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Standard Packing Co., Skeena River, Neptune Brand.  
Skeena Packing Co., Skeena River, "Diamond C" Brand.  
Lowe Inlet Packing Co., Lowe Inlet, "Diamond C" Brand.  
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### TRADE AND COMMERCE

COMMERCIAL JOURNAL OFFICE,  
Tuesday Morning, Feb. 6,  
VICTORIA.

Wholesale trade is generally quiet and merchants are preparing for the spring business. January is usually one of the quietest months of the year in most mercantile lines, and people generally are glad it has passed. The sealers have in past years usually fitted out at this time and their trade has been missed by many the past month. December is always a good month with retailers and the extra business given by the sealers was therefore not noticed as much as formerly. There is a general feeling of confidence that there will be a gradual improvement in business from now on. Importers and wholesale merchants are anxiously looking for the announcements that will come re the revision of the tariff, and operations are necessarily restricted until that important measure is settled by the Dominion Parliament. It is a good indication of confidence in this Province that a large Eastern loan company has within the past month established agencies in British Columbia. The calling for tenders by the navy officials for land and water transport in connection with the fortification work at Esquimalt is taken as an indication that the Government intend pushing forward that work this summer. Collections are fair, and the banks are somewhat easier with loans.

The Vancouver *Nous Advertiser* says: "Though in staples trade is fairly steady, business generally is quiet. Collections are very unsatisfactory and all find it hard to get money in. There has been one failure during the week, which was undoubtedly the result of the present depression. Wholesale business is still quiet, and the volume of trade has not been very large during the last week. Prices on the whole continue steady and there is but little to note."

#### DRY GOODS.

The Toronto *Empire* says: "Local jobbing houses report that travellers are sending in about as many placing orders for spring goods as in previous seasons, but that the quantities ordered are smaller than in former years. It has been held by some that the lighter placing orders indicates a light season's business, the line of argument taken being that if a retailer does not buy liberally at the beginning of the season, a lack of purchasing power is indicated, and that only in unusual instances does his ability to buy

increase as the season advances. This view, however, is not generally held. Other jobbers say that the unusual conditions prevailing just now must be taken into account, and if so, it will be apparent that the lighter placing orders are due to hesitancy rather than inability to purchase. The pending revision of the tariff has without doubt, as noted in this column last week, caused all branches of the trade to proceed cautiously. The wholesale trade especially is disinclined to enter into new engagements on any large scale, and the retail trade appear to be proceeding on the same line. The trade as a whole, however, is not suffering from this curtailment. The consumer will buy none the less if stocks on retail shelves are comparatively light at the opening of the spring season, and with present facilities for repeating it is an easy matter to enlarge stocks, both in the hands of retailers and wholesale houses, should the demand from consumers require it. The consolatory feature is that the absence of speculation reduces the probability of bad debts, and this, of course, is a very important matter. As usual at this season importations are coming to hand freely and forward orders are being filled. Business is coming almost entirely through travellers, house buying not having begun to any extent. A few buyers, however, have been about, and in addition to placing spring orders have done some desultory sorting. Prices remain steady for all staple lines. Payments are rather slow."

#### GROCERIES AND PROVISIONS.

There is very little fine Eastern creamery on the market and stocks are being held firm at 30c, to which figure prices were advanced last Friday. It is not probable that stocks of Eastern creamery will be replenished for the declining butter market in California now makes that the most profitable market in which to purchase. There has been a drop in the price of sugar since our last review. The B. C. Sugar Refinery lowered their prices all round 2c, making the current figure for dry granulated 4 1/2c. R. P. Rithet & Co., Ltd., met this price and quoted 1 1/2c for Hong Kong granulated. Last week we reported a decline of 1c, so that prices have been lowered 1/2c per lb. during the last two weeks. Canadian meats are reported cheaper but the American market is unchanged.

The Montreal *Trade Bulletin* says: "Butter receipts during the past were 2,369 pkgs., against 1,857 pkgs., for the week previous. Receipts have been a little more liberal during the week, and as the demand has slackened off somewhat, owing to the recent advance in prices quoted by us last week, the market is not quite as firm and bullish as it was. Advices from Toronto state that supplies there are heavy, and the surplus stock sent here from that market is not working off as quickly as it might do. It is said that other shipments from England are on the way to Canada. If this be the case, we shall soon have sufficient to supply all wants at easier prices. We quote: Creamery, early made, 23c to 23 1/2c per lb., Creamery, late made, 24c to 25c. For single tubs of selected, 1c per lb. may be added to the above. Receipts of roll

butter have been heavier during the past week, and under a good demand, there has been more doing in rolls than in packed at 20c to 21c. Receipts of cheese during the past week were 211 boxes, against 1,751 boxes for the week previous. Considerable cheese has gone forward recently to England, and if the export movement continues at the present ratio, Canada will be drained of nearly all her stock next month. English buyers are operating on the basis of 11 1/2c to 11 3/4c, with fancy Septembers held firmly at 11 3/4c. It is estimated that 55,000 to 60,000 boxes covers all the cheese there is in the Dominion to-day, more than half of which is said to be sold for English account, and is waiting orders to ship. Australian cheese has commenced to arrive in England rather earlier than expected, and this may account for the check in the recent advance on the other side; but it is said that quantity will not materially effect the sale of Canadian goods."

#### Jobbers quote:

Valencia raisins.....	per lb	\$ 6 @ \$ 7
Malaga raisins.....	per box	3 00 @ 3 25
Currants (barrels).....	per lb	5 @ 5 1/2
" half bbls.....	per lb	5 @ 6
" (cases).....	per lb	5 1/2 @ 7 1/2
Sultana raisins.....	per lb	8 @ 10
Paragon almonds.....	per lb	14 @ 18
Grenoble walnuts.....	per lb	14 @ 18
Filberts.....	per lb	11 1/2 @ 14

#### Dairy produce is quoted:

Butter—Eastern Creamery, tubs.....	29 @ 30
Manitoba dairy.....	00 @ 00
Cheese—Canadian, lb.....	13 @ 14
California.....	16 @ 18
Eggs, case, per doz.....	00 @ 23

#### Smoked meats and lard are quoted:

Hams.....	13 1/2 @ 14 1/2
Breakfast bacon.....	14 1/2 @ 15
Short rolls.....	10 1/2 @ 11 1/2
Dry Salt, long clear.....	10 1/2 @ 11 1/2
Backs.....	13 1/2 @ 13 1/2
Pure Lard, 20lbs, pails.....	14 @ 14 1/2
" " 10lbs, tins.....	14 1/2 @ 14 1/2
" " 5lbs ".....	14 1/2 @ 15
" " 3lbs ".....	14 1/2 @ 15
Lard Compound, 10 lbs.....	11 1/2 @ 00
" " 20 lbs.....	11 @ 00
" " 5 lbs.....	11 1/2 @ 00
" " 3 lbs.....	11 1/2 @ 00

#### Sugar—Jobber's prices 1/2-barrels and kegs in each case being 1/2c higher:

Dry Granulated (China).....	4 1/2
Extra C, China.....	4 1/2
Australian Granulated.....	4 1/2
Dry Granulated.....	4 1/2
Extra C.....	4 1/2
Fancy Yellow.....	4 1/2
Yellow.....	4 1/2
Golden C.....	4
Cubes.....	5 1/2
Powdered.....	6 1/2
Syrups, per lb.....	3
" 1 gal. tins, American (10).....	5 50
" 1/2 " " (16).....	5 35
" 1 " Vancouver.....	5 50
" 1 1/2 " ".....	7 00

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

Helmet brand sugar cured hams, medium	0 16
" " " heavy	0 15 1/2
" " breakfast bacon	0 16 1/2
Fancy Gold Band hams	0 17 1/2
" " breakfast bacon	0 18 1/2
White Label pure leaf lard, tierces	0 14
" " " 50-lb tins	0 14 1/2
" " " 20-lb "	0 14 1/2
" " " 10-lb "	0 14 1/2
" " " 5-lb "	0 14 1/2
" " " 3-lb "	0 14 1/2
Lard compound (tierces)	0 11 1/2

FLOUR AND FEED.

Prices of flour are reported steady, although it is said that there is a probability of Ogilvie's quotations advancing 10c per bbl. There are, however, no changes to note in flour prices which seems to be about at the lowest notch. Jobbers quote a decline of \$2.50 per ton in bran, and \$2.00 per ton in shorts since last week.

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

Ogilvie's Hungarian.....	\$1 00
" Strong Bakers.....	3 80

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

Premier.....	\$1 00
XXX.....	3 85
Strong Bakers or XX.....	3 45
Superfine.....	3 15

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

Delta.....	\$1 00
Victoria XXX.....	4 00

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 4 25 @ 0 00
Lion, ".....	4 25 @ 0 00
XXX.....	4 25 @ 0 00
Premier, Enderby mills.....	4 35 @ 0 00
XXX, ".....	4 20 @ 0 00
XX, ".....	3 80 @ 0 00
Superfine, ".....	3 50 @ 0 00
Ogilvie's Hungarian.....	4 40 @ 0 00
" Strong Bakers.....	4 25 @ 0 00
H. B. C. Fort Garry Hungarian.....	4 40 @ 0 00
" Strong Bakers.....	4 25 @ 0 00
Oak Lako Patent Hungarian.....	4 40 @ 0 00
" Strong Bakers.....	4 25 @ 0 00
Regina Hungarian.....	4 40 @ 0 00
" Strong Bakers.....	4 25 @ 0 00
Benton County, Oregon.....	3 85 @ 0 00
Portland Roller.....	3 85 @ 0 00
Snowflake.....	3 85 @ 0 00
Wheat, per ton.....	26 00 @ 30 00
Oats.....	30 00 @ 32 50
Oil cake meal.....	42 50 @ 00 00
Chop feed.....	25 00 @ 30 00
Shorts.....	22 50 @ 28 00
Bran.....	20 00 @ 25 00
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 00 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
" " Chop feed.....	23 00 @ 25 00
California oatmeal.....	3 75 @ 0 00
California rolled oats.....	3 75 @ 0 00
Corn, whole..... per ton	37 50 @ 40 00
Cornmeal.....	2 75 @ 3 00
Cornmeal-feed..... per ton	40 00 @ 00 00
Cracked corn.....	40 00 @ 00 00
Hay, per ton.....	18 00 @ 20 00
Straw, per bale.....	1 00 @ 0 00

RICE.

The Victoria Rice Mills quote wholesale:

Japan rice, per ton.....	\$ 75 00 @ 80 00
Best China rice ".....	80 00 @ 100 00
China rice No. 1 ".....	68 00 @ 70 00
Rice flour.....	70 00
Broken rice.....	30 00
Rice Meal.....	17 50

FRUITS AND VEGETABLES.

Prices are generally reported steady. Japanese oranges received ex-ss Mogul sold at 50c, but have since stiffened to 55c. The Chinese bought largely of this fruit for their new year festivities. California oranges promise to be plentiful this year and prices are easy. Until the Japanese oranges are off the market the demand for California will be light. Navels are a little lower than last week, and it is probable that with a more active demand

from the retail trade jobbers' prices will weaken because of the expected large yield. Potatoes are a little firmer in price. Dealers are having trouble at this time in keeping stock from going bad in their hands. Alice & Ault are getting a large consignment of potatoes from the sound which they will sell at \$25 per ton.

Jobbers' quotations for fruits are as follows:—

Oranges—Australian.....	0 00 @ 0 00
California navels.....	3 00 @ 3 25
" seedlings.....	2 50 @ 3 00
Japanese.....	50 @ 60
Lemons—California.....	3 50 @ 4 50
Australian.....	0 00 @ 0 00
Bananas.....	1 25 @ 1 50
Apples..... bxs	1 25 @ 1 35
" Canadian..... bbls	5 75 @ 6 00
Cocoanuts..... per 100	8 00 @ 9 00
Pineapples..... per doz	3 50 @ 4 00

Vegetables are quoted: Potatoes Local..... per ton 22 50 @ 25 00 Onions—Silverskins..... per lb 0 @ 2 1/2

LUMBER.

The Nor. ship Beaconsfield, 1,150 tons, Capt. Bastiansen, has sailed from Vancouver for Cork, U. K., for orders with a cargo of 1,055,411 feet rough lumber valued at \$13,491. The Chilean bark India, 953 tons, Capt. Funke, is now on the way from Valparaiso, and will probably load a return cargo of lumber at the Moodyville Sawmill. The American barkentine Wrestler, 447 tons, sailed from San Francisco, Jan. 26, for this port under charter to Robt. Ward & Co., Ltd.

There are at present one vessel of 397 tons, loading at British Columbia ports for foreign. Am. schr. Pioneer, 397 tons, loading poles for Santa Rosalia.

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

Rough Merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet	\$ 8 00
Deck plank, rough, average length, 35 feet per M	19 00
Dressed T. and G. flooring, per M	15 00
Pickets, rough per M	8 00
Laths, 4 feet 6 in, per M	1 90

The following are the current city prices; quotations are at the mill and subject to the usual discounts: Rough, \$7.50 per M ft; rough clear, \$11; ship lap, \$9 to \$10; flooring and rustic, No. 1, \$16; do., No. 2, \$12; shingles, \$1.50; lath, \$1.50.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending January 27:

NEW VANCOUVER COAL CO. SHIPPING.		
Date.	Vessel and Destination.	Tons.
25.	Tacoma, str., Port Townsend	31
25.	Tyce, str., Port Townsend	36
25.	J. A. Briggs, ship, San Francisco	3,228
27.	Rufus E Wood, bk, San Francisco	2,240
27.	Sea King, San Francisco	2,276
Total.....		7,811

For the week ending Feb. 3:

28.	Wanderer, str., Port Townsend	29
29.	Tyce, str., Port Townsend	59
31.	India, ship, San Francisco	2,021
3.	Crown of England, ss, San Diego	3,150
Total.....		5,559

A. W. Harding, druggist, Kamloops, has assigned.

James Woodland and John T. Edwards, trading under the style of the Kamloops Cattle Co., butchers, at Vancouver, have dissolved partnership and discontinued business.

BUSINESS CHANGES.

Mr. Bolton has opened a sash business at Salmon Arm.

H. E. Keat, grocer, Vancouver, is selling out by auction.

Lillie Lyon, fruits and cigars, Nanaimo, has been sold out by sheriff.

O'Rourke & Jervis, liquors, Vancouver, have dissolved partnership.

William O'Dell, contractor, Nanaimo, has assigned to George Hay.

S. T. Tilley & Co., stationers, Vancouver, contemplate making a change.

Geo. W. Reid, blacksmith, Victoria, has succeeded John McLean, deceased.

Mrs. H. F. Clayton has again opened a grocery and marine store at Esquimalt.

Price & Co's. Cannery and general store at Gardner's Inlet, is advertised for sale.

W. J. Meakin, Merchants' Exchange, Vancouver, has sold out to James O'Rourke.

John Watkins, manufacturers' agent, has opened at Vancouver, as agent for the Auer Light.

Herbert Robertson, barrister and solicitor, has opened an office in Victoria at 41 Langley street.

Ogle, Campbell & Freeman, dry goods, New Westminster, have assigned to Wm. Skeene, of Vancouver.

T. B. Godfrey & Co., hardware, Vancouver, have assigned to R. W. Harris. Creditors meeting February 7.

Dempster & McLaughlin, blacksmiths and carriage makers, Victoria, have dissolved. P. W. Dempster continues.

C. E. Tugwell has opened in Victoria under the style of the Victoria Feed and Produce Co. Thos. Tugwell is manager.

Paul A. C. Armfelt, formerly of Nanaimo, contemplates opening in the book and stationery business in Victoria. Premises have been leased at 62 1/2 Government street.

Mackinnon, Macfarlane & Co., real estate, Vancouver, have dissolved. J. A. Macfarlane has withdrawn. J. M. MacKinnon and E. W. De Beck continue the business under the old style.

SAN FRANCISCO COAL TRADE.

J. W. Harrison, coal and metal broker, San Francisco, reports Feb. 3, as follows: "During the week there have been the following arrivals: From the coast mines, 31,088 tons; from foreign ports, 19,316 tons. The amount at hand this week aggregates 50,404 tons, the largest amount in one week for over a year. The Scotch, English and Australian were wanted, as the quantity of each of these here on hand was very light. There is no change to note in values; English and Welsh are held at such high figures at ports of shipment, that sales have become almost prohibitory. Very free engagements are being made in Australia for future delivery at quotations a little below last week's asking prices. The Wilson Bill advocating the placing of bituminous coal on the 'free list,' has passed the House by sixty-four majority. I regret to see that four of our California representatives have proved recreant to their trust by opposing it. When they loom up again (they invariably do) for re-election, they will be reminded very forcibly by their former constituents that our manufacturing interests were overlooked by them."

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## AVOID FORCING CUSTOMERS.

It is a recognized truism that it requires no effort to serve customers with goods that are called for, but that the ability of the salesman is shown when he makes a sale of goods which the customer did not call for. This is accomplished by different men by different methods. To remind customers of goods just received or call their attention to new brands is one of the legitimate methods of catering to your trade; but to force a customer to purchase just because place and circumstances gives the salesman an advantage will in our opinion result in no permanent advantage to the proprietor of an establishment where such practices are permitted, but will invariably cause intending purchasers of goods to keep out of that store after their first experience.

The clerk who leaves the impression that he really regards the interest of the buyer as well as the employer is the one who is the most popular, and therefore the most sure to advance his own as well as his employer's interests. This feeling must have its foundation in a hearty good will for all, as the mere affectation of the spirit is easily discerned and not held in much esteem. You perhaps remember how it was with you when you first began to buy clothing on your own hook, and the salesman persuaded you into taking something that he was anxious to sell, rather than anything that was at all suitable for you. How you hated that coat as long as it existed, and maybe held a little of the same sentiment toward the seller.

Quite frequently it may require a little self-denial to enter into the spirit of some poor woman who needs the assistance of the salesman so as to purchase most advantageously with the scant capital at her command. Imprudence in outlay may mean suffering to those depending upon her, as foolish speculation often does to men of large means. Show your goods and state their superiority over other brands, but leave the choice of purchasing to the buyer. Let him feel that you are there to assist him rather than force him, and you have obtained his good will, which is of more value than the profit you might have made at the time. Make people feel confident that you are exercising your knowledge of trade to the advantage of your patrons as well as in your own behalf. At all times avoid forcing goods on customers, which they do not need. Do this and your patrons will always have confidence in you, and the longer you continue in business the more customers you will have.—*Retail Grocers' Journal.*

J. & A. McMillan, St. John, N. B., the oldest printing and publishing firm in the maritime provinces, have made an assignment.

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Chartered Accountant and Auditor,

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—AND—

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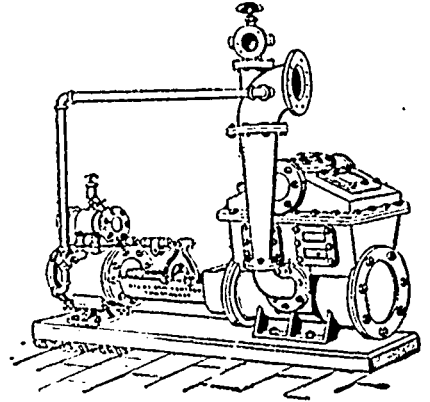
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The Great West Life Assurance Co., Winnipeg and Victoria.  
The Royal Canadian Packing Co., Claxton, Skeena River, "Globe Brand of Salmon."  
The Steveston Canning Co., Steveston, Fraser River, "Lighthouse Brand of Salmon."

**64 YATES ST., VICTORIA.****SAN FRANCISCO COAL TRADE.**

J. W. Harrison, coal and metal broker San Francisco, reports Jan. 27, as follows: "During the week there have been the following arrivals: From the coast mines, 11,350 tons; from foreign ports, 1,896. Trade with the wholesale dealers has been very brisk this month, especially for domestic uses, which leaves a larger margin of profit than the general trade. There is not much disposition to buy in advance of absolute requirements, although importers have been making free engagements in Australia for future delivery, and paying full freight rates from that section. The very low prices named for coal there, makes it a very seductive point from which to draw our supplies, as English values still remain high, and will command full figures for several months to come. It is gratifying to know that bituminous coal will be voted by Congress, by a very large majority, to be placed on the free list; this is the first move in the right direction, and the Senate will not dare to controvert the wishes of the people where this special article is concerned."

**INVENTORS' RECORD.**

The following list of United States patents, granted to Canadian inventors, Jan. 2, 1891, is reported expressly for THE COMMERCIAL JOURNAL by James Sangster, solicitor of patents, Buffalo, N. Y.:

Joseph S. Bennett, Winnipeg, box or drawer.  
Walter H. Avis, Toronto, wire-covering machine.  
Romaine Callender, Brantford, electric circuit controller.  
Romaine Callender, Brantford, telephone exchange system.  
Felix L. Decarie, Montreal, lead pipe coupling.  
Edward M. Dennis, Walkerville, automatic hinge for school seats.  
William O. Gotwals, Ottawa, letter and bill file.  
Margaret Killen, Halifax, fire escape.  
Woodburn Langmuir, Toronto, rubber tire.  
Joseph Ledoux, Montreal, carriage axle.  
George W. Mallory, Guilds, door check.  
Daniel Maus, Toronto, machine for sewing looped fabrics.  
Duncan Macdonald, North River, Cape North, anchor.  
Harry Cooper, Toronto, wrench.

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**MINES, MINERAL PRODUCTS**

William B. Cowan, Guelph, triturating and emulsifying machine.

Total issue, 576.

The following is the list of U. S. patents granted to Canadian inventors January 9, 1891:

Selden S. Casey, H. M. Kay and H. A. Stringer, London, grip wire fence tool.

Isaac Lehman, Ashcroft, tire setter.

William Ross, Montreal, portable and variable shafting for drilling machine.

Terence Sparham, Brockville, boiler covering.

George H. Waring and O. B. White, St. John, steam engine.

Total issue, 153.

The following list of U. S. patents to Canadian inventors, January 16, 1891:

Thomas Davidson, Mount Brydges, ore-concentrating or mineral saving machine.

Frederick J. Hazard, Toronto, bath-tub.  
Frank D. Howard, Montreal, machine for compressing pulp.

John Sharpe, Toronto, time-stamp.

William A. Warman, Moncton, dust guard and oil saver for car axles.

Theodore White, Chilliwack, puttying-tool.

The Kingston & Penbrooke Railway company have reduced the wages of their employes.

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VICTORIA, TUESDAY, FEBRUARY 6, 1891.

## CIVIC REDUCTIONS.

There have been those who in the city of Toronto have been advocating, as some people here have contended for, reductions in civic salaries. In the Mainland cities, too, they have actually pursued the policy of retrenchment; but it would appear that there has not been a wise discretion exercised in some directions. Most of us believe—not that the most efficient public officials, municipal and provincial alike get too much; but that there are too many understrappers in receipt of comparatively meagre salaries, whose only merit is that they had friends of influence sufficient to secure them an appointment. In fact in many particulars they are if anything ornamental rather than useful adjuncts. It would appear that in almost every particular where the public is the direct paymaster the offices are overcrowded, or rather that there are officers whose services might readily be dispensed with and whose abolition would enable good servants to be better paid if even a little additional service were to be devolved upon them. The tendency of the reductions that many so called reformers attempt to carry out is unjust in treating alike the meritorious and the undeserving and unwise since it risks the loss of valuable men. A contemporary commenting on this subject from the point of view of the city of Toronto, says: "The best reform would be to make the heads of departments responsible for their staff, with power to prevent scheming aldermen increasing the number of employes beyond the actual needs of the service."

## THE CANADIAN TARIFF.

About twenty years ago the Liberal party got into power in Canada not on the merits of any policy which they had propounded, but on the wave of a scandal which they took at the flood, but which at the ebbs was the means of stranding them on their own policy and on their own pretensions. When they attained power there was existing a certain amount of industrial depression arising from the fact of the Dominion having been made a slaughter market for American surplus products. The Government were urged by many of those who had been their strongest supporters to do something to prevent the continuance of this depression, by giving to their revenue tariff a certain amount of protective tendency. Indeed it is understood that Sir Richard Cartwright was himself prepared to outline a tariff in that sense, but the uncom-

promising free traders of the school of Hon. George Brown were too many for him and at the last moment he it is said, changed his tune. After he had made his revised and amended deliverance Mr. Dymond, member for North York and at the same time member for the *Globe*, rose in his place and thanked God that the Liberal party had practically nailed their colors to the mast of Free Trade, by which they were prepared to stand or fall. They fell, having declared themselves to be "flies on the wheel," unable to do anything, four years' experience of them having convinced the people that the propounder of a truly national policy were the men whom the country required to be at the head of affairs.

With the return to power of Sir John Macdonald it is little exaggeration to say that the industries of the country grew by leaps and bounds and the faith of Canadians as a rule is still strong in protection, although the Liberal party have by a variety of devices sought to lead them away from it. Some individuals may think that there has been a little too much of it, and that too many things have been protected, but the people still believe in its efficacy in building up and maintaining home industries. In order to ascertain how far what has been fittingly described as the Canadian National Policy is answering the ends for which it was designed, certain members of the administration have personally travelled all over the country and taken the sense of all who had anything to offer for their consideration. On the strength of this the *Globe* again took up its parable, Free Trade, and has continued to speak for months past on this particular theme. The other day it was moved to say: "A protective tariff has but one destiny—abolition. Its most ardent supporters do not claim for it a life of perpetuity." The *Globe* is right in its remark, but such apparently was not the opinion of the member for the *Globe* when speaking of Free Trade, twenty years ago. His own electors did not endorse his sentiments, intensely Grit as was the constituency in which he secured a return. He found refuge in a blind asylum, of which he was made the manager, his Free Trade being found too much at any rate for the time being for the paper with which he was connected.

But now the *Globe* is at it again with its Sir Oracle declarations. It may rest assured, however, that, as was shown at the last elections, when it and its friends endeavored to make the people of Canada swallow the gilded pill of unrestricted reciprocity, with the Dominion tariff regulated at Washington, it is yet too soon to talk of the abolition of a protective tariff. As matters are now the world over, the only free trade that is possible is what Sir John Macdonald so fittingly described as of the jug handled sort. Anything like free trade for Canada which the *Globe* must mean, unless it is dealing in abstract essays only, the admission into Canada free of duty of the products of every country under the sun and the exclusion of her goods save on the payment of high duties from every market except that of Great Britain, which judging from the tone of the deliverances of many prominent men and

influential papers will soon materially modify its free fiscal arrangements. We may add that of all the provinces of Canada the one that would be the most benefitted by free trade is that of British Columbia, but about all we want is a modification of the present national policy to meet the conditions created by our special conditions,—our distance and comparative isolation from the rest of the Dominion.

## FIRE INSURANCE.

There has recently been organized in Winnipeg, under the auspices of the wholesale trade, what is called the Merchants' Mutual Fire Insurance Company. It is a purely mutual affair, its stated object being to encourage merchants to protect themselves by insurance and to supply insurance at cost. There is no cash capital but instead a guarantee fund of over \$20,000 has been subscribed by the wholesale merchants of Winnipeg, to be drawn upon in case of expenses and losses in excess of income from premiums. It is proposed that policies shall be issued at the same rates as the regular companies, but only 60 per cent. of the premium is to be paid in cash, the balance to be secured by note not to be collected unless the cash premium proves to be insufficient to cover losses during the time the policy is in effect. The amount of risk on any stock of goods is limited to \$3,000, and there are to be no expenses in securing business, insignificant office expenditures constituting the entire ordinary outlay.

The scattered character of the risks will, it is expected, tend to restrict losses as much as is possible, there being but little danger of widely extended conflagrations. The experiment may prove to be a success but experience elsewhere has shown both favorable and unfortunate results. One thing is certain that storekeepers, indeed all other people ought to be insured and the fact of the amount of the premium payable being largely dependent on the care exercised by the insurer will tend to make him do his share towards preventing loss, there being little possibility of him personally benefitting by any loss that might happen, the merchants with whom he deals being practically his underwriters.

## BEHRING SEA REGULATIONS.

The question of the patrol of Behring Sea and the waters protected under the regulations is one that is materially exercising the United States Naval Department, according to whose recognized organ, the *Journal*, the area within which it is forbidden to hunt seals this season is fully eight times as large as Behring Sea proper. The thirty-fifth degree of latitude, the paper says, strikes the Pacific about 200 miles to the south of San Francisco and crosses the 180th meridian nearly 4,000 miles west. The western boundary of this expanse of ocean lies along the 180th meridian, and extends from the thirty-fifth parallel northwards 3,800 miles. The patrol fleet will be much larger, it is said, than that of last year, and will probably be under command of Captain Coffin, of the *Charleston*.

## MINERAL OWNERSHIP.

The question of the ownership of the precious metals on the lands granted to the Esquimalt and Nanaimo Railway Company, was up before the Supreme Court on Saturday, being brought up by the parties on a case stated. The issue is a most important one as it may mean either the locking up of the vast deposits of precious metals which are believed to exist on the Island, or their opening up to speedy and legitimate development. The court, however, declined to interfere holding that as there could be no appeal from any opinion given by the court on this question and that it would be better to allow the issue to arise in the shape of litigation between the parties. The judges were manifestly of the opinion that there could be no appeal to the Supreme Court of Canada from any opinion expressed by them, since it was only a decision and not an opinion that could be appealed.

## BY DAY'S LABOR.

Apropos to the continued advocacy in these columns of endeavours being made in connection with public works to have them carried out as far as possible by day's labor, we observe that a proposal in the right direction has been made by Ald. Keith Wilson, of this city, in introducing a by-law in the city council to authorize a loan of \$100,000, for sewerage purposes he said: "Personally, I am opposed to large contracts. Small contracts can be more easily handled. They save extravagance and needless waste, and, moreover, have the advantage of giving employment to our own people, as any one who is used to such work can take a contract of, say, one or two blocks, and do the work as cheaply as a large contractor would care to handle such business. As a matter of fact, large contractors sub-let most of the work and quietly sit around until pay time comes, when they pocket a sum that they practically never earned."

The cogency of these remarks is especially noteworthy at this time when we have so many people among us who have no work to do. Fortunately the public and the corporation have come to the rescue and have found some occupation for many of the unemployed, though at a reduced rate of remuneration. Some people have, in connection with these works, which otherwise might have been indefinitely postponed as not being in any immediate hurry, unfortunately and thoughtlessly raised the cry of trading upon the poor man's necessities. This has not been the case, for many individuals who began at the low figure of \$1 per day have been generously paid a more remunerative sum. In any event, however, there are many among us who gladly recognize that a half loaf is better than no bread.

We trust, however, that in view of present exigencies, although we do not regard them as charitable organizations, the Government and the corporation will see their way clear to look a little to the future and begin at once some of the many improvements whose accomplishment any one

must see cannot be very long delayed. In many respects we are considerably behind other communities similarly situated. Is not, we ask, the occasion a fitting one to endeavor to make up for lost time?

## CANADIAN CATTLE TRADE.

It is worthy of remark that Mr. Hon. A. J. Mundella, president of the British Board of Trade has resolved to put a stop to the practice on the part of the London butchers of selling beef imported from the United States as "best Scotch," and through which false representation they have secured a higher price for the commodity than would otherwise be possible. Leading butchers have been guilty of this practice the fraudulent beef having found its way to the tables of the first families. Mr. Mundella has announced that he will prosecute under the Merchandise Marks Act of 1887 any offenders in this way. It is further worthy of note that in Smithfield market American beef has reached the lowest price on record, choice cuts bringing but eight cents a pound. In this connection it is worthy of remark that according to a recent report from Ottawa the Minister of Commerce has informed a deputation of cattle dealers who desired to know if the Government would admit American live cattle into Canada for export from Montreal, if a strict inspection was had at the boundary, that there was still hope that the embargo in Great Britain on Canadian cattle would be removed and that the admission of cattle into Canada would destroy this hope. Cattle men say the outlook for trade the coming season is very gloomy.

## DAIRY DEVELOPMENT.

It must be a source of considerable satisfaction to not a few of our readers to hear that an agitation is commencing looking to the establishment of a creamery at or near Comox. It is said that within a radius of three and a-half miles of that point there are kept not less than 300 cows, the butter made from which by the individual farmers is hard to sell, the local storekeepers saying that they can handle to much greater advantage the higher-priced Eastern creamery product. No one who has had any acquaintance with the miserable article, scarcely worth the name of grease, which many farmers attempt to foist upon country storekeepers under the threat of withdrawing their custom, can blame the latter for their carelessness about handling the article produced in many dairies. Possibly the country merchant has had similar experiences in Comox, and therefore he is inclined to reject the article offered him by his neighbors. Personal experience leads us to sympathize with him in his relations with those who try to compel him to buy what is neither butter nor cheese, and we are glad to notice that there is at least some talk of establishing a creamery.

This one of those business enterprises in which, though there is some sense of hard times, there is a prospect of money being made by the man who knows enough and has pluck enough to make the ven-

ture. There are numbers of other places on the Island as well as Mainland much nearer to the centres of consumption than Comox where it would pay to establish cheese factories and creameries, and they would be one means of keeping in the province large sums of money which so far those whom one would have expected to take action have been too shiftless to attempt to attract. Meantime, British Columbia gets its cheese and its butter from Ontario and the United States and allows thousands of dollars to be taken away just as effectually as if Chinamen were the instruments of its exportation.

## EDITORIAL COMMENT.

It is satisfactory to learn upon what is said to be good authority that although it was supposed last year that Vancouver had been overbuilt, there are at present but few desirable houses to let.

It is remarked in latest advices from Australia that confidence is now almost fully restored, which is emphasized by the fact that no necessity now exists for the extension of the provisions of the Bank Issue Act of 1893.

The Bay of Quinte Canning Co. is preparing a consignment of Canadian fruits and vegetables for the Australian market. Mr. Boulter, the father of Canadian canned goods, evidently believes in the usefulness of the Antipodes as an outlet for Canadian trade, and expects to realize handsomely on his venture.

The world's crop of rubber is about 70,000,000 lbs. The present price of Para rubber is considered by an American authority as neither too high nor too low as it stands in New York, 70c for fine. The revolution in Brazil threatens the peace of Para, an important port for export of India rubber, and if this should occur a sharp advance may take place in stocks.

Not only is British Columbia salmon known and appreciated the world over, but it is now announced that so favorably was a sample shipment of halibut received in New York that I. J. Robinson, the leading man in the trade, has written to a well-known gentleman in Vancouver: "Keep us posted on the halibut question in British Columbia. It is only a question of time my establishing a company in your province."

With a view to protecting themselves against bad debts, the Montreal Grocers Association has resolved to ask each member to prepare a list of his doubtful accounts and hand it to the secretary, who will keep a correct record for future reference open for all members of the association. The object is protection against bad debts. It was also resolved to ask the Dominion Government to amend the law so as to allow the salaries of civil service employes to become seizable for just debt.

## COMMERCIAL SUMMARY.

Mr. J. K. Campbell has just forwarded to Victoria samples of excellent fire brick, made at Union, where large fire clay deposits are found near the coal seams.

Jabez Spencer Balfour, the wrecker of the Liberator Building Society in London, who fled to South America, has been arrested after a chase and will be taken back to England.

Two judgments, aggregating \$82,428, have been entered against the Industrial and Mining Guaranty Company, New York, of which H. H. Warner, of Rochester, was president.

Judge Glynn has sentenced M. H. Smith, president of the Bank of Stirling, Colorado, to three years in the penitentiary for receiving money on deposit after the bank had become insolvent.

The failure of Andrew Somerville, registrar of the county of Huntingdon, who kept a private banking institution, shows liabilities amounting to \$165,000, with assets of the nominal value of \$181,000.

The Dominion Government will entertain proposals for a fast Atlantic service on a basis of a subsidy of \$750,000 per year instead of \$500,000, as at present provided by the statute. Parliament will be asked to sanction the increase.

Very large numbers of hop poles are being made under contract, for supply to the Earl of Aberdeen and Mr. Price Ellison. It is thus argued, that the acreage under hops this year, will be considerably enlarged in the Okanagan district.

Modern appliances for extracting gold have recently been set up at Mount Ophir, whence Solomon brought a vast amount of gold for his famous temple. The crude appliances of those elder days left much gold in the tailings and it is now claimed that a mining company has recently taken \$50,000 from Solomon's old dump.

The two leading tobacco manufacturers of Canada, Messrs. Macdonald, of Montreal, and Tuckett, of Hamilton, have issued new price lists, showing considerable reductions. Black tobaccos will now be sold at 3c to 3½c per pound under previous quotations, and Brights from ½c to 8c per pound lower. The terms remain as heretofore, jobbers being allowed a discount off for cash.

"It is very easy to find out the speed of a railway train when you are travelling on a double tracked road," said a passenger in the smoking car. "If you are curious about it hereafter just look at the inside of the outer rail on the opposite track for a minute or two until you find that you can distinguish where one rail joins the other. Then count the joints, and as many rails as you pass in twenty-one seconds is the number of miles your train is travelling an hour."

An electric motor attachment has been applied to the Gatling gun, which promises not only to more than double the destructive capabilities of that particular machine, but to effect a great advance in the efficiency of all machine guns. The motor is detachable, is of one-horse power, is very small, weighing but a

trifle over fifty pounds, and is placed in the breech of the gun, amply protected. The motor increases the present rate of firing 1,200 a minute, to more than 3,000 shots a minute.

The uninformed would often mistake the cheapest amber when made up into commercial forms for the most expensive. Many long and beautifully clear pipe stems are made from amber chips, the waste product of amber-carving. These are melted and moulded into shapes that are seldom or never seen in the costly carved amber. These moulded amber articles are extremely durable, and it is difficult to see why they should not be esteemed by practical persons as valuable as carved amber.

The Indian Government has obtained permission from Parliament to raise £10,000,000 for the payment of its gold debts, because the stock of silver it holds can only be exchanged at an immense loss. The expedient is necessary, because the Indian Council cannot sell its bills at anything like a reasonable price. But it is not expedient that it should be commended, for it is founded on the assumption that silver will rise before the time comes for repayment, and it looks very much like "holding on for a rise," after the fashion of merchants who establish corners. The truth is that the financial policy of the Indian Government from a period long before the closing of the mints needs enquiry; and while a favor like the present may be granted readily enough, it is a favor that will not bear repetition, an experiment which may end in heavy loss, unless the rupee take an upward turn.

The fire losses of the United States the past year have been frightful. Their amount is not far from \$200,000,000, or nearly double the amount reached three years ago, when they were then almost unprecedented. If this destruction goes on, the time must come when fire insurance companies will either be so near bankruptcy that they can undertake no more business or they will be obliged to charge such exorbitant premiums that the property to be insured will not bear it. The losses will either eat up the profits, or products of all kinds will increase in price. Should this time arrive, there can be but one remedy, and that is to build fireproof structures, then prevent the accumulation of inflammable material, and then keep the strictest watch upon the building and the contents. All or any of these remedies will, of course, add to the expense of business, and must ultimately come out of the pockets of the consuming public.

## INSOLVENTS' DISCHARGES.

The question of granting discharges to insolvents is one which finds favor in some quarters, while it is opposed in others. The draft bill submitted by the Hon. Mr. Foster for the consideration of the different boards of trade, or rather for that of the joint committee appointed by those boards, contains such a provision, and applies to those who have failed to obtain from their creditors such a discharge within one year from the

date of insolvency. It allows application to be made by petition to the court, and the court, in the absence of opposition, is empowered to grant such discharge. The question of discharge is one which has heretofore given rise to much and serious discussion. As we have seen, changes have been made from time to time in the Act formerly in force affecting this very subject, and the granting of the discharge was made subject to the payment of a specified dividend. We have always contended, and we still contend, that the question of an insolvent's discharge should rest with his creditors,—that is, with the men who have trusted him with their goods and have only received partial payment. This, we believe, is the prevailing opinion held by business men. Creditors know how their debtor has acted, and are, as a general rule, disposed to leniency. It may sometimes happen that one or two of these creditors are more exacting than the others. These men are not satisfied to take all that their debtor has but they insist upon having the full amount due. In cases where the debtor has acted honestly creditors, as a rule, will agree to a discharge, but if they should perchance refuse it, their reasons for doing so would no doubt be good and sufficient. In order that the views of the majority of the creditors may not be nullified by the opposition of one or two exacting individuals, provision should be made to give effect to the decision of the majority in order that a deserving man may not be made to suffer. In the case of a debtor, a majority of whose creditors refuse to consent to his discharge, the law should not furnish the means of escape from the effect of his wrongdoings which have influenced his creditors, and unless gross and apparent hardship be made apparent, such debtor should not be enabled to put his creditors at defiance and be put in a position to start afresh and renew his depredations upon business men. It will no doubt be said, "such a man will not be trusted again," but while his dissatisfied creditors may refuse to be bitten a second time, others may be tempted to give him a trial and meet with a similar result. It is urged that to refuse a discharge to such a man is a hardship; but, whatever the hardship he may suffer, it is one of his own creation. Other traders have to be considered and protected. Why should they be expected to pay one hundred cents on the dollar when less self-denying competitors are allowed to escape with less than fifty cents on the dollar. It is in the interest of the honest, self-denying, economical trader that discharges should be surrounded with such safeguards as will make the Insolvency Act a terror to evil-doers.—*The Shareholder.*

John N. Bue's biscuit factory at Brockville has been badly gutted by fire. Much stock was destroyed and machinery damaged.

The gold balance in the U. S. Treasury has sunk to \$65,000,000. The loss during January was \$15,000,000. Expenditures for the first seven months of the current fiscal year exceeded the receipts by \$46,000,000.

# COAL. COAL. COAL.

## The New Vancouver Coal Mining and Land Company, Ltd.

(FORMERLY THE VANCOUVER COAL CO.)

ARE THE LARGEST COAL PRODUCERS ON THE PACIFIC COAST.

### THE NANAIMO COAL.

(Used principally for Gas and Domestic Purposes.)

### THE SOUTH FIELD COAL

(Steam Fuel.)

## THE : NEW : WELLINGTON : COAL.

(House and Steam Coal.)

ARE MINED BY THIS COMPANY ONLY.

#### THE "NANAIMO" COAL

contains a large percentage of Gas, a high illuminating power unequalled by any other Bituminous Gas Coals in the world, and a superior quality of Coke.

#### THE "SOUTH FIELD" COAL

now used by all the leading Steamship Lines on the Pacific.

#### THE "NEW WELLINGTON" COAL

Which was introduced early in the present year, has already become the favorite fuel for domestic purposes. It is a clean, hard coal, makes a bright and cheerful fire, and its lasting qualities make it the most economical fuel in the market. The several Mines of the Company are connected with their Wharves at Nanaimo and Departure Bay, where ships of the largest tonnage are loaded at all stages of the tide. Special dispatch is given to Mail and Ocean Steamers.

**SAMUEL M. ROBINS, Superintendent.**

#### STORE EXPENSES.

There is a wide difference among our retailers in regard to the relation of their expenses to their gross profits of business. This is the most important factor in any man's business. Let him have control of his expenses, and he has the key to success.

Through a false sense of dignity, some merchants delegate the control of the details of their business to a head clerk, who is supposed to have interest enough in the business to look with great care after the little things, but who seldom does. No, the merchant who has made the biggest success of his business, has taken off his own coat, rolled up his own shirt sleeves, and has worked early and late looking after every detail. In this way he has kept himself familiar with his business first-handed. He has been on hand always to arrest unnecessary waste, such as leakage or damage in goods. He has saved unnecessary ex-

pense in the use of light and heat. His tools and store utensils have lasted longer. He has made the old broom, as well as the new, sweep clean in more senses than one. He has an intimate knowledge of just where each speck of dirt in his store was—and would still have been had he not seen it removed under his personal direction. He recollects vividly, just how his new office boy slammed the door, endangering the glass, and how, in dusting the office desk, he swept the ink stands on the floor, all of which would have been continued had he not been on the spot with the proper admonition. The bookkeeper can always use the old pen a little longer, and a gross of pens last longer when the "boss" had to be asked to buy them.

It may seem small business for a merchant to attend so carefully to little details, but experience has shown that it is necessary. Carelessness in the slightest detail, establishes a precedent for future wasting; it opens a leak which grows larger and larger. But there is a vast

difference between being careful and parsimonious. A merchant would be doing a careful and commendable act in stopping a leakage in his oil barrel, by which he saved a gallon from absolute waste. But he would be doing an act of liberality were he to use that gallon in giving a little extra full measure to each gallon sold from the barrel, and a parsimonious act were he to save a gallon by giving scant measure. There is a great difference between legitimate saving and parsimony. The one is the duty of every merchant, while the other is to be condemned by all fair-minded men.

There is also a difference between making and saving. We have seen men straightening out the nails drawn from packing boxes that they might be used again, while customers were in their store to be served. There is too much saving in this kind for any sort of making. A merchant will do better to throw his crooked nails in the street. Economy not guided by common sense is lost.

# THE COMMERCIAL JOURNAL'S SHIPPING LIST.

## BRITISH COLUMBIA SALMON FLEET 1893.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Routenbeck	400	Russell	October 29	Victoria	Liverpool	38,800	\$201,875	
Ger ship	Sirene	1137	Saurenlech	October 19	Victoria	London	56,538	282,790	
Br ss	Grandholm	574	Masson	October 19	Victoria	Liverpool	31,707	158,535	January 13
Br bark	Jessie Stowe	615	Blanche	October 14	New Westminster	Liverpool	30,000	137,112	
Br bark	Ladstock	816	Williams	October 19	New Westminster	Liverpool	35,773	178,865	
Br bark	Formosa	915	Kain	November 18	Victoria	London	38,124	191,880	
Br bark	City of Carlisle	823	Hughes	November 18	Victoria	Liverpool	37,381	185,905	
Br ship	Candida	1222	Kee	December 22	Victoria	Liverpool	50,318	249,523	
Br bark	Harold	1397	King	January 18	New Westminster	Liverpool	61,091	321,511	
Br bark	Primeria	397	Gardner	December 17	Victoria	London	24,666	123,350	

A Other cargo value \$1,346.

## B. C. LUMBER FLEET, 1893.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster	Sydney	896,938	7,811	March 21	owners ac
Br bark	Mark Curry	1256	Laswell	Jan. 4	Vancouver	Plymouth	923,058	9,882	May 20	52s 6d
Nor. bark	Fritzoe	1078	Rolfson	Jan. 10	Vancouver	Callao	879,260	8,031	March 3	36s 3d
Am. bark	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso	832,657	7,077	April 27	37s 6d
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	836,663	15,537	June 23	Private
Chil. bark	India	953	Funke	Jan. 14	Moodyville	Valparaiso	748,782	7,169	March 30	owners ac
Br bktn.	Bittern	320	Stronach	Jan. 29	Vancouver	Fremantle, Au	302,950	4,201	May 16	owners ac
Ger. ship	Katharine	1630	Spille	Feb. 7	Moodyville	Iquiqui	1,328,979	14,058	May 6	35s
Br. ship.	County of Yarmouth	2151	Swanson	March 23	Vancouver	Cork	1,628,530	17,500	July 27	50s
Chil. ship	Hindustan	1312	Welch	March 6	Moodyville	Valparaiso	1,196,826	10,212	July 11	owners ac
Am. bark	Sennole	1139	Weeden	March 19	Moodyville	Santa Rosalia	1,040,913	7,968	April	Private
Am. ship.	Ivy	1181	Lovell	April 22	Vancouver	Wilmington	791,911	10,497	Aug. 28	Private
Br bark	Assel	735	Gilmour	March 6	Moodyville	Antofagasta	631,165	6,577	June 23	35s
Br. ship.	Natuna	1106	Gray	April 29	Vancouver	Port Pirie	964,868	7,718	Sept. 22	42s 6d
Am. bark	Harry Morse	1313	Hughes	April 19	Moodyville	Shanghai	928,219	8,900	July 18	45s
Haw. bark	John Ema	2600	Schmauer	June 2	Cowichan	Port Pirie	2,580,797	19,500	Aug. 7	40s
Br bark	Blairhoyle	1201	Gray	June 1	Vancouver	Sydney	913,685	7,694	Aug. 16	31s 3d
Br bark	Mary Low	813	Robertson	May 21	Vancouver	Pisagua	663,000	5,296	Aug. 26	35s
Nor. bark	Sjgurid	1530	Anse	May 21	Vancouver	Port Pirie	1,426,001	10,638	Aug. 31	40s
Chil. ship	Atacama	1245	Caballero	May 13	Moodyville	Valparaiso	967,361	7,762	Aug. 19	owners ac
Br bark	Wythop	1248	Edwards	May 26	Vancouver	Sydney	1,019,667	8,365	Aug. 15	31s 3d
Br ship	Gryfe	1020	Roberts	June 25	Vancouver	Antwerp	786,228	11,790	Nov. 29	50s
Ger bark	Heinrich	323	Henne	June 7	Vancouver	Holland	577,537	4,908	Oct. 4	55s
Br bark	Doehra	495	McJarrow	June 26	Vancouver	Adelaide	749,234	5,920	Sept. 16	38s 9d
Br ship	Kinkora	1730	Lawton	July 29	Vancouver	Callao	1,436,128	12,465	Oct. 29	30s
Am schr.	Carrier Dove	672	Brandt	Aug. 7	Cowichan	Adelaide	886,989	7,982	Oct. 14	38s
Am bark	Sennole	1139	Weeden	Aug. 1	Moodyville	Santa Rosalia	1,045,008	7,896	Aug	Private
Am schr.	Puritan	484	Warner	Aug. 4	Moodyville	Tientsin	725,954	8,625	Sept.	55s
Am bark	Sonoma	928	Anderson	Aug. 16	Vancouver	Iquiqui	811,183	9,289	Nov. 2	30s
Br ship	Ganford	2108	Wier	Sept. 6	Vancouver	Port Pirie	1,974,650	12,831	Dec. 8	37s 6d
Am ship	Wm. H. Starbuck	1272	Reynolds	Sept. 1	Vancouver	London	921,551	10,300	Jan 20	52s 6d
Nor. bark	Fortuna	1332	Mikkelsen	Aug. 23	Vancouver	Port Pirie	1,287,132	10,288		36s 3d
Br bark	Gainsborough	785	McPhail	Sept. 7	Moodyville	Valparaiso	732,153	5,524		38s 9d
Chil. bark	India	953	Funke	Sept. 10	Moodyville	Valparaiso	739,267	7,000		owners ac
Chil. bark	Elisa	315	Harken	Sept. 2	Moodyville	Antofagasta	577,204	6,000		owners ac
Am schr.	King Cyrus	607	Christiansen	Sept. 12	Cowichan	Port Pirie	911,716	5,916	Nov. 28	37s 6d
Am bktn.	Chas. F. Crocker	813	Lund	Sept. 29	Vancouver	Santa Rosalia	783,548	7,076	Oct. 25	Private
Am bktn.	Hilo	612	LeBallister	Sept. 23	Westminster	Sydney	688,632	6,619	Nov. 18	28s
Am schr.	Lynnan D. Foster	725	Dreyer	Oct. 11	Cowichan	Sydney	871,305	7,614		38s
Am bark	Hesper	604	Underwood	Oct. 12	Vancouver	Adelaide	779,338	5,886		38s
Am schr.	Wm. Bowden	728	Fjerem	Oct. 18	Victoria	Adelaide	861,622	6,031		37s 6d
Br bark	Elizabeth Graham	328	Anderson	Oct. 21	Moodyville	Melbourne	524,681	3,969		Private
Am brig.	Geneva	171	Nelson	Oct. 15	Vancouver	Sydney	511,228	4,157	Dec. 19	28s 6d
Am schr.	Aida	397	Anderson	Oct. 14	Moodyville	Shanghai	657,374	6,060		40s
Am bktn.	Robert Sudden	585	Uberg	Oct. 25	Vancouver	Port Pirie	714,808	4,616	Jan 23	38s 6d
Am schr.	Salvator	414	Wells	Oct. 29	Westminster	Port Pirie	527,000	4,216		37s 6d
Am schr.	Louis	820	Hatch	Nov. 8	Vancouver	Iquiqui	863,445	8,601		40s
Am schr.	John D. Tallant	523	Henderson	Nov. 19	Victoria	Sydney	705,832	10,800	Jan 21	28s
Nor ship	Germanic	1289	Sundic	Dec. 29	Vancouver	Cork, U.K.f.o.	910,483	9,973		60s
Am. schr.	Reporter	333	Mackie	Nov. 21	Vancouver	Nagasaki	364,294	10,000		Private
Am bark	Snow & Burgess	1378	Mortenson	Dec. 31	Vancouver	Santa Rosalia	1,075,000	7,113		Private
Am ship	Ben. Sewall	1301	Sewall	Dec. 28	Vancouver	Cork, U.K.f.o.	1,021,624	13,135		55s
Am bark	Colorado	1339	Gibson	Jan. 1	Vancouver	Shanghai	707,000	5,656		37s 6d
Am bark	Templar	910	Lee	Dec. 26	Vancouver	Callao	567,001	4,911		35s
Am schr.	W. H. Talbot	776	Bluhm	Dec. 28	Vancouver	Cape Colony	801,183	6,031		75s

A—Also 100 spars.

## B. C. LUMBER FLEET, 1894.

Am ship.	Eclipse	1536	Peterson	Jan. 20	Vancouver	Greenock	1,072,820	10,720		60s
Nor ship	Beaconsfield	1150	Rastiansen		Vancouver	Cork, U.K.f.o.	1,035,411	13,491		
Am schr.	Pioneer	387	Hughes		Mill Bay	Santa Rosalia				Private

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TSS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ship.	British General.	1751	Tulloch.	Oct. 31.	Samarang.	Vancouver.	B. C. Sugar Refinery Co.	98
Br bark.	Archer.	789	Dawson.	Aug. 1.	Liverpool.	Victoria.	R. P. Rithet & Co., Ltd.	187
Ger. bark.	Gutenberg.	627	Zeplein.	Aug. 10.	O Glasgow.	Victoria.	J. Crawford.	180
Br ship.	Ainsdale.	1725	Owens.	Oct. 9.	N Liverpool.	Victoria & Van.	R. P. Rithet & Co., Ltd and H. Bell & Co.	120
Br ship.	Astoria.	1335	Dagwell.	Nov.	G Liverpool.	Victoria & Van.	Turner, Beeton & Co. and H. Bell & Co.	87
Br ship.	Benmore.	1460	Scott.	Dec. 22.	Liverpool.	Victoria & Van.	R. P. Rithet & Co., Ltd.	46
Br ship.	Borrowdale.	1197	Bolderston.	Dec. 22.	Liverpool.	Victoria & Van.	Robert Ward & Co. and Evans, C. & E.	46
Br bark.	Thermopyhe.	918	Winchester.	Dec. 22.	Hong Kong.	Victoria.	Victoria Rice Mills.	46
Am bktn.	Wrestler.	417	Bergman.	Jan. 26.	B. San Francisco.	Royal Roads fo.	Robert Ward & Co., Ltd.	11
Br ship.	Bullchulish.	1806	Gowdev.	Dec. 5.	A. Java.	Vancouver.	B. C. Sugar Refinery Co.	63
Br bark.	Northernhay.	1221	Miller.	Dec. 5.	C Cardiff.	Esquimalt.		47
Br ship.	Astracana.	1572	Jones.	Dec. 21.	L London.	Vancouver.	Evans, Coleman & Evans.	
Br ship.	Romola.				L London.	Victoria & Van.	A. L. Russell.	
Br ship.	Eaton Hall.	1779	Lowrison.		K London.	Vic and Van.	Robt. Wards & Co., Ltd and Evans, C. & E.	
Br ss.	Arawa.	3268	Stewart.	Jan. 18.	F Sydney.	Victoria & Van.	C. A. S. S. Co.	19
Br schr.	Norua.	53	Walker.		Pearlrya Isld.	Royal Roads.		
Br ss.	Victoria.	1992	Panton.	Jan. 23.	Hong Kong.	Victoria.	Dodwell, Carlill & Co.	14
Br ss.	Empress of China.	3003	Archibald.	Jan. 24.	F Hong Kong.	Victoria & Van.	C. P. S. S. Co.	13
Chil. bark.	India.	953	Funke.		Valparaiso.	Moodyville.	Moodyville Sawmill Co.	
Br ship.	Lismore.	1588	Ferguson.		L London.	Victoria.		

N—Spoken Oct. 14 lat. 49° N., long. 10° W. Nov. 13 lat. 7° S., long. 31° W. To load grain at Tacoma. G—Spoken Dec. 13 lat. 43° N., long. 28° W. H—Via Yokohama Nov. 10. O—Spoken Sept. 13 lat. 13° N., long. 26° W. H—Chartered for lumber to Melbourne, Adelaide or Port Pirie; terms private. March loading. A—To sail in March with sugar. C—Dec. 14 put into Falmouth with loss of some sails; Dec. 30, sailed again. G—Spoken Dec. 13 lat. 43° N., long. 28° W. To load grain at Tacoma 1—Dec. 23, passed Deal. To load grain at Tacoma. K Jan. and Feb. loading. L Dec. 26 arrived at Holyhead. Jan 3rd sailed. E—Via Suva and Honolulu. F—Via Yokohama Feb 2.

#### VESSELS IN PORT.

(February 5, 1891.)

##### VICTORIA.

Am. schr. Pioneer, 397 tons, Capt. Hughes, to load poles at Mill Bay for Santa Rosalia, on account of Robert Ward & Co., Ltd.  
Br ss Miovera, 1,911 tons, Capt. Stott, arrived Feb. 4 and docked at Esquimalt.

##### VANCOUVER.

Br. ss. Empress of Japan, 3,003 tons, Capt. Lee, arrived Jan. 17.

##### NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.  
Am. bark Wilna, 1,409 tons, Capt Slater.  
Am. ship J. B. Brown, 1,473 tons, Capt. Magune.

##### WELLINGTON SHIPPING.

Bark. Highland Light, 1,265 tons,

Capt. Hughes.

##### UNION SHIPPING.

Am. ship Richard III., 931 tons, Capt. Howard.

##### RECAPITULATION.

Ports.	No.	Tonnage.
Victoria.....	2	2,708
Vancouver.....	1	3,063
Nanaimo.....	4	5,101
Total.....	7	10,412
Previous week.....	10	14,920
Correspond'g week last year.16		24,577
" " 1892.....	16	21,054

##### FREIGHTS.

From San Francisco rates for grain still show an upward tendency, with the quotations for Cork for orders at 26s 3d, and only 7s 3d less to a direct port. From Tacoma the Coromandel has been fixed homeward at 32s 6d, and from the Columbia River the rate is nominally the same.

Freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 37s 6d; Sydney, 27s 6d; Melbourne, Adelaide or Port Pirie; 37s 6d; United Kingdom, calling at Cork for orders, 55s; Shanghai, 37s 6d; Tientsin 55s, nominal, South Africa 60s.  
Coal freights from Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2; to San Diego or San Pedro, \$2.25 to \$2.50.

The Western Loan and Trust Co., of Montreal, have taken over the business of the Empire Mutual Loan and Investment Co., Ltd., Vancouver, through their inspector W. L. Hogg. Beaumont Boggs has been appointed agent at Victoria, and R. A. Anderson & Co., at Vancouver. The company loan money in western Canada only, although the majority of its stockholders are eastern capitalists. Hon. A. W. Ogilvie, of the Ogilvie Milling Company, is president.

# THE BRITISH COLUMBIA COMMERCIAL JOURNAL.

IS THE UNIVERSALLY RECOGNIZED

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As an Advertising Medium  
To Reach the B. C. Trade  
It Cannot be Surpassed.

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# GREENE & SONS

COMPANY, MONTREAL.

WHOLESALE

## HATS, CAPS

AND

STRAW GOODS.

1894.

MEN'S

### Furnishings.

**BRITISH COLUMBIA SPRING TRADE, 1894**

*Newest Styles Selected for Spring Trade.*

AGENTS FOR WOODROW'S HATS.

WAREHOUSE:

517, 519, 521, 523 AND 525 ST. PAUL STREET,

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REGISTERED TRADE MARK.

*The Largest Factory of its Kind in the Dominion.*

## LION 'L' BRAND Pure Vinegars,

Manufactured Solely under the Supervision of the Inland Revenue Dept.

Mixed Pickles, Jams, Jellies and Preserves

—PREPARED BY—

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**MONTREAL.**

*Established 1849. Gold, Silver and Bronze Medals. 20 1st Prizes.*

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In all sizes and qualities and for every purpose.

Jute or Cotton. Plain or Striped.

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**THE WESTERN MILLING CO.,**

(LIMITED.)

**REGINA, ASSA.,**

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## Seed and Feed Grain

OF ALL KINDS, ALSO

Flour, Chop Feed, Bran and Shorts.

PARTIES REQUIRING

Seed or Feed Oats or Wheat

WILL DO WELL TO

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Railway Supplies.

AGENTS FOR CANADA FOR

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PRIVATE AND FAMILY HOTEL.

Choice Wines, Etc JOHN WHITTY, Pr.



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DIPLOMA AND GOLD MEDAL RECEIVED AT THE EXHIBITIONS OF 1891, 1892 AND 1893.

THE : LARGEST : FACTORY : OF : ITS : KIND : IN : THE : PROVINCE.

Preservers of all kinds of Canned Fruits, Jams, Jellies  
and Marmalades.

NEW SEASON'S SEVILLE ORANGE MARMALADE NOW READY.

ALL THESE GOODS TO BE HAD FROM THE FOLLOWING MERCHANTS :

VICTORIA - Hudson's Bay Co., Wilson Bros., S. Leiser, R. P. Rithet & Co., Thos. Earle, Messrs. Todd & Son.

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