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Vol. V.

VICTORIA, B. C., TUESDAY APRIL 23, 1895.

No. 7

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TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,  
Tuesday Morning, April 23.

VICTORIA.

Local jobbers state, that while business has not shown any material improvement, there is a much better feeling among the trade, who have more confidence that there will shortly be a change for the better. The strong tone of the wheat and flour market as well as the advances in coal oil and beef have created a better feeling with all classes of trade that are affected by the advance.

The announcement that the Br. s.s. Chittagong, 1,241 tons (net register) Capt. Davey, would sail from Hong Kong about May 15th, for Victoria and Portland, has settled the doubts that have for a time existed regarding this new oriental s.s. line. The service which will be monthly at the commencement will not pretend to compete for passenger business with the present oriental lines, freight traffic being the principle consideration.

A private letter received from Capt. Gould of the schr. Katharine under date of April 3, Sitka, Alaska, states that the weather has been very rough and that the Katharine arrived at Sitka with only one skin on board and had six of her canvas smashed. The Beatrice was spoken on March 16 off Cape Cook and reported having secured only 74 skins. The other schooners of the fleet on the coast, have not been heard from recently, but in view of the small catches secured before they went north. It is generally believed that the coast catch will be a small one this year.

FRUITS AND VEGETABLES.

The San Francisco market is largely overstocked with poor oranges, selling at low prices. Choice stock, merchantable sizes, finds sale at fair prices. Strawberries are arriving at San Francisco in an unripe condition and find slow sale at much reduced prices. The local market is unchanged.

Jobbers' quotations for fruits are as follows:

Oranges—California Navals.....	3 00 @ 3 50
"    Common.....	2 25 @ 2 50
"    Seedlings.....	2 00 @ 2 50
Bananas, per bunch.....	3 00 @ 0 00
Lemons—California (Johnson's).....	3 00 @ 4 00
California selected.....	2 50 @ 3 00
Apples—British Columbia.....	1 40 @ 1 50
Oregon.....	1 25 @ 2 00
Coconuts..... per 100	8 00 @ 9 00

Vegetables are quoted:

Onions—Silverskins..... per lb	2 @ 2 3/4
Cabbage..... per lb	1 1/2 @ 2
Potatoes..... per ton	14 00 @ 20 00
Asparagus, per box.....	2 25 @ 00
Peas.....	2 75 @ 00

FLOUR AND FEED.

Oregon and Washington millers report an advance in the price of wheat, as a consequence flour prices are hardening although no change has yet been reported.

Since the failure of the Red Crown Mills, Snowflake has been out of stock with both jobbers and retailers and new brands are taking the trade. Telegraph advices received state that "flour advanced 30c per barrel in Minneapolis last week and looks like going much higher."

The Ogilvie Milling Co., quote their celebrated brands of Manitoba flours in car lots, on wharf in Victoria as follows:

Ogilvie's Hungarian.....	\$1 50
"    Strong Bakers.....	4 20

The Victoria Roller Mills quote Victoria flour in 10-bbl lots at the mills as follows:

Delta.....	\$3 50
Victoria XXX.....	3 50
Superfine.....	3 00

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 3 50 @ 0 00
Lion, ".....	3 50 @ 0 00
Victoria XXX.....	3 50 @ 0 00
Superfine.....	3 25 @ 0 00
Premier, Enderby mills.....	4 50 @ 0 00
XXX, ".....	4 35 @ 0 00
XX, ".....	0 00 @ 0 00
Superfine, ".....	0 00 @ 0 00
Ogilvie's Hungarian.....	4 85 @ 0 00
"    Strong Bakers.....	4 55 @ 0 00
H. B. C. Fort Garry Hungarian.....	4 85 @ 0 00
"    "    Strong Bakers.....	4 55 @ 0 00
Regina Hungarian.....	4 85 @ 0 00
"    "    Strong Bakers.....	4 55 @ 0 00
Benton County, Oregon.....	3 75 @ 0 00
Portland Roller.....	0 00 @ 0 00
Snowflake.....	0 00 @ 0 00
Superb.....	3 00 @ 0 00
Plansifter.....	3 80 @ 0 00
Gen.....	3 60 @ 0 00
Alliance.....	3 50 @ 0 00
White Lilly.....	3 40 @ 0 00
Wheat, per ton, feed.....	25 00 @ 00 00
Oats.....	25 00 @ 32 00
Oil cake meal.....	33 00 @ 45 00
Chop feed—California.....	27 50 @ 00 00
"    Washington.....	20 00 @ 28 00
Shorts.....	18 00 @ 23 00
Bran.....	16 00 @ 20 00
National Mills oatmeal.....	3 50 @ 0 00
"    "    rolled oats (90-lb sks).....	3 50 @ 0 00
"    "    "    10 7s, baled.....	3 00 @ 0 00
"    "    split peas.....	3 50 @ 0 00
"    "    pearl barley.....	4 75 @ 0 00
"    "    Chop feed.....	20 00 @ 25 00
California oatmeal.....	3 85 @ 0 00
California rolled oats.....	4 15 @ 0 00
Corn, whole..... per ton	35 00 @ 00 00
Peas, field..... per ton	40 00 @ 00 00
Cornmeal.....	2 65 @ 2 90
Cornmeal-feed..... per ton	40 00 @ 00 00
Cracked corn.....	37 00 @ 00 00
Hay, per ton.....	12 00 @ 18 00
Straw, per bale.....	1 00 @ 0 00

RICE.

The Victoria Rice Mills quote wholesale:

Japan rice, per ton.....	\$ 80 00 @ 90 00
"    "    (polished).....	90 00 @ 100 00
Best China rice.....	80 00 @ 100 00
China rice No. 1..... (mats).....	65 00 @ 00 00
"    "    "sacks).....	63 00 @ 00 00
Rice flour.....	70 00
Broken rice.....	30 00
Rice Meal.....	17 50

GROCERIES AND PROVISIONS.

California Fancy Roll Butter has lowered in value. Meats are unchanged, al-

though eastern advices state that the market is excited and advancing steadily. Commission men at the Chicago stock yards now predict a shortage of hogs for the next three months, and also, that but for the tightness of the money market the prices would go higher and would advance at least \$3.00 per hundred lbs. Prices have gone up in the meantime and are just \$1.00 per hundred higher than a year ago. Beef is holding firm and packers are not inclined to shade prices for business.

Coal oil is now quoted at \$3.25 per case, being an advance of 50c on the former quotation. The market rose rapidly in advances of 10c, 10c, 20c and 10c, and is still unsettled.

An improved inquiry is reported in the tea market with the prospects of higher prices. A decidedly firmer feeling has been further emphasized by the firmness of the silver market.

Dairy produce is quoted:

Butter—Eastern Creamery, tubs.....	24 @ 26
Manitoba dairy.....	15 @ 20
"    creamery, in tins.....	27 @ 28
"    "    in tubs.....	26 @ 00
Australian.....	56 lb box 2 1/2 @ 00
California Roll-Fancy.....	19 @ 21
Cheese—Canadian, lb.....	12 @ 14
Canadian Stilton.....	17 @ 18
"    "    ".....	13
Eggs—Canadian..... per doz	10 @ 15

Smoked meats and lard are quoted:

Hams.....	12 @ 14
Breakfast bacon.....	11 @ 14
Short rolls.....	10 @ 11
Dry Salt, long clear.....	9 1/2 @ 10
Mess Pork, per bil.....	17 00
Bacon.....	11 @ 13
Lard Compound, 20 lbs.....	9 1/2 @ 10
"    "    10 lbs.....	9 1/2 @ 10 1/2
"    "    5 lbs.....	9 1/2 @ 10 1/2
"    "    3 lbs.....	9 1/2 @ 10 1/2
White Label pure leaf lard, tierces.....	0 12
"    "    "    50-lb tins.....	0 12 1/2
"    "    "    20-lb ".....	0 12 1/2
"    "    "    10-lb ".....	0 12 1/2
"    "    "    5-lb ".....	0 12 1/2
"    "    "    3-lb ".....	0 12 1/2

Jobbers' quotations for Armour Packing Company's brands per lb.:

Helmet brand sugar cured hams, medium	0 14
"    "    "    heavy..	0 13 1/2
"    "    "    breakfast bacon	0 14
Fancy Gold Band hams.....	0 15
"    "    "    breakfast bacon.....	0 15

The British Columbia Sugar Refinery quotes prices as follows, for lots of one barrel and upwards, delivered into warehouse at Vancouver or Victoria, payment by net spot cash:

Granulated, in bbls. or 100-lb bags.....	4 1/2
Extra C.....	4
Fancy Yellow.....	3 1/2
Yellow.....	3 1/2
Golden C.....	3 1/2
Paris lumps in bbls. or 100-lb bags.....	5 1/2
Powdered Icing and bar, in bbls.....	5 1/2

Above prices are for barrels or bags, 100 lb. keg 1/2c. higher; half bbls. 1/2c. and boxes 1/2c.

Sugar—Jobbers' prices, ordinary terms 60 days.

LUMBER.

The City of Florence, 1,246 tons, has been reported chartered to load at Haslemills Mill for Cork, U. K., for orders at 35s, direct 33s 9d. The Aigburth is also reported under charter to load at the same mills. The charter of the Wrestler is reported at 45s to Shanghai. The R. W. Bartlett sailed April 17, for California with 600,000 feet of lumber and 175,000 laths.

A more hopeful feeling undoubtedly exists on the sound than has been felt for some time, says the *Commercial Review*. An analysis of the grounds for this feeling shows that it all comes from the fact that some cargo mills are very full of orders and a very few of the mills that look after the car or eastern trade are busy. A close investigation discloses the fact that lumber for cargo shipments is going at low figures in spite of the statement recently made by Bradstreets that prices of lumber on the Pacific coast were advancing. The demand from the outside world indicate a betterment in prevailing conditions, but it will take a long time even on the present rate of advance to bring the trade up to a nominal condition in the ports reached by the lumber of this coast.

The following vessels are loading lumber at British Columbia ports for foreign: At Vancouver: British ship Olivebank, 2,647 tons, for South Africa. Br. bark Glanivor, 1,084 tons, for U. K. Am. schr. Meteor, 561 tons, for California—Br. ship Earl of Hopetoun, 1,770 tons, for Adelaide—Chil. bark Lake Lehman, 1,030 tons, for Valparaiso for orders. Am. schr. Peerless, 233 tons, for California. Br. ship Blairgowrie, 1564 tons, for Cape Town and Delagoa Bay, South Africa. Am. schr. Volunteer, 571 tons, for Shanghai, at Westminster. Am. bk'tne. Mary Winkelman, 426 tons, for California. Am. schr. Falcon, 196 tons, for California. Am. schr. Lucy, 294 tons, for California. Total, 11 vessels; 10,381 tons.

Quotations for Douglas Fir Lumber in cargo lots for foreign shipment:

Rough Merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet.	\$ 7 50
Deck plank, rough, average length, 35 feet per M.	18 00
Dressed T. and G. flooring, per M.	14 00
Pickets, rough per M.	8 00
Laths, 4 feet 6 in, per M.	1 90

SAN FRANCISCO COAL TRADE.

J. W. Harrison's San Francisco coal report dated April 13, says: During the week there have been the following arrivals: From the Coast collieries 14,990 tons; no foreign cargoes have arrived. There is no change to note in the market, everything is rather quiet. Domestic grades are firm at the advance, but steam coals are still offering at prices favoring the consumer. Yet in face of the low

prices ruling here, there are over 95,000 tons of Swansea coal listed for loading and on route for here. This grade of coal keeps growing in favor, and will eventually aid to diminish the demand for Australian, and all other foreign coals. It is also liberally consumed by gas companies as a gas producer conjunctive with crude oils.

The Australian mail is at hand, but the information comes second hand, as recent cables has given us earlier news; freight quotations indicate a softening from that section, yet the demand is light. The arrivals of coal from Australia for the past 60 days are the smallest for some time, being less than 13,000 tons.

BUSINESS NOTES.

Mr. Mills has opened a butcher shop at Mission.

W. J. Meakin, hotel keeper, Vernon, is dead.

Worth Bros., butchers, have opened at Wellington.

J. E. Ross, tinware, etc., has opened at Armstrong.

Fred. Ackers, tobacconist, Vancouver, has sold out.

Hart & Jeffers, hotel keepers, Silverton, have dissolved.

Theodore T. Everett, tobacconist, has opened at Vancouver.

Wm. Martin has opened the International hotel, Nanaimo.

John Hilbert, undertaker, Nanaimo, has assigned to B. D. Presley.

Watson & Co., blacksmiths and wagon-makers, have opened at Alberni.

F. L. Perkins of Perkins & Payne, general store, Saturna Island, is dead.

W. R. Jackson, saloon, Victoria, style changed to Mrs. Mary B. Jackson.

Watts & Trott, boat builders, Vancouver, intend removing to California.

G. Tribe, saloon, Victoria, has admitted Harry J. O'Leary into partnership.

E. A. Howse, general store and hotel, Nicola lake, hotel destroyed by fire.

Hilton & Penny, Victoria Iron Works, Victoria, have resumed operations.

Cowan & Seigel are opening as grocers and mens' furnishings at Wellington.

W. W. Day, late of Tacoma, has reopened the Zealandia saloon Victoria.

G. H. Williams, late of Kaslo & Three Forks, has opened a drug store at Nakusp.

Welsh & Nightingale, grocers, Vancouver, have been granted an extension of time.

J. B. Donald accused of falsifying and mutilating the books of the firm of Riley & Donald, was tried before Judge Spinks last Tuesday at Vernon. The case was dismissed.

The Finch Mining Co., L'd., (foreign), has been registered to do business in this province.

Thomas & Grant, tailors, Victoria, contemplated admitting Charles Thomas into partnership.

J. B. Donald & D. W. Sutherland, land and insurance agents, Kelowna, have dissolved.

Charles J. Robson, crockery, fruit and confectionery, Westminster, has assigned to James G. Smith.

The property of the Westminster Slate Co. was purchased at auction by Geo. D. Brynmor for \$5,100.

Carbutt & Muskott, clothing, mens' furnishings, Vancouver, have changed style to J. F. Carbutt.

T. L. Davies, late clothing and mens' furnishings, Nanaimo, will shortly remove from the place.

Colin Mc. Calam, plumber, Vancouver, trading as the B. C. Plumbing and Heating Co., has assigned to J. W. Went.

James E. Macrae is now manager for Dodwell, Carill & Co., agents of the Northern Pacific Steamship Company.

Trenary & Co., Three Forks, have dissolved, Cole Murchison retiring, Thomas Trenary and Thomas Devlin continue the business.

G. O. Buchanan, assignee, offers for sale by tender the interest of the estate of McEachern & Co. (in liquidation) in the Hotel Slocan, Kaslo.

The Nanaimo Electric Light, Power and Heating Co., L'd., has been incorporated with a capital stock of \$100,000. T. J. Jones, A. Lindsay and Joseph Hunter are trustees.

At a meeting of the creditors of the B. C. Pottery and Terra Cotta Co. before the Registrar on Friday, A. S. Barham was selected as official liquidator. The business will be continued and offered for sale as a going concern.

The fifth annual meeting of the B. C. Fruit Canning and Coffee Co. was held at Vancouver on April 16th. The concern made the best showing since its incorporation, and it is understood that a satisfactory sum was carried forward as profit on the year's business. The directors decided to largely increase the output during the coming season.

At Westminster, on Thursday last, William Davidson was committed for trial on a charge of moving from his own store articles which he had transferred under a chattel mortgage. The articles were part of the defendant's saddlery stock and were valued at about \$150. They had been taken possession of under the chattel mortgage by Mr. Brynmor, manager of the Bank of Montreal. The accused was admitted to bail, himself in \$2,000 and two sureties in \$1,000 each.

# THE OKELL & MORRIS

## FRUIT PRESERVING & CONFECTIONERY CO. (Ltd).

Gold Medal, Victoria, 1892; Gold Medal, British Colonial Exhibition 1894; Special Award, London, 1894; New Westminster, 1st Prize, 1894 besides 10 Diplomas and Highest Awards.

**Victoria Agents:**  
R. P. Rithet & Co.,  
Wilson Bros,  
Hudson's Bay Co.  
J. H. Todd & Son,  
S. Leiser & Co.  
Turner, Beeton & Co

Our Jams and Marmalade have always met with the greatest success. We hold the only Gold Medal awarded in British Columbia, for excellence of flavor in Jams. We have commenced the manufacture of Candies. Grocers will find them equal to anything ever made, and we ask for a trial order, as we are sure their keeping qualities will ensure satisfaction.

Our Marmalade is equal to the finest imported. It is made from the noted Seville Orange, and we believe it to be the best ever made in Canada. We ask a trial for our Lemon Peels. They are pronounced as mellow as a pear and fine colored, and put up in a style which is bound to please those that stock and buy them.

**HOW** to be successful and how **TO** make trade is one thing. **TO MAKE** a name and also to make **MONEY** is another. It is our **EXPERIENCE** that a cheap article **IS** dear at any price, it is almost **NECESSARY** to stock goods which are cheap. But no one ever got satisfaction from cheap goods. Preserves to be good, must be made of full flavored fruit, pure sugar, and only the highest skill employed in its manufacture. There are so many vile compositions being sold for jam that we have no hesitation in claiming that our preserves are the purest and the best flavored in the market. To stock these goods is to please your customers and make money yourselves.

**Winnipeg:**  
G. F. and J. Galt  
Thompson God-  
ville & Co.

The Above Proves the Excellence of Our Goods

Send for Price Lists of the Manufactures made by

# THE OKELL & MORRIS

## FRUIT PRESERVING AND CONFECTIONERY CO (LTD).

VICTORIA - BRITISH COLUMBIA

## FLAX CULTIVATION.

(Excerpt from the report of the Minister of Agriculture, 1891.)

I desire to call attention to a branch of agriculture assuming proportions that bid fair to bring it prominently into notice, viz: the cultivation of flax, both from the value of the seed as well as of the fibre, and to call the attention of farmers to the advisability of growing this for seed in Manitoba, and for both seed and fibre in Ontario. The price realized by the flaxseed this year, the yield of which in Ontario is estimated at ten bushels per acre, the fibre being also valuable, whilst nearly double the amount of seed is raised in Manitoba, the fibre, however, in that province being without value, ranges at one dollar and upwards per bushel. The Mennonite settlers in Manitoba grow flax in large quantities. Manitoba seed finds a ready market in Ontario; the flax mills of Baden in Waterloo county paid out \$150,000 to the Pembina Mennonite settlers for this seed this year. These mills extract linseed oil from the seed, and the residue, known as flax-seed cake, finds a ready market in Europe. The mills above mentioned export 100 tons of this cake, per week, to the United Kingdom. I am informed that very little of this is consumed in Canada, only an occasional carload being sent to Quebec for feeding purposes, which realizes about \$25.00 per ton, or about 1½ cents per lb. Out of one bushel of flax-seed about 40 lbs. of cake are returned and the balance is pure oil and refuse. The Mennonites sow flax as a catch crop after they can no longer sow wheat in the month of May, or on land newly broken by the process of simple harrowing. They use not more than half a bushel of seed to the acre, experience having shown that by sowing it thin, the plant bushes out so as to obtain the largest possible amount of seed. The seed also being very small in size, one half bushel to the acre would give to that area a larger number of grains to the acre than a bushel and a half or possibly two bushels of wheat. The soil for flax should not be too rich, where the object is to obtain fibre and it would never be grown on the application of fresh manure. It is asserted that the richness of the soil in Manitoba accounts for the fibre not possessing the strength of that grown in Ontario, and the same fact is reported in many Western United States, where hundreds of thousands of bushels of flax are grown for seed alone, the fibre being found to be useless. The manager of the Baden mills expresses the opinion, based on a large experience, that flax could not be considered an exhaustive crop as respects the soil, but the land requires to be kept perfectly clean. The latter is

## - WHITE LEAD -

THE LEADING BRANDS IN THE DOMINION ARE

RUSSIAN PURE,

UNICORN PURE,

THISTLE,

CRESCENT STAR,



TRADE MARK

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**A. RAMSAY & SON, MONTREAL**

Resident Agents: JOHN BOYD &amp; CO., Victoria and Vancouver.

## IN THE STUD. COCKER SPANIELS.

Reggie (A.K.C.S.B. 34,383.) Tinker (A.K.C.S.B. 34,672.) Fee, \$15.

Fee to accompany bitches. Foal guaranteed. For further particulars, apply to

WANDERING KENNEL

The Willows,

H. H. WRIGHT, Manager

the test insisted upon, rather than richness of the soil, the latter not being favorable to the growth of the fibre, although conducive to large yields of seed. These are conditions which seem to make the crop specially valuable on the rich prairies of Manitoba and the North-west for the seed product. I learn that, owing to the drought of last summer Manitoba flax sown in May by the Mennonites did not come up until June, and after that its growth was very rapid, and the seed ripened well. This rapidity of growth should make it a valuable crop for the short seasons of the Canadian North-west, and if the seed grown there affords the properties of the Baltic seed, grown in similar conditions as respects land and climate, it may have a very considerable value for export to meet the growing demand for the products of this industry.

## TELEPHONE COMPETITION.

At last there appears to be hope of direct competition throughout the country with the Bell telephone monopoly. There have been innumerable reports of such opposition, but they have always failed to connect. The Standard Telephone Company of New York is the name of the new concern, and it is said to be backed by several companies and individuals of good wealth. The Standard Oil Company, the Sugar Trust, the Pullman Company and the Croakers of San Francisco are mentioned as the opposition to the old monopoly. These names are quite enough to settle the question of financial responsibility.

All the latest and most improved appliances for intelligent transmission of the human voice will be employed, and the rate per annum of \$25 foreshadowed, sounds very refreshing to San Francisco, at least where the worst kind of service has been obtained at a tariff literally ex-

tertionate. — San Francisco Herald of Trade.

## HOW TO SUCCEED IN BUSINESS.

Don't worry. Don't overwork.  
Don't make the field too broad.  
Be wary of dealing with unsuccessful men.  
Make friends, but don't encourage favorites.  
Keep down expenses, but don't be penurious.  
Keep a high vitality. Sleep well, eat well, enjoy life.  
Stick to your chosen pursuit, but not to chosen methods.  
Don't tell what you are going to do—till you have done it.  
Enter your charges when your goods are sold. Don't wait.  
Make plans for a little way ahead, but don't cast them in iron.  
Be content with small beginnings and be sure to develop them.  
Don't take fresh risks to retrieve your losses. Cut them off short.  
Be cautious; but when you first make a bargain, make it quietly and boldly.  
A regular system of sending out bills and statements is more effective than effective than spasmodic dunning.  
Have a proper division of work, and neither interfere nor permit interference with your employes.  
It is better for your customers to postpone payment squarely than to pretend to pay by giving a check dated ahead.  
Look after your "books"—and all books of original entry. In litigation they are reliable evidence; copies are not.—Exchange.

Woolly aphids is said to be making much trouble in the apple orchards of the Coos river region of Oregon.



# THE BRITISH COLUMBIA COMMERCIAL JOURNAL

ISSUED EVERY TUESDAY AT VICTORIA, B. C.

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L. G. HENDERSON . . . . . PUBLISHER.

Office—No. 77 Johnson Street.

VICTORIA, TUESDAY, APRIL 23, 1895.

## THE SITUATION.

The Vancouver correspondent of the *Winnipeg Commercial* in his letter of the 9th inst., says:—"It is more profitable to embark in business with a cash capital in British Columbia to-day than it was a year ago, for many reasons, among them: unreliable customers, the cause of depression and restricted credit, are now marked men, and their days are numbered. Again, a dealer who can buy for cash is 25 per cent. better off than a year ago. Cash goods are cheaper and a shrewd cash buyer will often have 50 per cent. margin both wholesale and retail. Besides this, it is cheaper living by 10 or 15 per cent.; to some extent, owing to the reckless shipping of produce sacrificed in the British Columbia markets." There is no doubt considerable truth in this, but we are inclined to the belief that the writer errs a little on the ground of being too sanguine. It is true there is a most hopeful feeling and the volume of business has increased; but we cannot agree with the writer when he says in another part of the article "there are comparatively few idle men in the province." They are, it is true, not so numerous; mining is more active, coal prospects are beginning to look brighter, and the lumber mills are more active, though at comparatively small profit to their owners. We are not, and never have been of those who are fond of talking blue ruin. Times are we say better and we trust will continue to be so.

## THE FAILURE LIST.

In its summary of the failures in Canada during the first three months of 1895, *Bradstreet's* shows that their number was 581 as compared with 583 in 1894, the assets in 1895 being \$1,890,273, as contrasted with \$2,931,201 in the preceding year. The liabilities in 1895 amounted to \$4,253,625 and to \$6,509,094 in 1894. As concerns British Columbia there were more than double the number of failures during the three months of 1895 than there were in 1894. The liabilities this year amounted however to only \$242,899 against \$591,900 in the three months of

1894, while the assets in 1895 reached \$160,050 against \$420,800 the previous year. It would appear from this that the failures this year mainly occurred among small traders, the weeding out of whom is by no means to be regretted, though it is to be feared that others may embark in business in the vain belief that so many people being out of the way, the field is so much the more clear for them. However, the difficulty—and it is one that is not unfrequently lost sight of—is that many of the insolvents are enabled to compromise with their creditors and to continue in a business for which it has been shown that there is no opening or which their own incompetence and mismanagement has utterly ruined. The showing for the United States during the same period is not nearly as favorable as that of Canada, where the failures in 1895 numbered 3,812, as compared with 3,969 for the like period of 1894. Assets were \$26,971,000 for 1895 and \$26,784,000 for 1894. Liabilities were \$46,910,000 for 1895 and \$49,085,000 for 1894.

## FIRE INSURANCE.

For a long time Winnipeg has, through its Board of Trade, been kicking against what it holds to be the enormous rates charged for fire insurance and the iniquitous provincial license tax to which the companies are subjected. Several suggestions have been made with the object of securing lower rates, the last being a proposal to send a representative to England to arrange with a first class company or companies to establish agencies throughout the province. Now, on its face, the idea of inducing English companies to come in and cut down prices may be a very attractive one to the Winnipeggers; but it is hardly likely that the views of those who advocate it can be carried into effect. The Toronto and some other communities have for long been talking in much the same strain; but it has been found impracticable to carry out the views of the insurance reformers. On the one hand, it is claimed that Canada—Manitoba in particular—is by no means a specially promising field for undercutting in fire insurance rates and, in the present case, even if as suggested, the new companies should "receive practically the whole fire insurance business in Winnipeg" to what does it amount?

In regard to what is termed "the iniquitous so-called provincial license tax" under which the existing companies labor, much is said by the way of condemnation and it seems that one of the missions of new companies would be to resist it but how or in what way the new comers could be relieved from it as it applies to all businesses and institutions contemplated under its provisions we fail to see. It is

idle for the Winnipeggers to expect that the new insurance companies would go to work to cut down the rates of others in connection with which they do business elsewhere. At any rate they would hardly be likely to imperil existing amicable relations for the mere sake of cultivating the patronage of what is but a small community. "Brave words" like those of Winnipeg have been spoken elsewhere; but they have resulted in nothing save to show the weakness of those who started out to fight the companies. If Winnipeg, Victoria or any other city wishes to be placed on the very best footing in the matter of rates, let them get ample fire protection apparatus on the best and most approved principles and then they will be in a better position to dictate to those who at present command the situation.

## THE SILVER MOVEMENT.

The feeling in favour of a less restricted issue of silver currency is increasing on all hands. Even in Great Britain many who were formerly opposed to bimetalism have experienced a change of sentiment on that issue. In San Francisco the subject is one of almost constant conversation, not alone on account of the extensive silver mining interests which centre there, but because of the general discussions and the extensive circulation of a series of works published in Chicago, one of the most cogent of which is entitled "Coin's Financial School." These works are admirably adapted to promote the movement for which they were designed.

A free silver convention is announced to be held in Minnesota during the coming summer or fall, and in the meantime the co-operation of the free silver men in the different congressional districts is being sought. The gathering is said to have been planned on broad lines and will take in every one favorably disposed to the white metal, whether he be Democrat or Republican. The renewed activity of the silver men and the advance in silver are signs of the times, and by them the mining interests of certain sections of British Columbia are already benefited.

## THE WAR ENDED.

A treaty of peace between China and Japan has at length been signed by the plenipotentiaries and as far as Japan is concerned has been ratified by the Mikado, who, it is said, contemplates paying a visit to the Emperor of China in order to discuss with him the project of an alliance between China, Japan and Siam. The treaty between the two recently beligerent powers provides for a substantial pecuniary indemnity, the opening of

Pekin and four new ports and the permission to Japan to establish cotton and other factories in China. It is not believed that British interests will suffer by the new arrangements; on the contrary the London *Daily News* says that the industrial opportunities will be improved, while the political issues may be left to the care of themselves. Germany objects to the provisions of the treaty only so far as they encroach upon German commercial interests, but Russia and France appear disposed "to intervene," as it is termed, "to procure such modifications of the treaty as will safeguard European interests." We may, we think, regard the outcome of the war as having been favorable to the world's commercial relations, but are inclined to think that the nations of Europe which have interests in Asia will require to keep a check upon the new power which has arisen in the East.

#### CANADIAN INTERNATIONAL EXHIBITION.

Montreal is at the present time talking up a Canadian International Exhibition to be held next year in that city. No doubt the success of the Chicago and San Francisco departures have influenced the ordinarily conservatively disposed mercantile men on the St. Lawrence to contemplate this movement. But is, let us ask, the time an opportune one? No doubt the gentlemen who are at the head of the movement, and whose names are regarded as synonymous with success have carefully considered matters and should the movement which has been inaugurated, be further prosecuted, we expect that it will be signally successful. The Insurance and Financial *Chronicle* says:

"We regard the time fixed as most opportune. To Canada is due the holding of the first Inter-colonial Conference by which she challenged the attention of the whole Empire. The proposed Exhibition will serve to show not the Empire alone, but the world at large, what are the natural resources and the vast capacities of this country, what too are its opportunities, by displaying its industrial achievements. By thus inviting other peoples to display their products in arts, in manufactures, as well as those supplied by Nature, alongside those of Canada, we shall make such an exhibit of national confidence as will raise the Dominion to a dignity she has hitherto not enjoyed, and compel a recognition of this country the wide world over, which will advance its material interests and establish its prestige as a land of enterprise and of vast possibilities.

#### OPENING OF PARLIAMENT.

The Parliament of the Dominion was opened on Thursday last with the usual speech from the throne. That deliverance says that the depression in trade has fortunately made itself felt in Canada to

a less degree than in most other countries. It consequently it is said, there has been a serious decrease in the revenue from customs and excise rendering the greatest economy necessary in the public expenditures. These, it is to be hoped, will not be made to bear upon this province. Other members of the Confederation have had almost all their demands, attended to while British Columbia, the heaviest contributor per capita to the Dominion revenue, has been made the constant sufferer. His Excellency expresses, after his extended tours throughout the country, satisfaction with the unmistakable signs of "that confident hopefulness in the future, based on a thorough belief in the greatness of the resources of Canada, which is one of the characteristics of the people, and which furnishes a good augury and pledge of further development and progress."

Progress is noted in connection with the subject of relations between Canada and Australia and Canada and Newfoundland, referring to the latter of which an agreement may, it is said, be made between the colonial and home governments for the settlement of the vexed French shore question. Measures relating to bankruptcy and insolvency are promised, also to the land subsidy act of the Canadian Pacific Railway, while among other matters amendments will be presented to the acts relating to Dominion notes, Dominion lands and the Indians.

#### EDITORIAL COMMENT.

On the 16th May there goes into effect at the Esquimalt graving dock an important reduction in the charges levied. The object is to bring shipping here and to make the facilities afforded more generally available. In the past not only have the charges been higher than elsewhere, but the prior claims enjoyed by vessels of H. M. fleet to the accommodations afforded have tended to materially detract from its general usefulness. The Government has repeatedly been requested to change its policy and do something towards making this important institution more generally available; but it is only now that on the face of what has become real competition in the shape of two rival, but less extensive—it is true, conscious that it has dignified its intention of coming down to the business level. The new charges which have not so far been announced go into effect on May 16.

Mr. William Wilson and several other people are discussing in the daily papers the trade question and the influence which the National Protective policy has had upon it. The subject seems an interminable one, and we really do not see that much actual light has been thrown

upon it, the respective parties having only adduced such facts and figures as have, as they suppose, borne out their respective contentions. In view of the advent of the elections, the controversy will do good, inasmuch as it will set people thinking and will prevent some at least from supporting candidates who base their claim on the mere fact that they object to the National Policy and want Free Trade as they have it in England or that they go in for a hard and fast protective tariff.

It will be satisfactory to the people of this province to see that Col. Prior has placed upon the notice paper of the House of Commons a series of questions relating to the compensation due to the British Columbia sealers. No matter whether it be the sum due from the United States or the amount expected from the Imperial Government, the payment ought not to be delayed. People cannot afford to wait until goodness knows when for the settlement of their just dues, and we trust that the question will be agitated until the business be finally disposed of, as the longer it is delayed the harder will be the feelings of those who regard themselves as having been robbed.

According to Duns and Bradstreet's weekly trade review there is an actual improvement in the business of both the United States and Canada. However in the former the speculative element appears to be absorbing money in cotton, wheat and oil deals, which might better be employed in the distribution of goods to actual consumers. The Standard Oil Company's acquisition of the business of one of its most important rivals is a serious matter for the public, as it means that the octopus will not be long before it puts on the grip in the heaviest possible way. Already prices have advanced and the end is not yet.

It will be some satisfaction to the British element on this side the continent to learn that there is a possibility of the outcome of the British Nicaraguan misunderstanding, being that the Central American Republic may cede to the Mother Country what are known as the Coal islands which would be of great value to Great Britain as a coaling and naval station and an effective British sentinel over the Nicaragua canal.

LATEST advices from Australia, official and otherwise, serve to show that the establishment of the Cable service as suggested by Canada is having increased favorable consideration, and it is expected that a joint commission will shortly be held for the purpose of working out the details of the proposals suggested by Canada.

## COMMERCIAL SUMMARY.

The real national anthem:—

My country 'tis of thee,  
Sweet land of liberty,  
Of thee I sing.

Business trouble is the school wherein success is taught.

A new law in Maine prohibits the sale of adulterated candy.

Messrs. Simpson, Hall, Miller & Co., an American firm are about to commence making sterling silver goods in Montreal.

It is a remarkable fact that the merchant who takes an outing and rests a little each year can better afford to do it than the man who never sticks his nose out of his store.

Preparations are being made by the Department of Trade and Commerce for more formal negotiations with Cape Colony for a trade arrangement with Canada than has yet taken place.

It is stated that the Atlantic cables cost over \$60,000,000 but it is a good investment, for the dividends which the companies derive from their plants range as high as 20 and 25 per cent.

Some merchants claim that advertising is unprofitable. If they will look for the cause they will find in it the fact that they write their advertisements to fit the tune of the "Dead March in Saul."

If any merchant can't make more than the subscription price of this paper every week by carefully reading it and taking advantage of the information gained thereby, we will mail it to him gratis.

In the Business Men's League of this city is taking any active steps to push our trade, will it please send up a rocket or burn a blue light? We would like to know where it is "at."—*St. Louis Grocer.*

The United States consul at Ghent says that there is no fear of a falling off in the supply of ivory, as the collections of centuries are still in the hands of the natives, and about 80,000 elephants are still alive.

It is alleged that an artificial ivory, called lactitis, is now made of skim milk coagulated, mixed with borax and submitted to tremendous pressure. The substance is used for combs, billiard balls and other articles.

The Mutual Life and New York Life have declared war against other. The other companies will have reason to rejoice over this, as the more they batter each other, the more will public distrust of both of them increase.

A bill requiring baking powder manufacturers to state upon the packages containing their product the ingredients of the same has been recommended favorably in the State Senate of Minnesota, and, it is generally believed, will pass both Houses of the Legislature.

There has been some talk of a New Zealand Exhibition to be held in Wellington in 1895-1896. The Government has offered substantial monetary assistance but the result of a partial canvass of the city has not been encouraging as to the amount of public support expected.

The *Merchants' Review* of New York city says: In Manitoba and the Northwestern territory the retail grocers complain of the competition of the Canada Pacific Railroad, which, not content with establishing hotels, places of amusement etc., has started a number of retail stores.

"A Postage Stamp with Every Drink" is a new one of the inducements to buy. It is on a saloon window in Canalport avenue. Here is a chance for Uncle Sam to "kick." He certainly can't retaliate after the fashion of some of our retail merchants and sell wet goods with stamps.—*Chicago Grocer.*

The *London Times* has recently published a revolting description of the mode of preparing "extract of beef" at Chicago, which it declares ought to be called "extract of filth." It says the extract is made out of the "sweepings" of meat factories! The home stove is the best place for making extract of beef it can then be relied upon as genuine and clean.

Salesmen are too frequently permitted to make prices. Three-fourths of the cutting that is done may be traced to the yarns that travellers tell of their competitors, and the pressure brought to bear on the house to have prices reduced. The firm that makes its own price list and compels its travellers to take their proper place in doing good to the community at large.

The Ball Nozzle is something new in fire appliances. It consists of a small ball inserted in a bell-shaped nozzle, wherein it moves freely, with the effect of spreading the water in such a way as to form a perfect shield and protection against flame and smoke, to the party carrying it. It spreads an everwidening umbrella-shaped thin sheet of water to a great distance under fair pressure. There is said to be no loss from "mist" or fine spray in the use of it. One fireman can readily hold and control it. Where exhibited in the United States, underwriters have approved it.

Tenders will shortly be asked by the Department of Railways and Canals for 25,000 barrels of Portland cement. It is the practice of the department to supply all the cement used on the works under its control. This is done to guarantee the quality of the article. Canadian manufacturers are urging that the Canadian made cement only be used.

Windmill irrigation has proven such a success in the west that many of the middle states are likely to take hold of it. The truth is there is no section of this country, or any other agricultural country, where it would not be an advantage to be able to artificially water the crop during some portion of the season. A country does not have to be arid to need irrigation.

Flax seed to the amount of 500,000 bushels is reported to have been recently imported from Argentina, one cargo of 120,000 bushels having arrived in New York about the middle of March. The price paid was \$1.28 per bushel. American farmers are, however, too busy raising wheat at 50 cents a bushel to devote any considerable amount of land to flax.—*California Fruit Grower.*

The demand for oranges caused by the failure of the Florida crop has brought a supply from a new and unexpected source. Tri-weekly shipments, amounting to six car loads, have been received from La Brea Jalisco, Mexico, for the St. Louis market. These oranges are said to be equal in flavor to either the Florida or California fruit. Material for boxes in which to ship has to be sent to Mexico from this country.

The American people consume more bananas than all the other nations of the earth. Last year they managed to do away with nearly eighteen million bunches, or about one bunch of twenty dozen bananas to every four persons. And the trade is still growing. This is only the imported bananas. Florida has begun to raise large quantities of the luscious fruit, and would add considerable to this total.

The *Toronto Star* says: The attention of those engaged in the liquor traffic is called to the verdict given by a jury at Guelph to a widow who sued to recover damages from two hotel-keepers who sold to her husband the liquor under whose influence he was drowned by falling into a mill dam at Hespeler. The woman's name is Craine. She has been fighting the case for some months and has finally triumphed, one hotel-keeper being required to pay \$600, and another \$300.

# BRITISH COLUMBIA SEALING FLEET, 1895.

NAME.	T.N.	MASTER.	CREW. W. IN. OW'R. MGR. OW'R OR AG'T.	ORIG'NAT'N.	S'D.	CATCH.	MEMORANDA.
Agnes McDonald.	107	M. F. Cutler	25 J. Collister	Japan	Jan. 10		March 6, arrived Yokohama.
Ainoko	75	Heater	6 21 Capt. Wm. Grant	B. C. Coast	Jan. 26	51	Hesquot, thence March 1.
Amateur	18	C. Jipson	2 16 C. Jipson	B. C. Coast	Jan. 28	25	March 31, spoken at Port San Juan by Mischief
Annie L. Moore	113	C. Hackett	9 30 Chas. Hackett	B. C. Coast	Jan. 23		Ahouses, thence March 11.
Annie E. Paint	82	A. Bissett	27 E. B. Marvin & Co.	Japan	Jan. 8.		Feb. 1, put into Honolulu.
Ariels	85	O. Scarf	22 Wm. Munsie	Japan	Jan. 25		Feb. 1, put into Honolulu.
Aurora	41	T. Harold	7 20 Thos. Harold	B. C. Coast	Feb. 1.		Kyuquot, thence.
Beatrice	66	Macnuley	7 21 Capt. Wm. Grant	B. C. Coast	Jan. 19	77	March 11, spoken at Nootka S. by s.s. Mischief.
Beatrice	49						In port at Vancouver.
Borealis	37	E. Robbins	21 Thos. Harold	Japan	Jan. 4.		March--Arrived Yokohama.
Brenda	100	C. E. Locke	26 R. P. Rithet & Co. L'd.	Japan	Jan. 14		March 8, arrived Yokohama, thence Mch. 25.
C. I. Rand	61	J. Whiteley	6 21 Robt. Ward & Co. L'd.	B. C. Coast	Jan. 15		Ahouses, thence March 11.
Carlotta G. Cox	76	C. J. Harris	23 E. B. Marvin & Co.	Japan	Jan. 10		March 10, arrived Yokohama.
Casco	63	C. Lo Blanc	19 Geo. Collins	Japan	Jan. 10		March 8, arrived Yokohama, thence Mch. 13.
City of San Diego	46	S. Pike	17 Wm. Munsie	Japan	Jan. 4.		March 9, arrived Yokohama.
Diana	50	A. Nelson	19 Geo. Collins	Japan	Jan. 8.		March 8, arrived Yokohama, thence Mch. 13.
Dora Siwerd	93	Slowerd	8 20 H. F. Slowerd	B. C. Coast	Jan. 19	325	March 18, spoken at Ucluellet.
E. B. Marvin	96	W. D. Byers	26 E. B. Marvin & Co.	Japan	Jan. 10		March 6, arrived Yokohama, thence Mch. 17.
Enterprise	69	J. Daley	6 28 Robt. Ward & Co. L'd.	B. C. Coast	Feb. 7.		March 10, put into Ahouset.
Favourite	80	L. McLau	7 36 R. P. Rithet & Co. L'd.	B. C. Coast	Feb. 4		Kyuquot, thence.
Fawn	59	M. Keefe	6 26 Thos. Earle	B. C. Coast	Jan. 29		Kyuquot, thence Feb. 13.
Fisher Maid	21	Chippus	1 12 Chippus	B. C. Coast	Jan. 26		March 31, spoken at Port San Juan by Mischief
Florence M. Smith	99	L. McGrath	9 36 C. J. Kelly, Marvin & Co.	B. C. Coast	Feb. 14	53	March 12, spoken at Kyuquot by Mischief.
Geneva	92	W. O'Leary	27 Hall, Goepel & Co.	Japan	Dec. 31		March 8, arrived Yokohama.
Henrietta	31						Laid up.
Iga Etta, U. S.	69	W. O. Hughes	24 Robt. Ward & Co. L'd.	Yokohama	Jan. 21		March 6, arrived Yokohama.
Kate	53	O. Buckholz	6 24 Capt. Warren	B. C. Coast	Jan. 30	93	Mch. 16, reported in Friendly Cove by Mischief
Katharine	81	L. Gould	6 24 Isaac Gould	B. C. Coast	Jan. 23	96	Prior Mch. 12, put into Ucluellet, los 2 1/2 h.ts.
Kilmey	18	R. Southby	3 12 F. A. Nicholson	B. C. Coast	Feb. 6.		Mch. 12, reported by s.s. Quadra in Dodges Cove
Labrador	23	J. Williams	17 J. Williams	B. C. Coast	Feb. 4.	30	March 31, spoken at Port San Juan by Mischief
Libbie	43	F. Hackett	8 28 Chas. Hackett	B. C. Coast	Jan. 23	58	Ahouses, thence March 1.
Louis Olsen, U. S.	75	N. Guillems	21 Robt. Ward & Co. L'd.	N. P. O.	Jan. 18		
Mary Ellen	91	G. R. Feroy	9 20 V. Jacobsen-Ward & Co.	Japan	Jan. 11		
Mary Taylor	43	H. Lavender	18 A. Hechtel	B. C. Coast	Jan. 15	81	San Juan, thence Feb. 21.
Mascot	40	E. Lorenz	7 16 H. F. Siwerd	Japan	Dec. 28		Feb. 28, put into Honolulu with rig'ng torn away
Maud S	97	R. E. McKell	8 35 J. P. Elford-Rithet & Co.	B. C. Coast	Jan. 22	163	March 3, spoken by ss Maude.
May Belle	58	K. Shields	7 24 Wm. Munsie	B. C. Coast	Jan. 21	56	Kyuquot, thence Feb. 27.
Mermaid	73	W. Whitley	21 Robt. Ward & Co. L'd.	Japan	Jan. 8.		
Minnie	46						To sail in June.
M. M. Morrill, U. S.	43	E. Cantillan	15 E. B. Marvin & Co.	Yokohama	Jan. 17		March 11, arrived Yokohama.
Mountain Chief	23	J. Nawassum	3 16 J. Nawassum	B. C. Coast	Feb. 4.	30	March 31, spoken at Port San Juan by Mischief
Ocean Belle	83	Pat'k. Martin	23 Hal. Goepel & Co.	Japan	Jan. 4.		March 8 arrived Yokohama.
Oscar and Hattie	81	T. Magnesen	6 31 Thos. Earle	B. C. Coast	Jan. 23		Ahouses, thence March 11.
Otto	56	J. McLeod	8 28 Wm. Munsie	B. C. Coast	Jan. 21		Kyuquot, thence Feb. 27.
Pachwellis	19	J. Nyctam	16 Jas. Nyctam	B. C. Coast	Feb. 4.	26	March 31, spoken at Port San Juan by Mischief
Penelope	70	Heater					To sail in June.
Pioneer	66	W. E. Baker	21 A. Hechtel	Japan	Jan. 11		
Rosie Olsen	39	A. Whidd'n	6 20 A. K. Munroe	Japan	Dec. 27		
Sadie Turpel	56	J. Anderson	19 Donald Campbell	Japan	Jan. 19		Mch. 12, arrived Yokohama, thence Mch. 17.
Sapphire	109	W. Cox	8 36 E. B. Marvin & Co.	B. C. Coast	Jan. 23	45	March 10, spoken at Clayoquot by ss Mischief.
San Jose	31	M. Foley	6 21 C. J. Kelly-Rithet & Co.	B. C. Coast	Jan. 29		Nootka Sound, thence March 9.
Saucy Lass	33	D. Martin	6 20 Alex. Hess	Japan	Jan. 11	8	Nootka Sound, thence Feb.
Shelby	16	C. Claussen	10 Louis Wille	B. C. Coast	Feb. 13	103	Put back to Becher Bay to change cook.
South Bend	21						To sail in June.
Teresa	63	G. Meyer	7 21 Thos. Babbington	B. C. Coast	Feb. 1.	30	March 31, spoken at Port San Juan by Mischief
Triumph	98	C. N. Cox	8 36 E. B. Marvin & Co.	B. C. Coast	Jan. 23	71	March 10, spoken at Clayoquot by ss Mischief.
Umbriana	99	C. Campbell	25 R. P. Rithet & Co. L'd.	Japan	Jan. 11		March, arrived Yokohama.
Venture	48						Laid up.
Vera	60	Wm. Shields	20 E. B. Marvin & Co.	Japan	Jan. 18		March 4, arrived Yokohama.
Victoria	63	R. Balcom	5 25 S. Balcom-Marvin & Co.	B. C. Coast	Jan. 29	60	Mch. 12, reported by ss Quadra in Dodges Cove.
Viva	92	M. Pike	23 Wm. Munsie	Japan	Jan. 4		March 8, arrived Yokohama.
Walter A. Earle	63	L. Magnesen	6 28 Thos. Earle	B. C. Coast	Feb. 16		Becher Bay, thence February 22.
Walter L. Rich	76	S. Balcom	6 25 Geo. E. Munroe	B. C. Coast	Jan. 29		Ahouses, thence March 11.
Wanderer	25						To sail in June for Behring Sea.
W. P. Sayward	60						Laid up.

## THE DRUMMER HAD A CINCH.

A drummer, as the word drummer is understood in these piping times of peace, is a man who tells you a funny story and incidentally takes your order for goods.

Occasionally there is a man who departs from the old lines, invents a method of his own and makes a great success of it.

It was said of a traveller for a linseed oil firm that he was very chilly, with everybody, his customers included. He never had a word to say to them about politics, and couldn't tell a funny story if he tried. He never talked anything but oil. As soon as he got an order he walked out and never tried to conceal the fact that that was all he had come for. Yet his customers thought he was the best friend they had in the world.

"This is how he did it. As a cold blooded business proposition he decided that the strongest hold he could get on a man would be a hold on his pocket book. He left the other drummers to do the

amusing part of it, but he studied the oil market. He seemed besides, to have an intuition about the fluctuations of prices which was almost prophetic. When he saw that oil was about to go up he sat down and telegraphed to all his customers, buy oil.' They followed his advice, and in nine cases out of ten they saved a lot of money by it. It only took a few experiences like these to convince them that it was a serious mistake to buy oil of anybody else. He was hardly a solicitor at all. When he told a man to buy he bought.

Any fool can sell goods for less than they cost him, it takes a man with brains to make goods that will command a sale and yet yield him a profit. There are men in the furniture business that ought to paste this idea into their hats if they cannot get room for it in their heads. They do too much of this making prices to meet somebody else's quotations. Because Sniggelitz and Dumheiter sell a suit at \$16.50, and live in five thousand

dollar houses, some one else who lives in a two thousand dollar one, figures he can make it for \$15.

The flour millers of Superior, Wis., are threatening to open a retail store for the purpose of handling their products direct, thus shutting out the grocers, who, they claim, are discriminating against them. The millers assert that the grocers place out-of-town flours on the market at a much less figure than they will sell the Superior product for, thus underselling their own home flours. The grocers say in reply to this that they are forced by the Superior millers to pay more for their flours than they can buy outside flours for, which thus makes it against their interests to sell anything but out-of-town flours. The Retail Grocers' Association is now considering the matter.

## LENZ & LEISER,

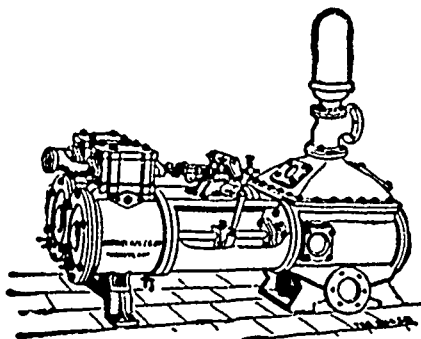
—WHOLESALE—

Dry Goods, Clothing and

Mens' Furnishings,

VICTORIA, B. C.

# PUMPING MACHINERY.



## DUPLEX OR SINGLE

WRITE FOR PRICES.

## NORTHEY M'FG CO.

LIMITED.

TORONTO.

CATALOGUE ON APPLICATION.

### THE FUR MARKET.

The result of the recent London fur sales held in March was somewhat of a disappointment, because on account of the excessive cold weather in January and February which interfered with the trapping and collection of furs, some were led to believe that the offerings would be light and the prices realized would be high at this sale and did not hesitate to pay extravagant prices. It proved, however, that the offerings of almost all articles were as large or larger than in March, 1894. Prices in some articles declined heavily, particularly grey fox, red fox, otter and wolf.

The report of Lampson's London fur sales, which opened March 18th and closed March 29th, 1895, showed the following comparisons with the sales held in January:—

Black bear, 10 per cent. higher; brown bear, same; grizzly bear, 10 per cent. higher; beaver, same; fisher, not offered; blue fox, not offered; cross fox, not offered; grey fox, 7½ per cent. lower; kitt fox, same; red fox, 7½ per cent. lower; silver fox, not offered; white fox, 15 per cent. lower; lynx, 15 per cent. higher; marten, same; mink, 5 per cent. lower; Alaska otter, not offered; Northern otter, not offered; sea otter, not offered; dry hair seal, 15 per cent. higher; dry fur seal, not offered; fur

seal, salted, from the North Pacific Ocean, 10 per cent. higher; skunk, 5 per cent. lower; northern wolf, 30 per cent. lower; southwestern wolf, 45 per cent. lower; wolverine, not offered.

### VESSELS IN PORT.

(April 22, 1895.)

#### VICTORIA.

Br. ship Aigburth, 1,798 tons, Capt. Jones, arrived March 28—from Liverpool with general cargo—R. P. Rithet & Co., Ltd., consignees.

Br. ship City of Florence, 1,246 tons, Capt. Leask, arrived April 17 from Liverpool with general cargo, Findlay, Durham & Brodie, consignees; to load lumber at Vancouver for Cork, U. K., for orders.

#### VANCOUVER.

Br. ship, O. V. O. K. 1,317 tons, Capt. Petrie, arrived March 1, loading lumber for South Africa.

Br. bark Glanivor, 1,084 tons, Capt. W. P. Pains, arrived March 1, loading lumber at Hastings Mill for U. K.

Am. schr. Meteor, 561 tons, Capt. Bjorn, arrived April 2, loading lumber for California.

Br. ship Earl of Hopetoun, 1,770 tons, Capt. Hall, arrived April 7, loading lumber for Adelaide.

Chil. bark Lake Lehman, 1,035 tons, Capt. Bozzo, arrived April 9, loading lumber for Valparaiso on owners acct.

Am. schr. Peerless, 233 tons, Capt. Tuft, arrived April 7, loading lumber for California.

Br. ship Blairgowrie, 1,561 tons, Capt. Manson, arrived April 13, loading lumber for South Africa.

Am. schr. Volunteer, 571 tons, Capt. Morine, arrived April 13, loading lumber at Moodyville for Shanghai.

#### WESTMINSTER.

Am. bk'tn. Mary Winkelman, 426 tons, Capt. Nisse, arrived April 6, loading lumber for California.

Am. schr. Falcon, 196 tons, Capt. Challeston, arrived April 10, loading lumber for California.

Am. schr. Lucy, 294 tons, Capt. Peterson, arrived April 16—loading lumber for California.

#### NANAIMO.

Am. ship Jabez Howes, 1,551 tons, Capt. Clapp.

#### WELLINGTON SHIPPING.

Am. ship Oriental, 1,625 tons, Capt. Parker.

#### UNION SHIPPING.

Am. ship America, 1,952 tons, Capt. Harding.

#### RECAPITULATION.

Ports.	No.	Tonnage.
Victoria.....	2	3,044
Vancouver.....	8	9,465
Nanaimo.....	3	5,158
Westminster.....	3	1,916
Total.....	16	18,583
Previous week.....	18	24,089
Correspond'g week last year. 14		14,218
" 1894.....	14	20,779
" 1892.....	14	19,771

### FREIGHTS.

The market is reported without much change, if anything lower. Lumber vessels continue scarce and rates keep up. Grain freights are quoted as follows:—San Francisco to Cork for orders with usual options, Havre, Antwerp or Dunkirk, 27s 6d; Tacoma, 30s 6d; Portland, 32s 6d; the latter quotations, however, are nominal.

It is believed that a vessel could not be chartered for salmon to London or Liver-

pool at less than 35s to 37s 6d. The freight market is much stronger and charters are correspondingly hard to make.

Lumber freights from British Columbia or Puget Sound are quoted as follows: Valparaiso for orders, 40s to 42s 6d; Sydney, 30s; Melbourne, direct 40s; Port Pirie, direct 38s 9d to 40s; United Kingdom, calling at Cork for orders, 65s; Shanghai 47s 6d; Tientsin 55s; South Africa, 63s 9d nominal.

Coal freights from Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2.00, to San Diego or San Pedro, \$2.25 to \$2.50., all more or less nominal.

### FOREIGN COAL SHIPMENTS.

The following are the New Vancouver Coal Co's shipments for the week ending April 20th:

Date.	Vessel and Destination.	Tons.
15	Wallapa, str., Juneau.....	119
16	Tacoma, str., Port Townsend.....	25
16	C. Wakefield, ship, San Francisco.....	3,353
18	Pioneer, str., Port Townsend.....	51
20	P. Jebesen, ss., Port Los Angeles.....	4,750
Total	.....	8,313

New Denver seems destined to have a bank before long. No fewer than five of the chartered banks of Canada have been approached by influential parties to establish a branch here. The Bank of British Columbia hesitates; the Bank of Montreal is considering a recent proposition made to them, and the Imperial feels hopeful. The Bank of British North America has been urged to come in by one of the strongest companies operating in Slocan. A gentleman of influence with Mols n's Bank has been here gathering data for that institution.—Ledge.

### MEMORANDA.

Vessels on the way to British Columbia Ports.

A—Via Suva, Fiji, April 24, and Honolulu May 2—due about May 11.

C—To sail May 1—Via Yokohama May 10—due May 22.

D—Cargo of coals.

E—To commence loading about May 15.

F—To sail about May 15, via Hong Kong.

G—Chartered to load props for Santa Rosalia

H—Chartered to load lumber for Shanghai at 47s 6d.

I—Via San Diego, chartered for Solmon to U. K., September, loading.

J—Via Yokohama April 19.

M—Dec 28 passed Scilly. Spoken January 1 lat. 25° N. long. 11° W. January 22—lat. 21° S. long. 30° W. March 2, put int. Stanley, partially dismasted, lost sails, bulwarks and chain plates damaged.

N—Chartered for salmon to U. K. by Rob Ward & Co., Ltd.

O—March 4—Arrived Barbadoes.

P—Chartered to load lumber.

Q—Via Santa Barbara, reported chartered to load lumber at Vancouver for Adelaide at 38s 9d.

R—Via San Diego, reported chartered to load lumber at Vancouver.

S—Chartered to load lumber for Callao at 35s.

T—Via San Diego with coal at 16s—thence to Royal Roads for orders.

U—May, loading.

V—Spoken March 2—lat. 35 N. long. 20 W.

W Spoken Feb. 8, lat. 4:02 N. long 26:07 W. Feb. 21, lat. 31 S, long. 48 W.

X—To sail April 23—Via Yokohama May 4—due May 18.

## BRITISH COLUMBIA SALMON FLEET 1894.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CASRS.	VALUE.	RATE.	ARRIVED.
Br ship...	City of Glasgow.....	1163	Ferguson.....	October 2.....	Victoria.....	Liverpool.....	51,810	\$231,210	37s 6d	March 7..
Br bark...	Northernhay.....	1221	Frame.....	October 17.....	Victoria.....	Liverpool.....	55,739	245,066	32s 6d	March 16.
Br ship...	Clan Robertson.....	1510	Lowe.....	October 23.....	Fraser River.	Liverpool.....	69,830	350,383	33s 9d	March 13.
Br bark...	Corryvreckan.....	1299	Abbott.....	November 3.....	Victoria.....	London.....	55,311	276,570	36s 3d	March 25.
Br bark...	Senta.....	1037	Tiemann.....	November 21.....	Fraser River.	Liverpool.....	15,000	225,000	36s 3d	.....
Br schr...	Rimac.....	855	Warn.....	Jan. 8.....	Victoria.....	London.....	38,933	195,000	38s 9d	.....

## B. C. LUMBER FLEET, 1894.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	RATE.	ARRIVED.
Am ship...	Occidental.....	1470	Morse.....	Oct. 2.....	Victoria.....	Santa Rosalia	219,06	1,981	Private...	Arrived...
Am bark...	Newsboy.....	559	Mollested.....	Sept. 11.....	Vancouver.....	Sydney.....	662,607	5,231	31s 3d	Nov 9.....
Ital bark...	Cavour.....	1389	San Menter.....	Oct. 6.....	Vancouver.....	Callao.....	980,105	8,850	32s 6d	Arriv'd.....
Br ship...	Baldachulish.....	18	Gowdey.....	Oct. 11.....	Moodyville.....	Valparaiso.....	1,593,210	12,500	32s 6d	July 7.....
Br ship...	Lismore.....	1593	Ferguson.....	Oct. 30.....	Vancouver.....	Buenos Ayres	1,221,499	9,350	78s 6d	Jan. 23.....
Am bkline	Irmgard.....	628	Schmidt.....	Oct. 6.....	Vancouver.....	Iquique.....	660,938	5,914	37s 6d	Dec. 23.....
Br bark...	Alexandra.....	1297	Barilela.....	Nov. 12.....	Vancouver.....	Callao.....	1,029,928	15,520	43s 9d	.....A
Am. schr...	R. W. Bartlett.....	495	Olsen.....	Oct. 20.....	Vancouver.....	Santa Rosalia	501,628	1,000	Private	Jan. 20.....
Am. brig...	Genova.....	471	Pawlson.....	Nov. 10.....	Vancouver.....	Iquique.....	551,219	4,570	Private	Jan. 16.....
Am. schr...	Sadie.....	295	Smith.....	Oct. 30.....	Westminster.....	San Francisco	410,000	2,870	Private	Arrived.....
Chil. bark	India.....	953	Funke.....	Dec 27.....	Moodyville.....	Valparaiso.....	791,000	6,200	owners ac	.....B
Am ss.....	Lakmo.....	401	Bonnifield.....	Nov 16.....	Vancouver.....	San Pedro.....	571,000	3,927	Private	Arrived.....
Am bark...	Colorado.....	1059	H. E. Jones.....	Dec 29.....	Vancouver.....	Sydney.....	765,801	6,901	32s 6d	March 7.....
Am schr...	Beulah.....	339	Johnson.....	Nov 28.....	Westminster.....	San Francisco	416,187	2,939	Private	Arrived.....
Am. bkline	Marion.....	348	Gruner.....	Dec 23.....	Westminster.....	San Pedro.....	248,965	1,850	Private	Arrived.....
Am. ss.....	Cosmopolis.....	267	Dettmers.....	Dec 20.....	Westminster.....	San Fran f o	332,250	2,780	Private	Arrived.....

A—Spoken March 8—Lat. 25 N. Long, 29 W. B—Spoken Jan. 31—Lat. 11 N. Long, 111 W.

## B. C. LUMBER FLEET, 1895.

Am. schr...	Aida.....	507	Anderson.....	Jan. 11.....	Moodyville.....	Shanghai.....	620,000	6,100	43s	Arrived.....
Br bark...	Cadzow Forest.....	1068	McInnes.....	January 29.....	Vancouver.....	Melbourne.....	827,795	6,925	41s 3d	.....
Am. schr...	Glendale.....	251	Jorgenson.....	January 19.....	Vancouver.....	San Pedro.....	311,382	2,852	Private...	.....
Am bark...	Wm. F. Witzemann.....	449	Olsen.....	January 31.....	Vancouver.....	San Pedro.....	493,000	1,716	Private	.....
Am. ss.....	Lakmo.....	401	Bonnifield.....	January.....	Victoria.....	San Francisco	277,500	2,220	Private	.....
Am bkline	G. C. Funk.....	512	Glaser.....	January 24.....	Westminster.....	Los Angeles.....	606,647	1,259	Private	.....
Am. schr...	Beulah.....	339	Johnson.....	January 28.....	Westminster.....	San Pedro.....	347,800	4,063	Private	.....
Chil. ship...	Hindustan.....	1512	Welsh.....	Feb. 22.....	Moodyville.....	Valparaiso.....	1,206,875	9,566	owners ac	.....
Nic bark...	Bundaleer.....	421	DeCampos.....	Feb. 12.....	Vancouver.....	Santa Rosalia.	716,880	5,167	\$8.00	March 30.....
Br bark...	Carmoney.....	1255	Smyth.....	March 22.....	Vancouver.....	France.....	902,530	15,000	63s 3d	.....
Haw schr...	Queen City.....	360	Bjerre.....	Feb. 11.....	Vancouver.....	Kobe, Japan.....	169,689	2,472	Private...	.....
Ger bark...	Artemis.....	1107	Klock.....	March 22.....	Vancouver.....	Valparaiso.....	188,714	9,113	Private...	.....
Am bark...	Melrose.....	941	Peterson.....	April 12.....	Cowichan.....	Santa Rosalia.	500,000	3,500	Private...	.....
Am. schr...	Falcon.....	196	Challeston.....	March 8.....	Westminster.....	Oakland, Cal..	296 666		Private...	.....
Am. schr...	Glendale.....	227	Jorgenson.....	March 11.....	Westminster.....	San Francisco		3,650	Private...	.....
Br bark...	Glanivor.....	1084	Williams.....	.....	Westminster.....	Cork, U. K. fo			Private...	.....
Br ship...	Olivebank.....	2617	Petrie.....	.....	Vancouver.....	South Africa.....			Private...	.....
Haw bark...	Leahii.....	557	Johnston.....	March 22.....	Westminster.....	San Francisco	503,333	3,588	Private...	.....
Am. bk'ne	C. C. Funk.....	513	Glaser.....	April 4.....	Westminster.....	San Francisco	691,000		Private...	.....
Am. schr...	Olga.....	474	Inson.....	March 30.....	Westminster.....	California.....	598,450	3,860	Private...	.....
Am. schr...	R. W. Bartlett.....	495	Olsen.....	April 17.....	Westminster.....	California.....	629,167		Private...	.....
Nic bkline	Wrestler.....	447	.....	.....	Westminster.....	Shanghai.....			45s	.....
Am. schr...	McLeer.....	662	Volner.....	.....	Vancouver.....	California.....			Private	.....
Am. bk'ne	Mary Winkelman.....	126	Nissle.....	.....	Westminster.....	California.....			Private	.....
Br ship...	Earl of Hopetoun.....	1770	Hall.....	.....	Westminster.....	Adelaide.....			43s	.....
Chil bark...	Lace Lehman.....	1045	Bozzo.....	.....	Vancouver.....	Valparaiso.....			Private	.....
Am. schr...	Falcon.....	196	Challeston.....	.....	Westminster.....	San Francisco			Private...	.....
Am. schr...	Pearless.....	238	Tuft.....	.....	Vancouver.....	California.....			Private...	.....
Br ship...	Blairgowrie.....	1561	Manson.....	.....	Vancouver.....	South Africa.....			62s 6d	.....
Am schr...	Volunteer.....	571	Morrie.....	.....	Moodyville.....	Shanghai.....			47s 6d	.....
Am schr...	Lucy.....	294	Peterson.....	.....	Westminster.....	California.....			Private...	.....
Brship...	City of Florence.....	1216	Leask.....	.....	Vancouver.....	Cork U. K. fo.			35s	.....

## VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br bark...	Wythop.....	1251	Edwards.....	Jan. 3.....	W. Liverpool.....	Victoria & Van	Evans, Coleman & Evans.	109
Br ship...	Thomas Stephens.....	1469	Belding.....	Dec. 27.....	M. Cardiff.....	Esquimalt.....	Naval Storekeeper.....	117
Dutch bk...	Van Galen.....	1310	Kriggsman.....	March 29.....	N. Java.....	Vancouver.....	H. C. Sugar Refinery.....	25
Br bark...	Shakespeare.....	767	Todd.....	Feb. 22.....	V. Liverpool.....	Victoria.....	R. P. Rithel & Co., Ltd.	60
Am. bk'ne	Jane L. Stanford.....	922	Johnson.....	.....	G. Honolulu.....	Cowichan.....	Robt. Ward & Co., Ltd.	23
Nor. ship...	Prince Amadeo.....	1551	Steen.....	Jan. 22.....	P. Rio de Jan'ro.	Vancouver.....	Hastings Saw Mill.....	91
Nor. ship...	Prince Frederick.....	1476	Cappelin.....	.....	P. Buenos Ayres	Vancouver.....	Hastings Saw Mill.....	76
Ital bark...	Cavour.....	1389	San Menter.....	.....	S. Callao.....	Vancouver.....	Hastings Saw Mill.....	76
Br ship...	Duke of Argyll.....	960	Golightly.....	Feb. 6.....	Q. Newcastle.....	Vancouver.....	Hastings Saw Mill.....	76
Br ship...	Rathdown.....	208	Morrissey.....	Feb. 6.....	H. Newcastle.....	Vancouver.....	Hastings Saw Mill.....	76
Br ss.....	Empress of China.....	3003	Tillett.....	April 10.....	L. Hong Kong.....	Victoria & Van	C. P. S. S. Co.....	13
Br bark...	Silverhow.....	1177	Dougall.....	.....	E. Liverpool.....	Victoria & Van	Evans, Coleman & Evans	
Am. bark...	Colorado.....	1036	Witmore.....	.....	T. Newcastle.....	Royal Roads.....	Victoria Lumber & Man'g. Co.	
Am. schr...	Aida.....	507	Anderson.....	.....	H. Shanghai.....	Moodyville.....	R. P. Rithel & Co., Ltd.	
Br ship...	Lardmore.....	1092	White.....	.....	U. London.....	Victoria.....	Robt. Ward & Co., Ltd.	
Br bark...	Ladna.....	1291	Mesenger.....	.....	I. Newcastle.....	Victoria.....	Turner, Beeton & Co.	
Br bark...	Sardhana.....	1119	Porter.....	April 1.....	D. Cardiff.....	Esquimalt.....	Naval storekeeper.....	22
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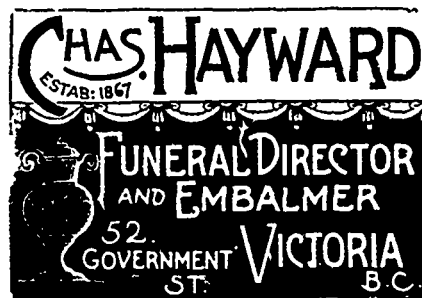
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