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ESTABLISHED 1871.

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

P.O. Box 507. Cable: Soule.

Vancouver.

British Columbia

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.
Tuesday Morning, July 5.
VICTORIA.

Business has, on the whole, been rather quiet during the past month, and it is generally acknowledged that collections are slow. The large number of failures for the first half year tell the story. *Bradstreet's* report 39 failures for the first six months of this year as compared with nine for the same period last year. The principal causes have been overtrading on insufficient capital and giving indiscriminate credit. The seizure of the steamer *Coquitlam* with supplies for the sealing schooners now in northern waters will necessitate the return to port of many of the vessels earlier than usual, thus tending to lessen the catch. It is estimated that the coast catch for the season will be about 30,000 skins. The *Carlotta Cox* heads the list for the season with 2,012 skins which is the largest coast catch on record. The next largest catches were the *Viva*, 1,656; *E. B. Marvin*, 1,600; and *Walter E. Earle*, 1,225 skins.

The past week has been a very light one for trade. Both the Canadian and American national holidays came in last week, and the celebrations in outside points have attracted large numbers from the city. It has practically been a full holiday week. Some of the local wholesale trade are engaged in their semi-annual stock taking.

GROCERIES AND PROVISIONS.

The receipts of butter from San Francisco have almost completely fallen off. The *City of Puebla*, on July 1, only brought 6 cs for Victoria, comprising 695 lbs. The receipts from the East are increasing, both of Dairy and Eastern Creamery and controls the bulk of the trade which is for a fine article. Manitoba Dairy has weakened during the past week 2c per lb. Quotations are: California fancy roll, extra choice, 26c per lb.; California, in kits and tubs, 27c; Manitoba creamery, 26½c; Manitoba dairy, 19c to 20c; Canadian cheese, 14c; new California cheese, 16c; eggs, 18 to 20c.

The best quality of Canadian meats are quoted by local jobbers: Hams, 15c; breakfast bacon, 15½c; long roll, 13½c; short roll, 13c; backs, 11c; pure lard, 50 lbs, 13½c and 20 lbs, 13½c. The prices of ordinary Canadian meats are unchanged.

Quotations are: Hams, 14c per lb.; breakfast bacon, 14c; backs, 13c; short roll, 11½c; long clear, 11c; pure kettle lard, 50 lbs, 13c; pure steam do., 12c; lard compound, 10½@11½c; lard tins, 12½@13½c.

Sugar quotations by jobbers are as follows: Granulated, 5½c; extra C, 5½c; yellow, 4½c; golden C, 4½c.

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

FLOUR AND FEED.

Business is reported somewhat quiet with no changes in quotations.

The Columbia Flouring Mills quote: For Enderby flour in carload lots,

Table with columns for flour types (Premier, XXX., Strong Bakers, etc.), prices per ton, and other grain products like wheat, oats, and hay.

RICE.

Table listing rice products such as Japan rice, China rice, and Rice Meal with their respective prices per ton.

FRUITS AND VEGETABLES.

The following are the receipts of California fruit and vegetables by steamship City of Puebla, July 1, for Victoria:—208 bxs apples, 313 bxs apricots, 239 bxs peaches, 45 bxs pears, 191 bxs plums, 174 bxs cherries, 72 bxs oranges, 93 bxs tomatoes, 307 sacks potatoes, 2 bxs grapes, 12 bxs cucumbers, 3 cts bananas, 11 sacks onions, 1 cts cabbage, 2 cs pineapples, 1 cs peppers; total, 1,719 packages. For Vancouver—87 cs peaches, 101 bxs cherries, 8 bxs lemons, 115 bxs plums, 102 bxs apples, 118 bxs apricots, 18 cs tomatoes, 312 sacks potatoes, 11 sacks onions, 15 cts cabbage, 5 bxs pears, 1 ct pineapples, 3 cts cauliflower, 4 cs beans; total, 930 packages. Grand total, 2,649 packages. There has been a general rise in fruits. Nearly all kinds are quoted higher this week owing to late advances in San Francisco. The first grapes have been received and are quoted at \$2.50 a box. Fresh local strawberries are still coming in but the supply is dropping off. Local raspberries are on the market and large supplies are expected this week. The demand for old potatoes has fallen off and there is no stock on the market. New potatoes are arriving in increased quantities from San Francisco. The price has advanced ½c per lb on new potatoes, since last steamer. There were very few cherries received last week. The supply in San Francisco is about finished and prices are 10c higher per box. Oranges are in light demand and supplies in San Francisco are short. Prices have advanced 25c. Peaches are 37½c to 50c higher. Sicily lemons are up \$2 a box. Tomatoes are 50c lower. Quotations are: Oranges—Riverside seedlings, \$4.50; navels, \$5 to \$6; Mediterranean sweets, \$4.50; California lemons, \$5.50; Sicily lemons, \$7; bananas, \$3.50 to \$3.75; cab-

bage, 2c per lb.; new potatoes, 1½c to 1½c per lb.; strawberries, 12½c per lb. box; cherries, \$1.35 per box; red California onions, 1½c per lb.; California silverskins, 1½c; pineapples, \$5 a doz.; cocoanuts, 00c a doz.; apricots, \$1.25 to \$1.35; plums, \$1.50; do. large boxes, \$1.75; peaches, \$1.02½ to \$1.75; pears, \$1.35; green apples, \$2; do. large boxes, \$2.25; tomatoes, \$1.75; grapes, \$2.50.

SALMON.

During the past week, the *Martina Fisher* and *Frederick* have been chartered for salmon. Shippers are not anxious to charter further, tonnage for the bulk of the pack being already provided, until they see how the run turns out.

LUMBER.

There have been two arrivals during the week, the *Guineveve*, from Antofagasta, to load for Valparaiso on owner's account, and the American barkentine *Robert Sudden*, to load for Valparaiso at 40s. The *Leonor* finished loading at Moodyville June 30, and has a cargo of 637,375 feet, composed of 480,361 feet rough and 151,011 feet t. and g. flooring, valued at \$6,520, for Valparaiso. The cargo of the *Antonietta*, which sailed June 27 for Valparaiso, consisted of 824,301 feet rough and 40,900 laths and 5,180 pickets, valued at \$9,015. The *Palawan*, loading for Iquiqui, will finish early in the week. The situation of the foreign market remains unchanged. Quotations are as follows for cargo lots for foreign shipment being the prices of the Pacific Pine Lumber Association: Rough merchantable, ordinary sizes, in lengths to 40 feet, inclusive, \$9 per M feet; rough deck plank, average length 35 feet, \$10; dressed flooring, \$17; pickets, \$9; laths, 4 feet, \$2.

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

Table listing lumber prices: 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 14 00; Laths, per M. 2 25; Shingles, common, per M. 2 25.

Eight per cent on all accounts over 30 days standing.

MANIFEST TO ARRIVE.

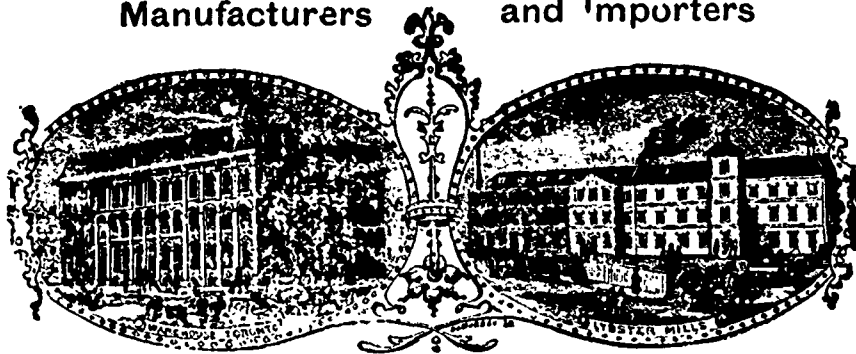
British steamship *Bushmills*, 1,588 tons, Capt. O. Venning, from Liverpool April 13 for Victoria, Vancouver, New Westminster and Nanaimo. Consignees, Baker Bros. & Co., Ltd., Vancouver.

For Victoria—105 bundles tubes, Matthews, Richards & Tye; 15 bxs meters, 2 csks lead pipe, 1 large meter, 4 iron pipes, 2 valves, 1 water lathe, 2 iron frames, 1 bdl bolts, Gaslight Co; 163 bds tubes, 50 tons pig iron, 50 cs whiskey, 50 cs lime juice, order; 1 cs merchandise, Andrew Gray; 250 cs whiskey, 50 cs do, 30 cs wines, order; 50 cs whiskey, A B Gray & Co; 100 cs whiskey, 3 csks do, H Saunders; 3 cs merchandise, order; 29 pkge spirits, Dixie H Ross & Co; 390 cs whiskey, 30 csks do, Hudson's Bay Co; 60 cs beer, A B Gray & Co; 1 puncheon rum, 3 qr csks whiskey, 10 cs do, 10 csks do, 100 cs do, 6 csks do, 175 cs do, 8 csks do, 50 cs do, 10 csks do, 110 cs do, 40 cs do, order; 1,314 bags salt, 888 bags do, J H Todd & Son; 80 iron platæ

GORDON, MACKAY & CO.

TORONTO.

Manufacturers and Importers



REPRESENTED BY R. S. NORTON, WINNIPEG.

20 rolls netting, 3 bdl's chain, 1,701 bars iron, 267 bdl's do, 1,780 bars do, 72 bdl's do, E G Prior and Co, Ld; 10 cs absinthe, 2 cs capers, 10 cs conserves, 10 cs do, order; 400 cs lime juice, 15 kegs soda, 5 cs apollinaris, 60 cs confectionery, Evans, Sons & Co, Ld; 3 cs galvanized iron, T N & W Dobeson; 1 cs piano, order; 3 cs glass, W & T H Thompson & Co; 1 cs brooms, G Doughty & Son; 2 cs earthenware, 1 cs con's, 17 bars and bdl's iron, 1 cs hardware samples, 2 cs wire, 22 pkgs machinery, 1 cs leather straps, 1 cs felts, 2 pkgs iron, 89 rolls linoleum, 1 bale do, 21 rolls do, 70 rolls do, order; 52 bars lead, 10 bxs tinplates, 10 cs galvanized iron, Robertson & Co; 3 cs biscuits, Bowness and Creeden; 47 pkgs merchandise, 47 cs castor oil, Langley & Co; 50 bxs terne plates, 6 csks zinc, order; 75 cs stout, 50 cs do, 25 cs do, 10 cs rum, 250 cs whiskey, 2 hhd's do, 5 qr csks do, 5 octaves do, Hudson's Bay Co; 25 cs beer, 75 cs do, 35 cs whiskey, 1 cs show cards, Fell & Co; 250 cs beer, 2 cs show cards, Boucherat and Co; 50 cs whiskey, 5 bbls ginger ale, 2 cs show cards, B Gordon; 2 cs biscuits, H Saunders; 6 pkgs private effects, order; 60 cs champagne, Charles Gordon; 3 csks earthenware, 1 bx Conn's, order; 3 qr csks sherry, 6 bbls rum, R P Rithet and Co, Ld; 9 qr csks wine, 3 cs merchandise, 25 crates bottles, A B Gray & Co; 5 cs glass, W H Perry; 31 bxs tinplates, 2,825 sashweights, 725 pkgs and pcs merchandise, Matthews, Richards & Tye; 24 cs glass, Toronto Plate Glass Co; 6 cs merchandise, order; 1 cs effects, Adamson Parker; 1 cs merchandise, Capt Gerrard; 25 cs brandy, B Gordon; 200 cs brandy, Hudson's Bay Co; 5 cs biscuits, Henry Saunders; 54 pkgs mineral water, 1 cs show cards, A B Gray & Co; 5 cs fruit salt, Langley & Co; 43 cs brandy, Fell & Co; 25 cs brandy, Boucherat & Co; 3 cs merchandise, J Barnsley and Co; 13 bales carpets, etc, D Spencer; 20 csks brandy, 10 cs do, A B Gray and Co; 7 crates earthenware, Creamer & Langley; 8 crates earthenware, Gowans, Kent and Co;

For Vancouver—55 pkgs whiskey, order; 25 cs whiskey, Evans, Coleman & Evans; 10 cs wines, order; 8 cs merchandise, J Taylor; 4 rolls linoleum, Shelton and Co; 145 cs whiskey, 7 cs do, 2 cs do, Wm Urquhart; 2 cs merchandise, order. 1 bx, Thos Walker; 1 cs piano, order; 50 cs

whiskey, Holmes & Grace; 10 pkgs shee^t iron, 3 cs merchandise, 14 coils rope, 2 bales canvas, 1 cs merchandise, 5 bbls oil, 25 cs whiskey, 98 bales merchandise, 15 bxs do, 11 bales do, 2 cs do, 53 pkgs whiskey, order; 4 cs merchandise, H Darling; 84 pkgs color and putty, 150 cs stout, 75 cs ale, order; 1 cs tools, Thomas Muir; 15 rolls linoleum, 1 cs do, W Skene; 2 cs private effects, Dr S Herbert; 2 vats brandy, 1 cs tubes, order; 3 hhd's brandy, Dixi H Ross and Co; 15 hhd's vinegar 50 bbls linseed oil, 6 csks zinc 200 bxs tin plates, 26,000 fire bricks, 21 drain pipes, 2 cs tobacco, 60 bbls linseed oil, 16 bbls engine oil, 1 car, 1 cs toys, 6 fencets, 7 csks paint, 50 tons coke, 2 hhd's ale, 4 cs galv'd iron, 79 cs soap, 2 cs show cards, 5 cs confectionery, 50 bxs terne plates, 1 hhd hollowware, 22 bbls mineral waters, 12 pkgs guin, 10 bbls oil, 11 pks oil, etc, 22 pkgs paint, etc, 3 safes, 1 pkg furniture, 20 cs oilman's stores, 3 bbls oil, 1 cs drugs, 117 cs oilman's stores, 1 cs cigars, 2 cs show cards, 100 cs mineral waters, 12 kildkns ale, 2 cs samples, 4 cs show cards, 1 csk iron ore, 1 bx samples, 1 pcl, 319 cs ale and stout, 955 cs wines and spirits, 25 csks do, Baker Bros & Co, Ld; 10 cs brandy, 5 qr csks do, 1 cs capsules, B Gordon; 55 cs brandy, W Urquhart; 25 cs brandy, order; 60 cs ale and stout, W Urquhart; 16 pkgs mdse, H Cyhers; 2 cs tea, H V E Longworth; 9 pkgs effects, R C C Johnston; 4 cs mdse, Toronto Plate Glass Co; 6 chains, 1 csk chain, 59 anchors, 3 csks paint, 216 bars and bdl's iron, 80 coils rope, 2 bbls oil, 1 cs show cards, 92 pkgs mdse, order; 9 csks wine, 4 csks whiskey, Evans, Coleman and Evans; 50 cs whiskey, 1032 ingots tin, order; 30 cs whiskey, 203 bags salt, 250 cs beer, 20 cs whiskey, 10 bbls mineral water, Hudson's Bay Co; 40 frames felt, 5 pcs chain, 3 csks chain, 15 cs vermonth, 5 cs mdse, order; 17 cs glass, Toronto Plate Glass Co; 5 cs glass, T Dunn and Co; 32 cs glass, 1 csk port lights, 1 bdl bronze, 80 kgs paint, 3 csks oil, 350 cs whiskey, 8 cs show cards, 240 kegs nails, order; 6 cs mdse, C E Tisdall, 55 cs brandy, Hudson's Bay Co; 6 qr csks sherry, 50 cs wine, W Urquhart; 200 cs ale, 10 pkgs brandy, Evans, Coleman & Evans; 15 cs champagne, 100 cs brandy, 6 cs do, W S Price; 4 rolls linoleum, Shelton & Co; 50 cs gin, order; 1 cs ore, 1 crate and 1 csk crockery, 1 cs oil, Rosenbaum &

Co; 4 cs sheet lead, Capt Gordon; 1 tank, 1 bx castings, 2 socket pipes, Vancouver Gas Co; 302 bxs Canada plates, order; 1 crate earthenware, T J Keellog; 1 csk oil, 1 crate glass, C E Tisdall; 1 cs effects, A W Dresser; 15 pkgs effects, J Crawford; 1 cs effects, W Darg; 3 crates earthenware, Creamer & Langley; 4 crates earthenware, 1 csk do, Gowens, Kent & Co.

For New Westminster—3 rolls lead, 24 bdl's iron, order; 40 cs ale, Bell-Irving & Patterson; 150 bxs glass, 8 cs iron, 1 cs hardware, Chipman, Morgan & Co; 11 cs glass, 12 pkgs do, Toronto Plate Glass Co; 3 cs effects, 8 cs galv'd iron, 10 bdl's iron, 50 bxs terne plates, 2 cs glass, 11 cs glass, 238 cs glass, 31 bars and bdl's iron, 1 csk chain, 512 bars and bdl's iron and steel, order; 2 cs glass, Chipman, Morgan & Co; 2 cs galv'd iron, Baker Bros & Co, Ld; 29 crts earthenware, Gowens, Kent & Co.

For Nanaimo—312 pkgs liquors, 2 cs galv'd iron, 10 bxs terne plates, 20 bxs tin plates, Baker Bros & Co, Ld; 12 crates earthenware, Gowens, Kent & Co.

BUSINESS CHANGES.

Geo. Lester, grocer, has opened in Victoria Crescent, this city.

A. F. Turner contemplates opening in stationery and toys in Victoria.

Kelsall & Cotton, fish dealers, Nanaimo, have sold out to Forrester & Scott.

Smith & Haynes, bakers and grocers, Nanaimo, estate for sale by tender.

The Hamilton Powder Company will start a branch warehouse in Vancouver.

Hill & Norgate, general store, Northfield, have been closed by mortgagees, Cowan & Wilson.

The brickyards of the Port Haney Brick, Tile and Terra Cotta Co., Ld., are advertised for sale by tender.

The business of the late firm of T. L. Brown & Co., Nanaimo, has been taken over by the Box Clothing Co.

Green & Blackie purchased the stock of Geo. Ritchie, grocer, New Westminster, 50c on the dollar at sheriff's sale.

Harry A. Lyle, late city traveller for Cowan & Wilson, left Saturday evening for his old home St. Stephen, N. B.

Mr. A. D. Westman, representing the Hobbs Hardware Company of London, Ont., has been in the city for the past week.

H. H. Lennie, stationery, fancy goods and musical instruments, New Westminster, advertise stock and goodwill of business for sale.

W. S. Hampson & Co., dry goods, Victoria and Nanaimo, advertise closing out Nanaimo branch and confining attention to Victoria business which is being enlarged.

Hill Bros. intend starting a saw mill with a capacity of 20,000 to 30,000 feet per day on Wilson Creek, near Eldorado City, West Kootenay. The price of lumber there at present is \$100 per M.

Andrew Shaw, electric light works, Nanaimo, was closed by mortgagee, A. Haslam, on a claim of \$12,000, and assigned to J. H. Simpson. Liabilities, \$40,000; assets, the electric light plant.

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The British Columbia Fire Insurance Company, Victoria.

The Royal Canadian Packing Company, Skeena.

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COMMERCIAL SUMMARY.

The rich discoveries of mineral in the district around Kamloops continues to attract miners and capitalists.

The Nanaimo Waterworks Co. prohibits any person attaching hose to its water system for the purpose of watering gardens, lawns, etc.

The British Columbia members are greatly dissatisfied at the small amount granted for the Albert Head quarantine, \$30,000 at least being required to make the station effective.

The Department of Marine has notified the city of Vancouver that no formal permission is required for running a tunnel under the Narrows. The work will be proceeded with at once.

Mr. T. B. Pearson, of Victoria, has taken charge of the store known as "The Box," Nanaimo, Mr. T. L. Brown, the late proprietor, having accepted the offer of 50 cents on the dollar for the unsecured creditors.

The Toronto *Globe's* London cable says: At the English markets the trade is slightly slack. Prices are still below the figures of the same week last year, but show no further fall. A fine lot of Canadian cattle met the best trade of the season, in some cases fetching 64 shillings per hundred.

There is almost a panic in Irish securities, including railway and bank stocks, owing to the fear that Home Rule will gain the day in the coming election. Bank of Ireland stock is offering at 30s, or £6 less a share than on Saturday and purchasers are hard to get at that, while Irish railway securities are falling rapidly. There is a general sense of insecurity as to Ireland's future.

Speaking of the closing of the Union mines the Nanaimo *Free Press* says: "The closing down of the Union mines at Comox came as quite a surprise to most of the employees, and they are unable to give any explanation of the sudden action on the part of the management. That it was entirely due to the state of the coal trade seems improbable. Those who are in a position to know are unwilling to speak about the matter, and reply, when asked any questions, that they know nothing about the matter."

The Ontario Bank report given at its annual meeting June 21, indicates a satisfactory condition of affairs. The profit on a capital stock of \$1,500,000 was \$132,000, and \$35,000 was added to the Rest, which now amounts to \$315,000. The deposits totalled up to nearly \$5,000,000, whilst the discounts amounted to \$5,800,000. Sir William Howland, in his brief report as President of the Bank, agrees with the General Manager of the Bank of Commerce regarding the greater activity and prospects of the lumber trade, and as to the mistake made by our farmers in holding back a portion of last year's grain crop as so many did, hoping no doubt for the better prices which never came.

The *Monde* of Montreal says: "The Government is in need of money. Why should it not sell all its properties in Quebec, Montreal and elsewhere which yield no profit whatever? Our ministers

are there to liquidate the insolvent estate of the Mercier regime. It is their duty to dispose of all the assets of the estate, in order to pay the largest possible amount to the creditors, and without burdening too much the shareholders, who are all the taxpayers in the Province. The Chateau de Ramezay and the Government offices on St. Gabriel street would realize nearly a million dollars for the treasury, if they were sold."

Among the items in the Supplementary Estimates laid before the House of Commons, June 27, are the following for British Columbia:—Assistance to rebuild Coqualestha Home, Chilliwack, \$2,500; provision for ten pupils at \$60 each at the Girls' Industrial School at Port Simpson, \$600; Albert Head quarantine, \$5,000; Victoria military buildings, including the Macaulay Point battery, \$4,000; Marine Hospital alterations and improvements, \$2,000; Vancouver public building, \$9,000; Columbia River, protection of the bank at Revelstoke, the Revelstoke Smelting Company providing a similar amount, \$2,500; Fraser River, improvement of navigable channel, protection of the south bank of the river at Miller's Landing and Sumas, to complete, on condition of the parties interested giving a like amount, \$5,000; Esquimalt Caission Chamoer, repairs, \$4,500; repairs to the steamer Quadra, \$15,000; steamship service between Nanaimo and Victoria, tri-weekly, and between Comox and Valdez Island, twice per week, stopping at intermediate stations, \$6,000. Among the miscellaneous items are:—World's Fair expenses, \$100,000; Behring's Sea expenses, \$60,000; monument to the late Premier, \$10,000; gratuity to Mrs. Mackenzie, \$1,000, being the amount of her late husband's indemnity.

DISCUSSION WITH CONSUMERS.

An exchange remarks that there is no greater mistake made by salesmen, more particularly the younger class, than that of trying to convince their customers they are wrong and hold fallacious and foolish ideas regarding goods, business methods or general topics. It may be possible to show a man plainly that he has advanced arguments totally inconsistent with good common sense, but it is altogether probable that when he is convinced he will be your heartfelt, if not outspoken enemy. The salesmen should learn, as one of the most important lessons tending to bring success, that he is not a talking encyclopedia for the free dissemination of knowledge, and that he wastes the time of his employer and drives away trade by trying to become a public teacher.

Treat your customers courteously and advance any idea you may have in opposition to theirs which relates to your business welfare, but remember that it doesn't injure or affect your dealing with them if they entertain ideas on general topics entirely foreign to your own.

Nothing is more disgusting or annoying than to wait to be served while a tardy clerk argues religion, politics or something of less importance with his last customer.

Remember that business is business, and should be transacted in business hours; leave your debates and arguments to some idle time.

A MODERN NOAH'S ARK.

Several citizens of Portland, a dozen or so years ago, says the *Oregonian*, joined in a trading voyage to the Sandwich Islands on the bark *Edward James*. They loaded her, "or him," with a general cargo, consisting of lumber, live stock, salt, salmon, hoop poles, dried apples, hard cider and some live bears. One of the party had heard that cats were in great demand at the islands, and determined to make a small venture in felines. He offered the boys twenty five cents each for all the cats they might bring. Portland boys were the same then as now, only more so, if possible, and the city was raided and cats captured till there were over a hundred brought aboard. They were dumped down the hatchway into the hold with the bulls and bears, and they caterwauled, and the maidens and madams who had been robbed of their favorite tabbies wept and wailed as the good ship sailed from the shores of America. When out on the raging deep, a dreadful storm arose, and naturally the ship was tossed about in a fearful manner. The bears on the lower deck broke loose, and amid the horrible howlings, proceeded to devour the bulls, who roared like lions, and there was pandemonium broken loose in the bowels of the ship. Capt. O'Brien, well known here, went down into the lower regions to shoot the bears to save the cattle. The place was dark, but in all directions gleamed the glaring, greenish eyes of scared and enraged cats. To make a long story short, a bear was killed, a lot of cats thrown overboard, and the vessel was fifty-seven days in reaching Honolulu, which she should have reached in seventeen days.

U. S. FOREIGN TRADE INCREASED.

The *Cincinnati Price Current* says: When it became evident about a year ago that Europe would have short crops and be compelled to buy of this country, where there was a prospect amounting to almost a certainty of bountiful yields of breadstuffs and almost everything else, it was contended in some quarters that Europe would be so impoverished by having to spend so much for grain that she would curtail on other articles, so that while we might realize an increase on the grain we had to sell we would lose trade in other articles, therefore we could realize little, if any, benefit from our abundance. This theory was contrary to past experience, but there was some apprehension that there might be some truth in it. The report of the Bureau of Statistics of our foreign trade for ten months from July 1, 1891, to April 30, 1892, shows that our foreign commerce expanded in nearly every branch. Thus the exports of wheat and all other breadstuffs not only greatly exceeded the corresponding time last year, but were about \$145,000,000 larger than the average for the last five years. The exports of cotton were about the same as last year in quantity, but the value was less on account of the lower prices prevailing, although it is \$12,000,000 more than the average for five years. The output of provisions fell below last year, but the value was nearly \$20,000,000 in excess of five years' average. The exports of all domestic

commodities for the ten months reached the large aggregate of \$884,000,000 in round numbers, which is nearly \$125,000,000 more than last year, and exceeds the five years' averages about \$217,000,000. This is anything but disastrous to this country, and we could probably repeat the experience with equanimity.

THE SALMON OUTLOOK.

There have been no developments of any striking interest during the past week. The poor results of fishing on the Columbia river seem to confirm the estimates of the lightest pack made on that stream in a number of years. Old canners, men whose years of experience on the river give weight to their opinions say that the pack of straight Chinook salmon this year will not exceed 250,000 cases and it certainly is convincing evidence of the scarcity of fish when the canners make use of such inferior species of salmon as the blackback, the sockeye, the steelhead, and the many inferior varieties that in seasons of fair supplies of Chinook salmon can not be sold at the canneries at any price. Taking in all these inferior packs, the total output of the Columbia River canneries this year will not reach 400,000 cases.

As a consequence of the very light pack of strictly choice salmon, the packers are anticipating good prices for their product. We are of the opinion that the packer who looks to quality this year rather than to the volume of his pack will make the greater profit. The market shows that a calculating, discriminating trade may be expected. The strength of the situation is admitted, but no market is strong enough to carry inferior goods to the top prices paid for an excellent pack. Good Chinook salmon will have a good market. The inferior grades will have to take their chances.

The *Astorian* says: "The salmon season is drawing to a close. Less than two months remain to complete the pack. It was common formerly to stop work toward the end of July, but this year the canneries in Astoria and its vicinity will continue packing until the legal limit. There is some discontent manifested by the fishermen because pirates persist in fishing on Sundays, which, by law and custom, is an idle day. But the fishermen are too busy to give the matter much attention. From an Astoria point of view, the salmon situation is strong. Our packers feel the strength of their position and expect to gain by it. They will not be over-exacting, but they will expect fair prices for their pack, which, in quality, excels all other salmon in the market. No cannery here is forcing sales. The pack so far has been largely for New York, Chicago and San Francisco houses, which do a steady trade and require the best goods."

The New York market is in good tone. The large shipments recently made by sailing vessel were all sold to arrive and we are advised that they have been shipped already to trade centres back from the coast to markets of final consumption. The 70,000 cases shipped by the ship *St. Mark* which has just arrived in New York has all been sold. There are no stocks east in the way of the new pack. The foreign market is getting in better shape and the

confirmation of the anticipation of light packs this year will very materially strengthen prices.

Straight brands of Chinook salmon are firm in this market at \$1.35 for flats, \$1.60 for flats and \$1.60 for key flats.—S. F. *Herald of Trade*.

THE CHINA TEA TRADE.

When it is remembered that most of the China tea in London has been sold at exceedingly cheap rates during the season which is now closing—twenty to twenty-five cents a pound, and less—it is not surprising to hear that the merchants there intend this year to adopt a cautious policy, and to be careful not to plunge too deeply into it until other persons have satisfied their most pressing wants. This may not be until the second-crop teas are put up for sale at such rates as would accord with English values, which at the utmost stretch of the merchants' limit is, according to the *London Grocer*, "not above 1s. 0d. to 1s. 7d. per pound for the finest qualities;" and offers on this basis will no doubt act as a great shock to the ideas of the "heathen Chinese," accustomed as he has been to receive relatively fancy prices for his produce. London statistics of China tea are favorably only as regards the quantity on hand, which is exceedingly light, and of Congou only 14,934,050 lbs., in contrast with 25,404,400 lbs. last year, and 38,433,750 lbs. at the end of April in 1890. Reckoning that eleven months of the 1891-92 season have elapsed, the landings of all kinds of China tea since the beginning of June last have not been more than 60,000,000 lbs., in comparison with 69,407,550 lbs. in 1890-91, and 80,771,100 lbs. in the same period of 1889-90. The falling off in the supply within two years is thus shown to have been no less than 29,771,100 lbs., which no amount of reasoning can prove to be otherwise than serious, especially as a great part of this deficiency is reflected in the deliveries. These in the past eleven months have shrunk more alarmingly than in the present season, having been only 63,426,550 lbs., against 75,219,500 lbs., whereas the difference between that total and the corresponding one in 1889-90—when the delivery was 76,078,150 lbs.—was not more than 858,650 lbs.—*Canadian Trade Review*.

H. M. Phillips, corn merchant in Seething Lane, London, Eng., has been declared bankrupt. His liabilities are £183,162, and his assets are placed at £14,797.

The annual general meeting of the shareholders of the New Westminster Southern Railway Co. will be held at the secretary's offices, New Westminster, on Tuesday, July 17.

The Montreal city electric railway franchise has not as yet been given out. There are several competitors in the field, including an American syndicate which have offered the best terms to the city and are likely to get the contract.

Nearly all the orchards around Nanaimo have suffered from blight, and in consequence the crop of fruit promises to be limited. The hot weather is having a good effect on some fruit, although it will be late before it will be ripe enough to pick.

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VICTORIA, TUESDAY, JULY 5, 1892.

THE LATE HON. MR. ROBSON.

The Province has, for the third time, been called to deplore the removal by death of the leader of its government. Messrs. Smythe and Davie died while occupying the position of premier, and, since our last issue, Hon. John Robson, the first Minister of the Crown, has also been compelled to succumb to that adversary to whom neither the highest nor the lowest can say nay. Mr. Robson was a young, old man. He died full of years—68—and also honored by Her Majesty's representative, the Lieut.-Governor, and the public at large. Mr. Robson was a power in the land, and, as has well been said, during his administration has been the means of carrying out the most important public works the province has yet undertaken. Much has been said in the papers of the province and in fact of the rest of the province, as well as in those of other lands, as to the life history and life work of the deceased; but we cannot do better than reproduce the following extracts from an article written by Hon. D. W. Higgins, Speaker of the Legislative Assembly:

"Mr. Robson has been cut down in a moment of usefulness, and when the honorable ambition of a well spent life seemed about to be gratified. The highest honor was within his reach. Dead sea fruit! Just when his hand was extended to grasp it, the end came with a swiftness that reminds us of the uncertainty of life, and the vanity of all human hopes and expectations."

"The press of the province unite in saying that a true, able and good man has fallen—practically in the service of his country—at a moment when he was in the act of crowning the edifice of a long and honorable public career. The crofter scheme was to be the cornerstone of the structure which his ability and industry had reared to the honor of the province he loved so well and served so faithfully. As a politician, Mr. Robson was far-seeing and daring. He was one of the first men in the province to advocate the union of British Columbia with Canada. As a member of the Legislative Council prior to confederation, he advocated that union in the face of the large official element which constituted a majority of that body."

Mr. Higgins goes on to describe how the *Colonist*, owned and edited by him, and the *British Columbian*, owned and edited by Mr. Robson, advocated confederation, while the *Nets* favored annexation as a relief for British Columbia, which as a Crown Colony, was going to the dogs. He thus describes the situation in 1869:

"The yield of gold at Cariboo had fallen off and the bright anticipations based on that field had not been realized. Bankruptcy stared, not only the people, but the Government in the face. The country was

in a state of despair, not to say misery. The columns of the newspapers were crowded with notices of insolvency, sheriff's and mortgagee's sales. Confederation never seemed more remote than in the opening months of 1870." At the suggestion of Mr. Burnaby, at that time a prominent merchant of Wharf street, a coalition between the *Colonist* and *Columbian* was formed, Mr. Robson being chief political writer. The consequence was that very soon the official members of the Legislative Council who had previously been strongly opposed to confederation, became its most ardent advocates, and terms better than the country had reason to expect were obtained and accepted, British Columbia on the 21st July, 1871, becoming a province of the Dominion with responsible institutions as distinguished from the Crown Colony system that had previously obtained.

As a cabinet minister and leader of the administration, Mr. Robson was one of the most hard-working men the province ever had, which was only to have been expected from a man who, when he first came out to the coast, was not indisposed to work with his hands as a wood chopper, but whose energy and brains combined, step by step, made of him the most influential man in the land. He is at last enjoying that well earned rest which, however, it is not to be wondered at that his fellow-citizens, in view of his great abilities and services, only accord to him with regret. It may be said that he was a man from whom every British Columbian may well take pattern.

THE SEALING SEIZURES.

A few days since word was received from the North that the steamer *Coquitlam*, which had been sent up to the North to take supplies to the sealers and to bring down their catch, had been seized by the United States cutter *Corwin* because, it is understood, she was alleged to have been guilty of a violation of the American revenue and customs laws. Here it may be well to give the opinion expressed on this subject by Consul Myers, of Victoria, who is reported to have said:

"I regard the seizure of the *Coquitlam* as simply the result of an infraction of the revenue laws, and see no reason why there should be any international significance attached to it. The law requires that a vessel must report at the first port of entry, and in accordance with this the *Coquitlam* should have put in at Sitka and had her papers inspected by the proper officials. The law also says that any government has the right to send revenue officers aboard of any vessel which comes within twelve miles of the shore. These officers have a right to inspect the manifest and other papers, and in case there is anything unsatisfactory in them, the vessel is liable to seizure. The *Coquitlam* took a course such as if an American vessel had passed by the port of Victoria and begun to trade over in Vancouver, it not being a port of entry. Such a vessel would undoubtedly be seized. Another thing which must be taken into consideration is the fact that by receiving goods from the *Coquitlam*, the schooners have also come in conflict with the law, and have made themselves equally liable with the steamer."

Mr. Myers continued, that the case was very similar to that of the American tug *Mogul* some four years ago. Up to that time tugs had been allowed to tow up to

the three-mile limit, but the Canadian Government ruled that their jurisdiction extended to the middle of the straits. The tug was the first to come within the newly defined limits, and was, of course, seized. The matter was taken to the courts, and the judgment went against the owners of the tug. The consul repudiates the idea that the seizure can have anything to do with the sealing question; the courts will have to decide the issues.

It is certain, according to the statements of Collector of Customs Milne of Victoria, that there was no irregularity about the papers of the steamer *Coquitlam*. The Sealers' Association, as represented by their president, Captain Cox, believe that the steamer will be released on bonds and the issue fought out in the courts. They are impressed, however, with the belief that the commander of the *Corwin* was searching for a pretext upon which to prevent the transference of supplies to the sealing schooners, and this is borne out by a Washington despatch, which says that it was well known that Commander Evans had planned to capture the supply steamer and thus cripple the operations of the fleet.

To all appearances the *Coquitlam* was not in Behring's Sea when captured. Port Etches being an Alaskan port. No doubt it is possible that there has been some sharp practice in the matter, and that the officers of the cutters decided that if they could find a pretext to intercept the supply ship and prevent her transferring her stores to the sealing vessels, they would keep them out of Behring's Sea, and save themselves a good deal of trouble. There is a general conflict of statements as to the exact circumstances of the case. But it would appear certain that the *Coquitlam* was, as has been said, in harbor; and she is accused of having discharged part of her cargo while there; but this is most emphatically denied. Whatever may be the circumstances of the case, they must be thoroughly looked into. As for the sealers, some of them, it is said, are already on their way back, which seems to have been the whole object aimed at. When the facts all come down, as they no doubt will do by the next down-coming steamer, the public and all parties concerned will be better able to form their own conclusions.

BUSINESS AT A LOSS.

According to the addresses delivered by several of the eastern Canada bank managers within the last few weeks, business for the year, in both the United States and Canada, showed a considerable increase, much of it, however, without profit. There are, says a contemporary, too many people in business with not business enough to go round. Instead of seeking to get better profits, by which means a large number of traders might make a living and survive, every new comer cuts profits down, cuts away the ground from under his neighbor, helps to ruin him while working his own downfall, and often loses, in a few years, what trifling capital he himself had. It is time an end was put to this kind of business, for it means nothing short of ruination to the parties directly concerned and loss to many who are otherwise affected.

AN IMPORTANT JUDGMENT.

The following important decision was rendered by the Supreme Court of Canada under the "Settlement Act of British Columbia." The case at issue was that of Hagan and Waddington vs. The Esquimalt and Nanaimo Railway Co. By the Settlement Act certain lands in the Province, previously withdrawn from settlement, purchase or pre-emption, were thrown open to settlers, and it was provided that for four years from the date of the Act "it should be open to" actual settlers for agricultural purposes at the rate of \$1 per acre. Coal and timber lands were, however, expressly reserved. A part of these lands, which had been reserved for a townsite many years previously, had been granted to the defendant company as part consideration for the construction by them of a railway from Esquimalt to Nanaimo. Hagan and Waddington, claiming that the statute entitled them to a conveyance of these lands from the company, applied under the Pre-emption Act for registration of lots of 160 acres each, which was refused, and the refusal was confirmed by the Chief Commissioner. No appeal was taken to the Supreme Court, as the Act allows, but suits were brought against the company by each applicant for a declaration of his right to purchase the lands upon payment of the price, \$1 per acre, therefor. The Supreme Court of Canada, on appeal, affirms the decision of the Supreme Court of British Columbia, to the effect that the Settlement Act did not operate to open for settlement lands reserved, as these were, for a townsite; and that the applicants had never entered thereupon as actual settlers for agricultural purposes, but had express notice when they entered that they were not open for settlement as agricultural lands. The judgment is a most important one, and will be the means of setting at rest several suits of a like nature, which were pending, although there are those who say the issue will go to the Privy Council.

RECIPROCITY.

The deliverances of bank managers and their presidents are generally looked to by business men as being of very great importance, those officials having the best means available of acquainting themselves with the necessities of the case and the best means of providing for them. Mr. Walker, general manager of the Bank of Commerce, is considered to be one of the most farsighted and clearheaded of our financiers, and in consequence his observations at the last annual meeting of the institution of which he is the head are of considerable interest and weight. His references to the subject on that occasion indicate that he shares the notion that Canada desires that any new treaty that might be negotiated should be confined to natural products. "A treaty," he says, "that should be reciprocal in fact, and of mutual advantage, must necessarily embrace an important list of manufactured articles, and have secured to the United States a free or favored introduction of these articles into Canada as against the world." The United States in making a

treaty with one country does not debar herself the right to make a similar treaty with another country. There may be some articles which Canada could admit on these exceptional terms, but they would be few indeed, as they would have to be such as could not be purchased on better terms elsewhere. If the representatives of the two nations be got together, with a mutual desire to secure a treaty, something might be done; but, as the *Monday Times* says, the United States need not expect Canada to bind herself to buy only American manufactures, and to pay prices out of all proportion to their value, as measured by the competition of the world's market. This she is not prepared now to do, and there is not likely ever to come a time when she will be.

SOUND SHIPPING IN JUNE.

The *Seattle Post-Intelligencer* says that during the month of June sixty-six sailing vessels and thirty steamers, with an aggregate of 116,865 tons register, sailed from ports on Puget Sound and British Columbia for coastwise and foreign ports, with wheat, coal and lumber cargoes. Of the sixty-six sailing vessels, 16 sailed from Seattle, 14 from Tacoma, 8 from Nanaimo, 5 from Port Blakely, 4 from Hadlock, 3 from Vancouver, 2 from Departure Bay, 5 from Port Gamble, 2 from Port Ludlow, 1 from Whatcom, 1 from Burrard Inlet, 1 from Chemainus, 1 from Cowichan, 1 from Dog Fish Bay, 1 from Fraser River and 1 from Clallam. In the record of the lumber shipments are found: Vancouver, 2,660,350 feet; Burrard Inlet, 1,300,000 feet; Cowichan, 1,000,000 feet; Chemainus, 730,000 feet; Fraser River, 480,000 feet. The coal shipments were: Seattle, 15,500 tons; Tacoma, 27,180 tons; Nanaimo, 31,867 tons; Departure Bay, 12,420. Total, 86,967 tons.

MR. BLAKE.

Home Ruler, the Hon. Edward Blake, will soon be called upon to test his metal in the British House of Commons, that is, if he secures election; but it would be awfully funny if the constituency chosen for him to contest should decline to risk its suffrages in the hands of a colonist with whom its electors have no personal acquaintance and whose record—notwithstanding his distinguished abilities—show him to have been a great political failure. His natural temperament is such that he cannot lead others; he is of too imperious

a disposition, and there is nothing behind him too constitute him a driver. However well he may understand the affairs of Canada, and the Province of Ontario in particular, he cannot possibly be acquainted with all the details of the Irish question or of matters that are of paramount interest to the masses in England and Scotland, and he cannot harp on the one string all the time with success even though his instrument be an Irish harp. Mr. Blake may have and undoubtedly has advanced views on many subjects, but in the case of these advanced men who have any pretensions to common sense, not to say honesty and decency, their association with the the riper minds to be found in such an assemblage as that which sits at Westminster almost invariably tones them down and makes them wiser and better men. In the British House it is not special pleading and long drawn out periods that tell; but it is the calm deliberation that attends the expression of honest conviction that influences the vote. It has been claimed that Mr. Blake as a Canadian would be able to do excellent service to the Colonies in the Mother House; but if he be handicapped with Home Rule he cannot be otherwise than helpless in this particular. Blake can never be a Gladstone, even in the estimation of those by whom that gentleman is regarded as next thing to the great I Am.

A NEW GOVERNMENT.

Attorney-General Davie has been called upon to succeed Mr. Robson in the premiership and is gazetted as having formed an administration practically the same as the preceding one, the vacant portfolio being temporarily assumed by Mr. Davie. There can be no question that the new Premier is a man of great ability. Young as he is he has already made his mark. He has, moreover, all the vigor that is necessary to success, and there is, therefore, every reason to believe that he and his colleagues will heartily take up such legislative and administrative work as will tend to the public benefit. He was an eminently useful member of the late Mr. Robson's cabinet, sparing neither time nor labor in his work. The position he occupied in the House showed him to be the right hand man of the latter, and now in his advanced position, he will be able to exercise even more influence in the House and upon the country.

BRADSTREET'S SEMI-ANNUAL REPORT.

Bradstreet's list of failures in the Dominion of Canada and Newfoundland for first six months of 1892, and comparisons for first six months in 1891, as reported to Bradstreet's, were as follows:

PROVINCE.	NO. OF FAILURES.		ASSETS.		LIABILITIES.	
	1892	1891	1892	1891	1892	1891
Ontario.....	329	453	\$229,829	\$1,374,861	\$2,224,212	\$3,017,825
Quebec.....	305	327	117,631	167,231	3,121,811	4,523,226
New Brunswick.....	53	38	271,106	15,230	415,202	276,148
Nova Scotia.....	33	60	275,280	126,615	719,337	345,721
Prince Edward Island.....	5	7	48,100	5,220	85,000	73,100
Newfoundland.....	1	5	20,100	47,900	4,000	9,010
Manitoba.....	47	33	231,319	131,900	219,224	169,851
Northwest Territories.....	11	14	24,621	74,709	44,221	125,474
British Columbia.....	37	9	113,931	23,300	218,166	39,750
Totals.....	931	900	\$3,166,402	\$3,628,228	\$7,225,253	\$8,702,729

THE INSTINCT OF SUCCESS.

Every successful action in life requires a certain fixed set of motives, remarks an exchange. They are five in number: 1. A distinct object. 2. Confidence in one's ability to accomplish the desired result. 3. A sincerity of purpose. 4. A clear understanding of the relative value of things, aside from their intrinsic value. 5. An intimate acquaintance with the average conclusions of the average man—otherwise known as "human nature."

From these outlined motives spring the subdivisions, or details of character, which we term prudence, perseverance, honesty, fidelity, integrity, observation, experience, executive ability, comprehension, foresight and the like, all of which are simply the results of the general principles outlined above. These results or definitions of character are not in themselves matters of moment, except from their connection with the governing motives which produced them.

We are, it is true, daily reminded by "men of wisdom" that these terms of character are the rungs of the ladder which leads directly to real success. The young man who starts out in life with the determination to forge great success from his possibilities, and depends solely upon the application of prudence, perseverance, honesty and the like for support, will no doubt meet with the approbation of his fond parents and anxious friends, but his chances of eventually securing high success in any particular line are by no means assured. These worthy and highly commendable elements of character and conduct are of great value as details, but the men who to day command our respectful business admiration did not build their present standing upon these conditional factors.

To practically test the matter, place yourself, if possible, for a moment in the position of one of these self made and highly successful business men. Suppose then that you require a faithful clerk, and that "John Smith" applies for the coveted position. If "John Smith" can prove that he is prudent, persevering and honest and the like, and is able to attend to the details of the labor required, he will no doubt secure the position. Now, on the other hand, suppose that you require a working partner in your large and successful schemes, will a man of the calibre of "John Smith," the faithful and honest clerk, be your selection? According to a somewhat popular idea he naturally would be, but a little observation will show the contrary to be the actual result in large business life. The very burden of details which make "John Smith" invaluable as a trusted clerk render him unfit for the higher position. Seemingly this proposition is in conflict with the fascinating—how fascinating—story of the boy who, having faithfully run errands in a bank and refused the temptation to steal, was gradually promoted to the presidency of the same great institution.

Some presidents of banks and railroads, some owners of national mercantile concerns, some great manufacturers, were undoubtedly, in their boyhood, poor and obscure, and presumably faithful to the little tedious duties which formed their

daily tasks; but it was not the fact that they faithfully performed these duties which primarily led to their present high success. The real cause of their conspicuous success lies in the fact that, understanding the motives which underlie all successes, they were thereby able and willing to leave the tedious though necessary details of affairs to faithful subordinates. In fact one of the chief factors is their discretion in selecting men of a subordinate character who are faithful to details, thus preventing competition from within. Details are the spokes of the wheels—the support of the whole—but motive is the tire which binds them in a single group and turns them to success. The highly successful men of to day, with rare exceptions, commenced life on an entirely different line than that in which they are now engaged. They mastered the motives of success, and then simply harnessed the opportunity to the motive and rapidly won the race.

The fact that a loved president of the United States rose to the highest office in American politics from the humble station in life found on a "tow path" is no real encouragement for those who now walk that path; it is simply the example of the result which any man may achieve, in some line, who realizes the difference between the motives of success and the details of that success. Such a man, if health permits, can no more help being highly successful in what he undertakes than can water resist the force of gravitation, which is one of the "motives" of nature. Such a man can change from one business to another at will, and while in partial personal ignorance of the details of the particular business engaged in, will make a decided success of the venture.

The instinct of success is very keen in men of this class, and an opportunity, or danger, is seen and appreciated and its relative value determined long before its passing effects are even apparent to the average man. We daily meet men who have been successful in small matters at a loss to know how to take a step further, and their unconscious ignorance of the governing motives of high success leads them to the conclusion that "luck" is a prime element of further progress, and, acting on this erroneous belief, they take a few steps "in the dark," and invariably lose what little success they have already achieved.

Other men reach a certain point of small success, and finding that they can go no further in that line, come to the conclusion that the opportunity lies in another direction, and leaving their present surety step out into a different field of labor, and by prudence, perseverance and honesty again reach a small success, only to find themselves once more blocked in their further efforts to a higher plane of success—they have simply reached their limit.

The man who understands and can apply the motives of success will succeed in any line, or, failing to secure sufficient success in that line, will be able to turn his faculties to greater use in some other line where the possibilities are wider—plenty of room at the top.

In short, the man who views the detailed results of success is the man who will succeed to a limited point—the point which

determines the value of his efforts, while the man who secures high and growing success is the man who knows how to apply the general motives of success, and is thereby able to leave the working out of the details to "the other man."

If you do not wish, therefore, to be "the other man," study the motives rather than the results of business success.

WHEAT GROWING IN AUSTRALIA.

In discussing reasons why wheat growing is not paying the Australian farmer very well the London *Mark Lane Express* says: The freights are low considering the distance to Europe, but that distance remains enormous. It is 3,500 miles further than India, which is on the same route, and India therefore is chronically able to undersell Australia. Indian wheat used to be too inferior to compete, but it is now grown of so good a color and satisfactory a quality that No. 1 Bomoay and fine white Delhi cannot be ignored by Melbourne and Adelaide. California wheat does not always undersell Australian, but latterly it has done so by 1s. to 1s. 6d. per quarter. Australia, however, may always depend upon a certain market for her wheat, which at 37s. to 40s. has seldom lacked either French or English buyers. If Australia produced a fair return to the acre wheat would probably pay at this price, but with only ten bushels to the acre—a fivefold yield against our home yield of fifteen to twentyfold—the problem is undoubtedly difficult. Why the Australian average yield per acre is so low as it is, we have never clearly understood.

EUROPEAN FINANCE.

The great abundance of money in the leading European centres is a marked feature of the financial situation. To even a casual observer it must be apparent that business in European countries must be greatly depressed when the great banking institutions there have a plethora of funds which they cannot induce borrowers to take even at lower rates of interest than have prevailed for years. In London the Bank of England holds about \$135,000,000 in gold; this is slightly less than a year ago, but her minimum rate of discount is now only 2 per cent., against 5 per cent. a year ago, and the open market rate is quoted at 3 per cent., but borrowers obtain money for a day at a time as low as 1/2 per cent. per annum.

The Bank of France comes nearer controlling the money market in Paris than any other great bank does that of other countries, and endeavors to keep the rate of discount at 3 per cent., but even she has had to succumb to the plethora of money and has reduced the rate to 2 1/2 per cent. She is so careful of the interests of traders that she avoids changes whenever possible, but she holds about \$310,000,000 in gold and \$258,000,000 in silver, against \$258,000,000 of gold and \$254,500,000 in silver a year ago, an aggregate increase of about \$55,000,000.

In Berlin the Imperial Bank of Germany holds about \$20,000,000 in specie more than a year ago, and she keeps the rate of discount at 3 per cent., but the open market rate is 1 1/2 per cent., and thus there is an abundance of money everywhere which cannot be profitably employed.

POSTAL AND TELEPHONE CONSOLIDATION IN ENGLAND.

The London *Financial Times* says. The proposals for a reorganization of the telephone system of the United Kingdom, first advanced by Sir James Ferguson in a recent speech in the House of Commons, have now taken definite shape in a Treasury minute. The scheme as now formulated is obviously the product of negotiations between the three great interests concerned the Post Office, which has taken action because it held that its telegraph monopoly was threatened by the development of trunk line business; the National Telephone Company, which is the possessor at present of the only important trunk wire system; and the New Telephone Company, which promises to become an effective competitor of the National and which shares with it the great advantage of possessing a license for all the country—a privilege which is not to be further extended. In the outcome of these negotiations all interests appear to have received fair treatment. The Post Office consolidates its monopoly, while existing and nascent telephone systems receive substantial concessions in return for what is taken from them; and fresh competitors, while not excluded, are surrounded by such checks as will prevent their creation for blackmailing purposes, such as forcing the existing licensees to buy them up.

The existing trunk wires are to be purchased by the Government, and will form the basis of a national system under the control of the Post Office and bring in revenue by no means of a fixed tariff per message. It is distinctly stated as the intention of the Government that there shall ultimately be a complete system of communication between all the important towns in the kingdom, and to this end a submarine cable is to be laid down between England and Ireland. Moreover, the whole system is to be available, not only to the subscribers of the companies, but also to any member of the public who may choose to come to a post office for the purpose of using it. Telephonic communication other than local will thus be placed on the same footing as the existing telegraph service, and the alternative use of the one or the other will be governed by the circumstances of each case, and by the efficiency and rapidity of the Post Office Telephone service.

A prominent feature of the New Telephone Company's programme is the universal use of the twin wire or metallic circuit system, and this is absolutely enjoined as a condition of the grant of any fresh licenses. The National Company has not adopted this system, and holds, we understand, that it is not an essential condition of efficiency. It is, therefore, probable that the telephony of the immediate future in the United Kingdom will, to some extent, partake of the nature of a conflict between the advantages of the single wire system, with the National as its champion, and the twin wires advocated by the Duke of Marlborough's New Telephone Company.

From the point of view of the public, there can not be two opinions as to the merits of the scheme approved by "my Lords," though in certain minor details it may call for amendment. Persons in London and Manchester, for example, whether

telephone subscribers or not, will be enabled to communicate with each other at a few minutes' notice either orally, by telegram, or by express letter service, according to choice and to circumstances. The subscribers to one Company will be in direct communication with those of a rival Company in another town. The motto of "Every postoffice a telephone calloffice," will be in a fair way to fulfillment and the telephone, provided that the postoffice does its part with anything approaching to the energy which we might reasonably count upon from private enterprise endowed with similar facilities, will take the place in our social system to which its scientific and commercial value entitles it. Moreover, the public will have the benefit of reasonable competition. Factitious opposition will be excluded, and, as regards genuine rivalry, the increased facilities for turning the telephone to account will so increase the field of operations that there will be plenty of room, and the success of one company need not be at the expense of others. Telephone companies, like railways, when they get authority to establish exchanges will create fresh business for themselves, and the subscribers to a new one will not be at any disadvantage, as at present, compared with those of older undertakings.

A CHINESE PATENT MEDICINE.

A magazine writer gives the following translated extract from an advertisement in the *Shen Pao* of a "Fairy Receipt for Lengthening Life":

This receipt has come down to us from a physician of the Ming Dynasty. A certain official was journeying in the hill country where he saw a woman passing southwards over the mountains as if flying. In her hand she held a stick, and she was pursuing an old fellow of a hundred years. The mandarin asked the woman, saying, "Why do you beat that old man?" "He is my grandson," she answered; "for I am 500 years old and he ill; he will not purify himself or take his medicine, and so I am beating him." The mandarin alighted from his horse, and knelt down and did obeisance to her, saying, "Give me I pray you this drug, that I may hand it down to posterity for the salvation of mankind." Hence it got its name.

It will cure all affections of the five intestines and derangement of the seven emotions, constitutional debility, feebleness of limb, dimness of vision, rheumatic pains in the loins and knees, and cramp in the feet. A dose is $\frac{1}{2}$ oz. Take it 5 days and the body feels light; 10 days and your spirits become brisk; 20 days and the voice will be strong and clear, the hands and feet supple; 1 year and white hair becomes black again, and you move as though flying; constantly, and all troubles vanish and you pass a long life without growing old. Price per bottle, 3s. 3d.—*Br. and Col. Druggist.*

POINTS FOR THE TRAVELING MEN.

The upright traveling representative will be open and above board with the house, and will not conceal the slightest detail of his intercourse with the trade. The house should encourage this confidence, and to

that end it should be chary of criticism of such items of expense that may not be specially provided for, but may be shown to be expended for the house's benefit. I can imagine no valid excuse for the slightest prevarication in the matter of itemizing expenses; with the proper mutual confidence between the traveler and the house it can never be necessary. When it occurs the blame is not altogether on one side. To illustrate the how and why of this small piece of deception, I give a synopsis of a conversation to which I was recently a listener. One of the party was asked if his house was liberal in the matter of allowance for "miscellany." "No," was his reply; "they will not even allow for a cigar for a customer, and it's bad policy. Why only last evening I had worked a man my level best for an order, but without success. So giving up hope for the present, I determined to make an impression for the future. As he was closing his store I asked him over to have a game of billiards. We grew quite friendly, and after finishing the game I said: 'See here; my samples are in the next room, and while I do not expect to sell you a dollar's worth of goods, I would like you to look over what I've got. Perhaps you may see something you may want to order later on.' The result was that I sold him a nice little bill right on the spot. Now, if I should enter that game of billiards as an item of expense, there would come back the biggest kind of a howl." "Well, how did you get even? Didn't go down in your own pocket book to pay for the game, did you?" "Not much; charged it up 'bus and baggage. But I don't like to do that sort of thing."

The traveler will probably be frequently advised by a fellow-traveler how he should approach particular dealers. He will make a mistake, however, should he attempt to follow this advice. A special method which may be successfully worked by one man may prove a dismal failure when attempted by another. The traveler must have his own individuality, and the attempt to be somebody else will never succeed. And right here I may say it is not wise for travelers to discuss in public or on the train the peculiarities of their customers. Aside from the questionable taste of the practice, one never knows who may be listening.—*St. Louis Globe.*

It is rumored that Leguay, the director of the great Paris dynamite factory, has absconded. His accounts are said to be short 5,000,000 francs.

A bill is before the Quebec Legislature which is a very thoroughgoing effort in the behalf of early closing. It is rather too much so, in fact, and is a case of applying law where free will should prevail. It proposes to require that shops in cities and towns of more than three thousand inhabitants shall be closed every evening except Saturdays from 6 o'clock p.m. till 7 o'clock a.m. from the 1st of October till the 1st of April, and from 7 o'clock p.m. till 7 o'clock a.m. during the other months of the year. It provides for the imposition of a fine or imprisonment upon any merchant or clerk who, contrary to the proposed act, under any circumstances, sells any goods in any shop or its dependencies.

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	Smythc.	Sept. 29	Victoria	London	38,623	\$200,722	Feb. 23
Br bark	Callao	978	James	Oct. 6	Victoria	London	41,840	\$212,090	March 17
Br bark	Lebu	726	Worrall	Nov. 16	Victoria	Liverpool	30,900	161,424	April 6
Br bark	Itohesay Bay	750	Partridge	Nov. 18	A Westminster	Liverpool	32,690	158,533	April 5
Br bark	Wanlock	745	Cooper	Nov. 18	Victoria	Liverpool	29,916	157,743	April 19
Br ship	Titania	879	T. W. Selby	Jan. 15	B Westminster	London	22,368	107,919	May 10
Br bark	City of Carlisle	823	Kendall	Feb. 13	Victoria	London	21,574	113,885	

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

B. C. LUMBER FLEET, 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	8,265	March 18	47s 6d
Nor ship	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	B 942,986	9,193	March 25	60s
Am bark	Hesper	694	Sodergren	Feb. 20	Vancouver	Shanghai	C 716,183	7,781	April 23	50s
Br ship	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	D 834,937	7,093		42s 6d
Nor bark	Czar	1324	Christophersn	March 4	Vancouver	Adelaide	E 1,017,147	10,476	June 7	57s 6d
Nor bark	Agnes	844	Hofgaard	Feb. 20	Chemainus	Antofagasta	F 440,939	6,413		40s
Nor ship	Kathinka	1463	Klevenberg	March 12	Vancouver	Melbourne	G 1,142,212	9,251	May 28	60s
Chil bark	India	933	Funko	Feb. 22	Vancouver	Valparaiso	H 787,496	7,018		owners ac
Br bark	Glenbervie	800	Groundwater	March 24	Vancouver	Valparaiso	I 429,897	7,689		37s 6d
Br ship	British India	1199	Lines	March 31	Vancouver	Valparaiso	J 680,372	9,315		37s 6d
Am schr	W. H. Talbot	776	Bluhm	March 14	Vancouver	Tientsin	K 959,805	10,272	May 28	67s 6d
Am schr	Reporter	333	Dreyer	March 3	Chemainus	San Pedro	L 410,386	3,476	March	Private
Br bark	Riversdale	1453	Finlayson	April 25	Vancouver	Sydney	M 1,679,156	9,873		47s 6d
Br bark	Mistletoe	821	Smith	April 21	Vancouver	Wilmington	N 64,275	7,991		\$16 00
Br bark	Craigend	2218	Lewthwaite	April 18	Vancouver	Iquiqui-Callao	O 1,616,000	19,351		27s 6d & 30s
Br barktn	Toboggan	676	Porter	May 20	Vancouver	Wilmington	P 605,328	9,330		\$15 00
Br bark	Thermopylae	948	Winchester	June 2	Vancouver	Yokohama	Q 328,576	8,949		Private
Nor bark	ritzo	1678	Rolfson	May 21	Chemainus	Melbourne	R 902,544	8,072		45s
Br ship	Lurmah	1617	Newcombe	June 2	Moodyville	Valparaiso	S 1,284,049	9,883		35s
Br ship	Crown of Denmark	3029	Smith	June 24	Vancouver	Melbourne	T 1,690,300	15,435		37s 6d
Nor bark	Ursus Minor	905	Johnson	June 1	New Westminster	Sydney	U 482,019	4,393		37s 6d
Br ship	Karl Granville	1149	Stack	June 16	Cowichan	London	V 853,900			62s 6d
Chil bark	Antonietta	929	Flack	June 27	Chemainus	Valparaiso	W 824,361	9,015		owners ac
Ger bark	Palawan	907	Van Heuvel	July	Vancouver	Iquiqui	X			33s 9d
Chil bark	Leonor	801	Jenatsch	July	Moodyville	Valparaiso	Y 637,375	6,520		owners ac
Chil bark	Guinevere	960	Glennie		Chemainus	Valparaiso	Z			owners ac
Am bktn	Robert Sudden	555	Ulberg		Vancouver	Valparaiso				40s

A—Also 2,389 bbls lath and 5,550 bbls pickets. B—Also 41,130 ft pickets and 943 bbls laths. C—Also 38,741 ft t & g flooring. D—Also 1,053 bbls laths. E—Also 157,070 ft t & g flooring and 50 bbls laths. F—Also 8,269 ft pickets and 127,170 laths. G—Also 61,693 feet pickets and 23,020 feet laths. H—Also 49,916 feet t & g flooring and 1,015 bundles laths. J—Also 183,494 feet t & g flooring. I—Also 204,913 feet t & g flooring. K—Also 77,550 laths and 75,100 feet pickets. L—Also 60,000 shingles. M—Also 192,000 feet t & g flooring. N—Also 275,000 shingles. O—Composed of 61,157 feet t & g flooring, 9,809 feet deck plank, 1,210,033 feet rough and 31,860 laths. P—Also 85 spars and 300 tons coal for Hong Kong. Q—Also 687 bbls pickets and 1,130 bbls lath. R—Also 7,060 pickets and 72,810 laths. S—Also 2,715 bbls laths and 1,330 bbls pickets. T—Composed of 486,361 feet rough and 151,011 feet t & g flooring. W—Also 40,900 laths and 5,180 pickets.

SHIPPING INTELLIGENCE.

The Colorado sailed from San Francisco June 30 for Chemainus.

The steamship Phra Nang sailed from Victoria July 2 for the Orient.

The Palawan will finish loading lumber for Iquiqui early in the week.

The Antonietta sailed from Royal Roads June 29 for Valparaiso, with lumber.

The Hindostan arrived at Moodyville July 4 to load lumber for Valparaiso.

Br. bark Zebina Gowdy, 1,087 tons, Capt. Manning, sailed from Mollendo May 28 for B. C.

Capt. R. H. Jones has been appointed a Vancouver pilot, vice Capt. Urquhart resigned.

The British bark Martha Fisher, 811 tons, now on the way from Liverpool, has

been chartered for salmon by R. P. Rithet & Co., I. d.

The British bark Irvine, 665 tons, Capt. Jones, sailed June 29 for Astoria, under charter to load salmon for the United Kingdom.

The British bark Fredrick, 850 tons, has been chartered for salmon to London at 35s. by Robert Ward & Co., I. d., for September and October loading.

The Chillian bark Guinevere, 960 tons, Capt. Glennie, from Antofagasta, April 20, arrived at Victoria July 4, to load a return cargo of lumber at Chemainus on owner's account.

The Empress of China, due the 7th, has 100 tons cargo for Victoria, 100 tons for Puget Sound ports, 500 tons for Portland, 1,800 tons for San Francisco, and 1,000 tons for eastern cities.

The American barkentine Robert Sud-

den, 565 tons, Capt. Ulberg, sailed from San Francisco June 21 for Vancouver, under charter to load lumber for Valparaiso for orders at 40s.

The Chillian bark Leonor, 801 tons, Capt. Jenatsch, finished loading at Moodyville on June 30. Her cargo is composed of 486,361 feet rough lumber and 151,011 feet T and G flooring; total, 637,375 feet; value \$6,520. She will sail for Valparaiso early in the week.

The entire Chinese portion of Kamloops was burned out last Wednesday. Twelve stores and twenty houses were destroyed; damage \$30,000.

The Inland Revenue and Customs returns have been held over this week, but will appear in our next issue in connection with other interesting Provincial statistics.

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TONS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ss	Bushmills	1788	Yenning	April 13	H Liverpool	Vancouver	Baker Bros. & Co., (sd)	83
Br ship	Ben Nevis	1161	Gliddell	Feb. 13	B Glasgow	B. C. ports	R. Ward & Co. and C. G. Johnson & Co.	143
Br bark	Martha Fisher	111	Meadowcroft	Feb. 27	O Liverpool	Victoria	R. P. Rithet & Co (Ltd)	130
Br bark	Chill	678	McKenzie	May 27	E London	Victoria	Bell-Irving & Paterson	71
Br bark	Eritrea	1069	Serra	Dec. 7	P Iquiqui	Burrard Inlet	Turner, Becton & Co.	39
Br ss	Batavia	1628	Hill	June 11	K Hong Kong	Victoria	R. P. Rithet & Co., Ltd	24
Chil ship	Hindustan	1543	Welch	May 7	M Valparaiso	Moodyville	R. P. Rithet & Co., Ltd	59
Br bark	River Ganges	642	Budgo		F Rio de Janeiro	Victoria	Findlay, Durham & Brodie	
Br. SS	Palmas	1500	Taylor		G Kobe	Victoria	F. C. Davidge & Co.	
Chil. ship	Atacama	1235	Caballero	May 13	G Valparaiso	Moodyville	R. P. Rithet & Co., Ltd	53
Br. SS	Mascotte	2113	Ross		J Kobe	Victoria	F. C. Davidge & Co.	
Br bark	Lebu	725		May 29	Liverpool	Vancouver		37
Br SS	Empress of China	3003	Archibald	June 18	Hong Kong	Vancouver	C. P. S. S. Co.	17
Br bark	Nineveh	1174	Broadfoot		D San Diego	Vancouver		
Br ship	City of Quebec	709	Carnegie	June 7	Callao	Royal Roads		23
Am ship	Eclipse	1536	Peterson	June 10	Guaymas	Nanaimo		25
Br ss	Empress of India	3003	Marshall		Hong Kong	Vancouver	C. P. S. S. Co	
Br. ss	Loosok	1604	Benson	June 18	Hong Kong	Victoria	R. P. Rithet & Co., Ltd	17
Am. ship	George Skollfeld	1276	Dunning	June 12	N Yokohama	Vancouver	C. P. R. Co.	23
Br bark	Frederick	851			C Victoria	Victoria	Robert Ward & Co., Ltd	

P—Via Lebu. To load lumber for Valparaiso on owners' account. A—Chartered to load grain on Puget Sound. F—Passed Deal May 29, chartered for salmon to London. F—Chartered for salmon to London at 37s 6d. To arrive in September. H—Via Corinto, Nicaragua. June 7, sailed from Coronel. G—Via Honolulu. K—From Yokohama June 21 for Tacoma. D—Lumber to Sydney on owners account. M—Lumber to Valparaiso on owners account. C—Salmon to London at 35s, September and October loading. N—Cargo of 2,500 tons tea. O—Chartered for salmon to U. K.

FREIGHTS.

Lumber freights are unchanged since last week. Tonnage is plentiful on the coast and demand is light. Lumber freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 40s; direct port West Coast South America, 37s 6d; Sydney, 30s; Melbourne, Adelaide or Port Pirie, 37s 6d to 40s; United Kingdom, calling at Cork for orders, 57s 6d; Shanghai, 47s 6d; and Yokohama, 42s 6d, both nominal.

Grain freights from San Francisco to the United Kingdom show a drop since last week. The last charter was made at 26s 5d, with usual options; 32s 6d is quoted for September loading; from Portland 32s 6d, and Tacoma 33s 9d, both for immediate loading.

Coal freights are quoted: Nanaimo or Departure Bay to San Francisco, \$2 to \$2.25; 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 36s.

The Nakusp Land and Improvement Co., Ltd., have been incorporated with a capital stock of \$10,000. The trustees are E. Rand, E. P. Davis and D. McGillivray, of Vancouver.

FOREIGN COAL SHIPMENTS.

The following are the foreign coal shipments for the month of June:

New V. C. Co	30,012
Wellington	14,314
East Wellington	965
Union	8,965
Total	54,316

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending July 2:—

Date.	Vessel and Destination.	Tons.
25.	Wanderer, str., Port Townsend	15
25.	Commodore ship, Wilmington	3,126
27.	Wilmington, str., Portland	132
29.	Bertha, str., Dutch Harbor, Alas.	645
29.	Oregon, bark, Wilmington	2,324
29.	Phra Nang, str., China	416
1.	Queen, str., Alaska	530
2.	Louis Walsh ship, San Francisco	2,300
Total		9,578

VESSELS IN PORT.

(July 4, 1892.)

VICTORIA.

British bark Lizzie Bell, 1,036 tons, Capt. Lewis, arrived April 24 from Liverpool, laid up. R. P. Rithet & Co., Ltd., consignees.
Am. bark Robert Sudden, 585 tons, Capt.

Ulberg, from San Francisco, to load lumber at Vancouver for Valparaiso.
Chil. bark Guinevere, 960 tons, Capt. Glennie, from Antofagasta, to load lumber at Chemainus for Valparaiso.

VANCOUVER.

Ger. bark Palawan, 967 tons, Capt. Van Heuvel, arrived June 12, loading lumber for Iquiqui.

MOODYVILLE.

Chil. bark Leonor, 801 tons, Capt. Jenatsch loaded with lumber for Valparaiso.
Chil. ship Hindostan, 1,543 tons, Capt. Welch, arrived July 4, to load for Valparaiso.

NANAIMO.

NEW V. C. CO'S SHIPPING.

Ger. steamship Romulus, 1,722 tons, Capt. Berendt.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	3	2,591
Vancouver	1	967
Moodyville	2	2,344
Nanaimo	1	1,722
Total	7	7,614

Lee & Fraser have been appointed city agents of the North American Life Assurance Co.



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Manufactured Solely under the Super-
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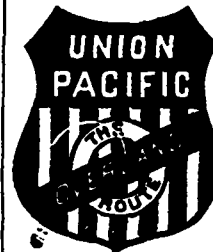
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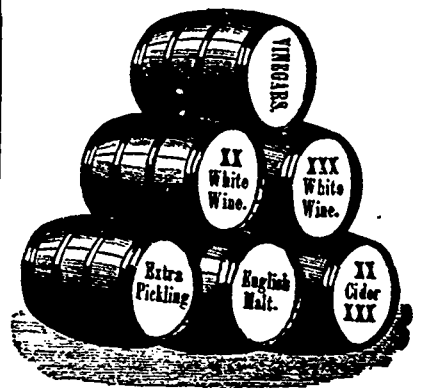
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