-3.50. Receipts of oats have been liberal but not excessive, prices therefore have remained for the most part stationary. There is practically no export surplus available at present, and until new oats are moving freely very little will be done in a shipping way. No 1 white oats sell at 47c 47½c per bu., No. 2, white, 45-46c; gray, 42-44c. The demand is fair for millstuffs but offerings are liberal and the market presents rather a weak appearance. There is some competition among agents to place stock and at times prices are shaded to induce custom. quote bran, \$15-16 per ton; shorts, \$18 per ton."

The Columbia Flouring Mills quote Enderby flour in carload lots:

Premier	\$5 10
XXX	5 30
Strong Bakers or XX	5 00
Superfine	1 00

Quotations to the trade are:

Delta, Victoria mills	\$ 5 25 @ 0 00
Lion, " "	5 25 @ 0 00
Premier, Enderby mills	5 75 @ 0 00
XXX, " "	5 50 @ 0 00
XX, " "	5 25 @ 5 50
Superfine, " "	4 25 @ 4 50
Ogilvie's Hungarian	5 65 @ 5 75
" " Strong Bakers	5 45 @ 0 00
H. B. C. Fort Garry Hungarian	5 55 @ 0 00
Benton County, Oregon	5 50 @ 0 00
Snowflake	0 00 @ 0 00
Portland Roller	5 50 @ 0 00
Royal	5 35 @ 0 00
Wheat, per ton	30 00 @ 35 00
Oats	30 00 @ 00 0
Oil cake meal	35 00 @ 00 00
Chop feed	30 00 @ 00 00
Shorts	26 50 @ 30 00
Bran	23 50 @ 25 00
National Mills oatmeal	3 50 @ 0 00
" " rolled oats	3 50 @ 0 00
" " split peas	3 50 @ 0 00
" " pearl barley	4 50 @ 0 00
" " Chop feed	30 00 @ 0 00
California oatmeal	4 25 @ 0 00
California rolled oats	3 75 @ 3 85
Cornmeal	2 75 @ 3 00
Cracked corn	10 00 @ 15 00
Hay, per ton	18 00 @ 20 00
Straw, per bale	1 25 @ 0 00

## FRUITS AND VEGETABLES.

The receipts of California fruits and vegetables from San Francisco by steamship Walla Walla, August 20, comprised the following: For Victoria—352 cases peaches, 201 cs pears, 300 cs plums, 5 pkgs

containing 31 drawers plums, 123 cs tomatoes, 181 cs apples, 21 cs oranges, 23 cs lemons, 333 cs grapes, 7 cs nectarines, 23 cs sweet potatoes, 4 crts bananas, 30 cs apricots, 51 sacks onions, 18 cs crab apples, 1 sack peanuts, 4 cs peppers, 16 cs cucumbers, 1 sack coconuts, 18 crates water melons, 14 crts nutmegs, 10 crates cantelopes; total, 2,012 pkgs. For Vancouver—160 cs apples, 36 sacks onions, 189 cs plums, 193 cs pears, 189 cs peaches, 113 cs grapes, 15 cs tomatoes, 8 cs lemons, 10 sacks sweet potatoes, 7 cs peppers, 4 cs cucumbers, 7 crates melons, 8 crates cantelopes, 2 crts nutmegs; total, 936 pkgs. Grand total, 3,032 pkgs. The receipts by the two previous steamers were 3,579 packages on the 15th and 3,655 packages on the 10th, showing a decrease of over 500 cases in the imports. San Francisco advices say: "Apricots are about out of the market. Early Crawford peaches are now too ripe to be fit for shipment; late Crawford are taking their places. Plums and Bartlett pears are thoroughly matured, and it is difficult to get them green enough for shipping. Sweet potatoes are arriving in good shape. Apples are arriving freely, and are very superior stock." Dealers in Westminster have offered local grown plums in 25 lb. boxes at 70c f. o. b. Westminster. Local apples are selling at \$1 a box. They are poor quality, and dealers say cannot compete with the imported California apple selling from \$1.50 to \$1.75 a box. Business is generally reported as of good volume, and collections very fair. There are no Riverside seedlings in the market, and a drop of 25c is reported in Tahiti seedlings. Lemons continue scarce, and have advanced in price. Bananas are very much lower. Plums are lower; small boxes are quoted from 80c to \$1.10, large boxes \$1.20 to \$1.25, and drawers 75c. Oregon peaches have been received, and are quoted at \$1.50 per box. Pears are 25c lower. Grapes are slightly lower; white, in boxes, at \$1.65, in crates \$1.75 to \$1.90; black, in boxes \$1.65, in crates \$1.90. Musk melons or cantelopes are \$1 lower than last week. Sweet potatoes are now in good supply, and quoted at 4½c per lb. Cucumbers are quoted at \$1.25 for small boxes and from \$1.50 to \$1.75 for large.

Current quotations for fruits are as follows:—

Oranges—Santa Barbara.....	\$0 00 @	0 00
Tahiti Seedlings.....	1 50 @	4 75
Riverside Seedlings.....	0 00 @	0 00
Lemons—California.....	1 50 @	6 10
Sicily.....	7 00 @	9 50
Bananas, crate.....	3 10 @	0 00
Plums, box.....	80 @	1 25
Prunes.....	1 35 @	1 50
Apricots.....	1 25 @	0 00
Peaches.....	1 20 @	1 50
Nectarines.....	1 75 @	0 00
Pears—Bartlett, large boxes.....	1 75 @	2 00
Apples—Gravenstein.....	1 20 @	1 75
Crap apples.....	1 25 @	0 00
Grapes.....	1 65 @	1 90
Pine Apples, doz.....	5 00 @	0 00
Cocoanuts, doz.....	90 @	0 00
Cherries—Royal Anns (local) 20-lb box.....	2 50 @	0 00
Watermelons, crate.....	5 50 @	0 00
Musk.....	1 00 @	1 50
Nutmeg.....	2 00 @	2 25

Vegetables are quoted:

Potatoes—California, sweet.....	1 ½ @	
Local.....	1 ¼ @	
Onions—Red California.....	1 ¼ @	
California Silverskins.....	1 ¼ @	
Tomatoes, bx.....	1 00 @	1 25
Cucumbers, bx.....	1 25 @	1 75

SALMON.

The canneries on the Skeena have all filled, and at a rough estimate put up 11,250 cases each. R. Cunningham & Son, Port Essington, put up only 11,107 cases, and the Standard Cannery at Irving, 10,800 cases and closed down. The Windsor Cannery reports about 11,250 cases. Messrs. R. Cunningham & Son have also salted down from 50 to 60 tons of white salmon, and have about 12,000 fish frozen in their refrigerator at last report and still fishing. These latter are for shipment East later in the season.

The Rivers Inlet cannery of the British Columbia Canning Co. put up 19,000 cases, which is only a half pack.

The Wannuck Packing Co. reported July 30 a pack, of 4,655 cases, and it is believed they were finished for the season.

At Naas River the Cascade Packing Co. reported July 30 a pack to date of 5,096 cases, but expected to secure their limit of 7,500 cases.

The Lowe Inlet Packing Co., Cunningsham & Co., reported Aug. 2 a pack of 7,633 cases, but later they say that they have packed about 9,000 cases sockeyes, and are going to put up 1,000 cases Cohoes.

The Alert Bay cannery have failed to fill all their tins, and only secured about 4,000 cases. Their agents deny the report that they are putting up clams, as there is sufficient on the market that has been carried over from last year.

The run on the Fraser, for the past week, shows no improvement. The Wellington Packing Co., Canoe Pass, report, Aug. 16, 3,512 cases; Delta Canning Co., Ladner's Landing, Aug. 17, 3,091 cases; Harlock Packing Co., Ladner's Landing, Aug. 16, 3,416 cases; and Laidlaw & Co., Westminster, Aug. 17, 1,867 cases. The Fraser Rivery Fishery, Deas Island, reported a total pack of 1,750 cases sockeye fish and have closed down. The Beaver and Richmond canneries have put up 5,500 cases between them. For the eight remaining canneries on the river the following are the estimated packs: Anglo B. C. Packing Co., 5 canneries, 12,500 cases; Ewen & Munn, 2 canneries, 12,500 cases; Rowan Bros., 2,500 cases, making a total estimated pack of about 46,500 cases for the fifteen canneries working. The twenty three canneries were allowed, according to agreement, to put up a half pack of 7,500 cases each, or a total of 172,500 cases. It will be readily seen that so far the canneries have only succeeded in putting up a little over one-quarter of the agreed half pack. The sockeye run is generally supposed to be nearly over for the season.

LUMBER.

The Chilean bark Lake Leman, 1,035 tons, arrived at Moodyville Aug. 20 from Iquiqui June 15, via Port Townsend, to load a return cargo of lumber to Valparaiso on owners account. The Norwegian ship Morning Light, 1,316 tons, now on the way from Honolulu, is reported under charter to load lumber at the Hastings mill. The Chemainus mill is shut down and they do not expect any shipping before the last of September. There have been no clearances since last review. Seven vessels are now loading at Burrard Inlet, two at the Moodyville mills and five at the Hastings mills. Three of them are for the West Coast, three for Australia and one

for Wilmington, Delaware. The foreign situation shows no change, and no new vessels are reported on the way.

Quotations for Douglas Fir Lumber in cargo lots for foreign shipment, being the prices of the Pacific Pine Lumber Association:

Rough Merchantable, ordinary sizes, in lengths to 10 feet inclusive, per M feet	\$ 9 00
Deck plank, rough, average length, 35 feet per M	19 00
Dressed T. and G. flooring, per M	17 00
Pickets, rough, per M	9 00
Laths, 1 feet, per M	2 00

The Victoria Lumber Exchange quotes the following schedule of prices net at yard:

Rough merchantable lumber, per M	\$12 00
Double dressed and edged, per M	22 50
Single " " " " " "	20 00
No. 1 tongue and groove flooring, 1 x 4	22 50
Rough deck plank	11 00
Laths, per M	2 25
Shingles, common, per M	2 25
Eight per cent on all accounts over 30 days standing.	

BUSINESS CHANGES.

Hurd, merchant tailor, has reopened in Westminster.

J. McDonald & Co., furniture, Nelson, have dissolved.

W. McPherson has retired from the Lulu Island Packing Co.

W. M. Sullivan, blacksmith, Chilliwack, has sold out to J. McLeod.

John Craig, fruit, etc., etc., Nanaimo, has sold out to J. Nicholson.

J. W. Harvey, dry goods, etc., Westminster, advertises retiring from business.

Geo. T. Corfield, general merchant, Corfield, has opened a branch at Somenos station.

The Wilson House, Nanaimo, has been opened under the management of Joseph Richards.

W. H. Perry, galvanized iron worker, contemplates closing out and opening in stoves and tinware.

Canning, Walker & Co., fruiterers and florists, Vancouver, have taken over the business of John Canning.

Rolf & Goepel will erect a saw mill at Frederickton, West Kootenay District. The machinery is on the way.

H. A. Eastman, of the late firm of E. H. Port & Co., Westminster, has taken over the real estate business of the late partnership.

Joseph McPhee, general merchant, Comox, has admitted Mr. Moore into partnership, under the firm style of McPhee & Moore.

The Michigan Lumber Co. have sold out the balance of lumber in their yard in Victoria, consisting of about 100,000 feet, to Wm. Lang, contractor.

Geo. A. Frazer, of G. A. Frazer & Co., ship chandlers, Vancouver, contemplates removing to New Brunswick to reside permanently; cause, ill health.

Kinnaird & Wilson, merchant tailors, are opening in Victoria. They have bought out this department from Gilmore & McCandless, where Kinnaird was cutter.

Mr. J. J. Anderson, agent of the Edison General Electric Co. at Vancouver, has resigned, and will be succeeded by C. M. Maxwell, of Portland. Mr. Anderson will open a commission agency in Vancouver.

# CANADA PERMANENT LOAN AND SAVINGS CO.

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J. HERBERT MASON, PRESIDENT & MANAGING DIRECTOR.

Subscribed Capital ..... \$ 5,000,000  
Reserve Fund..... 1,502,252  
Total Assets..... P. 12,001,772

This company is now prepared to accept applications for loans upon improved City and Farm Securities at current rates of interest. NO AGENTS' COMMISSION IS CHARGED THE BORROWER. Full particulars on application to

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Agents and Appraisers for Victoria District.

BODWELL & IRVING, Solicitors.

### THE REV. SAMUEL BONES.

The Rev. Samuel Bones was a good missionary  
Sent to reform the benighted Fejee,  
To teach and to preach and to show by example  
How saintly a savage Fejee might be;  
He said it was sinful to serve an acquaintance  
As a stew or ragout at an afternoon tea;  
He taught them that even a pleasant expression  
Was not enough dress for a modest Fejee.

But, black and alas! these degenerate heathen  
Somehow didn't reform or convert worth a  
cent,

And they vulgarly vowed in their coarse Fejee  
language  
That they'd eat Rev. Bones even if it was  
Lent.

But, when they had cooked him one morning  
for breakfast

Then they mourned him and called him the  
tenderest of men,

And they wept bitter tears after he had been  
eaten,

And wished him alive to eat him over again.

And the tum tum quarter, with intuitive  
feeling

And a fine sense of what would have pleased  
the remains,

Sang a requiem which he in person had taught  
them

To expressively sing with considerable pains.  
They chanted with joy and that sense of elation  
Which comes from done duty and freedom  
from sin,

The words of that touching, appropriate an-  
them:

"O, he was a stranger, and we took him in!"

—Harvard Lampoon.

### ORDERS FOR THE PRINCE OF WALES.

"We got most of our orders from Marlborough house through one of the prince's valets, Messrs. Prince and Chandler. One or the other of them will casually drop in and remark, 'You had better send his royal highness some more of so-and-so,' naming the article or, 'H. H. desires that one of your men wait upon him at a fixed hour.' This, in trade parlance, is called 'giving an audience.' Marlborough house is situated in a piece of ground lying between Pall Mall and St. James' park. On the latter side are the lawns and pleasure grounds, while the former is separated by a paved courtyard from a formidable wall, guarded by several red-coated sentries and a half-dozen stalwart constables. Getting into Marlborough house is a game to the novice worthy of the inventor of Pigs in Clover. The tradesman's entrance is a narrow portal in the right wing of the building known from its character as the 'glass door.' Here the candidate for admittance must wait until a servant passes, from whom he may ask the favor of being announced. No ringing or knocking facilities exist. The caller applying to the

'Bobby' at the door will be asked, 'Have you an appointment?' 'Yes, with Mr. Chandler.' 'Do you know your way to the glass door?' If he doesn't, that settles it, and if he professes to do so and gives the slightest indication of hesitancy he will be unceremoniously dragged back to the street again. Supposing, however, that he reaches the haven of safety, he will be made to take his turn in passing to the equerry's room, where in a few moments the smiling countenance of the prince will have put him quite at ease. He will have on ordinary occasions about three minutes to transact his business, and on very special ones about six. The prince, though having good ideas of his own, will submit with good grace to any suggestions, and will ask advice from the salesman as well as his valet. A fit in every particular must be secured at the first trying on, or the order is not likely to be repeated." A good idea of the figure of the prince will be seized by those familiar in sizing up their fellow men by the following dimensions: H. R. H. wears an 18½ collar, has a 45 chest, 14 arm, 42½ waist (for trousers 44) and 30 leg (for trousers 31). Contrary to general credit, especially in America, his tastes are extremely quiet.

### MAKE WAY FOR THE WOMEN.

A Chicago concern has been organized by seven women with a man as manager. The policy of the undertaking is to employ no men beyond the business manager, or the engineers or firemen, nor will men be permitted to participate in the possession of any of the stock. The scheme embrace the establishment of plants in all of the principal cities in this country, and, it is claimed that, wherever they establish a bakery, a monopoly of the business is assured, by reason of the great reduction in the cost of manufacture by this new and improved process, which is declared to be a time, labor and money saving invention. By its use a single barrel of flour can be turned into bread at a cost of 50 cents, whereas the average cost under existing conditions is stated to be about \$2.50. The machine which is to accomplish all this is small and compact, and costs less than one-fourth of that which is required to defray the expense of a large bakery outfit of the ordinary pattern.

### COMMUNICATIONS WITH AUSTRALIA.

It is rather funny—to say the very least of it—to hear the great blow which Sir George Dibbs, premier of New South Wales, has been making in regard to the prosperity and resources of the Australian colonies, while as has been generally reported in the newspapers and as has been the experience of many who have gone there, utter stagnation in business and manufactures and the direst distress among the working classes prevail. Sir George is now said to affect annoyance because when he arrived in Ottawa, the other day, there were no members of the Gov-

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THE BRITISH BARK

## VALPARAISO

(742 Tons Register)

WILL SAIL FROM

## LIVERPOOL

—FOR—

## Victoria & Vancouver

About the End of OCTOBER.

Freight will be taken at the rate of 12s. 6d. per ton measurement; 15s per ton dead weight.

GEO. H. FLETCHER & CO.,  
Old Churchyard, Liverpool, Agents.

ernment to dance attendance upon him. He has given it to be understood that one of the main objects of his visit was to talk over the Pacific cable and steamship question. But what, it may be asked, can he possibly have to offer in aid of these really most desirable projects, as the representative of a colony which, it would seem, has already done quite as much, in the way of pledging its credit, as either its resources (developed or latent) warrant, particularly since the public revenues are taxed to their utmost to relieve those who are out of work and by no means unlikely to continue in that condition for some time to come.

Possibly Sir George would have done better not to have blown so loud as he is credited with having done, in which event his talks about business might have been favorably considered. The Premier of New South Wales is credited with having also endeavored to bolster up other colonies than the one which he represents; but glad as we should be to see the special enterprises referred to undertaken and completed, it would occur to us the part of wisdom to defer their inception until trade prospects at the Antipodes are better, and, in the meantime, prosecute works nearer home that would be of more immediate benefit.

H. M. S. Tartar arrived in Halifax Tuesday morning from the West Indies via Bermuda. She is a third-class cruiser of 1770 tons, and carries six guns.

The catch of white fish in Lake Winnipeg has been exceptionally good this season. The fish companies have already got all they want and have quit fishing.

Only 11,763 sheep have been exported from Montreal to England so far this season, as against 25,763 for the same period last year. The exports lost heavily.

Montreal grain men are greatly pleased at the decision of the Government not to abolish the rebates on canal tolls this season. They say the interference would mean a severe loss.



## IRON IN BRITISH INDIA.

A leading British Indian newspaper draws attention to the possibilities of developing that country into a great iron producing centre. There are great stores of the very purest ores such as hematite and limonite in the Jubbalpore and Chanda districts, excavation is cheap, while limestone and charcoal can be had in abundance and at ridiculously low prices. In addition to all these favorable circumstances, skilled labor can be had at about a dollar a week. How it is, therefore, that it does not pay to start iron works in British India? In the first place, the government in London has control of all civil engineering works in the country, and consequently the orders for structural iron for bridges, etc., and for steel rails go to firms in England. Secondly, the Indian government will not grant long leases for the mining lands. Many years ago the government would only give one-year leases to iron smelters, and it was only after much agitation that they could be induced to grant twenty-year leases. This was in 1886, but as yet no new smelting works have been started. Capitalists wanted and still want at least a forty-year lease, and it is not probable that any development will take place until their desires are acceded to. It is certainly to be regretted that while the inhabitants of a great country like British India are either starving or living on rice, the resources should be permitted to remain dormant. But there are other countries besides India suffering from lack of development—British Columbia for instance.

## THE SALESMAN.

The power to sell is a gift, remarks an exchange. It cannot be acquired in full any more than can the power to write poetry or be an admitted genius. The belief that anyone who will apply himself can become a salesman is a grievous error. There are men who have an ambition to be salesmen; who make extra exertions to increase sales; who strive in every way to advance sales, but fail. Beside them is a man in the same store, offering the same goods at the same prices under the influence of the same surroundings, who does not make near the effort to sell, but who sells; who succeeds. The man who succeeds is no more talented than the one who fails, except in that one talent of the power to sell goods. This may be accounted for. Certainly it may and will be when some one divines the power to explain those hidden powers peculiarly fitting one man for one position and another for a different position. The man is not yet born who is talented enough to explain the talents and their force or source.

## THE WORTH OF THOROUGHNESS.

Preparation is as essential to success in mercantile pursuits, as in what are commonly called the professions. In the latter, he who would achieve success must learn to be methodical; haphazard attendance upon lectures, or desultory study will not avail much, however well endowed the young aspirant for distinction may be with natural abilities. The man who is a student at college, and studies in a slipshod manner, without plan or system vigorously adhered to, is always a failure. In the hot rush of the race for supremacy in commercial life, he will "stay" longest and win most prizes, who has been able to control his ambition, and to devote, in quiet, painstaking work from day to day, some years in a well ordered store. The griefs, heart burnings and losses so often experienced by the tyro, are always traceable to the want of previous training. How many young men of good habits, respected in their community, and by no means fools, make an utter failure when started in trade by some kind-hearted aunt or other relative, for the want of that special training in the minutiae of business, and the amiability with which is always present in the

case of the successful tradesman. Such a man may, it is true, have the services and advice of some experienced clerk or partner and make a great success, but, in the majority of cases, this is the exception.

One of the most glaring faults in our national character is, perhaps, our lack of thoroughness, our impatience at matters of details, our over eagerness to "get there," resulting in our "giving hostages to fortune," or, as the blunt Saxon proverb has it, "eating the calf in the cow's belly."

In commercial life, as well as in every other department of human activity, the prizes will fall to patient industry and courageous pertinacity, rather than to meteor-like brilliancy and evanescent energy. Aesop's fable of the hare and the tortoise is being well illustrated in the career of almost every man with whom we come in contact from day to day.

## IT ALWAYS PAYS.

An exchange says: "Judicious advertising always pays. The use of the right mediums and a proper proportion of space, to enable the making of an effective display, are always productive of good results; and when advertising is done on this plan it is never discontinued by live business men who have anything worth advertising. We never hear a complaint made by any business house that advertising has not paid them, but we can easily trace the cause. The firm in question has either advertised in a half-way fashion or been too timorous to stick to it until the results were satisfactory." Representatives of trade journals while on their rounds in the trade, are frequently, when soliciting business even from some leading houses, meet with the remark, "We don't advertise." This is often said with an air which is meant to imply the belief that their business is so well known that it involves a wasteful expenditure to advertise it. Generally the above remark emanates from old established houses of a very conservative character, which depend largely for their existence on their well-known name and high reputation. They have become established many years ago when there was little competition, and believe they can go on from year to year in the same old rut, notwithstanding new firms in their line are springing up on all sides, whose energy, enterprise and liberal patronage of trade journals are placing them by long and rapid strides on an equal footing with their more conservative competitors.

## INDIAN WHEAT SHIPMENTS.

The exports of wheat from India during the last three shipping seasons for the subject of an Imperial Government report, which, like most other statistical intelligence, has its values and its dangers. Thus the news that Indian wheat has been imported into Belgium to the extent of 8,600,000 bushels against a previous maximum of 4,349,000 bushels is doubly significant, for Belgium buys largely for Switzerland and Germany as well as for her own market, and the increase argues that Germany as well as Belgium is satisfied with Indian wheat. On the other hand, the rise in Egyptian imports from 3,088,000 bushels to 9,072,000 bushels is quite deceptive. Egypt is only the nominal destination of most of this grain, and the rise from three to nine millions argues no more than the increased convenience found to exist in a "half-way house," where grain can be arrested on its passage Europe-wards and directed by telegram to the port where value shows best current appreciation of Indian wheat.

Italy, as we learn from the same return, takes from 700,000 to 1,980,000 bushels of Indian wheat, while French purchases have a still greater range, from 2,333,000 to 11,250,000 bushels. Neither Italy nor France is likely to be an extensive buyer of Indian wheat during the cereal year on which, with Sept. 1 next, we shall be entering. The prohibition of Russian exports in 1891 greatly favored Indian trade.

## TO REVIVE SALMON FISHING.

What may be done to cultivate a salmon fishery is strikingly shown by the case of the Ballisodare River, which falls into Sligo Bay, on the west coast of Ireland. It is formed by the junction of two streams, one of which flows through and out of Loch Arlow—a lake five miles long and nearly a mile wide. Thirty years ago, the Ballisodare did not contain a solitary salmon. Thanks to the knowledge and enterprise of a single resident in that neighborhood, who opened up the obstructions and enabled the fish to have free and uninterrupted access to the fine spawning grounds above, 10,000 salmon were taken here last year. What was done by the aid of "salmon ladders" in the Ballisodare might, in the opinion of the Scottish Fishery Board, be just as easily done in Scotland, on the Tummel, the Spean, the Conon and several other rivers, but for the unsatisfactory state of the law with regard to the claims of the crown to newly created salmon fisheries, and the claims of certain proprietors under old charters.

## CROP INSURANCE IN RUSSIA.

A St. Petersburg despatch says: "The immense scheme for the compulsory insurance of crops brought before the Societe Economique Imperiale de St. Petersburg by M. Grass is attracting the greatest attention throughout the country. M. Grass, who is a great authority on agricultural subjects in Russia, has elaborated his scheme upon the following lines: There are in normal times 100 million arpents (1 arpent equals 1/4 acre) of land under cultivation in Russia. On a study of previous crops, quality of the land, atmospheric conditions, as well as of fluctuations, tables have been prepared to show the average harvest that may be anticipated from each arpent of land under cultivation. On these tables, a tariff has been drawn up, based on the theory of probabilities, by which the value of 80 per cent. of the average crop can be assured to every peasant on payment of a premium varying from 6 kopecks to 94 kopecks per arpent of grain. It is understood that the Societe Economique Imperiale has approved the project as indispensable, and that it is now under consideration at the Ministry of Finances. The principle of compulsory insurance has already been adopted in Russia, and every peasant's crop is compulsorily insured against fire."

## THE LENGTH OF SUBMARINE CABLES.

The following are the lengths of the submarine cables now laid and in operation, taken from the documents published by the International Bureau of Telegraphy, of Berne, Switzerland.

The various governments of the world own together 890 cables having a total length of 14,480 miles, and containing 21,560 miles of conductors. The French Government, which takes the lead as to length of cables, has 3,460 miles in 54 cables. As to number, the Norwegian Government comes first with 255 cables, having a total length of 248 miles. Finally, as to the length of conductors, the English Government comes first with 5,468 miles of conductors, divided among 115 cables, having a total length of 1,588 miles.

Private companies to the number of 23 own 288 cables, having a length of 126,864 miles and containing 127,632 miles of conductors. The French companies, only two in number, the Compagnie Francaise du Telegraphe de Paris a New York and the Societe Francaise des Telegraphes Sous-Marins, have 18 cables with a total length of 7,249 nautical miles. The most important of the private companies is the Eastern Telegraph Company, which operates 75 cables with a total length of 25,374 miles. The total number of the cables in the world is 1,168, with a total length of 140,344 miles and 149,193 miles of conductors. This is not sufficient to reach to the moon, but would extend more than half-way there.



# THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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D. M. CARLEY . . . . . EDITOR,  
L. G. HENDERSON . . . BUSINESS MANAGER.  
Office—No. 77 Johnson Street.

VICTORIA, TUESDAY, AUG. 23, 1892.

## SEATTLE VISITORS.

Victoria was on Saturday visited by a numerous party of merchants and others of Seattle, who had finally made up their minds that the sanitary condition of Victoria was not so bad after all, and that it was really safe for them to venture their precious carcasses in the Queen City of British Columbia. We are glad to notice that they have practically demonstrated that the absolute quarantine enforced by them and by the Puget Sound Board of Health need never have been put on. They have had smallpox much the same as we have, but not so many cases; still there might have been quite as much danger of infection. This absolute quarantine was unquestionably overdone. Victoria was not the means of introducing the malady on this coast, though unfortunately she had a number of cases.

We observe in the remarks of some of the speakers at the luncheon given to the Seattle visitors that some stress was laid upon the so-called generous treatment of Victoria by Seattle, which was "so ready, etc., etc., to resume relations." Had the remarks been applied to Tacoma, one can imagine their special applicability, for that city never wished to have the action taken which was followed, and has several times expressed its desire to have unrestricted relations with us. For this the Seattleites were not prepared, though it is true that they were ahead of that somewhat slow and antiquated organization, the Puget Sound Board of Health, which could not be made to see that with the precautions the provincial and civic authorities were taking a proper inspection of passengers was all that was necessary to prevent contagion.

## BANKING MATTERS.

The *Canadian Trade Review*, in an article on "The Canadian Chartered Banks," gives something of the history of the Bank of Montreal, whose capital is now \$12,000,000, with a reserve of \$6,000,000, and is the largest bank in North America. It is added, "Canada has another bank which evidently hopes to rival the Bank of Montreal in point of capital—the Bank of British Columbia, whose authorized capital is nearly \$10,000,000, but of which only \$2,920,000 is subscribed and paid up." It may be added that with the men it has behind it there can be no doubt that if it were necessary the Bank of British Columbia would very soon put up the whole amount of its capital; but mean-

time it has at its command all the immediately available resources it requires, while, as concerns responsibility and careful management, it is not a whit behind its rivals. It has considerably increased its direct business, and the transactions which it handles for financial companies are no small item to be considered.

## TRANS-ATLANTIC SERVICE.

Although we on this western coast of Canada, are far enough removed from the Atlantic Ocean, the greater part of our European service is done not by way of the circuitous and dangerous passage round Cape Horn, but by the shorter and more reliable trancontinental railways and steamships from Montreal, Halifax, Boston or New York. We are, therefore, deeply interested in anything that may tend to ensure shorter and more efficient service that way. The Nicaragua or Panama Canals will—for we fully expect to see one or both of them carried out—afford us some day, no doubt, an excellent alternative means of connection, but for the moment it is for us to consider the facilities which we possess or those which are in more immediate prospect. We note by recent telegrams two points which are of more than mere passing interest. These are—first, that Mr. Van Horne, President of the Canadian Pacific Railway, sails for England on the 25th inst., one of the objects of his trip being to arrange for the construction of a line of fast Atlantic steamships. That he should do this is only to be expected, since it is generally acknowledged that in order to the success of a Canadian Pacific line of steamships to Australia better direct service across the Atlantic is essential.

The other matter is contained in a recent Quebec dispatch, which revives the project of a three days' voyage across the Atlantic from a point on the Labrador coast to Milford Haven. This is apparently a shorter route than the Shippegan scheme advanced some years since, if we are not mistaken, by Mr. Sanford Fleming, which involved the utilization of the Intercolonial and Baie de Chaleurs railroads to Newfoundland, a short railway from side to side of the island, and a speedy steamship service thence to the nearest point on the British coast. It will be recollected that in connection with this topic, which was a live one about the time British Columbia entered the Confederation, the winter navigation of the St. Lawrence was discussed as important, if not absolutely necessary to the success of the project; but nothing was the result of all that was said on the subject.

In connection with the short Atlantic route, what is known as the Labrador Railway is spoken of to be built from Chicoutimi, the eastern terminus of the Lake St. John Railway, to a port called Marnham, on the coast of Labrador. The distance is 850 miles, Marnham being about 1,000 miles from the city of Quebec. There are no engineering difficulties of any account on the route. The country, however, is barren, and is too cold ever to be settled to any extent. The sanguine projectors talk about the mineral riches of the region. Iron, mica and plumbago have been found there, and, no doubt, other

metals could be discovered; but the country is inhospitable. The port of Marnham is closed by ice for four or five months of the year.

It is worthy of note that, in matters of grave, public importance such as this, there are always so many proposals forced upon attention that it is difficult for one to make up his mind as to the most feasible of the suggestions. Mr. Van Horne has shown himself to be a man who is not apt to be carried away by first impressions, and, since he has for so long maintained a sphynx-like silence on this and kindred subjects, it is to be supposed that he now goes to England with some well digested scheme which it is his intention to carry out to completion. So far, his company have not known such a word as fail, and for the reason that they have assured themselves that they were right before they went ahead. They have accomplished wonderful things so far, and that because they have "dared to do," and even to be regarded as having made too many claims on the public treasury. Their success has, however, been that of Canada; and far better that the outcome should have been what it is than that the leaps and bounds which Canada has of late years taken should not have been made. THE BRITISH COLUMBIA COMMERCIAL JOURNAL is in hearty sympathy with anything that can possibly tend to Dominion or provincial advancement.

## RAILWAY DEALS.

Recent reference was made to the "diamond cut diamond" sort of action by which the Northern Pacific Railroad was endeavoring to secure complete control of Puget Sound traffic as against the Union Pacific and of the important connections which it had recently obtained. It would appear, however, that they reckoned without their host, for the indications now are that Jim Hill, of the Great Northern, is likely to have, if he has not already secured it, a controlling interest in the Oregon Railway & Navigation Company's line, consisting of 1,000 miles or more of track between Spokane and Portland. This will make him master of the North Pacific coast railroad situation and of both the Union Pacific and Northern Pacific coast terminals. He could also dictate the rates to be charged on Pacific coast traffic and the annual contracts which now give the Union Pacific almost a monopoly on Portland business. With the transfer of the Oregon Railway & Navigation Company would go a line of steamers plying to every ocean and river port between San Francisco and British Columbia, and river lines covering nearly 1,000 miles of territory. At present, then in so far as our outside connections are concerned, it would appear as if the attitude of Victoria, in presence of the different railway concerns, the Great Northern, the Union Pacific, the Canadian Pacific and the Northern Pacific, is "good Lord, good devil!"

COTTON-SPINNERS, of Lancashire England, say the continued depression, owing to fluctuations in silver and rates of exchange, threatens the collapse of their business, and the Government is called on for remedial measures.

**CROFTER SETTLEMENT.**

Major Clark, who has been in town for some days in connection with the Crofter settlement scheme and the plans of the commercial company for the development of the deep sea fisheries of the Province, has returned home to England, having completed all the arrangements with the Government of British Columbia. He will at once perfect the formation of the commercial company in England; \$100,000 as security for the performance of their part of the contract will be deposited to the credit of the province, and the required works will be begun without delay so as to have something really substantial done this year. If the enterprise be carried out as anticipated, it will work great things as well for British Columbia as for the settlers who are to be brought out and for the men who have invested their capital in the undertaking.

**DANGER OVER.**

All danger being over from smallpox, Dr. Davie has applied for, and has been granted, as is to be announced in an extra of the official *Gazette*, his discharge from the position of Provincial Health Officer, sanitary matters being relegated to the local health authorities, who will, no doubt, have profited by the recent smallpox experiences. Victoria, and the province at large, have reason to congratulate themselves on the fact that they have come out of the ordeal so comparatively unscathed, and for this they may thank the Government, which had at its head a man who, seeing the line of duty, was not afraid to follow it, and who was able to secure the services of so excellent an officer as Dr. J. C. Davie, whose fearless discharge of his difficult functions cannot be too highly commended.

**AMERICAN RETALIATION.**

At length the President of the United States has issued his expected proclamation terminating the free navigation of the St. Mary's Falls Canal. Canada, it must be said, had ample notice that the United States contemplated some action of this kind, the reason being that the authorities here make a discriminating rebate of 18 cents per ton on cargoes of grain passing down the Welland Canal for Canadian ports, thus rendering the transit of cargoes to ports of the United States difficult and burdensome. In consequence, by virtue of an Act of Congress approved July 26th last, the United States government have decided to levy a toll of 20 cents per ton on all freight, of whatever kind or description, passing through the St. Mary's Falls Canal in transit to any port of the Dominion of Canada, whether carried in vessels of the United States or other nations.

It was pointed out in the Canadian newspapers and by some of the boards of trade of the Dominion that such action on the part of our neighbors would be disastrous to this country. Nevertheless our wise-acres at the capital announced their intention of deferring action until after the end of the season—a course that can not fail to have struck even the most

casual observer as foolish and short sighted. At length the blow has fallen, and, as the despatches announce, it has created a sensation in official circles which thought, as it is naively expressed, that the offer to withdraw the rebate at the end of the season would appease the American government.

Those in official circles ought to have regarded the subject as business men. They could not have expected that when, in a case like the present, when each country was dependent on the other, discrimination on the one side would not be followed by discrimination on the other, and sorry as we are that any department of Canadian trade should be disadvantaged, we cannot but say "served them right!" There has been and is too great a tendency here and elsewhere to provide most favored class clauses and that is a thing which will not work in the long run. On this subject, the *Monetary Times* says: "To pressure brought by forwarders on the Government the rebate was mainly due, and what has now happened is one more illustration of the danger of adjusting public questions to suit individuals or special interests."

**HOW INCONVENIENT!**

Despatches from Ottawa, early in the week, in semi-officially announcing that the Government had decided not to rescind the order-in-council granting a rebate on grain passing through the St. Lawrence canal this season, stated that the rebate in the first instance was granted for the season, and, reckoning upon its continuance, contracts have been made, in which residents of the United States, as well as Canadians, are interested, and that very serious inconvenience and actual loss would follow a sudden withdrawal of the rebate at this period. How much more inconvenience and how much more loss has there not been entailed by the present outcome of affairs! And, as we remark elsewhere, the Canadian authorities have themselves to blame for all this. They knew with whom they were dealing and now the people will realize what is involved in the action of the Americans. It means stagnation to the Canadian forwarding interest.

**EDITORIAL NOTES.**

AN interesting feature of the Royal Manchester, Liverpool and North Lancashire Agricultural Society was a supply of Canadian fresh eggs, brought straight from the ship's side, which proved to be an excellent condition.

AN estimate of the apple crop in Canada for 1892 is made by Mr. H. Peterson, of Port Colborne, Ont. He thinks Ontario has 10 per cent. more than last year, but not of as good quality; Nova Scotia 20 per cent. more. The United States crop is generally light, save in the New England States, where it is large, and of better quality than last year.

UNDER the existing Banking Act, several of the Canadian banks still possess important privileges not held by the others.

The Banque du Peuple is on the French principle, the directors being partners and responsible to the extent of their fortunes. The Bank of British North America, acting under Imperial charter, claims that its shareholders are not subject to the double liability clause. The Bank of British Columbia has also a special charter, and the Bank of Nova Scotia, having absorbed another bank with an unusual charter, is the only institution permitted to issue notes beyond the amount of its paid-up capital.

RECENTLY, reference was made to the excellent prospects of the grain crops of Manitoba and the Northwest, and we now learn from Inspector E. C. Hutcherson that the outlook for the Province of British Columbia is almost all that could be desired. These remarks are supplemented by reports from the different localities corroborative in the main of the impressions of the Inspector. It is, however, worthy of note that many fruit trees are troubled with insect pests which are not only diminishing the crop but killing off the trees. The hope is expressed that during the winter there will be a vigorous application of the necessary remedies.

By a decision of the Privy Council in the case of Baird vs Walker, the right of British subjects to set up lobster canning establishments on the "French shore" of Newfoundland is affirmed. The lobster-packing houses of Baird were removed by the British commander on the station, and the owner sought compensation for the loss, on the ground that their removal was illegal. In this demand he has now finally succeeded. The packing houses, it was contended by Baird, were erected prior to the conclusion of the *modus vivendi* between Great Britain and France. This decision appears to uphold the contention that the French right of fishery is not exclusive but concurrent, or that the right of the French to take lobsters at all was not contemplated by the treaties, to which they owe whatever rights they have in Newfoundland.

THE *Surveyor*, an English professional paper, for the current month contains the following: "Hon. David Mills, in a speech at Ottawa, has been severely criticising the expenditure on Indian surveys. According to Mr. Mills, the surveyors invariably draw pay for nearly a year's work in remuneration for surveys which occupy them but a few days. Mr. Mills bases his assertions on the evidence afforded by the wages of the chainmen, axemen, Chinese assistants and others who accompany the surveyors and are paid at so much per day." Everyone is aware that in many of the departments of the public service there are numerous matters that are by no means as they should be. Hon. David Mills, as a former Minister of the Interior, ought to be able to speak with some knowledge of the facts as regards the Indian service, in which—and Mr. Dewdney knows it—numbers of officials are getting fat and wealthy out of moneys that ought to have more direct application to the people over whom the department exercises supervision.

## COMMERCIAL SUMMARY.

Harvest hands are badly needed in the Northwest.

Hot winds are threatening the corn crop of Nebraska.

The western iron manufacturers and the Amalgamated Association have agreed upon a scale.

The extreme heat in Kansas is causing anxiety among grain men as to the prospect of a crop.

Inspector McNab has been authorized to make arrangements for the fisheries exhibit of British Columbia for the World's Fair.

The Russian Government has ordered that the children of Polish workmen and peasants shall be only taught the Russian language.

An outbreak of phylloxera is reported in the Avize-Cramant district of France, the vineyards of which are among the finest in Champagne.

The superintendent of Government telegraphs, in a published letter, strongly resents the report that favoritism had been shown in the use of the wires from Grosse Isle.

From 8,000 to 10,000 miners in the Virginia soft coal region show symptoms of restlessness, and may join in an effort to compel the operators to sign the scale of wages.

Caffeine, the active principle of coffee, has recently been recommended as an excellent local anesthetic, and is said may, for many purposes at least, advantageously replace cocaine, the use of which is not altogether liked by many medical men.

According to late mail advices, fishing for sardines off the French coast is still attended with unsatisfactory results, the catches being poor, and the prices at which they are locally sold very high, and the prospects for packers for another season are extremely gloomy.

The cost of keeping the system of traveling salesmen is every now and then brought up by men who, we fear, look rather at the aggregate outlay than the returns thereof. Many firms whose names are to-day household words in far away places, would now be engaged in very limited business were it not for the "drummer" and his unremitting efforts and personal influence. A strong house, large capital, extensive advertising, and well bought and popular goods will do well, but not as well without the man who knows every retailer and how to deal with him.

The reports from Prince Edward Island that the efforts of the Dominion Government to encourage dairying there are meeting with success, open out a very promising future for the agricultural interests of the island. To share in the immense cheese and butter trade now done with Britain by other parts of Canada will be of immense advantage to the province. Professor Robertson has declared that the conditions down there are very satisfactory for dairy operations, and the *Charlottetown Examiner* very sensibly advises young men to turn their attention to cheese making.

Excellent shows of gold and silver have been found in Camden township, Ont.

A German exhibition is to be held at Hamburg in 1897, the centenary of the birth of Emperor William I.

The *London Daily News* says that Lord Aberdeen will succeed Lord Stanley as Governor-General of Canada.

A Pittsburg dispatch says the window glass scale is settled, and all the factories will start up the latter part of September.

The United States cotton crop report for the month shows the lowest August average since 1886, the percentage having fallen from 86.9 in July to 82.8.

There is more trouble on the French shore of Newfoundland, caused by French fishermen maliciously destroying lobster pots belonging to a Newfoundlander.

The Perry Flour Company is a gigantic combine incorporated at San Francisco to control the milling interests of California, with an output of 60,000 barrels per day.

About fourteen miles of the Canadian Pacific track, from Vermilion Bay to Parrywood Station; have been washed out. Traffic was delayed twenty four hours and there was no train from the east Tuesday.

A second farmers' company, to be known as the Central Mutual Insurance Co., was organized recently in Charlottetown. It seems to us it would have been far preferable to all concerned to have joined in with the one already in existence and have strengthened it. Had they joined the Agricultural Mutual they could easily have had representation on the directorate of the former. One can be much more cheaply managed than two.

A celebrated doctor commends to military men, sportsmen, etc., a grease for boots, which is said to completely prevent sore feet and a whole train of familiar afflictions. The ointment is made of four parts of lard, four parts of olive oil, and one part of caoutchouc (raw rubber), which are melted together on a slow fire. Having moistened the sole of the boot with water, the inventor warm the boot in the stove or before the fire, and then smears it over with the compound. The boot is said to become soft, pliable and waterproof, and even more durable.

The *London Grocer* says: "With reference to the report to the effect that in consequence of the deaths alleged to have been caused by the eating of canned salmon, considerable diminution has taken place in the consumption of that fish in this country, an inquiry among the chief dealers and distributors of canned goods in Liverpool dissipates the rumor entirely. It appears that during the two and a half years ending April last the monthly consumption of salmon has been close upon 52,000 cases. There have lately, as is well known, been several cases of poisoning erroneously attributed to tinned salmon, and these doubtless have some effect on the public mind, especially as the general newspaper press is so eager for sensations that it treats the salmon trade unfairly in admitting untruthful alarmist paragraphs, and inserting injurious headings without sufficient foundation. No trade could go on for years at the rate of consumption of 32,000,000 lbs. per annum in which poisonings, as alleged, occurred."

## THE PHOENIX.

The ancient tradition concerning the phoenix has introduced into all languages the custom of applying that name to whatever is singular or uncommon among its kind. Arabia is said to have been the home of this fabulous bird.

According to Herodotus and other ancient writers, the phoenix was a bird of great beauty and about the size of an eagle.

A shining and most beautiful crest adorned the head; the feathers on the neck were a bright golden color, while those on the body were a rich purple; the tail was white intermixed with red, and the eyes sparkled like diamonds.

Only one of these birds could live at a time, but it lived five or six hundred years. When that period drew to an end, it built for itself a funeral pile of wood and aromatic spices; with its wings it fanned the pile into a blaze, and therein consumed itself.

From its ashes a worm was produced, out of which another phoenix was formed, having all the freshness of youth. The first care of the new phoenix was to solemnize its parent's obsequies.

For that purpose it made a ball in the shape of an egg out of myrrh, frankincense and other fragrant things.

At Heliopolis, a city of Lower Egypt, there was a magnificent temple dedicated to the sun. After making the egg shaped ball as heavy as it could possibly carry, the phoenix then took the ball on its shoulders, and, flying to the temple at Heliopolis, burnt it on the altar of the sun.

The priests then inspected the register, and found that exactly 500 or exactly 600 years had elapsed since the same ceremony had last taken place. The phoenix is always represented as arising from the midst of flames.—*Wide Awake*.

The United States customs inspectors at San Francisco captured a hundred five-act tins of opium on the steamer Michigan, Wednesday, and seized the drug. It was found in the fore part of the vessel and had been snugly stowed away. Some of it had been placed in the chain locker which contained a false bottom. The Michigan arrived at that port from Departure Bay, Tuesday.

It now looks as though the iron trade of Great Britain would have a large representation at the World's Columbian Exposition, inasmuch as the members of the British Iron Trade Association are responding generally to the call of its president, Mr. W. S. Caine, to furnish exhibits. Speaking of the arrangements now perfected, Mr. Caine in a circular says: "Owing to the increase of the sum voted for the use of the British Royal Commission, it has been found possible to dispense with the charge originally proposed to be made for space. Exhibitors will now, therefore, have no occasion to incur any disbursements beyond that of the sum required to get their installation or exhibit together and transport it to the Exhibition. And as regards the cost of transport, that will be comparatively low, owing to the facilities that are being offered by both shipping companies and American railway lines."

## SPECULATION.

A late issue of the *Montreal Trade Bulletin* contains an article which should be read by many merchants in this province. The *Bulletin* says that it is very difficult to define where legitimate business ends and speculation begins, as the two are so indissolubly bound together. The man who enters into business in these times without using his judgment regarding the best time to buy and the amount of stock to lay in, is a failure. Business now is run on such small profits that unless traders use their speculative faculties or judgments they will be left behind in the race for existence. The time has gone by when a merchant had only to order when his stock was low, regardless of values, as he had then merely to regulate his sales by the cost of his goods. Now, however, there are more competitors in the field, and unless he uses keen discretion in his purchases as to price, time, quantity and quality, he will soon discover that his neighbors are ahead of him through being able to sell at less money. In other words, the keenness of competition requires the exercise of men's speculative abilities to a far greater extent than in the past, when trade was prosecuted more upon purely automatic and routine principles. In order to keep abreast of the times, people are now compelled to arrive at conclusions in advance, and thus by judging of their requirements in the future, and the probable course of values based upon supply and demand, they are enabled to lay in stock at the least possible cost, and thereby secure the greatest possible profit. It can therefore be discerned how short the distance is between legitimate speculation and speculation pure and simple, in which no merchandise is expected to change hands, and results are obtained by settlements on differences, so that profits are realized and losses sustained, according to correct or mistaken judgments, without the restraints and shackles attendant upon legitimate trading. And we contend that where such speculative trading is carried out by actual contracts which are fulfilled as faithfully as if the profits and losses were made upon the actual receipt and delivery of goods, it is not as objectionable as trade purists have endeavored to make out. The simple fact of the matter is that in the present over-populated and keenly competitive age there is not enough actual trading to be accomplished to ensure living profits all round, and consequently traders are forced into innumerable outside speculative ventures, for which there is no scope in their respective business circles. These are facts, although we would sooner see the world big enough to ensure sufficient profits on strictly legitimate business lines, to dispense with the speculative operations of the present day.

## ENCOURAGING SILK GROWING IN JAPAN.

A bill for the encouragement of the silk-producing industry has been introduced into the Japanese House of Representatives. It provides for the establishment of training schools, the founding and

maintenance of silk inspection offices, and the assistance of direct native export transactions. For these purposes the state funds are to be drawn upon. With reference to the direct exportation of silk, for instance, it is proposed that the Government shall deposit \$1,500,000 with the specie bank to be forwarded to the bank's branch offices abroad, and the bank is to be compelled by law to advance to any Japanese who exports silk directly any sum required at an interest of 5 per cent., two-thirds of this to go to the profit of the bank and the balance to accumulate as a reserve to cover losses. But should any Japanese be found to be working in partnership with a foreigner, he is not to be entitled to any advance. The establishment of the proposed silk inspection offices will involve the payment of Government officials to do the work at present done by private inspectors, and the object is to make buyers purchase outright, the silk not being delivered until absolutely purchased, instead of being liable to rejections as at present.

## IT'S WORRY, NOT WORK.

*Stoves and Hardware Reporter* says a great many good things, but we have seen nothing better than the following in that publication:—

Work does not kill a man half so quickly as worry does. A man can stand a great deal of work if he only does not worry. To this fact there are many men in business who can testify truthfully.

We are told that "it is better to wear out than to rust out," and the chances are that he who is idle will not last nearly so long as the moderate worker. Just so the man who has the faculty of working without worry will last the longest.

It is safe to say that there are great numbers of men who are making for themselves premature graves just because they carry a great and unnecessary load of worry about with them. They worry if anything goes the least bit wrong; if the market is dull or if business is quiet. They forget that there is a rush after a dull season as a general thing.

Some men become so absorbed in the mad rush after wealth they do not stop to think about their bodies. They hardly take time to sleep or to eat. While they are eating they have to read a paper or be thinking how they are going to get over the dullness of the market.

Such men are always looking for disaster, and it only appears to add to their worry if something dreadful does not happen. That is a queer kind of disappointment, but it is nevertheless partly true.

One of the greatest causes of the trouble is that the business man thinks that he must personally attend to everything. He does not possess sufficient faith in his employes to trust them with all the work. A case in illustration of this occurs to the writer about the proprietor of one of the greatest home papers in the country.

This gentleman had not taken a vacation in years, and seemed to think that no one could attend to the business management but himself. As a result he became run down in health on account of the constant strain and the worry of office cares.

The day came when the doctor told him

he must take a rest or he would have to find it in his grave. Even then he did not see how he could leave the work he had for so long personally supervised.

His friends, in order to save his life, resorted to strategy. They employed a yacht to take a short cruise, and the editor was induced to go for the trip with the understanding that he should be back before his paper came out.

After they got out, the captain of the yacht, according to instructions, started out for a long cruise. The gentleman was sorry not to get back in the allotted time, but he made the best of it, and as the weather was fine managed to enjoy himself very much.

But still he had misgivings as to the conduct of his paper, and at the end of two weeks when he got back he expected to find things all out of sorts. Not so; for there was no change to be seen in the running gear. Everything was running along as smoothly as clock work.

The editor was so pleased to find that affairs were conducted so well that he concluded he would take a longer vacation and also give up some of the work he had been doing. In this way his life was saved, and he learned to have faith in his fellowmen. This may appear to be a strange story, but it is nevertheless true.

What business man is going to survive for many years if he is always carrying about with him a package of worry about business cares? Sooner or later he must change his course or lie down to his long sleep before the average number of years allotted to him have been accomplished.

Business men too often carry home with them the cares of the store of office, and it makes them irritable, and they not only make themselves uncomfortable but make their friends so too.

Don't worry whatever you do or whatever cause there is for so doing. If you will just shut your business up in your desk when you leave the office and not touch it again or think about it till you return in the morning, you will be able to accomplish more work, you will be happier and make your friends happy, and you will prolong your life just so much more.

Complete statistics of the production of pig-iron in the United States during the first half of 1892 have been secured by the American Iron and Steel Association. The total production was 4,799,056 gross tons, against 4,911,763 tons in the second half of 1891, a decrease of 112,707 tons. The production of the two half-years reaches the extraordinary total of 9,710,819 gross tons in twelve months. The production in Pennsylvania (which, of course, leads all the other States) in the first half of 1892 has been 2,482,852 net tons, as compared with 2,567,050 net tons in the last half of 1891, a decrease of 84,798 net tons. On June 30 there were in the hands of makers or their agents 137,046 gross tons of unsold pig-iron, and in addition there were 37,008 gross tons in storage warrant yards which were no longer under their control, making a total of 775,854 gross tons of pig-iron which were then unsold. This aggregate was 16,255 gross tons in excess of the total unsold stocks on March 31 last.

# 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	Smytho	Sept. 29	Victoria	London	38,623	\$200,782	Feb. 23
Br bark	Callao	378	James	Oct. 6	Victoria	London	41,610	\$212,000	March 17
Br bark	Lebu	726	Worrall	Nov. 16	Victoria	Liverpool	30,800	161,421	April 6
Br bark	Rothsay Bay	730	Parridge	Nov. 18	Westminster	Liverpool	32,630	159,533	April 5
Br bark	Wanlock	715	Cooper	Nov. 18	Victoria	Liverpool	29,016	157,743	April 19
Br ship	Titania	879	T. W. Selby	Jan. 15	Westminster	London	22,366	107,919	May 16
Br bark	City of Carlisle	823	Kendall	Feb. 13	Victoria	London	21,574	113,885	July 3

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, 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br ship	Athlon	1371	Dexter	Jan. 5	Vancouver	Adelaide	A 959,793	\$235	March 18	47s 6d
Nor ship	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	B 912,985	9,150	March 25	60s
Am bark	Hesper	661	Sodergren	Feb. 20	Vancouver	Shanghai	C 716,183	7,731	April 23	50s
Br ship	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	831,937	10,476	May 20	42s 6d
Nor bark	Czar	1321	Christophersn	March 1	Vancouver	Adelaide	F 1,017,117	7,053	June 7	57s 6d
Nor bark	Agnes	511	Hofgaard	Feb. 20	Chemainus	Antofagasta	E 410,439	6,413	May 25	60s
Nor ship	Kathinka	1163	Klevenberg	March 12	Vancouver	Melbourne	G 1,112,212	9,251	May 25	owners ac
Chil bark	India	383	Funke	Feb. 22	Vancouver	Valparaiso	D 787,196	7,018	May 10	37s 6d
Br bark	Glenbervie	806	Groundwater	March 21	Vancouver	Valparaiso	I 129,827	7,689	nr Iquiqui	37s 6d
Br ship	British India	1150	Lines	March 31	Vancouver	Valparaiso	J 1,080,372	9,315	July 11	60s
Am schr	W. H. Talbot	776	Blum	March 11	Vancouver	Tientsin	H 439,895	10,272	July 25	67s 6d
Am schr	Reporter	333	Dreyer	March 3	Chemainus	San Pedro	I 116,886	3,176	June 25	Private.
Br bark	Riversdale	1153	Finlayson	April 25	Vancouver	Sydney	K 1,079,156	9,873	June 28	17s 6d
Br bark	Mistletoe	821	Smith	April 21	Vancouver	Wilmington	L 64,275	7,986		\$16.00
Br bark	Craigend	2218	Lewthwaite	April 18	Vancouver	Iquiqui-Callao	M 1,616,600	19,351	July 11	27s 6d & 30s
Br bark	Toboggan	676	Porter	May 20	Vancouver	Wilmington	N 693,328	9,330		\$15.00
Br bark	Thermopylae	918	Winchester	June 2	Vancouver	Yokohama	P 328,576	\$,919	July 22	Private....
Nor bprk	Fritzo	1078	Rolfson	May 29	Chemainus	Melbourne	Q 492,511	8,072	Aug. 3	35s
Br ship	Burnall	1617	Newcombe	June 2	Moodyville	Valparaiso	O 1,281,049	9,883		37s 6d
Br ship	Crown of Denmark	2023	Smith	June 21	Vancouver	Melbourne	S 1,630,300	15,135		62s 6d
Nor bark	Ursus Minor	765	Johnson	June 1	New Westminster	Sydney	R 162,019	4,383	pr Aug. 5	37s 6d
Br ship	Earl Granville	1119	Flack	June 16	Cowichan	London	853,900			62s 6d
Chil bark	Antonietta	960	Stack	June 27	Chemainus	Valparaiso	U 821,361	9,015		owners ac
Ger bark	Palawan	967	Van Heuvel	July 8	Vancouver	Iquiqui	V 688,831	7,821		37s 6d
Chil bark	Leonor	801	Jenatsch	July 8	Moodyville	Valparaiso	T 637,375	6,820		owners ac
Chil bark	Guinevere	980	Gennie	Aug. 6	Chemainus	Valparaiso	W 762,062	7,612		owners ac
Am bktn	Robert Sudden	553	Uhlberg	Aug. 3	Vancouver	Valparaiso	X 771,110	8,797		40s
Chil ship	Hindostan	1513	Walsh	Aug 7	Moodyville	Valparaiso	Y 1,232,386	11,171		owners ac
Br bark	Zebina Gowdy	1687	Manning		Vancouver	Wilmington				\$13.00
Chil ship	Atacama	1235	Calallero		Moodyville	Valparaiso				owners ac
Br ship	City of Quebec	703	Carnegie		Vancouver	Adelaide				owners ac
Br bark	Nineveh	1171	Broadfoot		Vancouver	Adelaide				40s
Am schr	Robert Scars	570	Piltz		Vancouver	Sydney				owners ac
Am ship	George Skelfield	1276	Dunning		Vancouver	Port Pirie				41s 3d
Chil bark	Lake Lemna	1035			Vancouver	Valparaiso				40s

A—A1—2,789 bbls lath and 5,550 bbls pickets. B—Also 11,130 ft pickets and 913 bbls laths. C—Also 38,741 ft l and g flooring. D—Also 1,053 bbls laths. E—Also 157,070 ft l & g flooring and 59 bbls laths. F—Also 3,269 ft pickets and 127,170 laths. G—Also 61,623 feet pickets and 25,020 feet laths. H—Also 19,816 feet l & g flooring and 1,015 bundles laths. J—Also 183,191 feet l & g flooring. I—Also 201,913 feet l & g flooring. K—Also 77,529 laths and 75,100 feet pickets. L—Also 60,000 shingles. M—Also 102,000 feet l & g flooring. N—Also 275,000 shingles. O—Composed of 61,187 feet l & g flooring, 2,809 feet deck plank, 1,210,033 feet rough and 31,869 laths. P—Also 85 spars and 300 tons coal for Hong Kong. Q—Also 637 bbls pickets and 1,190 bbls lath. R—Also 7,060 pickets and 72,910 laths. S—Also 2,715 bbls laths and 1,330 bbls pickets. T—Composed of 486,361 feet rough and 151,011 feet l & g flooring. U—Also 10,900 laths and 5,180 pickets. V—Composed of 592,427 feet rough and 16,101 feet l & g flooring.

### SHIPPING INTELLIGENCE.

The British steamship Batavia, from Victoria, arrived at Hong Kong prior to Aug. 13.

The British bark Grasmere, 1,216 tons, Capt. Carter, sailed from Coquimbo Aug. 5 for Royal Roads.

The British ship Ben Nevis, 1,100 tons, Capt. Glidell, now at Vancouver, has been chartered to load grain at Tacoma, with option of Portland, for the P. K.

The Chilean ship Lake Lemna, 1,035 tons, from Iquiqui June 15, arrived at Moodyville Aug. 20 via Port Townsend, to load a return cargo of lumber to Valparaiso on owner's account.

### PROVINCIAL TRADE NOTES.

"The Moodyville Lands and Sawmill Company, Limited," (foreign) has been registered under the "Companies Act."

The Board of Underwriters of West

minster will reduce the rates of premium in that city in consideration of the completion of the new water works system.

The Fraser Valley Fruit Cannery, Chilliwack are paying 3 cents per pound for large Red and Yellow Egg Plums. 2 and 2½ per lb. for Greengages, etc. Cash on delivery.

At a meeting of the creditors of A. Shaw Nanaimo, on Aug. 13, it was proposed that a joint stock company be formed, the creditors to accept shares in the company in payment of their claims. Nothing definite was settled, and the meeting adjourned for one week.

The shareholders of the Consumers Water Works company of Nelson, held their first annual general meeting on Aug. 10, when the following directors were appointed: F. S. Barnard, president; J. F. Hume, vice president; A. E. Hodgins, secretary treasurer; and J. A. Mara, J. A. Gilker, W. E. Teetzal and W. J. Wilson.

The Inland Sentinel is gratified to note

that the energetic management of the Inland Agricultural Association has now most of the preparatory work of the annual exhibition, which is to be held at Kamloops on October 5, 6, and 7, in an advanced position. The Kamloops Fair is now acknowledged to be the great annual exposition of the industries of the interior of the Province, and the success which has been achieved in past years, should by combined effort, be greatly increased this fall, because during the past twelve-month the varied interests of the interior have greatly expanded.

Harry wanted to give Lucy a birthday present, but couldn't make up his mind what it should be; so the next time he called he frankly told her the difficulty under which he was laboring.

"Want to make me a present, Harry?" exclaimed Lucy, in well-counterfeited astonishment. "Why, Harry, you forget yourself!" Harry took the hint and offered himself on the spot.

# THE COMMERCIAL JOURNAL'S SHIPPING LIST.

## VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TON.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAY'S OUT.
Br bark	Fernbank	1538	Boyd	April 21	A Glasgow	Vancouver	Bell-Irving & Paterson	120
Br bark	Chill	678	McKenzie	May 27	E London	Victoria	Turner, Beeton & Co.	83
Chil. bark	Eritrea	1069	Serra		P Lebu	Moodyville	R. P. Rithet & Co., Ltd.	
Br bark	River Ganges	612	Budge	July 27	F Rio de Janeiro	Victoria	Findlay, Durham & Brodie	27
Br bark	The Frederick	812	Simpson		C Talcahuano	Victoria	Robert Ward & Co., Ltd	
Br bark	Fingal	2185	Fulmore	July 25	J Kobe	Vancouver	C. P. S. S. Co	23
Br ss	Empress of Japan	3903	Lee	July 30	K Hong Kong	Vancouver	C. P. S. S. Co	24
Br bark	Assel	715	Gilmour		N London	Victoria	R. P. Rithet & Co., Ltd.	
Br bark	Sabrina	717	Orzan	July 7	N London	Vancouver		47
Br ss	Victoria (ex Parthia)	2635	Dowell	July 7	B Glasgow	Victoria	R. P. Rithet & Co., Ltd.	47
Br bark	Glengarry	892	Davidson	July 25	M Talcahuano	New Westminster	Bell-Irving & Paterson	21
Br ss	Phra Naung	1057	Watton	Aug. 6	G Hong Kong	Victoria	R. P. Rithet & Co., Ltd.	17
Br bark	Thermopylae	918	Winchester		O Nagasaki	Victoria	Victoria Rice Mills	
Br ss	Mary Low	813	Robson		Liverpool	Victoria	R. P. Rithet & Co., Ltd.	
Br bark	Empress of China	3063	Arnould	Aug. 20	D Hong Kong	Vancouver	C. P. S. S. Co	3
Br bark	Valparaiso	712			L Liverpool	Victoria	R. P. Rithet & Co., Ltd.	
Br ship	Mylomene	1900	Wilkins		Coquimbo	Victoria		
Haw. bark	Mauna Ahi ex J. J. Lotz	537	Nelson		Honolulu	Victoria		
Br ship	Merayshire	1128	Swinton		Q Java	Vancouver		
Br ship	Andreta	1703	Petegrue	Aug. 1	Antofagasta	Victoria		33
Br bark	Bankburn	1352	Davies	July 17	Talalt	Victoria		37
Nor ship	Morning Light	1310	Johan-son		B Honolulu	Vancouver		
Am bark	Colorado	1074	Gibson		H Port Harford	Vancouver		
Am bark	Highland Light	1265	Herriman		H Port Harford	Vancouver		

P.—To load lumber for Valparaiso on owners' account. A—Spoken May 20, lat. 3 N., long. 25 W., June 5, lat. 3 N., long. 43 W. E—Passed Deal May 29, spoken July 2, lat. 3 N., long. 21 W., chartered for salmon to London. F—Chartered for salmon to London at 37s 6d. To arrive in September. B—Via Suez Canal. To sail from Hong Kong about Aug. 20 and Yokohama Aug. 30. July 13 passed Gibraltar. C—Salmon to London at 35s. Sept-Oct. loading. N—July 9 passed Dover. J—Cargo of 2820 tons tea and misc. K—Sailed from Yokohama Aug. 8. Put into Hakodadi, Japan, cargo on fire, partly discharged and extinguished fire, sailed again Aug. 15. M—Chartered for salmon to the U. K., Sept.-Oct., loading. G—Via Yokohama Aug. 17. O—Cargo of rice paddy, due to arrive in October. D—Via Yokohama Aug. 23. L—To sail end of October. Q—To sail in September with 2,000 tons raw sugar. H—Cargo of bituminous rock. R—Chartered to load lumber.

### VESSELS IN PORT.

(August 22, 1892.)

#### VICTORIA.

British bark Lizzie Bell, 1,030 tons, Capt. Lewis, arrived April 21 from Liverpool, laid up. R. P. Rithet & Co., Ltd., consignees.

Br. bark Martha Fisher, 811 tons, Capt. Meadowcroft, arrived July 17 from Liverpool, R. P. Rithet & Co., Ltd., consignees. She is waiting to load salmon to U. K.

Br. ss. Devawongse, 1,057 tons, Capt. Anderson, for Yokohama.

#### VANCOUVER.

Br. bark Zebina Gowdy, 1,087 tons, Capt. Manning, arrived July 29, loading lumber for Wilmington, Del.

Am. ship George Skolfield, 1,276 tons, Capt. Dunning, arrived July 21, loading lumber for Valparaiso for orders.

Chil. ship Atacama, 1,235 tons, Capt. Caballero, from Valparaiso, arrived July 18, loading lumber at Moodyville mills for Valparaiso.

Br. ship City of Quebec, 708 tons, Capt. Carnegie, loading lumber for Adelaide.

British bark Nineveh, 1,171 tons, Capt. Broadfoot, arrived August 5, loading lumber for Sydney.

Br. ship Ben Neris, 1,109 tons, Capt. Ghillel, arrived July 20 from Glasgow, with general cargo, C. Gardiner Johnston & Co., consignees. Chartered to load grain at Tacoma, option Portland.

British steamship Mascotte, 2,113 tons, Capt. Ross, from Kobe, loading 300 tons raw sugar for San Francisco.

Am. schr. Robert Scaries, 570 tons, Capt. Piltz, arrived Aug. 10, loading lumber for Port Pirie.

Br. ss. Bushmills, 1,588 tons, Capt. Venning, from Liverpool, arrived Aug. 15 with

general cargo, Baker Bros. & Co., Ltd.'s consignees.

Chil. ship Lake Leman, 1,035 tons, arrived Aug. 20, to load lumber at Moodyville for Valparaiso, on owners' account.

#### NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.  
Am. ship Two Brothers, 1,313 tons, Capt. Windrow.

Am. ship Kennebec, 2,025 tons, Capt. Reed.

Am. ship J. B. Brown, 1,473 tons, Capt. Cameron.

Am. bark Oregon, 1,361 tons, Capt. McCartney.

Am. ship Louis Walsh, 1,497 tons, Capt. Gammons.

Am. ship Commodore, 1,976 tons, Capt. David-on.

Am. bark Gen. Fairchild, 1,350 tons, Capt. Duck.

#### WELLINGTON SHIPPING.

Br. ss. Wellington, 1,267 tons, Capt. Salmon.

Br. ss. Mascotte, 2,113 tons, Capt. Ross.

Am. ss. Chas. W. Wetmore, 1,057 tons, Capt. O'Brien.

#### EAST WELLINGTON SHIPPING.

Am. ss. Empire, 526 tons, Capt. Moe.

#### RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	2	1,817
Vancouver	9	9,782
Nanaimo	11	15,997
Total	22	27,626

### FREIGHTS.

Rates are unchanged, except Shanghai for which a fixture was made at 45s, it being the first charter for some time, and as there is almost nothing doing to test the market, quotations are almost nominal. Lumber

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Grain freights from San Francisco to the United Kingdom are purely nominal and may be quoted at 26s 3d to 27s 6d, for immediate loading, with usual options, 30s for September loading, 32s 6d for October loading. From Portland 32s 6d, and Tacoma 32s 6d, both for immediate loading. A large wooden vessel has been fixed at 22s 6d, and, allowing for the difference between wood and iron, shows the market to be very steady.

Coal freights are quoted: Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2; to San Diego or San Pedro, \$2.25 to \$2.50.

Salmon freights from Victoria to the United Kingdom are quoted at 35s, and from Astoria, 30s.





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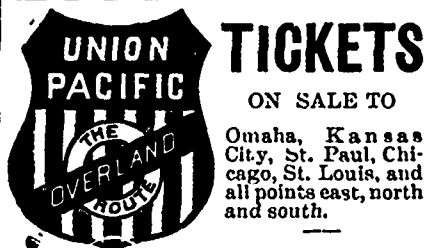
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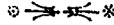
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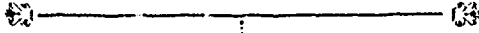
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