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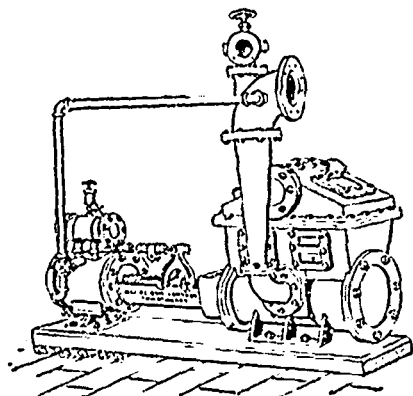
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TRADE AND COMMERCE

COMMERCIAL JOURNAL OFFICE.  
Tuesday Morning, July 25.  
VICTORIA.

Business is quiet, but not any more so than is usual at this season of the year. There is more hopefulness manifested among business men and a general feeling of confidence that the near future will see business throughout the province more prosperous. The low freight rates ruling from the east are in favor of jobbers and importers.

The German bark Gutfenberg is on berth at Glasgow, loading for Victoria and Vancouver. Four lumber charters have been reported during the week and the outlook is very favorable for foreign lumber trade during the remainder of the year. The strengthening position of the freight market is a good index that trade generally along the Pacific Coast is brightening up. Competition is keen among jobbers for business, and the margin of profit has been reduced to the lowest percentage for prompt dealers, but slow customers do not receive such consideration.

The establishment of a new line of trans-Pacific steamers between Seattle and the Orient in connection with the Great Northern Railway, will give this city the choice of three competing lines to the Orient, as the steamers will stop at Victoria both ways. The first steamer of the new line is expected by September. There is no improvement in collections.

GROCERIES AND PROVISIONS.

There are no changes in quotations from

last week and the market is about featureless. The jobbing houses report a steady demand for goods.

American canned meats, staples, are quoted to the jobbers in bond as follows: Roast corned and lunch beef, 1's per doz., \$1.00; do. 2's per doz., \$1.75; lunch tongues, 1's per doz \$3.10; do. 2's, \$6.00. Armour's white label conserved soups in 2 lb. tins are quoted at \$3 per doz.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 10½¢ per lb; heavy hams, 16¢; choice breakfast bacon, 17¢; short clear sides 14½¢, and dry salt clear sides, 13½¢. Armour's white label pure lard, 10 lb. pails, 10½¢ per lb.

Armour's Gold Band meats, which are the finest quality on the American market, being a special grade for choice family trade, are quoted, (duty paid, Victoria), hams, 19¢, breakfast bacon, 21¢.

The Montreal Trade Bulletin says: "Butter receipts during the past week were 11,581 pkgs., against 6,100 pkgs., for the week previous. The market holds steady for creamery, and sales have been made of certain factories at 21¢ in the country. This has been rather a surprise, considering shippers stated that they could not pay over 20½¢ for the finest creamery. Shippers are said to be offering 20½¢ pretty freely, but without getting the butter. As regards Eastern Townships dairy, there have been sales at 19¢ for export. Western dairy has been placed at 17¢, that price having been paid for a round lot of choice. Holders ideas of prices west of Toronto are very exalted as they are asking 16¢ to 17¢ f. o. b., as to position. There has been a good demand for export, owing to the improvement in the English market. The shipments from this port last week were 2,493 pkgs., against 1,716 pkgs., for the corresponding period last year. The total shipments up to the close of last week were 4,491 pkgs., against 5,975 pkgs., for the corresponding period last year. Creamery, 20½¢ to 21½¢; Eastern Townships, 18¢ to 20¢. Receipts of cheese during the past week were 81,211 boxes, against 69,339 boxes for the week previous. A fairly good demand has been experienced for cheese, and shipments by this week's steamers cost 9½¢ for finest Western colored 9¢ to 9½¢ for finest Western white, 8½¢ to 8¾¢ for finest French and 9¢ for finest Eastern Townships. Under grades have sold all the way from 8½¢ to 8¾¢, a lot of porous French selling at the inside figure. The week's business is over, and an easy feeling prevails, although, judging from the way country markets have gone, there is no appearance of weakness, Napanee going at 9½¢ to 9¾¢, and the few sales reported at Woodstock being at 8 3/16¢ to 9½¢. A shipper, however, referring to these prices, said, to day, that he would buy all the cheese he wanted next week at 9¢ for finest Western. He may be right and he may not. The shipments this week will be large. Last week's exports from this port were 35,000 boxes, against 82,000 boxes for the same week last year. The total exports of the season up to the close of last week were 326,000 boxes, against 392,000 boxes for the same period last year, showing a decrease of 66,000 boxes."

Dairy produce is quoted:

Butter—Eastern Creamery, tubs..... ?'	@ 26
Manitoba creamery, 5-lb tins 2s	@ 00
" dairy.....	13 @ 20
" choice.....	21 @ 00
Cheese—Canadian, lb.....	12 @ 11
California.....	16 @ 00
Eggs, case, per doz.....	17 @ 18
Smoked meats and lard are quoted:	
Hams.....	15 @ 18
Breakfast bacon.....	17 @ 18
Short rolls.....	11 @ 15
Long rolls.....	15 @ 00
Dry Salt, long clear.....	13 @ 11
Pure Lard, 50lbs.....	16 @ 17
" " 20lbs.....	17 @ 17½
Lard Compound.....	14½ @ 15
Sugar—Jobber's prices ½-barrels and kegs in each case being ½¢ higher:	
Dry Granulated.....	6½
Extra C.....	6½
Fancy Yellow.....	5½
Yellow.....	5½
Golden C.....	5½
Dry Granulated (China).....	6½
Syrups, per lb.....	5
" 1 gal. tins, American.....	6 50
" " " ".....	6 00
" 1 " Vancouver.....	5 50
" 1½ " ".....	7 00

FLOUR AND FEED.

Jobbers have reduced their prices of Manitoba Hungarian flour, 10¢ a bbl., in sympathy with the recent decline in mill quotations. Wheat and oats are somewhat firmer. All the cheap grades of grain are out of stock and the market is being supplied with superior grades of Manitoba grain which cost more than local. New wheat and oats will probably be offered on the market in about a months time. Quotations for shorts and bran are weaker while imported chop feed is stronger.

The Portland Commercial Review says: "The flour movement last week was considerably below the average; both foreign and domestic shipments showing a decided falling off. The China trade has been interfered with by tying up of the connecting British Columbia steamer, and domestic shipments have been less than usual. The mills are evidently running quite close, rail receipts at this port for the week being less than 4,000 bbls. Standard brands, roller, are quoted at \$3.40 per bbl., with concessions frequent on cash transactions."

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

Ogilvie's Hungarian.....	\$1 10
" Strong Bakers.....	4 10
The Columbia Flouring Mills quote	
Enderby flour in carload lots laid down at Victoria:	
Premier.....	\$1 55
XXX.....	4 15
Strong Bakers or XX.....	1 05
Superline.....	3 55

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 1 50 @ 0 00
Lion.....	4 50 @ 0 00
Premier, Enderby mills.....	1 90 @ 0 00
XXX, " ".....	4 80 @ 0 00
XX, " ".....	1 10 @ 0 00
Superline, " ".....	3 90 @ 4 25
Ogilvie's Hungarian.....	4 80 @ 0 00
Strong Bakers.....	4 70 @ 0 00
H. B. C. Fort Garry Hungarian.....	4 80 @ 0 00
" Strong Bakers.....	1 70 @ 0 00
Oak Lake Patent Hungarian.....	4 80 @ 0 00
" Strong Bakers.....	0 00 @ 0 00
Regina Hungarian.....	4 80 @ 0 00
" Strong Bakers.....	0 00 @ 0 00

Benton County, Oregon.....	4 65 @	0 00
Portland Roller.....	1 70 @	0 00
Snowflake.....	1 75 @	1 90
Royal.....	1 09 @	0 00
Wheat, per ton.....	@	35 00
Oats.....	@	35 00
Oil cake meal.....	40 00 @	50 00
Chop feed.....	33 00 @	35 00
Shorts.....	23 00 @	33 00
Bran.....	25 00 @	30 00
National Mills oatmeal.....	3 50 @	0 00
" " rolled oats.....	3 50 @	0 00
" " split peas.....	3 50 @	0 00
" " pearl barley.....	4 60 @	0 00
" " Chop feed.....	26 00 @	28 00
California oatmeal.....	1 25 @	0 00
California rolled oats.....	1 00 @	5 00
Corn, whole.....per ton	37 50 @	10 00
Cornmeal.....	2 75 @	3 00
Cornmeal-feed.....per ton	10 00 @	60 00
Cracked corn.....	10 00 @	00 00
Hay, per ton.....	18 00 @	20 00
Straw, per bale.....	1 00 @	0 00

RICE.

The Victoria Rice Mills quote wholesale:

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

FRUITS AND VEGETABLES.

The receipts of California fruit and vegetables continue large from San Francisco. Considerable quantities of local fruit and vegetables are also being marketed by farmers. Potatoes are arriving freely from provincial points, and prices of local potatoes are now the same as for California stock. Potatoes are now very plentiful, and the market will probably be heavily stocked shortly. Importations of cherries have about ceased. The supply of local cherries this year is light. The strawberry season is over, and raspberries are coming on the market freely. A few grapes were received by the last steamer, but they are rather bitter to find much of a sale; they will be in a little better condition by the next steamer. Oranges and lemons are both stiffer in price. Potatoes, both local and California, are quoted at 1½c per lb. Quotations are, on the whole, slightly changed. The weather has been warm and favorable to the trade which has consequently been very good.

Jobbers' quotations for fruits are as follows:—

Oranges—Riverside Seedlings.....	2 50 @	2 75
Mediterranean sweets.....	2 75 @	3 00
Australian.....	2 50 @	0 00
Lemons—California.....	1 50 @	5 00
Sicily.....	5 75 @	6 60
Australian.....	2 50 @	3 00
Bananas.....	1 75 @	2 25
Apples, Red Astrakan.....	bxs 1 35 @	1 50
Apricots.....	1 10 @	1 15
Plums.....	1 00 @	1 25
Peaches.....	1 00 @	1 25
Grapes.....	0 00 @	0 00
Cocoanuts.....per 100	7 50 @	7 75
Currents.....	0 60 @	80
Watermelons.....per doz	4 50 @	7 50
Pineapples—sugar.....per doz	5 00 @	6 60
Hawaiian.....per doz	2 00 @	2 50

Vegetables are quoted:

Potatoes—Local.....per lb	1½ @
New California.....per lb	1½ @
Onions—Silverskins.....	2½ @
Cabbage.....	1½ @
Tomatoes.....per box	1 25 @
Cucumbers.....per box	1 75 @

SALMON.

The situation remains about steady. A

few enquiries were received last week from Eastern houses. Packers are somewhat firmer in their views, in the face of the present state of the pack. The Northern canneries have not done so well, so far as they expected, and it is not at all probable that they will only get a three quarter pack. The Fraser River canneries are doing fair. The big catches of Sockeye are being made on the Sandheads, at the mouth of the Fraser. The main run has not yet reached far up the River and reports of its progress are variable.

LUMBER.

There have been four charters reported since last week: The Chil. bark India, 953 tons, Capt. Funke, to load at Moodyville for Valparaiso on owner's account; the British bark Jainsborough, 935 tons, Capt. McPhail, to load at the Moodyville sawmill for Valparaiso for orders at 33s 9d; the American schooner Lyman D. Foster, 725 tons, Capt. Dreyer, to load at Cowichan for Sydney at 27s 6d; and the American schooner Wm. Bowden, 727 tons, Capt. Ejerem, chartered to load in British Columbia for Sydney at 27s 6d, option Adelaide at 37s 6d, September loading. The latter two were chartered by Robt. Ward & Co. (Ltd). The Eritrea is now 47 days out from Valparaiso to Moodyville, and the Eliza and Robert Searles are both on the way to loading port from San Francisco. The Norwegian bark Fortuna, 1332 tons, Capt. Mikkelsen, arrived July 19 from Valparaiso, chartered to load at the Hastings Mill—Port Pirie at 36 3d, option Sydney, 31s 3d, and Melbourne Wharf at 37s 6d.

These are at present eight vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. ship Kinkora, 1,799 tons, for Callao; Am. bark Seminole, 1,439 tons, for Santa Rosalia; Am. schooner Puritan, 581 tons, for Tientsen; Am. bark Sonoma, for Iquiqui; Am. ship Gunford, 2,108 tons, for Port Pirie. Am. ship Wm. H. Starbuck, 1,272 tons, for London; Nor. bark Fortuna, 1332 tons, for Australia. At Cowichan—Am. schr Carrier Dove, 672 tons, for Adelaide.

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

Rough Merchantable, ordinary sizes, in lengths to 10 feet inclusive, per M feet.....	\$ 8 50
Deck plank, rough, average length, 35 feet per M.....	19 00
Dressed T. and G. flooring, per M.....	17 00
Pickets, rough per M.....	9 00
Laths, 1 feet, per M.....	00

CANADIAN SECURITIES IN ENGLAND

A recent London despatch speaks thus of Canadian securities: "From a financial stand point, interest has, during the past week, again centered in silver. With the decision of the Indian Government to close their mint against the public coinage of the metal, the price for bar silver rapidly fell away, and, on Friday last, the extremely low price of 30d per ounce was reached. This, however, was quite a panic quotation, and, with the announcements from America, Chili and Australia of the wholesale closing of silver mines, a sharp

recovery has since taken place, and 31½d per ounce is now the rate. As anticipated, the action of the Indian Government has hastened measures in the United States for dealing with the currency laws, and President Cleveland has summoned Congress for the 7th of August to consider the present position, or, in other words, to consider the repeal of the Sherman Silver Act. The money market of New York has remained in a very unsettled condition, and call loans have been quoted at rates to which we in London are quite unaccustomed. The New York banks adopted very energetic measures, issuing clearing-house certificates to a very considerable amount, and, had it not been for these steps, the effect of the money squeeze would undoubtedly have been very serious. The cessation of American silver purchases, which is now looked upon as certain at an early date, may have a very important bearing on the London money market, but as supplies just now are very abundant, through the distribution of the quarterly dividends on British and Indian Government securities and other payments incidental to this period of the year, a very easy feeling is current, although how long it will last depends almost wholly on the course of affairs in the States. Day to day accommodation is obtainable without the slightest difficulty at ½ per cent. per annum, and nine three months' bills are discounted at 1½. The stock markets have been in a very inactive condition, and, as a rule, the feeling has been weak. The unsettled financial position in the United States is acting against business throughout the "house," while the continental bourses, during the last few days, have been very weak, as a result of the very poor reception accorded to the issue of Spanish treasury bonds; and, in addition, there has been a ministerial crisis in the Argentine. With regard to Canadian securities, the movements are mostly downwards. Dominion Government 3½ per cents. have fallen 1, and provincial securities are quoted the same as a week ago; while, apart from an improvement in one of the Ottawa loans, there has been no alteration in municipal securities. With regard to railways, Canadian Pacific shares have fluctuated a good deal, and are much lower on the week, but we are officially informed that there is no foundation for the Dalziel telegram published on Monday. The new Great Northern rates tell against the Northern Pacific and other immediate neighbors. Grand Trunk guaranteed and preference stocks have had irregular changes, and no balance have gone back. The weekly traffic returns published yesterday were good, the Canadian Pacific reporting an increase for the last nine days of June of \$17,000, while the Grand Trunk take for last week was £6,702 heavier than in 1892. In the independent railway securities there has been no alteration. Bank of British Columbia have fallen 1, and in land properties Canada Company shares are 1 better, while Bell's Asbestos have fallen."

E. W. Bickle, general store, Wellington, has obtained a settlement at 65c on the dollar.

### HOME MADE LACQUER FOR SALMON CANNERIES.

It is pleasing to report that the above article, which has up to this year been controlled by United States firms, is now being made in this city. The lacquer produced has been very favorably commented on, and the Canada Paint Co., Ltd., who are the only manufacturers of this article in the province, are to be congratulated on making a decided success of such an important branch of their industry. Half of the total quantity to be used this year will be made by them, and the price at which it is sold makes a material reduction in the nett cost of the canners' entire output. The quality is superior to anything now on the market, as it does not scratch or chip or wear off in course of time as is the case with so much foreign lacquer. This feature preserves the tin and makes the can a much more attractive package, and, in this way, enables the far famed British Columbia tinned salmon to maintain its reputation and increase its sale in these times, when it requires every effort to get ahead of our competitors in this important branch of the industries of the province.

### TACOMA TRADE.

The *West Coast Trade* has the following review of trade: "There has been little change in the business situation for the week, the movement of goods is only of fair volume, merchants generally taking only goods sufficient for current demands, and using more conservatism in the granting of credits in doing business. Money continues scarce and collections hard in all lines of trade, though our condition in this respect is but a similar experience to that which all portions of the country are passing through. There is, however, a easier tone to the situation in general and confidence is slowly but surely gaining ground. The better feeling east will soon be reflected here, and we are hopeful of seeing more active times during the fall and winter months. Tacoma has done her share toward contributing to the wealth of the state throughout the year, having exported over \$3,000,000 worth of products by water thus far, and imported double that amount, besides her large railway commerce. Her smelter has cared for the product of the mines, and she has furnished the only market in which the farmers could dispose of their wheat. Harvest is approaching rapidly and the assurance of bountiful crops helps to increase confidence in Washington's business outlook. Thousands of laborers will shortly be given employment in the wheat and hop fields of the state, and money among the agricultural classes again be plentiful. While many of the shingle and sawmills of the state are closed down at present, those in operation note an increased demand for lumber products and many have orders ahead which they cannot fill."

### SOMETHING ABOUT SALMON.

A correspondent of the *Oregonian* writes from Astoria, the great fish packing center on the Columbian river. "At the present time, 2,178 men are directly engaged in the labor of catching and

canning salmon at this port. Of these, 175 are working on the fishtraps, 1,300 are gillnet fishermen working in fish boats, and the balance, 703, are employed in the canneries, cutting, filling, slicing and cleaning the fish, and canning, soldering and packing the tins. Among the latter are 610 Chinamen, who constitute the entire number of Mongolians employed in the business. It has been found that there is not enough Chinese help in Astoria to do the whole of the interior cannery work, and during the present season a large number of young white girls have been employed labeling cans and performing other light work of the same character. They are kept apart from all other employees, the work is made as pleasant as possible for them, and their monthly wages amount to \$30 each. Six hundred and fifty boats leave here every day for down river, each boat carrying two men, a gillnet, sails, oars and all necessary gear. The value of the boats alone is \$130,000, but the nets they contain, at the lowest computation, are worth \$325 each, a total of \$221,250 for the 1,170,000 feet, or 220 miles, of nets in use. The value, therefore, represented by each boat is \$525, and taking last season's results for the most accurate average obtainable, it is found that the amount of money made annually by every boat is \$533."

### TURNING THE LEDGER.

Some men receive very large salaries for turning the pages of ledgers in use. It seems an easy and almost useless occupation to the novice, but in reality it is the detective office of the firm. The ledger handler is an expert in credits, who, by frequent inspections of the accounts of the firm's creditors, keeps an eye on just what they are doing, says the *American Grocer*. We imagine if dealers were aware of the close attention given by some firms to the history of every customer's account that there would be a great improvement of some of the records. Step into one of the large jobbing houses and ask the credit clerk if the firm sells Mr. A—, and if he is regarded worthy of credit. Instead of an immediate answer you will be taken to a room full of filing boxes alphabetically arranged. A box marked "A" will be removed, and in a few seconds the record of Mr. A—, will be before you. At a glance you will have the date his account was opened, the record of every purchase, the date each bill was settled, besides his personal statement as to his worth and that of the various mercantile agencies. If there has been any trouble with Mr. A—, or he has been delinquent, the facts will be on record.

Credit is getting to be an exact science with the larger houses. A first class credit clerk must have tact, perfect self command, shrewdness in asking and answering questions, keen perceptive faculties, thorough knowledge of the laws of trade and finance, be quick to read character and swift to make a decision. Said one of the most expert credit clerks in the city: "Any man that is honest, has ability and is industrious, can get a credit with us, if

he has not much capital. We are simply allowing a thoroughly trustworthy man to hold our goods and save us the insurance and cost of storage. There is little risk in trusting merchandise to that sort of men."

The right sort of character is quite as good a recommendation for credit as money. When both are combined, the risk is beyond question. And rest assured those granting credits keep perfectly posted about their creditors, even to the relation of personal habits and personal expenditures to business career.

The Bahama crop of pineapples is said to be one third short of that of last year, and canning of the fruit at the primary point will be below the average.

Richard Morgan Olecot, doing business as Olecot & Co., exporters of grain and general merchandise in New York, has assigned. Liabilities, \$100,000 to \$150,000.

In the Jewel House of the Tower of London, there is a book bound throughout in gold, even to the wires of the hinges. Its clasp is two rubies set at opposite ends of four golden links.

F. G. Turner has organized a company and secured capital to erect a cold storage plant and warehouse at New Westminster, and work will be commenced on the entire project within ninety days.

It is freely stated that in the event of potatoes ever again reaching here anything like the famine prices of a few weeks since, very large shipments of the Australian and New Zealand tubers will be imported. Had the prices lately here prevailing been but known in time at the Antipodes, a thousand tons would have been brought over on the *Miwera*, and sold in B. C., at a very handsome profit, after paying good freightage.

The failures of savings banks in the United States have caused many thousands of depositors to draw their funds from solvent ones. In some sections, advertisements by dry goods dealers have announced that savings bank books would be taken at the face value. The ready money that has come into the hands of many has been spent freely for dry goods, and much more will be spent in the current two months.

The most disastrous European panics were those of 1793, on account of the great French war; of 1797, because of the Irish rebellion, when 3 per cents. went down to 41; of 1825, when 770 banks failed in Great Britain alone; of 1847, through the railroad mania; of 1857, through the American failures; of 1859, from fear of a general war in Europe; of 1866, through over speculation in limited liability companies and of 1870 at the beginning of the Franco-Prussian war.

A report on the position of the German wool spinning mills says that the course of trade, which became very satisfactory indeed during the early months of the year, has suddenly, with slight exceptions, become much less favorable. Although it may be said that the majority of the mills are still engaged on contracts for their production, new orders have recently been coming in very sparingly, and prices moreover, cannot be maintained at the level previously attained. These remarks apply to both the worsted and carded yarn mills.

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

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

**COMMERCIAL SUMMARY.**

According to late cables great activity is reported in the rice market in Burma, prices advancing 15 to 20 per cent., owing to the drought in India and the fixing of the value of the rupee.

The Dominion Government has supplied the various Canadian Boards of Trade with a precis of the tariffs of the Australasian colonies, in order that exporters may know what duties are imposed upon goods which may be shipped from Canada by the new steamship line.

The directors of the Hudson's Bay Company will recommend in their annual report a dividend of twelve shillings per share. This is equal to four and a half per cent. after carrying forward £22,000. Last year, the dividend amounted to but two and half per cent., while the amount carried forward was only £17,000.

The *Insurance Observer*, of London, understands that the Royal Insurance Company is at present practically declining to lend money on mortgage of land in order to renew mortgages falling due. In the course of the last ten years, a good deal of insurance money has been lost over investments in Irish land, and it is very evident, in the opinion of some people, that a great deal is likely to be lost during the next ten years in English land.

The *New York Journal of Commerce* says: The early Japan tea forwarded by the Canadian steamer *Empress of Japan*, arrived in this city, early Saturday morning. This steamer sailed from Yokohama June 2, and thus her cargo shows the extraordinary freight transit time of 21 days, Japan to New York. The *Empress of Japan* crossed the Pacific in 11 days, the overland transportation adding but 10 days to complete the through record.

An advance in rates in the city of Montreal has been decided upon by the Montreal Board of the Fire Underwriters'

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Window Glass, Plate GlassOrnamental Glass and  
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Are the only Paint Manufacturers in the province, and have now a complete stock, in Victoria and Vancouver, of **WHITE LEAD, LACQUERS, READY MIXED PAINTS, VARNISHES, PUTTY, DRY COLORS, BOILED LINSEED OIL, RAW ditto, KALSOMINE, OXIDES, GLUCE, COLORS in Japan, CASTOR OIL.** We have 10 years experience of this business. We guarantee every package bearing our name or brand. We are sole owners of the following brands, viz: "Elephant White Lead Ready-Mixed Paints and Colors," "Prism White Lead Ready-Mixed Paints and Colors," "Decorators' Pure White Lead," "Diamond Ready-Mixed Paints and Colors," "Victoria Ready-Mixed Paints and Colors," "Manhattan Coach Colors," "Peerless Varnish," "Sun Varnish."

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a special feature of our trade.

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Association. The rates on buildings—wholesale and retail stores—have been increased about 10 per cent.; and up to 20 per cent. for light manufacturing purposes. Special or schedule rates have not yet been dealt with. General stores which were formerly exempt from, will now be included in the co-insurance clause; the advance on these risks is very slight.

Apropos to the fuss that was made in England in regard to the discovery among Canadian beef cattle imported into that country of an animal whose lungs were affected with pleuro-pneumonia, High Commissioner Sir Charles Tupper has written that the lung that was inspected and discovered to be diseased was not that of a Canadian animal at all, but had been subjected to inspection by fraud and with the object of ruining the Canadian export cattle trade. We can readily imagine that there was such substitution, for British grangers, discovering how powerful a rival they had in the Canadian farmer, made up their minds to keep him out of the home market, no matter the cost or what course of action was followed. Meantime, whether the action of the Imperial authorities be well or ill founded, Canadian cattle remain under the ban and are likely

to do so for some time, there being so much red tape to untie and so many knots to get out of tangle.

The *Canadian Manufacturer* thus summarizes the present aspect of the Canadian tariff situation: "According to the ethics of protection the National Policy was intended to apply to manufacturing industries where there was a probability that within a reasonable time those industries would become developed to an extent where the demands of the home market would be supplied by them, and at reasonably low prices. If experience showed that the prevailing duty was not sufficient to effect this, but that it might be accomplished under a higher duty, then the higher duty should be imposed. But when it is found that the duty is sufficiently high, and the development from any cause is not probable or possible, then the duty is clearly not for protection, but for revenue only. If this is the case—if it is a fact that a high duty will not develop the industries, and that it is not desirable to obtain revenue in that particular manner, then it is clear that the duty should be modified or removed to meet the emergency. It might be unfortunate for the investors, but better for the whole country."



# THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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VICTORIA TUESDAY, JULY 25, 1893.

## 1 QUESTION OF COAL.

It would appear that all hope of a settlement of the difficulties between the California owners of the East Wellington colliery and the men will have to be abandoned, orders having been received to close down the mines. Moreover, owing to the depression prevailing in the coal trade the output of the New Vancouver Colliery company will be materially lessened, the prospects being of quiet times for the next three months. This is not an encouraging outlook for the coal city, whose bad times, let us hope, will not be prolonged. In Great Britain, too the coal miners' agitation is one of considerable importance and nothing but the surrender of the mine owners will prevent a great strike almost through out England.

The whole Miners' Federation is involved in the impending trouble. The ramifications of the Federation extend roughly described, over the Midland countries, Yorkshire and Lancashire. Most of the members quit work on Monday. The rest will follow as soon as the notices of reduction of their wages mature. The question in dispute is one of wages solely. Since 1888 the wages of the miners in the territory indicated above have been advanced 40 per cent. The owners now propose a reduction of 25 per cent., leaving the men a net gain of 15 per cent., since 1888. In several districts outside the mining region under the influence of the Miners' Federation, wages have fallen heavily in the last two years. In South Wales the decrease has been 47 per cent., in Durham, 10 per cent., in Northumberland, 17 per cent., in Scotland, more than 40 per cent. Meanwhile there has been no reduction in the Midland districts, which are involved in the present disputes.

The miners say that the standard of wages in 1888 towards which the owners are trying to force them, was fixed at the starvation point, and that the present wages are the lowest ones from which the men can live and support their families decently. On the other hand the chairman of the Coal Owners' Federation says, that the decrease of business since the beginning of this year is unprecedented in the history of the coal trade and that consequently the owners must reduce wages or mine coal at a loss.

The prospects of the success of the English strikers are small. The owners are almost indifferent in the matter of

suspending work. They have mined coal for many months with little or no prospects; they have accumulated enormous stocks with which to meet the demand for many months. On this side there are understood to be considerable stocks of coal at San Francisco, while cheaply mined coal from Australia where times have been so hard is not unlikely to be brought in to play havoc with the American and British Columbia product.

## TRADE WITH AUSTRALIA.

If anything were necessary to demonstrate that trade can be done between Canada and the Australian colonies, it has been proved by the first two trips of the Canadian line of Australian steamships. They have shown that, in point of time, the voyage can be made as speedily and as advantageously by this route as by the American line, and, moreover, that there is a disposition to trade by the two peoples most directly concerned, all that is necessary being to put fiscal matters on a more satisfactory footing. We are, therefore, heartily in sympathy with the movement in this direction which has been expressed by resolution of the British Columbia Board of Trade and also by that of the kindred body at Vancouver in the following motion that "it is desirable in every way to promote and foster our trade with the Australian colonies, and that the Dominion Government be moved to take into consideration, with the respective Governments of the Australian colonies, the customs tariffs now in force on both sides, and so arrange such alterations thereto as will encourage the development of reciprocal trade between the Dominion of Canada and Australia."

Opinions may differ as to the possibility of, as it is termed, "making a nation rich by act of parliament," but we know from experience how much business may be prejudiced by adverse tariffs. The importance of customs tariff modifications in this connection, we think, need only be mentioned to be appreciated. We are convinced that there is a trade to be cultivated and to be actually carried on, and so the Australians appear to think. Both countries have their own specialties to offer; all that is required being to bring together producer and consumer on the terms most likely to promote their respective objects.

It is, therefore, incumbent on our merchants and public men to leave no effort neglected which can in any way tend to the promotion of this object. The Government at Ottawa promptly showed its disposition by the steps which it took to subsidize the steamship company. It will be for the Finance Minister, subject to the sanction of parliament, which, we are convinced, will be accorded at next session, to so modify tariff provisions as in the words of the resolution we quote "will encourage the development of reciprocal trade between the Dominion of Canada and Australia."

On this subject, the *Insurance and Finance Review*, of Montreal, says: "The statistics published in Australia have been credited to the United States, because San Francisco had been the shipping point, trade which properly came from Canada; and the figures in the New South

Wales year book have been considerably at variance with the Dominion blue book. Trade should be augmented in several directions. British Columbia now has the contract for supplying the largest mine in Australia with lumber, and lumber is an article in which business could be much increased. With cold storage, Australian mutton might be exchanged for salmon and other fish, and the latter could find a fair market in Hawaii. Much of the Australian mail, customarily sent by way of the Suez Canal to England, will be deliverable ten days shorter from Sydney to London by way of the Vancouver route."

## WINNIPEG BANK FAILURE.

In connection with the Commercial Bank, of Winnipeg, the liquidators seem to have, in their own estimation at least, come up a crooked work, false official returns having been made to the department at Ottawa, with the view of deceiving the Government and the public as to the condition of the institution. A warrant has, in consequence, been issued for the arrest of Vice-President and ex-Manager Rokeby, on account of returns made by him in June, 1891; but he, it would seem, is not to be found, having been allowed to escape through the negligence—to say the least of it—of the Attorney General's Department in getting out the papers. Are there not others equally if not even more guilty to whom the officers of the law may pay their attentions, and who had quite as cogent reasons for sanctioning if not making deceptive returns? During the years 1891 and 1892, an examination of the monthly returns discloses that the capital was twice impaired, once in October to a small extent, but still greater in March, 1892,—the bank also having rediscounted with other bank. It is not scapegoats, but the actual offenders who are wanted, if there are any such. It may be observed that it is sufficiently singular that it should be necessary to fall back upon an official who resigned two years since and who, of course, committed the offence charged before that time. The particular charge is that on June 30, 1891, Manager Rokeby represented, in the returns to Ottawa, the balance due the bank by foreign agents as being about \$60,000, whereas the balance did not exceed \$10,000.

It is worthy of note that during all the financial trouble which has caused so much loss and commercial demoralization in the United States where banks of considerable importance have gone to smash on all hands, there has been only one banking failure in Canada—that of the Commercial, of Winnipeg, which but for false statements having, it is said, been forwarded to the Government, would long ago have had its doors closed. This one instance, however, shows that, excellent as it is, there is something wrong in our banking law, otherwise two years could not have elapsed before a fraud—if fraud there has been—would have been discovered. Doubtless, this will cause members of the House of Commons, or possibly the Government, to introduce legislation to meet the situation.

## LIFE INSURANCE.

The *Insurance Age*, of New York has, in a recent issue, drawn special attention to the well known fact that the practice of some companies has long been to report annually to the public the total amount of insurance written up instead of the true amount actually delivered and settled for. Something like a thousand million dollars of life insurance was, for instance, reported as issued in 1892 by the life companies, reporting to the New York Insurance Department, and of this vast amount, more than eighteen per cent., never had any existence in fact. On the books of the companies at the head offices, "Not taken" was written in red ink against the policies representing this nearly two hundred millions of fictitious insurance, not a dollar of which stood for the protection of a single life.

The Insurance inspector is strongly urged to eliminate from his reports the amount of insurance written and not taken, as fiction has no place in life insurance statistics, nor indeed, we may add, in those of any other form of enterprise. Facts are what all honest people have to deal with. In life insurance especially, good faith is one of the most important elements. If the applicant for a policy is expected to make honest statements regarding himself surely the companies are doubly bound not to attempt to build up business on a fabric of lies.

## HASTEN SLOWLY.

In view of the fact that the Manitoba and Northwestern Railway Company defaulted in the payment of the coupon due June 1, a meeting of the bondholders was held in London, England, recently. It was then stated by one of the trustees for the bondholders that the land grants of the company—an important item in its assets had not been properly utilized, they being rich and valuable enough, if settled, to supply a profitable business for the road. This would seem to imply that the company has not done sufficient in the way of inducing settlement. To this idea the *Winnipeg Commercial* takes exception, pointing out that there were other powerful influences at work to obtain settlers for other parts of the country. Mr. H. Montague Allan, of Montreal, was present at the meeting as the largest judgment creditor against the road, whose receipts had never been sufficient to meet the interest on the bonds. From his remarks and from those of some of the bondholders there would appear to be dissension between the bondholders and the company, whose receipts were said to be about meeting expenses without paying interest upon bonds. A fairly favorable statement having been submitted by a committee of bondholders who had visited the country and gone over the road, steps were taken to provide for united action on the part of the bondholders and the company, both of whose interests it was recognized would be ruined by divided action.

We refer to this matter in view of the fact that the capital, whether in stock or

in bonds, for many enterprises in this province must come from abroad. The companies may be local—that is to say, Canadian—in name, and promising as may be the prospects they cannot all be realized right away. The Canadian Pacific Railway, which has been and is an undoubted success, required extremely careful nursing, but for which it would have fallen through and the great benefits that it has conferred would never have been obtained. We in British Columbia must remember this as well as the fact that, in view of the experience, it has had, capital is not only conservative, but extremely sensitive. It may not "catch on" right away, but if we are frank and straightforward in our statements and have not too much of "the dog-in-the-manger" about us we shall occupy a good position in the opinion of money men, the experiences of the Manitoba North Western indicating that we must not be surprised if our undertakings are obliged to hasten slowly rather than at the railroad speed which some people are inclined to expect.

## EDITORIAL COMMENT.

SUCH is the demand for hay in France, that it is reported two special steamers have been chartered to carry hay from the St. Lawrence to the French ports, where as high as \$31 per ton is being paid.

THE Dominion Trade returns for the fiscal year ended June 30 show export values £115,187,665, an increase of \$1,125,000. The imports are \$121,163,667, a decrease of six millions. The duty collected was \$21,161,692, an increase of \$611,900.

THE annual exhibition of the B. C. Agricultural Association opens at the Driving Park on the 7th of next month, and bids fair to be one of the most successful shows ever held. The prizes offered for exhibits are on an exceedingly liberal scale, the attractions being augmented by a programme of races and other items which is now being arranged.

THE British Natural Premium Insurance Company has, it is announced, found it necessary to dispute a claim for £5,000. It appears that the proposal was accepted and a post-dated cheque received in payment of the premium; but before the date had arrived the proposer died. The question at issue is whether the assurance was ever in force; and the company is advised that should it pay the claim without a judicial decision, an action might be instituted against it by any one of the policyholders; to avoid such a contingency, the money has been paid into court, and it now remains for the law to decide whether or not the claim is good.

ACCORDING to the *New York World*, President Cleveland's programme of the policy to be submitted at the special session of the United States Congress which is shortly to be held is the absolute and unqualified repeal of the Sherman law, and tariff reform, to be prosecuted in accord-

ance with the pledges of the party as soon as, but not before, the finances of the country are again upon a stable basis. The President believes in clearing the way for a settlement of the silver question, and suggests nothing as a substitute. The idea of this is as far as possible to restore public confidence; other action to be subsequently determined as occasion warrants.

FOR several days a court martial has been sitting to inquire into the circumstances attending the loss of H. M. S. *Victoria*. Upon the principle possibly that dead men tell no tales and cannot contradict, the bulk of the evidence has gone to show that Admiral Tryon was primarily and almost exclusively to blame, and were he living he might be surprised to learn the opinion entertained of him and his professional skill by the officers of his command. Everything considered, it has possibly been well that the admiral went down with the *Victoria*, for with that proverbial sympathy with the underdog for which the average Briton gets credit, there will be many to say that justice was not done to the dead who will live in their memories as having been the greatest victim of the disaster.

THE *Australian Insurance and Banking Record* has been giving some interesting information in connection with the financial crisis in that country which does not appear to have as yet entirely exhausted itself. It appears that with a population of three and a quarter millions, the convulsion from first to last exceeded \$665,000,000, which involved the failure of sixteen banking institutions, twelve of which showed by their balance sheets an aggregate, due to shareholders, of \$67,348,930; due to the public, \$149,227,140; cash and investments, \$36,483,965; advances, etc., \$113,556,985; and premises, etc., \$18,025,120. In 1892, the city of Melbourne lost through the crisis, 3½ per cent. of its population, while the great staple, wool, touched a lower point than had been reached for a quarter of a century, in which, however, ere long there is bound to be a recovery.

THERE has been a disposition on the part of loan companies in Ontario to encourage liberal borrowing amongst owners of improved property. In some cases their loans have represented an exceptionally high proportion of value, the mortgagees relying largely for protection in the fact of the property being insured for the full amount of their loans. One or two cases have arisen lately however, which indicate that insurance companies are finding it desirable to rebuild destroyed property rather than pay the claim in full, which option they have the right to exercise. This is not particularly satisfactory to some of the mortgagees who have been accustomed to at once recover their loans through the concurrent insurance upon the mortgaged property. It, however, is likely to teach loan companies and other parties to be much more careful in the selection of their mortgagees.

## SAN FRANCISCO COAL TRADE.

J. W. Harrison reports, July 15th: "During the week, there have been the following arrivals: From the coast collieries, 16,120 tons; from foreign ports, 6,939 tons. There is no change in values this week, business generally is reported very quiet by both importers and jobbers. In fact, there seems to be no desire on the part of either to force sales, until more confidence is established in financial circles, which, regardless of every obstruction now being created by our local banks, is becoming reassured. There has been a marked improvement in outward grain freights during the past 15 days, with every prospect of a continuance. This should serve to lower coal freights later on, so far no change is noticable. Australian charters are quoted at 14-61 this week, yet offerings of cargoes are on the market at figures, that the quoted freights would leave a loss to the shippers. At a meeting held this week attended by all the principal gas engineers of the coast, the engineers of our local companies made very flattering remarks of the results of late tests of two grades of Japanese gas coals, recently imported specially for gas producing. If their prophecies are verified, a serious inroad will be made into Australian imports. As a matter of fact, it has already been done."

## THE COMING CALM.

Equipoise is essential to all affairs of which we have cognisance, and without it we may conjecture that collapse would occur even in those vast areas that are without the pale of our philosophy. Security for public safety is acquired by what is called the balance of power among nations. A computation of the value difference between a country's exports and imports, gauges the balance of trade. National and commercial greatness are alike in this, that an inevitable rise and fall preserves the necessary equilibrium. Another analogy might, if deemed expedient, be drawn from the political arena. Earl Beaconsfield it was, we believe, who uttered the remarkable sentence "We balance one party with its opposite and the health of the country depends upon the seesaw." The history of individuals and of nations is alike in this that success is frequently attained after apparent failure. A man who considers himself played up because one anticipated achievement has eluded his grasp, a nation which succumbs because of an early disaster in a necessary campaign, cannot be expected to participate in either honour or renown. Both the man who intends to make his mark and the nation which means to come to the front, must erase the word defeated from his, or its, vocabulary.

Since the present year dawned upon us fluctuations in finance have occurred in many lands, and a pitiable panic has made itself perceptible. Here, in London, we have not long since experienced sinking sensations in consequence of society speculations. The Law Courts have scarcely yet concluded their deliberations connected with revelations referring to society gambles, we had

well-nigh written gambles, carried on under the shadow of one of our government dockyards and within the area of a great southern seaport. Australasian affairs for a time threatened to paralyze business in that locality and both directly and indirectly injuring trade here and elsewhere. Eclipses, it should be remembered, are seldom total; it is often the darkest hour that precedes the dawn. Already Australia shows signs of being about to emerge from an appearance of eclipse; a temporary, if most depressing, shadow over her commerce and industry. When the Parliament of New South Wales was prorogued a fortnight ago or so the governor, Sir Robert Duff, called attention to this fact, and in so doing emphasised our argument. Referring to the late bank failures, he stated that Australia had passed through—mark the expression "passed through"—a monetary crisis which was without parallel in her history, and which at one time threatened to result in widespread disaster. The sudden and causeless demand for gold in exchange for notes and for loans in deposit, had produced a drain on the currency which no banking system, however sound, could indefinitely resist.

Banks of unquestionable solvency and continuing prosperity have been obliged temporarily to close their doors to protect securities of enormous value from enforced realization, for which nothing has shewn any necessity. The Government measures, the Bank Issue Bill and the Current Accounts Depositors Bill had produced most favorable results, and had been the main factors in reinforcing circulations. They had succeeded also in dispelling unnecessary alarm, and in the restoration of confidence in commercial connections; and had thus restored also the credit of the colony. Sir Robert spoke of the Funded Stock Act as operating satisfactorily. He remarked that over a million and a quarter sterling had been invested, and that the stock had been taken up with readiness. He referred especially to the labor settlements Bill and a list of other measures of utility. He ventured to hope also that the negotiations for subsidizing a direct steamship service between Australia and British North America, with Sydney as the terminal port, would result in the establishment of commercial relations for the mutual advantage of both countries.

Now, it is not necessary for our present purpose that we should acquiesce in every statement laid down by Sir Robert Duff; but we do acquiesce, and that right fully, in the indomitability of which he was the mouthpiece. Australia, through the lips of the Governor of New South Wales, expressed her belief in the coming calm.

Strange to say, an almost identical idea fell from Mr. Mundella on Saturday last, when, apropos of British shipping and commerce, he assured the brethren of Trinity House that, though our trade has been passing through—words of similar significance to those of Sir Robert Duff—periods of depression, and had been on the downward curve, still the returns of trade at the present time were higher than those of any year up to 1888. The downward will give way to the upward curve. Uninterrupted success is not to be dreamed

of. Now and again, a strain of some sort is inevitable, but the elasticity of mercantile matters in Great Britain has been recorded over and over again in the pages of her history. The financial strain which almost up to date has made itself evident will give way; signs of the times point even now towards the upward curve. These curves, downward and upward, have existed since barter became a necessity, and since commerce has occupied the minds and money of mankind; but a close study of events as they have occurred, and as they have left their mark upon the centuries, goes to show that depressions, dismal as they may seem while we are passing through them, are neither so deep nor so greatly serious as they sometimes were. Dr. David A. Wells has shown pretty conclusively that, viewed from the standpoint of even twenty or twenty five years ago, there is no evidence that the aggregate of poverty increases—but rather diminishes. Fluctuation in trade and industry, calamitous as they still are, are less in recent times than they used to be, and, on the whole, less disastrous. To look always on the black side in the present is to lose faith in the future. Happily the silver lining to the cloud of financial and commercial depression has begun to shine, and to prognosticate a coming calm.—*British Journal of Commerce.*

## A THOUGHT.

We are often told that fifteen or twenty years ago the commercial salesman was a wild, bad man, given to every dissipation. It was his custom to carouse, drink and commit many evil deeds. The bold, reckless men who sold goods in those days stained the name of commercial salesmen, it reports be true, but to-day they are respected and esteemed by all save those who encouraged the wayward salesman twenty years ago. It seems very strange that travelling salesmen conducted themselves in such a wild manner unless encouraged by the trade of twenty years ago. No one ever speaks of the trade of those days being of the same class as the salesmen and yet it is difficult to believe the salesman guilty and the merchant innocent. Representatives are out to sell goods. In those days the same mission prompted their wandering. The trade purchased goods from them and certainly encouraged, and possibly joined them, in their wildness.

But the trade was not censured for the individual acts of merchants, while the travelling fraternity was bitterly condemned for the acts of individuals of the craft. This was unjust, but a change has come. The trade of to-day will not patronize salesmen whose only aim in life is a wild career. The successful salesman adapts himself to his surroundings, and this was certainly true twenty years ago. No matter what class of men sold goods twenty years ago, it is unjust to condemn the men of the present because of the faults of those of by-gone years. Many of the reports are exaggerated just as some men magnify their school-boy exploits. Judge the travelling fraternity by their present representatives and do not take the few black sheep as criterions.

## EXACTIONS OF THE HARDWARE TRADE.

Few of the general lines of trade are so exacting in the price of success as general hardware. In most lines the principle of department organization and the development of specialties find ample scope, but in the general line of hardware it is less applicable. In the great jobbing houses this fact is not so marked, as the various classes of goods are generally handled separately. In the smaller stores of the retailers, however, where anything from a finishing nail to a traction engine is offered for sale, the difficulty is obvious. And it is probably true that, among a given number of men of average intelligence and information, more competent clerks could be secured for almost any other line than for the sale of hardware. It is not enough for a hardware clerk to know the difference between an axe and a handsaw, and to be able to read the price marks correctly, but he must be ready to supply the deficiency which so often exists in the knowledge of the purchaser.

In hardware, men are almost the only buyers, and, while less placable than the fair sex, are generally less well informed as to what they want. Able lawyers, learned theologians or shrewd speculators whose judgment in their particular spheres of activity is scarcely questioned, will come in quest of a screw or a piece of simple repairs with such a confusion of ideas that even the most expert salesman sends them away with just the thing of all others least suited to their purpose. It avails nothing to say that they do not know what they want—the necessity of the situation demands that the salesman shall discover from the "symptoms" what is needed. It follows, therefore, that the first-class hardware salesman is the product of long and careful training. To this the salesman must add what his special aptitude and quickness of perception can suggest from his experience with customers.—*Michigan Tradesman.*

## THE GROCER AND THE KITCHEN.

It not infrequently happens that the kitchen robs a grocer of his customer, injures his reputation, calls in question his accounts and stirs up no end of trouble. This is often the case where the route system is the custom of the place or neighborhood. Scores of customers are personally unknown to the grocer, who has never met nor is likely to meet them. Orders are sent *via* the kitchen or given direct by its autocrat—the cook.

This means that the patronage of many of the best customers is entirely dependent upon the relations established between the driver of the wagon and the cook. In cases where a steward manages the household commissary, the case is little if any better. Bribes are demanded in the shape of a bottle of Old Rye, a dress or some other article. In many cases, a handsome fee is expected if harmony is to continue between the kitchen and the grocer. If the demands of the steward or cook are not granted, complaints may be anticipated that the butter sent was not fit for

use except as wagon grease; that the coffee was horrible; the tea of a wretched flavor; the flour no good; the ham stale and tough, if not tainted.

Sometimes the driver of a rival grocer will bribe the kitchen to spoil the goods of the competitor in order that the cook may have a good excuse for transferring the account. There is no end of the devices of the kitchen to thwart the endeavors of the grocer to please some of his best customers. What is the remedy? The answer is not easy. Some grocers allow their salesmen to bribe the kitchen, finding it more profitable to accede to the demands than to refuse. We believe the manly way is to resist every irregular demand, and wherever there is any disposition on the part of the kitchen to discredit the quality of the goods, to promptly notify its master or mistress of the situation.

It is also common for route drivers to volunteer gifts to the kitchen in order to secure heavy orders. They put a premium on theft and waste. Goods are delivered that go from the kitchen unopened to the friends of the cook. Only recently a housekeeper in looking over her storeroom found several unopened packages of oatmeal, coffee and other articles. The quantity of sugar and butter charged in her account was more than twice the consumptive capacity of the family. Is it any wonder that under such circumstances customers complain of the size of their accounts and charge the grocers with error, and intimate that there is fraud. Efforts should be made by grocers to make the acquaintance of customers; to have stores so inviting as to induce their making frequent visits. This is one reason why the fixtures and surroundings of a grocery should be in keeping with the tastes and habits of those it serves. Evils will always be present so long as human nature is as it is. The quickest and best way to reach such an evil as that under consideration is to refuse to compromise with the kitchen; in fact, with any sort of questionable practice.

## DERELICTS MUST GO.

It is reported that on her last voyage from New York to Liverpool the White Star steamer Teutonic passed through a quantity of wreckage, which made it necessary for the speed of the vessel to be reduced. If the wreckage had been met with at night, or had been run into unperceived, as is often the case, and the steamer seriously damaged, the casualty would have been put down as unavoidable accident of the seas. It is among the possibilities that the *Naronic* met with some such accident. But this danger can be put among the avoidable ones of the class that Government authorities are responsible for. The navigator does his best to keep of the way of them, but he has scant knowledge of their position or extent. Derelicts are to him an unknown quantity. They appear when least expected and often at the worst time to avoid them. It is the business and duty of maritime governments to remove these avoidable dangers. They have the means and ability, and it is incomprehensible that they should not begin the work. There is a good deal heard about the police of the seas and protection of the highways of the world, but

nothing is said about keeping the highways clear of obstructions. Maritime nations combined and succeeded in clearing the seas of pirates. In removing derelicts, the task is much easier, and, although the renown and prizes may not be so great as when a pirate was taken into port, yet there must be some compensation in making navigation safer. At least the commercial navy will think that the military one is engaged in good work. When the *Maritime Register* first took up the task of having some system adopted that would clear the seas of derelicts, the undertaking seemed almost hopeless. No system had yet been adopted. No Government had yet ordered warships to clear the ocean highways of derelicts. But a public opinion has been created in favor of this course. Requests are constant from maritime organizations for the destruction of derelicts. Navy and Admiralty departments have this subject brought to their attention, and the requests are growing more and more imperative. The task is no longer hopeless. The time is not far distant when the order will go forth that naval cruisers shall engage in the peaceful destruction, or saving, whichever it may be, of castaway vessels, and the ocean highways be policed in a better way than they are at present. The derelict must go.—*Maritime Register.*

## SALMON.

The *S. F. Herald of Trade* says: In Alaska, nothing is reported. Packers appear to be waiting developments. The opinion prevails that prices will open higher than had been thought even by the more bullish inclined. This opinion is doubtless grounded on reports of \$1.15 paid in New York for the 1892 pack with the view of concentrating stocks, and also a probable shortage on the Columbia of about 110,000 cases in comparison with last year's output. There is a long falling off in the pack on the rivers in California, Oregon and Washington. Columbia River advices continue to report a light catch, with fishermen greatly discouraged owing to the large July run not materializing so far this season. From British Columbia and Alaska, we have no late advices.

The *London Grocer*, June 24, reports: Salmon remains in much the same position as before, supplies being quite on an equality with the demand, which sometimes flags, and we have heard of sales being reported at a slight discount from the rates originally quoted, but the full particulars have not been allowed to transpire.

In a late circular, Hyde Modera Co., (Limited) of London, say: Several cargoes of salmon have lately arrived, but distributors have not enough stock for their immediate requirements are not willing to stock further quantities unless at lower values, and, as the bulk of salmon is firmly held, holders are not disposed to let it go under the current rates. The market may, however, be described as slightly easier within the last few weeks, although the exceptionally warm weather we have had during the spring and summer should tend to improve this line, as in fact it should all classes of canned goods.

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Martha Fisher	811	Meadowcroft.	Oct. 18.	Victoria	Liverpool	31,002	\$163,151	April 11.
Br bark	Glengarry	802	Davidson	Nov. 3	Westminster.	Liverpool	37,332	186,760	April 15.
Br bark	Chill	178	McKenzie	Dec. 12	Victoria	Liverpool	30,033	163,061	June 5
Br bark	River Ganges	612	Budge.	Dec. 19	Victoria	London	29,161	117,305	July 10.
Br bark	The Frederick	812	Simpson.	Dec. 18.	Victoria	London.	32,403	167,596	June 10

### 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	806,938	7,811	March 21	owners ac
Br bark	Mark Curry	1256	Liswell	Jan. 1	Vancouver	Plymouth.	923,058	9,882	May 20	52s 6d
Nor bark	Fritzoe	1078	Rolfson	Jan. 10.	Vancouver	Callao	\$79,260	\$,031	March 3.	36s 3d
Am bark	Colorado	1036	Gibson	Jan. 19.	Cowichan	Valparaiso f.o.	\$32,657	7,077	April 27.	37s 6d
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	\$85,663	15,537	June 23	Private
Chil. bark	India	953	Funke	Jan. 11.	Moodyville.	Valparaiso	738,782	7,169	March 30.	owners ac
Br bark	Bittern	399	Stronach	Jan. 20	Vancouver.	Fremanthe, Au	302,950	4,201		owners ac
Ger. ship	Katharine	1630	Spille.	Feb. 7	Moodyville.	Iquiqui	1,328,879	11,058	May 6.	35s
Br. ship.	County of Yarmouth.	2151	Swanson	March 23	Vancouver.	U. K. f. o.	1,628,330	17,560		50s
Chil. ship.	Hindustan	1312	Welsh	March 6	Moodyville.	Valparaiso	1,196,826	10,212		owners ac
Am. ship.	Seminole	1430	Weeden.	March 19	Moodyville.	Santa Rosalia.	1,010,313	7,966		Private
Am. ship.	Ivy	1181	Lovell.	April 22	Vancouver.	Wilmington	791,911	10,497		Private
Br bark	Assel	733	Gilmour.	March 6.	Moodyville.	Antofagasta	631,165	6,377		35s
Br. ship	Natuna	1166	Grain.	April 20	Vancouver.	Port Pirie	951,868	7,718		42s 6d
Am. bark	Herry Morse	1313	Hughes.	April 19.	Moodyville.	Shanghai.	928,219	8,900		45s
Haw. bark	John Ema	2600	Schnauer	June 2.	Cowichan	Port Pirie.	2,580,797	19,500		40s
Br bark	Blairhoyle	1291	Gray	June 1.	Vancouver.	Sydney	913,685	7,801		31s 3d
Br bark	Mary Low	813	Robertson.	May 21	Vancouver.	Pisagua.	663,040	5,296		35s
Nor. bark.	Sigurd	1530	Aase	May 21	Vancouver.	Port Pirie.	1,426,000	10,698		40s
Chil. ship	Atacama	1233	Caballero.	May 13	Moodyville.	Valparaiso	967,361	7,762		owners ac
Br bark	Wythop	1218	Edwards	May 26	Vancouver.	Sydney	1,019,667	8,365		31s 3d
Br ship	Gryfe	1082	Roberts.	June 25	Vancouver.	Antwerp	786,228	11,790		50s
Ger bark	Heinrich	923	Henne.	June 7.	Vancouver.	Holland.	577,537	4,908		55s
Br bark	Doehra	967	McJerrrow	June 26	Vancouver.	Adelaide.	740,231	5,920		38s 9d
Br ship	Kinkora	1737	Lawton		Vancouver.	Callao				36s
Am schr.	Carrier Dove	672	Brandt.		Cowichan	Adelaide				39s
Am bark	Seminole	1432	Weeden		Moodyville.	Santa Rosalia.				Private
Am schr.	Puritan	581	Warner		Moodyville.	Tientsin				55s
Am bark	Sonoma	938	Anderson		Vancouver.	Iquiqui				30s
Br ship	Gunford	2108	Wier		Vancouver.	Port Pirie				37s 6d
Am ship	Wm H. Starbuck	1272	Reynolds.		Vancouver.	London.				52s 6d
Nor bark	Fortuna	1332	Mikkelsen		Vancouver.	Australia				

#### BUSINESS CHANGES.

Adams & McEachran, hotel, Kaslo, have assigned.

Skene Lowe, photographer, advertises business for sale.

Moses Ireland, general store, Cortez Island, has sold out.

Wm. P. Saneger, jewelry, Victoria, has assigned to James Hastie.

Jas. Williams, Central hotel, Nanaimo, sold out to J. A. Thompson.

A. DesBrisay, grocer, Westminster, has sold out to Parrnell & Gunn.

Weeks & Robson, contemplate opening in wholesale liquors in Vancouver.

McCarron & Co., hotel, Boundary Creek, succeeded by Hurdy & Sutherland.

Wm. Tietjen, Grotto hotel, Westminster, business advertised for sale.

Carne & Munsie, grocers, Victoria, have dissolved. Fred Carne, jr., continues.

J. C. Leask & Co., merchant tailors, Victoria, have dissolved; David Rendall retiring.

S. J. Emanuels & Co., Auctioneers, Vancouver, are succeeded by Scott & Hughes.

Kerr & Begg, booksellers and stationers, Victoria, have dissolved; J. R. Kerr continues.

Adam Grant Horne, general dealer, Nanaimo, has assigned to J. H. Lawson, of Victoria.

W. H. Pennock and Skene Lowe, of Victoria, have formed a partnership as manufacturing jewellers.

J. B. L. Jones, estate, general store, Wellington, selling out to Walter Jones, at present manager.

John Albert Johnson, Queens hotel, Victoria, assigned to J. Loewen and J. Muirhead, and sold out under distress warrant for rent.

The Inland Construction and Development Co., has been incorporated with a

capital stock of \$150,000, with power to increase. D. McGillivray, Chas. J. Loewen, MacIver Campbell are trustees. Vancouver is the principal place of business.

#### FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending July 22—

#### NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
18.	Sea Lion, str., Port Townsend	35
19.	Montserrat, ss. San Francisco	1,115
20.	Grandholm ss. San Francisco	1,651
21.	Wachsmelt, ship, Wilmington	2,600
22.	Urania, bark, San Francisco	2,700
Total		8,131

The British ss. Barracuita, 1,052 tons, Capt Irvine, has been chartered to take a cargo of coal from Union to Acapulco.

The Haw. schooner Americana, 630 tons, Capt. McLellan, has been chartered in England to load lumber at Tacoma for Cork, U. K., for orders.

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ship	Blair Athole	1697	Lister	March 3	R Samarang	Vancouver	B. C. Sugar Refinery Co.	144
Br bark	Formosa	915	Kain	March 16	H Liverpool	Victoria	R. P. Rithet & Co., Ltd.	131
Br bark	City of Carlisle	823	Hughes	March 1	K Newcastle	Victoria	Turner, Beeton & Co.	
Br ship	British General	1751	Tulloch		A Samarang	Vancouver	B. C. Sugar Refinery Co.	
Br ship	Candida	1222	Whetton	May 31	F London	Victoria	Turner, Beeton & Co.	54
Br ship	Drumraig	1919	Sparring	June 8	F Liverpool	Vancouver	Evans, Coleman & Evans	47
Br ship	Rathdown	2055	Morrisey	April 1	C Maryport, Eng	Vancouver	Turner, Beeton & Co.	115
Am ship	A. J. Fuller	1782	Wallnut		H Hogo	Vancouver	C. P. R. Co.	
Br bark	Ladstock	816	Williams	March 21	J Liverpool	Westminster	Bell-Irving & Paterson	122
Ger ship	Sirene	1437	Sauerlich		T Yokohama	Vancouver	C. P. R. Co.	
Br bark	Archer	789	Dawson		U Liverpool	Victoria	R. P. Rithet & Co., Ltd.	
Br ship	Dunboyne	1350	Neill		London	Vancouver	Evans, Coleman & Evans	
Am bark	St. Katharine	1193	Frazier	June 22	N Yokohama	Vancouver	C. P. R. Co.	33
Br bark	Jessie Stowe	615	Blanche		X Yokohama	Vancouver	C. P. S. S. Co.	
Br ss	Empress of India	3003	Marshall	July 5	W Hong Kong	Vancouver	C. P. S. S. Co.	20
Chil bark	Elisa	915	Harken	July 21	N San Francisco	Moodyville	Moodyville Saw Mill	4
Chil bark	Eritrea	779	Serra	May 9	D Valparaiso	Moodyville	Moodyville Saw Mill	17
Am schr	Robert Seales	570	Piltz	July 15	G San Francisco	Vancouver	Robert Ward & Co., Ltd.	10
Am schr	King Cyrus	667	Christiansen		G San Francisco	Vancouver	Robert Ward & Co., Ltd.	
Br ss	Miwera	1911	Stott		M Sydney	Vancouver	C. P. S. S. Co.	
Am schr	Golden Shore	614			G San Francisco	Vancouver	Robert Ward & Co., Ltd.	
Br ss	Empress of Japan	3003	Lee	July 26	E Hong Kong	Vancouver	C. P. S. S. Co.	
Br ss	Grandholm	871	Mason		B Victoria	Victoria	Robert Ward & Co., Ltd.	
Br ss	Tacoma	166	Hill	July 18	O Hong Kong	Victoria	Dodwell, Carlill & Co.	7
Chil bark	India	95	Funke	June 12	O Valparaiso	Moodyville	R. P. Rithet & Co., Ltd.	43
Ger bark	Guttenberg	62	Heine		G Glasgow	Victoria		10
Br bark	Gainsborough	93	McPhail	July 15	P San Francisco	Moodyville	Moodyville Saw Mill	
Am schr	Lyman D. Foster	72	Dreyer		L San Francisco	Cowichan	Robert Ward & Co., Ltd.	
Am schr	Wm. Bowden	72	Ojerem		Q	B. C.	Robert Ward & Co., Ltd.	

R—Cargo of 2,300 tons raw sugar. Chartered to load lumber at Vancouver for Cork Co. at 48s 9d. H—March 19 passed Holyhead. Chartered to load salmon for Liverpool or London. F—Via Seattle. June 12 passed Tuscar. K—Via Santa Barbara. Chartered for salmon to Liverpool or London. A—Cargo of sugar. I—June 2 passed Dover. Spoken June 14 lat. 38° N., long. 12° W. June 21 lat. 23° N., long. 22° W. Chartered for salmon from Victoria to London or Liverpool by R. P. Rithet & Co., Ltd. J—Via Honolulu. Chartered to load salmon for U. K. at 3s. C—Spoken April 27 lat. 2° N., long. 21° W. May 13 lat. 31° S., long. 10° W. Cargo of steel rails for C. P. Railway. T—Chartered for salmon to London or Liverpool, by Robert Ward & Co., Ltd., cancelling date Nov. 15. U—To sail July 10. W—Via Yokohama July 14. X—Chartered for salmon by A. B. C. P. Co. N—Lumber to West Coast S. A. on owners' account. D—To load a return cargo of lumber on owners' account. G—Lumber to Port Pirie at 37s 6d. E—Via Yokohama Aug. 4. M—Via Brisbane and Honolulu. B—Chartered for salmon to U. K., at 12s 6d. September loading on Fraser River. O—Via Yokohama July 29. P—Chartered to load lumber for Valparaiso for orders at 33s 9d. L—Lumber to Sydney at 27s 6d. Q—Lumber to Sydney at 27s 6d.; option Adelaide at 37s 6d.; Sept.-Oct. loading.

VESSELS IN PORT.	COWICHAN.	FREIGHTS.																								
<p><b>VICTORIA.</b> (July 24, 1893.)</p> <p>Br. bark Thermopyre, 991 tons, Capt. Winchester, from Hong Kong with paddy. Victoria Rice Mills consignees.</p> <p><b>VANCOUVER.</b></p> <p>Br. ship Kinkora, 1,799 tons, Capt. Lawton, loading lumber for Callao.</p> <p>Am. bark Seminole, 1,439 tons, Capt. Weeden, loading lumber at Moodyville for Santa Rosalia.</p> <p>Am. ship Puritan, 534 tons, Capt. Warner, ar July 9, loading lumber at Moodyville for Tientsen.</p> <p>Am. bark Sonoma, 993 tons, Capt. Anderson, ar July 9, loading lumber for Iquiqui.</p> <p>Br. ship Gunford, 2103 tons, Capt. Weir, loading lumber for Port Pirie.</p> <p>Am. ship Wm. H. Starbuck, 1,272 tons, Capt. Reynolds, loading lumber for London.</p> <p>Nor. bark Fortuna, 1,332 tons, Capt. Mikkelsen, arrived July 18, loading lumber for Australia.</p>	<p>Am. schr. Carrier Dove, 672 tons, Capt. Berendt, arrived June 29, loading for Adelaide.</p> <p><b>NANAIMO.</b></p> <p>NEW VANCOUVER COAL CO'S SHIPPING.</p> <p>Am. bark General Fairchild, 1,356 tons, Capt. Boyd.</p> <p>Am. ship Eclipse, 1,536 tons, Capt. Peterson.</p> <p><b>WELLINGTON SHIPPING.</b></p> <p>Am. bark Highland Light, 1,265 tons, Capt. Hughes.</p> <p>Am. bark C. F. Scargeant, 1,633 tons, Capt. Boyd.</p> <p><b>RECAPITULATION.</b></p> <table border="1"> <thead> <tr> <th>Ports.</th> <th>No.</th> <th>Tonnage.</th> </tr> </thead> <tbody> <tr> <td>Victoria</td> <td>1</td> <td>991</td> </tr> <tr> <td>Vancouver</td> <td>7</td> <td>9,532</td> </tr> <tr> <td>Nanaimo</td> <td>4</td> <td>5,795</td> </tr> <tr> <td>Cowichan</td> <td>1</td> <td>672</td> </tr> <tr> <td><b>Total</b></td> <td><b>13</b></td> <td><b>16,990</b></td> </tr> <tr> <td>Previous week</td> <td>17</td> <td>23,374</td> </tr> <tr> <td>Correspond'g week last year</td> <td>16</td> <td>12,580</td> </tr> </tbody> </table>	Ports.	No.	Tonnage.	Victoria	1	991	Vancouver	7	9,532	Nanaimo	4	5,795	Cowichan	1	672	<b>Total</b>	<b>13</b>	<b>16,990</b>	Previous week	17	23,374	Correspond'g week last year	16	12,580	<p>The market continues to advance and as suitable vessels are scarce rates in many instances are higher than were reported last week.</p> <p>Freights from British Columbia or Puget Sound are quoted as follows:— Valparaiso for orders, 32s 6d; to 33s 6d; Sydney 30s; Melbourne, Adelaide or Port Pirie, 37s 6d; United Kingdom, calling at Cork for orders, 57s 6d; Shanghai, 45s Tientsin 55s.</p> <p>Grain freights from San Francisco to U. K., Cork for orders, 25s to 27s 6d; from Portland, 32s 6d; Tacoma, 30s. The latter two, however, are nominal.</p> <p>Coal freights are quoted: Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2; to San Diego or San Pedro, \$2.25 to \$2.50.</p>
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