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Vol. 11.

VICTORIA, B. C., TUESDAY, MAY 10, 1892

No. 9

WEILER BROS. NATIONAL

Fine New Oak Bedroom Suites, Elegant Oak Sideboards, Artistic Oak Hall Stands. Beautiful Oak Secretaries.

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Delta Canning Co's Maple Leaf Brand. Laidlaw & Co's Dominion Brand. Wellington Packing Co., Wellington Brand. Harlock Packing Co's Brand.

NORTHERN AND SKEENA RIVER:

Wannuck Packing Co's Rivers Inlet Clipper Brand. Standard Packing Co., Skeena River, Neptune Brand.
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Estimates Furnished for all Ports in B. C. Complete Appliances for all kinds of Stevedoring.

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appopuver. Exitish Columbia

INLAND REVENUE AND CUSTOMS.

(OFFICIAL REPORT.)

INLAND REVENUE RETURNS Victoria Division-Comprising all Vancouver Island:

The Inland Revenue returns, for the month of April, at the port of Victoria, were as follows:

INLAND REVENUE.

INDAND RESTRUCTS	
Spirits	3.301 25
Cigars Petroleum inspection	1,006 20
Total	\$12,812 21
WAREHOUSED, EX-WARF	
Spirits 5,308.95 p. gals 3,345. "Exp. Malt 178,411 lbs 160,411	77 83
Malt 178,411 lbs 160,411	lbs
Tobacco., 15,627 154 13,205	108
Raw If tob. 1,195 lbs 1,195	
Cigars 41,050 33,950 Balances remaining is warehouse	: 1
Spirits 8.737	i.56 P. gals l
Malt	lbs
Manufactured Tobacco . 3,632	3 " [
Chenry	139 700 L

Cigars..... Vancouver Division - Comprising the

Mainland of B. C.: INLAND REVENUE RETURNS

For the month of April, 1892:

The statement of Inland Revenue re. turns at the port of Vancouver for April. shows the following:

WAREHOUSED.

Spirits Malt		2,713.5 . 80,681	
Raw Leaf Tol	bacco	1,195	lbs

BALANCE IN DOM

BABAACE IA BOAL	
Spirits Malt Tobacco	10.471.43 pf gals 20.886 lbs 5,754 "
COLLECTIONS.	

COMMETICAL.		
Spirits\$	3,832	13
Malt	1,651	76
Cigars	473	10
Tobacco	2.548	12
Cigars Tobacco Petroleum Inspection	150	50
Total	8,653	91

NEW WESTMINSTER. Imports and exports for month of April,

1802:		
IMPORTS FOR THE MONTH.		
Dutiable	19,456 (uo I
Free	21,162 (00
Total imports	10 618 (No
Total imports	7.149	śί
Other revenues	121	22
Total collections	7,270	83
EXPORTS FOR THE MONTH.		
The mine	352	
The fisheries	3,728	00
Manufactures	752	00
Total exports	4,832	<u></u>

(NON-OFFICIAL)

The following are the Nanaimo cu	isto	me
returns for April, 1892:		
Import Duty	4,997	85
Sick Mariners' Dues	70) ((
Oil Inspection Miscellaneous	- 50	00
Miscellaneous	1	7.5
•		_

Value of imports for	Ms		\$5,089	60
Goods dutiable Goods imported free			 \$16,968 975	00
Total		• •	 \$17,971	00

warehouse at Nelson after July 1.

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE. Tuesday Morning, May 10.

VICTORIA.

Business is opening up nicely as the fine weather approaches, but the past week has not been as active in business circles as is generally expected for the first week in May. A great many of the clothing and dry goods travelers who have been in the province have returned east, and all of them have been much disappointed with the orders taken. The clothing men fared hard, for their order are said to be only from 25 to 30 per cent. This is due of what they were last year. mainly to the fact that business in the clothing and furnishing lines is being overdone in the coast cities, and the past mild winter and the present backward spring all tend to lessen the demand. Last summer large stocks were laid in, in expectation of a good fall trade, which was not realized. The same state of affairs to a great extent exists in the dry goods trade.

Payments on the 4th are reported as fair. Hong Kong exchange is quoted at 70c for Mexican.

FRUITS AND VEGETABLES.

The following are the receipts of fruit and vegetables from San Francisco by SS. Walla Walla on Saturday May 7: For Victoria-152 bxs oranges, 21 bxs lemons, 54 crates bananas, 52 crates cabbage, 131 sacks potatoes, 1 cs asparagus, 9 cs peas, 1 cs beans, 10 sacks onions, 3 cs vegetables, 16 pkgs containing 40 drawers strawberries and 25 pkgs containing 85 bxs cherries. Total, 475 cases. For Vancouver-02 bxs oranges, 10 bys lemons, 31 crates bananas, 23½ crates cabbage, 4 bxs asparagus 1 bx rhubarb, 3 cs peas, 4 cs beans, 23 sacks potatoes, 5 sacks peanuts, 2 sack cocoanuts, 1 bx pineapples, 10 sacks nuts, 5 bxs dates. 12 pkgs containing 33 bxs cherries. Total, 197 cases. Grand total, 672 cases. The receipts by the previous steamer were 511 cases. New potatoes are coming in freely and prices have declined to per lb. since last week. Strawberries are also being received in large quantities, and the price has dropped 10c. The supply of cherries has considerably increased, and white cherries are quoted at \$1.75 a box and black \$2.50, a box. Good navel oranges are a little stiffer in price this week, and California lemons are also reported firmer. New red California onions are on the market at 2½c per lb. Pineapples are quoted at \$6 a doz., and cocoanuts at 90c a doz. Old potatoes are firmer and a scarcity is reported on this market. The quotations are: Oranges-Riverside seedlings, \$3 to \$3.50; navels, \$4.75 to \$5.50; Los Angeles, \$2.75; California lemons, \$3.50 to \$4.75; Sicily lemons, \$5.75; bananas, \$3.50 to \$4.00; cabbage, 2c per lb.; asparagus, \$2.75 per box; apples, \$1.75 to \$2 per box; potatoes, \$17 to \$18 per ton: rhubarb, 5c; cranberries, \$3.75@4 per box; new potatoes, 13c per lb; strawberries. \$1.00 a drawer; cherries-white, \$1.75 per box, black, \$2.50 per box; red California onions, 21c per lb.; pineapples, 86 a doz.; cocoanuts, 90c. a doz.

The Cutting Packing Company's circular. The Hudson Bay Co. will have a bonded San Francisco, just issued, contains the following: Fruit .- There is very little

change from the condition of affairs reported in our last issue. The weather throughout the coast has been cold and rainy, retarding the buds and keeping them back so that there is now little danger of their reaching maturity at too early a date, and it is now improbable that any frost can injure them. Taken altogether, the crop looks very favorable for a large quantit :nd fine quality throughout the state. Both export and domestic trade has continued very dull, except for a transient spurt, during which about 25,-000 cases of seconds changed hands from the packers to Chicago buyers at very low floures. Evidenty there are too many of his quality still in first hands to warrant their being all taken in by speculators. and we still feel that " the end is not yet," as to this class of goods. As stated before, there is neither profit to the packer nor good reputation to the state in manufacturing and distributing this class of goods. and the sooner they are climinated from our packers' lists, the better for all concerned. As it is now, the coast is rapidly approaching the condition of canners so long existing in the large packing centres of the east, where the standard has been ruinously lowered until the quality of the greater part of the output there is of the poorest. The best argument against such a course on this coast, is the fact that the seconds can always be purchased here at the buyers own price, while extras and the higher grades of standards always command a good figure.

GROCERIES AND PROVISIONS.

The following are the receipts of California butter by the steamship Walla Walla on May 7 from San Francisco :- For Victoria-55 cs, 6,370 lbs.; 44 kits, 1,320 lbs.; 18 tubs, 1,160 lbs.; total, 8,850 lbs. For Vancouver-2 cs, 240 lbs. Grand total, 10,000 lbs. The receipts by the previous steamer amounted to 11,530 lbs. There is considerable packing now going on in California, but it has not yet commenced in earnest, and not enough is being done as yet to absorb the surplus stock. As it progresses stocks will decline, and there will no doubt soon be a firmer tone to the market. The local market is stronger and prices have been advanced from 1c to 13c per lb. California fancy roll is now queted at 26c. There is very little of the old stock of eastern creamery and dairy on the market. A car of eastern Canadian eggs was received by a local wholesale dealer, and are quoted at 18c to 20c per dozen. Iowa eggs are quoted at 19c.

Sugar quotations by jobbers are as follows: Granulated, 5gc; extra C, 5gc; yellcw, 47c; golden C, 42c.

Meats are reported stiffer, but no advance is advised in local prices.

Quotations are: Hams, 14c per lb.; breakfast bacon, 14c; backs, 13c; short roll. 11ic; long clear, 11c; pure kettle lard, 50 lbs, 13c; pure steam do., 12c; lard compound, 101@111c; lard tins, 121@131c. 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.

PLOUR AND FEED. There was a drop in Manitoba and

Oregon flour last week, which are both due to the large stocks of wheat in the country. With the jobbers Ogilvie's Hungarian has declined loc per barrel and Strong Bakers' 10c. The Hudson's Bay Co. have also lowered their prices in sympathy. Snowilake and Benton County, Oregon, flour has declined from \$6 to \$5.75 and Royal has declined 5c. Feed, bran and shorts continue firm, as demand is fully up to the supply.

The Commercial Review says the flour market remains about the same, with a slightly increased output for the week. Mills are resuming operations all over the Northwest on account of decline in wheat. There is little doing outside of the local call, which continues steady. Quotations show no change, standard brands being quoted at \$4.25 to \$4.30 per barrel, inferior \$3 to \$3.75. The oats market ruled firm and more favorable to sellers. The local demand shows quite an improvement. Quote 40c to 42c for common to fair, and 43c to 45c per bushel for good to choice.

The Columbia Flouring Mills quote: For Enderby flour in carload lots, Premier, \$5.50; XXX., \$5.30; Strong Bakers or XX., \$5.00; Superfine, \$4.00. Quetations to the trade are:

						• -				_	
Delta, Vi										_	00
Lion,								50		-	00
Premier,	Ende	rby n	illi					85		_	00
XXX.,	**	•	٠		• • • • •			55	_	0	00
XX.,				•••	• • • •	•••	5	25	Œ	5	50
Superfine	• "	•						25		4	50
Ogilvio's	Hung						5	85	Œ	0	00
" !	stron	g Bak	er	s		•••	_	50	٠.	-	00
H. B. C. 1							_	85		-	00
Benton C							5	75	Œ	0	00
Snowflak							5	75	Œ	0	00
Portland							5	75	œ	0	00
Royal				••••	••••	•••		45			00
Wheat, p											UQ.
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Oil cake r											
Chop feed											
Shorts											
Bran						•••	26	00	0	27	50
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Cracked										50	00
Hay, per									٠.		
Straw, pe								25			00
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There are no clearances to report since last week. The British ship Barunga, 1,030 tons, Capt. Mayne, from San Diego, arrived in Royal Roads May 9, for orders. She is chartered to load lumber for Australia, but rate is private, and loading port and destination are not yet known. The Earl Granville commenced taking on cargo at Cowichan on Monday. There are seven vessels loading lumber at British Columbia ports for foreign, and three vessels are on the way under charter for lumber. The Eritrea left Iququi December 7, and is expected shortly at Moodyville to load for Valparaiso, on owner's account. 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, \$19; dressed flooring, \$17; pickets, \$9; laths, 4 feet, \$2.

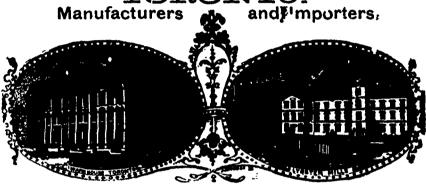
CANADA PERMANEN LOAN AND SAVINGS CO.

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J. HERBERT MASON, PRESIDENT & MANAGING DIRECTOR.

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

Agents and Appraisers for Victoria District. BODWELL & IRVING, Solicitors.



BY R. S. NORTON, WINNIPEG REPRESENTED

BUSINESS CHANGES.

Walter & Smith have opened a brewery at Nelson. Lewis & Mitchell, jewellers, have opened

at Kamloops

Lewis & Mitchell, jewellers, have opened at Kamloops.
Jas. Munger, succeeds Munger & Black, saloon, Victoria.
Geo. Hunt, jeweller, at Donald, is removing to Nelson.
A. C. McAlpine, hotel, Victoria, succeeded by G. Walker.
Jas. Cash, has sold the Central Hotel, Westminster, to Wm. Collier.
W. H. Burkholder, contractor, Victoria, has assigned to W. P. Sayward.
Mr. Yates is putting in a small sawmill on the Slocan River, East Kootenay.
Jas. A. Montelth is appointed deputy collector of Inland Ravenue at Vernon.
Messrs. Boyle & Whalley have bought out the Nelson Miner for the sum of \$3,500.
Doering & Marstrand have opened a lager beer brewery at Mt. Pleasant, Vancouver.
Lowen & Erb, brewers, Victoria, absorbed by the Victoria Brewing and Ice Company.

Company.

Hayden & Walker, boat-builders, Van-couver, have dissolved. H. W. Hayden continues.

L. F. Bonson, wholesale and retail liquors, Westminster, has sold out to A. Matheson.

Matheson.
T. J. Dales, formerly of New Westminster, has opened in millinery and fancy dry goods in Victoria.
Berryman & Andrews, Occidental Hotel, Victoria, have dissolved; R. H. Berryman continues the business.
The estate of J. Stirsky, jewellery, Westminster, will be shortly sold by tender by the assignee, J. G. Crandall.
Williams & Barker, Vancouver, are putting in a lager beer plant, which will be in operation in about two weeks.
The Cunningham Hardware Company of Westminster have bought out E. S. Scoullar & Co., stoves and tinware, Vancouver.

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COMMERCIAL SUMMARY.

A rich nickel find is now reported from Keewatin, Out,

A canning factory is about to be started in St. Catharines.

There is little political animation in Berlin at present, now that May-day has come and gone.

The first steamboat of the C.P.R. service on the lakes left for Fort William, last Wednesday.

Encouraging reports of the Canadian apple trade have been received in Toronto from Liverpool.

The clothing pressers of Baltimore, Boston, Chicago and other large eastern cities are agitating for shorter hours and more pay.

The Toronto World suggests that the idea of Canadian reciprocity with England be so extended as to include Germany and Belgium.

Newman Williams, a San Francisco newspaper man, has gone to Australia to claim a fortune of \$500,0000 which has been left him.

It is proposed in Berlin to run a service of German steamers between New York and Para, to compete with Dutch and American lines.

Capt. Farquhar, of the steamer Harlow, from Newfoundiand, reports the prevalence of destitution at North Flower's Cove, Newfoundland, with two actual cases of starvation.

It is said that there is to be found on Queen Charlotte Island an abundance of asphalt rock, suitable for street paving purposes. This need not in such case be imported, as now expected to be, from California.

The British egg market for Canadian products has, it seems, been greatly injured by the unscrupulousness of some exporters who shipped their very worst stock, and thus at one and the same time caused loss to the British trader and brought discredit on Canada's egg export

Choice Canadian live stock are to be exhibited at the World's Fair to the following extent, viz: 75 horses, 150 cattle, 300 sheep and 100 swine. The different provinces will be entitled to send a due proportion of each kind, having regard to their respective populations and resources.

Judge Clarke, solicitor of the Canadian Pacific Railway, announced to the Railway Committee at Ottawa last week that his company had definitely decided to build the line through Crow's Nest this year. He wants a clause in the Alberta and Southern Railway bills to provide that the Canadian Pacific shall not be hampered if either of the other companies commences construction before it.

According to a recent estimate of the glass bottle production of the world, the average daily output amounts to 46,200 gross. Germany, Belgium, and Austria-Hungary turn out about 37,000 gross, or about four-fifths of the product of the world. France so small amount as 200 gross. Britain turns out about 6,000 gross daily. Of the other producing countries Sweden makes the highest, with 1,516 gross daily.

Stringent quarantine measures are being enforced in New Orleans.

The City of Paris made the voyage from Queenstown to New York in 5 days 21 hours and 14 minutes.

Great finds of galena are reported from Fish Creek, Illeciliewaet, which have there raised excitement to fever heat.

The Edison and Thomson-Houston Electric Companies are said to have combined, with \$50,000,000 capital.

The silver men of Colorado have decided to support for the presidency, irrespective of party, the man who will pledge himself to free colorage.

The grocers of Chicago are waging war against the peddiers there. Arrests are being made nearly every day for inferior and short weight goods.

A prospecting party which left Calgary a week ago for Knee Hill Creek narrowly escaped starvation. They were killing their horses for food when found.

Donaid Adee, formerly a well-known publisher, and the first manufacturer of cast steel in America, died at his home in East Williamsburg, N.Y., last week.

It is stated that the profits derived by coffee growers in Mexico for some time past have been from 100 to 250 per cent, per year on the whole cost of the coffee plantation, including the land.

A number of Detroit, Mich., grocers have been hauled up before the United States court there for disposing of packages of butterine wrapped up so that the label was concealed by the ends of the paper. This is a common violation of the law.

Despatches from Havana state that the recent tobacco crop will even surpass that of ten years ago in both quality and quantity. It promises, moreover, to "cure" early enough to enable it to be sampled by July. The crop is roughly estimated at a quarter of a million of bales, each of a 100 pounds weight.

An effect of life or accident insurance is to make the person insured more careful of his surroundings and personal habits. He constantly reminds himself of the fact that he holds a policy covering these conditions, and instead of rushing headlong into danger seeks in every way to avoid it. So also as regards health. He uses every known means to prolong life and preserve physical vigor. The thought of being insured is an ever-present one with him.

Montreal Gazette:-Parliament dealing with the duty on saw logs, has acquiesced in the principle that it may be a mistake sometimes to correct a mistake. United States got decidedly the best of the bargain by which, in return for a reduction of a dollar a thousand feet on sawn lumber, United States lumber manufacturers were given the opportunity to obtain free for sawing in their own mills the logs that under ordinary conditions would be expected to be cut up in Canada, giving work to Canadians instead of to their rivals. It is a question, too, if the reduction of the United States duty by \$1 a thousand benefited the Canadian producer. The week after it went into force Bradstrects announced a reduction of \$1 a thousand in the price to the United States consumer.

STORE ATTRACTIONS.

In all modern stores, the old-fashioned high shelving is a thing of the past. The low shelving now used, with the space above it nicely decorated and dressed with the goods sold in the respective departments, gives the interior of the store a much handsomer appearance. Good light, good ventilation and cleanliness are the most important features to be considered in the building and fitting up of a store. The inside does not want to appear as gloomy as a prison, but as cheerful as a well lighted parlor. Order, system and neatness should prevail in the arrangement and display of the stock, and everything unpleasant or unsightly put away from the gaze of customers.

It is poor policy to have a handsome show window and a badly arranged and unattractive store interior. People naturally expect a beautiful store front to serve as an introduction to beautiful displays within. If the outside and the inside do not correspond, there is dissappointment. In putting the best foot foremost, see that there is something solid and substantial behind it; otherwise it is a deception and the first favorable im. to cover these appropriations, the reserve pression will be more than lost. See to it also that the space above the shelving is dressed handsomely, and decorate the inside with attractive goods wherever space and opportunity will allow.

Do not forget the bargain counters. They can also be made a means of profitable advertising. Have something prominent immediately at the main entrance to attract attention. People who are attracted to s store on account of special bargains, and who find the bargains to be all or even more than advertised, naturally feel pleased, and they are led thereby to make other purchases in that establish-

People who go into a store should be made to feel at their ease; they should receive polite and respectful attention, and even if they are merely sight-seeing. they should be treated with the same courtesy as if they were intent on buying goods. Some time when they want to purchase they will go where they received courteous treatment, and they will ad rise their friends and acquaintances to do the same.

A lack of politeness on the part of himself or his salesmen greatly handicaps a merchant, even though his business methods in other respects may be above reproach .- N. Y. Dry Goods Chronicle.

THE "INSOLVENT ACT OF 1892."

The Legislation Committee have finished their labors, and the Insolvent Act of 1892 is in the hands of the printer, and on Thursday next will be presented to Premier Abbott as the approved measure of the Boards of Trade of Toronto, Hamilton, London and Montreal. There is one portion of the Bill which may be disapproved by the public. It permits of no composition settlements. If a man's estate is placed in insolvency, it must be wound up, unless all the creditors consent to some scheme of arrangement. Compositions have been looked upon as the hiding

chances of getting a favorable settlement, and this is a strong feature in favor of the Bill.

The feeling grows that, as in England, farmers and others, now traders, should be brought within the province of the Bill and it is freely stated that the rural members will oppose any Insolvent Act farmer .- The Merchant.

FOREIGN STEAMSHIP PROFITS.

Foreign advices state that the report of the North German Lloyds stramship Company shows a decline in the gross profits of the American business from £380,000 in 1890 to £105,000 last year, and in the European business a decline from £32,500 to £25,000. On the Imperial mail service, the loss was reduced from £75,000 in 1890 to £40,000 last year. The appropriations to the depreciation and other accounts amount to £250,000, to which must be added an extraordinary appropriation of 250,000 on account of the Eider. In order rund will be reduced by £160,000 and the renewals fund by £60,000.

The balance sheet of the Netherlands. American Steamship Company for last rear shows, after allowing for the various appropriations, a loss of 131,256fl (say £10-938), which increases the adverse balance to 454,045fl (£37,837). This unfavorable result is attributed to reduced outward freight and the competition of neighboring ports with Rotterdam. The homeward business has improved since the end of the financial year. The Baltimore line gave the most unfavorable results, but an improvement is now becoming observable. The passenger business, in contrast to the goods business, gave satisfactory results. The state of affairs in Argentina was considered too uncertain for the resumption of the service to the River Plate. During the year, 65 voyages to New York and 13 to Baltimore were made by the company's steamers.

At the annual general meeting of the shareholders of the Hamburg-American Steamship Company, it was stated that so far during the current year 5,500 more passengers have been carried to North America than during the corresponding period last year. In consequence of the pressure, the fares have been raised 10s. The cost of running is not materially lower than last year. Since 1886, the company's fleet has been increased by 28 steamers, mostly new, and six of the 23 steamers owned at the beginning of 1886 have been parted with. The company's own fleet. therefore, consists of 45 steamers of 141,000 registered tons in the aggregate. But the total tonnage has now been increased, by the acquisition of the nine steamers of the Hansa line, to 165,000 tons,-Canadian Trade Raview.

ABOUT RETURNING GOODS.

If merchaudise received is as ordered. and then found to be not what the retailer wanted, the sender is under no obligation

and it is intended to see what effect "total to keep it. Both buyer and seller should prohibition" will have. Certainly traders be held to strict accountability in this will not "speculate" any longer on the matter, and should stand the brunt of such faults, like business men, and not seek to creep out of them through the use of subterfuges. If the jobber takes the liberty of sending the retailer goods which he did not order, it is optional with the latter whether he keeps or returns the same. On the other hand, if a retail dealer gives a haphazard, ill-considered order for being passed that does not provide for the goods, leaving the selection in a great measure to the wholesale house, he should keep such goods, even if they were not exactly suitable to his wants. In other words, do your own buying, and not let the jobbers do it for you.-E.c.

SELLING GOODS BELOW COST.

There are not many persons in trade, we imagine, who would deliberately at tempt to justify the practice of sell. ing leading articles under cost price; and even among those who occasionally endeavor in this way to stimulate business, there must be an uneasy feeling that they are adopting an unjustifiable expedient. The practice, however, exists on both sides of the Atlantic, though whether it pays in the long run is quite another matter.—Ex.

STORE INTERIORS.

"Customers look upon a dark dry goods store with suspicion," said a prominent local retailer the other day. "They are fearful they may be deceived in the colors, shades or qualities of goods, and frequently leave without purchasing for no other reason. Sunlight is a matter of economy, for it is cheaper than any artificial light. It imparts a pleasant and cheerful appearance to the store, without that artificial color produced by elaborate ornament, which sensible people always look upon as deceptive, and, what is more, some do not like it. Most classes of merchandise are best seen when the light descends from above, and suitable reflectors should always be provided to throw light on the goods."

THE VALUE OF APPEARANCES.

It appears to other trades a grocer's success depends, more than we imagine, upon the general appearance of things connected with his business. For instance, if his wagon goes about town muddy, unpainted and in a rickety condition, it indicates to his customers that he is a very shiftless manager. If his store is untidy, urpainted and unwholesome in its interior appearance, it does not help to sell his goods, though they may be quite as good as those of his competitors over the way. The unwholesome look of his premises convevs the impression to customers that his goods are of an inferior quality, and they bestow their patronage elsewhere. A good turnout is a splendid advertisement for a groce'. Ladies do not like to have spavined horses and rickety conveyances stop at their doors. Much in regard to a grocer's success in trade depends upon the manner in which he keeps up a show of spots of most of the frauds of failing men, to receive it back, while the buyer is bound good appearances.—Grocer's Criterion.

THE BRITISH COLUMBIA

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VICTORIA, TUESDAY, MAY 10, 1892.

THE TRADE CONGRESS.

At a recent meeting, the Vincouver Board of Trade suggested that the Premier of the Province be appointed a delegate to represent the British Columbia and Vancouver Boards of Trade at the Board of Trade Congress which is shortly to be held in England. The British Columbia Board has already appointed Mr. Robert Ward, than whom it could have no better representative, and, for our own part, highly as we appreciate the abilities and experience of the Premier, we do not feel that anything would be gained by making the change proposed. It is true Mr. Ward is not a politician, but he is a business man who has made his own way in this Province on commercial lines. He in consequence, from no doubt hard experience, has made himself fully acquainted with the situation in all its details, and in consequence is best qualified to present its claims. Were it political matters, other than hard business that had to be disposed of, we should be prepared to hold up both hands for the Premier, and in the event of a second represcatative being required, should still hold up our hands for him. Though sometimes differing from his views and his policy, upon general principles we know of no one who has aimed to do more for the Province than has Mr. Robson, not do we think any one has so far accomplished more than, if as much as, he has succeeded in.

A MANATORA FINANCIAL SCHEME.

It is announced that Manitoba has formed and established a new financial organization known as the Farners' Provincial Loan Company, some of the leading men of Winnipeg being, it is stated, on the directorate. According to the by-laws, only farmers and business men of the province can become shareholders, and the amount of stock held by any one person is limited to \$5,000. The affairs of the company will be under the control of a general board and local boards of directors. Branch offices will be opened in all the important towns in the province. To all appearance the new company starts out under excellent auspices, its promoters claiming that there is no better or promising field for investment than the prairie province, and that there is no reason why the enormous sums that are annually paid for interest should go out of the province instead of being retained within it for purposes of local development. As was recently an-

Savings Company of Toronto has come into this province and established Its agencies with every prospect of success, If there be a field for it and there undoubtedly is might it not be advisable for some of our own capitalists to similarly associate themselves and their resources, as there are almost limitless fields for profitable investment in many fields of enterprise which have been practically unentered so far, while in others that are known and appreciated it is more capital that is mainly required.

A contemporery speaking of these chartered loan companies, says: "The regular chartered loan company is fast becoming an important factor in the business of the country. Especially in Ontario do these institutions flourish, and rarely do we find one of them a failure when worked upon business principles. And it must be admitted, with all the prejudice existing against them, that they do a good deal of good in the country. They : rea sort of medium between the rich and the poor. The rich man, through these societies, finds a way of investing his surplus cash; and the poor man has the privilege of procuring money on good security, on reasonable terms, and at a reasonable price, by which he may build for himself a home, improve his property, or invest it in any other profitable enterprise."

NO INSOLVENCY BILL.

It had been supposed, particularly in view of the representations that had been made to the Government by the representative trade boards of many parts of the Dominion that, this session, there would have been introduced into Parliament an Insolvent Act, or at least a measure to provide for the better and more equitable distribution of the estates of business people who were unable to pay their debts. However, according to latest despatches, there would appear to be no intention on the part of the administration to take any such action. It might, however, be-as such has been the case before-that such a Bill will be brought in by a private member. It was not when a member of any Ministry that the present Premier introduced the insolvent act which with various amendments remained on the statute book for many years, and we are bound to say did good service up to a certain extent. It might, therefore, again be that some other member will essay something in this direction. There would appear to be a strong feeling in those sections where the bulk of the failing is done and in those business centres where the principal losses are suffered to have more direct and general legislation on the subject. Still, whether anything be done or not, it would appear as if the people of this Province could do very well with or without any further enactments than are at present in force. Whatever may or may not happen in this direction is not likely to cause any disquiet here.

THROUGH CROWS NEST.

Vice President Shaughnessy is credited with having made a statement of some importance, though it is somewhat ambiguously worded, regarding the B. C.

within a certain specified time to the question of whether his company, in consideration of the offer made by the promoters of the B. C. Southern Railway, would undertake to build that road, he is reported to have said: "This is one of the many instances in which persons who have secured land grants are not able to build their railway and come to the C. P. R. to take it over. All that can be said now about the matter is that a certain proposition has been made by the promoters of this scheme to our company, but we have not yet decided to do anything in the premises." This is, on the part of Mr. Shaughnessy, rather a contemptuous way of dealing with a local enterprise whose bona fides is, to all appearance, unquestioned. No doubt Mr. Shaughnessy spoke from experience when he said that "this is one of the many instances in which persons who have secured land grants are not able to build their railway and come to the C. P. R. to take it over." His own concern many a time protested that it was unable to complete the work and many times renewed its applications for further grants, not alone of land, but of solid co. h. and it certainly is hard-upon the recordfor the vice-president of the C. P. R. to do "the high and mighty"-as he now is attempting. Is he trying one of J. Gould's freezing out games.

It will not be forgotten that the C. P. R. have had time enough to construct the Crow's Nest Pass road, had they been disposed to do so. Local companies have certain charter rights which it will not do to ignore, the more so as, according to the best official reports, there are 144 square miles of coal fields in the vicinity of Crow's Nest which the Alberta and other companies propose to reach unless a genuine attempt is made to provide the accommodations required. We are not of those who believe in the creation of monopolies by the purchase of railways which are as yet but on paper; still we hold that here is a case in which, while there should be no undue concessions to the great Canada through line, it and the other roads concerned might advantageously make an arrangement by which all of them might be benefitted and the public served by the provision of the accommodations which the different roads were designed to give. The C. P. R. has absorbed roads enough already; let it be seen to that there is no more of this kind of thing in connection with this particular service, which can be provided by joint action, while at the same time the individuality of each enterprise is preserved in a great deal more than in name. Each concern should be independent of the C. P. R. and conducted not to suit its exigencies but to promote the facilities that it was chartered to supply.

CREDIT REFORM.

In a former issue of THE COMMERCIAL JOURNAL, we referred to the troubles arising from the indiscriminate credit extended by merchants to customers during good times, with the result that they now find heavy accounts on their books. But there are other phases of this pernicious nounced, the Canada Permanent Loan and Southern Railway. Being asked to reply system that are equally entitled to attention. One of these is that long credit not ting to trade as well as they do the most only tempts traders, but licenses them to favored of the nations or colonies with make such credit supply the place of profit. economy, skill and honesty. Speaking on this point, the Canadian Journal of Commerce argues that all goods obtained on credit have a natural period for being retained in stock. Whenever these stocks remain unsold beyond such periods, they not only fall in value but increase in cost. Take the case of goods saleable only in early summer, as dry goods and millinery, that are subject to the caprices of fashion. If a retailer buys \$10,000 of such articles, they ought to sell for \$15,000 or more. So that if he sells two-thirds only in the season, he is simply enabled to return their cost to the wholesaler, leaving not a cent towards business and domestic expenses. As those are running charges to be met week by week, he is almost certain to anticipate the sale of that portion of his summer stock by which these outlays have to be provided for, so that when the season is over, and they have to be paid for, if he has sold only two thirds of such goods, he will be short of funds for such payments by the money spent in rent. taxes, wages, living, etc. The unsold season's stock then sinks down very heavily in saleable value, and becomes of little service in making up the deficiency in his payments. Then another season comes on and the same process is repeated. until these out of season stocks become burd asome and they are slaughtered at a sacrifice sale.

After reasoning why the long credit system should be reformed, the same journal offers this as a solution of the problem: "Instead of a maximum term being the hase of all credits, it should be only the exception. A term say of two months should be the normal rule. Then for another month, a fixed percentage of interest should be enforced, for another month a higher rate of interest, and, as the term extends, the charges should also be extended. This would restrain overstocking at the wholesalor's expense, and to the danger of the imprudent buyer. It would introduce some degree of fairness into prices; it would stimulate the more careful retail traders to economy in order to make cash save interest; it would give wholesalers a more reliable guage of their customers' business and of their business capacities; it would compel both sides to realize constantly that time is money; that stocks usually are increasing in cost while they are decreasing in value, so that a great stimulus would be given to those essential qualities for success, energy, foresight, prudence and economy."

MOST FAVORED NATIONS.

According to a return presented to the Imperial Parliament, some time back, the nations to which Great Britain and her colonies are bound under "the most favored nation" clause are: The Argentine Confederation, Austria-Hungary, Belgium, Bolivia, Chili, Colombia, Denmark, German Zollverein, Morocco, Persia, Peru. Sandwich Islands, Spain, Uruguay and Venezuela. The arrangement provided under treaties containing the most to it to treat each other in matters rela. Vancouver.

which they have dealings. It prevents either nation discriminating against the other in favor of any nation, and if one of them extends a trade privilege to another country the other gets the benefit of that privilege. Moreover, every advantage extended to Great Britain must also be extended to the countries on the above

The Monclary Times, of Toronto, speakon this subject, says: "Under British treaties, Canada has the right to trade with many countries on the footing of the most favored nation. Under any circumstances, we could not hope to be placed in a better position; and if we stand alone in the making of treaties, we should frequently find it difficult or impossible to obtain equivalent concessions. In many of these treaties, the best treatment accorded to any foreigners is secured to us. as British subjects, for the protection of our liberties, our persons and our property. The British treaties are the charters of our rights in foreign countries; and it is puerile to suppose that, if the right thus acquired were swept away, we could do better for ourselves by acting alone."

INSURANCE AT LLOYD'S.

Recently the London, England, Review published the following, which needs no comment, but which will be of interest to many people here:-" In view of the increasing number of policies effected at Lloyd's covering risks not connected with marine insurance, the committee of Lloyd's desire to call attention to the fact that the deposits and guarantees lodged with them by underwriting members as security for their individual liabilities contracted at Lloyd's, are applicable only to settlement of claivas arising upon policies which relate to the following subject matters of insurance, viz. :- Vessels of any description (including barges and dredges), cargoes and freights, and other interests which may be legally insured in, by, or in relation to vessels, cargoes and freights: goods, wares, merchandise, and property of whatever description insured for any transit by land or water, or both, and whether or not including warehouse risks or similar risks in addition or as incidental to such transit."

THE POSTAL TELEGRAPH COMING.

It is announced—and the recent visit to British Columbia of the assistant general manager gives color to the statementthat the Postal Company have decided to build a splendidly equipped line over the Sante Fe route, which will, when completed, connect New York with San Francisco over American territory. This will give them and the C. P. R. an alternate route. It had not been the intention of the company to begin its operations in this direction until 1893, but the late disastrous interruptins of the C. P. R. lines have shown them the necessity of getting down to work at once. It is also possible that the company, in order to prevent the recurrence of interruptions here, will decide to lay a three-conductor cable favored nation clauses binds the parties from Victoria to the American side or to

EDITORIAL NOTES.

In a suit brought against the Whittington Life, before Lord Chief Justice Coleridge and a jury, by one Hill, the assignee of Alfred Baker, the company set up the defence that the assured had given untrue answers in the application as to habits of intemperance. It was proved that he had been twice convicted for being drunk, and some witnesses swore to a general reputation for intemperance, others merely that "he was fond of his glass of ale." Lord Colrridge instructed the jury that one or two cases of drunkenness did not establish "intemperate habits" within the true meaning of the term. The jury returned a verdict for the plaintiff.

THE Insurance and Finance Chronicle says: "To the surprise and regret of all intelligent and honest insurance men and the public generally, the amendments to the Dominion Insurance Act relating to licensing of agents and for the prohibition of rebating was, after a spirited discussion before the Committee on Banking and Commerce on Thursday last, thrown out by a vote of 19 to 14. To say that the grounds of opposition to the bill were puerile and childish and that honest practices in life assurance has received a heavy blow is a mild firm of statement. We understand that the Life Underwriters' Association will now seek for legislation at Quebec to apply to this province, similar to that Jutely secured in Ontario."

PROVINCIAL TRADE NOTES.

H. Waller, of Victoria, contemplates the erection of a flour mill at New Westminster.

The Mechanics' Sawmill, New Westminster, has been closed by the mortgagees, who have foreclosed and placed Geo. H. Grant in as receiver. The mortgagees are O. B. Ackerman, Evans, Coleman & Evans, H. S. Rowley and Campbell & Anderson.

Subscriptions are being asked for at Donald to form a specimen cabinet of the minerals of East Kootenay to stand on exhibition at the C. P. R. depot to attract the attention of travelers to the mineral wealth of the district. The collection may form part of the one to be made up for the World's Fair at Chicago.

The proposal to establish an oatmeal mill in New Westminster should in every way be encouraged by the people of the Royal City. It would not only there introduce a new industry capable of growth to large proportions, but tend to make the town what it naturally should be, one of the Province's farm market centres .- - B.C. Commonwealth.

The San Juan Fishing, Canning and Trading Company, (limited liability), has been incorporated with a capital stock of \$25,000 in shares of \$250 each. The objects of the company are: The catching, canning, curing and preserving of all kinds of fish and making fish oil and conducting a general trading business. The head office will be in Victoria. H. R. Foot, Geo. A. Perrin and T. W. Carter are directors for the first three months.

B. C. BOARD OF TRADE.

The regular monthly meeting of the Bank of B. C. building, Tuesday afternoon. There were present: Vice President Flumerfelt (in the chair) and Messrs. A.B. G. Leiser, H. F. Heisterman, D. R. Ker and E. A. McQuade.

A letter from Robert Ward, accepting congress of chambers of commerce, to be held in London, was read and received. Mr. Ward's resignation from the position of chairman of the committees on finance and fisheries was accepted. He resigned owing to his intended absence from the city.

The resolution of the Vancouver Board of Trade with reference to the bonusing vessels of 600 tons and over built in the province came up for the third time. The secretary reported that, he had not yet received a reply to his communication to Vancouver, asking for further particulars, and the resolution was filed.

A letter was received from the Board of Trade of Winnipeg asking the organiza tion to join them in the proposed in-olv ency bill suggested by the Montreal board, and pointing out certain features in it objectionable to Winniner business men. The local board had already pronounced itself in favor of the bill, and the secretary was instructed to so write to the Winnipeg board.

A letter was read from Col. Howard Vincent, M. P., inviting the delegate who might be chosen to represent the Board at the Board of Trade congress, to repre sent the Board also at the convention of the United Empire Trade League to be held in London at the same time. The list of subjects to be discussed is as follows:

A discussion on the productive capacity of Canada, Australia, South Africa, India, Ceylon, West Indies and other British colonies and dependencies.

A discussion also on meat, fish, sugar, cotton, wool, timber, tobacco, wine and other articles required by the Mother Country and grown in British Colonies, and now obtained in a large ratio from foreign countries instead of from within the Empire.

"Also the advisability of a preferential basis of trade on mutually advantageous terms.

The delegate was slso invited by the banquet.

A letter was read from Colonel Prior as follows:

OTTAWA, April 21, 1892.

Sin-I beg to acknowledge the receipt of your printed letter of the 20th March, in regard to resolutions passed by your Board, calling on the representatives of British Columbia in the Dominion House to commence to use their influence to have British Columbia exempt from the influence of the cattle quarantine law.

In reply, I would state that Mr. Earle and myself, along with the other British Columbia members, waited on the Hon. Mr. Abbott, and expressed our views very strongly in respect to this matter. Mr. Abbott, however, proved to us that it was

cattle trade of Canada, as they undoubtedly showed from England, that unless the whole of Canada was strictly quarantined, Board of Trade council was held in the the Imperial Government would not allow any live stock to be shipped to that country. As the cattle trade is of immense importance to the country, we do not feel Gray, R. Ward, C. E. Renouf, W. F. Bullen, justified in unduly pressing our opinion. We still think that if the matter had been properly placed before the English public, they might have been brought to see that the appointment as delegate to the second British Columbia was not in the same position as the rest of the Dominion, but we are also aware that to have done this would have taken time, and, before that time had expired, Canadian cattle might have been shut out of the market. As it is now. Canada is the only country in the world that is allowed to send live stock into England.

I have the honor to be. Sir.

Your obedient servant.

EDWARD GAWLOR PRIOR. The following communication was also

received from the same gentleman: OTTAWA, April 21, 1892.

Sin-I beg to acknowledge the recaipt of your favor of the 9th inst, in regard to the alleged misunderstanding as to the steamer Sir James Douglas.

I am perfectly aware that you merely asked that the Dominion Government should place the steamer in service for exploratory service in the deep sea fish eries, but I am also aware that the Provincial Government strongly urged on the British Columbia members to ask the Dominion Government to hand over the steamer to them so that they could use her in connection with the Crofter scheme. This, in our opinion, was preferable to letting the boat continue the property of the Dominion Government, as by its working in connection with the Crofter scheme the deep sea fisheries would be explored. That is the reason the Dominion Government has handed over the boat to the Provincial Government.

I feel sure that when you look at this matter again you will see that we acted for the best.

I am, Sir,

Your obedient servant.

(Signed) E. G. PRIOR. The next matter taken up was that of the duty on steel rails for the electric car tracks, wich are at present taxed 10 per cent., while steel rails for steam motive power are free. The Board resolved that a request be sent to Messrs. Earle and writer to the United Empire Trade asking them to urge that the duty on electric tramway rails be removed.

A STARTLING EXHIBITION.

A Chicago correspondent of the Ameri can Architect writes as follows:-The copestone of the great Masonic Temple here in our city has been laid. Just a year has elapsed in the construction of the twenty stories which compose the build-The ceremony, without doubt, was interesting to the brotherhood of whiteplumed knights, but to the world at large a much more interesting performance was one which took place a day later in the same structure, when a successful experiment was tried by the inventor of a pocket a question that affected the whole of the not yet completed, and it was a tremen- i ormation or the decoration of your feet

dous operation: the climb to the top story enabled the spectators to fully realize the height from which the test was to be made. The machine which played the principal part of the experiment is a simple device. It consists of a metallic tape one-quarter of an inch wide and a thirty second of an inch thick, running on a steel reel which is fastened to a web belt that passes around the waist. The reel is provided with a break where the person using it can control the speed of his descent. There is also an automatic brake to keep a required tension on the tape and thus prevent a sudden drop. The end of the tape is provided with a thumb screw which can be fastened to the windowsill or any object in the room. The machine in appearance is like a fisherman's reel, and is about twice the size of a spool of thread. The experiment was entirely successful, but, to say the least, decidedly ghastly at the commencement, when, after having placed the thumb screw and adjusted the webbing belt, the inventor stepped off apparently into space from the twentieth story. He at first descended slowly, then faster and faster, till it seemed as if he must have lost control over the little machine, the slender tape of which could scarcely be seen, and at any time looked no larger than an ordinary cord. At the tenth story the man stopped suddenly, gave the crowd beneath time to compose itself, and then made another run to the seventh story, from which he descended, running and stopping by turns, till he reached the scaffolding, where he took three men on to the line with him and dropped to the ground with them. If the invention is what it appears to be, it is a very ingenious one, and one which will be of great use to mankind.

THE JUNIOR CLERK.

The following, which is clipped from the New York Daily Commercial Bulletin, though it names a particular class of clerks, is broad enough to apply to all young men whose hopes should lie in their chances of promotion, and whose chances of promotion depend on the sincerity of their own efforts : --

Where will the fifty-dollar-a-month clerks one sees in fire insurance offices be

twenty years from now?

This is a question which the fire underwriter asks himself as he passes through the large fire insurance offices of this city. It is, however, of much more importance to the junior clerks, although but few of them appreciate it. To the junior clerk, therefore, we aduress ourselves, in the hope of bringing him to a clear realization of his position and the necessity of bestirring himself if he wishes ever to amount to anything. What are you doing to qualify yourself for a better place than you now have and one which will be in line of promotion? The day has gone by when mere "pull" could be all powerful. Your father, uncle or friend may be a director, or even an officer of the company, but that will aid you little if you are not helping vourself.

As you sit at your deak do you think about your work or lawn tennis, the furfire escape. The stairs in the building are nishing of your mind with insurance in-

with tan shoes? Are you looking forward more anxiously to pay day than for an opening to do more and better work? In what general direction do your thoughts turn? Linguists say that the man who wishes rapidly to learn a language must not only be in the country where it is spoken, but must think in it. You are in the fire insurance country, but do you "think in it?" The average fire insurance clerk cares more for baseball than business. and gives it a higher place in his thoughts. If asked whether he would like a chance to go on the road, it is ten to one he thinks you mean he can take the train to his home in the suburbs. Does it satisfy you to forever register or file the daily reports somebody else has passed, or if pride does not stimulate you, have you no desire to get a better salaary than half what a good carpenter receives?

The man who comes in at the last minute in the morning and leaves as early as permissible in the afternoon, thinking meanwhile of everything but the company's interest, is discounting his future. To go out in the field under an experienced special agent is a chance to be earnestly sought for and prized if obtained; but how few among the clerks of to day try for any of these openings, or would appreciate an offer of one. The various inspection bureaus, which give notably good training, have difficulty in securing really promising recruits.

Wake up, our fifty-dollar friend. is flying, and soon the period in which you could have learned rapidly and easily will have slipped by. In a few years, perhaps even this year, you may wish to marry and settle down. Your present salary would not go very far were you to leave the parental roof and attempt to establish a home of your own. Possibly the gentleman whom you had selected for the honor of becoming your father-in-law might be such a boor as to consider your slim prospects rather than your tasteful apparel. Perhaps even that fellow who started by carrying the mail bag and gradually got out on the road, only to be in time brought back to fill an arency managing desk, may meet with more favor just because he gets a bigger salary and holds a more important position, while you, in all your elegance, are discriminated against. " But," you say, "he wore bone collar-buttons and ready-made neck-ties, and, well, he was not onto the latest things."

Supposing it's so; the man who can keep the domestic bread and butter mill satisfactorily occupied is a better citizen than he whose chief claim to distinction is the ability to tie an "Ascot" scarf in a "perfectly lovely" manner. Each day you waste is another nail in your underwriting coffin. The chances of promotion are narrowing down, as the fire business is concentrating into fewer hands. Do you intend to be a hewer of wood and a drawer of water all of your life, or will you try to be somebody?

DRY GOODS OF OTHER DAYS.

When we remember that some new "Just imported from London, and to terms in dry goods come into use with sold at the lowest prices in the upper pa each season, it is not much to be wondered of Mr. Henry Morin's house at the entry at that the lapse of a decade will bring the Cul de Sac, an assortment of goods

around an almost complete change in the glossary of common names of fabrics, and even a change of term for fabrics that are indentically the same, as, for instance, in the case of mull muslin and corduroy, mentioned in a late issue.

Going back a hundred years or more in the Canadian dry goods trade, we find much that is curious and puzzling in trade terminology. As showing the enterprise of dry goods men-or drapers, we should call them-we find tradesmen the most prominent among the few advertisers whose announcements appear in the initial numbers of the first paper printed in Canada, the Halifax Gazette, issued in 1752. Among these was the firm of Nathans & Hart, whose stock, while chiefly dry goods, contained a little of everything. One of their first advertisements opened with, "Just imported and to be sold by Nathans & Hart, at their dwelling house in Hollis street, opposite to His Excellency's, for ready money or short credit hy wholesale or retail, at reasonable rates; -here follows a list of miscellaneous articles ending with -" An assortment of European and Indian goods, viz., broad cloths, blarkins, coating, frieze, duffils, kerseys, half thicks, strip'd linnens, blue and red stamped ditto, crown serge, German ditto, strip'd and rose blankets, 8 quarter spotted rugs, catlamancoes, plain and flowered ditto, camblets and camblettes, tissues, worsted damasks, starrets, florettes, lovers' knot, bird's eve stuff, cotton gowns figured and plain fustian, serpentine, drafts, London and Bristol shalloons, strip Hollands, men's and women's cotton, shammy and white gloves. men's and women's beaver hats, men's and boys' felt ditto, 3qrs., 4th and 5qrs., Lloyd's garlix, an assortment of cotton and linnen checks, shamoise, calicos, fine and coarse cambricks, * brown threads, Scotch and Nun's ditto, new fashioned double gilt buttons, single and double worsted and cotton caps. * * biue, scarlet and black plush everlasting, and many other articles too tedious to mention." In an N.B., they quaintly remind the public that "Said Nathans & Hart buy Oyl and Blubber."

Another merchant, Francis Martin, announced that he "would sell at the very lowest rate, as he intends shortly to leave this colony—corded dimities for ladies petticoats, pillows, fustians tandem double silesias, India pollam pores, red and nap't Boys, white swanskin Boys, (boas) Grandurells, all sorts of Tammy stuffs, plain and figured, all sorts of Allapeens, all sorts of worsted shaggs, mill'd caps, single worsted night-caps, gold and silver lace for gentleman's hats, ladies' hoop'stays, bodice and jumps." Another announce ment was, "All sorts of needle work and embroidery, either with crewel, gold or silver, are carefully taught by Hannah Hutchinson, in Carpenter's Row, where ladies may be taught French and country dances."

Similar quaint advertisements appear in the first numbers of the Quebec Gazette, the first paper of Old Canada, started in 1764. John Baird announced that he had "Just imported from London, and to be sold at the lowest prices in the upper part of Mr. Henry Morin's house at the entry to the Cul de Sac, an assortment of goods

* suitable for this market," among which he enumerated "calemancoes, durants, tammies, vomals, leather breeches, Persian taffeties, nankeens, cades, shalloons, molletons and ratteens." He sold what he called "cotton week," "scarlet and buffed mull'd hose and mitts." He dealt in almost everything from these articles of dry goods down to nails, frying pans, buckles, buttons, soap and vinegar, and had hair powder, and gun powder in curious proximity in his advertisement.

Little appears in the early public prints about prices, but we are favored by Mr. Joseph S. Belcher, of Halifax, with a copy of an inventory goods in his grandfather's store in Cornwallis, N. S., in the year 1802. As his was a business of some importance. the prices given would be a fair average of the value of colonial merchandise in those days, and a comparison of the prices of goods at this day is very instructive: 24 doz. large buttons, 1s. 6d. per doz.; 21 small do, 1s. 6d.; 2 gross ditto, 12s. 6d.; 17 doz. shirt buttons, 4d. per doz.; 111 lbs. pins at 4s. 6d. per lb.; 161 yds. Thicksett at 4s. per yd.; 64 yds. corduroy at 5s. per yd.; 10 yds. striped nankeen at 1s. 9d.; 24j yds. fustian at 2s. 4d. per yd.; 8 yds. Jane (Jean) at 3s. 4d.; 241 yds. camblet (camelot, coarse fabric used for cloaks) at 2s.; 54 handkerchiefs at 2s.: 37 ditto at 1s. 3d.; 102 yds. Tamma (Tammy, a species of woolen goods made in Exeter), at 1s. 10d.; one piece linen, 25 yds., at 3s. 4d. per yd.; 122 yds. Doulas (doylies) at 2s. 6d.; 11 papers of pins at 8d. a paper; 6 pieces bobbins at 1s. 6d.; 400 needles and 51 thimbles £12s.; 111bs. colored thread at 5s, 6d. per lb.: 13 pairs men's cotton stockings at 5s. 9d. per pair; 15 pieces nankeen, 8s. 9d.: 6 waistcoat patterns at 5s. each; 5 shallies (shalloons, a kind of serge so named after Chalons in France) at 2s. 9d.; 3 yds. Sasnett at 2s. 6d. per yd.; several pieces cotton varying from 2s. 7d. to 3s. 8d. per ya.. in all 111 yds.; 2½ lbs. silk twist at 42s. 6d.; several pieces, 1 ell wide (presumably silk), varying from 2s. 4d. to 3s. 8d.; 5 yds. broadcloth at 15s.; 421 yds. forest cloth at 6s. 6d. per yd.; 14 yds. coarse forest cloth at 5s.; 29½ yds. green baize and yellow flannel at 2s. 2d.; 21 yds. open check at 3s. 9d.; 6 yds. brown Holland at 1s. 8d.; 26 vds. shirting check at 3s. 6d.; 12 yds. corded dimity at 3s. 9d.; near 2 lbs. knit. ting needles, 5s.: 2 mussain shawls at 7s. each; 3 mussain handkerchiefs at 3s. 3d. The stock included a long list of each. other goods, and a class of goods which has disappeared (nominally at least) from the market entirely, but which was common then-that is, slaves. Five of these were named, ranging in value from £15 up to £55. Among these "Jack " was valued " with cloaths and bedding at £45." had in the good old man's will it was stipulated that these slaves should be treated with kindness, and should not be allowed to go out of the family "except for whoredom." Halifax, by the way, was a sort of slave market, more than one public auction of then being held during the past century, constituting the only mart of that kind ever known in Canada. Happily that kind of merchandise is no longer known in the inventories of dry goods stocks, and would not now be recognized even if classed as "colored goods."—The Canadian Journal of Fabrics.

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

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BRITISH		# W. I. I. J. A. Y	Y	TIT TIME	4//04/0
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FLAG.	NAME.	TNS	MASTER.	Sauled.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark Br bark Br bark Br bark Br ship Br bark	Serica	978 726 750 745 879 823	James Worrall Partridge Cooper T. W. Selby Kendall	Oct. 6 Nov. 16	Victoria Victoria Westminster Victoria Westminster Victoria	London Liverpool Liverpool Liverpool London London	41,640 30,800 32,690 29,916 22,366 21,574	\$212,090 161,424 159,563 157,743 107,919 113,885	Feb. 23 March 17 April 5 April 15 April 19 rt cargo of lumber

B. C. LUMBER FLEET 1891.

FLAG.	NAME.	TNS	Masteil.	SAILED.	FROM.	FOR.	CARGO	FT.	VALUE.	ARRIVED.	RATE
r ship	Stambout	1218	Weston,	Jan 3	Vancouver	Callao	960	.300	\$ 9,600	April 2	50s
hil bark	India	1 953	Funke	Feb 1	Moodyville	Valuaraiso	751	396		April 20	658
r bark	Ninevel		Broadfoot	Feb 28	Vancouver	Sydney	A 85	.352		April 24	owners
r bark	Formosa	915	Kain	Mar 24	Vancouver	Arica	B 744	.000	6.000	July 5	558
m bkt	Catharine Sudden	368	Thompson	Mar 31	Moodyville	Tientsin		.539	5,177	June 19	778
mahip	Geo F Manson	1353	Crack	May 11	Moodyville	Sydney	D 868	151	9,752	Aug 5	558
r 88	Eton	1746	Newcomb		Moody ville	Port Pirle	1.763	711.	15,891	June 26	Priva
ın sch	Olga	: 178	Atwood	May 22	Moodyville	Shanghai.	534	.133	5,990	Aug 7	658
m sch	Golden Shore	961	Henderson	June 3	Moodyville	Sydney	E 799	.658	8,063	Aug 7	556
r ship	Forest King	1602	Morris	June 3	Vancouver	Callao	F 1.22	.816	14,224	Sept. 1	478
n ship	Exporter	1312	Kezer	June 7	Vancouver	Melbourne	G 899	132	8,802	Oct. 2	658
m bark	Spartan.	719	Anderson	June 14	Vancouver	Melbourne	H 502	.000	5,276	Sept 22	i GO∺
n burk	Hesper	661	Sodergren	July 4	Moodyville	Shanghai		,514	8,365	Aug 27	62s
ed bark	Svca	GO3	Afzelius	Auly 5	Vancouver	Callao	J 438	913	4,709	Sept 17	478
u ship	Great Admiral	1197	Rowell	July 18	Vancouver	Melbourne	K 919	.586		Oct. 2	638
il bark .	Luisa Marta	715	Meyer	July 19	Westminster	Sydney	L 551	.780	5,596	Oct. 9	528
il bark .	Leonor	801	Harken	July 22	Westminster	Melbourne	11" GU	333	5,705	Oct. 6	60s
or bark	Borghild	757	Haugeland	July 25	Vancouver	Melbourg c	M 564	556	6.000	Oct. 6	G56
shin	Duke of Abercorn.	IKK	McDoneall	11118 99	Vancouver	Adclaide	N 689	393	8,213	Oct. 10	62s
r bark	Cassandra	7:63	Stehr	July 31	Vancouver	Iou.qui	O 513	619	6.917	Nov. 12	478
'ahip	Leading Wind	1280	S B Savory	Aug 6	Moodyville	Mel'ourne	P 76	443	8,430	Oct. 27	60s
ii lurk	Antonielta.	995	Stack	Anie	Moodyville	Valuaraiso		211	9.681	Nov. 17	owners
hark:	Ordovic	825	Austin	Aug 9.	Vancouver	Callao		300	6.546	Dec. 13	50∺
il ship	Hindostan	1513	Welsh	Aug 11	Moodyville	Valnaraiso	S 1.200		11.869	Nov. 14	owners
burk	H R Cann	1220	Foote	A 1110 01	Moodyville		T 1.011	172	12,214	Nov. 2	
r shin	Sagaran	4413	Aftedahl	Sout 3	Moodyville	Srdney		254	8,777	Nov, 19	508
r bark	1.0108	' 718	Salvesen	Scott 25	Vancouver	Adelaide	X 529	821	5.035	Dec. 26	1 G5s
r bark	Piengua	980	Benvenuto	Oct. 10.	Moody ville	Pisagua	AA 18		4.648	Fcb. 3	lowners
n bark	Newsboy	559	Johnson	Oct 1	Westminster	Sydney	Y 645	792		Nov. 21	528
r 88	II. W. Jarlsherg	1958	Hague	Sept. 20	Moodyville				18,389	Oct. 29	
il ship	Ema Luisa	/11S0	Benscoe	Oct 9.	Moodyville			868	8.187	Jan. 11	528
bark	'Alfred Hawley	. 1 412	Llewellyn	Oct. 2	Westminster.			.931	2.858	Jan. 12	
r barz	Flora	766	Anderson	Nov. 21		Melbourne			5.241	Feb. 19	628
abkt .	Willie R. Hu .e .	. (32	Brigman	Nov. 17	Vancouver	Callag	CC 79	201		Jan. 17	
n ship	Benj. Sewall	11361	Sewall	(I)ec 4	Vancouver.	Valuaraiso	FF 75	.037	10 230	Feb. 15	458
n schr	Olganostania	1 478	Rodin	Nov. 19	Moodeville	Sydner	11112 514	.638	1,113	Jan. 15	418
il ship	Atacama	11235	Caballero	Dec. 15	Moodyville	Valuaraiso	111 98	0.001	9 453	Feb. 25	owners
lark	Nineveh	11174	Brondfoot	Dec 15	Vancouver	Sydney	lcc 71	m		Feb. 11	
n schr	F. S. Redfield	. 1416	'Birkholm	.Dec. 10	Chemainus	Sydney	3111 57	125	5 933	Foli 19	450
. \$150.30	www.atms. 18 Comp	osca o	I 35 (KR) feet fele	remanda tatalon, 480	i (KK) feet rougn	mmber. 151 000	feet fir	mrin	or and 108	OOO foot tie	· C-C
mosed o	387,871 feet rough lu	mber	20 Cast days		£07 1	13. 0	-1-4	ore '	77, 111111 400	**** **** ****	~ ~~

Also 3.0.30 latus. B Composed of 45,000 feet telegraph poles 410,000 feet rough lumber, 151,000 feet flooring, and 108,000 feet ties. C—Composed of 37,357 feet rough lumber, 30,688 feet dressed lumber, and 55 bundles laths. D—Composed of 23,355 feet dressed and 844,799 feet rough, also 22,916 feet pickets and 231,210 feet laths. E—Also 2,875 bundles laths. F—Composed of 1,144,286 feet rough, 80,500 feet t & g flooring, 21,000 feet so shooks, 6,000 boxes, 1 G—Also 1,078 bundles pickets, 1,446 bundles laths. If—Also 1,715 bundles laths. I—Also 80,078 feet t & g flooring, J—17,000 feet is on deek. K—Of which 78,615 feet is on deek; also 11,225 feet pickets and 2,091 bundles laths. L—Also 3,000 bundles laths. M Also 1,033 bundles laths and 463 bundles pickets; deek load 72,027 feet. N—Also 90,411 feet drefsed, 2,488 bundles pickets and 1,134 bundles laths. O Comprising 182,638 feet t & g flooring. P—Also 2,500 bundles laths and 8,679 bundles pickets, deek load 36,757 feet for light deek load 57,720 feet rough. S—Also 2,001 bundles laths, deek load 19,125 feet. R—Composed of 484,996 feet rough and 123,304 feet flooring; deek load 57,757 feet pickets and 50,000 feet lath. Z—Deek load 32,305 feet rough. A—Also 18,000 feet rough. Bilb—Also 28 bull blaths. C—Composed of 15,684 ft T G flooring, 15,453 ft clear and 619,061 ft rough. 10) — Also 76,000 laths and 4,720 pickets. Sailed from Victoria Nov. 21. FF—Also 151,237 ft 1 and g flooring. GG—Also 167,555 ft 1 and g flooring and 3,500 bulls laths. HH—Also 127 bdds laths. II—Also 48 bdds laths.

B. C. LUMBER FLEET, 1892.

FLAG.	NAME.	TNS		SAILED.	PROM.	,	CARGO PT.	VALUE.	ARRIVED.	HATE.
Br ship Nor ship	Athlon	. 1371	Dexter	Jan, 5	Vancouver	Adelaide	A 959,793 B 942,986		March 18.	478 6d
Am bark	Hesper Angerona	661	Sodergren.	Feb. 20.	Vancouver	Shanghai	C 716,183	7,781	March 25	508
Norbark .	Czar.	1321	Christophers'n	March 1	Vancouver	Valparaiso Adelaide	F 1.017.147	10,476	 	1 578 6đ
Norship	Agnes Kathinka	. 1161	Klevenberg.	Feb. 20 March 12	Vancouver,	Antofagasta Melbourne	G 1.142,212		• • • • • • • • • • • • • • • • • • •	
Br bark	India Glenbervie	SAM	Groundwater.	'March 21	Vancouver	Valparaiso Iquiqui		7,018		owners ac
Am schr	(British India W. H. Talbot	:11:81 776	Lines Blubm	March 31. March 11	Vancouver!	Valparaiso Tientsi u	$J_{*,*,*}$.680,372	9,315		37s 6d
Am schr .	Reporter	. : ::::::	Dreyer		Chemainus	San Pedro Sydney	416,386			Private
Hr bark	Mistletoe. Craigend	જા	'Smith .	April 21	Vancouver	Wilmington	1. G1,275	7,986	•••••	\$16 00
Hr bark	Toboggan	. 676	Porter .	April 18	Vancouver	Iquiqui-Callao Wilmington				27x 6d & 30s \$15.00
Nor bark	Fritzoe	1078	Winchester. Rolfsen		Chemainus	Japan ports Melbourne	!	 .		45H
Reshin	Crown of Denmark	*464	Smith	1	Moodyville.	Valparaiso		• • • • • • • • • • • • • • • • • • • •		356
Br shin	Earl Granville	111	Flack		Cowleban	Sydney	•••••	••••••	••• •••••	378 6d
A-Also 2,3	While lath and 5,550	bilis 1	ickets. BA	lso 44,130 ft pick	ets and 913 bill	laths C-A	lso 38,741 ft	tand g floo	ring. D-	Also 1,053

bills lathe, E-Also 157,070 ft t& g flooring and 5) bills lathe, E-Also 2820 ftplekets and 127,170 laths. G-Also 61,608 feet bickets and 25,000 feet laths. H-Also 49,846 feet t&g flooring and 1,015 bundles laths. J-Also 183,491 feet t&g flooring. I-Also 204,913 feet t&g flooring. I-Also 60,000 shingles. M-Also 192,000 feet t&g flooring.

THE COMMERCIAL

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FI,AG.	NAME.	TVB	Master.	SAILED.	FROM.	FOR.	Consigners or Agents.	DAYS OUT.
Br bark Br ss hip Br ship Br bark Br bark Br bark Hr bark Br ss Ger bark Ger, SS	irvine. Bandishire Bandishire Bushmills. Ben Nevis Martha Fisher. Fernbank. Chill. Ingrid Eritrea. Empress of China	1,50 1,50 1,50 1,63 1,63 1,63 1,63 1,54 1,79 3,03 1,54 1,722 3,003	Jones. McDonald Denning Elidell Lee Boyd. McKenzie Olsen Olivaro Tillett Van Hauvel Berendt Marshall	Nov. 28 Di Dec. 18 E April 13 E Feb. 13 B Feb. 27 A April 21 A April 16 I Dec. 7 P April 16 Feb 29 M April 13 F May 7 G	Liverpool Liverpool Liverpool Liverpool Glasgow, Liverpool Gl. 1998. Loh. on. San Diego, lquiqui Hong Kong Newcastle Osaka	Vancouver Vancouver Vancouver Vancouver Victoria Vancouver	Robt, Ward & Co. (Limited). ar May 4 Turner, Becton & Co ar May 9 Bell-Irving & Paterson ar May 9 Baker Bros. & Co (id). C. Gardiner Johnson & Co. R. P. Rithet & Co. (Lid). Bell-Irving & Paterson Turner, Becton & Co. R. P. Rithet & Co., Lid. C. P. S. S. Co ar May 7 New Vancouver Coal Co. C. P. S. S. Co. F. C. Davidge & Co.	144 27 87 73 15 24 155 71 27

M-Via San Francisco for lumber to West Coast.

1-Chartered to load lumber for M., A. or P. P. at 46s 3d. P-Via Lebu. To load lumber for Valparaiso on owners' account.

E-arrived at Holyhead D.c. 19, sailed again 21. A-Chartered to load grain on Puget Sound. R-To sail May 10. F-Via San Francisco, due May 15.

SHIPPING INTELLIGENCE.

The Earl Granville commenced loading a: Cowichan, Monday.

C. Gardiner Johnson has been appointed registrar to the Admiralty Court for British Columbia.

The Peruvian bark Pisagua, from Moodyville Oct. 10, arrived at Pisagua, Feb. 3, with a cargo of lumber.

The SS. Bushmills will call at Corinto, Nicaragua, for which port she has over 1,000 tons of machinery.

The British bark Irvine, 665 tons, Capt. Jones, from Liverpool Nov. 28, arrived at Victoria May S, consigned to Turner, Beeton & Co.

Capt. Urquhart has resigned from the Vancouver Pilotage to take command and manage the tug Lorne, which will go into service shortly.

The British bark |Ariadne, 1,167 tons, Capt. Croot, from London Nov. 28 and Gravesend Jan. 4, arrived at Victoria May 4, 114 days out, consigned to Robert Ward & Co., L'td.

The British ship Barunga, 1,030 tons, Capt. Mayne, from San Diego April 16, arrived in Royal Roads May 9, for orders. She is chartered for Australia, but rate is private and loading port and destination are not yet known.

The C. P. R. steamship Empress of China, Capt. Archibald, arrived May 7. She brought about 2,000 tons cargo and 35 sacks of mail and one crate of postal packages; 82 first saloon passengers, Sin second saloon, 360 Chinese, and 90 Japanese in the Asiatic steerage.

Jas. Colleutt & Co. have opened an office in the old Bank of British Columbia premises in Vancouver, as agency for Gonzalez, Byass & Co., of Jerez de la Frontera, sherries; Hunt, Roupe, Teage & Co., of Oporto, ports; J. Calvet & Co., of Bordeaux, clarets, Burgundies, Chablis and Sauterne.

VESSELS IN PORT.

(May 9, 1892.) VICTORIA.

Nor. bark Dominion, 1,256 tons.
British bark Lizzie Bell, 1,636 tons,
Capt. Lewis, arrived April 21 from Liverpool, discharging general cargo. R. P.
Rithet & Co., Ld., consignees.
Br. ship Barunga, 1,630 tons, Capt.
Mayne, from San Diego, arrived in Royal
Roads May 9, for orders.
Br. bark Ariadne, 1,167 tons, Capt.
Croot, from London, arrived May 4, discharging general cargo, Robert Ward &
Co., L'td, consignees.
Br. bark Irvine, 665 tons, Capt. Jones

Co., L'td, consignees.

Br. bark Irvine, 665 tons, Capt. Jones, from Liverpool, arrived May 8, discharging general cargo, Turner, Beeton & Co., consignees.

Br. bark Toboggan, 676 tons, Capt. Porter, arrived April 2 from Callao, lumber for Wilmington, Del.

Br. bark Thermopyle, 9i8 tons, Capt. Winchester, loading lumber for Yokohama and Nagasaki.

Br. ship Crown of Denmark, 2,029 tons, Capt. Smith, arrived April 25, loading for Melbourne.

Br. SS. Empress of China, 3,003 tons, Capt. Archibald, arrived May 7, discharging general careful.

ing general cargo.

Br. bark Banfishire, S99 tons, Capt.
McDonald, from Liverpool, arrived May 9,
with general cargo. Bell-Irving & Paterson, consignees.

MOODYVILLE.

Br. ship Burmah, 1,647 tons, Capt, New-combe, arrived April 21, loading for Valparaiso.

CHEMAINUS.

Am. bark Colorado, 1,033 tons, Capt. Gibson, arrived Feb. 22, laid up.
Nor. bark Fritzoe, 1,078 tons, Capt. Rolfsen, arrived April 16, loading lumber for Melbourne.

COWICHAN.

Br. ship Earl Granville, 1,119 tons, Capt. Flack, arrived April 28, lumber for U. K.

Nor. bark Ursus Minor, 605 tons, Capt. Johnson, arrived April 28, loading lumber for Sydney.

NANAIMO.

NEW V. C. CO'S SHIPPING. Nic. bark Bundaleer, 921 tons, Capt. P. Gondron, cigars, has sold out.

Williams. Am. ship Big Bonanza, 1,300 tons, Capt.

Am, ship St. Charles, 1,602 tons, Capt. Chapman. Am. ship Wachussett, 1,519 tons, Capt.

Arcy.
Am. ship Glory of the Seas, 2,100 tons,

Capt. Freeman. Am. bark Wilna, 1,409 tons, Capt. Am. ship Rufus E. Wood, 1,406 tons, Capt. Farnham.

WELLINGTON SHIPPING.

Am. bark Highland Light, 1,265 tons, Capt. Herriman, loading. Br. ss. Wellington, 1,267 tons, Capt. Salmond.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	. 5	5.154
Vancouver	Š	7,555
Nanaimo	. 9	12.957
Moodyville	. i	1.617
Chemainus	. 2	2.114
Cowichan	. 1	1,149
New Westminster	. 1	603
Total	-	31,181
IULALI	_Z4	31.181

FREIGHTS.

Lumber freights from British Columor Puget Sound to Sydney hia show a decline of 2s 6d, To M., A. or P. P. the rates are stronger, and freights to the West Coast of South America also show an advance. Quotations are :- Sydney, 30s; Melbourne, Adelaide or Port Pirie, 40: West Coast South America, 35s to Valparaiso for orders; United Kingdom, calling at Cork for orders, 57s 6d to 60s; Shanghai, 47s 6d; and Yokohama, 47s 6d, both nominal.

Grain freights from San Francisco to the United Kingdom are nominal, as there is almost no business doing. The present rate may be quoted at 21s3d, with the usual options, and the rate for new crop loading 32s 6d. From Portland 30s and Tacoma 27s 6d is quoted to the U. K., June cancelling. Both rates are, however, nominal.



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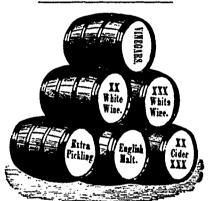
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