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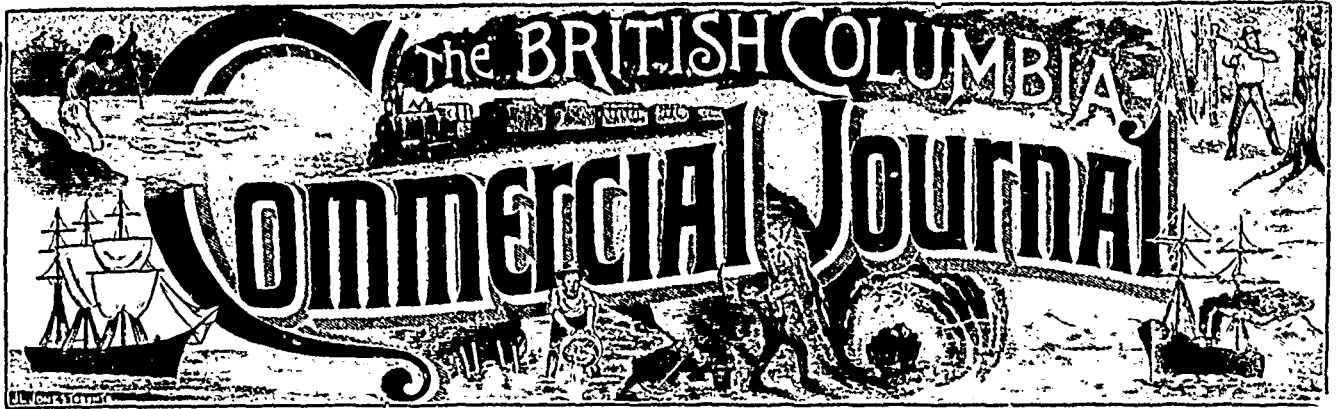
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Reserve Fund..... (£200,000) \$1,000,000

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at current rates.Collections carefully attended to and every
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Reserve Fund..... £275,000

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Henry R. Farrer, Frederic Lubbock,
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Secretary, A. G. Wallis.HEAD OFFICE IN CANADA—St. James St.,
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Reserve Fund..... 6,000,000

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Hon. G. A. DRUMMOND, Vice-President.

S. CLOUSTON... General Manager.

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Brantford, O Lindsay, O Sarnia, O
Brockville, O London, O Stratford, O
Calgary, NWT Moncton, N.B. St. John, N.B.
Chatham, N.B. Nelson, B. C. St. Mary's, O
Chatham, O New Westmin- Toronto, O
Cornwall, O ster, B. C. Vancouver, BC
Fort William, O Ottawa, O Victoria, BC
Goderich, O Perth, O Vernon, B. C.
Guelph, O Peterboro, O Wallaceburg, O
Halifax, N.S. Pictou, O Winnipeg, ManAGENTS IN GREAT BRITAIN—London, Bank
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TARTAR, MUSTARD AND BAKING
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James Watson & Co., Dundee.
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Etc., Etc., Etc.Agents of the New York Life In-
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Bills discounted, Checks collected, Exchanges
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Pure California Wine a Specialty.

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Moodyville Saw Mill Co., of Burrard Inlet.

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FRASER RIVER:

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- Laidlaw & Co's Dominion Brand.
- Wellington Packing Co., Wellington Brand.
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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.
- Lowe Inlet Packing Co., Lowe Inlet, "Diamond C" Brand.
- 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

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LIMITED LIABILITY.

(Incorporated under the Companies Act 1890.)

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- Standard Life Assurance Co.
- London and Provincial Marine Insurance Co. Ltd.
- Western Assurance Co., (Marine)
- London Assurance Corporation. (Marine.)
- Agents for the British Columbia Corporation, Ltd
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- J. & W. Stuart's Patent Double-Knotted Mesh
Fishing Nets, Twines, Etc.
- Importers of Havana Cigars, Oilmen's Stores,
Tin Plates, Portland Cement, Etc.
- British Columbia Salmon:—Ewen & Co., "Lion."
"Bonnie Dundee"; Bon Accord Fishery Co.
"Consuls"; A. J. McLellan's "Express."

B. C. CUSTOMS RETURNS.

The following is a summary of the customs returns for the four ports of the Province of British Columbia for the month of March, 1893:

IMPORTS.

	VICTORIA	VANCOUVER	WESTM'N	NANAIMO	TOTAL
Dutiable Goods	\$171,073 00	\$ 57,180 00	\$ 7,515 00	\$ 16,312 00	\$255,380 00
Free Goods	11,937 00	62,137 00	2,925 00	1,399 00	107,798 00
Total Imports	\$216,010 00	\$119,917 00	\$ 9,540 00	\$ 17,711 00	\$363,178 00

REVENUE.

	VICTORIA	VANCOUVER	WESTM'N	NANAIMO	TOTAL
Duty Collected	\$ 62,993 38	\$ 19,309 43	\$ 2,992 81	\$ 4,818 22	\$ 90,118 87
Other Revenue	6,171 00	2,118 47	171 26	377 33	8,868 16
Total Collections	\$ 69,169 38	\$ 21,428 30	\$ 3,164 10	\$ 5,225 55	\$ 99,017 33

EXPORTS.

	VICTORIA	VANCOUVER	WESTM'N	NANAIMO	TOTAL
The Mine	\$ 11,118 00	\$ 25 00	\$ 313 00	\$252,711 00	\$264,197 00
The Fisheries	12 00	1,380 00	1,267 00		2,659 00
The Forest	18 00	29,711 00	516 00		30,365 00
Animals and their produce	19,121 00	903 00		190 00	20,214 00
Agricultural	111 00	51 00			165 00
Manufactures	6,256 00	16,679 00	535 00	125 00	23,695 00
Miscellaneous	638 00	217 00	25 00		880 00
Total Exports	\$ 37,637 00	\$ 18,996 00	\$ 2,656 00	\$253,026 00	\$312,315 00

* \$2 1/2 gold coin and \$10 silver coin.

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.
Tuesday Morning, April 11.

VICTORIA.

An improved feeling is noticeable in wholesale houses. The spring trade seems to be opening up. The wholesale grocery houses report country dealers ordering freely, noticeably outside of the cities. Business in nearly all lines is reported fair, but little improvement is noted in collections. Aside from the obstacles to trade incident to the break up of a long and backward winter, there is a very bright side to the business outlook in the really solid and conservative condition which obtains in general trade throughout the country. Merchants report improvement and a good movement of merchandise. The prospects of a large expenditure of ready cash consequent upon the erection of public buildings in this city has stimulated faith in the probability of a prosperous season, although it is not likely that much in the way of building will be done until late in the year. The announcement that a monthly steamship service will shortly be put in operation between British Columbia and Australia has been received with considerable satisfaction among the mercantile community. The first steamer of the new line, the *Miowera*, is announced to sail from Sydney May 10 for British Columbia. Five thousand pounds of salmon are being shipped east daily, while the orders call for more than three times that amount. The salmon run continues very light.

FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship City of Puebla, April 8, for Victoria. 105 bxs oranges, 11 bxs lemons, 38 crates cabbage, 10 crts cauliflower, 51 bxs asparagus, 17 crts bananas, 1 sk peanuts, 2 cs celery, 10 bxs apples, 1 bx sweet potatoes, 1 cs cucumbers, 4 bxs rhubarb, 6 bxs peas. Fruit trade is very fair in the lines now in season. Asparagus and rhubarb are coming in more freely and prices are declining slightly. Cherries are expected in about a month,

and apricots and peaches in about two months.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels, common to good	3 50 @	4 00
" fancy	1 25 @	0 00
Riverside Seedlings	2 00 @	2 25
" fancy	2 35 @	2 75
Los Angeles	2 00 @	2 25
Lemons—California	1 00 @	5 00
Sicily	5 50 @	0 00
Apples—California, bxs	2 50 @	0 00
lbs	7 50 @	0 00
Bananas	3 50 @	3 75

Vegetables are quoted:

Potatoes—Local	per ton	30 00 @	35 00
Onions—Red California		00 @	0
Oregon Silverskins		3 @	31
Cabbage		2 @	21
Asparagus	per lb	11 @	
Rhubarb		10 @	

GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. City of Puebla, April 8, for Victoria: 25 cs, 2,730 lbs, 20 hf cases, 1,100 lbs—total 3,830 lbs. Receipts April 2, 1,895 lbs, March 26, 2,450 lbs, March 19, 7,119 lbs., March 13, 3,670 lbs., March 6, 1,795 lbs. The price of California roll declined about 1c per lb., for all qualities. The price for Eastern creamery is slightly weaker, and the supply is heavy. The British Columbia Sugar Refinery have advanced their prices 5c per lb., and jobbers' quotations are up 5c in sympathy. There is a slightly easier feeling in the Eastern meat market, although the general situation continues strong for the stocks of cured meats are light and the visible supply of hogs is also light. It is believed that a number of dealers have not sufficient cold storage to carry their stocks of cured meats during the hot weather. This, together with the fact that the present high prices are to a certain extent lessening the consumption of packing house products, has caused some houses to push sales with the object of reducing stock within the limits of their cold storage capacity. Business generally has been very good for the past week, and prices on the whole are steady.

American canned meats, staples, are quoted to the jobbers in bond as follows. Roast corned and lunch beef, 1's per doz.,

\$1.25; do. 2's per doz., \$2.00; lunch tongue, 1's per doz., \$3.45; do. 2's, \$6.50. Armour's white label condensed soups in 2 lb. tins are quoted at \$3 per doz.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 18½c per lb; heavy hams, 18c; choice breakfast bacon, 18½c; short clear sides, 15c, and dry salt clear sides, 14½c. Armour's white label pure lard, 10 lb. pails, 10½c per lb.

Armour's Gold Band meats, which are the finest quality on the American market, being a special grade 1c choice family trade, are quoted, (duty paid, Victoria), hams, 20½c, breakfast bacon, 20½c.

California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 14c per lb., 25 lb. boxes 13½c; apricots, 25 lb. boxes, 20c; prunes, 25 lb. boxes, 14c; plums, 25 lb. boxes, 14½c to 14¾c; peaches, 50 lb. boxes, 16c, 25 lb. boxes 17c. Canadian evaporated apples, 50 lb boxes, 8½ to 9c.

The British Columbia Sugar Refining Co. L'td., quote as follows in their weekly price list. Powdered icing and bar, 6½c; Paris lumps, 6½c; granulated 5½c; extra C. 5½c; fancy yellow, 5c; yellow 4½c; golden C. 4½c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, ¾c; more, boxes ¾c more. No order taken for less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 gal. bls. 2½c; ditto in 10 gal. kegs. 3c; ditto in 5 gal. kegs, \$2.25 each; ditto, in 1 gal. tins, \$1.50 per case of 10; ditto in ½ gal. tins, \$6 per case of 20. Prices cover delivery in Vancouver, and at Victoria, New Westminster and Nanaimo, and are subject to a discount of 2½ per cent. for cash in fourteen days. All prices subject to change without notice.

The *Montreal Trade Bulletin* says: "Butter receipts during the past week were 401 pkgs., against 581 pkgs., for the week previous. The market is quiet, and prices continue to lean towards the easy side. A lot of over 100 tubs of creamery returned from Glasgow was sold at 19½c, and a portion of the lot from Liverpool is offered at 19c. A few tubs of new milk creamery have arrived and sold at 21c to 26c according to quality. Fresh made Eastern Townships dairy has been sold in single tubs at 21c to 23c as to quality. New creamery is expected to be on the market in good sized quantities next month. Creamery choice fall made, 21c to 21½c; Creamery good to fine, 20c. The market for roll butter is quiet, and sales have been made at 18c to 19c, a few fancy baskets bringing 20c. Cheese receipts during the past week were 18 boxes against 47 boxes for the week previous. The new fodder cheese reported by us as offered on the Brockville market last week were sold at 11c, and, since then, sales are reported in the same market at 10½c. It is believed that more April cheese will be made this year than last; but it is to be hoped that very few of this class of goods will be shipped to England, as it is by no means desirable as a rule. The Liverpool cable has remained at 15s 6d during the week, and here prices of old cheese are nominally quoted at 11½c to 11¾c for finest; but there is so little here that values are purely nominal."

COMMERCIAL SUMMARY.

Enderby is to have a paper mill, probably before the fall.

Messrs. Hill Bros., New Denver, have got their sawmill nearly ready for work.

Mrs. Boal, of the Hotel Koksilah and one of the earliest settlers of Cowichan, is dead.

A District Horticultural Society is being formed at Nanaimo under very favorable auspices.

A. P. Luxton bought in the whole of the material of the Revelstoke smelter on behalf of the company for \$1,700.

Floods caused by the breaking of an ice gorge on the Delaware have damaged orchards and vineyards to the extent of \$1,000,000.

Parties at Nelson are calling for tenders for a wagon road from the crossing on the C. & K. Railway to the south end of Sloan Lake, a distance of about 32 miles.

A new wholesale fish concern, to be known as the Old Pioneer Fishing and Trading Company has been organized at New Westminster. W. H. Vianen and C. F. Pretty are at the head of it.

Banks in Louisville, Ky., have been victimized to the extent of \$100,000 by forgery of whiskey receipts, and A. R. Sutton, a prominent liquor merchant, is charged with being at the bottom of it.

The Beaver Line Steamship Co., has secured a contract from the Manitoba Government to bring out 1,500 Iceland immigrants during the coming summer. The Icelanders are to be settled near Lake Winnipeg.

Says the *Montreal Gazette*: "Mr. Farrer is in Washington and has had an interview with President Cleveland respecting the annexation of Canada to the United States. Mr. Farrer combs the cheek of a confidence steerer with the status of a tramp."

It was reported at Pittsburg recently that the Standard Oil Company and the Rothschilds had effected a combination to control the Russian oil business, the purpose being a division of the foreign refined oil trade and the regulation of prices in the upward direction.

One of the Canadian tweed mills have done a very clever thing, says an exchange. They are putting a line of novelties in tweeds on the market this spring which are an excellent imitation of Scotch tweeds. The quality is very fine, and it is almost impossible to distinguish the domestic from the Scotch in any particular.

A new C. P. R. time table is expected to come into force on June 1, when some important changes are expected in the times of arrival and departure of the through trains, but the hour is not yet announced. It is given out, however, that the time between Vancouver and Winnipeg will be shortened by about 20 hours, bringing the trip down to 58 hours. Those bound for St. Paul will not have ten hours to wait in Winnipeg as now, but close connections will be made. The time between Vancouver and New York will be lowered to about 6 days, making the best trans-continental time of any of the lines.

James H. Shearer, dry goods, Toronto, has assigned with liabilities of about \$200,000.

The inventor of the bullet proof cuirass wants to sell the invention to the German Government for 3,000,000 marks.

A portable electric light for use in night search for wounded soldiers is being tried in Berlin. A 50-candle power lamp is operated by a storage battery.

The C. P. R. traffic receipts for the week ending March 31st, amounted to \$511,000. For the same week last year they were \$511,000. The mileage is now 6,015 miles.

A man wants a franchise for a pneumatic railway in Chicago. It will be no novelty, as there is a good many railway enterprises there already with wind for a motive power.

Science quotes from a writer on irrigation engineering the statement that India has about 25,000,000 acres that are made fruitful by irrigation, Egypt 6,000,000, Europe 5,000,000, and the United States 4,000,000 acres. Thus about 40,000,000 acres of land are made to produce crops on land which would have remained desert but for the artificial introduction of water to the thirsty soil.

Pipes and vessels of the toughest metals burst as easily as clay pipes from the freezing of water so confined in them as to permit no room for its expansion. If a short piece of rubber hose, securely tied at each end so as to prevent the air in it from escaping, is inserted inside the water pipe, about the point where it is most likely to freeze, it will prevent the bursting of the pipe. The expansion of the freezing water is counteracted by the compression of the air confined in the rubber hose and thus relieves the pressure on the pipe.

General Superintendent Whyte, of the C. P. R., who has just returned to Winnipeg from the west, was asked how the recent cold weather had affected the cattle and sheep on the ranches. He said: "In the district south of Calgary and west to the Foot Hills, the cattle are in splendid condition, and have not suffered, but ranchers south of Medicine Hat and in the vicinity of the Cypress Hill country have not been so fortunate. In Southern Alberta everything is satisfactory, but in Western Assiniboia, especially in the Maple Creek district, not so favorable a report was heard."

Australia is only beginning; but she is trying her hand at many products, and there is good ground to hope that, as the years pass on, she may become the greatest of our purveyors. If she could cure the earthy taste of her wines, they might be sold largely among us. India is augmenting her shipments to us, and there—as almost everywhere, indeed, food of various sorts is assuming an important position among exports. In Europe itself the production of many of the more delicate articles is steadily gaining strength. Malta and Tenerife are supplying us with increasing quantities of potatoes; and even in such an out-of-the-way little country as Bosnia an important commerce has grown up in dry plums, from 15,000 to 40,000 tons being sent away each year, according to the crop.

The old established firm of R. S. Murray & Co., London, Ont., dry goods and carpets, has made an assignment.

Incandescent electric lamps have been adopted in Madras, India, as an ornament to the heads of horses driven in harness by a native potentate.

The Lower Fraser Steamboat Company have decided to build at once a handsome vessel on the lines of the steamer City of Nanaimo, but faster, to ply between Westminster and Victoria daily.

Discount rates were steady in London last week. The Austrian Government now has £26,000,000 in gold and require only £12,000,000 more in order to meet the requirements of resuming a gold currency.

Thirty years ago the packing firm of Swift & Co., in Chicago, consisted of a little butcher shop with one wagon. Now the firm has just decided to increase its capital stock from \$7,500,000 to \$15,000,000.

The leather trade of England, according to a contemporary, is in better condition than has been the case for many months. Most of the shoe manufacturers have orders enough on hand to keep them busy for three or four months. Consequently some good contracts for leather have been placed. With the exception of hemlock sole, prices have not advanced.

A Montreal despatch reads: "Intelligence has been received here of the death of John A. Peebles, formerly of Hamilton, who was burned to death during a fire in a hotel in Yokohama, Japan. Peebles has been a resident and proprietor of a hotel in Yokohama for the past four years, and for some time previously to his departure for Japan was manager of the Hudson's Bay Company's store at Winnipeg."

The sole leather tanners of Boston and New York propose forming a trust with a capital of from \$15,000,000 to \$50,000,000, which will control the output of hemlock and oak sole in the United States. The trust will buy up all the bark supplies, thus forcing competitors to either join or quit the business. The buying, selling and the entire management will be under the direction of committees. Much expense will be saved in storage, as most of the leather will be forwarded to shoe manufacturers direct from the tanneries. Other reductions in expense will be practicable under the proposed organization.

The celebrated inventor, Zipernowsky, is said to still cling to the idea of running cars between Vienna and Buda Pesth at speeds from 125 to 155 miles per hour. He estimates that 800 horse power will be required for a loaded car weighing about sixty tons. The cars are to be driven by electric motors using 600 amperes at a pressure of 1,000 volts. For the generation and transmission of the electric current, it is proposed to establish two large stations, about thirty-seven miles distant from the termini, and to use aerial transmitting lines. Even if the capital for this gigantic experiment can be found, which is unlikely, and concessions are obtained, there is a considerable element of uncertainty as to 800 horse-power propelling 60 tons at a speed of 150 miles an hour. It is certain, moreover, that the projected line cannot pay in competition with existing railways.

DALBY & CLAXTONReal Estate, Insurance,
Mining & Financial**AGENTS.**

-AGENTS FOR-

The Yorkshire Guarantee and Securities Corporation, England.
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The British Columbia Fire Insurance Company, Victoria.
The Great West Life Assurance Co., Winnipeg and Victoria.
The Royal Canadian Packing Company, Claxton, Skeena River.

64 YATES ST., VICTORIA.**THE FUTURE OF ELECTRICITY.**

In all the fields of human endeavor there is none in which the promise and potency of future achievement is greater than in that of the development of that wonderful form of energy which we know as "electricity." In this field, progress is advancing in two paths; the one leading to the production of the force cheaper than by known means, and the other toward new devices and ways of applying it to the practical needs of mankind. The first path is the least attractive; but it leads by far to the most momentous discoveries as affecting our everyday life. The current which now supplies our lamps and motors is obtained by revolving a coil of wire in the field of the magnet. The steam engine does this just as it turns a coffee mill or a churn or a lathe. Therefore, coal is burned under the boiler to produce steam, and steam drives the engine, the engine turns the dynamo, the dynamo delivers the current on the wires which lead to the lamps. Hence the efficiency of the whole system depends mainly upon the efficiency of the engine and boiler which furnish the power. The best engine and boiler does not utilize more than ten per cent. of the energy locked up in the fuel; and this due, not to faulty construction or bad management, but chiefly because of natural laws mainly dependent upon the temperature in which we live. To improve the dynamo or the lamps simply means greater economy in the utilization of the obtained ten per cent. It does not effect the problem of how to get more than ten per cent., and that is the great discovery of the future—so great, that the man who finds the way to convert, not eighty or ninety, but even twenty per cent. of the stored energy in fuel into electricity will do more for human civilization than all the inventors of the marvelous applications of that force put together have done since electricity was discovered.

Present indications point to the voltaic cell as the probable means of attaining this result. Not to a cell consuming zinc, of course; for electricity thus produced is twenty-five times dearer than that obtained from the steam engine and dynamo; but to a cell directly consuming carbon, not by hot combustion, but by cool, chemical combination with the boundless store of oxygen in the air. Carbon is cheap, and air is cheaper; and if they can be made to combine at low temperature by means perhaps no more costly than the

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grate or furnace in which we make them unite at high temperature, then we shall get very much more than ten per cent. of the available energy. It is not necessary to seek any further reason for the end of the reign of steam. When people can get a machine that wastes eight or seven or six dollars out of ten they will no longer use an apparatus which wastes nine. All along the frontier of the science open innumerable paths with endless vistas fascinating in their inventions to the student and to the inventor. Even in the oldest of our electrical marvels (the telegraph) the possibilities are still wonderful. A pen guided in Chicago will now write in New York the autograph of the operator, so that a bank might safely pay the check to which it is appended. We are multiplying the number of despatches which can be sent simultaneously; and we are rapidly approaching the time when unlimited messages can be transmitted perceptibly the same instant in opposite directions over a single wire. We have contrived systems of communicating time which will possibly enable a thousand clocks at once, distributed all along the continent, and perhaps from one end of the world to the other, to work in synchronism and with a current less than is required for ordinary telegraphing. Whether this will result in the establishment of absolute time throughout the world and the final deposition of the sun as a timepiece remains to be seen. We have found substances which are so sensitive to light that they will modify an electric current in accordance with the intensity of the light gray which strikes them—and there is the germ of the picture-telegraph. Before the next century expires, the grandsons of the present generation will see one another across the Atlantic, and the great ceremonial events of the world as they pass before the eye of the camera will be enacted at the same instant before all mankind. The use of the high frequency electrical current, with possibly screens from outside inductive influences, is believed by many to offer at last a solution to the difficulties which

prevent telephoning over long submarine cables. If this be realized, and with the transmission of images and possibly of colors over the wires likewise achieved, the nations of the earth will indeed stand face to face and speech to speech.

WHAT RETAILERS ARE SHOWING.

Spot bengaline in all colors.
Black fancy corduroy, 42 inches wide.
Novelties in shot velvets and new effects.
Black Chantilly dress nets all silk.
Very soft and pure real China silk, 28 inches wide.
Novelties in veiling, frilling and skirt pleatings.
Plain and shot surah, with rich twill in every shade.
Diagonal silk gauzes in delicate shades for evening wear.
Forty-two inch crocodile crepon cloth for evening wear.
China silk waists, dots, figures, stripes, checks and plain.
Hand-headed capes, zouaves and mantles in silk, velvet and net.
Scotch knit knickerbocker hose in new checks and fancy mixtures.
Stripe, shot and plain velvets in every possible color and mixed tints.
Scotch chevriots in a variety of heather mixtures, bull dress lengths.
Ondine silks, 22 inches, a bold, fancy cord, this season's latest production.
Tinsel brocades, 22 inches, a great variety of light and dark mixed tints.
Fancy stripe pongee, 52 inch, white ground with various colored stripes.
Brocaded silks, 22 inches, a great variety of black grounds with colored flowers.
Vesting serges, 52 inches wide, in dark and light grounds.
Armur silks, 22 inches, a small, fancy pattern, very rich, soft and pure, all colors.

J. G. Powell has opened his new store at Plummer's Pass.

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VICTORIA, TUESDAY, APRIL 11, 1893.

RETURNED FROM OTTAWA.

The Victoria members on their return from Ottawa have to be congratulated on having accomplished considerable for the city. No doubt it is due to their persistency that the Government have been wakened up to a more lively recollection of the fact that there is such a province as ours and that it has not only its requirements but its rights. We think we know enough of how matters are managed at the capital to realize that it is not to the good will of the authorities, but to their having been brought face to face time and again with the necessities of the case which has led to the appropriations being made for the Williams Head quarantine and the new public buildings both here and at Vancouver. However, with so much accomplished, it is to be hoped that work will be at once begun and that no further delays shall be chargeable to any one's account. As we have already said, in view of the certainly not advancing values of real estate in this city, it seems to us that too steep a price is to be paid for the site which had been chosen and proposed for the contemplated Canada Western Hotel. As for Albert Head, prices of property in its vicinity have gone up and no doubt what land has yet to be bargained for will have to be paid for through the nose. Neither of the works to which we refer can afford to be delayed. Our customs and post office business have been seriously interfered with for lack of accommodations, while unless we have a quarantine that is a quarantine we shall not fail to be visited by an epidemic of some one or other of the maladies which have their origin and their home in eastern countries. Against these we must be prepared, unless we are content to be scoured as, fortunately, has not yet been our fate—we might almost say in spite of ourselves.

THE SONGHEES RESERVE.

From the report of the pow wow held the other evening between Indian Commissioner Vowell and the Indians on the Songhees' Reserve, one would at first be inclined to think that though no endeavor had been made on the part of the authorities to "induce" the tribesmen to leave their lands, the next thing to it was done. We are glad to notice that Mr. Vowell has made a disavowal of any such idea or intention, he having stated that the Indians cannot sell. To use his own explanation "What he did say was

that when they were ready for the Government to select another home near Victoria for them, he would convey their wishes to the Government, who would no doubt make an arrangement that they would find advantageous." No doubt the Dominion Government will be prepared to make an arrangement for the removal of the Indians when they are ready. And, unless reports be untrue, the Department at Ottawa are ready now, inasmuch as it is said that the reserve is arranged for in advance and that much of this talk about bringing the reservation under municipal jurisdiction is only the means to secure the ends of the speculators. We have a pretty good recollection of an Indian deportation some years ago when the tribesmen of Oka, who would not recognize the claims of the Seminary of St. Sulpice to the lands which the latter held—but as their trustees—after long and tedious litigation, were forced to leave their homes and their holdings. Those Indians were replaced by Trappist monks who most certainly have done great development work, but the results go to swell the coffers of a powerful corporation and are not calculated to work any more general benefit than do the operations of speculators who, as has been the history of Victoria, are accustomed to get possession of all the lands possible and then hold them for a rise, for which anything that they themselves may do is in no ways responsible.

SIR CHARLES TUPPER.

What's the matter with Tupper? Not the boy who puts on all the airs of a full fledged statesman and head of a department; but his illustrious father who, unless he be much maligned, blundered badly in connection with the Commercial Treaty with France. Had not Hon. Mr. Foster given the Parliament the assurance that there was a perfect understanding between the Dominion Government and Sir Charles, we should have been inclined to think that it was about time his resignation was sent in, but in view of that announcement we suppose that Sir John Thompson and his cabinet are only holding on to office until they have got through with the Behring Sea Arbitration; for Sir Charles is reported to have said that the Government must either procure the ratification of the Tupper treaty by the House or resign. And the treaty has not been ratified. Meantime it is hard to see where the country actually stands. If the Dominion high cockalorum in London can crow back his defiance upon those to whom he is responsible, without being recalled, it is time that the country should have something to say.

In that treaty business the consensus of opinion is that Sir Charles showed the hand of a very green apprentice; he did not understand his business; but with that colossal gall for which he was proverbial he is endeavoring to brazen it out. We do not think the country wants any exhibitions of his dexter round hand other than that which, in defiance of his express instructions, he appended to the French Convention, and we are not inclined to think that the present Premier

desires him to return here to regulate that class of business to attend to which it was the custom of the plenipotentiary to assist Canada in the days of the late Sir John Macdonald. The world at large has had an opportunity of taking the Doctor's weight and measure which are by no means as great as he tried to make out. Tupperism is no longer an important Canadian factor.

B. C. LUMBER BUSINESS.

H. H. Spicer, shingle manufacturer, of Vancouver, on his way home from an eastern business trip being questioned by the *Winnipeg Commercial* regarding the timber trade in British Columbia, placed the capacity of the coast mills of the Province at 710,000,000 feet annually. The annual cut however, is not anything like that amount, and a large amount of milling capacity is standing idle. Any one of the large mills could cut enough lumber to supply the home trade, and the duty prevents business with the States to the south and southeast. The mills have to depend largely upon the export trade to Australia, the west coast of South America and China and Japan, which has not been nearly great enough to keep the mills going. Some lumber has been sent round to England, and a vessel has recently loaded for Montreal, *via* the Horn. But the distance is so great that the mills cannot expect much trade from the Atlantic side of the continent. The completion of a ship canal across the isthmus between North and South America, connecting the Pacific and Atlantic oceans, would, said Mr. Spicer, add millions to the value of British Columbia coast timber, as it would enable it to compete freely in Atlantic coast markets, both in America and Europe. Mr. Spicer looks for rapid development in the interior of the Province this year, and also hopes for some revival in the lumber trade and other coast industries. Mr. Spicer did not, it will be observed, refer to the large contracts into which Mr. Robert Ward has entered for the export of large quantities of British Columbia lumber to Australia nor to the large orders, presumably taken during his absence abroad, and which are now being filled by our mills.

In this connection it may be well to once more mention the fact that in British Columbia is at present to be found the most important part of the world's lumber resources so far as is known. But here, as in other parts of Canada we do not exercise that economy which obtains in the United States. There lumber offal finds a ready sale but it has none to speak of in Canada, whose streams are sodden with sawdust and floating slabs to such an extent that legislation is required. In the United States, on the contrary says the *Trade Review*, there may be said to be no waste in cutting up. When a log is placed before the saws the sidings cut off in squaring it, fall into one pit, the sawdust goes into another. The slabs are stripped of bark, which is sold for various coloring purposes, and are then cut into "box shooks" for making rough boxes of all sizes, while the sawdust is whipped off by a suction draught to the

dump where it is sprinkled with water and submitted to severe pressure, which turns it out in bricks, that are afterwards sold largely for pulp and other purposes.

Even the shavings when boards are being dressed are drawn up by draughts and stored in bins, to be sold for horse bedding and even in the making of cheap mattresses and pillows. Not only is every part of the log considered in its valuation in the States, but the grading of sawn lumber is different in that market to what it is in Canada. Altogether it appears that while it is desirable theoretically to have Canadian timber cut up in Canada, there are many practical obstacles to the adoption of this course, and, perhaps, after all, the re-imposition of the export duty upon the log will prove the only possible course of deriving profit to the country without greatly disturbing the industry.

THE AUSTRALIAN STEAMSHIPS.

It is now announced—and we suppose the announcement is correct—that an arrangement has been made with the Union Steamship Company—an Australian or New Zealand concern—to run a line of steamships monthly between Sydney, New South Wales, and Vancouver, B. C., the vessels to call at the Outer Wharf, Victoria. The arrangement is, it is stated, to be for one year at a salary of £25,000 per annum, subject to renewal for three years. The vessels are said to be of a high class, well appointed and calculated to make an average speed of 15½ knots an hour, being faster and better than the liners plying to San Francisco. They are said to have, in addition to large freight capacity, cabin accommodation for 130 passengers. The first vessel for this country will, it is said, leave Sydney on the 10th May.

It is announced that these steamships will be run in connection with the Canadian Pacific Railway Company, the latter having arranged to co-operate in every possible way so as to make the departure a success. The advantages of this service will, it is expected, so commend themselves that a large number of Australian passengers will come by this route. No doubt numbers of visitors to the World's Fair will come this way, a circumstance which ought to give the new line a fair start and leave with it and its arrangements the responsibility for the success of the new service. Meantime, according to the telegraphic despatches, Mr. Van Horne is about to start for Vancouver to make certain necessary arrangements for the new steamships and to look into matters generally. It is to be hoped he will come to Victoria, as, in view of additional railway prospects, it would be as well for him to hear by word of mouth what our people have to say.

JAPANESE INDUSTRIAL PROGRESS

In view of our trade relations with the Orient and the comparative proximity of the two countries, a reference to the recently published official report on the industries of Japan will be of interest to our readers. It has been described as a mine

of information touching the industrial progress of that country which has resolutely set to work to imitate the great manufacturing nations of the West. In 1891 there were thirty-eight cotton mills engaged, having a paid up capital of over two million pounds sterling, and employing 355,000 frames. Of these mills only five belong to private individuals. It is interesting to note that, before 1880, there was only one cotton mill in the country, but in the next five years thirteen more were established, the remaining twenty-three having been fitted up and started in the course of the past five years.

These mills have not, however, met with the amount of prosperity that they anticipated, and in consequence the value of the shares has exhibited a disastrous decline. In 1889 nine out of the thirty-eight shares declared dividends ranging from 10 to 25 per cent.; three were working at a loss in 1890, and the dividend paid by the others fell to a figure below 8 per cent. In the first quarter of 1891 three only could boast of a profit, and at the present time no dividends at all are being paid. Only three silk mills appear in the report, one at Nagasaki and two on the islands of Kiushiu. The manufacture of paper of European quality has recently made very rapid progress, but the competition is very keen between the producers and importers, who bring in more than five million pounds, the former urgently demanding the imposition of practically prohibitive duties. Not only does Japan produce sufficient matches for the home market, but in 1890 an export trade of over £240,000 was done. Japan manufactures considerable quantities of soap and rope, Portland cement having been extensively made and with very satisfactory results. The local glass works are beginning to do an export trade the newest industries being brick and brush making, tanning, and the manufacture of sulphuric acid, soda and chlorine. Electric motors have been introduced and successfully applied in many directions and in many other respects the Empire of Japan is going ahead.

LABOR AND CAPITAL.

The *Canadian Journal of Fabrics* strikes a note which will no doubt find a sympathetic chord all over the Dominion and wherever the relationship between the head of an establishment and those employed there are properly appreciated. Referring to the winding up of the long established dry goods houses of MacKay Brothers, Montreal, and T. & E. Kenny, Halifax, the intention being that no one shall inherit the firm name, it observes that in England the extinction of a business in this way is almost inconceivable. It is remarked that "there are employees in both these houses who have faithfully served their masters for many years and have given the fullest efforts of their heart and mind, and the best years of their lives, to building up the name and fame of the respective establishments," and asks "can there be any doubt that, if it had not been for the faithful labors of their employees, the proprietors would not have been able to retire with the princely fortunes they have made? Yet these gentlemen having accumulated money, the interest alone would keep a dozen men

in luxury, propose, out of what seems a selfish whim, to destroy the good will of their business, and turn their oldest and most faithful hands adrift on the world."

We do not suppose for a moment that there was any intention to turn out the oldest servants of either house upon the world as being of no further use; but it does seem as if it would have been a graceful act for the present heads of both houses to have entrusted their name—the good will of their business—with, if need be, some of their capital,—for both houses had plenty of it—to some of the best men in both concerns thereby continuing a commercial monument to the enterprise and the worth of those, with whose early business struggles their heirs had little to do; but into whose wealth they came, not through anything which they themselves had done, but through the processes of nature. It may be that the living MacKay or MacKays—to say nothing of the Kennys—have the idea that the memory of the hard working and philanthropic uncle Joseph and of the genial Edward are sufficiently perpetuated in the well known institution bearing the family name; but we are much mistaken in our opinion of the founders of the house if it had been their idea to bury for ever out of sight the tailor's goose and the ironing board—the instruments by means of which they worked their way to prosperity and wealth. In this connection, it might not be out of place to record a story told some years ago in Ottawa by the late Senator Penny. When called to the upper chamber, he received numerous circulars from heraldic professors and family tree men who undertook to discover for him a family crest and motto. Referring to one of these, he said my crest ought to be four farthings *couchant, rampant* or whatever you like, with the legend "work!"

No one can say that the MacKays, and all other people to whom the remembrance of the business pursuits of their predecessors is an element of annoyance and vexation, have not the right to do as they like with their own; but, in this connection, the *Journal of Fabrics* observes that in the Old Country the firm name often goes on through successive generations of men who have grown up in the trade from boyhood and who have become partners through first being faithful employees, the partnership often being a pure gift. It was a righteous principle which obtained wide recognition in the old lands, and was one way which merchants had of applying the essential feature of the profit-sharing plan which is gradually making its way over the industrial world. In this country, the money value of the good will of a business is not nearly as high as among the cities of Europe, where business is on a very settled basis, and runs easily in old channels; but, whatever it is worth, it is an element in which an employee has a moral right. These remarks will prove of interest to many who are interested in the relations between capital and labor, the absolute extinction of the houses referred to being doubtless a death blow to the fondly cherished hopes and aspirations not alone of the long tried and trusted employees, but of others who subsequently entered with the hope of climbing up from the bottom of the ladder to the top.

EXTENDING BRANCH BANKS.

The entire suppression of private banks is impracticable it is also undesirable. The business is as legitimate as any others. It is the same as that done by a chartered institution, the difference between them being, not of principle or practice, but of organizations and privileges.

The banks of Europe at one time were all private ones, the larger bulk of existing ones in Great Britain were originally private firms. Hundreds of English joint stock banks were, within a recent period, up to the Limited Liability Act being passed, carried on by individual bankers, many of whom were traders in other commodities besides money.

Soame Jenyns writing in 1780 speaks of "bankers living in affluence by the sole profits of capital's very inconsiderable, continually circulated, and some by circulating the wealth of others, without any capital at all."

A very considerable number of the bank offices in England were the private residences of bankers, whose business was converted into a joint stock enterprise. The history of private banks in the old land is one of innumerable disasters, hence the paucity of their present numbers, as branches of strong concerns have been established wherever a private banker could do a profitable business, and in places where a branch does not pay, except as a feeder to the head office.

The extension of branches of our chartered banks has been carried in many cases too much in the direction of supplying local accommodation beyond the needs of the place. Towns abound where four or five banks are open which do not provide business enough for more than one or two, while smaller places are left without a branch, which would furnish at least enough to pay all the expenses of one bank if a permanent staff were kept, and yield a fair profit if worked during part of the week from some convenient point, as is often done in the old land.

The branch managers in England, in many cases, do all the work with only a junior's assistance, and in many offices, where a large business is done, the manager acts as teller, and helps also with the books. This reduces the working expenses so as to leave a profit which would be absorbed by another salary.

In many of our branch banks the staff is equal to double or treble the work which is done, and one officer could be well spared one or two days each week to attend a subsidiary branch where a permanent staff could not be kept without loss.

Considering their privileged position it is, we submit, a question worth considering by our chartered banks, whether they could not extend their branches so as to provide a large number of localities with the advantages they afford, especially the convenience of depositing money in a place of indisputable security, so well as discounting facilities, and collecting, on the very moderate terms usual in a chartered institution. We are familiar with the difficulties of this system, but in spite of them, there are English towns whose sole banking facilities are offices opened one or two days in each week,

towns which are left to one bank to look after, as English bankers have a greater distaste for competition than prevails in Canada.

While then we admit the enormous service done in the past by private banks, and yet done in some instances, we consider it highly desirable to have such an extension of the branches of our large banks as would bring their advantages within reach of a large population by whom they would be appreciated. Where a private banker is doing a sound, legitimate business, it might be taken over, where the banking business of the place is neither one or the other, the need of a chartered bank is manifest.—*Canadian Trade Review.*

SELF CONFIDENCE.

Some salesmen unfortunately do not know how to distinguish between self confidence and egotism. The distinction should always be observed, for there is no attribute so essential to the successful selling of goods upon the road as the confidence the salesman has in himself. Upon this self confidence depends the confidence his customers and employers have in him. It will be seen, therefore, that the word confidence is so important that every salesman should keep it constantly before him. True self confidence depends upon a natural ability of a high order, upon a thorough knowledge of the trade the salesman is representing, and upon the assurance he has that he can satisfy his customers and please his house at the same time. When we remember that in doing this he must always be allowed considerable latitude, and must frequently use his own judgment, it will be seen that he is constantly bearing a great load of responsibility. The salesman who confines himself to iron clad rules, or who is not allowed to deviate from a system prepared by some man in the house, is forced to work like a machine, and the best machines get out of order sooner or later. So fully do jobbers appreciate this that they are reluctant to employ salesmen who are afraid to make any important move on their own account. It requires the greatest diplomacy to keep a dealer in constant sympathy with the jobber, and vice versa, and yet the salesman must do it, for he is the connecting link between the two. Repeated failures, or constant complainings from his employers, will cause him to doubt himself, and the moment he begins to question the wisdom of his own movements, his failure is certain. On the other hand, continued success is very apt to give him the impression that it is impossible for him to fail, and just the moment he gets such an idea in his head, he becomes arrogant, and arrogance is a step toward humiliation. The dealer wants to see that the salesman is thoroughly posted in the lines he is selling. He wants to know that the salesman has a right to speak authoritatively. Let the salesman show the least timidity, or appear at all reluctant to make positive statements, and even if he makes a sale, the merchant will never be entirely satisfied with his purchase. Men who feel that their work

on the road is an experiment month after month, and who can never rest assured in their own minds that they are doing effective work for their houses, while they aid their customers in conducting a profitable business, are out of their proper spheres, and the quicker they seek some other vocation the better it will be for themselves and the trade generally.

SALMON.

The jobbing prices for Columbia river and Alaska salmon in bbls., halves and kits have been advanced 50 cents each.

On April 8, the close season ends on the Columbia river, and we are informed that preparations have been made in expectation of an active season. The large deposits of snow on the mountain ranges will probably cause very high water before the season closes, and it is a well established fact that high water in the Columbia insures heavy runs of fish. Old timed fisherman say that this is due to the fresh water extending further into the ocean which attracts the majority of the fish on their way up north that swim some distance from shore. Be this as it may the fact remains that the catch on the Columbia is the largest when the water reaches the highest stage. At a meeting held at Astoria on March 23, by about one half of the cannery men it was agreed to pay fishermen \$1 per salm on the coming season. We are not advised whether the price has been accepted or rejected. For futures our market is quiet, operators before buying appear disposed to wait more definite information regarding what will probably be the pack on the Columbia river, Fraser river and in Alaska.

At a meeting of the Columbia River Fishermen's Protection Union held at Astoria March 23, it was agreed to stand by a rate of \$1.15 per salmon. The *Astorian* commenting on prices says: It is not known what the canners will do in the matter, but as some of them claim that the price fixed only leaves a margin of about 30 cents per case, it is believed that there will be a good deal of trouble.

Liverpool mail advices to March 11, report as follows: There is a little or no change to report this week. After the late deliveries the demand has been fair, and values are maintained. A feature in the business is the increased call for "flats," which are worth attention.—*S. F. Herald of Trade.*

The word tea comes from the Chinese word *cha*, which is pronounced "tay" in the Province of Fukim. It is a shrub of the family of the ternstracmiacians, of the tribe of camellias. Its leaves are alternate, petioles, slightly coriaceous, and dentated. Its flowers are white, borne on single axillary stalks. The fruit is a nearly globular capsule, with two or three lobes, corresponding with an equal number of cells of which each contains generally one grain. The shrub sometimes attains fifteen or twenty feet in height, but ordinarily does not exceed one and one half feet. At its adult age, that is to say, after its flowering, it is robust, and easily supports very low temperatures.

THE COTTON MANUFACTURING INDUSTRY.

The present year's edition of the Dockham "Directory of the Textile Industries" of the country furnishes some interesting statistics showing the growth of the cotton industry in the United States during the past two years. This publication does not pretend to give as complete statistics of the various mills as would be expected of the census, but its totals are sufficiently accurate for comparisons.

According to these statistics, the number of cotton spindles in the United States in 1892 was 16,186,000, as compared with 11,088,000 in the census year, a gain in two years of 2,197,000 spindles. The total gain during the decade ending with 1890 was 4,131,000, thus the capacity of our mills shows an increase in the past two years equal to two-thirds the entire increase during the preceding decade.

During the two years the increase in the Southern States amounted, according to the publication quoted from, to 575,719 spindles, a greater proportionate increase than in any other section. This is a showing the more gratifying when the depression which has prevailed in this section for the past two years is remembered.

The past season has been the most prosperous the domestic cotton manufacturing industry has known in years, hence it is more than likely that one of the most important results of this prosperity will be a further rapid increase in the capacity of the mills. If foreign countries can afford to purchase our raw cotton and carry it thousands of miles to be manufactured, and then export the cloth to all parts of the world, it is evident that American mills, having the raw material at their doors, ought to be able to do this more successfully than their foreign competitors; hence there is no reason why the number of our spindles should not go on increasing, particularly in the South, until the bulk of our cotton crop is manufactured at home.
—N. O. Picayune.

NEW STYLES OF SHOES.

The Parisian styles for spring shoes are more fanciful than ever. Clearly the season is to be marked by gorgeous and bizarre effects in foot gear. A "Bottle Mercure" is used for fancy balls. It is made of cardinal red leather. Wings of gold set with rubies and precious stones sweep around the quarter. The boot is high cut, and a band of precious stones is at the top. The "cothurne Tunon" is a sandal whose sole is thickened with cork and the quarter is gilded leather embossed with roses. Gold straps across the instep, which is entirely open; the toes and front of the foot are undressed. These two styles are reproductions of those of ancient Greece. A "Soulier," Louis XV., is a Moliere shoe with long, square tongue. The upper is mouse color, the heel bright red. This is a revival of a fashion two hundred years old, but yet modern as compared with the first two described, which are such as formed the footgear of Cleopatra. An Egyptian slipper is odd in style. The sole is moccasin shape, turns up around the foot. The toe is perked and turns up. A little ball of fluffy silk is

fastened to the extremity of the toe. Cloth in Oriental design and high colors forms the upper. Another shoe of blue silk, embroidered, is cut high at the back, and has only vamp enough to cover the toe. This is a party shoe to be worn without stockings! says, with dreadful emphasis, the modest *Shoe and Leather Reporter*.

WHEN A SALE IS COMPLETED.

The *Merchants' Review* well says that the great fault of the retail trade seems to be a failure to recognize the fact that a sale is not completed until value is received. People may be attracted to the store, and goods go out in large quantities on orders, but the dealer must gauge his standing and prospects not by these things but by the amount of money that is daily received in lieu of the goods. This seems too obvious to require to be stated, yet until the same efforts and energy are directed to the collection of the cash as to the attraction of customers and the so-called selling of the goods by grocers generally, no person familiar with the methods employed in the business will doubt the necessity for the reiteration of the proposition. Never make the mistake of saying: "Some other time will do as well," or, "If quite convenient," when a customer proffers the price of an article, or the amount of a bill of long or short standing. If you do, the next time the customer runs up a bill he will probably have to be dunned. You are entitled to your money when the goods change hands and, beyond the ordinary courtesy of life, nothing is required of you other than an acceptance of the amount and the signing of the receipt when the customer offers to settle.

LET ALL TAKE A HAND.

The manager, the bookkeeper, the cashier, the entry clerk, the shipping clerk, the salesman, the office boy, the porter—every one, in fact, who is in any way connected with a business establishment—should bear in mind the fact that there is such a thing as cultivating trade, and that they as well as the proprietors are responsible for a share of the firm's success. Because a man is hired to fill a certain position there should be no excuse for his hesitating to do any other work which may require attention. A bookkeeper might soil his fingers by stepping outside the office and waiting upon a customer if occasion required, but he would not lower himself in the estimation of his employer through thus signifying a willingness to make himself generally useful, and anyhow the dirt will wash off. To make a business grow and make it pay should be the main object of every employee, regardless of position or condition. The day is gone when business can be conducted successfully without the undivided and best efforts of those who are responsible for it. In days gone by a merchant might succeed in a measure by sitting down and waiting for trade to come to him, but not now. A progressive spirit and a capacity for pleasing customers will work wonders in any business.—*Produce Trade Reporter*.

MAKE YOUR OWN OPPORTUNITIES.

The true way to deal with adverse circumstances is to be a still greater circumstance yourself. Nine out of ten of the men who have been eminently successful in their callings have fought the battle of life up hill against many opposing forces. Instead of bemoaning their hard lot, they have bowed to the inevitable and used it to their advantage. Instead of asking for an impossible chess-board, they have taken the one before them and played the game. Look at that tireless worker, Lord Brougham. Can anyone believe that by any combination of circumstances his talents could have been kept from asserting themselves and winning recognition? It has been said that if his station had been that of a shoeblick, he would never have rested content till he had become the first shoeblick in England. The luck of Napoleon and Nelson consisted, they said, in being a quarter of an hour before their time. When in the darkest hour of the Indian mutiny, a handful of Englishmen, poorly armed and provisioned, but splendidly led, won eight victories in succession, the revolted Sepoys said their conquerors had "the devil's luck," but the only luck in the case was that of force of will, invincible courage and skill in arms.

Good luck is desirable even when you have done your best to succeed, but remember that the most favorable circumstances or strokes of fortune are of little value unless you have prepared yourself to take advantage of them. Of what advantage would Hayne's fiery speech have been to Daniel Webster if he had not, with the instinct of genius, long before equipped himself for the assault which he repelled with such crushing energy? Had he not previously weighed and refuted in his own mind the charges of his opponent, his reply, instead of ranking among the greatest masterpieces of oratory, might have only revealed his own weakness. Thousands of men had seen the prints of horses' hoofs in the soil before Faust discovered by them the art of printing. The discovery by Edison of the carbon by which he perfected his telephone seems a happy accident; but such accidents never happen to common men. The great inventor scraped some soot from the blackened chimney in his laboratory lamp, and in a spirit of curiosity tested its properties. It proved to be the very thing for which he was searching; but behind this fortunate discovery was a series of exhausting and exhaustive experiments with all kinds of likely materials, absorbing the energies of many months. The lucky hit rewarded the persistent will of a patient workman. So with the young and obscure lawyer who conducts and wins a difficult case, as did Thomas Erskine, in his elder's illness; or the struggling surgeon who has a sudden chance of distinction offered to him; he must have had a long and laborious preparatory training before he can profit by such an emergency. In short, a great opportunity is worth to a man precisely what his antecedents have enabled him to make of it.—*West Coast Trade*.

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark.	Martha Fisher	811	M adoweroft.	Oct. 18	Victoria	Liverpool	31,002	\$163,451	
Br bark.	Glangarry	892	Davidson	Nov. 3	Westminster	Liverpool	37,352	186,700	
Br bark.	Chili	578	McKenzie	Dec. 12	Victoria	Liverpool	30,093	163,061	
Br bark.	River Ganges	612	Budge	Dec. 19	Victoria	London	29,161	147,305	
Br bark.	The Frederick	812	Simpson	Dec. 18	Victoria	London	32,403	167,896	

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	1,495,128	8,265	March 18	47s 6d
Nor ship.	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	1,001,171	9,193	March 25	60s
Am bark.	Hesper	661	Sodergren	Feb. 20	Vancouver	Shanghai	751,921	7,781	April 23	50s
Br ship.	Azerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	834,937	7,095	May 20	42s 6d
Nor bark.	Czar	1321	Christopherson	March 4	Vancouver	Adelaide	1,046,611	10,476	June 7	57s 6d
Nor bark.	Agnes	811	Hofgaard	Feb. 20	Cheminus	Antofagasta	692,509	6,413	June 11	40s
Nor ship.	Kathinka	1163	Klevenberg	March 12	Vancouver	Melbourne	1,228,925	9,251	May 28	69s
Chil bark.	India	433	Funke	Feb. 22	Vancouver	Valparaiso	803,291	7,018	May 10	owners ac
Br bark.	Glenbervie	890	Groundwater	March 21	Vancouver	Iquiqui	631,810	7,689	June 8	37s 6d
Br ship.	British India	1189	Lines	March 31	Vancouver	Valparaiso	863,666	9,315	July 11	37s 6d
Am schr.	W. H. Talbot	776	Bluhm	March 11	Vancouver	Tientsin	1,024,876	10,272	May 23	67s 6d
Am schr.	Reporter	333	Dreyer	March 3	Cheminus	San Pedro	416,386	3,476	March	Private...
Br bark.	Riversdale	1453	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 23	47s 6d
Br bark.	Mistletoe	821	Smith	April 21	Vancouver	Wilmington	70,275	7,986	Aug. 31	\$16 00
Br bark.	Craigend	2218	Lewthwaite	April 18	Vancouver	Iquiqui-Callao	1,808,000	19,351	July 11	27s 6d & 30s
Br barktn.	Toboggan	676	Porter	May 20	Vancouver	Wilmington	632,828	9,330	Sept. 11	\$15.00
Br bark.	Thermopylae	918	Winchester	June 2	Vancouver	Yokohama	328,576	8,949	July 22	Private...
Nor bark.	Fritzoe	1078	Holfsen	May 29	Cheminus	Melbourne	933,121	8,072	Aug. 9	45s
Br ship.	Burmah	1617	Newcombe	June 2	Moodyville	Valparaiso	1,289,359	9,883	Aug. 23	35s
Br ship.	Crown of Denmark	2029	Smith	June 21	Vancouver	Melbourne	1,850,725	15,435	Sept. 23	37s 6d
Nor bark.	Ursus Minor	395	Johnson	June 1	New Westminster	Sydney	481,214	4,393	Aug. 3	37s 6d
Br ship.	Earl Granville	1149	Flack	June 16	Cowichan	London	853,937	12,393	Nov. 5	62s 6d
Chil bark.	Antonietta	909	Slack	June 27	Cheminus	Valparaiso	836,358	9,015	Dec.	owners ac
Ger bark.	Palawan	907	Van Heuvel	July 8	Vancouver	Iquiqui	688,831	7,521	Sept. 27	33s 9d
Chil bark.	Leonor	891	Jenatsch	July 8	Moodyville	Antofagasta	637,375	6,520	Oct. 13	owners ac
Chil bark.	Guinevere	909	Glemic	Aug. 6	Cheminus	Valparaiso	762,062	7,612	Oct. 28	owners ac
Am bktn.	Robert Sudden	585	Uhlberg	Aug. 3	Vancouver	Valparaiso	771,140	8,797	Nov. 26	40s
Chil ship.	Hindustan	1513	Walsh	Aug. 7	Moodyville	Valparaiso	1,232,336	11,471	Oct. 23	owners ac
Br bark.	Zebina Gowdy	1035	Manning	Sept. 5	Vancouver	Wilmington	833,218	10,125	Jan. 1	\$13.00
Chil ship.	Atacama	1235	Caballero	Aug. 21	Moodyville	Valparaiso	914,491	9,089	Nov. 1	owners ac
Br ship.	City of Quebec	768	Carnegie	Sept. 6	Vancouver	Adelaide	517,409	4,048	Nov. 30	40s
Br bark.	Nineveh	1171	Broadfoot	Sept. 3	Vancouver	Sydney	951,900	9,287	Nov. 8	owners ac
Am schr.	Robert Searles	570	Piltz	Sept. 8	Vancouver	Port Pirie	815,321	5,962	Nov. 23	41s 3d
Am ship.	George Skulfield	1276	Dunning	Sept. 20	Vancouver	Valparaiso f.o.	931,316	81,781	Dec. 21	40s
Chil bark.	Lake Lemna	1045	Bozzo	Sept. 22	Moodyville	Philadelphia	763,839	6,610	Dec. 15	owners ac
Br bark.	Seammell Bros.	1218	McFarlane	Oct. 15	Vancouver	Philadelphia	907,551	11,763	Feb. 16	\$11.00
Am schr.	Alico Cook	732	Penhallow	Oct. 5	Vancouver	Sydney	919,800	8,338	Dec. 19	30s
Nor ship.	Morning Light	1310	Johansen	Nov. 3	Vancouver	Liverpool	439,193	10,000		58s 9d
Br bark.	Columbus	691	Melhuish	Nov. 16	Vancouver	Adelaide	565,720	4,539	Feb. 3 pr	37s 6d
Am schr.	Lyman D. Foster	730	Dwyer	Nov. 5	Moodyville	Sydney	822,838	7,899	Jan. 13	30s
Nor bark.	Benj. Bangs	1118	Bjornness	Dec. 20	Vancouver	Halifax	786,685	10,015		48s 3d
Br bark.	Fernbank	1338	Boyd	Nov. 25	Moodyville	Iquiqui	500,300	4,728	Feb. 13	36s 3d
Br bark.	Grasmere	1216	Carter	Dec. 25	Vancouver	Valparaiso f.o.	911,688	10,370	March 23	36s d
Am ship.	Edward O'Brien	1725	Taylor	Dec. 10	Vancouver	London	1,257,635	14,229		50s
Nor bark.	Fortuna	1332	Mikelsen	Dec. 17	Moodyville	Valparaiso f.o.	1,265,729	12,088		36s 3d
Br ship.	Abeona	379	Black	Dec. 29	Vancouver	Port Pirie	775,140	6,425		37s 6d

B. C. LUMBER FLEET, 1893.

Br bark.	Geo. Thompson	1128	Young	Jan. 13	Westminster	Sydney	806,938	7,814	March 21	owners ac
Br bark.	Mark Curry	1236	Liswell	Jan. 4	Vancouver	Queenston UK	923,038	9,882		52s 6d
Nor bark.	Fritzoe	1078	Holfsen	Jan. 10	Vancouver	Valparaiso	879,260	8,031		36s 3d
Am bark.	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso f.o.	832,637			37s 6d
Br bark.	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	896,663	15,537		Private...
Chil bark.	India	433	Funke	Jan. 11	Moodyville	Valparaiso	798,782	7,169		owners ac
Br bktn.	Bittern	329	Stronach	Jan. 29	Vancouver	Freemantle, Au	302,950	4,291		owners ac
Ger ship.	Katharine	1630	Spille	Feb. 7	Moodyville	Iquiqui	1,328,879	14,058		33s
Br ship.	County of Yarmouth	2161	Swanson	March 23	Vancouver	L. K. f. o.	1,628,530	17,500		50s
Chil ship.	Hindustan	1512	Welsh	March 6	Moodyville	Valparaiso	1,196,826	10,242		owners ac
Am bark.	Seminole	1139	Weeden	March 19	Moodyville	Santa Rosalia	1,040,913	7,906		Private...
Am ship.	Ivy	1181	Lovell		Vancouver	Wilmington				Private...
Br bark.	Assel	735	Gilmour	March 7	Moodyville	Antofagasta	631,165	6,577		35s
Br ship.	Natuna	1166	Graham		Vancouver	Port Pirie				42s 6d
Am bark.	Harry Morse	1313	Hughes		Moodyville	Shanghai				45s
Haw. bark.	John Ema	2600			Cowichan	Port Pirie				40s
Br bark.	Blairhoyle	1291	Gray		Vancouver	Sydney				31s 3d
Br bark.	Mary Low	813	Robertson		Vancouver	Pisagua				Private...
Nor bark.	Sigurd	1330	Aase		Vancouver	Port Pirie				40s
Chil ship.	Atacama	1235	Caballero		Moodyville	Valparaiso				owners ac
Br bark.	Wythop	1218	Edwards		Vancouver	Sydney				31s 3d

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ship.	Kinkora.....	1799	Lawton.....	Nov. 15.....	Liverpool.....	Victoria&Van	R. Ward & Co. & Bell-Irving& Paterson	147
Br ship.	Morayshire.....	1428	Mowatt.....	Oct. 21.....	Q Sumarang.....	Vancouver.....	B. C. Sugar Refinery Co.....	172
Law schr.	Americana (now).....	839	Denny.....	Nov. 5.....	L Liverpool.....	Victoria&Van	Turner, Beeton & Co. & Baker Bros. & Co	157
Br ship.	Blair Athole.....	1697	Taylor.....	March 3.....	R Sumarang.....	Vancouver.....	B. C. Sugar Refinery Co.....	39
Br bark.	Dochra.....	1016	MacJarrow.....	Dec. 19.....	G Liverpool.....	Victoria.....	Robert Ward & Co., Ltd.....	115
Chil bark.	Entella.....	693	Mangini.....	.....	Callao.....	Moodyville.....	Moodyville Sawmill.....	.....
Br ship.	Gryfe.....	1069	Roberts.....	Nov. 21.....	D Cardiff.....	Esquimalt.....	Naval Storekeeper.....	140
Br bark.	Formosa.....	915	Kahn.....	March 16.....	H Liverpool.....	Victoria.....	R. P. Rithet & Co., Ltd.....	26
Br ss.	Mogul.....	1827	Johnson.....	March 14.....	J Hong Kong.....	Victoria.....	Dodwell, Carhill & Co.....	28
Br bark.	City of Carlisle.....	823	Hughes.....	.....	K Newcastle.....	Victoria.....	Turner, Beeton & Co.....	.....
Br ss.	Empress of Japan.....	3003	Lee.....	March 22.....	M Hong Kong.....	Vancouver.....	C. P. S. S. Co.....	20
Br ship.	British General.....	1751	Tulloch.....	.....	A Sumarang.....	Vancouver.....	B. C. Sugar Refinery Co.....	.....
Br ss.	Victoria.....	1992	Panton.....	April 4.....	B Hong Kong.....	Victoria.....	Dodwell, Carhill & Co.....	.....
Br ss.	Empress of China.....	3003	Archibald.....	.....	C Hong Kong.....	Vancouver.....	C. P. S. S. Co.....	.....
Br ship.	Candida.....	1222	Whettem.....	.....	London.....	Victoria&Van	.....	.....
Br ship.	Drumernig.....	1919	Sparring.....	.....	F Liverpool.....	Vancouver.....	Evans, Coleman & Evans.....	.....
Br ss.	Miowera.....	3350	.....	.....	N Sydney.....	Vancouver.....	.....	.....

Q Cargo of 2,100 tons raw sugar. Chartered to load lumber at Vancouver for West Coast of South America. R—Cargo of 2,300 tons raw sugar. H—May 19 passed Holyhead. Chartered to load salmon for Liverpool or London. J—Via Yokohama March 27. D—Spoken Jan. 20, lat. 51° S., long. 59° W. Chartered to load lumber at Vancouver for U. K. F—To sail during May. K—Via Santa Barbara. Chartered for salmon to Liverpool or London. L—Spoken Dec. 16 lat. 4° N., long. 28° W. G—Spoken Jan. 11 lat 11° N., long. 27° W. M—Via Yokohama March 31. A—Cargo of sugar. B—Via Yokohama April 16. N—To sail May 10.

VESSELS IN PORT.

(April 10, 1893)
VICTORIA.

Ger. steamship Romulus, 1,722 tons, Capt. Berendt, put into Esquimalt to dock.
Br. bark Mav Low, 813 tons, Capt. Robertson, arrived March 26, from Liverpool, with a general cargo. R. P. Rithet & Co., Ltd., consignees.

VANCOUVER.

Am. ship Ivy, 1,181 tons, Capt Lovell, arrived Feb. 21, loading lumber for Wilmington, Del.
Br. bark Natuna, 1,106 tons, Capt. Graham, arrived March 18, loading lumber for Port Pirie.
Am. bark Harry Morse, 1,313 tons, Capt. Hughes, arrived March 13, loading lumber at Moodyville for Shanghai.
Br. bark Blairhoyle, 1,291 tons, Capt. Gray, arrived March 27, to load lumber at Vancouver for Sydney.

Chil. ship Atacama, 1,235 tons, Capt. Caballero, arrived March 31, loading lumber at Moodyville for Valparaiso.

Nor. bark Sigurd, 1,530 tons, Capt. Aase, arrived April 2, loading lumber for Port Pirie.

Br. bark Wythop, 1,218 tons, Capt. Edwards, arrived April 5, loading lumber for Sydney.

COWICHAN.

Haw. bark John Ena, 2,600 tons, arrived March 26, to load lumber at Cowichan, for Port Pirie. Robt. Ward & Co., consignees.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.

Am. ship Tacoma, 1,672 tons, Capt. Gaffney.
Am. ship India, 1,230 tons, Capt Merri-man.

WELLINGTON SHIPPING.

Am. bark Detroit, 1,438 tons, Capt. Darrah.

Am. ship Glory of the Seas., 2,109 tons, Capt. Freeman.

Am. bark Highland Light, 1,265 tons, Capt. Hughes.

Am. ship Columbia, 1,399 tons, Capt. Nelson.

Am. bark Matilda, 819 tons, Capt. Svenson.

Am. ship John A. Briggs, 2,033 tons, Capt Balch.

■ Nic. steamship Costa Rica, 1,274 tons, Capt. McIntyre.

UNION SHIPPING.

Haw. steamship San Mateo, 1,926 tons, Capt. Perks.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria.....	2	2,535
Vancouver.....	7	8,901
Nanaimo.....	10	15,165
Cowichan.....	1	2,600
Total.....	20	29,201
Previous week.....	22	31,563
Correspond'g week last year 14		14,688

FREIGHTS.

The market continues weak all round. From San Francisco to U. K. for orders, a grain charter has been made at 17s 6d, the lowest on record, while further offers of ships at 16s 3d have been declined.

Freights from British Columbia or Puget Sound are quoted as follows:— Valparaiso for orders, 30s to 32s 6d; direct port, 30s; Sydney 31s 3d; Melbourne, Adelaide or Port Pirie, 35s; United Kingdom, calling at Cork for orders, 50s; Shanghai, 45s; The latter two are nominal and for Yokohama no quotation can be had.

Grain freights from San Francisco to U. K., Cork for orders, 16s 3d to 17s 6d; and weak; September loading 25s; from Portland, 27s 6d; Tacoma, 25s. The last two are quite nominal.

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.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending April 8:—

NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
1.	Bawnmore, ss., San Francisco...	3,003
2.	Pioneer, str., Port Townsend.....	35
3.	Sea Lion, str., Port Townsend.....	62
3.	Mogul, str., Port Townsend.....	40
3.	J. B. Brown, ship, San Francisco...	2,408
5.	Grandholm, ss., San Francisco....	1,613
5.	Tacoma, str., Port Townsend.....	62
6.	Sea Lion, str., Port Townsend....	40
6.	Rufus E. Wood, bk, San Francisco	2,301
Total.....		9,597

F. Bourne has been appointed liquidator of the Commonwealth Co., New Westminster.

Henry Croft has been appointed agent of the Sun Fire Insurance office, of London, Eng., for Vancouver Island.

The dry goods merchants of New Westminster, have signed an agreement to close their places of business at 6 p. m., in future.

The Revelstoke Sawmill, will resume operations shortly. The machinery recently damaged by fire, was sent east and repaired.

E. Dunderdale has been appointed general agent for Vancouver Island of the Confederation Life Association vice W. Monteith, resigned.

The Kootenay Lake General Hospital Society, has been incorporated for the purpose of establishing and carrying on a hospital at Nelson. The first directors are: R. E. Lemon, W. F. Tetzels, John Hamilton, J. Fred. Hume, Robt. Youill, E. C. McArthur and D. LeBaw.

The West Kootenay Land Co., Ltd., has been incorporated with a capital stock of \$100,000, to do a general land and improvement business in the district of Kootenay, with headquarters in Victoria. The trustees are W. P. Sayward, D. C. Corbin, Joshua Davies, E. Crow Baker and Thornton Fell.



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in the Dominion.

LION 'L' BRAND Pure Vinegars,

Manufactured Solely under the Super-
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Mixed Pickles, Jams, Jellies
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Prizes.

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gow, Scot.; Ceylon Tea Plantation Co.—Ceylon
and English Breakfast Teas—London, Eng.;
Grossmith & Co.—Perfumery, Etc.—London,
Eng.; Whight & Co.—The "Prima Donna"
Sewing Machines—London, Eng.; New York
Piano Mfg. Co.—Pianos—New York; Brinsmead
& Sons.—Pianos—London, Eng.; Miller et Cie.,
Cigars—Grand Canary Isls.; La Soidena Mfg.
Co.—Havana Cigars—Havana, C. J. & E. Lewis,
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