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"Consuls"; A. J. McLellan's "Express."

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.

Tuesday Morning, April 18.

VICTORIA.

Trade continues steady, and although there is not much activity manifested, the volume of business is very satisfactory with most of the wholesale houses. Hong Kong exchange remains at 66½c, and sterling exchange is firm. A slight improvement is noted in city collections. Very little change is expected in the situation until towards the end of May when the regular summer travel begins. It is expected that the tourist travel will be the greatest in the history of the city. The general outlook for provincial industries is bright for this year. Sealskins are high on the market, and the outlook for good prices is good. In some instances advances have been given to sealers on their probable catch of \$15 a skin, which is considered very good. The foreign lumber trade is brightening a little and in all probability the output will increase considerably this year. Coal is in fair demand in San Francisco. Glowing reports are received from the West Kootenay mining districts, and together with the present favorable outlook for the general agricultural development in the Province, the outlook is indeed one for which every citizen should be grateful.

GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. Walla Walla, April 13, for Victoria: 39 cs, 4,365 lbs; 40 hlf cases, 2,410 lbs; 76 tubs, 5,130 lbs; 5 birkins, 700 lbs—total, 12,605 lbs. Receipts April 8 3,830 lbs; April 2, 4,895 lbs; March 26, 2,150 lbs; March 19, 7,119 lbs., March 13, 3,670 lbs.

The Refinery list prices for sugar were advanced ½c all round, last week, making the advance ¾c for the past fortnight. Jobbers' quotations are up in sympathy. Large shipments of Mediterranean fruits, consisting of raisins, prunes, currants, nuts, etc., were received from New York, last week, by local jobbers, another shipment is expected in about three weeks. These are regular orders for replenishing stock in wholesale warehouses. The first lot of Turkish prunes for the season were received and are selling from 10½c to 12½c per lb, according to size and quality.

American canned meats, staples, are quoted to the jobbers in bond as follows. Roast corned and lunch beef, 1's per doz. \$1.25; do. 2's per doz., \$2.00; lunch tongues, 1's per doz. \$3.15; do. 2's, \$6.50. Armour's white label conserved soups in 2 lb. tins are quoted at \$3 per doz.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 18½c per lb; heavy hams, 18c; choice breakfast bacon, 18½c; short clear sides, 15c, and dry salt clear sides, 11½c. Armour's white label pure lard, 10 lb. pails, 19½c 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, 20½c, breakfast bacon, 20½c.

California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 14c per lb., 25 lb. boxes 13½c; apricots, 25

lb. boxes, 20c; prunes, 25 lb. boxes, 14c; plums, 25 lb. boxes, 14½c to 14½c; peaches, 50 lb. boxes, 10c, 25 lb. boxes 17c. Canadian evaporated apples, 50 lb boxes, 8½ to ½c.

The British Columbia Sugar Refining Co. Ltd., quote as follows in their weekly price list: Powdered icing and bar, 7½c; Paris lumps, 6½c; granulated 5½c; extra C. 5½c; fancy yellow, 5½c; yellow 5½c; golden C. 5c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, ½c; more, boxes ½c more. No order taken for less than 100 barrels or its equivalent.

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

The Montreal Trade Bulletin says: "Butter receipts during the past week were 500 pkgs., against 401 pkgs., for the week previous. The market is quiet, and lean in buyers' favor. It is now evident that there will be all the butter needed to tide us over till the new make comes in. It is understood that sales of creamery have been made for the Newfoundland trade at 19½c to 20c, and one lot is said to have sold as low as 19c. This confirms our statement some time ago, to the effect that creamery would have to sell at dairy prices before it could be all disposed of. New creamery is beginning to show up in larger quantities, sales of which have been made at 23c to 25c in small lots, and new Eastern Townships have sold at 21c to 22c. Sales of new creamery from the Government experimental farms have been made at within the above quoted range for new creamery: Creamery choice fall made, 20½c to 21½c; Creamery good to fine, 19c to 20c. A few lots of new Western rolls have been disposed of at 18c to 20c as to quality. Cheese receipts during the past week were 556 boxes against 18 boxes for the week previous. One or two lots of new fodder cheese have been received here from the West, the quality of which is said to be very fine for such early-made goods. Ingersoll has commenced to make early hay cheese, as well as Brockville. Private advices from England by cable reports a little better feeling, and as the English make is pretty well exhausted, they may have to run more exclusively on Canadian goods. Here prices are nominally quoted at 10½c to 11½c."

Dairy produce is quoted:

Butter—Eastern Creamery, tubs	27	@	23
Manitoba Dairy choice	18	@	22
California rolls, extra choice	21	@	00
" fancy	25	@	00
" squares, "	27	@	00
cheese—Canadian, lb.	12	@	14
California	16	@	00
Eggs, case, per doz	23	@	25

Smoked meats and lard are quoted:

H. as	15	@	18
Breakfast bacon	17	@	18
Short rolls	14	@	15
Long rolls	15	@	16
Dry Salt, long clear	13	@	14
Pure Lard, 50 lbs.	16	@	17
" 20 lbs.	17	@	17½
Lard Compound	15½	@	16

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

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

FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship Walla Walla, April 13, for Victoria: 148 cs oranges, 40 cs lemons, 36 crts cabbage, 10 crts cauliflower, 33 crts bananas, 45 bxs asparagus, 15 bxs rhubarb, 4 bxs peas, 3 bxs sweet potatoes, 2 bxs cucumbers. Potatoes are again very scarce and good quality are not generally sold below \$10 a ton. There was almost a famine on Monday. Reports from Seattle state that potatoes are scarce on the Sound. They are worth from \$8 to \$10 in Seattle. Other fruits remain steady at previous quotations.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels, common to good	3 50	@	4 00
" fancy	4 25	@	0 00
Riverside Seedlings	2 00	@	2 25
" " " " " "	2 35	@	2 75
Los Angeles	2 00	@	2 25
Lemons—California	1 00	@	5 00
Sicily	5 50	@	0 00
Apples—California, bxs	2 50	@	0 00
bbls	6 00	@	7 50
Bananas	3 50	@	3 75

Vegetables are quoted:

Potatoes—Local	per ton	40 00	@	00 00
Onions—Red California	00	@	0	
Oregon Silverskins	3	@	31	
Cabbage	2	@	21	
Asparagus	per lb	11	@	
Rhubarb	10	@		

FLOUR AND FEED.

Quotations remain steady, and there have been no changes during the week.

The Portland Commercial Review says: "The flour market remains in a very unsatisfactory condition. The pressure to place the product has resulted in some very sharp competition, and, if street reports can be relied upon, there have been sales of what are termed standard brands at as low a figure as \$3 per bbl., with possibly a still further deduction for spot cash. It would appear strange that flour should show such weakness in the face of an advancing wheat market, but the course of the flour market is as mysterious as are the ways of providence, and the trade is puzzled as to the outcome of present trade movement. The condition of the local market is even more surprising when we take into account the fact that there is a good demand from China and contracts for the shipment of fully 10,000 bbls. in that direction within the coming 60 days have been signed at something rather better than \$3.25 per bbl. Public price lists continue to quote standard brands at \$3.25 to \$3.50 per bbl., and these quotations cover both Valley and Walla Walla. Rail receipts last week were about up to the average, 2,000 bbls. coming down from the Valley and 3,000 from east of the mountains. Shipments include the usual amount to San Francisco

and the Sound, and moderate exports to British Columbia and China."

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

Premier.....	\$1 80
XXX.....	1 75
Strong Bakers or XX.....	1 40
Superfine.....	3 75

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 1 75 @ 0 00
Lion, " ".....	1 75 @ 0 00
Premier, Enderby mills.....	5 25 @ 0 00
XXX., " ".....	5 00 @ 0 00
XX., " ".....	1 75 @ 0 00
Superfine, " ".....	4 00 @ 4 25
Oglivio's Hungarian.....	5 15 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
H. B. C. Fort Garry Hungarian..	5 15 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Oak Lake Patent Hungarian.....	5 15 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Regina Hungarian.....	5 15 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Benton County, Oregon.....	1 85 @ 0 00
Portland Roller.....	1 85 @ 5 00
Snowflake	1 85 @ 0 00
Royal.....	1 80 @ 0 00
Wheat, per ton.....	28 00 @ 35 00
Oats.....	30 00 @ 32 00
Oil cake meal.....	40 00 @ 45 00
Chop feed.....	28 00 @ 30 00
Shorts.....	26 00 @ 28 00
Bran.....	23 50 @ 25 00
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 50 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
" " Chop feed.....	26 00 @ 28 00
California oatmeal.....	4 25 @ 0 00
California rolled oats.....	1 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 00

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 American bark Harry Morse, 1,313 tons. Capt. Hughes, has completed her cargo of lumber at Moodyville for Shanghai and will probably sail to day. Her cargo consists of 867,416 feet rough and 60,773 feet t & g flooring; total, 928,210 feet, valued at \$8,900. The Natuna for Port Pirie and the Ivy for Wilmington are about ready and will probably sail early in the week.

There are at present eight vessels loading at British Columbia ports for foreign. At Burrard Inlet—Am. ship Ivy, 1,161 tons, for Wilmington, Del.; Br. ship Natuna, 1,106 tons, for Port Pirie; Am. bark Harry Morse, 1,313 tons, for Shanghai; Br. bark Blairhoyle, 1,291 tons for Sydney; Chil. ship Atacama, 1,235 tons, for Valparaiso; Nor. bark Sigurd, 1,530 tons, for Port Pirie; Br. bark Wythop, 1,248 tons, for Sydney. At Cowichan—Haw. bark John Ena, 2,600 tons for Port Pirie.

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
Deck plank, rough, average length, 35 feet per M.....	19 00

Dressed T. and G. flooring, per M.....	17 00
Pickets, rough per M.....	9 00
Laths, 1 feet, per M.....	00

Local selling prices are quoted as follows: Rough lumber per M feet, \$7.00; shiplap, \$9.00; 1x4 t and g flooring, No. 1, \$14.00; do, No. 2, \$12.00; 1x6 t and g flooring, No. 1, \$12.00; do, No. 2, \$12.00; rustic, same as 6-inch flooring Nos. 1 and 2; laths, \$1.50; shingles, \$1.50.

BUSINESS CHANGES.

Isaac Haun will start a nursery at Vernon.

R. Herd, livery, Westminster, sold out to S. Huff.

Jas. Munger, saloon, Victoria, has sold out to T. Legg.

T. G. Rayner, has opened a grocery store in Victoria.

S Manahan, butcher, Westminster, sold out to Broad & Co.

Daly & Fleming succeed H. Lee, wines and liquors, Vancouver.

W. Summerville, hotel, Victoria, sold out to Chillman & Jones.

W. T. Jackman has resumed control of the Chilliwack Progress.

J. D. Cameron has taken charge of the Landsdowne hotel, Vernon.

Geo. T. Demaine, baker, Victoria, has sold out to M. E. Blaquierre.

Douglas & Davidson, harness, Westminster, style now D. Douglas.

R. Blaker, auctioneer, Westminster, style now Blaker, Rayner & Co.

A. B. Gray & Co., liquors, Victoria, contemplate retiring from business.

B. Aaronson, gents' furnishings, Nanaimo, has sold out to D. McLellan.

Culbert & Holding, butchers, Langley, have dissolved. J. Culbert continues.

The Claim, a weekly paper, will be published shortly at Kaslo, by R. T. Lowery.

Walter Sim, baker and grocer, Vancouver, has assigned to James R. Webster.

Jos. R. A. Richards, hotel, Nanaimo, stock of liquors and etc., sold to Boucherat & Co.

Mr. Appleton succeeds Mr. Gibbs as manager of the Columbia flour mills, Enderby.

Hugh Findlay, Victoria, has been formally appointed inspector of weights and measures.

H. Morris Reade has retired from the firm of Heddle & Co., grocers and tea merchants, Nanaimo.

Nathan McCarthy, leather and shoe findings, Vancouver, has disposed of his business to Thurston & Sons.

The Commonwealth Printing Co., New Westminster, has reopened for business under the management of W. H. Lewis.

James C. Durick and Charles A. Warren, general merchants, Golden, have dissolved. Charles A. Warren will continue the business.

The Victoria Iron Works Co., L'td, have taken over the business of Wilson Bros. & Co., foundry and machine works, Victoria.

Muir & Boyd, manufacturers' agents, Victoria, have dissolved. John Boyd continues the business under the style

of John Boyd & Co., by whom all claims against the original partnership will be settled.

Thomas Tugwell, hotel-keeper, Victoria, assigned to Henry Saunders and Lawrence Goodacre. At meeting of creditors assets were shown to be \$25,000; liabilities, \$15,000. By request of creditors, Mr. Tugwell will continue business.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending April 15:—

NEW VANCOUVER COAL CO. SHIPPING.		
Date.	Vessel and Destination.	Tons.
8.	India, ship, San Francisco.....	2,063
9.	Tyce, str., Port Townsend.....	57
12.	Holyoke, str., Port Townsend.....	55
12.	Haytian Republic, str., Portland.....	125
13.	Mogul, str., Port Townsend.....	45
11.	Tacoma, ship, San Francisco.....	62
15.	Matilda, bark, Honolulu.....	1,301
Total.....		6,319

Information is now definite that the Earl of Aberdeen has been appointed Governor-General of Canada.

Many new houses are being built at the Revelstoke station, and that end of the town is fast putting on a progressive, businesslike aspect.

An increase of the clerical force in the Bank of British Columbia has been provided for by the transfer of E. W. Praeger from Nanaimo to Kamloops.

Garden and field seeds of the usual value, though of small bulk, may be admitted at the rate of 10 per cent., in place of 25 per cent., as charged at certain ports.

H. Clemis, of Salmon Arm, expects to ship his portable steam saw mill in shortly, having received good inducements from the farmers, several of whom intend to build new houses, outbuildings, etc.

The new saw mill in course of erection at the falls on Boundary Creek will prove of great convenience to the settlers and promote building on a larger scale than heretofore. The mining companies will use a large quantity.

Enderby citizens boast a system of water works on an original plan. They have the water nicely drained from the roads, gutters, etc., into their cellars in quantities that should last a reasonable person until the next distribution, which will be in about a year from now. And all this actually free of charge.

Griffith and Galbraith of Fort Steele, have purchased for a London syndicate all the placer, hydraulic and other mining properties held by the Chinese companies on Wild Horse Creek, together with all their interest in ditches and all water rights owned by them. The new proprietors intend employing white labor only, hence the Chinese problem in East Kootenay is solved.

A joint stock company of capitalists to buy up and deal in mica and phosphate properties in the Ottawa Valley, has been organized at Ottawa with a capital of half a million dollars. It is said that the company has already 8,000 acres of land under refusal in the Gatineau region, and as soon as formalities are settled will send experts through Templeton and Buckingham districts, when, if reports are satisfactory, they will make further extensive purchases.

IGNORANCE NO EXCUSE.

Anything that would tend to the improvement of public morality ought, in our opinion, to be encouraged by all the honest citizens of any town, city or state. Notwithstanding the existence of this rule, we find that dishonestly inclined individuals are daily encouraged in their unscrupulous methods of obtaining goods, more especially necessaries of life, without ever intending to pay for the same. Law makers who would without any hesitation vote for a measure that would imprison a hungry man for the asking of alms to assist him in overcoming his unfortunate condition, would argue for hours against regulating the garnishment laws so that a dealer would be in a position to obtain his just dues.

Men who swindle or steal are not punished for doing so; they are only punished for not taking the lawful method to rob people. If one is discovered in the act of taking a loaf of bread from a store or wagon, he is at once branded as a criminal and there is ample law provided to put such a person in jail for a considerable period. It makes no difference what plea is advanced or what reason is given why the theft was committed, there is only one course laid down for these quite frequently unfortunate people, and that is their commitment to some prison. This law has been made so that people of all classes would be protected in the possession of their property.

How different it is with those who know how to rob the merchant according to law. They do not bother themselves to the extent of carrying the goods to their homes; this task they leave to the merchant. No matter what they want, whether it is coal, wood, meat, bread or groceries, everything is brought to their door. When there is a sufficiency of all kinds on hand and the merchants send the bills to be collected, they simply state that they will be down to the store later on and will explain matters. This they do for the purpose of extending their credit, and the ruse is quite frequently successful. The merchant in a manner is forced to accept the situation and extend the time for payment.

There is no law to protect the merchants against the latter class of rogues. On the contrary, all legislation seems in their favor. The merchants are held to blame for having parted with their goods before they were reasonably sure of getting paid. The law of the State now steps in and bids the merchant to keep his hands off of the property of the delinquent, because it is exempt. A considerable amount of his salary is also exempt from attachment, and the delinquent knows what his rights are. Just think of it. This deliberate swindler has property rights which the honest merchant, who toils early and late, is by law bound to respect.

It is said that ignorance is no excuse, and therefore it is that those who do not know how to steal according to law are punished and made examples of, whereas others who have had opportunities to learn have but to tell a plausible lie to the retail merchant and then request him to deliver the goods in order to overcome the criminal intent of the purpose. Hundreds of

instances might be cited in every part of this State to prove the assertions here made. There is no need of retail merchants being thus at the mercy of the tricksters. They can stop it by selling for cash.—*Retail Grocers' Journal.*

LIVE MERCHANTS AND COMPETITION.

When but one store is found in a locality it is often said that it supplies the needs of the neighborhood, and that the addition of a second store only divides the business. This is only partially true. The division of business does occur, but the aggregate sales are usually greatly increased so that each of the two stores may have to its credit as great a margin of profit as the solitary store had before, and this too without any great accession of new customers. The explanation is that new trade is created. Everything is purchased under a stimulus. In the elementary articles of trade, food, clothing, fuel, etc., the promptings are the common feelings, hunger, cold, etc. These are constant but as elastic as rubber. Delicacies and silks, if introduced, appeal to a taste that will build up a great trade if properly fostered. The desire for finer food, finer clothes, finer houses, prompts the individual to greater efforts in procuring the luxuries. Therein is exemplified the difference between a progressive and a conservative race. The civilized notions of this age are the product of this restless desire for better things. Offer a prize to a school and half the pupils will work for it if there is anything like an even chance of success. The result is an expenditure of a large quantity of latent energy. Show an improved stove in your store. Make the people realize the superiority and advantages over the old stoves. Make them desire it, and you may be assured that many of them will have it. What is more important still, the greater the number sold the greater will be the demand for it.

There is an immense amount of human energy that is going to waste. It is frittered away in the useless collection of postage stamps and divers other harmless ways. It is the business of the merchant to build a dam across the current of this ill-directed energy, and divert it to the mutual good of himself and neighbors. This can be done by the judicious introduction of new goods. The dealer in agricultural implements knows that when a new and improved corn planter or hay rake appears on the market, it usually depends very much upon himself whether the sales to his trade shall be large or small. If the demand does not exist, it must be created. No matter how great a labor-saving principle may be involved, no matter how great may be the value to the purchaser, as a rule the desire to buy in the customer must be educated by the seller. The dealer, therefore, stands in a very important role. He connects the human element with the material element of progress. He is not merely the medium through which daily needs are bartered and doled out to the race, but the invigorating spur to progress in all material lines. One merchant may kill a community. Two

or three or even half a dozen may awaken it to a growth that brings prosperity and infinitely greater comfort to life. Competition ruins very few merchants.—*Ironmonger.*

COMMERCIAL SUMMARY.

An active mining season is expected in the Ainsworth district.

A Boston syndicate is trying to buy or lease the binding twine factory at Brantford.

J. N. Snodgrass & Co., and H. Simons & Co., provision dealers, in Chicago, have failed.

Mr. William Hendrie, jr., has shipped from Hamilton, 60 horses to be sold to the British army.

The wood merchants have cornered all the wood in western Ontario, and the price in Hamilton has been advanced fifty cents.

The New York *World* is criticising the sugar trust. It charges the monopoly with robbing the people of \$15,000,000 a year.

The Union Moulders' strike at Hamilton, Ont., which failed, after lasting more than a year, cost the International Union no less than \$300,000.

The Union Typewriter Company, organized under the laws of New Jersey, has purchased nearly all the other typewriter establishments in the United States.

Collector J. J. Low, of Suspension Bridge, N. Y., has decided that the alien contract labor law does not prohibit workmen who live in Canada from working on the American side.

The Minnesota and Ontario Lumber Co. has accepted the terms of agreement for the proposed consolidation of the lumber interests of the Northwest. This completes the proposed Rat Portage lumber combine.

The Dominion Government Agent at Liverpool, England, urges that Canadian condensed milk be exported to England, which now imports no less than \$1,380,000 worth of it in a year, half the British supply coming from France and much of the rest from Norway and Holland. It is also suggested that as England again exports to the West Indies and Australasia, \$650,000 worth of imported condensed milk, there should also be openings for a Canadian export to Australia and the West Indies respectively.

The three oldest known pieces of wrought iron in existence are the sickle blade that was found by Belzoni under the base of a sphynx in Karnak, near Thebes; the blade found by Colonel Vyse imbedded in the mortar of one of the pyramids, and a portion of a cross-cut saw which Mr. Layard exhumed at Nimrod—all of which are now in the British Museum. Another piece of iron, an account of which might not be inappropriate in this connection, is the wrought bar of Damascus steel which King Porus presented to Alexander the Great. This bar, which is of unknown antiquity, is still carefully preserved in the National Turkish Museum at Constantinople.

DALBY & CLAXTON

Real 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 Company, Claxton, Skeena River.

64 YATES ST., VICTORIA.

LONDON FUR SALES.

At the fur sales of C. M. Lampson & Co., at London, which closed the last week in March, the following changes were made: Black bear, 20 per cent brown, 40 per cent; and grizzly, 15 per cent higher than January; Northern and Eastern mink same as January, other mink 10 per cent higher than January; skunk, 7 1/2 per cent higher than January; muskrat 5 per cent lower than January; fisher, 25 per cent higher than last March; lynx, 10 per cent lower than January; beaver same as June; otter, 15 per cent higher than June; wolf, 10 per cent lower than January; marten same as January; red fox 5 per cent., and opossum, 15 per cent lower than January.

CONCERNING FIRE INSURANCE.

In Canada, fire and marine risks were, says the *Insurance Chronicle*, assumed by the companies to the amount of about \$615,000,000, last year the companies concerned having behind them over \$210,000,000 of assets or about three and a-half times the capital of the chartered banks of the Dominion, and a hundred and twenty-four million more than their combined capital and reserve funds. During 1892 the insurance companies paid in Canada for losses about \$5,000,000. In the United States, assets aggregating over \$384,000,000 were pledged for the seventeen thousand millions of risks assumed, the large sum of \$75,000,000 being paid to make good losses to property owners. Thus \$80,000,000 were paid in Canada and the United States to replace consumed values, without which widespread disaster to business must have taken place.

It is only by the risks being spread over a large area that it is possible for insurance companies to make their business pay. Not infrequently the loss in one district swallows up all the premiums received in a long series of years, nevertheless every now and then the citizens of a given town or locality bring forward some scheme for local insurance by the civic authorities, and propose to declare their independence of the insurance companies and the rest of the world, oblivious of the facts known to and the expenses of those who have specially interested themselves on the subject. It is, moreover, frequently forgotten that the experiences of a single year count for nothing, the only safe and equitable manner in which the subject

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WORKS AND OFFICES,
STORES.

JANION WHARF, VICTORIA, B. C.
HASTINGS STREET, VANCOUVER, B. C.

can be dealt with being from the gathered experience of many years over an extended field. It may be that in some countries a purely local company may be run economically and with profit, but when such calamities as the St. John's fire and casualties of that description arise—and it may be at any time—the more extended the operations of the companies concerned the greater certainty is there of their being in a position to come out of the ordeal triumphantly and to the satisfaction of policy holders.

THE PRICE OF COTTON.

It was thought that the end of the Lancashire strike would have a good effect on the cotton market. That strike had kept some 11,000,000 or 15,000,000 spindles idle, and naturally cut down the demand for the staple. It was natural to suppose that this reduction had had a depressing effect on the market, and that when the clouds rolled away and the Lancashire mills resumed work there would be an improvement. On the contrary, the settlement of the difficulty was followed by an immediate fall in the price of cotton, which has continued almost ever since. The explanation offered was that the settlement had been discounted in advance, as it was well understood that an agreement would be reached at an early day. This explanation, while plausible, is not wholly sufficient, because the decline in cotton has continued, and some other additional reason for it must be found. Several other reasons, not wholly satisfactory, are given for the decline. May it not be due to the reports of overplanting, and too big a crop next year? The reports on this point have not been encouraging for some time past. It was thought at one time that the appeals to the farmers not to plant too much cotton had had an effect, but this is not so certain now. A number of the best authorities on this subject express great fears of an excessive acreage, and all the indications point in that direction. A big acreage, therefore, will not only have the

effect of reducing prices next year to below the cost of production, but it seems to have made itself felt in advance. Perhaps the decline in the price may bring the farmers to their senses, give them some idea of what a big crop will bring about, and induce them not to plant all cotton, but to save a little of their land for food products.—*N. O. Times Democrat.*

BANKING PROGRESS.

The *Canadian Trade Review* contains the following paragraph, which, no doubt, will be read with considerable interest:

"In looking through the scrap book of a leading banker the other day, we ran across the bank statement for April, 1869, and having still fresh in our mind the statement for February, 1893, the comparison of figures was startling. For comparison, we tabulate the important items:

	April, 1869.	Feb., 1893.
Capital authorized.....	\$37,466,666	\$ 75,958,085
" paid up.....	27,663,613	62,913,791
Circulation.....	8,214,463	32,978,840
Deposits.....	31,862,766	169,963,055
Specie & Provincial Notes	7,882,806	19,791,436
Discounts.....	51,835,536	197,709,551
Total liabilities.....	41,223,281	217,614,977
" assets.....	78,010,521	301,752,118

"The increase in authorized capital was \$38,492,419 or over 100 per cent.; that of subscribed capital was \$35,280,148 or 127 per cent. The augmentation in circulation was \$24,764,377 or 200 per cent., in deposits the increase has been \$135,100,289 or nearly four fold, while the legal tenders have increased 1.51 per cent. The increase in discounts is 285 per cent."

Another strike is said to be threatened at the Carnegie mills in Homestead, Pa.

Forest fires are raging in the long-leaf pine district of North Carolina. Owners of turpentine orchards are ruined.

There is some prospect of the making of an electric tramway between Nanaimo, Northfield and Wellington. Ex-Mayor Hilbert is a leading promoter.

THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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Office—No. 77 Johnson Street.

VICTORIA, TUESDAY, APRIL 18, 1893.

FIRE PROTECTION.

As will have been noticed, the Fire Underwriters have resolved to increase the insurance rates in Montreal, recent experiences having demonstrated that the existing charge was not, in view of the losses incurred, sufficient. Unless we have a continuance of the luck for it is little else that we have had in the past, it may be that we shall be in a similar position. We are therefore, glad to notice that Chief Deasy and the Fire Wardens have given the subject some attention, and have resolved to report in favor of recommending the obtaining of additional appliances, the strengthening of the force and the establishment of well equipped additional engine houses to meet the requirements of the outlying sections in Victoria West, the eastern district above Cook Street and at James Bay. For these purposes it is proposed to submit a by-law to the people, who, it is to be hoped will appreciate the necessities of the situation, and vote in favor of the departure. There are other fire department recommendations, which have been so far left in abeyance, upon which we should like to see the council take action. Fire insurance at a low cost is a great desideratum, but it can only be obtained by a community doing its full share towards lessening the risks of loss.

ISLAND AND MAINLAND.

Those who upon the mainland desire to stir up strife appear, we regret to say, to have for the time being got their innings. In some sense they have played a strong game; but they failed to score, possibly because they were afraid to go far enough. It may here be stated that it appears to be only a faction of the population of the greater half of this province who are anxious to get away from Vancouver Island. The reader of Rev. Mr. Maxwell's manifesto will remark how insignificant and unimportant are the counts of his indictment, their lack of point being to a certain extent made up for by the virulence of his own individual deliverances as well as those of Rev. Mr. Pedley. The other orators do not appear to have been able to hold their own with the clerical denunciators, who would seem to have been by no means backward in making use by signs, if not by verbal expressions, of the coercive stock arguments the field for whose exercise is generally the pulpit.

What right, we should like to know, has Mr. Maxwell—or any other man—if he be

correctly reported, to consign the premier, his colleagues and supporters to the lower regions? That kind of thing was to be expected on account of ignorance in what are termed the dark ages; but its presentation on a political platform nowadays deserves to be visited far more heavily by the church courts than the departures of the men upon whom the heresy hunters are accustomed to pounce because they dare to think. We have yet to learn that the movement is of much more importance than that attached to it by mere agitators and disappointed politicians. Should it take more definite shape, it will then be time to discuss whatever issues may be drawn.

THE LABOR BUREAU.

It is rumored that a certain commission merchant is to receive, or has already received, the chief position created under the act to provide for a Board of Arbitration and Bureau of Labor Statistics. If this be the case, the parties principally concerned, the local employers of labor and the workmen themselves will be greatly disappointed. Irrespective of the fact that the business which he was accustomed to carry on has been to a great extent antagonistic to native industry and that probably the individual in question only contemplates going out of trade in view of the changed conditions that have been brought about under the National Policy of protection, it is difficult to see what qualification he can have for the position to which he appears to have successfully aspired. As a middleman, what can he know of the processes by which the raw material has been developed into the finished article, or of those little misunderstandings between capital and labor which come in for almost daily adjustment in the workshop, and which, if they do not require statesmanship to regulate, demand tact and delicate manipulation, so as to avoid a controversy that with but little provocation might end in a strike?

We have no doubt that the reported appointee and what are considered to be the most eligible applicants for the other positions created by this particular act and by several others of the statutes of last session are in their way most excellent gentlemen and have their own special claims upon those in authority over James Bay; but that is not all—the public whom they serve and the interests affected have a right to be considered. No one will say for a moment that there are not many merchants in Victoria and elsewhere in the province upon whom both capital and labor could rely not only to do justice to them to the measure of their ability and actuated by a thorough desire to do that which is right between man and man. But, in cases like the present, the desire to do right cannot count for everything. For work like this, there must be special adaptability special training—and, with out this, neither capital nor labor can have reasonable faith in the outcome.

It has been said that no man can serve two masters; but, in a case like the one referred to, both have to be served by the exercise of common sense and a thorough determination not to swerve from that which is right. The head of the Board of

Arbitration and Statistics must not be a lawyer, for instead of there being manifested that narrowness which frequently finds its most successful development in hair splitting, there must be a broadness that can take in the subject not only in its immensity, but grasp and appreciate the little points which to the one side are as things of nothing, while, by the other, they are regarded, if only as straws, still as something which when collected and put together make a bundle of considerable weight. The commissioner must not be a middle man—a handler of the products of others—whose sole consideration has been whether or not the competition or rather lack of it warrants him in making a twenty-five or fifty cent commission or profit as he might, perhaps, prefer to call it.

It is not a mere artizan or a manufacturer only whom the situation demands. To perform their duties, the officers of the department must be acquainted with the entire situation if they do not thoroughly appreciate it. The workmen who constitute so important an element in the electorate claim that they must not be made to take second place to the ideas of the capitalist. These should all be taken together and their merits respectively valued, the parties to the issue being themselves placed upon a common footing, the scales being equally balanced before the respective claims and arguments are placed on one or other side.

The Victoria and Sidney Railway has changed hands, and construction work will be begun almost immediately, the road, it is said, to be run in connection with the E. & N. Ry.

After numerous delays in connection with the enterprise which appeared for a long time as if it were about to be snuffed out by the Dominion authorities, the contract has been let for the much talked of and much wanted Nelson and Fort Sheppard Railway, which will afford an inlet to and an outlet from a most important section of mining country. Mr. Larson, the contractor, built the Great Northern, (Jim Hill's) railway in connection with which it is the intention to run it. The entire work is to be completed by October 1st. At least it is the promise of Mr. Corbin that trams will be running into Nelson by that time.

The Behring Sea arbitrators continue their sessions in Paris, and counsel for the United States have delivered themselves of long winded addresses of which the end has not yet been reached. We are much surprised to see that the Board has thrown out the supplementary statements of Great Britain which were prepared during the visit of experts to the sealing grounds last season. This, we presume, is because the Americans, who also had their agents out, have comparatively little to offer, the British rejoinder destroying its entire value. Some sort of a technicality raised by the American caused the arbitrators to rule out the statements, though we notice that it will be possible to introduce all or most of them in the argument when the British counsel take the floor.

EDITORIAL COMMENT.

It is announced that the new Board of Trade building will be inaugurated by a banquet at the Drifard.

It is reported that the Insurance companies doing business in Montreal, have decided to increase the rates of premiums on account of the severe losses which they have sustained this year already. The estimated amount of premium receipts in that city is \$900,000 per annum, and estimating the expenses at 25 per cent or \$225,000, this leaves net profits less fire losses as \$675,000. The fire loss to date is said to have been \$550,000, so that if during the next nine months the loss exceeds \$125,000, there will be a deficit instead of a surplus from the fire insurance of Montreal.

We must say that we are not at all sorry to see the American flag hauled down in the Hawaiian Islands and the so called protection afforded by the U. S. sloop of war removed. The American Consul and the naval officer who performed the smart trick of getting ahead of the British doubtless understood what they were doing, in the light of the opinions of President Harrison; but we are pleased to know that the present regime, having recognized the mistake— not to say international crime— that had been committed, had sufficient manliness and moral courage to undo as much as possible the mischief that had been done.

WITHIN the last few days, Chicago has had some lively times in "the wheat pit," as the place is known in which the speculators disport themselves and eat up one another as far as possible, figuratively speaking. This time, the gang of bulls, headed by Cudahy Brothers, the well known meat packers, came out on top and crushed out several pretty strong men, who, it would seem, judging by their own statements, are not altogether downed. Meantime, grain has received a fictitious enhancement which, while it does not mean much on the individual loaf of bread, amounts to a by no means small sum when its gross amount comes to be figured out.

At the end of the session two important measures were introduced and carried through by the Government, the one to extend for a year the charter of the Canadian Western Central Railway, the others to grant aid to the Nicola Valley, the Nakusp and Slocan and the Chilliwack companies respectively. The objects contemplated are excellent. We want railway accommodation and the sooner the better. This Government will doubtless profit by the experiences of Quebec and elsewhere and see that the moneys already granted are legitimately expended and that the usual safeguards are interposed. This being done they will not be to blame and we have faith to believe that the Province will be much advantaged.

THE Parliament of the Province of British Columbia was formerly prologued

on Wednesday, the list of bills which have become law during its session being a large and important one. Among these might be mentioned those referring to arbitration and labor statistics and the public health. Besides, railway and kindred legislation has been extensive, the measures to provide for a railway and traffic bridge over the Fraser River and to sanction the erection of new legislative and departmental buildings in Victoria being matters of no small interest. The Government, it must be said, has not only shown that it possessed the confidence of the majority of the members, but has demonstrated that it was well entitled to it, in fact that the opposition to it was quite as much factional as anything else.

It is worthy of note that certain people out of the kindness of their heart have undertaken to hunt up a location for the Songish Indians to settle upon, and have discovered a place which meets their own views if not those of the Indians whom their desire is to oust and evict. The land these parties have chosen is inside Pedder Bay. It may be a very excellent site, but before anything be done the full consent of the Indians must be obtained and there must be nothing done that can in any sense be interpreted as an interference with their freedom of action. The lands they occupy are theirs; we have left them but little of what formerly belonged to them. Their interests must in every way be conserved and care must be taken that the present valuable property do not get into the hands of speculators or land grabbers.

THE *Monetary Times*, referring to the tariff changes which are not unlikely to be brought about in the by no means distant future, says: "There is no intention to abandon the National Policy; but it is time to get back to the ground on which that policy was at first confessedly founded. The National Policy has only one possible standing ground—an arrangement of the customs duties, which must be collected in some form, in such a way as incidentally to favor Canadian manufactures. This is what is called incidental protection." In connection with U. S. tariff amendment, President Cleveland's announcement of an extra session of Congress for September justifies the conclusion that the intervening five months will be used to prepare for the tariff and currency reforms, to which the dominant party is pledged.

VERY naturally and very properly the B. C. Board of Trade has protested against the proposal of the Department of Marine and Fisheries to do away with the Marine Hospital at Victoria, as provided for in the terms of the Union between Canada and British Columbia, and dispose of sick mariners by an arrangement with the Jubilee Hospital. Deputy Smith and Mr. Wilmot may, perhaps, be allowed to go a considerable distance in their ignorance of the just claims of this city and province, but they can hardly be allowed to bid defiance to a written agreement. Indeed, the merchants have determined to resist any such encroachment, and the depu-

ties and their chief alike may as well make up their mind that they must mend their manners. We shall demand all that the law gives us and, outside of that, if the Government do not act fairly and squarely, it will be time to consider the necessity of changing the political complexion of the provincial representation at the capital.

IN connection with the construction of the Soulanges, Quebec, Canal, we observe that there is considerable controversy as to the particular cement that shall be used in that work, the Department of Public Works having refused to sanction the use of a home made article. Already upwards of a million dollars are invested in Canadian cement works, some five hundred men being employed in the business. Native Portland cements have frequently been tested in comparison with imported cements by some of the best engineering experts in the country, both on Government account and also in behalf of many of our large cities and railroads, where the desire was to obtain the very best materials to be had, regardless of the source of origin; and the certificates of these experts and the details of their experiments show that Canadian Portland cement is as good as any made anywhere else in the world. In this connection, we may refer to the Portland cement industry which is being inaugurated in this province, the quality of the product being, according to men of both practical and scientific experience, fully equal to that obtainable anywhere.

THE announcement has been made that the Liberals of Nanaimo are looking out for a candidate to run in Vancouver district for its representation in the House of Commons. We must confess that we think it would be an excellent thing for that constituency to return either a supporter of the Opposition or a gentleman of sufficient independence of the Conservative party to so enregister his vote when it is called for that it shall be impossible to say "Oh he's all right he'll support the Government anyway." It is to be noted that one of the candidates defeated at the last Dominion election in the city of Victoria, is paying court to the constituency and is about to give them a lecture on what he knows about Liberalism. We have no doubt that he is well posted in so far as concerns the ideas that obtain in the Old Country, but these can scarcely prevail here. We doubt not that he can get off a homily as long as the moral law on political theories but when it comes down to practical politics those who think they shall be heard because of their much speaking frequently get left. The would-be candidate might do well to join Mr. Blake's brigade of Hessians for Mr. Gladstone may have need of him, and if his stump speeches delivered here mean anything, he is a fervent worshipper of the Grand Old Man.

At a meeting of the Nanaimo board of underwriters held on Wednesday evening, it was decided in future to adopt the rules regarding the wiring of buildings now in force in Victoria.

IMPORTS AND EXPORTS.

IMPORTS.

The following is a summary of the quantity, value and duty on imports at the port of Victoria for the month of March, 1893:

ARTICLES.	QUAN.	VALUE.	DUTY.
Acids		\$ 307	\$ 220 31
Agricultural imple- ments		373	132 85
Ale, beer & port wgs	2,196	1,909	527 01
Animals		1,106	1,123 10
Books, pamphlets, etc.		1,988	131 23
Brass & manufs of..		911	201 95
Breadstuffs, etc. viz Grain, of all kinds bush	1,001	933	102 73
Flour, brls	15	40	8 00
Meal, "	1,166	1,770	1,030 35
Rice and all other breadstuffs		5,302	2,066 62
Candles, lbs	2,250	267	51 75
Chicory, lbs			
Coal and coke, tons.	8,836	1,756	187 78
Coffee, from U.S. lbs		269	79 15
Copper and m'fs of.		156	118 70
Corlidge all kinds...		8,811	2,650 80
Cotton, manufs of		27,013	9,671 32
Drugs and medicines			
Earthen, stone and China ware		355	117 90
Fancy goods		2,881	870 80
Fish		1,236	286 69
Fruit, dried		1,915	253 18
Green		3,211	486 53
Furs			
Glass, glassware		968	273 00
Gum, exp sub's		1,930	510 25
Hats, caps, bonnets.		3,317	540 10
Hops, lbs	917	200	56 82
Iron and steel m'fs of		11,671	1,072 63
Jewelry and watches and m'fs of gold and silver		116	95 25
Lead and manufs of		171	12 93
Leather and m'fs of.		4,985	258 21
Marble and stone and manufs of...		138	41 35
Malt, bush	1,261	871	189 60
Metals, composition and m'fs of		1,138	167 65
Musical instrum'ts		1 31	9 36
Oil, coal and kero sene, gals	9,776	2,258	763 92
All other, gals	1,335	729	171 16
Paints and colors.		812	230 70
Paper and m'fs of...		1,016	331 26
Perfumery		31	10 20
Provisions, Bacon hams, etc..		6,066	1,135 35
Salt, not from Great Britain or British possessions, or for fisheries, lbs	117,190	491	87 92
Seeds		570	65 50
Silk, manufs of		1,108	1,322 25
Soap of all kinds...		173	71 21
Spices of all kinds..		228	57 00
Starch, lbs	314	21	6 28
Spirits, Of all kinds, gals..	5,911	8,517	12,585 33

ARTICLES.	QUAN.	VALUE.	DUTY.
Wine, other than Sparkling, gals...	2,527	3,061	1,981 83
Wines, sparkling doz	101	769	423 10
Sugar, bone No 11 lbs	18,569	1,917	388 08
Sugar candy, etc. lbs	437	68	30 28
Molasses			
Sugar syrups, cane juice, etc., lbs	2,676	70	40 11
Tea, from U.S. lbs ..	2,601	682	68 20
Tobacco and cigars..	2,065	2,065	1,985 99
Wood and m'fs of..		3,120	961 15
Woolen m'fs of..		15,456	1,622 43
All other dutiable articles		29,810	7,871 01
Total dutiable goods		\$171,073	\$62,998 38
Free goods, all other		11,937	
Grand total		\$216,010	\$62,998 38

EXPORTS

From the port of Victoria, for the month of March, 1893—the produce of Canada:

THE MINE.	QUANTITY.	VALUE.
Coal	518	\$ 2,712
Gold dust, nuggets, etc....		8,796
THE FISHERIES.		
Fish of all descriptions		12
THE FOREST.		
Lumber—planks, boards, etc		18
ANIMALS AND THEIR PRODUCE.		19,115
Other articles		111
AGRICULTURAL PRODUCTS.		
Other articles		111
MANUFACTURES.		
Iron—pig and scrap, cast- ings, hardware, etc		191
Leather—m'fs of, altho other		13
Sewing machines	2	30
Wood m'fs of all kinds		13
Other articles		1,631
Miscellaneous articles		100
Grand total		\$ 32,718
Goods, not the produce of Canada, for the month of March, 1893.		
QUANTITY.	VALUE	
Animals and their produce		6
Other animals		6
Manufactures— Iron—pig and scrap, cast- ings, hardware, etc		\$20
Sewing machines	1	50
Wood m'fs of all kinds..		39
Other articles		3,156
Miscellaneous articles		315
Coin—gold		10
"—silver		213
Grand total		\$ 4,919
Total exports of all kinds		\$ 37,637

and we believe that they were right. Of course this is an old-fashioned opinion, but we have admitted that we are old-fashioned, if measured by the ideas of those whose conceptions of logical facts is a bewildering array of illogical rhetoric. We also adhere to the theory that money is simply the visible and practical, and, it must be admitted, very convenient and desirable evidence of intelligent business methods; that is, there could be no money unless there were brains in commerce. The assurance, or cheek, or gall, or whatever name the effrontery of incompetency may be called, can not create money, and must depend upon its livelihood by its ingenuity to make others think that it is gifted with that ability that is back of every successful enterprise in commerce. That there are men who apparently succeed by their adroitness in passing cheek off for brains, is no evidence that cheek possesses any commercial value, for there are men who succeed in passing off spurious coins as genuine money. Those who have genuine ability—that is, the ability that cannot exist without the sustaining power of brains—may not be as competent to bring out the fire-work features of trade enterprises or display that versatility that enables a man to change his vocation with every full moon, but they "get there just the same." In brief, a cheeky but incompetent person may talk and write most entertainingly about "what is necessary to advancement in commerce," and may even "advance" for a period, but it is the plodders who make a healthy trade what it is, but who cannot handle trade fire-works, who are essential to our trade welfare and progress.—*St. Louis Grocer.*

SELF-SELLERS AND PROFITS.

We cannot but wonder more and more as we consider certain phases of the retail grocery business, as to why it is the retail grocery puts self-selling goods out as leaders, instead of that class of goods on which the margin would justify him in making a drive. If the retailer must cut prices to win trade, it is not a part of ordinary wisdom and mercantile common sense to make drives in the direction of developing a line of trade that cannot be developed without hard pushing, but which, when developed, brings large returns. There is no consumer but who must have flour, sugar, bread and oil, and yet these are the very goods that retail grocers cut the very quickest of all. They are goods that sell themselves and do not need pushing; it is not necessary to make a drive on them to have the consumer buy them; the consumer must buy them. On the other hand, there are lines of canned goods and other fancy groceries that consumers do not need to buy, and in order to develop trade on them it seems to us the retail grocer might have some reason for cutting prices, if he is ever justified in cutting. Moreover, he can afford to cut such goods because the margins permit, and yet evidences multiply continually that the retail trade cut to cut off their noses.

The window shade factory of MacKinley & Co., at Toronto, was destroyed by fire; loss \$40,000; insurance, \$25,000.

THE SUCCESS OF "CHEEK" BUT BRIEF.

It is a fact none the less a fact because of its apparent improbability that there is a kind of childish pride which is a part of, if not the creator of, a certain kind of incompetency that is as obnoxious to others as it is fatal to its possessors. If in the course of time this incompetency could be realized in all its meaning by its possessors, it would not be such a serious thing, but, inasmuch as it is seldom acknowledged, and, moreover, as its possessors are most ingenious in concealing its obnoxious influences, it is to be avoided rather than antagonized. There are times that this pride, by exertion of a tact that would be commendable in other cases, becomes so in explicable and yet inextricably blended with the elements of commercial transactions that it is really the directing and controlling force, and thus leads to loss, if not disaster, as many a merchant can testify. Forced, therefore, to admit that its potency has existed as

long as trade has been systematically conducted, it must be evident to all that the extraordinary and tireless strength it displays is more to be dreaded than any of the adverse factors whose influence is so dreaded that their inroads are guarded against. Still, in applying the abstract attributes of this nameless pride—nameless because egotism is to good a word to apply to it, and because it would be an insult to arrogance to use the word in the same connection to individual traits, we can best appreciate its malign effects and influence.

The success of the unwarranted and childish pride referred to is mainly, if not wholly, due to the credulity of the people. Assurance will win with some persons where modest ability receives nothing but snubs. The very "cheek" or gall, or nerve, or whatever it may be termed, that enables bankrupt merchants to make others think they can tell just how to succeed in business too frequently crowds merit to the wall. Our forefathers maintained that business required brains as well as money,

THE VALUE OF INSURANCE TO THE BUSINESS WORLD.

That the insurance of property from loss by fire or from the casualties of the sea is one of the chief factors in shaping and conserving commerce throughout the world is a recognized fact among men who observe and think. Like the indispensable every day gifts of nature, however, the very commonness of insurance tends to obscure our view as to its importance. It is only when the exceptional happens like the great Chicago fire, or lesser conflagrations like St. John's, Boston and Milwaukee, that men open their eyes to the commercial value of insurance. Then they see that a hundred or a thousand or ten thousand business men are saved by insurance capital from utter ruin, which in its turn would mean ruin wholly or in part to as many more who are connecting links in the great commercial chain. Insurance capital replaces the broken links, and the machinery of business goes on. A second Chicago or St. John's, better than the first, rises upon the ashes, and we do not need to alter our maps. A big ship and its cargo is swallowed up by the sea, but another speedily takes its place, thanks to insurance capital. Insurance to-day is the basis of credit, without which business would stagnate at the centres and be paralyzed at the circumference of our commercial system; it promotes manufactures, encourages art, protects the home, and is a potent factor in all material development, scarcely second in importance to our monetary system.

The independence of the individual exists only in Utopia, and necessarily gives place in practice to that interdependence which is a universal condition of society. Insurance stands as the exponent of this interdependence, for in its essential features it is an equalizer of the loss burdens of the community. It is a collecting and distributing agency by which each contributor is protected from severe loss through the systematic contribution of all. In order to wield this agency with safety and equity, careful training and wide experience are necessary. Insurance requires not only a thorough knowledge of the principles to be applied, but a knowledge of the actual hazard belonging to various kinds of property, in order that premium contribution may be fitted equitably to the promised indemnity. This involves system and permanence, such an organization, backed by guarantee capital, alone can secure. The experience of a single year in a given locality is conclusive of nothing as to premium rate or loss probability. Neither is the experience of a single year over a wide field sufficient for equitable and safe treatment of the problem of loss, hence the gathered experience of many years and over an extended field must be made the basis of all real insurance, which makes certain indemnity possible because it finds its transactions on the law of average. A loss in one locality swallowing up all the premiums received therefrom in twenty or fifty or a hundred years is offset by other localities where the premiums are in excess of the loss.

It is passing strange that now and then business men are found who try to ignore

the commercial value of insurance as a system almost universal, and who seem entirely ignorant of the fundamental principles which have made the system what it is. Every now and then the citizens of a town bring forward some scheme for local insurance by the civic authorities, and propose to declare their independence of the insurance companies and the rest of the world, oblivious of the fact that a man cannot swallow his own head, and that is quite as easy as for Fredericton, N. B., for instance, whose self-insurance scheme we deal with elsewhere, to make its own property pay for itself after it is burned up. A given town may escape any great fire loss for a dozen years, as St. John's did, but the next day or the next week after adopting self-insurance it may face a conflagration.

It ought to be sufficient for any business man to remember what a record for loss paying insurance has made when the greatest fires have occurred, and that experience has shown that its great ability has been and is because it covers a continent and gathers from the many the means to indemnify the few.—*Insurance Chronicle*.

BRITAIN'S TRADE WITH CANADA. 1892.

According to the statement compiled by the British Board of Trade, the commerce between Canada and Great Britain in 1892 was eminently satisfactory. Our imports from the motherland totalled £1,875,352 against £1,877,246 in 1891, being a decrease of £1,894, or only 0.3 per cent. Of horses we imported £31,725 against £82,619, showing quite a falling off. A decrease also took place, amounting to £4,209 in our imports of salt, and an increase of £8,515 is found in spirits. Wool decreased £3,412, while we imported more cotton goods to the excess value of £33,012, of jute to the value of £7,329, and of linen to the increased value of £31,520.

Our imports of worsted and woollen goods increased respectively £50,371 and £48,461 for the year, while our imports of carpets declined £5,290, and of cutlery and hardware £1,653. With regard to the iron trade, the only increase was in unwrought tin, imports of which were £5,370 more than in 1891, while the chief contraction was that of £81,051 in tin plates. There was an increase of \$33,524 in our imports of machinery, indicating that our manufacturing industries are going ahead.

Our exports to Great Britain are in the usual articles and show very satisfactorily, on the whole. The total for the year reached £10,798,720, an increase of £1,397,400, or 14.86 per cent. Our cattle trade, however, did not share in the general prosperity, the shipments of oxen and bulls showing a decrease of £171,833, cows £21,818, and sheep and lambs £31,388. Our wheat exports were £1,443,938, an increase of £11,511, and our exports of flour were £701,913, an increase of £83,319. This is most satisfactory as indicating the growing favor in which our millers are held. Butter and cheese exports were respectively £68,360 and £502,028. A decrease of £56,313 took place in our exports

of fish, while those of hewn timber expanded £215,888, while sawn lumber increased £787,007, both items indicating a recovery in the trade which is likely to be sustained in 1893.—*Canadian Trade Review*.

BOGUS TEA IN RUSSIA.

Russia is a great country, and is especially eminent in the arts of adulteration. Some time ago a M. Gulishambaroff, a member of the Russian Technological Society, was greatly puzzled by the accidental discovery that the town of Kutai, on the Trans-Caucasian Railroad, in the year 1890, imported 1,500 poods of tea, no more than was needed for its own consumption, and exported 2,030 poods, although there was no tea plantation in the neighborhood. This set him to thinking and investigating, and presently he discovered that an enterprising merchant of Kertais had applied to the Caucasian Society of Rural Economy to give him special privileges for the manufacture of "Caucasian tea," of which he furnished them with samples. The chemical analyst of the Society discovered that the so-called tea was nothing more than the wild plant called "brussnik," which grows in profusion over the greater part of Russia. The preparation proved to be very simple, consisting merely in crumpling the leaves in the hand or treading them under the naked foot, and then drying them in the sun. An infusion was made but the taste was so bitter and abominable that nobody could be found to drink it, and the Society refused to have anything to do with it. The merchant thereupon turned his thoughts to the employment of "brussnik" as an adulterant, and appears to have started an enormous trade. The weed is worth six roubles a pood, while genuine tea is worth fifty-six; so that it is easy to imagine the immense profits to be made out of a mixture of the two. The cultivation of "brussnik" is said to be assuming the proportions of a national industry.

Last year, the Dominion Government spent in all some \$18,500 in improving the navigation of the Columbia River above Golden.

The time required for a journey round the earth by a man walking day and night without rest would be 425 days; an express train, forty days; sound, at a medium temperature, thirty-two and one-half hours; cannon ball, twenty-one and three-fourths hours; light, a little over one-tenth of a second; electricity, passing over a copper wire, a little less than one-tenth of a second.

The *Mark Lane Express*, in its weekly review of the British grain trade, says: April begins with English wheat at 25s, the lowest price on record. The average price obtained during March was profoundly discouraging. Although the granary reserves have fallen 705,000 quarters since New Year's Day, yet prices have receded 10d, with no recovery. The imported wheat supply afloat amounts to 2,890,000 quarters.

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Martha Fisher	811	Madoweroff	Oct. 18.	Victoria	Liverpool	34,002	\$163,451	pr April 14
Br bark	Glegarry	802	Davidson	Nov. 3.	Westminster	Liverpool	37,352	156,760	
Br bark	Chill	678	McKenzie	Dec. 12	Victoria	Liverpool	30,063	163,061	
Br bark	River Ganges	612	Budge	Dec. 19	Victoria	London	29,467	117,305	
Br bark	The Frederick	812	Simpson	Dec. 18	Victoria	London	32,403	167,896	

B. C. LUMBER FLEET, 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br ship	Athlon	1371	Dexter	Jan. 5.	Vancouver	Adelaide	1,495,128	8,265	March 18.	47s 6d
Nor ship	Morning Light	1316	Johansen	Jan. 22.	Vancouver	Melbourne	1,001,171	9,193	March 25	60s
Am bark	Hesper	661	Sodergren	Feb. 20.	Vancouver	Shanghai	754,924	7,781	April 21.	50s
Br ship	Angerona	1215	Anderson	Feb. 26.	Vancouver	Valparaiso	834,337	7,095	May 20.	42s 6d
Nor bark	Czar	1320	Christophers'n	March 4.	Vancouver	Adelaide	1,046,611	10,476	June 7.	57s 6d
Nor bark	Agnes	8111	Hofgaard	Feb. 20.	Chemainus	Antofagasta	602,509	6,413	June 11	40s
Nor ship	Kathinka	1163	Kevenberg	March 12.	Vancouver	Melbourne	1,228,925	9,251	May 28.	60s
Chil bark	India	953	Funke	Feb. 22.	Vancouver	Valparaiso	803,291	7,018	May 10.	owners ac
Br bark	Glenbervie	800	Groundwater	March 24	Vancouver	Iquiqui	631,810	7,089	June 8.	37s 6d
Br ship	Braish India	1129	Lines	March 31	Vancouver	Valparaiso	863,866	9,315	July 11	37s 6d
Am schr	W. H. Tatbot	776	Blum	March 14	Vancouver	Tientsin	1,024,576	10,272	May 28.	67s 6d
Am schr	Reporter	433	Dreyer	March 3.	Chemainus	San Pedro	410,386	3,476	March.	Private
Br bark	Riversdale	1453	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 23.	47s 6d
Br bark	Mistletoe	821	Smith	April 21.	Vancouver	Wilmington	70,275	7,986	Aug. 31.	\$16 00
Br bark	Craigend	2218	Lewthwaite	April 18.	Vancouver	Iquiqui-Callao	1,808,000	19,351	July 11.	27s 6d & 30s
Br bark	Toboggan	676	Porter	May 20	Vancouver	Wilmington	632,828	9,330	Sept. 11	\$15.00
Br bark	Thermopylae	918	Winchester	June 2.	Vancouver	Yokahama	328,576	8,949	July 22.	Private
Nor bark	Fritzoe	1078	Rolfson	May 29	Chemainus	Melbourne	963,124	8,072	Aug. 9.	45s
Br ship	Burmah	1617	Newcombe	June 2.	Moodyville	Valparaiso	1,289,359	9,883	Aug. 23.	35s
Br ship	Crown of Denmark	2029	Smith	June 24	Vancouver	Melbourne	1,850,725	15,435	Sept. 23	37s 6d
Nor bark	Ursus Minor	305	Johnson	June 1.	New Westminster	Sydney	481,211	4,393	Aug. 3.	37s 6d
Br ship	Earl Granville	1119	Flack	June 16	Cowichan	London	853,937	12,393	Nov. 5.	62s 6d
Chil bark	Antoniotta	929	Stack	June 27.	Chemainus	Valparaiso	836,358	9,015	Dec.	owners ac
Ger bark	Palawan	967	Van Heuvel	July 8.	Vancouver	Iquiqui	688,831	7,521	Sept. 27.	33s 9d
Chil bark	Leonore	801	Jenatsch	July 8.	Moodyville	Antofagasta	637,375	6,520	Oct. 13.	owners ac
Chil bark	Guinevere	960	Glennie	Aug 6	Chemainus	Valparaiso	762,062	7,612	Oct. 28.	owners ac
Am bktn	Robert Sudden	855	Uhlberg	Aug. 3.	Vancouver	Valparaiso	771,140	8,797	Nov. 26.	40s
Chil ship	Hindustan	1513	Walsh	Aug 7	Moodyville	Valparaiso	1,232,356	11,471	Oct. 28.	owners ac
Br bark	Zebina Gowdy	1087	Manning	Sept. 5.	Vancouver	Wilmington	853,218	10,125	Jan. 1.	\$13.00
Chil ship	Atacama	1235	Caballero	Aug. 24	Moodyville	Valparaiso	994,191	9,089	Nov. 1.	owners ac
Br ship	City of Quebec	768	Carnegie	Sept 6.	Vancouver	Adelaide	517,409	4,048	Nov. 30.	40s
Br bark	Nineveh	1174	Broadfoot	Sept. 3.	Vancouver	Sydney	951,900	9,287	Nov. 8.	owners ac
Am schr	Robert Searies	509	Piltz	Sept. 8.	Vancouver	Port Pirie	815,321	5,962	Nov. 23.	41s 3d
Am ship	George Skolfield	1276	Dunning	Sept. 20.	Vancouver	Valparaiso f.o.	931,346	81,781	Dec. 21.	40s
Chil bark	Lake Lemna	1035	Bozzo	Sept. 22.	Moodyville	Valparaiso	763,839	6,610	Dec. 18.	owners ac
Br bark	Seammell Bros.	1218	McFarlane	Oct. 15.	Vancouver	Philadelphia	907,554	11,763	Feb. 16.	\$11.00
Am schr	Alice Cook	732	Penhallow	Oct. 5	Vancouver	Sydney	919,800	8,338	Dec. 19.	30s
Nor ship	Morning Light	1310	Johansen	Nov. 3.	Vancouver	Liverpool	939,193	10,000		58s 9d
Br bark	Columbus	691	Melknish	Nov. 16.	Vancouver	Adelaide	565,720	4,539	Feb. 3 pr.	37s 6d
Am schr	Lyman D. Foster	730	Dwyer	Nov. 5.	Moodyville	Sydney	822,858	7,809	Jan. 13.	30s
Nor bark	Benj. Bangs	1118	Bjornness	Dec. 20.	Vancouver	Halifax	786,085	10,015		48s 3d
Br bark	Fernbank	1338	Boyd	Nov. 25.	Moodyville	Iquiqui	500,300	4,728	Feb. 13.	36s 3d
Br bark	Grasmere	1216	Carter	Dec. 25.	Vancouver	Valparaiso f.o.	941,688	10,370	March 23.	36s d
Am ship	Edward O'Brien	1725	Taylor	Dec. 10.	Vancouver	London	1,257,685	14,229		50s
Nor bark	Fortuna	1332	Mikelsen	Dec. 17.	Moodyville	Valparaiso f.o.	1,265,729	12,088		36s 3d
Br ship	Abeona	979	Black	Dec. 29	Vancouver	Port Pirie	775,140	6,425		37s 6d

B. C. LUMBER FLEET, 1893.

Br bark	Geo. Thompson	1128	Young	Jan. 13.	Westminster	Sydney	806,948	7,844	March 21	owners ac
Br bark	Mark Curry	1256	Liswell	Jan. 4.	Vancouver	Queenston U.K.	923,058	9,882		52s 6d
Nor bark	Fritzoe	1078	Rolfson	Jan. 10.	Vancouver	Valparaiso	879,260	8,031		36s 3d
Am bark	Colorado	1036	Gibson	Jan. 19.	Cowichan	Valparaiso f.o.	832,657			37s 6d
Br bark	Highlands	1236	Owen	Jan. 26.	Vancouver	Montreal	836,663	15,537		Private
Chil bark	India	953	Funke	Jan. 14.	Moodyville	Valparaiso	738,782	7,169		owners ac
Br bktn	Bittern	339	Stromach	Jan. 20.	Vancouver	Fremantle, Au	302,950	4,201		owners ac
Ger ship	Katharine	1650	Spille	Feb. 7.	Moodyville	Iquiqui	1,328,579	14,058		35s
Br ship	County of Yarmouth	2151	Swanson	March 23.	Vancouver	U. K. f. o.	1,628,530	17,500		50s
Chil ship	Hindustan	1512	Welsh	March 6.	Moodyville	Valparaiso	1,196,826	10,242		owners ac
Am bark	Seminole	1139	Weeden	March 19.	Moodyville	Santa Rosalia	1,040,913	7,966		Private
Am ship	Ivy	1151	Lovell	April 19.	Vancouver	Wilmington				Private
Br bark	Assel	735	Gilmour	March 6.	Moodyville	Antofagasta	631,165	6,577		35s
Br ship	Natuna	1166	Grahn	April 17.	Vancouver	Port Pirie				42s 6d
Am bark	Harry Morse	1313	Hughes	April 18	Moodyville	Shanghai	428,219	8,900		45s
Haw. bark	John Ema	2000			Cowichan	Port Pirie				40s
Br bark	Blairhoyle	1201	Gray		Vancouver	Sydney				31s 3d
Br bark	Mary Low	813	Robertson		Vancouver	Pisagua				Private
Nor bark	Sigrid	1530	Anse		Vancouver	Port Pirie				40s
Chil ship	Atacama	1235	Caballero		Moodyville	Valparaiso				owners ac
Br bark	Wythop	1218	Edwards		Vancouver	Sydney				31s 3d

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ship.	Kinkora.....	1799	Lawton.....	Nov. 15.....	Liverpool.....	Victoria&Van	H. Ward & Co. & Bell Irving & Paterson	151
Br ship.	Morayshire.....	1428	Mowatt.....	Oct. 21.....	Q Samarang.....	Vancouver.....	B. C. Sugar Refinery Co	179
Haw. schr.	Americana (new).....	339	Denny.....	Nov. 5.....	L Liverpool.....	Victoria&Van	Turner, Beeton & Co. & Baker Bros. & Co	164
Br ship.	Blair Athol.....	1697	Taylor.....	March 3.....	R Samarang.....	Vancouver.....	B. C. Sugar Refinery Co.	16
Br bark.	Dochra.....	1016	MacJarrow.....	Dec. 19.....	G Liverpool.....	Victoria.....	Robert Ward & Co., Ltd.	122
Chil bark.	Entella.....	693	Mangini.....	.....	Callao.....	Moodyville.....	Moodyville Sawmill	.....
Br bark.	Formosa.....	915	Kain.....	March.....	H Liverpool.....	Victoria.....	R. P. Rithet & Co., Ltd.	33
Br bark.	City of Carlisle.....	823	Hughes.....	.....	K Newcastle.....	Victoria.....	Turner, Beeton & Co.	.....
Br ship.	British General.....	1754	Tulloch.....	.....	A Samarang.....	Vancouver.....	B. C. Sugar Refinery Co.	.....
Br ss.	Victoria.....	1092	Panton.....	April 4.....	B Hong Kong.....	Victoria.....	Dodwell, Carlill & Co.	13
Br ss.	Empress of china.....	3003	Archibald.....	.....	C Hong Kong.....	Vancouver.....	C. P. S. S. Co.	.....
Br ship.	Candida.....	1222	Whetten.....	.....	F London.....	Victoria&Van	.....	.....
Br ship.	Drumernig.....	1919	Sparring.....	.....	F Liverpool.....	Vancouver.....	Evans, Coleman & Evans.	.....
Br ss.	Miowera.....	3350	.....	.....	N Sydney.....	Vancouver.....	.....	.....

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

VESSELS IN PORT.

(April 17, 1893.)

VICTORIA.

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

Br ship Gryfe, 1,069 tons, Capt. Roberts, from Cardiff, with coals for naval store-keeper.

Br. bktn Tacora, 911 tons, Capt. Thornton, arrived April 15 from Honolulu, in 22 days, seeking.

VANCOUVER.

Am. ship Ivy, 1,181 tons, Capt Lovell, arrived Feb. 21, loading lumber for Wilmington, Del.

Br bark Natuna, 1,100 tons, Capt. Grahm, arrived March 18, loading lumber for Port Pirie.

Am. bark Harry Morse, 1,313 tons, Capt. Hughes, arrived March 13, loading lumber at Moodyville for Shanghai.

Br. bark Blairhoyle, 1,291 tons, Capt. Gray, arrived March 27, to load lumber at Vancouver for Sydney.

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

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

Br. bark Wythop, 1,248 tons, Capt. Edwards, arrived April 5, loading lumber for Sydney.

Br. steamship Empress of Japan, 3,003 tons, Capt. Lee.

COWICHAN.

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

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.
Am. bark Matilda, 819 tons, Capt. Svenson.
Am. bark Sea King, 1,436 tons, Capt. Pierce.
Br. steamship Bawnmore, 1,138 tons, Capt. Woodside.

WELLINGTON SHIPPING.

Am. ship Glory of the Seas, 2,109 tons, Capt. Freeman.
Am. bark Highland Light, 1,265 tons, Capt. Hughes.
Am. ship Columbia, 1,399 tons, Capt. Nelson.
Am. ship John A. Briggs, 2,033 tons, Capt. Balch.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria.....	4	4,515
Vancouver.....	8	11,907
Nanaimo.....	7	10,499
Cowichan.....	1	2,600
Total.....	20	29,521
Previous week.....	19	29,201
Correspond'g week last year 12		14,522

FREIGHTS:

No change is to be noted in the market which is quite without life. A further drop in the rate from Portland may be noted.

Freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 30s to 32s 6d; direct port, 30s; Sydney 31s 3d; Melbourne, Adelaide or Port Pirie, 35s to 36s 3d; United Kingdom, calling at Cork for orders, 50s; Shanghai,

55s. The latter two are nominal and for Yokohama no quotation can be had.

Grain freights from San Francisco to U. K., Cork for orders, 16s 3d to 17s 6d; and weak; September loading 25s; from Portland, 22s 6d; Tacoma, 20s.

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.

The American ship A. J. Fuller, 1,782 tons, Capt. Walnut, is now at Yokohama on berth for B. C.

The Norwegian bark Fortuna, 1,332 tons, Capt. Bryde, is reported on the way from Valparaiso to B. C.

The British ship Rathdown, 2,058 tons, Capt. Morrissey, sailed from Barrow April 1 for British Columbia.

The Golden Sawmill Co., has more orders booked than it can fill for some time ahead.

A block of 13 frame houses in the Montreal annex, owned by C. R. S. Dinnick, of Toronto, has been burned. Loss \$13,000; insured in the Phoenix for \$7,800.

An order-in council has been passed at Ottawa, defining anew, for customs purposes, the value of the currencies of countries having a silver standard, in view of the changes in the value of silver since the issue of the order of April last.

At a meeting of their creditors Monday afternoon Raper, Raper & Co., Nanaimo, who recently assigned, offered payment of a hundred cents on the dollar at the rate of five per cent., per month. The offer was received with general satisfaction by the creditors, but has not been accepted yet, though no doubt it will be.



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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 Isls; La Saldana Mfg.
Co.—Havana Cigars—Havana; C. J. & E. Lewis.
—Boots and Shoes—Northampton, Eng.; Allen
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