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Furniture,  
Carpets,  
Linoleums,  
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NEWEST PATTERNS.  
Come and Inspect Our Goods and  
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BRANCH AT KAMLOOPS.

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HARDWARE,  
AGRICULTURAL IMPLEMENTS,  
Wagons and Buggies,  
LOGGERS AND CANNERIES SUPPLIED.

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ENQUIRIES SOLICITED.

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**WHOLESALE GROCERS**

JUST RECEIVED.

Large Shipments Direct from  
Cuba of the following well-  
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CIGARS:

CONSTUNZA, FAVORITAS, EULALIA,  
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LIN DUGENSA, FRANKLIN CABAL-  
LEROS, CIRCUA PERFECTION.

The above are handled by the best trade  
throughout the Province.

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WHOLESALE

Crockery, Glassware,  
Lamp Goods, Etc.

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MAIN OFFICE AND WAREHOUSES:  
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Special attention to mail orders.

**BAKER BROS. & CO.**

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Any Description of Goods Imported to Order.

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Indents executed for any description of  
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**SHIPPING AGENTS**

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Anglo-British Columbia Packing  
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Company, Limited.

BELL-IRVING, PATERSON & CO.,

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### BANK OF BRITISH COLUMBIA

Incorporated By Royal Charter, 1862.

Capital Paid up..... (£300,000) \$3,000,000  
Reserve Fund..... (£200,000) \$1,000,000

LONDON OFFICE:

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Branches at

San Francisco, Cal.; Portland, Or.;  
Victoria, B.C.; New Westminster, B.C.  
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Seattle, Washington, Nanaimo, B.C.;  
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Agents and Correspondents:

IN CANADA—The Bank of Montreal and branches, Canadian Bank of Commerce, Imperial Bank of Canada, Molsens Bank, Commercial Bank of Manitoba and Bank of Nova Scotia.

Correspondents throughout the United Kingdom and in India, China, Japan, Australia and South America.

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Telegraphic transfers and remittances to and from all points can be made through this bank at current rates.

Collections carefully attended to and every description of banking business transacted.

THE BANK OF

### BRITISH NORTH AMERICA.

Incorporated by Royal Charter.

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Reserve Fund..... £265,000

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NEW YORK—H. Stikeman and F. Brownfield, Agents.

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Have facilities for collection and exchange in all parts of the world.

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INCORPORATED BY ACT OF PARLIAMENT.

Capital (all paid up)..... \$12,000,000  
Reserve Fund..... 6,000,000

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Belleville, O. Kingston, O. Regina, Ass'a  
Brantford, O. Lindsay, O. Sarnia, O.  
Brookville, O. London, O. Stratford, O.  
Calgary, N.W.T. Moncton, N.B. St. John, N.B.  
Bathurst, N.B. Nelson, B. C. St. Mary's, O.  
Chatham, N.B. New Westminster, Toronto, O.  
Cornwall, O. Peterborough, O. Vancouver, BC  
Fort William, O. Ottawa, O. Victoria, BC.  
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AGENTS IN GREAT BRITAIN—London, Bank of Montreal, 22 Abchurch Lane, E. C.; C. Ashworth, Manager. London Committee—Robert Gillespie, Esq., Peter Redpath, Esq.

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Buy and sell Sterling Exchange and Cable Transfers. Grant Commercial and Travelling Credits as affable in any part of the world.

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SUCCESSORS TO

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(ESTABLISHED 1873.)

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Government Street, Victoria, B. C.

A GENERAL BANKING business transacted.

DEPOSITS received on liberal rates of interest.

DRAFTS, ORDERS, TELEGRAPH TRANSFERS and LETTERS of CREDIT issued direct on over 10,000 Cities in the United States, Canada, Europe, Mexico and China.

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GOLD DUST purchased at highest market rates.

AGENTS FOR

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A General Banking business transacted.

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Dealers in Foreign and Domestic exchange

Money loaned on Notes, Real Estate,

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Of Negotiable Securities. Interest allowed

On time Deposits

Bankers: Bank of British Columbia.

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Real Estate, Insurance,

Exchange, Mortgages,

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AGENTS:

The Liverpool & London & Globe  
Fire Insurance Co.

The California (Marine) Insurance Co.

The Traveler's Life & Accident  
Insurance Co.

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Risks taken at Moderate Rates and Losses settled promptly and Librally.

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The British and Foreign Marine Insurance Co. of Liverpool,

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CANNERIES:

Deas Island, Fraser River,  
Naas River Fishery,  
Windsor Cannery, Skeena River  
Rivers Inlet Cannery,

Victoria Cannery, } Rivers Inlet.  
Victoria Saw Mills, }

London Office:

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### WULFFSOHN AND

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(LIMITED),

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Financial, Real Estate, Insurance and General

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BANKING AND STOCKBROKING DEPARTMENT.

Bills discounted, Checks collected, Exchanges effected, Corporation Bonds, Mining Stock, Gas and all other Company Shares bought and sold, and every kind of Broking Business transacted.

Drafts and Telegraphic Transfers to every part of the world. Money advanced on approved security.

REAL ESTATE AND INSURANCE DEPARTMENT.

Building Estates financed, Real Estate bought and sold, Rents collected. Full Charge and Management of Estates undertaken for non-residents. Life, Fire and Marine Insurances effected with the leading offices of the world.

REPRESENT:

Equitable Life Assurance Society of N. Y.

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Connecticut Fire Insurance Co. of Hartford.

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Moodyville Land and Saw Mill Co., Ltd.

Mercantile Development Co., Ltd., London.

Hamburg-American Packet Co.

Wulffsohn & Bewicke, Ltd.

524 and 526 Cordova St., Vancouver,

—AND—

Dock House, Billiter St., London, Eng.

JOHANN WULFFSOHN,

Managing Director.

### H. CARMICHAEL & CO.

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Pioneer Steam Coffee and  
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WHARF ST., VICTORIA,

**F. C. DAVIDGE & CO.**

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\* IMPORTERS \*  
 JAPANESE PRODUCE

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Manufacturers' Agents.

Upton Line of Steamships

CHINA AND JAPAN.

**CAMPBELL & ANDERSON,**

Wholesale

Shelf and Heavy Hardware,  
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Catalogues and prices sent on application  
 Special attention paid to Interior orders.

616 Columbia Street, New Westminster.

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**M. R. SMITH & CO.,**

WHOLESALE AND RETAIL

**CRACKER BAKERS,**

VICTORIA, - - B. C.

Office: 57 Fort St. Factory: 91 Niagara St.

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Manufacturers of Clothing,

OVERALLS, : SHIRTS, : &c.

Salesroom and Factory:

YATES ST, NEAR ORIENTAL HOTEL,

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**HARDWARE, BAR IRON, FARM  
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 MINING SUPPLIES.**

Coach, Car & House Painters Supplies

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TELEPHONE 82.

P. O. BOX. 80.

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REPRESENTED BY  
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A. J. Langley. T. M. Henderson  
 J. N. Henderson.

**LANGLEY & CO.,**

ESTABLISHED 1858.

**Wholesale Druggists**

21 & 23 YATES STREET,

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**R. P. RITHET & CO.,**  
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WHARF STREET, VICTORIA, B. C.

**WHOLESALE \* MERCHANTS.**  
 SHIPPING AND INSURANCE AGENTS.

**AGENTS FOR**

Queen (Fire) Insurance Company.  
 Maritime (Marine) Insurance Company.  
 Reliance (Marine) Insurance Company.  
 New Zealand (Marine) Insurance Company.  
 Thames & Mersey (Marine) Insurance Co.  
 Straits (Marine) Insurance Company.  
 Sun (Marine) Insurance Company.  
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Moodyville Saw Mill Co., of Burrard Inlet.

**SALMON CANNERY AGENCIES.**

**FRASER RIVER:**

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

**NORTHERN AND SKEENA RIVER:**

Wannuck Packing Co's Rivers Inlet Clipper Brand.  
 Standard Packing Co., Skeena River, Neptune Brand.  
 Skeena Packing Co., Skeena River, "Diamond C" Brand.  
 Lowe Inlet Packing Co., Lowe Inlet, "Diamond C" Brand.  
 Cascade Packing Co., Naas River, Cascade Brand.

Giant Powder Co., Works: Cadboro Bay, all grades of Giant Powder and  
 Judson Powder manufactured and kept on hand.  
 Columbia Flouring Mill Co. of Enderby.

Pacific Coast Steamship Co's line of Steamers between Victoria and San Francisco

W. H. SOULE.

A. E. STEVENS.

ALEX. M'DERMOTT

**BRITISH COLUMBIA  
 PIONEER STEVEDORING CO., LTD.**

ESTABLISHED 1871.

Estimates Furnished for all Ports in B. C. Complete Appliances for all kinds of Stevedoring.  
 Cash security given if required, and satisfaction guaranteed.  
 P. O. Box 807. Cable: Soule.

Vancouver

British Columbia

## TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,  
Tuesday Morning, March 8.  
VICTORIA.

The banks report that foreign paper was well taken up by merchants on the 4th of the month. Large numbers of new Dominion \$1 notes are being put into circulation by the banks, and these are taking the place of the American silver to a great extent, which latter is being exported in large quantities. A great many of the sealers have gone out on their summer cruise and have drawn considerable sums, which will be paid out to the Indians for skins and will afterwards come back through the regular channels of trade.

## DRY GOODS.

Dry goods are just getting over the dull period which always follows the close of the winter and holiday trade, and will shortly elter upon their busiest season. The travellers will be on the road early in April and will show a superior line of samples this season. The demand for a better class of goods is evident, and dealers were never better prepared for the season's trade. Stocks are very complete.

## GROCERIES AND PROVISIONS.

Fresh eggs are being marketed in larger quantities and meet with a steady demand. Butter continues firm; no change to advise in prices.

Quotations are: Eastern creamery, 28½c per lb. for large and 20½c for small; Manitoba creamery, 30c; dairy, 21c; Eastern Townships, first quality, 26c; cheese is quoted at 14c and stiff. Meats are quoted: Hams, 12½@13½c per lb.; b. bacon, 12½@13½c; backs, 12@12½c; short roll, 11@11½c; long clear 10½@11c; pure kettle lard, 50 lbs, 13c; pure steam do., 12c; lard compound, 10½@11½c; lard tins, 12½@13½c. It is stated by persons well informed in the trade that the stocks of provisions in the cities carried by dealers are altogether too heavy. Especially is this the case with smoked meats, of which not more than a fortnight's supply should be carried by any retail dealer. With the wholesale trade this is not so likely to happen, for stocks are turned over oftener and new goods are continually on the way, so that fresh stocks can always be obtained; much shrinkage is saved, and the quality will give better satisfaction to customers.

Cowan & Wilson, wholesale grocers, have made arrangements with manufacturers in Cuba, and are now receiving fortnightly shipments of the finest brands of Havana cigars, which are selling from \$50 per thousand upwards.

The local jobbers are now carrying full stocks of all the different kinds of jams put up in glass jars by Okel & Morris at the Victoria Preserving Factory, which include apricot, peach, plum, pear, apricot marmalade, etc. Quotations are 1½ lb. size, \$3 per dozen; 3 lb. size, \$5 per doz.

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

## FLOUR AND FEED.

There is an advance advised of 20c in Ogilvie's Hungarian flour since last week, and it is now quoted by jobbers at \$0 per bbl, although some dealers who bought before the rise are slightly weaker in price. The Hudson's Bay Company are quoting their Fort Garry Mills Manitoba Hungarian flour for \$5.75 per bbl, and Benton County Oregon for \$6.00. Demand for all other lines is reported steady, and no changes are noted.

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

Delta, Victoria mills.....	\$5 50 @ 0 00
Lion, " ".....	5 50 @ 0 00
Premier, Enderby mills.....	5 25 @ 0 00
XXX., " ".....	5 55 @ 0 00
XX., " ".....	5 25 @ 5 50
Superfine, " ".....	4 25 @ 4 50
Ogilvie's Hungarian.....	6 00 @ 0 00
"    Strong Bakers.....	5 75 @ 0 00
H. B. C. Fort Garry Hungarian.....	5 75 @ 0 00
Benton County, Oregon.....	6 00 @ 0 00
Snowflake.....	6 25 @ 0 00
Portland Roller.....	6 10 @ 0 00
Royal.....	6 00 @ 0 00
Oregon Superfine.....	4 25 @ 0 00
Wheat, per ton.....	\$10 00 @ 45 00
Oats.....	32 50 @ 35 00
Oil cake meal.....	32 00 @ 35 00
Chop feed.....	33 00 @ 35 00
Shorts.....	28 00 @ 30 00
Bran.....	26 00 @ 27 50
National Mills oatmeal.....	3 50 @ 0 00
"    rolled oats.....	3 25 @ 0 00
"    split peas.....	3 50 @ 0 00
"    pearl barley.....	4 50 @ 0 00
California oatmeal.....	4 35 @ 0 00
California rolled oats.....	3 90 @ 4 00
Cormeal.....	2 75 @ 3 00
Cracked corn.....	15 00 @ 50 00
Hay, per ton.....	18 00 @ 20 00
Straw, per bale.....	1 25 @ 0 00

## RICE.

The Victoria Rice Mills quote wholesale:

Japan rice, per ton.....	\$77 50
China rice ".....	70 00
Rice flour ".....	70 00
Chit rice ".....	25 00
Rice Meal ".....	17 50

## FRUITS AND VEGETABLES.

The receipts by the last steamer were of the usual amount, but the demand has been slow. Oranges have advanced a little, and in some cases are quoted 25c stronger. Apples are getting scarce and the price has gone up a little. About the lowest they can be procured is \$1.62½ per box. Oregon yellow onions have declined ½c per lb., and potatoes are holding about the same as noted last week. Quotations are:—Oranges—Riverside seedlings, \$2.50 to \$2.75; navels, \$1 to \$5; Los Angeles, \$2; California lemons, \$1 to \$1.75; Sicily lemons, \$7; bananas, \$3.75; silverskin onions, 2c per lb.; cabbage, 2½c per lb.; asparagus, 20c per lb.; Oregon yellow danver, 1½c; apples, \$1.62½ to \$2 per box; potatoes, \$18 to \$20 per ton.

## LUMBER.

There is reported to be in Melbourne a stock of lumber equal to a year and a half's consumption. There is still some demand for the West Coast, but it is generally believed there have been sufficient charters made in that direction for the immediate future. The Mount Carmel arrived March 4. She is under charter to load at Blakely. The Norwegian bark Czar, 1,324 tons,

Capt. Christopherson, sailed March 4 for Adelaide from the Hastings Mills, with a cargo consisting of 1,017,147 ft lumber, 8,209 ft pickets and 127,170 laths, valued at \$10,476. Her charter rate is 57s 6d. The American schooner Reporter, 333 tons, sailed last week for San Pedro with a cargo of about 500,000 feet. The Talbot loading for Tientsin and the Kathinka loading for Australia, are both expected to finish by the end of the week. It is reported that the Orion which is nearly due, is not fixed as was formerly reported, but it is believed she will go to the Sound. The cargo of the condemned bark Dominica was sold by auction to D. F. Adams, on March 2nd for \$1.50 per M feet, and it will be entered for consumption in the local market. Quotations are as follows for cargo lots for foreign shipment, being the prices of the Pacific Pine Lumber Association: Rough merchantable, ordinary sizes, in lengths to 40 feet, inclusive, \$9 per M feet; rough deck plank, average length 35 feet, \$18; dressed flooring, \$17; pickets, \$9; laths, 4 feet, \$2.

Since the arrangement among the local dealers to sell on a uniform scale, there is more general satisfaction given, particularly as there is no cutting going on. The uniform prices fixed are on the following basis:—

Rough lumber, per M.....	\$10 00
Best quality dressed lumber, per M.....	18 00
Second " ".....	14 00
Laths, per M.....	2 25
Shingles, ".....	2 25

## FOREIGN COAL SHIPMENTS.

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

New V. C. Co.....	21,588
Wellington.....	11,886
Union.....	8,660
East Wellington.....	2,360
Total.....	44,494

## FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending March 5:

## NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
1.	Rufus E. Wood, bk., Wilmington	2,200
4.	Charles W. Wetmore, str., San Diego, Cal.	2,618
Total.....		4,818

Sumas City is agitating for better roads leading into that place.

Tenders for the addition to the Hotel Vancouver will be let in a very few days, and the building will then be completed as fast as possible.

The prospectus has been issued of the Vancouver Wine Brewing and Malting Company, with a capital of \$1,000,000. The company proposes to do an export and import business.

The prolonged winter is causing considerable uneasiness among the ranchers around Kamloops. Many of them have fed out nearly all their hay, and in a short time it will be exhausted entirely.

The failure of the contracting firm of William Turnbull & Co., New Westminster, is announced. The firm has made an assignment of its assets to Hugh F. Keefer, of Vancouver, Robert Jardine and H. J. A. Burnett, of New Westminster,

# HUDSON'S BAY CO'Y,

VICTORIA, - - - B. C.

IMPORTERS :

WINE, LIQUORS, CIGARS, CIGARETTES,	CANNED GOODS, ENGLISH GROCERIES, CANADIAN GROCERIES AMERICAN GROCERIES	STAPLE DRY GOODS, BLANKETS, FIRE ARMS, AMMUNITION.
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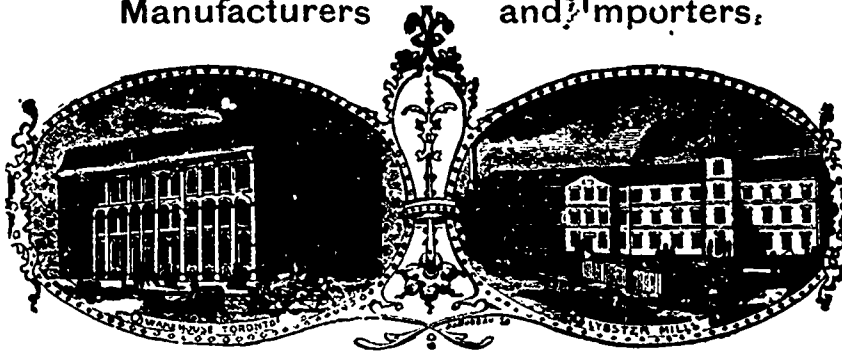
AGENTS FOR:

Fort Garry Flour Mills,  
Benton County Flouring Mills.

# GORDON, MACKAY & CO.

TORONTO.

Manufacturers and Importers.



REPRESENTED BY R. S. NORTON, WINNIPEG.

**BUSINESS CHANGES.**

Hull Bros. & Co., butchers, Nanaimo, are opening a branch at Wellington Townsite.

Mr. John Wilson, manager of the Burnette Saw Mills, New Westminster, has returned from a business trip to Australia.

Tebb & Yelland, canoe, skiff and steam launch builders, from the Ontario Canoe Works, Peterboro, are opening in Victoria.

Webster & Edmunds have taken over the premises of the Vancouver Manufacturing and Trading Company, Vancouver.

J. C. Scott, foreman, will shortly take over the bookbinding business of R. T. Williams, who will continue the rubber stamp and Directory business.

The Pacific Coast Lumber Co., at Lulu Island, opposite New Westminster, are putting in a shingle mill, supplied by the Wm. Hamilton Manufacturing Company, of Peterboro.

Edward G. Tilton has purchased the interest of the late Edger Marvin in the old established business of Marvin & Tilton, hardware and iron merchants. The firm style will remain the same.

The Dominion and Foreign Trading Company, limited liability, has been incorporated with a capital of \$150,000, with the

object of carrying on a general commission mercantile, shipping and insurance business. The trustees are Benjamin Spinger, James Van Bramer, Rasmus Adolf Apenes and Jonathan Miller.

The Fire Department of Vancouver has purchased from the Gutta Percha and Rubber M'fg. Co. of Toronto, a duplex recharging chemical fire engine with a capacity of 100 imperial gallons. It cost \$2,740 delivered.

A large consignment of doors and window sashes were shipped, last week, by the Northern Pacific Railway, for Galena, West Kootenay. They are for the Galena Trading Co., and will be used in the construction of the large smelter now being built at that point.

Good progress has been made on the steamer that is being built on English Bay by the Vancouver Steamship Company. The frame work is all finished now, and instead of spikes, rivets will be used, so that it will have additional strength. The company have not yet decided whether they will use the boat for passenger trade or go into the fishing and towing business. This will, however, be decided within the next few days, and then the contract for the machinery will be let.

**INLAND REVENUE AND CUSTOMS.**

**INLAND REVENUE RETURNS**

*Victoria Division—Comprising all of Vancouver Island :*

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

**RECEIPTS FOR FEBRUARY.**

Spirits.....	\$ 5,570 88
Malt.....	1,353 06
Tobacco.....	2,015 00
Cigars.....	870 30
License.....	25 00
Petroleum Inspection.....	164 10
<b>Total.....</b>	<b>\$10,635 34</b>

*Vancouver Division—Comprising the Mainland of B. C.:*

**INLAND REVENUE RETURNS**

For the month of February, 1892 :  
The statement of Inland Revenue receipts at the port of Vancouver for February shows the following :

**WAREHOUSED.**

Spirits.....	5,953.40 pf gals
Tobacco.....	6,670 lbs
Raw Leaf Tobacco.....	823 "

**EX-WAREHOUSED.**

Spirits.....	2,847.75 pf gals
Malt.....	1,881 lbs
Tobacco.....	3,715 lbs
Raw Leaf Tobacco.....	823 "

**BALANCE IN BOND.**

Spirits.....	12,721.75 pf gals
Tobacco.....	4,572 1/2

**COLLECTIONS.**

Spirits.....	\$ 3,517 53
Malt.....	291 66
Tobacco.....	2,178 75
Cigars.....	417 90
Petroleum Inspection.....	25 50

**Total.....\$4,431 24**

The custom returns for the Port of Vancouver for the month of February show :

Duties.....	\$18,171 09
Other revenues.....	2,975 22

**Total.....\$21,146 31**

The following are the customs returns for the Port of New Westminster for February. Value of imports, \$624,104; exports, \$7,354; duties collected, \$6,814.97.

The following are the Nanaimo customs returns for February, 1892 :

Customs Dues.....	\$5,942 07
Sick Mariners' Dues.....	344 74
Oil Inspection.....	42 50
Miscellaneous.....	9 85

**Total.....\$6,339 16**

Goods dutiable.....	\$17,633 00
Goods imported free.....	941 00
Direct imports.....	310 00
For export.....	454 00

**Total.....\$19,358 00**

A number of capitalists from Tacoma are negotiating for the purchase of W. P. Sayward's saw mill and plant. The price is said to be about \$350,000.

The Northwestern Sampling and Milling Co., (Limited) has been incorporated with a capital of \$100,000 shares. The object of the company is to develop mines, acquire mining properties, and the reduction and refining of ores. The headquarters are at Nelson.

Robert Darrach, a member of the firm of Jas. A. Smart & Co., commission merchants, Man., is in this province. Smart & Co. deal extensively in coarse grains, and Mr. Darrach is finding out what can be done in that line by shipping to British Columbia.

# MUIR & BOYD, ROBERT WARD & COMPANY,

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100 GOVERNMENT ST. GEN'L AGENT.

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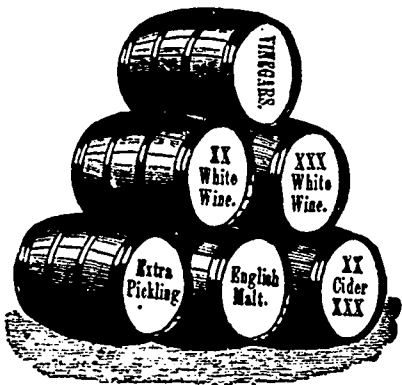
GENERAL AGENTS:

Royal Insurance Company,  
London & Lancashire Fire Insurance Co.  
Standard Life Assurance Co.  
London and Provincial Marine Insurance Co. l'd.  
Western Assurance Co., (Marine)  
London Assurance Corporation. (Marine.)  
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Importers of Havana Cigars, Oilmen's Stores, Tin Plates, Portland Cement, Etc.  
British Columbia Salmon:—Ewen & Co., "Lion," "Bonnie Dundee"; Bon Accord Fishery Co., "Consuls"; A. J. McLellan's "Express."

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FINE BOOTS AND SHOES

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Rosendale Belting Company.  
Merryweather & Co., Fire Hose, Engines, Etc

### COMMERCIAL SUMMARY.

To every 1,000 males in London there are 1,193 females.

The Queen's Opera House in Belleville was sold at auction recently for \$7,000. The building cost \$10,000.

The weavers on the flannelette looms at the Cornwall cotton mills are on strike against an alleged cut in prices.

The National Industrial conference at St. Louis has adopted a platform declaring the union of the labor forces of the United States accomplished, permanent and perpetual.

J. W. Collins, president of the California National Bank, which suspended November 16, has been arrested at San Diego, Cal., on orders from the attorney-general at Washington, accused of embezzlement to the amount of \$200,000.

At Cleckbeaton, a manufacturing town in Yorkshire, Eng., recently, a monster chimney fell on the roof of the factory to which it belonged, crushing the wing to a heap, and burying a number of female operatives, six of whom are known to be killed and a number injured.

Mr. John Prentice will be on the coast in a couple of weeks in the interest of Jas. A. Skinner & Co., the well-known crockery and glassware house. He will specially assist the local travellers in taking orders for direct importations for the fall, with an excellent line of samples.

The official trade returns for the seven months ending January last show, it is announced, an increased business for the Dominion of ten millions and a quarter, although imports have been diminished by about a million and three-quarters. This indicates that the balance of trade against us is decreasing, and means a very encouraging augmentation of our exports and of what those exports represent in connection with the financial interests of the country.

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Port Warden,

—AND—

Lloyd's Surveyor.

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A Full Stock Always on Hand.

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Nanaimo Property—both city and suburban—a specialty.

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Full supply of Artists' Goods, Mouldings, etc 622—626 CORDOVA ST., VANCOUVER.

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—AND—

British Columbia Fruit Packing Company,

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D. M. CARLEY . . . . . EDITOR

L. G. HENDERSON . . . . . BUSINESS MANAGER.

Office—No. 77 Johnson Street.

VICTORIA, TUESDAY, MARCH 8, 1892.

## TO OUR READERS AND PATRONS.

Twelve months ago this paper made its first appearance. It was established with the full expectation that, as the first venture in its special line, in this Province, it would, figuratively speaking, have to "rustle"—in fact, that it would have to, as it were, make a place for itself and keep that place properly filled. How far it has succeeded is evident by its subscription list, its advertising columns and the influence which it is known to exercise. It is not our place, nor, indeed, is it necessary for THE COMMERCIAL JOURNAL—as an established institution—to indulge in this issue in anything like "blowing." In plain and modest terms it may be said that, when we started out we laid out for ourselves a few lines to follow, the leading plank in our platform being the promotion of British Columbia's commercial and financial interests in their widest and best sense.

We have sought to promote investments in strictly legitimate enterprises and at the same time have opposed anything of a "wild cat" character, including the flying or floating of paper that was not in every way likely to be properly taken up and honored. Instead of the long paper and extended promises to pay which obtain in the East, we have been rather on the side of the system of open accounts which have a tendency to keep the debtor more within the purview of his creditor, who, if he receives neither remittances nor orders, is entitled to conclude that his debtor is not doing a straight business, the chances being that if he is doing any business at all he is purchasing elsewhere, and probably disposing of his cash receipts otherwise than in his business. Many men in trade have got property rich and cash poor, because they have allowed themselves to be carried along in the swim which has given a fictitious value to real estate in many places outside the four principal cities of the province.

We have not been silent or apathetic on the subject of the mining interests of this rich province. We have, in season and out of season, dwelt upon the facilities they offered for the employment of capital and labor. We are of those, however, who object to overstocking, and hold that there is no need, for the mere sake of appearances, to issue so many shares at so much, with possibly a very small amount of payment being called up. What is wanted is that every dollar invested shall be put in active and lively circulation. We have striven to assist industrial enterprises of every kind, and to secure all possible con-

nection between Victoria and the rest of the world.

Our salmon and sealing industries and their requirements have received a considerable amount of attention, and whether it was the object of Mr. Samuel Wilmot, United States Secretary of State Blaine or any other man, to exhibit us in an improper light, we have vigorously repelled the base insinuations and encouraged the parties interested to stand up and vindicate their rights. We have favored a certain amount of reciprocity with our neighbors to the south, but are not prepared that they should have the entire benefit of that relation. These and many other topics, including valuable statistical information, have been the subjects of our weekly utterances, and that we have so far succeeded is an encouragement for the future, during which we rely upon the same hearty support from the commercial and financial interests of the province.

## A DISGRACEFUL BUSINESS.

It is manifest from the proceedings before the Royal Fishery Commission that Mr. Samuel Wilmot came across the continent to report upon the Fraser River Salmon Fishery, not according to the evidence submitted but in consonance with his own erroneous notions, preconceived in wilful ignorance and obstinacy. It is evident that the parties interested and the press of the province, together with the local members of the House of Commons, were right when they protested against his nomination. Who is this Mr. Wilmot who appears as it were to have come here commissioned to do as he pleases? Nothing but an individual, who by his superlative check and self assurance, has imposed himself on the Department as an authority upon matters regarding which the most uneducated fisherman on the Fraser River has forgotten more than, in his present mood, Mr. Wilmot may ever be expected to learn. His treatment of witnesses and merchants who desired to be heard was shameful, and it would be no more than what the Government has deliberately brought upon itself, if, as is announced, certain of the members from this province should resign by way of protest. The administration do not appear to understand or desire to understand our conditions, and should the province go into opposition on account of the way in which it has been treated, the Government will be alone to blame. The province owes Hon. Mr. Higgins its thanks for his independent, patriotic course of action, but, as for Sheriff Armstrong, it would appear that he had not sufficient force of character to withstand M. Wilmot's overbearance.

THE City of Kootenay Land and Improvement Company has been formed with a capital stock of \$100,000, already subscribed. The provisional directors are Dr. E. B. C. Hanington, G. A. Keefer, C. E., and C. G. Ballentyne. A valuable tract of land situated at the proposed southern terminus of the Nelson and Fort Shepherd Railway and the northern terminus of the Spokane and Northern Railway has been acquired, and will be subdivided and improved. It is the intention to proceed with the survey as soon as navigation opens on the Columbia.

## THE FRANKING PRIVILEGE.

So the franking privilege as regards the civil service at Ottawa is to be done away with. No more stacks of letters belonging to the highly paid public officials, their families and their friends are to be sent out marked "free." Moreover, it is suggested that the order for this economic change is to be followed by another which will deprive members of the House of the concession made in their favor. As concerns the members' public duty, the change cannot fail to be productive of relief. Members will not be likely to have such deluges of letters from correspondents who pester them while at Ottawa with all sorts of inquiries and suggestions of the most trivial character. This would not be indulged in if their transmission cost even so small an amount as three cents. Members may be expected to have more time to pay to their session's work, and no longer is it likely to be possible to plead that answering letters has been the reason why this and that committee was not attended. Perhaps, the change is being considered at the present time in view of a possible assumption by the Government of the telegraphic service, though it is now said—but that may be only a blind—that the Dominion Government "does not propose to establish a system of telegraphy in connection with the Postoffice department."

## SALMON OFFAL.

Opinions seem to have differed as expressed before the Fishery Commission upon the profit there is to be made in converting fish offal into artificial manure. There may be special reasons for this, and, possibly, with more improvements in methods of production, it may be found that there are lots of money in it. In any event the world's demand for artificial manure is augmenting, as is seen from the fact that in 1891 the consumption of what are known as phosphates amounted in the United States to 500,000 tons, and of the whole world to 1,025,000 tons. Besides, the requirement must continue materially to increase. There is an augmented demand for a higher yield from the earth as its population becomes denser; exhausted and useless lands will again be brought into cultivation the world over by the assistance of artificial fertilizers, and land in the United States, Canada and other great food-producing countries which are now being impoverished by successive crops of cereals without adequate replenishment, will necessitate before long the increased use of manufactured manures, in which the use of fish offal may bear a prominent part.

THE Provincial estimates for the year ending 30th June, 1893, have been presented to the Legislature by a message from his honor the Lieutenant-Governor. The total estimated ordinary revenue is \$1,066,461.85, besides surplus available from 1892 of \$800,000. The summary of expenditure for the coming fiscal year amounts to \$1,273,551, out of which \$211,700 are appropriated to education, \$111,350 to public works, and \$71,330 miscellaneous.

## SALMON PRESERVES.

The new morning paper sapiently observes that the question for us is "how to draw into the pockets of all classes of British Columbians the largest possible share of the surplus cash of the wandering gunner and fisher." In order to accomplish this object, it takes up the parable of Mr. Commissioner Wilmot, "himself a keen angler," who "pressed a witness from the Skeena as to the likeness of the spring salmon to the salmon of the Restigouche (E. Canada), and having satisfied himself that there was no natural difference between the two fish, the chairman asked whether any one had ever made any serious attempt to catch the spring salmon of the Skeena with a fly. The answer was in the negative." Our contemporary continues: "Commenting on this, Mr. Wilmot said, 'I ask these questions because I am aware that fishing (fly fishing), on the Restigouche is let for an annual rental of \$10,000, \$20,000 or \$30,000, and I cannot help considering that if your salmon should be found to take a fly, you would have no difficulty in letting your rivers at similarly high rentals. It is not so very many years ago that the Restigouche was first known as a fly fishing river.'"

Were this idea of the "keen" Mr. Wilmot carried out, say, for instance, on the Skeena, where would be the important salmon industry upon that river; how much, we ask, of the surplus cash of the wandering gunner and fisher would find its way into the pockets of all classes of British Columbians, particularly of those cannery and their employees, together with the merchants of Victoria who are so largely interested in this industry? In England, Scotland and elsewhere at the east, the national policy is to reclaim and to turn to industrial advantage the wastes "over which the game have been accustomed to roam, and at the same time to shorten the scope of those obnoxious game laws which would be the almost inevitable attendants of carrying out the views of keen sportsmen and "keen anglers" of the Wilmot class. By his attempt to shape the course of the inquiry into this particular way, it is manifest that Mr. Wilmot has no idea of the magnitude and importance of the salmon trade of this province. When its day is over, then will be Mr. Wilmot's opportunity to inaugurate the policy of preserving what is yet left for anglers who are as keen as he is and are anxious to become the embodiments of Dr. Johnson's caustic description of what a fisherman really is. It will be remembered that he spoke of something with a hook and bait at one end and a fool at the other.

## EDITORIAL NOTES.

A BILL reducing the duty on barley from 30 cents to 10 cents per bushel has been introduced at Washington by Congressman Fitch, who represents the brewing interests of New York city. This is a tribute to the merits of Canadian barley, with which the New York breweries find they cannot dispense.

THE Dominion revenue for February was \$23,500,000, and the expenditure \$20,668,000. The debt was reduced during the

month by \$900,000. In this connection, it is worthy of note that the exports of Canada in 1891 amounted to \$12 per head of the population, compared with \$26 per head in the United States.

THE Trade and Navigation returns for the fiscal year ended 30th June, 1891, show that, under the law admitting free of duty all machinery for mining purposes not manufactured in the country, there were imported into Canada of these articles \$78,412 worth, of which \$66,238 came from the United States. The amount brought into British Columbia was \$1,831. During the previous year the total value of such imports was \$21,748, only \$740 reaching British Columbia. Of that total \$11,798 were brought free into Ontario from the United States by special order in council.

THE Canadian egg trade with England is, it would appear, capable of being largely developed, while the export of eggs from Canada to the United States is crippled by the high duty imposed by the American Government. On the 1,115,481 dozen eggs sent by Canada across the line from October, 1890, to June 1, 1891, \$55,000 was paid in duty. From October, 1890, to 30th June, 1891, there were shipped into the United States only 1,115,481 dozen eggs, while during the seven months between 1st May and 30th November, 1891, there were shipped to Great Britain from Montreal alone 2,233,757 dozen.

THE statistical returns of the British Board of Agriculture for 1891 show that while the area of land in Great Britain on which grain is grown has decreased within the last twenty years fully 18 per cent., the total area of cultivated land has increased by about 150,000 acres. This augmentation is, however, largely devoted to the cultivation of grass. The returns also show a large increase in the area occupied by small fruits and market gardens, and proves that the farmers of Great Britain are finding the cultivation of small crops more profitable than grain growing. There is, too, a large increase in the number of cattle in Great Britain in spite of the large droves of cattle and quantities of dead meat imported from other places. This no doubt has no little to do with the persistent attempts on the part of the British farmers and their friends to shut out Canadian cattle.

ACCORDING to the *American Contractor*, in twenty-seven towns and cities of the United States 66,622 buildings were erected in 1891 at an estimated cost of \$25,000,000, or at an average of \$3,825 for each building. In New York the number of new buildings was 2,827, and the total cost \$56,000,000, or about \$20,000 each. In Boston there were 1,847 new buildings, costing \$16,000,000, or \$8,650 each. Chicago built 11,805, costing \$51,000,000, or \$1,500 each; while the 6,991 new buildings of Philadelphia represented an expenditure of but \$20,000,000, or an average of \$2,850. Philadelphia is, however, a city of homes. It erects nearly four to one erected in Boston, and two and one-half to one erected in New York. Philadelphia builds homes; New York builds warehouses, flats and hotels. In Philadelphia there are no

municipal taxes on personal property, and the State tax comes chiefly from licences and from great corporations.

## EMPLOYER vs. EMPLOYEE.

To the Editor of the Commercial Journal.  
SIR,—Having read your remarks in THE COMMERCIAL JOURNAL re the dishonesty of employees and your advice to employers, I think you have looked over some important points. My commercial experience of twenty-two years in various parts of the world has proved to me that employers look too much to two classes of men to fill their best positions—1st, men who will be "smart and tricky" in their interests; and 2nd, those that flatter their vanity by servility and toadyism.

If employers would only think for one moment they would see that a man that would do a shady thing in their interest would do two in his own; or if a toady, he is that to make up for brains. An honest, truthful, straightforward man should be valued when found and treated with justice.

Yours, etc.,

COSMOPOLITAN.

## FRASER RIVER SALMON.

The *News-Advertiser* notes the return of Mr. H. Bell-Irving after an eight weeks' trip to England and Scotland. He left Vancouver on January 8th, and on the return journey had the distinction of being aboard the *Majestic* when she beat the record across the Atlantic. During the trip she made an average of 20.41 knots per hour, or about 23½ miles from Queenstown to Sandy Hook.

Mr. Bell-Irving gave considerable attention to the salmon business when across the ocean, and reports the market improving, though prices are apt to rule low for some time to come owing to the heavy stocks held in San Francisco. The effects of the failure of Baring Bros. still are felt to a slight degree in the commercial world, with the result that capitalists are chary of speculation. In the salmon trade, however, Mr. Bell-Irving had to note with satisfaction the important fact that Fraser River salmon is decidedly rising in public favor, which has so stimulated the demand that prices are almost equal to the Columbia River pack, which for a long time has been most sought after. The Columbia River salmon are lighter in color and slightly richer than those of the Fraser, but there now seems to be a fondness for those of a deeper color, as the British Columbia Sockeye. Careful packing, too, Mr. Bell-Irving says, has much to do with the price. The buyers want no scraps in small pieces thrown into the tins, and when this point is attended to a better price can be got. The Skeena River canneries of the Anglo-British Columbia Packing Company will be run at full capacity this year, but there will be one or two of those on the Fraser idle, as the required number of fishing licenses may not be attainable.

The water pipes for which Bell-Irving & Paterson have the contract are now being made in Glasgow, and will likely be shipped in the Fernbank, due to sail about April 1st.

## IMMIGRATION.

The Dominion Government, according to its own announcements, is not only going to carry out energetic emigration work in Europe, but proposes to secure some of the discontented settlers and farmers in those parts of the United States where it is generally admitted that the farming lands are played out. It is true that, in some of these sections, agriculture has been carried on for many years in consequence, of which a climax has not unnaturally been reached. Some of this, however, might have been avoided had good farming methods been employed, as in the Old Country some of the best lands there have been farmed for scores and scores of years; but it has been done systematically. We want in Canada not only men who are prepared to farm and have the capital to do it with, but we have especial need of those who will do the business well, and will not allow their lands to be ruined for the mere sake of departing from the old and time-honored rule of thumb.

## UNNECESSARY CREDIT.

In some of the reports recently published of the sale of school lands in Manitoba, occasion is taken to remark that none of the properties fell into the hands of speculators, the farmers who knew the capabilities of the soil having outbidden those who make it their business to buy and lock up eligible lands. It is, however, suggested that among the men who have had cash to pay down for large quantities of property, have protested inability to pay their store bills, to the immense disadvantage and loss of the men with whom they are accustomed to deal. One such farmer is said to have had no difficulty in paying down \$1,000 for more land. Doubtless it is on account of men like this that one not unfrequently hears the report that "mercantile collections are not as prompt as they should be." In this connection, it is remarkable that it is this scandalous system of credit which obtains that is at the bottom of most of the trouble about slow collections, and if farmers are slow pay and invest their money in other ways, instead of paying their store accounts, it is because they have been educated so to do by the way business is done. In the above experience, is furnished additional practical proof of the real necessity that there is for customers to make early cash returns for the purchases that they make, for no matter how great the amount of real estate is acquired—too frequently at the expense of creditors—the condition of that community cannot be said to be prosperous, of which it is possible to say that "mercantile collections are not as prompt as they should be."

## FOR THE UNEMPLOYED.

It is said that in a few weeks' time there will be a very urgent demand for farm laborers in Manitoba, and that the demand will be greatly in excess of the supply. The *Winnipeg Commercial*, referring to this subject, says: "The enormous crop of last year, combined with a late harvest and unfavorable fall weather,

has forced a great deal of work to remain over until spring. There will be millions of bushels of grain to be threshed in the spring, and threshing hands will be in demand. On account of the smaller area of land plowed last fall, there will be much more spring plowing to be done this year than usual, and additional help will be required to plow and put in the crops. Many farmers will have hundreds of loads of grain to haul to market in the summer, which they have not been able to get threshed in time to market during the winter. This again makes extra work for the farmers. The season promises to be a busy one for the farmers right through. What with threshing and marketing grain, attending to their spring seeding, breaking new land, etc., the farmers will be busy right up to next harvest, when another rush of work will set in."

There are doubtless some people who have arrived on this coast that are fitted for nothing but the rough farming which obtains in the prairie province, and these would do well to avail themselves of the opportunities which are offered, at any rate for the time being, on the other side the mountains. Here the man that is principally wanted to go upon our lands is he who has at any rate some small amount of pecuniary resources, who is prepared to supplement them with all the labor he is capable of supplying. As has been said many times, we have no room on the Pacific Coast for any of the pests or parasites that elsewhere are accustomed to prey upon society and upon natural and industrial products.

## B. C. BOARD OF TRADE.

At the meeting of the council of the B. C. Board of Trade held last Tuesday, the following members were present: Vice-President Flummerfelt, in the chair, Messrs. D. R. Ker, J. H. Todd, S. Leiser, W. F. Bullen, A. B. Gray, H. F. Heisterman, C. E. Renouf, and Joshua Davies.

Letters were read from Mr. J. A. Hall, of Manchester, England, addressed to Mr. W. Jensen, asking for information as to the prospects for the starting of chemical works in Victoria. The correspondence had been before a previous meeting of the Board, and on that occasion was referred to a committee. The committee suggested that the secretary be asked to ascertain the amount of chemicals imported during the past year, and furnish particulars thereof to Mr. Hall. The report was adopted, and the secretary instructed accordingly.

The brewers of the city addressed the Board on the subject of a grievance under which, they claim, they labor, and which will be intensified with the establishment of the lager beer breweries. Rice is largely used in the making of beer. It is taxed as rice, and when the beer is produced, the excise step in and claim 10 cents per gallon extra, which the brewers claim to be a double tax on the same commodity, or its part product beer.

In the absence of President Hall, who has had a great deal of correspondence on the subject, the matter was deferred.

A communication was read from the Vancouver Board of Trade with a resolution, adopted by that body enclosed, endor-

sing the memorial of the B. C. Lumber Association, requesting the Dominion Government to procure the admission of Douglas fir into the United States free, failing which to impose the same duty as is exacted by them on Douglas fir upon pitch pine and redwood when imported into Canada.

The communication was referred to the Committee on Manufactures.

A communication from the Deputy Minister of Marine was received and filed. It was to the effect that reports of vessels in sight would be forwarded from Bonilla Point to some central place at the rate of 50 cents for the first ten words and three cents each additional word, and asking if the Board would pay the expense.

The communication announcing that a stone beacon would be placed on Brotchie Ledge, and that the different pilotage boards had been communicated with on the subject of arrangements for a pilot boat in the Straits, were also received and referred.

The secretary of the New Westminster Board of Trade wrote acknowledging the receipt of the Board's letter in regard to the deep-sea fisheries which suggested that the Douglas be used. The Westminster Board decided to co-operate with the Victoria Board and had sent a memorial to the Minister of Marine.

The question of silver currency and the action taken to receive American coin at a discount was discussed at considerable length. Some of the members held that it would be injurious to the best interests of the city not to receive United States coin at par, as visitors and traders from the other side had for years been in the habit of passing American coin here at face value. It was shown that Canadian money would be received at San Francisco on much more favorable terms than were proposed in connection with United States currency in this country. The subject was referred to the Finance Committee and the council adjourned.

Rosenbaum & Co., of Hamburg, Germany, have opened in Vancouver, with Mr. Alfred Rosenbaum as manager. The firm are direct importers of drugs and chemicals and fancy goods of every description. A considerable stock will be carried in Vancouver.

A proposal to secure reciprocity in giving effect to judgments between Great Britain and the colonies is at present being mooted. It originated with the colonial conference in 1888, and counsel was employed to prepare a bill by which it might be carried into effect. The State Department at Ottawa having received communication of the proposal, has forwarded it to the Provincial governments, which, having cognizance of "property and civil rights," have a right of decision in the premises. The judgments to be mutually adopted would be confined to those rendered by Superior Courts, ultimately the reciprocity might be extended inter-colonially. Among the effects of the acceptance of such a measure would be a saving of time and money in giving effect in one part of the Empire to judgments rendered in another. No doubt the measure would find its most active operation in connection with the collection of debts, in respect to which creditors in all parts of the Empire are entitled to every reasonable aid from other parts.

## LENT AND THE FISH TRADE.

The indications are that fish food will be a costly article before the Lenten season is over, especially in the markets here. The clergy of the Roman Catholic Church have made no announcement as to the observance or non-observance of the old custom, and this means, probably, that the people will use little meat as usual during Lent, and among the Catholics and High Church Episcopallians fish will be used. Such being the case, salted, pickled, dried and frozen fish will be in good demand, and there is no denying the fact that the supply of these classes is not large.

At present undoubtedly there is a fair stock among the dealers, especially in barrelled Labrador herring and several other classes of sea fish. But this seeming abundance was brought about only by the Toronto dealers taking advantage of the over-carefulness of the Montreal dealers and laying in all the stock they could, and as soon as the market in Montreal returns to its normal state and the demand fairly sets in, we may expect a general advance in prices, the primary cause being the scarcity of fish in Nova Scotia and in the New England States.

Again, eggs are commanding a good price just now, and as the consumption always increases at the beginning of Lent, they will probably remain at a fairly high price, and will cause fish to be in greater demand.

Another point to be considered is that on account of the lateness of the Lenten season this year, if the weather becomes at all mild, a large quantity of ice will be needed to preserve frozen stocks, and this will enhance the price very considerably.

All these circumstances are worthy of the consideration of the fish dealer. He can with reasonable safety conclude that a large quantity of fish will be used, as in former seasons, because people like a change from the heating meat diet of the cold season, and moreover they have been looking forward to this state of affairs. The desire for a change of diet, made stronger by ancient and regular custom, will hold in spite of a seeming leaning towards indulgence on the part of some ecclesiastics.—*Canadian Grocer.*

## A NOVEL CRAFT.

The John Doty Engine Company have on exhibition in the window of their warehouses, No. 520 Cordova Street, Vancouver, a drawing of a new type of cargo steamer, which is exciting considerable attention and comment among those interested in marine matters.

The new steamer is the design of Mr. W. E. Redway, M.I.N.A., London, Eng., who is superintendent of construction for the Doty Engine Co. at their yards in Toronto and who has had a long and varied experience in marine engineering and naval architecture in Great Britain.

Mr. Redway calls his new type of steamer the "Monitor," and claims for it all the advantages of the "whalebacks," which in some respects it very much resembles, while it is free from many of the defects which have been found to exist in those vessels. The machinery of the "Monitor"

is placed nearly amidships, thus making the vessel trim better when "flying light." Instead of the cigar shaped bow of the whalebacks, the "Monitor" has a "ram" bow, with a forecastle deck forward, the top sides of which flare outwards slightly, something like the mould board of a plough, thus entering the water easily, and throwing it to one side, making the vessel easy to drive. She is also fitted with seven self-trimming hatches, the openings being raised about three feet above the top of rounded deck, and so arranged as to be easily accessible for loading and unloading cargo.

The John Doty Engine Co. are now constructing one of these vessels at their ship yards in Toronto for the Canadian Steel Barge Co., to be engaged in the grain and coal carrying trade between the Upper Lakes and Kingston. The new vessel will be 255 feet keel (full Welland Canal size), 38 feet beam and 20 feet depth of hold. She will be fitted with fore and aft compound engines, having cylinders 26 and 50 inches diameter and 40 inches stroke, with two cylindrical boilers 12 feet in diameter and 11 feet long, and will have a speed of 13 knots on a coal consumption of about 1,000 pounds per hour. She will register about 850 tons and will have a carrying capacity of about 2,200 tons dead weight, on about 15 feet draught of water. Her advent is eagerly looked forward to by those interested in the carrying trade.

Mr. Redway has secured patents on his design in Canada, the United States and several foreign countries, and has already received several very flattering offers from builders for the right to construct these vessels in the United States, their sea-going qualities and large carrying capacity rendering them very desirable as cargo steamers.

In addition to the "Monitor," the John Doty Engine Co. have on the stocks a steel side-wheel passenger steamer for the St. Catharines-Toronto route. She will be 180 feet keel, and fitted with unlined compound engines, cylinders 28 and 51 inches diameter by 48 inches stroke, and is to have a guaranteed speed of 16 knots per hour. They are also constructing for George Gooderham, Esq., the well known distiller, a steel yacht from designs furnished by Watson, the celebrated designer of Glasgow, Scotland. This yacht will be 110 feet keel, fitted with triple expansion engines of high power and water tube boilers to carry 200 pounds steam pressure. She is expected to be very speedy.

Shipbuilding on the Lakes is very brisk this winter, over 50 new craft being in course of construction at various points.

## TRADE PAPERS AND BUSINESS MEN.

There is no fact in modern civilization more generally endorsed than the necessity of advertising. It is as universal as the need of pantaloons, and the demand for tea pots and plates. It subsists on printers' ink, double head lines and condensed brains, and has developed a science of manipulation as indispensable to success as the handling of leather is to the manufacture of harness, satchels and shoes. This is beyond question by any man not living in the backwoods or a hermitage; but, with this admitted, it is

still a fact that the average mind fails to grasp the situation, and men are still placing "ads" where they do as little good as a spool of thread in a bale of hay. There is a right place for everything, even with an "ad," and when not put there is as innocent of use as a base ball is of whiskers. In this very important phase of advertising, we note the difference between the newspaper and the trade journal. Each has its own special work, and on these definite lines each has its distinguishing vocation. One, of course, has the most readers, but as these are like the creatures in Noah's Ark—of every diversified kind, and mostly given to the every-day revelations of politicians and the devil—it is manifestly impossible to expect a sale of business hay to kittens and ladies. We may add to this what everybody already knows—that newspaper veracity is not always of the George Washington type, nor is its conscience always so strict that a fraudulent camel cannot crowd its hump through the needle's eye.

In this matter the trade journal dare not do very much of the Annanias business, nor is it likely to make the mistakes of the promiscuous reporter who dabbles in suicides and statistics, and has to serve up a free lunch every day of crime and chemistry, the need of a hired girl, etc., etc. The trade journal is hardly so promiscuous. It has specific lines, and the editorial shoe has to toe the mark. It has to be accurate as well as specific. Two and two must always be four. With this indispensable morality in its arithmetic and make up, it is, as a rule, a reliable trustee of the advertiser's money and his "ad." He puts the pumpkin seed in the right hill. What it says the right man reads. It takes the fodder direct to the stable, and never, unless in want of an early death, cares to peddle silk where pig-iron is wanted, or carry cotton to coal mines. Knitting needles are no use to men who never wear socks, nor door locks to men who never get into trousers or houses. In the trade journal all this foolery is severely left alone. Hence its value. It carries the match to the candle, and never is guilty of taking toothpicks to babies. All this acknowledged, it is with some men in reading as with a blind man in the street—he passes everything and sees nothing. An advertisement can become both monotonous and invisible. An alarm clock in time fails to attract attention, or wake even a cat, and an "ad" without a change in its make-up is equally destined to obscurity and no service. Here the science of advertising demands skilful manipulation, and an occasional new arrangement of head lines and matter to attract attention. In this department the business man had better leave the matter to those who are professionally expert in these details. The field in this line is practically innocent of fence rails, and capable of indefinite extension. As the fact stands to-day, the matter of advertising is of vital importance both in how to do it and where to do it, and that being wisely utilized, the trade journal is the institution equal to the occasion and the duty.

J. B. Dewey, an extensive wholesale dealer, of Toronto, is dead, aged 58.

# THE COMMERCIAL JOURNAL'S SHIPPING LIST.

## BRITISH COLUMBIA SALMON FLEET 1891-2.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	TO.	CASES.	VALUE.	ARRIVED.
Br bark	Serica	913	Smythe	Sept. 29	Victoria	London	33,623	\$200,782	Feb. 25
Br bark	Callao	978	James	Oct. 6	Victoria	London	41,610	\$212,000	
Br bark	Lebu	726	Worrall	Nov. 16	Victoria	Liverpool	30,800	161,421	
Br bark	Rothsay Bay	750	Partridge	Nov. 18	A Westminister	Liverpool	32,690	159,553	
Br bark	Wanlock	745	Cooper	Nov. 18	Victoria	Liverpool	29,916	157,743	
Br ship	Titania	879	T. W. Selby	Jan. 15	B Westminister	London	22,366	107,919	
Br bark	City of Carlisle	823	Kendall	Feb. 13	Victoria	London	21,574	113,885	

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

## BRITISH COLUMBIA LUMBER FLEET 1891-2.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	TO.	CARGO FT.	VALUE.	ARRIVED	RATE
Br ship	Stamboul	1248	Weston	Jan 3	Vancouver	Callao	960,300	\$ 9,600	April 2	50s
Chil bark	India	933	Funke	Feb 1	Moodyville	Valparaiso	751,396	8,318	April 20	65s
Br bark	Nineveh	1174	Broadfoot	Feb 28	Vancouver	Sydney	855,352	9,335	April 24	owners ac
Br bark	Formosa	915	Kain	Mar 24	Vancouver	Arica	744,000	6,000	July 5	55s
Am bkt	Catharine Sudden	368	Thompson	Mar 31	Moodyville	Tientsin	427,539	5,177	June 19	77s Gd
Am ship	Geo F Manson	1333	Crack	May 14	Moodyville	Sydney	863,154	9,752	Aug 5	55s
Br ss	Eton	1746	Newcomb	May 15	Moodyville	Port Pirie	1,765,714	15,891	June 26	Private
Am sch	Olga	478	Atwood	May 22	Moodyville	Shanghai	534,133	5,990	Aug 7	65s
Am sch	Golden Shore	964	Henderson	June 3	Moodyville	Sydney	799,658	8,063	Aug 7	55s
Br ship	Forest King	1602	Morris	June 3	Vancouver	Callao	1,224,816	14,221	Sept 1	47s Gd
Am ship	Exporter	1312	Kezer	June 7	Vancouver	Melbourne	899,132	8,802	Oct 2	65s
Am bark	Spartan	749	Anderson	June 14	Vancouver	Melbourne	562,000	5,276	Sept 22	60s
Am bark	Hesper	664	Sodergren	July 4	Moodyville	Shanghai	688,544	8,365	Aug 27	62s
Swed bark	Svea	603	Afzelius	July 5	Vancouver	Callao	438,913	4,709	Sept 17	47s Gd
Am ship	Great Admiral	1497	Howell	July 18	Vancouver	Melbourne	919,586	8,716	Oct 2	63s Gd
Chil bark	Luisa Marta	715	Meyer	July 19	Westminister	Sydney	551,780	5,896	Oct 9	52s Gd
Chil bark	Leonor	801	Harken	July 22	Westminister	Melbourne	600,333	5,705	Oct 6	60s
Nor bark	Borghild	757	Haugeland	July 25	Vancouver	Melbourne	564,556	6,000	Oct 6	65s
Br ship	Duke of Abercorn	1096	McDougall	July 29	Vancouver	Adelaide	688,333	8,213	Oct 10	62s Gd
Ger bark	Cassandra	733	Stehr	July 31	Vancouver	Iquiqui	545,619	6,917	Nov 12	47s Gd
Br ship	Leading Wind	1280	S B Savory	Aug 6	Moodyville	Melbourne	763,443	8,430	Oct 27	60s
Chil bark	Antonietta	995	Stack	Aug 8	Moodyville	Valparaiso	613,214	9,681	Nov 17	owners ac
Br bark	Ordovic	825	Austin	Aug 9	Vancouver	Callao	613,300	6,516	Dec 13	50s
Chil ship	Hindustan	1543	Welsh	Aug 14	Moodyville	Valparaiso	1,200,419	11,869	Nov 14	owners ac
Br ship	H B Cann	1299	Foote	Aug 24	Moodyville	Sydney	1,041,172	12,214	Nov 2	50s
Nor ship	Saga	1413	Aftedahl	Sept 3	Moodyville	Sydney	900,254	8,777	Nov 19	50s
Nor bark	Lotus	718	Salvesen	Sept 25	Vancouver	Adelaide	528,824	5,035	Dec 26	65s
Per bark	Pisagua	980	Benvenuto	Oct 1	Moodyville	Pisagua	483,583	4,618		owners ac
Am bark	Newsboy	559	Johnson	Oct 1	Westminister	Sydney	645,792	6,510	Nov 21	52s Gd
Nor ss	H. W. Jarlsberg	1058	Haguc	Sept 20	Moodyville	Port Pirie	2,043,269	18,389	Oct 29	Private
Chil ship	Ena Luisa	1480	Beascoe	Oct 9	Moodyville	Valparaiso	909,868	8,187	Jan 11	52s Gd
Br bark	Alfred Hawley	412	Llewellyn	Oct 2	Westminister	Port Pirie	300,931	2,858	Jan 12	57s Gd
Nor bark	Flora	766	Anderson	Nov 21	Vancouver	Melbourne	557,932	5,241	Feb 19	62s Gd
Am bkt	Willie R. Hume	632	Brigman	Nov 17	Vancouver	Callao	791,291		Jan 17	
Am ship	Benj. Sewall	1361	Sewall	Dec 2	Vancouver	Valparaiso	755,687	7,795		50s
Am sch	Olga	478	Rodin	Nov 12	Moodyville	Sydney	512,658	10,230	Jan 15	45s
Chil ship	Atacama	1235	Caballero	Dec 15	Moodyville	Valparaiso	980,001	4,443		44s
Br bark	Nineveh	1174	Broadfoot	Dec 15	Vancouver	Sydney	710,945	9,453	Feb 11	owners ac
Am sch	F. S. Redfield	446	Birkholm	Dec 10	Chemainus	Sydney	579,483	9,925		owners ac
Br ship	Athlon	1371	Dexter	Jan 5	Vancouver	Adelaide	595,793	5,233		46s
Nor ship	Morning Light	616	Johansen	Jan 22	Vancouver	Melbourne	492,986	8,265		47s Gd
Am bark	Hesper	664	Sodergren	Feb 20	Vancouver	Shanghai	716,183	9,193		60s
Br ship	Angerona	1215	Anderson	Feb 26	Vancouver	Valparaiso	834,437	7,781		50s
Nor bark	Czar	1824	Christopherson	March 4	Vancouver	Adelaide	001,017,147	7,005		42s Gd
Nor bark	Agnes	814	Hofgaard	Feb 20	Chemainus	Antofagasta	410,939	10,476		57s Gd
Nor ship	Kathinka	1163	Klevenberg		Vancouver	Australia		6,413		40s
Chil bark	India	933	Funke	Feb 22	Vancouver	Valparaiso				
Br bark	Glenbervie	800	Groundwater		Vancouver	Valparaiso		7,018		owners ac
Br ship	British India	1492	Lines		Vancouver	Valparaiso				37s Gd
Am sch	W. H. Talbot	776	Bluhm		Vancouver	Tientsin				37s Gd
Am sch	Reporter	333	Dreyer	March	Chemainus	San Pedro				67s Gd
Br bark	Riversdale	1453	Finlayson		Vancouver	Sydney				Private
Br bark	Miletoc	821	Smith		Vancouver	Wilmington				47s Gd
Br bark	Craigdon	2218	Hamilton		Vancouver	Iquiqui-Callao				\$16 00

A—Also 300,900 laths. B—Composed of 45,000 feet telegraph poles, 440,000 feet rough lumber, 151,000 feet flooring, and 168,000 feet ties. C Composed of 387,571 feet rough lumber, 39,668 feet dressed lumber, and 557 bundles laths. D—Composed of 23,355 feet dressed and 844,799 feet rough also 22,916 feet pickets and 231,210 feet laths. E Also 2,875 bundles laths. F—Composed of 1,144,286 feet rough, 80,500 feet t & g flooring, 21,000 feet box shooks, (5,000 boxes). G—Also 1,078 bundles pickets, 1,446 bundles laths. H—Also 1,715 bundles laths. I Also 68,078 feet t & g floor ing. J—47,059 feet is on deck. K—Of which 78,615 feet is on deck; also 11,925 feet pickets and 2,091 bundles laths. L—Also 3,500 bundles laths. M—Also 1,053 bundles laths and 463 bundles pickets; deck load 72,032 feet. N—Also 90,411 feet dressed, 2,488 bundles pickets and 1,131 bundles laths. O—Comprising 182,638 feet t & g flooring. P—Also 2,500 bundles laths and 8,679 bundles pickets, deck load 76,879 feet. Q—Also 133,161 t & g flooring, 1,429 bundles laths and 47 spars, deck load 41,942 feet. R—Composed of 481,996 feet rough and 123,301 feet floor ing, deck load 53,729 feet rough. S—Also 2,001 bundles laths, deck load 106,197 feet. T—Also 2,138 bundles staves and 1,131 bundles laths. U—Also 22,461 feet t, and g, flooring, 2,272 bundles staves and 1,414 bundles laths, on deck 111,437 feet rough. V Deck load 245,866 feet, sailed from Nanaimo Sept. 21. W—Also 712 bds laths and 1,463 bds pickets. X—Also 315 bds laths and 1,780 bds pickets. Y Also 21,757 feet pickets and 56,000 feet lath. Z—Deck load 32,366 feet rough. AA—Also 148,000 feet rough. AB—Also 322 bds laths. AC—Composed of 15,681 ft J, G flooring, 159,433 ft clear and 619,061 ft rough. DD—Also 76,000 laths and 4,720 pickets. Sailed from Victoria Nov. 21. OO—Also 8,269 ft pickets and 17,170 laths. FF—Also 151,237 ft t and g flooring. GG—Also 167,555 ft t and g flooring and 3,596 bds laths. III—Also 127 bds laths. II—Also 48 bds laths. JJ—Also 2,389 bds lath and 5,550 bds pickets. KK—Also 44,130 ft pickets and 913 bds laths. LL—Also 33,741 ft t and g flooring. MM—Also 1,053 bds laths. NN—Also 157,070 ft t & g flooring and 50 bds laths.



# THE COMMERCIAL JOURNAL'S SHIPPING LIST.

## VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNERS.	DAYS OUT.
Br bark	Lizzie Bell	1036	Edwards	Sept. 28	A Liverpool	Victoria	R. P. Rithet & Co. (Limited)	164
Br bark	Argyleshire	708	Stevens	Sept. 10	T Glasgow	Victoria		174
Br bark	Ariadne	1167	Croft	November 28	C London	Victoria	Robt. Ward & Co.	191
Nor bark	Orion	1231	Ulstrup	Feb. 17	K San Pedro	Vancouver		20
Br ship	Thermopylae	918	Winchester	Dec. 8	G Bangkok	Victoria	Victoria Rice Mills	91
Br bark	Irvine	665	Jones	Nov. 28	L Liverpool	Victoria	Turner Beeton & Co.	101
Br bark	Banffshire	829	McDonald	Dec. 18	E Liverpool	Vancouver	Bell-Irving & Paterson	81
Br schr	Mermaid	198	Crim	Nov. 14	S London	Victoria	Robt. Ward & Co.	117
Br okt	Biltren	383	Stronach	Oct. 23	H Hong Kong	Royal Roads		138
Br ss	Bushmills	1388	Venning		H Glasgow	Vancouver	Baker Bros. & Co. (ld)	
Br ship	Ben Nevis	1061	Pike	Feb. 13	H Glasgow	Vancouver	G. Gardiner Johnson & Co.	24
Br bark	Martha Fisher	811	Lee	Feb. 27	L Liverpool	Victoria	R. P. Rithet & Co (Ltd)	10
Br ss	Zambesi	1565	Edwards	Feb. 10	P Yokokama	Victoria	F. C. Davidge & Co	27
Br ss	Empress of India	3003	Marshall	March 1	M Hong Kong	Vancouver	C. P. S. S. Co.	7
Br ss	Batavia	1628	Hill		N Hong Kong	Victoria	F. C. Davidge & Co	
Ger ss	Romulus	1722			Q Kobe	Victoria	F. C. Davidge & Co	
Br ship	Fernbank	1400			F Glasgow	Vancouver	Bell-Irving & Paterson	
Br bark	Toboggan	676	Porter		O Callao	Vancouver		
Br ss	Empress of Japan	3003	Lee		J Kong Kong	Vancouver	C. P. S. S. Co.	

K—Chartered to load lumber at Burrard Inlet for Melbourne wharf at 57s 6d. I—Passed Torrhhead Sept. 17., is fixed outwards A—Spoken Oct. 8, lat. 46 N. long 10 W., Feb. 3, 90 miles Northwest of Valparaiso with cabin on fire, captain and first mate sick. Feb. 9, at Coquimbo for medical aid, sailed again February 21. H—To sail March 12 via Liverpool, thence March 19. J—To sail March 29. G—Cargo of mat rice. D—Spoken Dec. 23, lat. 5 S. long. 33 W., spoken Dec. 28, lat. 9 S., lon. 34 W S—Cargo of salt and sealing outfit, passed Deal Nov. 17 C—Dec. 8, towed into Gravesend. She lost two anchors and chains in the Downs, and damaged windlass, sailed again Jan. 4. F—to sail about April 1. E—arrived at Holyhead Dec. 19, sailed again 21. P—Via Honolulu, due to arrive March 11. N—To sail end of March. O—Chartered to load lumber for Wilmington, Del., to arrive in May. Q—Via Portland, under charter to J. Rosenfeld's Son.

### SHIPPING INTELLIGENCE.

The steamship Empress of India sailed from Hong Kong March 1.

The British bark Ordovic, from Vancouver Aug. 9, arrived at Callao Dec. 13.

Norwegian bark Flora, from Vancouver Nov. 21, arrived at Melbourne Feb. 19.

J. C. Prevost has bought out Clark's Union Shipyards, James Bay, Victoria.

Chilian ship Ema Luisa, from Moodyville Oct. 9, arrived at Valparaiso Jan. 11.

The Selt-Hastie-Erskine Co.'s wharf, Victoria, is being extended 180 feet longer.

The Colorado discharged 130 to 140 tons blacksmiths' coal at Chemainus. It will be sacked and brought to Victoria on a lighter.

The British bark Martha Fisher, 811 tons, Capt. Lee, sailed from Liverpool Feb. 27 for Victoria, with a general cargo consigned to R. P. Rithet & Co., Ld.

The British ship Mount Carmel, 1,590 tons, Capt. Livingstone, from Samarang Nov. 17 with raw sugar, arrived at Vancouver March 4. She is under charter to load lumber, Valparaiso for orders, Pisagua range.

The cargo of the condemned bark Dominion was sold by Capt. W. R. Clarke on March 2nd to D. F. Adams for \$4.50 per M feet. The cargo consisted of 978,392 feet rough lumber, 1,047 bbls pickets and 1,066 bbls laths, and was valued at \$9,272.

The Norwegian bark Czar, 1,324 tons, Capt. Christoperson, sailed from Vancouver March 4 for Adelaide, with a cargo of lumber from the Hastings Mills, consisting of 1,017,147 feet lumber, 8,260 feet pickets and 127,170 laths, valued at \$10,476.

### VESSELS IN PORT.

(March 7, 1892.)

#### VICTORIA.

Nor. bark Dominion, 1,250 tons.

#### VANCOUVER.

Nor. ship Kathinka, 1,463 tons, Capt. Klevenberg, arrived Jan. 16, loading lumber for Australia.

Br. ship British India, 1,199 tons, Capt. Lines, arrived Jan. 29, loading lumber for Valparaiso for orders.

Am. schr. W. H. Talbot, 700 tons. Capt. Bluhm, arrived Feb. 7, loading lumber for Tientsin, China.

British bark Glenbervie, 800 tons, Capt. Groundwater, arrived Feb. 18, loading lumber for Valparaiso for orders.

SS. Empress of China, 3,003 tons, Capt. Archibald, loading general cargo.

Br. ship Riversdale, 1,453 tons, Capt. Finlayson, arrived Feb. 27, loading for Sydney.

Br. bark Craigend, 2,218 tons, Capt. Hamilton, arrived Feb. 28, loading for Iquiqui and Callao.

Br. bark Mistletoe, 821 tons, Capt. Smith, arrived Feb. 25, loading lumber for Wilmington, Del.

Br. ship Mount Carmel, 1,590 tons, Capt. Livingstone, arrived March 4, from Java, discharging raw sugar.

#### CHEMAINUS.

Am. bark Colorado, 1,036 tons, Capt. Gibson, arrived Feb. 22, laid up, Victoria Lumber and Manufacturing Co., consignees.

#### NANAIMO.

##### NEW V. C. CO'S SHIPPING.

Am. ship Kennebec, 2,025 tons, Capt. Reed, loading.

Nic. bark Bundalcer, 921 tons, Capt. Williams, loading Northfield coal.

Nor. bark Pehr Ughland, 1,220 tons, Capt. Jensen, waiting to load.

Am. ship Wilna, 1,483 tons, Capt. Slater, waiting to load.

#### WELLINGTON SHIPPING.

Haw. SS. Costa Rica, 1,273 tons, Capt. McIntyre, loading.

#### RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	1	1,256
Vancouver	9	13,319
Nanaimo	5	6,932
Chemainus	1	1,036
Total	16	22,543

#### FREIGHTS.

Lumber freights from British Columbia or Puget Sound remain unchanged at 32s 6d to Sydney and 45s to Melbourne, Adelaide or Port Pirie. Some demand still exists for the West Coast of South America, and the American ship Highlander, 1,268 tons, has been chartered at 36s 3d to Valparaiso for orders, showing an advance of 1s 3d over rate quoted last week. Grain freight from San Francisco to Cork, United Kingdom, for orders, have declined slightly, as is evidenced by the charter of the British ship Star of Germany, 1,284 tons, at 21s 3d. During the past week there has been a fair demand for small vessels to take cannery supplies to Alaska from San Francisco, but outside of that the freight market has been lifeless.

A full line of samples of brushes, brooms and woodenware, manufactured by Chas. Boeckh & Sons, of Toronto, are carried by Martin & Robertson, both in Victoria and Vancouver. These goods are guaranteed to be as represented. The trade are invited to inspect the samples and compare prices and quality.



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