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TRADE AND COMMERCE

COMMERCIAL JOURNAL OFFICE.
Tuesday Morning, June 27.
VICTORIA.

Trade continues fair, with no special features to note. Coast Indians are bringing sealskins into market, which they are selling at from \$10 to \$12 a skin. The present cut in transcontinental freight rates is of considerable benefit to shippers and importers. The general policy of business houses continues a careful one. Houses are watching their interests very close and credits are being restricted in all lines in accordance with the policy of the Banks. No change is noted in collections.

Of Vancouver trade, the *Nova Advertiser* says that business has shown an improvement during the last week, and the change in the weather during the early part of the week proved of great benefit to retailers. Reports from the agricultural districts are still far from encouraging, and it is thought that the fruit crop will be very small. If there is a week of sunlight, the strawberry crop will be fairly good, and raspberries and gooseberries and other small fruits will be fairly plentiful. The cherry crop will be very small, as although the trees had plenty of blossoms, the late frost seems to have killed the fruit. Pears will also be scarce, and it is thought that apples will not be over plentiful, so that on the whole the prospect is not very encouraging. The building trade is quiet now, as owing to dull times and the wet weather, many who intended building this year have decided to wait a while. Merchants received with satisfaction the news of the reaction in freight rates, and the lowering of the rates from the coast to the Kootenay country will be of special advantage. Merchants will now be better able to compete with Winnipeg wholesale men, and should secure a larger share of the trade of that country, as the distance from the coast is shorter. Wholesale trade continues steady, and prices are almost unenanged. The chief feature is the arrival of a large shipment of California fruits.

GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. City of Puebla, June 22, for Victoria: 10 cs, 1,175 lbs. Receipts June 17, 500 lbs.; June 11, 5,200 lbs.; June 6, 5,586 lbs.; June 2, 5,610 lbs.; May 23, 9,695 lbs.; May 28, 3,740 lbs.; May 17, 21,375 lbs.

The price of eastern creamery butter is lower this week. The sugar market has fluctuated slightly during the week, closing with prices 1c lower. In the early part of the week the refinery advanced their quotations 1c, and toward the end of the week they dropped 1c. It is believed in some quarters that the advance was made to induce dealers to stock and then dropped to catch certain dealers with a large stock ordered. China granulated is quoted at by jobbers at 6c.

American packers' prices are slightly lower for hams and bacon, but jobbers' quotations remain steady at previous figures. A prominent feature in the grocery trade is the outlook for canned vege-

tables. Commission merchants are negotiating with wholesale grocers for contracts for fall delivery. The scale of prices quoted are lower than those of last year, being about 10c a dozen all round, with a freight rate of 85c, against a rate of \$1.25 last year.

American canned meats, staples, are quoted to the jobbers in bond as follows: Roast corned and lunch beef, 1's per doz., \$1.20; do. 2's per doz., \$1.35; lunch tongues, 1's per doz. \$3.25; do. 2's, \$6.25. Armour's white label condensed soups in 2 lb. tins are quoted at \$3 per doz.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 17½c per lb; heavy hams, 17c; choice breakfast bacon, 18c; short clear sides 15½c, and dry salt clear sides, 14c. Armour's white label pure lard, 10 lb. pails, 18½c per lb.

Armour's Gold Band meats, which are the finest quality on the American market, being a special grade for choice family trade, are quoted, (duty paid, Victoria), hams, 20c, breakfast bacon, 22c.

The *Toronto Empire* says: "The local butter market has been in much better shape this week. Considerable stock has been sent out of the city, and the local demand has been very active, so that hardly anything has accumulated here. Large rolls and store packed tubs still compose the bulk of the offerings. Prices for both these grades of butter are about the same, varying from 13c to 14c, very choice grades occasionally bringing the outside figure. There has been some enquiry for choice dairy tub butter at 15c, but very little has been offered here. Creameries have been rather quiet at steady prices. The cheese market has been easy, and a few local commission houses have reduced the jobbing price of new cheese, and are now selling at 10c. The quality has improved very much lately, and the demand in consequence has been much more active. Several round lots of new cheese have been purchased on spot this week at 9c. Prices at Ingersoll market yesterday ruled at 8½c to 9c, and, at Campbellford, \$50 boxes sold at 8½c to 8¾c."

The *London Grocers' Gazette*, June 3, said: "There has been a fairly good demand all the week. Old cheese maintain their value, owing to the short supply, fancy white being especially scarce. New cheese are coming to hand more freely; fancy grades of white are in good request at 51s to 53s; colored quiet at 50 to 52s; prices, however, are considered too high, and are gradually declining. Medium sorts are more enquired after, anything really good value at about 15s to 18s, is soon bought up, but lower grades are dull. Quotations are: Extra fancy fall makes, 51s to 56s; good to fine, 48s to 51s; new cheese, finest white, 51s to 53s; colored, 49s to 51s; mediums, 40s to 48s; skins, 15s to 25s. Quotations are: Butter, good to choice selected dairy tubs, 14 to 15½c; extra choice, 14½ to 15½c; large rolls, extra to choice, 13½ to 14c; good to choice do. 13c; creamery, in tubs and crocks, 20 to 22c; rolls, 23 to 24c; cheese, choice colored, autumn, jobbing at 10½ to 11c; new cheese 10 to 10½c."

The *Montreal Trade Bulletin* says: Butter receipts during the past week

were 3,045 pkgs., again 1,352 for the week previous. Considerable creamery is said to be going into cold storage, although at 17½c to 18c it could be placed for English account, and sales of small lots have transpired at 18c to 18½c for export. A lot of 30 tubs of choice fresh made creamery was sold at 18½c for the local trade and a lot of early made sold at 17c. A fair range of quotations for creamery is from 17c to 18½c in a wholesale way. As regards dairy, sales have taken place of Eastern Townships at 16½c to 17c, in good sized lot for the local trade, and one lot was taken for export at 16½c. A very choice lot of Western dairy was sold for Newfoundland at 16c, but the selection was close and the quality said to be equal to creamery. A lot of mixed Western was placed at 13½c. Buyers in Eastern Townships are paying 15c to 16c. We quote prices here as follows: Creamery, 17c to 18½c; Eastern Townships, 16c to 17c. The receipts of roll butter are falling off and the few lots that have recently arrived were pushed off at 13c to 14c. Fresh Morrisburg, prints have been placed at 15c to 16c, and extra choice Eastern Townships in small packages at 18c to 19c. Receipts of cheese during the past week were 58,155 boxes against 21,710 boxes for the week previous. The market is unsettled and on the easy side, although the sales for this week's steamers comprise finest Western white at 8½c to 9c, and second grades 8½c to 8¾c, and finest Western colored at 9½c to 9¾c. French cheese has been sold at 8½c to 8¾c for finest, and second grades at 8¼c to 8½c. These are good figures, and farmers should be well satisfied with them. The flow of milk at the present time is unusually large, and there can be no doubt that the June production will beat all former records. The public cable is down another 6d to 47s 6d. Sales have been made for this week's shipment at 43s 6d, and a lot of French cheese was reported sold over the cable at 42s 6d c. i. f. Liverpool."

Dairy produce is quoted:

Butter—Eastern Creamery, tubs	25	@	26
Manitoba creamery	29	@	00
California rolls, extra choice	26	@	00
" fancy	27	@	00
" squares	23	@	00
" tub	23	@	27½
Cheese—Canadian, lb.	12	@	14
California	16	@	00
Eggs, case, per doz	17	@	20

Smoked meats and lard are quoted:

Hams	15	@	18
Breakfast bacon	17	@	18
Short rolls	14	@	15
Long rolls	15	@	
Dry Salt, long clear	13	@	14
Pure Lard, 50 lbs.	16	@	17
" 20 lbs.	17	@	17½
Lard Compound	14½	@	15

Sugar—Jobber's prices ½-barrels and kegs in each case being 1c higher:

Dry Granulated	6½
Extra C.	5½
Fancy Yellow	5½
Yellow	5½
Golden C	5½
Dry Granulated (China)	6
Syrups, per lb.	3
" 1 gal. tins, American	6 50
" 1 " " Vancouver	6 00
" 1½ " " "	5 50
" 1½ " " "	7 00

FRUITS AND VEGETABLES.

The following are the receipts of Cali-

for California fruits and vegetables from San Francisco by steamship City of Puebla, June 22, for Victoria: 250 sacks potatoes, 116 sacks onions, 38 crates cabbage, 7 crates cauliflower, 12 bxs apples, 2 pkgs containing 5 bxs currants, 35 bxs plums, 23 crates bananas, 234 bxs apricots, 175 cs peaches, 271 bxs oranges, 25 bxs cucumbers, 12 bxs pears, 21 cs peas, 19 cs beans, 7 bxs tomatoes, 15 cs asparagus, 5 bxs strawberries, 5 sacks coconuts, 11 bxs pineapples, 22 bxs lemons, 1 cs gooseberries, 3 cs squash, 1 cs artichokes, 47 cs cherries, 203 pkgs containing 750 cs cherries. New red Astracan apples have been received and sold at \$3.25 a box. Peaches were in good supply at \$1.50 and \$1.75 a box. Puget Sound strawberries are arriving freely and are lower in price. Local strawberries and fruit from the island districts is arriving freely and sell at 12c per lb. Cherries are down to 75 cents a case. Plums and apricots are both lower in prices, and will be further reduced on the arrival of the next steamer. Business in this line is reported very good with the volume steadily increasing.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels, common to good	3 00 @ 3 50
" fancy	4 00 @ 4 25
Riverside Seedlings	2 50 @ 2 75
" fancy	2 90 @ 3 00
Mediterranean sweets	2 75 @ 3 25
Lemons—California	4 00 @ 5 00
Sicily	5 50 @ 6 00
Bananas	2 50 @ 3 75
Strawberries	per crate of 12 1 25 @
" " " " " " " "	per crate of 24 2 40 @
Local strawberries	per lb 12c
Apples, Red Astrakan	3 25 @
Cherries	75 @ 90
Apricots	1 50 @ 1 75
Plums	1 00 @ 1 10
Peaches	1 50 @
Cocconuts	per 100 7 50 @ 7 75

Vegetables are quoted:

Potatoes	per ton 35 00 @
New California	per lb 13 @
Onions—Red California	2 @ 0
Cabbage	11 @ 2

FLOUR AND FEED.

Prices are unchanged and trade continues steady.

The Columbia Flouring Mills quote Enderby flour in carload lots delivered at Victoria:

Premier	\$4 75
XXX	4 65
Strong Bakers or XX	4 25
Superfine	3 65

Jobbers' quotations to the trade are:

Delta, Victoria mills	\$ 4 75 @ 0 00
Lion, " "	4 75 @ 0 00
Premier, Enderby mills	5 00 @ 0 00
XXX, " "	4 90 @ 0 00
XX, " "	4 50 @ 0 00
Superfine, " "	3 90 @ 4 25
Ogilvie's Hungarian	4 90 @ 5 00
Strong Bakers	4 85 @ 0 00
H. B. C. Fort Garry Hungarian	5 00 @ 0 00
" " " " " " "	Strong Bakers 4 85 @ 0 00
Oak Lake Patent Hungarian	4 80 @ 0 00
" " " " " " "	Strong Bakers 0 00 @ 0 00
Regina Hungarian	4 80 @ 0 00
" " " " " " "	Strong Bakers 0 00 @ 0 00
Benton County, Oregon	4 65 @ 0 00
Portland Roller	4 75 @ 0 00
Snowflake	4 75 @ 0 00
Royal	4 60 @ 0 08
Wheat, per ton	28 00 @ 35 00
Oats	32 50 @ 40 00
Oil cake meal	40 00 @ 50 00
Chop feed	28 00 @ 32 00
Shorts	30 00 @ 35 00
Bran	27 50 @ 30 00

National Mills oatmeal	3 50 @ 0 00
" " rolled oats	3 50 @ 0 00
" " split peas	3 50 @ 0 00
" " pearl barley	4 50 @ 0 00
" " Chop feed	26 00 @ 28 00
California oatmeal	4 25 @ 0 00
California rolled oats	4 00 @ 5 00
Corn, whole	per ton 37 50 @ 40 00
Cornmeal	2 75 @ 3 00
Cornmeal-feed	per ton 40 00 @ 00 00
Cracked corn	40 00 @ 00 00
Hay, per ton	18 00 @ 20 00
Straw, per bale	1 00 @ 0 0

RICE.

The Victoria Rice Mills quote wholesale:

Japan rice, per ton	\$ 77 50
Best China rice	100 00
China rice No. 1	70 00
Rice flour	70 00
Chit rice	25 00
Rice Meal	17 50

LUMBER.

The Am. ship, Wm. H. Starbuck, 1,272 tons, Capt. Reynolds, from San Francisco June 21, is chartered to load lumber at the Hastings mills, Vancouver, for London at 52 1/2 Gd. The Br. bark Doehra, 900 tons, Capt. McJerraw, has completed her cargo of lumber for Adelaide, comprising 680,609 feet rough and 59,625 pickets; total, 740,234 feet. She will sail early in the week. The ship Earl of Dunmore and schooner Puritan both sailed from San Francisco on June 21 to load lumber at B. C. ports. The Carrier Dove and Gunford are about due from San Francisco.

There are at present two vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. ship Gryfe, 1,069 tons, U. K., Cork f. o.; Br. ship Kinkora, 1,799 tons, for Callao.

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

Rough Merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet	\$ 8 50
Dock plank, rough, average length, 35 feet per M	19 00
Dressed T. and G. flooring, per M	17 00
Pickets, rough per M	9 00
Laths, 4 feet, per M	00

The local quotations established by the Victoria lumber dealers are as follows, including delivery to any part of the city: Rough lumber, per M feet, \$10.00; shiplap, \$12.00; rustic, 6 & 8 in, \$18.00; 6-in flooring, \$18.00; 4-inch flooring, \$20.00; do, edge grain, \$22.50; dressed lumber, four sides, \$17.00; second quality flooring and rustic, all kinds, \$14.00; shingles, \$2.25; laths, \$2.25.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending June 24—

NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
17.	Tyce, str., Port Townsend	37
18.	Tacoma, ship, San Francisco	2,638
20.	Sa King, bark, Wilmington	2,431
21.	Sea Lion, str., Port Townsend	61
21.	Hayian Republic, str., Portland	173
20.	J. B. Brown, ship, Dutch Harbour, Alaska	2,487
24.	Grandholm, str., San Francisco	1,630
Total		9,457

Jas. McCorkall, tailor, Victoria, is adding a stock.

J. Mason & Co., auctioneer and employment agents, Vancouver, have admitted J. E. Barwick into partnership, under the same style.

BUSINESS CHANGES.

A. T. Wetherly, saloon, Victoria, Sheriff in possession.

Gus Stevens, hotel, Vancouver, has sold out to Thos. Roberts.

Harvey & Co., livery, Vancouver, contemplate giving up business.

British Columbia Carriage Works, Vancouver, sold out to Jas. Dupe.

Samuel R. Connor, livery, Vancouver, has sold out to W. C. Marshall.

McKay & McIvor, saloon, Vancouver, have sold out to M. Murchison.

P. A. Nicolle & Co., Japanese goods, Victoria, advertises closing out.

The Balfour Trading Co., of Kaslo, are about to open a branch at Lardo.

Blythe & Lyne, hotel, Ashcroft, have dissolved. Wm. Lyne continues.

Alhambra hotel, Vancouver, furnishings advertised for sale by tender.

Plows & Jennings, brick manufacturers, Victoria, have dissolved partnership.

B. Van Volkenburg, formerly in butcher business, contemplates reopening in Victoria.

John Ferguson, baker and confectioner, Westminster, has sold out to Macgregor & Kerr.

Raper, Raper & Co., books and stationery, Nanaimo, advertised for sale by assignee.

Williams & Craig, butchers, Vancouver, have dissolved. F. W. Williams & Co., continue.

The Vancouver Electric Railway Light & Power Co., Ltd., advertise plant for sale by tender.

W. S. Santo, formerly in the grocery business in Nanaimo, has skipped leaving numerous creditors.

The stock and effects of the French Syndicate Co., general store Northfield, are offered for sale by tender.

C. Strouss & Co., wholesale dry goods, Victoria, have dissolved. C. Strouss retires, and Emanuel Bloomingdale continues the business under the old style.

NEW INCORPORATIONS.

Bron N. White Company, foreign, capital stock, \$500,000. Nelson is the place of business in British Columbia.

Revelstoke Printing and Publishing Co., Ltd. Capital stock \$5,000. F. Fraser, H. N. Coursier, Wm. Brown trustees.

Sutton Lumber and Trading Co., Ucuelet, Alberni district. Capital stock, \$100,000. Directors: Wm. Sutton, W. J. Sutton and J. E. Sutton.

The Kaslo Wharfage, Storehouse and Drayage Co., Ltd., capital stock, \$10,000. John M. Burke, Wm. Baillie and Chas. W. McAnn, of Kaslo, are incorporators.

Bridge River Gold Mining Co., Ltd., capital stock, \$25,000. The trustees are G. E. Bower, J. Leatherdale, W. G. Allen, J. A. Russell, and F. R. McDonald, all of Vancouver.

The Diplock Book and Stationery Co., Ltd., capital, stock, \$200,000. A. McCreery, A. W. Biddell, A. B. Diplock and J. M. Buxton are trustees. Vancouver is the place of business.

—∞(SAYWARD)∞—

Situated Exactly Opposite the Historical Fort Sheppard, on the East Bank of the Columbia River at the Mouth of Beaver Creek, about Four Miles North of the Pend D'Oreille River and International Boundary Line.

SAYWARD is a typical site for a large city, it is level bench land, perfectly adapted for building purposes, and is the Selected Junction of the River and Railway Transportation.

SAYWARD Is the only natural location for a centre of supply for the great Placer and Hydraulic Mines on the Pend D'Oreille and Salmon Rivers, and the Gold and Silver Mines of Trail Creek, now supplied by wagon road from the United States.

SAYWARD Is the Headquarters of the Contractor of the Nelson & Fort Sheppard Railway, now under construction. The main Railway Line runs through the Company's property, and a spur is to connect with the Steamboat Landing, where all supplies are now being delivered for over One Thousand Railway Navvies.

Commissariat stores, Hotel Offices and Wagon Road now in course of construction, and an increasing daily business is being transacted. Alternate daily communication from Revelstoke, B. C., via Canadian Pacific Railway, and Northport, U.S., from all points south by the Spokane Falls & Northern Railway.

PRICES—\$150 for Corners; \$100 for Inside Lots. TERMS—One-third cash, one-third in two months, one-third in four months, with interest at 8 per cent per annum on deferred payments.

For the West Kootenay Land Company, Ltd. L'y,

JOSHUA DAVIES, Manager, - - - No. 7 Board of Trade Building.

COMMERCIAL SUMMARY.

The Chemical National Bank at Chicago is to resume business, by decision of the shareholders.

A company with \$10,000 capital is being organized at Meaford to establish an agricultural and industrial fair.

The Eastern Townships Bank has declared a dividend of $3\frac{1}{2}$ per cent. for the current half-year, making 7 per cent. for the year, payable 3rd July next.

The Canadian Lumber Company at Elmira, N. Y., has passed into the hands of a receiver. Their liabilities are placed at about \$150,000, with nominal assets of \$250,000.

The Steveston *Enterprise* urges that the Richmond Council should give the preference to white tenderers for contracts when their offers are but little higher than those of celestials, who now often obtain the work.

J. G. Richardson, of New Haven, Conn., has started a suit for \$5,000,000 damages and profits, for infringement of patents. The action is against nearly all the reaper and harvester manufacturers of the United States, including the combine.

The Japanese Government has commenced suit against the Peninsular and Oriental Steam Navigation Company for \$850,000 damages in connection with the sinking of the torpedo boat *Chiohima Ken* by the steamer *Ravenna* last year.

The barque *Highlands*, Capt. Owens, from Vancouver, January 26, with a cargo of British Columbia pine for Montreal, arrived at Quebec on June 13. Capt. Owens

reports an ordinary passage. While off Cape Horn, during a heavy gale, Thomas Scott, aged about 30 years, able seaman, a native of Scotland, was washed overboard and drowned, it being impossible, owing to the high sea, to save him.

There has been a remarkable increase in the importation and consumption of sugar in Japan during the past twenty years, which can scarcely have failed to have some effect on the course of the world's markets. In 1868, the declared value of the sugar imported by Japan was \$918,700, and last year it was \$10,000,000. A Japanese native gives the total value of the sugar imported during the last twenty-four years as \$98,810,000, or an average of about \$4,300,000 per annum. In 1880, the declared value was \$3,630,000, and in 1891 \$8,499,000. Meanwhile the value of the sugar produced in Japan itself has increased from \$1,700,000 in 1884 to upwards of \$6,000,000 in recent years.

It is remarked in connection with the fire record that a notable feature about the fires that have occurred of late has been the number of sufferers that carried no insurance whatever. There always have been, and there always will be those, who will seemingly trust all to Providence and nothing to the fire insurance companies, but it would appear that in some instances where a conflagration has visited a place within the last few weeks, among those burned out were two, three and four merchants who carried no insurance on their stocks. Others, and some fairly well established firms, had carried insufficient insurance and were compelled to assign.

PROBABLY A LIGHT PACK.

Some of the canning companies which expected a short time ago to make a large pack this season will greatly decrease their usual pack or not open at all. One large establishment in Alameda county we learn will not open its factory this season, although only a short time ago it was expected to pack an unusually large amount of fruits. The reason alleged is that while last year at this date they had more orders from outside of the State than they could fill, they have not a single order thus far this season; and yet the goods of this company stand well in all markets. The general demoralized condition of the money markets appears to be one cause for the present determination of the canning companies. Another is alleged to be the attitude of growers early in the season, who held their fruit at prices above the views of canners. Whatever be the causes, however, it is becoming clear that the large amount of canning expected to be done will hardly result from present adverse conditions. It will behoove growers therefore, to make greater efforts to sell their fruit in a fresh state or to cure the same in the best possible manner by drying. Fruit should not be allowed to go to waste in the orchards, as some now predict will be the case. By some extra effort in drying, that which cannot be disposed of with profit otherwise, and by proper organization, we believe the present season's crop might be handled with general satisfaction.—*California Fruit Grower.*

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

-AGENTS FOR-

The Yorkshire Guarantee and Securities Corporation, England.
Alliance Assurance Company (Fire), England
The British Columbia Fire Insurance Company, Victoria.
The Great West Life Assurance Co., Winnipeg and Victoria.
The Royal Canadian Packing Co., Claxton, Skeena River, "Globe Brand of Salmon."
The Steveston Canning Co., Steveston, Fraser River, "Lighthouse Brand of Salmon."

64 YATES ST., VICTORIA.

Under new management. The well known favorite hotel,

"COLONIAL METROPOLE,"

31, 33, 35, 37 and 39 Johnson St.,

HAS re-opened on an entirely new plan. Having secured the very best assistants in all departments, we feel confident of being able to please our patrons. The **BAR** will be supplied with the very best, and will be in charge of the most able dispensers. The **TABLE** will be provided with everything the market affords, and polite attention will be paid to guests. **THOS. TUGWELL, Manager.**

MANAGEMENT OF THE STORE.

The success of every retail store-keeper largely depends upon good common sense in the management of his store. First, in the selection of the best possible place in which to do business with the class of people he most desires to have for customers. Said the senior member of one of the most prominent retail stores in Chicago to the editor of the *Grocers' Criterion*: "We have one of the most attractive and beautifully arranged stores in the city; have expended a large amount of money in decorating and beautifying it so as to make a handsome display of goods, but notwithstanding all our trouble and expense, trade is unsatisfactory, and, after careful consideration of the cause, we have determined to move elsewhere. The trade which we most desire does not come to us here, probably never will, no matter what endeavors we make to attract it, therefore we have rented one of the most expensive stores in the city. It would seem at first glance that no firm could live and pay the rent that is demanded of us, but we have come to a realization of the fact if we expect to do business at a profit we must go where business is; we cannot make it come to us."

There are points in the above reflections that are worthy of consideration of every store-keeper in the west. There are many men who may carry a better stock of goods than their contemporaries; they may sell them at reasonable prices; they may have handsome and attractive stores; but if they happen to be located in an out-of-the-way or inconvenient place instead of upon some great thoroughfare where hundreds, or it may be thousands, of people pass every day, they will find business unsatisfactory, and some of them may not be long headed enough to understand the reason why.

Another thing to be considered in store management is that of good, faithful and

PAINTS, VARNISHES, ETC.,**MIXED PAINTS, DRY COLORS, CALSOMINES,**

Coach Colors in oil and

Japan, Coach Varnishes,

Window Glass, Plate Glass



Ornamental Glass and

all kinds of Painters' and

Artists' Requisites.

A. RAMSAY & SON.ESTABLISHED
1812.**MONTREAL****VICTORIA.****VANCOUVER.**

The only paint manufacturers in the Province, with the best known brands in Canada. Factories: MONTREAL, QUE., TORONTO, ONT., VICTORIA, B. C. PEERLESS WHITE LEAD, GENUINE ELEPHANT WHITE LEAD, PEERLESS VARNISH, SUN VARNISH, DECORATORS' PURE WHITE LEAD.

THE CANADA PAINT COMPANY, LTD

WE GUARANTEE EVERY PACKAGE. OXIDE MINES AT ST. MALO, QUE.

Lacquer for Salmon Canneries Gold and Blue, Paints, Varnishes, White Lead, Putty, Carriage Colors, Japans, Calsomine, Glue, Castor Oil, Linseed Oil

able employees. An impertinent and incompetent salesman, a careless or dishonest bookkeeper, a reckless teamster or delivery driver, may cause the merchant a great amount of personal annoyance, besides the loss of custom which is undesirable. No merchant should allow his assistants in business to become reckless, indifferent or derelict in their duties. A good system is necessary, in fact imperative, in every well regulated business, and if a merchant cannot make his employes attend faithfully to the duties which devolve upon them he should discharge them summarily and fill their places with other people who can be made efficient and valuable in his service.

Another important item to be considered in store management is waste. In many stores a great amount is lost every year by the breaking of fragile goods; the soiling of articles by reckless handling; the spilling of offensive stuffs into food products; the leaking of casks, and the bursting of boxes and cases. Much of this loss can be avoided if good discipline is maintained by the manager. Many store-keepers make it a rule to charge up to their employes all losses occasioned by their recklessness, and it is unnecessary to state that in establishments where such a rule is enforced very few accidents occur in the course of a year.

Another important thing to consider in store management is the accumulation of undesirable goods. At certain seasons of the year there is a large demand for specific articles, and, encouraged by their rapid sale, many a merchant orders a large stock without stopping to consider that owing to the change of season the demand for the article must necessarily cease, and in order to dispose of them at a profit they will have to carry them over to next year. A merchant should never order goods without carefully considering whether or not their sale is likely to continue for a considerable length of time, as there is very little money to be made by carrying goods from one year to the next one.

THE U. S. TRADE PRESS CONGRESS.

At the Trade Press Congress, recently held in Chicago, a committee was appointed to mature plans for the formation of a national trade association—an association to include all the trade press, not those of one particular guild. Francis Leon Christian, editor of the *St. Louis Grocer*, is chairman of the committee. It is said that at the Chicago meeting last month, the question of effecting a union of the trade press of the United States came up for discussion, and so great was the interest manifested on the subject, that a committee was appointed to communicate with the leading papers, and arrange at once for a trade press congress. The feeling was general that it was important, and even imperative that there should be a union of the trade-paper interests at the earliest possible day, as each journal had many things in common with other journals of its class, and only by organization can anything in the way of legislation or advancement of interests be affected.

It was felt furthermore, that the trade journal should be made to occupy a more influential position, and have wider recognition from the general business world; and that not only should its general usefulness be dilated upon, but also its mission as the most direct and positive factor in meeting the needs of the merchant and manufacturer emphasized in the most positive manner.

In accordance with the instructions received from the Trade Congress above referred to, and by reason of the facts above recited, it has just been arranged that a meeting of the representatives of trade journals be held in Chicago the week beginning August 14, 1893.

George W. Helme, snuff manufacturer and owner of the town of Helmetta, N. J., is dead. He was 71 years of age and worth \$4,000,000.

New Denver now talks of starting a newspaper, fearing that otherwise it may get behind in the race, as regards mine townsite advertising.

THE BRITISH COLUMBIA
COMMERCIAL JOURNAL

ISSUED EVERY TUESDAY AT VICTORIA, B. C.

SUBSCRIPTION - - \$2.00 PER YEAR.

Advertising Rates on Application.

D. M. CARLEY EDITOR-IN-CHIEF.
L. G. HENDERSON BUSINESS MANAGER.
Office No 77 Johnson Street.

VICTORIA, TUESDAY, JUNE 27 1891

TELEGRAPH POLES.

It must be confessed that we have no love for the unsightly poles with which our streets are being disfigured by the telegraph and telephone companies. They have been done away with in New York by the adoption of the underground cable system, and we do not blame Hon. Mr. de Cosmos and others for the opposition they have shown to them in the city. We, however, perfectly realize the difficulties in the way of placing the wires in the rock that underlies our public streets. We think, therefore, that the least the electric wire companies can do is, as far as possible, to cable their wires, even though they should be carried overhead. This would naturally decrease the unsightliness of the existing network which is continually growing larger and more dense.

At the same time, while not being desirous of standing in the way of any improvements, we would suggest that permits be not given in such a way as have enabled the N. E. L. & T. Co. here and some of the companies in San Francisco and Montreal to snap their fingers at the instructions of the municipal authorities. In this connection, we observe that recently the Montreal city council, after a long debate, voted by 21 to 12 to give the Merchants Telephone Company the privilege of putting up its poles in the streets, imposing no condition except that it shall allow other companies to use the poles if they choose to pay the price it may ask. This is a surrender which, in our opinion, the commercial capital of Canada will be fore very long have occasion to rue.

BENEFITS OF COMPETITION.

They say that competition is the life of trade, and experience has amply demonstrated the truth of the statement. We fully anticipate that the comparatively fast time of the Australian steamship Mowera will be much reduced by the close competition that is certain to arise between the San Francisco and the British Columbia lines of steamers to the antipodes; moreover, that freight and passenger rates will be, to at least some extent, reduced, and that in every way a better service will be given. Mr. Spreckels, finding that he has not matters entirely in his own hands, is likely to introduce needed improvements that are certain to be met by his rivals. We note, too, that since the Intercolonial Railway has been run more on business than to serve political enemies, it has been a comparative financial

success, and is forcing the Canadian Pacific people to toe the mark.

Some time back, the managers of that road talked of a 72-hour service for cars of fruit between St. John, N. B., and Montreal. That was the best they were disposed to do, but under the rule of Hon. John Costigan, the Intercolonial Railway took a car and landed it in Montreal in 48 hours. The Canadian Pacific Railway then took a car down to St. John in 38 hours, and besides fastened a car to an express train, laying it in St. John in 22 hours from Montreal. A fast service for the future is promised. If only the Canadian Pacific had closer competition, we should speedily have much faster time made and in every way a better and cheaper service given across the continent. Recent transcontinental World's Fair cuts have astonished the natives, but the trouble is that this cutting only lasts for a short time and then the grounds arise for the same old dissatisfaction.

PROGRESS OF MONTREAL.

In celebration of the semi-centennial of the establishment of the Montreal Board of Trade that important body has recently moved into larger premises and of a much more extensive and at the same time elegant description in which, among other important and influential companies, the Grand Trunk and Canadian Pacific Railway concerns occupy extensive and well appointed offices. The *Canadian Trade Review* in connection with the event published a special number in which it reviews the progress of the commerce of Montreal and demonstrates the advances which it has made from the earliest days. The issue is well got up and gives a considerable number of the facts in admirable shape from the time when in 1611 a trading post was established by Champlain in Custom House Square, in whose vicinity is still St. Anne's public market, around which, in various directions, is done a large proportion of the commerce of the city. At the present time it is stated that, besides tramp steamers, Montreal is the Canadian terminus of half a dozen important steamship lines and has a coast and interior service of a very complete nature.

The following observation occurs which will be specially satisfactory to our readers: "The exports and imports of this city exceed those of the whole of Ontario, Toronto included, and greatly exceed the total imports of all the other provinces combined. In the amount of ocean shipping to and from Montreal annually, she is surpassed only by Victoria, B. C., which is on the ocean shore, but in point of vessels no Canadian port can equal Montreal, which speaks well for the improvements which have been made in the St. Lawrence." There are eight banks with headquarters in Montreal, and eight or nine others which have branches there, while the Grand Trunk and Canadian Pacific railways are among its most prominent institutions—four separate roads in addition using the Grand Trunk as a means of reaching the city. The facts published are of a very instructive and interesting character, the lesson derivable from them for Victoria and Vancouver being "Go thou and do likewise."

THE ARBITRATION.

We have not yet been able to make up our minds that the sealing arbitration now in progress in Paris will result in any satisfactory outcome. Great Britain, as the case has been well summarized, wants the High Commissioners to find that the seizures were made by authority of the United States; that they were made on the high seas for alleged breaches of the United States laws; and that they were made without right of jurisdiction recognized by international law. The United States ask the tribunal to find that the seizures took place under authority of the United States, over ten miles from any shore, but that it does not pass upon the fact of how many of the vessels seized were owned wholly or in part by British subjects and American citizens, and that cognizance be not taken of the value of the vessels and their contents.

Moreover, while the United States ask that pelagic sealing be practically prohibited in the Pacific ocean, the British counsel hold that the reference does not cover a claim of this kind. All the world is wondering what can be the possible outcome of this method of settling international disputes, particularly as the present appears to be the last court of resort, as the result will have an important bearing on the question of international arbitrations in the future. The arbitrators have before them not only a very important task but one which is involved in difficulties of the gravest character. It might be, however, that, in this case, should there be no direct result the gravity of the issues may induce the adoption of such a policy by the chief parties as shall lead to an unwritten understanding that shall prevent the principal dangers from being incurred, and will stave off at least the evil day of which our American neighbors profess to have so great a fear. From the point of view of dollars and cents, the cost of Behring's Sea patrol and of the arbitration itself may well be supposed to have about eaten up the value of the entire seal herd.

THE SALMON PACK.

The New York *Bulletin*, on the subject of canned salmon, remarks that the outlook is more perplexing than usual at this season of the year. It is remarked on as a suggestive fact that the British Columbia pack, this season, will be limited only by the supply of fish, cans and labor, and that not only will the Alaska pack meet with keen competition from the Columbia River, but that it will encounter vigorous opposition in the foreign markets. Spot stocks of ordinary goods seem to be just a trifle heavier than it was estimated some time ago that they would be at the middle of May, and an air of mystery is assumed by the Alaska canners combine that by no means promises confidence as to the future.

NOTABLE instances of the folly of people neglecting to carry an adequate amount of fire insurance have recently occurred. Among them is the case of the Villa Maria Convent near Montreal, the largest institution of the kind on the continent. Over one million dollars worth of property went up in smoke, the entire insurance being \$101,750.

EDITORIAL COMMENT.

THERE seems to be considerable apprehension that the arbitration which has been pending for so long between the provinces of Ontario and Quebec and the Dominion of Canada, involving some millions of dollars, is not likely to be successful in adjusting matters and that Her Majesty's Privy Council will have ultimately to step in and make a settlement.

THE New York *Commercial Bulletin* thus refers to trade relations between the United States and Canada. "The aggregate of bread stuffs, dairy products, eggs, vegetables and seeds exported by the United States to Canada in 1892 was \$16,855,054, while the amount imported from Canada was only \$5,079,615. And yet the farmers along our Northern frontier have been told till many of them believe it that Canadian competition would ruin them. It is mainly this mistaken notion that, as to our people, prevents a commercial arrangement that would be of great value to us and of incalculable value to Canada."

THE Victoria City Council, on motion of Ald. Belyea, has resolved that a clause be inserted in all contracts entered into by the corporation of the city of Victoria, prohibiting the employment of Chinese in connection with the work, or of material in the manufacture of which Chinese are employed. This motion caused considerable discussion, it being discovered that some of the loudest-mouthed professional champions of the workingman were those who were the least disposed to give this policy at least a trial. They wriggled and wriggled, but finally voted for the proposal, a stipulation being added that it do not come into operation for at least three months, thus enabling those who had contracts with the corporation to make the necessary arrangements.

It is announced that the New York *Journal of Commerce* and the *Commercial Bulletin* of that city have been amalgamated. They are both high class papers, able and enterprising, and have both been successfully conducted for many years. Mr. David M. Stone, who has been for thirty years editor-in-chief of the *Journal of Commerce* retires, Mr. Dodsworth, for twenty-three years at the head of the *Bulletin*, taking charge of what will hereafter be known as the *Journal of Commerce and Commercial Bulletin*. In his valedictory, Mr. Stone says he has given thirty-four years of his life to the service without a single vacation, and for the last four years having had no editorial assistant, every editorial has been the product of his pen, besides which he has attended to much other work in the conduct of the business. This is, indeed, a record for a man to look back upon—particularly one of such importance and influence as his has been.

SINCE our last issue, a terrible disaster has befallen the British navy, the crack ship of battle and flagship Victoria having been sunk off Tripoli in the Levant with over 700 souls on board. The disaster

is second only to the loss of the Royal George, over a hundred years ago, when as Cowper sang "Kempfenfeldt went down with twice four hundred men." This was off Spithead, when "a land breeze shook the shrouds and she was overset." With the Victoria, it was not an enemy's vessel that caused the disaster, but an almost equally powerful vessel accidentally pierced the Victoria with her ram, and Admiral Tyron with his crew went down in her. The occurrence is one of the saddest on record, and to-day Great Britain mourns the loved and lost. Somebody must most certainly have been to blame, and it will be for the authorities to thoroughly inquire as to this as well as to provide against the recurrence of such calamities.

A NOTE by any means unwarranted contrast is drawn in certain quarters between the utterances of the bank presidents and managers of Canada on the subject of the trade outlook and the statements made by some of the papers. While the former are, as a rule, emphatic as to the healthful tone of business in the provinces of Ontario and Quebec, numbers of the papers are taking the contrary view. No doubt these latter are influenced by political sentiment, for it is noteworthy that these "blue ruin" deliverances emanate principally from the newspapers known to be antagonistic to the present tariff policy of the Dominion. For our part, though there are, it is true, those who conscientiously assume the attitude to which we take exception, we prefer to stand with the men of business and men of wealth whose money is engaged in the conduct of our commerce and industries. Capital is sensitive enough, as a general thing, to be relied upon as a commercial barometer.

WE have time and again urged the necessity of a Dominion law for the better and more equitable distribution of the estates of insolvent debtors. On this subject the *Insurance and Financial Chronicle*, of Montreal, in its last number said that "statutory improvements ought to be made, to curb the power of curators in bankruptcy matters, and make the administration of estates more favorable to creditors than to those who have the handling of the funds. The interests of the latter seem to be to keep control of the cash as long as possible, until it is frittered away to a point where the curator and accountants in league with him have been the principal beneficiaries, and very little is left for the creditors. A case is known of an insolvent firm whose accounts proved so exceptionally good, that money fairly rolled in, and bade fair to yield a liberal dividend; but the estate has not been closed yet, and the prospects of a dividend have grown smaller and beautifully less."

IN the opinion of Hon. J. H. Turner, Minister of Finance, British Columbia is making a good exhibit at the World's Fair. He has just returned from Chicago, and says that the minerals of the Province are attracting a great deal of attention, good use having been made of the money voted for the purpose of advertising in this way the Province and its va-

ried resources. This is especially the case with regard to the exhibits of fruit, minerals and lumber, while the agricultural show is one of the most attractive in the whole of the immense building set apart for the display of cereals and vegetables. In this connection we may remark with pleasure upon the immense success which the Dominion has achieved with her exhibit of cheese. Altogether there were in the Exposition 607 exhibits, mostly of factory cheese. Of these 135 scored high enough to win medals or diplomas, 120 of them being of Canadian manufacture. Thirty-one Canadian lots scored higher than any from the United States, ranging in excellence from 93 per cent. down.

IT is to be noted that before the Behring Sea tribunal Sir Richard Webster has submitted a series of regulations, comprising eight clauses, which Great Britain desires to have adopted. The chief points are that vessels engaged in pelagic sealing must obtain licenses at either Victoria, Vancouver Port Townsend or San Francisco. Licenses shall only be granted to sailing vessels. Sealing shall always be absolutely prohibited within two miles of Pribyloff Islands. A close season for pelagic sealing shall be established, and it shall extend from Sept. 16th to July 1st. No rifles or shells shall be used by the pelagic hunters. All vessels engaged in pelagic sealing shall carry a distinguishing flag. All masters of such vessels shall record in their log book the time of their hunting, the places where they hunt, the number of seals caught and the sex of each animal secured. The licenses shall be liable to forfeiture in the event of a breach of any of the foregoing regulations. These have, of course, to be passed upon by the tribunal, and may or may not be adopted in whole or in part.

THE *Monday Times* says: "It strikes one at first as anomalous that such articles as butter and frozen mutton should be found in the cargo of the first steamer of the new line from Australia to our Pacific Coast, which arrived a week ago. But we must remember that British Columbia is an importer of food of the character of both meats and dairy products, and it may be quite possible for the antipodes to supply them—or meats at any rate—at paying rates." To this we may add, as British Columbians, that we shall regard it as fortunate if a trade in frozen mutton and butter can be built up with this country, since freight rates, customs duties and charges are such that their application renders it an expensive business to bring in either of the articles mentioned from Eastern Canada or the United States. As we have said before there seems to us to be no reason why we should be forced to do either as we have grazing lands enough to grow all the beef, mutton, butter and cheese that our people could consume; but people hesitate to go into the business. The idea of our being obliged to bring in these products from outside the province constitutes an anomaly that long since ought to have been removed, but it must be said that this Australian enterprise constitutes the only present prospect of relief from the scarcity that exists and the consequent high prices that are exacted from the consumers.

COFFEE SUBSTITUTES.

Those who assert that the cost of coffee does not induce the preparation and use of substitutes may be interested in the following account of a preparation made by German manufacturers in Munich from malt. The malt is first soaked in water at 40 C., and dried in a coffee roaster until the grains assume a glossy brown color. It is then sprinkled with hot water and the roasting is continued until the skin of the malt is loosened. A liquid having the aroma of coffee, and prepared as prescribed below, is then sprayed into the roaster, which is kept revolving; when the spray is discontinued, the malt is further heated until it becomes quite dry. The coffee liquid, above alluded to, is made by condensing the vapors which arise when genuine coffee is being roasted. The condensed liquid is contracted by boiling and neutralized by a little bicarbonate of soda. Sufficient sugar is then added to make a syrup, when the liquid is ready for being sprayed into the roaster. Instead of going to the trouble of preparing this liquid the manufacturers sometimes use extract of coffee for spraying into the roaster. The finished product, when ground, is said to be a passable coffee substitute.

CROP CONDITIONS IN EUROPE.

Under date June 2, Beerbohm's *London List* reports the condition of crops as follows: The weather since the date of our last review has been rather unsettled, but fine on the whole. The temperature during the last few days, however, has been lower, and rather sharp night frosts have been registered in some places. The English agricultural reports are generally favorable, wheat being very forward in the southern and western countries. The chief cause of complaint on the part of the British farmers lies, of course, in the exceedingly small hay crop.

In France, the outlook has been greatly improved by the rains of the past fortnight, but the crop reports are very various; in the southwest, the wheat crop is said to be satisfactory, but in the southeast, east and northeast there are complaints of the insufficiency of the rainfall; whilst in the north and west the condition, although not unfavorable, is not wholly satisfactory. Rye will, without doubt, be below an average, and the damage done to barley and oats by the previous extraordinary drought will be difficult to wholly repair.

In Belgium and Holland, the prospects are favorable on the whole, but more rain and a warmer temperature are required in Holland. In Germany, a timely rainfall has caused an improvement in the outlook, but the rye crop is expected to be below an average. In Austria Hungary, the official estimates indicate that the wheat crop, although improved, will be below an average, whilst rye is described as generally unfavorable.

In Spain, the prospects have improved, but in Italy a deficient wheat crop seems certain. In Roumania, the crops are backward, and it is said that the recent torrential rains have done some damage to the winter crops. The maize crop is also re-

ported to have had a very bad start, some telegrams received this week estimating that 30 per cent. of the crop had failed. From Russia, latest official reports advise a general improvement in the crops, in which the commercial advices agree.

SALMON NOTES.

The *Astorian* says: "Upper river cannermen are now disposed to pay five and a half cents for salmon. But the prudent fisherman prefers to deal with the Astoria packers, who pay him cash and are ready to take all his catch throughout the season at the fixed price."

The *Astoria* correspondent of the *Oregonian* writes as follows: "At the present time, 2,178 men are directly engaged in the labor of catching and canning salmon at this port. Of these, 175 are working on the fishtraps, 1,300 are gillnet fishermen working in fish boats, and the balance, 703, are employed in the canneries, cutting, filling, slicing and cleaning the fish, and canning, soldering and packing the tins. Among the latter are 610 Chinamen, who constitute the entire number of Mongolians employed in the business. It has been found that there is not enough Chinese help in Astoria to do the whole of the interior cannery work, and during the present season a large number of young white girls have been employed labeling cans and performing other light work of the same character. They are kept apart from all other employees, the work is made as pleasant as possible for them, and their monthly wages amount to \$30 each. Six hundred and fifty boats leave here every day for down river, each boat carrying two men, a gillnet, sails, oars and all necessary gear. The value of the boats alone is \$130,000, but the nets they contain, at the lowest computation, are worth \$325 each, a total of \$221,250 for the 1,170,000 feet, or 220 miles, of nets in use. The value, therefore, represented by each boat is \$525, and taking last season's results for the most accurate average obtainable, it is found that the amount of money made annually by every boat is \$531."

CHINA MAKING PROGRESS.

We are not used to looking to the land of the heathen orient for examples of progress, and yet a glance at China shows that she is forging to the front with a truly western spirit of progress. Last year her trade increased beyond the unprecedented total of the preceding year, and the foreign imports were one hundred and thirty-five million taels more than the remarkable record of 1891. The shipping increased more than two million tons, and the coasting trade enlarged by 2,000 vessels, representing eight hundred thousand tons. The cotton mills at Hankow, recently put up by Viceroy Chang, have a capacity of 30,000 spindles; horse power, 2,000, working two engines, 1,140 electric lamps; and 1,200 laborers, all male, to be kept at work night and day when the enterprise is in full blast. Some cloth has been manufactured, and 700 looms, it is expected, will be in operation this summer. The mills and machinery are made by Englishmen from Oldham, under the direction of Mr. R. Morris, forty-two years in the service of

Platt Bros. He has built mills all over the earth. Not only is native cotton used, but ten tons of American seed have been distributed among Chinese farmers, with instructions how to use it. The aim is to make the empire independent of other nations, able to turn the tables and export products to them at a profit. China has not far from 150 miles of railways in operation, and but for the corruption of officials—a greater bar to progress than the vis inertia of the common people—would be pushing this and other western enterprises. The treatment of the Pamir question proves it, and her efforts to thwart the approach of Russia by the Siberian railway, as well as of Japan through Corea.

KEEP UP YOUR SPIRITS.

The failure of success with which so many meet is often the fault of the one experiencing it. Some men are invincible by nature and overcome all obstacles. No failure can break them down. But there are thousands of men of superior intellect who are deficient in this glorious gift and who are never rid of worry and trouble. Which of us cannot call to mind some individual of this class, who after battling manfully against perverse circumstances for a time at last gave up, acknowledged himself beat, and tacitly admitted that his life was a miserable failure. Many a man has thus broken down, when one or more vigorous essays would have tided him over his difficulties, brought him into smooth water, and enabled him to snap his fingers triumphantly at a world which scarcely bestowed a pitying look on him as he threw up his arms and ceased to struggle. No help is of any use to such persons, because it would require more effort to keep up their spirits by sensible advice and financial assistance than would be necessary to run two or three such establishments.

Certain dismal moralists tell us that we should never try to cheat ourselves; that it is unwise to view the world through rose-colored glass; that our surroundings are "all a fleeting show for man's illusion given." But we maintain that it is always best to look at the bright side of things, if they have one; and, if they have not, to believe that they will have, if we persistently try to lighten them up. This is the creed in which every boy should be educated. Let the young be taught to trust in Providence and themselves and teach them also to overcome adverse circumstances to the last grasp. In a large majority of such gladiatorial combats he who thus "champions fate to the uttermost" wins the day; and at the worst it is a consolation to defeat to feel that nothing man could do to secure victory has been left undone. Never think of breaking down before any impediments. Think only of breaking over them. Let difficulty find you always ready to do your utmost to overcome it. Keep up your spirits under all circumstances and brighter side of the embarrassment will always be found.—*Retail Grocers' Advocate.*

A full licence has been granted to a new hotel which is about to be built at Union, and a second new hotel and store combined is about to be erected at the wharf.

INTERCHANGE OF PRODUCTS.

Postal service between Australia and Canada was the first subject touched upon by E. W. Warde, representative of the new Canadian-Australian steamship line, at the meeting of the Board of Trade council this morning. Mr. Warde believed the Canadian route could be made the fastest of all between Australia and Great Britain. He gave the time of transit from the different Australian colonies, and though he stated that the time taken on the trial mail trip over the Canadian route was not quite what he expected, still he thought much better time could be made. Mr. Warde then gave the best records made by the Suez routes, and the American, via San Francisco, and said that though the Suez route steamers might increase their speed yet the Canadian had two great advantages. A large proportion of the distance over the Canadian route was overland, and a railway train could attain a rate of speed not to be thought of for any vessel. The Atlantic steamers were the swiftest afloat; this was an addition al "pull" over the Suez route.

The Australians were in favor of a Pacific cable. The project had been approved of at a meeting of the postmasters-general of the Australian colonies, held at Brisbane. Already a Parisian company had advanced a project for this cable. They were building part of the line now. It was between the Australian coast and the Islands of New Caledonia. But there existed a feeling in Australia that the cable should be built by British capital and go through British territory. The idea of foreigners owning the lines was not approved. The Australian colonies would feel more secure with a Canadian cable. They would not then be cut off from the rest of the world as they now often were. When the Eastern cable broke the Australians were thrown into a state of panic. They imagined earthquakes and volcanoes and perhaps war taking place. The Eastern cable ran through many foreign, and not over-friendly countries. When the cable was down they were completely cut off from the rest of the world. And they feared the Russian fleet in Siberian waters. The fleet could descend upon the coast of Australia and do great damage. The Australian towns were not fortified and were at their mercy.

The Australians had a very erroneous idea of the climate of Canada. They thought it was very cold in British Columbia and that the Canadian continent could be traversed in safety only three months in the year. He had been somewhat under the same delusion, but his British Columbia friends had exploded his ideas, and he would tell the the Australians of the beautiful climate of British Columbia and of the ease and safety of winter travel. To the sportsmen of Australia he would speak of the fine line fishing in British Columbia and the bear hunting. These sports were unknown in Australia. Australia was a very different kind of country from what many supposed. The winter season was the fine season there. The Australians bragged of it. In the summer it was hot,

in the winter delightful. He had never seen snow fall there, but he saw it in Fleet street, London, two years ago.

He pointed to the fact that provision had been made at the last meeting of the Dominion House for the appointment of commercial agents. A gentleman with a knowledge of Canada, particularly of the Pacific coast, would do good work by being sent over to Australia.

Mr. Ward said that according to the Australian statistics, the Canadian trade amounts to nothing. He stated that no fish was shipped to Australia and very little lumber.

The gentlemen present convinced him that a very large percentage of the salmon and lumber were from British Columbia, but they were credited to the United States.

Mr. Warde said that Australia would take all the hops Canada could send and plenty of lager beer, and that she would send them in the Canadian winter butter free on board at Sydney for 10 cents a pound.

The information given was noted by the secretary with a view of extending the intercolonial trade between Australia and Canada.—*Victoria Times*, June 20.

CALLING FOR ORDERS.

So long as the average city grocer adheres to the custom of calling for orders at customers' houses the effects of bazaar competition will probably be but little felt by them. The larger grocers who depend upon low prices and cash dealing for trade, and who deliver goods but do not send to customers to book orders, will always hold their own with the bazaars for obvious reasons, but it is the dealers of average means who have been most anxious regarding the results of the adding of a grocery department to the big bazaars, and we hope that what we have said above will help to allay their fears. It is characteristic of most women that while they will spend half a day's time and much car fare in a shopping expedition to match a piece of ribbon, or obtain the trimming for a bonnet or a dress pattern, visiting store after store in the effort to get the best bargain, when it comes to buying groceries they are satisfied to give their orders to a grocer's boy at their own doors, and sacrifice the delights of shopping. Why it is so we cannot say, but it is a fact, nevertheless, and it is fortunate for the smaller grocers that a feminine nature is so constituted. What the grocers must do is to keep in close contact with their customers by regular calls for orders, never neglecting them in that way and forcing them to do their own shopping for groceries, as they are in the habit of doing when in want of almost all other kinds of goods which the bazaars handle.—*Ex.*

Messrs. Wilson Hall & Co., colonial merchants and bankers, 63 Queen Victoria street, London, England, have changed the style of their firm to Messrs. W. Hall & Co., but no alteration will be made in the management of the business, which will remain as before.

OCEAN GREYHOUNDS.

When will the speed of the "ocean greyhound" reach its limit? is the question often asked in this age of Atlantic flyers. No sooner has one leviathan steamship been launched than there is talk of another being built to outdo her. The Cunard Steamship Company in its new vessel, the *Campania*, which arrived here a few days ago, has outstripped all its rivals.

The dimensions of the *Campania* are enormous. Her length over all is 620 feet, her breadth 65 feet, and her estimated horse-power is 30,000. She made over twenty three knots an hour on her trial trip, which is equivalent to more than twenty-seven English miles. Shipping men looked on in wonder when this leviathan of the deep was successfully launched, and thought that shipbuilding had reached its acme of perfection.

During the past week, however, rumors have been spreading abroad that the *White Star Company* has in contemplation a new vessel which will cast into the shade the rival *Campania*, and even make the *Great Eastern* look small in comparison. The name of the new vessel will be the *Gigantic*, and she will not belie her name. The *White Star* company is keeping the matter very quiet and refuses to give definite particulars about its new vessel.

It has leaked out that the *Gigantic* is intended to be the swiftest and largest steamship afloat. Her length will be 700 feet, her beam 68 feet, and her engines will develop 45,000 horse-power. The new vessel will thus be longer than the *Great Eastern*, but her beam will be fourteen feet less.

The horse-power of the *Great Eastern* was only 7,650, while that of the *Gigantic* will 45,000. This is an enormous difference, and is an example of the vast strides that have been made of late years in mechanical engineering. The *Gigantic* will, it is expected, make twenty-seven knots an hour, and will be able to make the run from Queenstown to New York in a little over four days. The best of her owners hope the *Campania* to do is to cross the Atlantic in five days, so that if the *Gigantic* can do it in four days there will be a complete revolution in shipbuilding.—*New York Journal*.

Kingston hay dealers intend shipping a large quantity of hay to England this fall.

The Dominion trade returns for April evidence the same healthy expansion which has characterized the figures for many months past. The exports for the month amounted to \$3,989,562, or an increase of \$271,261 over April last year. For the 10 months the value of the exports was \$33,537,602 an increase of \$4,101,809 as compared with the corresponding period in 1892. The imports for April were valued at \$9,389,900, or an increase of \$1,414,600 over April, 1892. The imports for the 10 months were valued at \$97,312,740, or an increase of \$7,435,501 over the corresponding period last year. The duty collected in 10 months was \$17,517,102, an increase of \$1,457,390 over last year.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FRGM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Martha Fisher	811	Meadowcroft.	Oct. 18	Victoria	Liverpool	31,002	\$163,451	pr April 14
Br bark	Glengarry	892	Day son	Nov. 3	Westminster	Liverpool	37,352	183,760	pr April 15
Br bark	Chili	678	Mc.enzie	Dec. 12	Victoria	Liverpool	30,044	163,061	May 5
Br bark	River Ganges	612	Buaze	Dec. 19	Victoria	London	29,161	147,305	
Br bark	The Frederick	812	Simpson	Dec. 18	Victoria	London	32,103	167,896	

B. C. LUMBER FLEET, 1893.

Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster	Sydney	806,348	7,811	March 21	owners	ac
Br bark	Mark Curry	1256	Liswell	Jan. 1	Vancouver	Plymouth	923,058	9,882	May 20		6d
Nor. bark	Fritzo	1078	Rolfson	Jan. 10	Vancouver	Callao	879,260	8,031	March 3		36s
Am. bark	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso	832,657		April 27		37s
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	891,683	15,537			Private.
Chil. bark	India	933	Funke	Jan. 11	Moodyville	Valparaiso	798,782	7,169	March 30		owners
Br bark	Bittern	399	Stronach	Jan. 20	Vancouver	Fremantle, Au	392,950	4,201			owners
Ger. ship	Katharine	1630	Spille	Feb. 7	Moodyville	Iquiqui	1,328,579	11,058	May 6		35s
Br ship	County of Yarmouth	2151	Swanson	March 23	Vancouver	U. K. I. o.	1,628,530	17,500			50s
Chil. ship	Hindostan	1712	Welsh	March 6	Moodyville	Valparaiso	1,198,826	10,212			owners
Am. bark	Seminole	1139	Weeden	March 19	Moodyville	Santa Rosalia	1,010,913	7,936			Private.
Am. ship	Ivy	1151	Lovell	April 22	Vancouver	Wilmington					Private.
Br bark	Assel	735	Gilmour	March 6	Moodyville	Antofagasta	631,165	6,577			35s
Br ship	Natuna	1166	Graham	April 20	Vancouver	Port Pirie	951,863	7,718			42s
Am. bark	Harry Morse	1313	Hughes	April 19	Moodyville	Shanghai	928,219	8,900			45s
Haw. bark	John Ema	2600	Schmuer	June 2	Cowichan	Port Pirie	2,580,797	19,500			10s
Br bark	Blachoyle	1201	Gray	June 1	Vancouver	Sydney	913,685	7,801			31s
Br bark	Mary Low	813	Robertson	May 21	Vancouver	Pisagua	663,090	5,296			35s
Nor. bark	Sigurd	1530	Aase	May 21	Vancouver	Port Pirie	1,426,080	10,693			40s
Chil. ship	Ancama	1233	Caballero	May 13	Moodyville	Valparaiso	967,361	7,762			owners
Br bark	Wythop	1218	Edwards	May 26	Vancouver	Sydney	1,019,667	8,365			31s
Br ship	Gryte	1089	Roberts		Vancouver	Cork I. o					30s
Ger bark	Heinrich	923	Henne	June 7	Vancouver	Holland	377,537				55s
Br bark	Doehra	966	McJarrow	June	Vancouver	Adelaide	710,231	5,920			38s
Br ship	Kinkora	1799	Lawton		Vancouver	Callao					30s

SAN FRANCISCO COAL TRADE.

J. W. Harrison reports, June 17th, as follows: "During the week there have been the following arrivals from the Coast collieries, 17,232 tons, from Australia 9,671 tons. The quantity coming to hand for several weeks past is barely sufficient to meet the demand, hence the market remains undisturbed and no change in quotations has taken place. Freight rates on coal from Great Britain and the colonies are if anything a little weaker, as all local requirements for loading at any of these ports for the next two or three months have been already provided for amply. To procure further orders concessions have to be made, which owners are unwilling to grant, awaiting an improvement in outward freight rates on future grain shipments, which at present are very inactive. Some of our Northern collieries are now in a position to largely increase their daily output, principally the Nanaimo mines, which can if pushed raise 3,500 tons to the surface daily. A sample shipment of coals at hand from the Union mine at Comox, it is now being practically tested at some of our leading iron works; its appearance would indicate good results. The consumption here would hardly warrant the erection of extensive coal coking ovens."

J. W. Harrison reports for the latest Australia mail as follows: "Since the departure of the last Australian mail there have been the following arrivals from Sydney and Newcastle, viz.: Duchalburn, 3,097 tons, Yola, 3,267 tons,

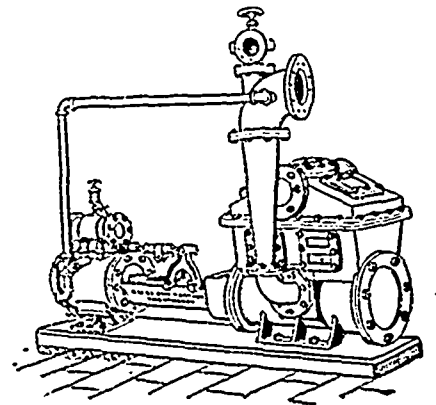
Cape Wrath, 3,379 tons, Elginshire, 3,320 tons, Stockbridge, 3,110 tons, Samoena, 3,211 tons, total 18,514 tons. The past thirty days business in the coal trade has been exceedingly quiet, particularly so among the importers, as very few cargoes have been disposed of. The values of Colonial coals have become almost stereotyped, as the asking and bidding prices have remained unaltered for over a month. With this knowledge before them, jobbers simply by a cargo when forced, i. e. when their absolute necessities call for one. There is no vitality at all in the trade, as the general belief is, present asking prices will prevail through the year. Besides we are all fully aware of the ability of our British Columbian Collieries to supply the entire requirements of our consumers, hence any marked appreciation of values would mean free shipments from that section. Our present scale of prices would not warrant their doing so, as the margin of profit is too small. It pays them better to let their coal lie in the mine and wait their opportunity."

NOTICE.

OFFICE OF THE U. S. LIGHTHOUSE INSPECTOR, TWELFTH DISTRICT, San Francisco, Cal., May 31, 1893. CHILE.—ANTOFAGASTA APPROACH.—FACTORIES LIGHTED BY ELECTRIC LIGHTS.

Captain Besson, of the French Navy, commanding the Dubourdieu, reports that some factories have been established about two miles south of Antofagasta, coast of Chile.

These factories are lighted with electric lights, and constitute an excellent mark at night.



ONE OF OUR

Independent
Condensers
and
Air Pumps
will help
Profits.

NORTHEY M'FG CO., LD.,
TORONTO, ONT.,
FOR PARTICULARS.

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-ship	Blair Athole	1697	Taylor	March 3.	R Samarang.	Vancouver	B. C. Sugar Refinery Co	116
Br bark	Formosa	915	Kain	March 16	H Liverpool	Victoria.	R. P. Rithet & Co., Ltd	57
Br bark	City of Carlisle	523	Hughes	March 1	K Newcastle	Victoria	Turner, Beeton & Co.	
Br-ship	British General	1751	Tulloch		A Samarang.	Vancouver.	B. C. Sugar Refinery Co	
Br-ship	Candida	1222	Whettem.	May 31.	L London.	Victoria.	Turner, Beeton & Co	26
Br-ship	Drumraig	1919	Sparring	June 5.	L Liverpool.	Vancouver	Evans, Coleman & Evans	19
Br-ship	Rathdown	2058	Morrissey	April 1	C Maryport, Eng	Vancouver.	Turner, Beeton & Co.	57
Am-ship.	A. J. Fuller	1782	Wallnut.		Y Yokohama.	Vancouver.	C. P. R. Co.	
Br bark	Thermopylae	991	Winchester	May 15	E Hong Kong.	Victoria.	Victoria Rice Mills	42
Br bark	Ladstock	816	Williams	March 21.	H Liverpool.	Westminster.	Bell-Irving & Paterson	91
Nor bark	Fortuna	1332	Mikkelsen	May 25	J Valparaiso	Vancouver.	Robert Ward & Co., Ltd	32
Br-ship	Earl of Dunmore	2205	Kay	June 21	M San Francisco	Victoria.	Robert Ward & Co., Ltd	6
Am-schr.	Carrier Dove	672	Brandt.	June 15	N San Francisco	Cowichan	Robert Ward & Co., Ltd	12
Br-ship	Gunford	2118	Wier	June 17	O San Francisco	Vancouver.	Hastings Mill Co	10
Am-schr.	Puritan	581	Warner	June 21.	S San Francisco	Moodyville	Moodyville Saw Mill	6
Ger-ship.	Strene	1437	Saunerm Ich		Y Yokohama.	Vancouver.	C. P. R. Co.	
Br ss	Warrimoo	1837	Arthur	June 20	S Sydney	Vancouver.	C. P. S. S. Co.	7
Br bark.	Archer	783	Dawson.		L Liverpool.	Victoria	R. P. Rithet & Co., Ltd.	
Br ss	Empress of China	3023	Archibald	June 11	D Hong Kong.	Vancouver	C. P. S. S. Co.	13
Br-ship	Dunboyne	1189	Neill		L London.	Vancouver.	Evans, Coleman & Evans.	
Am bark	St. Katharine	1193	Frazier	June 21.	Y Yokohama.	Vancouver.	C. P. R. Co.	3
Am bark	Seminole	1370	Weeden	May 21.	G Santa Rosalia.	Moodyville.	Moodyville Saw Mill	31
Br bark	Jessie Stowe	615	Blanche.		N Yokohama.	Vancouver.	C. P. S. S. Co.	
Br ss	Victoria	1932	Panton	June 17	V Hong Kong	Victoria.	Dodwell, Carhill & Co.	10
Br ss	Empress of India	3003	Marshall		W Hong Kong.	Vancouver.	C. P. S. S. Co.	
Am-ship	Wm. H. Starbuck	1272	Reynolds.	June 21.	B San Francisco	Vancouver.	Hastings Mill Co.	6

R- Cargo of 2,370 tons raw sugar. Chartered to load lumber at Vancouver for Cork Co. at 18s 9d. H-March 19 passed Holyhead. Chartered to load salmon for Liverpool or London. F-Via Seattle. June 12 passed Tuscar. K-Via Santa Barbara. Chartered for salmon to Liverpool or London. A-Cargo of sugar. E Cargo of paddy. I-June 2 passed Dover. Spoken June 11 lat. 38° N., long. 12° W. Chartered for salmon from Victoria to London or Liverpool by R. P. Rithet & Co., Ltd. J-Via Honolulu. Chartered to load salmon for U. K. at 35s. C-Cargo of steel rails for C. P. Railway. L-Chartered for lumber to Port Pirie at 36s 3d; option Sydney at 31s 3d and Melbourne Wharf at 47-6d. M-Chartered for lumber to Port Pirie at 36s 3d and Sydney at 27s 6d. N-Via San Francisco. Chartered for lumber to Adelaide at 39s. O-Chartered for lumber to Port Pirie at 37s 6d. P-Via Brisbane and Honolulu. S-Chartered for lumber to Tientsin at 55s. T-Chartered for salmon to London or Liverpool, by Robert Ward & Co., Ltd., cancelling date Nov. 15. U-To sail July 10. D-Via Yokohama June 23. G-To load a return cargo of lumber; terms private. V-Via Yokohama June 28. W To sail July 5. Via Yokohama July 11. X-Chartered for salmon by A. B. C. P. Co. B-Chartered for lumber to London at 52s 6d.

VESSELS IN PORT.

(June 26, 1893.)

VANCOUVER.

Br-ship Gryfe, 1,069 tons, Capt. Roberts, loading lumber for Cork f. o.
 Haw. schooner Americana, 539 tons, Capt. McLellan.
 Br. ship Kinkora, 1,799 tons, Capt. Lawton, loading lumber for Callao.
 Br. bark Dochra, 966 tons, Capt. McEerrow, loaded with lumber for Adelaide.

NANAIMO.

N.W. VANCOUVER COAL CO'S SHIPPING.
 Am. ship Llewellyn J. Morse, 1,325 tons, Capt. Clapp.
 Am. ship Jabez Howes, 1,531 tons, Capt. Henry.
 Am. ship Occidental, 1,470 tons, Capt. Morse.

WELLINGTON SHIPPING.

Am. ship T. F. Oakes, 1,898, Capt. Reed.
 Am. bark Alex. McNeill, 1,088 tons, Capt. Jensen.

EAST WELLINGTON SHIPPING.

Am. bark Melrose, 914 tons, Capt. Kalb.

RECAPITULATION.

Ports.	No.	Tonnage.
Vancouver.....	4	4,673
Nanaimo.....	6	8,306
Total.....	10	12,979
Previous week.....	17	24,440
Correspond'g week last year	9	10,524

FREIGHTS.

The market is unchanged. Charters being few and far between, rates are a little difficult to quote but they may be taken practically at the same as quoted last week.

Freights from British Columbia or Puget Sound are quoted as follows:— Valparaiso for orders, 27s 6d; Callao direct 30s to 32s 6d; Sydney 27s 6d to 30s; Melbourne, Adelaide or Port Pirie, 36s 3d to 37 6d; United Kingdom, calling at Cork for orders, 50s; Shanghai, 45s; Tientsin 55s. Grain freights from San Francisco to U. K., Cork for orders, 20s to 22s 6d;

from Portland, 27s 6d; Tacoma, 25s, but these figures are nominal as there is nothing doing.

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

SHIPPING INTELLIGENCE.

The British ship Candida, from London May 31, for Victoria and Vancouver, was spoken June 11 in lat. 33 deg. N., long. 12 deg. W.

The British bark Thermopylae, 991 tons, Capt. Winchester, from Hong Kong May 15 for Victoria, consigned to the Victoria Rice Mills, is about due.

The Norwegian bark Fortuna, 1,322 tons, Capt. Thor. Mikkelsen, sailed from Valparaiso on or about May 25 for Vancouver to load lumber on account of Robt. Ward & Co., Ltd.

The Great Northern Railway Co., will shortly open offices in the Adelphi building, with Chas. Rattray, jr., agent for the Company.



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& Co.—Washable Cashmeres—Bradford, Eng.;
Scott & Co.—Special Scotch Whiskies—Glas-
gow, Scot.; Ceylon Tea Plantation Co.—Ceylon
and English Breakfast Teas—London, Eng.;
Grossmith & Co.—Perfumery, Etc.—London,
Eng.; Whight & Co.—The "Prima Donna"
Sewing Machines—London, Eng.; New York
Piano Mfg. Co.—Pianos—New York; Brinsmead
& Sons.—Pianos—London, Eng.; Miller et Cie.,
—Cigars—Grand Canary Isl.; La Soldana Mfg.
Co.—Havana Cigars—Havana, C. J. & E. Lewis,
—Boots and Shoes—Northampton, Eng.; Allen
& Sons.—Chocolate Goods—London, Eng.

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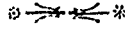
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