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AGENTS.

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### TRADE AND COMMERCE.

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

The disagreeable state of the weather since the beginning of the month has had a rather depressing effect on trade generally, and it can truthfully be said that the month has opened up bad. Collections were well met on the 4th of the month, although money appears tight in some quarters.

The *News Advertiser* says that at Vancouver the month of October will compare favorably with the corresponding month in the previous year, despite the continuous growl of some pessimists.

#### FRUITS AND VEGETABLES.

The receipts of California fruits and vegetables from San Francisco by steamship Walla Walla, Nov. 3, comprised the following: For Victoria—612 cs grapes, 22 crts bananas, 22 cs oranges, 47 sacks onions, 1 cs pine apples, 22 bxs apples, 2 sacks cocoanuts, 10 cs figs, 4 sacks sweet potatoes, 6 cs lemons, 10 bxs quinces, 1 cs garlic, 3 cs peppers, 1 cs horse radish; total, 793 pkgs. The receipts by previous steamers were as follows: Oct. 29, 818 pkgs; Oct. 19, 988 pkgs; Oct. 9, 1,030 pkgs; Oct. 4, 1,072 pkgs; Sept. 29, 1,175 pkgs; Sept. 21st, 1,279 pkgs; Sept. 19th, 1,194 pkgs.

Two hundred cases of Japanese oranges were received ex steamship Zambesi from Japan, and are selling at 75c a box. They are, however, rather green and somewhat bitter. Large consignments of this fruit are ordered for shipment by steamer, to reach here just before Christmas. They

will then be fully ripe, and will command a large sale. Trade generally is quiet and quotations are unchanged.

Jobbers' quotations for fruits are as follows:—

Oranges—Sweet Loretta.....	\$1 00 @	0 00
Tahiti Seedlings.....	4 50 @	4 75
Riverside Seedlings.....	0 00 @	0 00
Japanese.....	0 75 @	0 00
Lemons—California.....	8 00 @	8 50
Sicily.....	7 50 @	9 00
Australian.....	7 00 @	0 00
Bananas, bunch.....	2 50 @	3 75
Pears.....	1 75 @	2 15
Quinces.....	1 50 @	0 00
Apples—Red.....	1 50 @	1 75
Green.....	1 25 @	1 40
Grapes.....	1 50 @	1 75
Pine Apples, doz.....	5 00 @	0 00
Cocoanuts, doz.....	1 00 @	0 00

Vegetables are quoted:

Potatoes—California, sweet.....	2 1/2 @
Local.....	per ton 15 00 @ 16 50
Onions—Red California.....	1 1/2 @
California Silverskins.....	1 1/2 @

#### SALMON.

The British bark *The Frederick*, 812 tons, chartered by Robert Ward & Co., has missed her cancelling date, and it looks as if the British bark *River Ganges*, 612 tons, will also miss her cancelling date, the 15th November. The British bark *Glengarry*, 802 tons, Capt. Davidson, the second of this season's salmon fleet, cleared from New Westminster Nov. 5 for Liverpool with a cargo of 37,352 cases, composed 33,137 cases of tall cans, 2,808 cases of flats, and 1,407 of half-tall cans. The consignors of the vessels are Messrs. Bell-Irving & Patterson, agents of the Anglo-British Columbia Packing Co., Ltd.

#### RICE.

The Victoria Rice Mills quote wholesale:

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

#### GROCERIES AND PROVISIONS.

Business has been rather quiet the first week in this month and will not probably show much life until the merchants commence to place orders for dried fruits, canned goods, etc., for Christmas trade. The season's stock in those lines has not yet been received, but when they arrive there will certainly be some activity among the trade. Butter continues steady at quotations. American meats have changed

slightly since last week. 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, 17c, breakfast bacon, 18c.

Dairy produce is quoted:

Butter—Eastern Creamery, tubs.....	27 1/2 @	30
Manitoba Dairy choice.....	18 @	22
Cheese—Canadian, lb.....	13 1/2 @	14 1/2
California.....	16 @	00
Eggs, doz.....	21 @	22

Smoked meats and lard are quoted:

Hams.....	15 1/2 @	17
Breakfast bacon.....	15 @	17 1/2
Short rolls.....	12 @	13
Backs.....	13 @	15
Dry Salt, long clear.....	11 @	12 1/2
Pure Lard, 50 lbs.....	13 @	14
" " 20 lbs.....	13 1/2 @	14 1/2
Lard Compound.....	10 1/2 @	11 1/2

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

Dry Granulated.....	5 1/2 @	5 1/2
Extra C.....	5 1/2 @	5 1/2
Fancy Yellow.....	5 @	5
Yellow.....	4 1/2 @	4 1/2
Golden C.....	4 1/2 @	4 1/2
Syrups, per lb.....	3 @	3

Messrs. R. P. Rithet & Co., Ltd., quote new season's pack of Canadian meats as follows: Hams, 14 1/2c per lb.; choice breakfast bacon, 17 1/2c; short roll, 12 1/2c; long roll, 12 1/2c; dry salt side, 11 1/2c; smoked clear side, 12c. Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 15 1/2c per lb; heavy hams, 15 1/2c; choice breakfast bacon, 15 1/2c; short clear sides, 13 1/2c, and dry salt clear sides, 12 1/2c. Armour's white label pure lard, 1c lb. pails, 1 1/2c per lb.

Canadian meats are quoted f. o. b. Victoria: Hams 14 1/2c, breakfast bacon 15c, long clear side 10 1/2c; spiced rolls, 12 1/2c; pure lard, tubs, 12 1/2c; do, 3 lb and 5 lb tins, 13 1/2c.

The *Montreal Trade Bulletin* says: There is quite a standstill in butter business owing to the high demands of holders. Creamery could be moved at 23c for late made, but holders ask 1c more, which is quite sufficient to block business. The same with dairy, which is salable at 18c to 19c for fine to choice Western and at 20c to 21c for Townships in round lots, but sellers ask more money, and so the trade in export account is almost nil. Cable advices from England are not as encouraging as those by mail, and shippers say they can do no business at the limits sent out. A fair local demand is experienced at about last week's prices, although dealers here say this is being interfered with by farmers and factorymen going direct to the grocers and peddling their goods from store to store. We quote: Creamery choice fall 23c to 24c; Creamery good to fine 22c to 22 1/2c; Add 1c to 2c per lbs for selected single package. The cheese market has undergone very little change during the week, sales being made of French cheese at the boat at 10 1/2c to 10 1/2c. Finest Western cannot be obtained under 10 1/2c and consequently buyers are filling their orders with Eastern goods at 10 1/2c to 10 3/4c for finest. There has also been a fair amount of business at a range of 9 1/2c to 20 1/2c. Notwithstanding the large fall make it is beginning to be admitted pretty generally that stocks at present are lighter than at this time last year. There is, however, quite an accumulation of stocks

in London and Bristol, but much less in Liverpool than was expected. There is quite a lot of summer goods on the other side, for which holders may have to accept lower prices, but there are no signs of lower values for finest fall cheese. The public cable is quoted at 51s. 6d. for white and colored; but private cables quote 53s. to 52s. 6d. Sales have just been made of finest Western at 10½ to 10½c.

The Toronto Empire of a late date says: "Teas are active and generally steady to firm. The trade is of a sorting character. Some large retail sales have been made for shipment to the Northwest. Japans are the most active. Blacks have been dealt in more freely. Under date October 15, London advices report that market again shows an advance in Indians and Ceylons, prices being firmer for all descriptions. China Congous are without alteration. Greens firmer, with an upward tendency. The low prices at which staple vegetables are offered has improved the demand, but it is chiefly for small assorted lots. Instead of 500 cases they order 50. Equal quantities corn, peas and tomatoes offer here at 87½ to 90c for good brands, and sometimes 2½c to 5c more is asked. The packing season is now practically at an end. There can be but little doubt that the production is the largest Canada has yet had in potatoes and corn. Against this must be placed the fact that prices are lower than usual, and the consumption will no doubt be much larger. At the moment there is nothing to encourage better prices on these three staples. Canned salmon is strong at \$1.45 up."

FLOUR AND FEED.

Since the changes noted last week the price list has remained unchanged. The market is almost featureless. There is a steady consumptive demand, and the receipts of produce and grain of all kinds continues large. This does not, however, affect the market, as it all goes into the warehouses of the wholesale and jobbing trade.

The Columbia Flouring Mills quote Enderby flour in carload lots:

Premier.....	\$5 20
XXX.....	5 10
Strong Bakers or XX.....	4 75
Superfine.....	3 80

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 4 75 @ 0 00
Lion, " ".....	4 75 @ 0 00
Premier, Enderby mills.....	5 45 @ 0 00
XXX, " ".....	5 35 @ 0 00
XX, " ".....	5 05 @ 0 00
Superfine, " ".....	4 05 @ 0 00
Ogilvie's Hungarian.....	5 50 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
H. B. C. Fort Garry Hungarian.....	5 40 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Benton County, Oregon.....	4 85 @ 0 00
Portland Roller.....	4 90 @ 0 00
Snowflake.....	5 25 @ 0 00
Royal.....	4 80 @ 0 00
Wheat, per ton.....	28 00 @ 35 00
Oats.....	25 00 @ 30 00
Oil cake meal.....	40 00 @ 45 00
Chop feed.....	28 00 @ 30 00
Shorts.....	26 00 @ 28 00
Bran.....	24 00 @ 25 00
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 50 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
" " Chop feed.....	26 00 @ 28 00
California oatmeal.....	4 25 @ 4 35

California rolled oats.....	3 75 @ 3 85
Corn, whole..... per ton	37 50 @ 40 00
Cornmeal.....	2 75 @ 3 00
Cornmeal-feed..... per ton	40 00 @ 50 00
Cracked corn.....	40 00 @ 45 00
Hay, per ton.....	17 00 @ 18 00
Straw, per bale.....	1 00 @ 0 00

LUMBER.

The German bark Katherine, 1,030 tons, Capt. Spille, now on the way from Cardiff for Santa Rosalia, has been chartered to load a cargo of lumber at the Moodyville mills for the West Coast of South America. She is expected early in December. There have been no arrivals since last review. The Norwegian ship Morning Light, 1,013 tons, Capt. Johansen, sailed from Vancouver Nov. 3 for Liverpool with a cargo of 930,103 feet rough lumber, valued at about \$10,000. The new American schooner Lyman D. Foster, 730 tons, Capt. Dwyer, sailed Nov. 5 for Sydney, with a cargo of lumber from the Moodyville mills, consisting of 842,818 feet rough, 6,000 bundles pickets, and 758 bundles lath; total, 892,858 feet, valued at \$7,800. There are at present six vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. bark Columbus, 691 tons, for Adelaide; Nor. bark Benj. Bangs, 1,118 tons, for Montreal; Br. bark Fernbark, 1,338 tons, for Valparaiso, for orders; Br. bark Grasmere, 1,246 tons, for Valparaiso, for orders; Am. ship Edward O'Brien, 1,725 tons, for Cork, U.K., for orders. At Westminster—Br. bark Geo. Thompson, 1,128 tons, for Sydney.

It is understood that the mills in Puget Sound are openly quoting \$8 per mille feet for Oregon pine, and in some quarters it is freely asserted that lumber is being sold at even lower rates.

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

Rough Merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet.....	\$ 9 00
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, 4 feet, per M.....	2 00

Liverpool correspondence reads thus: "Buyers, disgusted at the continuance of the boom in butter, have been holding off to a great extent this week; but their absence has not been felt, as supplies continue to come in decreased quantity, our chief dependence, Denmark, turning out less every week, the early setting in of the low output period being accounted for by the scarcity of grass throughout Denmark, stable-feeding having to be resorted to, which decreases both quality and quantity. The best Danish has been disposed of at 132s. easily, while forward sales are making at 136s., with no clear signs that this will be the halting spot unless Australasian comes to the rescue of the purchaser. Anything below the best has, however, not been easy to sell, and secondary descriptions have quitted below 120s. The scarcity is exemplified by Manchester, which reports 1,200 sacks decrease in the week's supply from Copenhagen. Choice Canadian is in good demand for late made, with stocks cleared, 11s., being paid for Augusts now arriving. Values are weaker for ladies, 80s. to 82s. 6d., fancy parcels 84s. to 85s., Canadian fresh Western dairy worth 80s. to 84s., and fancy selected Townships 94s. to 98s. in Liverpool."

BUSINESS CHANGES.

E. A. Morris, tobacconist, has opened in Victoria.

C. W. Monk, Osborne House, Victoria—closed up.

Fairon & Co., hotel, Vancouver, are succeeded by John Langwith.

A. Haslam has purchased the Nanaimo Electric Light Works at sheriff's sale.

Bellamy Bros. have purchased The Wilson Restaurant, Victoria, from Wm. K. Tulloch.

The News-Advertiser Co. of Vancouver have bought out the Vancouver Book-binding Co.

The plant of the Laura Hydraulic Mining Co., Rock Creek, is advertised for sale by the sheriff at suit of Blair & Co.

Samuel Matson and John Hyland have entered into partnership as insurance, financial and real estate brokers, conveyancers, etc., at 43½ Government street, Victoria.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending November 5:—

NEW VANCOUVER COAL CO. SHIPPING.		
Date.	Vessel and Destination.	Tons.
2.	Holyoke, str., Port Townsend.....	22
2.	Louis Walsh, ship, San Francisco.....	2,209
2.	Wanderer, str., Port Townsend.....	27
3.	Tyee, str., Port Townsend.....	86
4.	Montserrat, str., San Francisco.....	1,501
Total.....		3,845

It is said that the French [Syndicate Co., of Northfield, have come to an amicable arrangement, the syndicate agreeing to pay the greater part of S. Leiser's claim before the 15th November, when a meeting of the creditors will be held. Messrs. Yarwood and Young on behalf of S. Leiser, and J. H. Simpson, assignee, now hold joint possession.

G. C. Shaw & Co., commission agents, of Victoria, will be agents for the following well-known firms for this province:—Stewart, McDonald & Co., general dry goods, Glasgow, Scotland; Glover & Brais, wholesale men's furnishings, of Montreal; Silverman & Boulter, manufacturers of hats and caps, Montreal.

At an adjourned meeting of the Vancouver Board of Trade, held last Tuesday evening, the following resolution was adopted: "That this Board, feeling the urgency of taking immediate steps to secure to the Province the trade of the mining districts of the Interior and the Slokan in particular, would urge upon the Provincial Government and the Canadian Pacific Railway the necessity of giving that district better means of communication by means of a wagon road from Slokan to Arrow lakes, until such time as a railway can be constructed, and that the president be requested to communicate with the Provincial Government and the president of the C.P.R. to this effect, and that a copy of this resolution be forwarded to Mr. Davie, the premier, at Ottawa, and Mr. Van Horne." It was further resolved: "That the Boards of Trade of New Westminster, Nanaimo and Victoria be asked to unite with the Vancouver Board in carrying out the foregoing resolution."

# CANADA PERMANENT LOAN AND SAVINGS CO.

HEAD OFFICE, CO'S BUILDINGS, TORONTO, ONT

J. HERBERT MASON, PRESIDENT & MANAGING DIRECTOR.

Subscribed Capital.....\$ 5,000,000  
Reserve Fund.....1,502,252  
Total Assets.....P. 12,001,772

This company is now prepared to accept applications for loans upon improved City and Farm Securities at current rates of interest. NO AGENTS' COMMISSION IS CHARGED THE BORROWER. Full particulars on application to

## HEISTERMAN & CO.,

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Agents and Appraisers for Victoria District.

BODWELL & IRVING, Solicitors.

### Victoria Brewing and Ice Company,

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## LAGER BEER.

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# GREEN & SONS CO'Y,

WHOLESALE

FURS, HATS, CAPS, ETC.

## BRITISH COLUMBIA FALL TRADE, 1892

Men's Furnishings, Merino and Woolen Underwear,

SCARFS, TIES, SHIRTS, COLLARS, WATERPROOF COATS.

WAREHOUSE:

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

MONTREAL.

Counterfeit \$2 Dominion notes are in circulation in Buffalo.

Mayor Grant, of New York, has declined the presidency of a distillery company with a salary of \$40,000 a year.

One of the leading produce dealers reports to the New York Tribune that an increased price next winter is probable on eggs, because there is a shortage of 34 per cent. in lined eggs as compared with this time last year.

The shareholders of the Midland railway, which for a number of years has been practically controlled by the Grand Trunk railway, have given their unanimous consent to the proposition to merge the road with the Grand Trunk. The Midland is virtually the last to be merged of the various subsidiary lines of the Grand Trunk.

The man who wants his trade paper

stopped is always the man who is grumbling at dull trade and hard times, is always the one who gets no time to read a trade paper, and is generally the one who couldn't read one intelligibly anyhow. In nine cases out of ten, he begrudges the food his wife and children eat, and he generally lives in poverty and dies in debt and ignorance. Some people choose darkness, rather than light.—*Ex.*

The drummer with a quick and pleasant "good morning," sells more goods than the bore who sometimes gets an order from a customer to get rid of him. These are busy times, whose tendency in all directions is towards condensation. A business man has no time to hear long winded arguments or funny stories. When he is approached, he wants straight business talk, and the men who have tact enough to observe this rule, are the ones who generally sell the goods.

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The Great West Life Assurance Co., Winnipeg and Victoria.  
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Will find it to their advantage to send their order to us. The largest stock in the Dominion. Agents for H. Milward & Sons, Tackle Manufacturers, Readiitch, Eng.

BRITISH BARQUE

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(1016 Tons)

WILL SAIL FROM

## LIVERPOOL

—FOR—

## VICTORIA

About the Middle of DECEMBER

For further particulars apply to

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76 WHARF ST., VICTORIA.

## VICTORIA STEAM BAKERY.

## M. R. SMITH & CO.

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CRACKER BAKERS,

VICTORIA, - - B. C.

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

## ALEX. M. LEITCH,

WHOLESALE COMMISSION AGENT,

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REPRESENTING:

Eric Prevost & Co., St. Catharines; McAlpine Tobacco Co., Toronto; Thos. Symington, Edinburgh, Scotland; Stanway & Bayley, Toronto.

## COMMERCIAL SUMMARY.

Switzerland has had a heavy fall of snow.

The rising of the Ute Indians on White River, Colo., is feared.

The loss by fire at Milwaukee is now estimated at \$5,805,000.

But one person in 10,000 attains the age of 100 years, according to insurance statistics.

The Chicago and Southern Illinois railroad, from Chicago to Pana, Ill., is a new project with \$10,000,000 capital.

The Rothchilds have secured £1,500,000 of bullion for Russia without applying to the Bank of England. A strong demand for gold still exists.

The forest fires in the Shamokin district of Pennsylvania are still spreading, and much timber has been destroyed, while industrial establishments are being closed for want of water.

The Dominion Wholesale Grocers' guild have elected the following officers: C. P. Herbert, Montreal, president; Hugh Blain, Toronto, vice-president; E. A. Wills, Toronto, secretary.

Parallel pneumatic tubes are to be tried for the transit of mails from the general post-office to the sub-post-office on Chestnut street in Philadelphia. The tubes will be  $\frac{3}{4}$  inches in diameter inside.

The recent failures of the London & General Bank and the Liberator Building Society, in London, now turn out to be much worse than was anticipated. The directors, who include Mr. J. Spencer Balfour, M. P., are likely to be prosecuted.

A bicycle insurance company, to insure bicycles against accidental breakage, has, it is said been started in New York. When a broken wheel cannot be satisfactorily repaired by the company's mechanics, the policy-holder is given a new machine.

The Governor-General in Council has disallowed the territorial ordinance giving the public a right to make improvements in navigable streams and charge for the use of such improvements on streams running through Dominion lands. This provision, however, will be embodied in the Dominion Lands Act next session.

A joint stock company is now in course of formation, having for its object the protection and insurance of the property of business men against burglary. It will be a burglarly guarantee company, with offices in different parts of the Dominion. Parties insured will be guaranteed against loss at a regular percentage rate on the amount for which they are insured.

A London despatch to the *Toronto Globe* reads: "The demand for the exclusion of Canadian live stock grows stronger on account of the alleged cases of pleuropneumonia, and in Scotland it will probably find emphatic expression at the various meetings of the Farmer's societies to be held during the ensuing week. The position of the trade is very critical. The Board of Agriculture has not yet definitely reported the actual nature of the disease. Should any further suspicious cases arise, the Government will certainly schedule Canadian cattle."

There is a glut of grain at Chicago; also at St. Louis.

The binder twine factory at Brantford is nearly completed, and the company have received their charter.

There was a marked falling off, last month, in the export of Canadian cattle to Great Britain. The total shipments, so far, are 11,546 cattle and 15,231 sheep below those of the same date last year.

Commander Wakeham will be appointed Dominion Commissioner to act with a United States Government representative to devise a means for protecting the fisheries contiguous to both countries.

A rumor is current that the Canadian Pacific Railway directors have in view the construction of a line of boats for lake traffic and intend buying the Polson Company's shipyard at Owen Sound for that purpose.

It is reported that the Dominion Government intends to submit a proposition at the next session of Parliament offering a subsidy of \$750,000 for a fast mail service between Canada and Great Britain. There is at present a standing offer made of \$500,000 for a service of this kind, but so far no company has been found willing to carry out the terms of the contract for this subvention. To complete this deal between the Government and the Canadian Pacific Railway, it is said that the latter will purchase the Intercolonial Railway, thus giving them still greater facilities to connect the new steamship line with their transcontinental system.

Low shoes were more worn by women than they are now. It seems to be a question of how close we can get to the primitive sandal of the Egyptian, and how much of the foot can be left out of doors with only stockings over it. Papyrus and reeds have given place to leather and cloth, but in quantity of material some of the modern shoes are but little ahead of those of the ancients. Open work, or slashed shoes, perforated uppers, basket work, fligree and uppers composed only of straps at the front, seem to be vying with those of the Romans and Greeks in conspicuousness of their ornamentation and the scantiness of their proportions. But, unlike the ancients, we are not confined to these; we have an immense variety of more substantial things to choose from.

A contemporary says, in some hints to the employes of mercantile establishments, "never imagine that you are indispensable," which is sound advice, but there is no reason why a clerk, a salesman or buyer should not try to make himself indispensable to his employer, nor should the latter be deterred from attempting to make himself indispensable to the public by the consideration that he is striving after the impossible. To all intents and purposes a willing, industrious, faithful and intelligent employe is indispensable—at least to the average employer—and the same is true of the general public and the reliable, experienced and enterprising retail merchant. That is to say, the world can get along without the services of any particular individual, but it will not willingly do so while those services are exceptionally valuable.

## EVERY MAN HIS OWN BRICKLAYER

If all the claims that are made for a new brick invented by a German mechanic are shown to be founded in fact, the bricklayer and his affiliated craftsman may well view with alarm so startling an innovation. This brick is made of cast iron and is hollow, with a shell so thin that its weight is less than an ordinary clay brick, and its size and shape are about the same as those of the common brick, but its most interesting peculiarity is the manner in which it is laid up. Every brick has grooves and ribs on its upper and lower sides which engage with corresponding grooves and ribs on the fellow bricks, making a close fit, and there are circular openings on the upper side of each brick, adapted to receive projections—one of which is hooked or claw shaped—on the under side of the brick immediately above it. The result of these ingenious devices is to form not only a wall of great solidity and strength, practically fire proof and susceptible of being made highly ornamental by the use of paint, but a wall which a man may build for himself, and tear down and build over again—no mortar being used in the construction—very much after the manner of juvenile architects with their building blocks. The large air spaces in these bricks, moreover, conduce to the coolness of the house in summer and its warmth in winter.

## THE "DRUMMER'S" FIRST DAY.

"When I started on the road, I imagined that the life of a drummer was one long-drawn sigh of transcendent bliss," says an old commercial traveller, "I imagined that the country merchants would all be glad to see me, would laugh heartily at my jokes and take my advice regarding what they should buy. But the poetic dream soon vanished. I reached my first town in a pouring rain, and had to carry my heavy sample cases a quarter of a mile to the hotel. The first merchant I visited kept me waiting for an hour while he sold a plug of tobacco and a pint of whiskey to a negro, then sneaked out of the back door and went to dinner. The next one expressed an earnest desire to see every drummer hanged, and the third one pawed my samples over for an hour, informed me that all my best stories were told by Shem and Japhet in the ark, and that Ham grew black in the face trying to pitch them overboard. I got sour bread and fried catfish for dinner and slept that night on a corn-husk mattress from which the cobs had not been extracted. As I sat in my carpetless room on a chair with a game leg, and by the light of a smoky candle watched the bedbugs playing at bo-peep, I wanted to chuck my samples into the river, return to the city and drive a sprinkling cart."

With reference to the tobacco which was seized in Ottawa some time ago at several leading grocery stores by Inland Revenue officials, for being kept for sale other than in the original packages, and which consequently bore no evidence as to whether the duty had been paid or not; it is understood that the department has decided to release the tobacco on the paying the duty and a slight fine.



# THE BRITISH COLUMBIA COMMERCIAL JOURNAL

ISSUED EVERY TUESDAY AT VICTORIA, B. C.

**SUBSCRIPTION - - \$2.00 PER YEAR.**

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D. M. CARLEY . . . . . EDITOR  
L. G. HENDERSON . . . BUSINESS MANAGER.  
Office No. 77 Johnson Street.

VICTORIA, TUESDAY, NOVEMBER 8, 1892.

## MORE LIGHT WANTED.

In its issue of Friday the local Government paper laid itself out to convey the impression that the Canadian Western Railway is not a competitor with the Canadian Pacific. It says: "The new road is evidently not intended as a trans-continental road. It is constructed mainly and primarily to be a colonization railway." Our contemporary then launches out into a description of how it will develop the northern part of the province, how it will open up the Cariboo district and of its bringing within the reach of the enterprising men of the coast the hidden treasures of the Peace River region.

But if it be mainly and primarily, as alleged, a colonization railway, why, if not directly, should indirect applications have been made for the assistance of the Dominion, whose grants are supposed to be made only to railways which are "for the general advantage of Canada?" The promoters of the enterprise unless they have been grossly misrepresented, have of late materially changed their tactics, for it was the idea of obtaining a second trans-continental service that induced many persons both in and out of the Provincial Parliament to support the original bill and to temporarily keep in existence a charter that had really lapsed. We note that the *Montreal Times* is quite of the opinion that the project is of a trans-continental character, for it says: "No new trans-continental railway is likely to be built for some time. . . . A part of the scheme is to get \$3,200 a mile \$3,344,000 from the Dominion Government."

Those figures which were flaunted in Chicago, in effect that the enterprise was subsidized in lands and cash to the amount of some \$6,456,670 were not of a character to convey the impression that it was merely a colonization road that had been undertaken. The railway, so far as at present laid down, is from Victoria to Seymour Narrows on Vancouver Island, and from Bute Inlet on the Mainland, through the Chilcotin, Cariboo and Peace River countries, up to Yellow Head Pass—a distance of 1,015 miles. Why should the road have the Yellow Head Pass as its terminus, and in effect lead to nowhere?

Now this forty six million odd is equivalent to more than \$41,000 per mile; and according to dispatches from Chicago the road will cost about \$2,000,000, or about \$27,000 per mile, leaving upon this apparently authorized calculation—for it has not been repudiated—a profit for some one of a difference of about \$17,000 per

mile, there remaining for the stockholders and managers of what is merely a colonization road a balance to the good of over eighteen million dollars.

So far, all that has been in any definite shape before the public in connection with this "colonization allway" has been the construction company, with a capital stock of \$7,000,000—all subscribed in Chicago. It is, of course, to be supposed that provision will be made somewhere out of this balance of over eighteen million dollars for the expenses of running the road over and above its traffic receipts. But where do the necessary safeguards come in? Moreover, for a road that is only designed for colonization purposes it is singular indeed that all the capital of the construction company should have been taken up in any foreign town—thus shutting out, as has been semi-officially announced, all local capital. Singular things do occasionally happen; but, in this instance, it may not be out of place to ask why this should be? In the first place, is the so-called construction company the *de facto* railway company, and are there to be vested in it all the grants of money and land, together with the charter and every thing connected with the undertaking?

Rumor said—and it is entitled to some sort of credence until it is officially contradicted—that the construction company or syndicate, capitalized in Chicago, is to be the all and in all of the Canadian Western Railway. If this be not the case, we hardly think that the enterprise can afford to permit itself to be prejudiced by allowing this impression to be strengthened; and it is as a friend to the undertaking—whether it be a provincial work or for the general advantage of Canada—that we make these remarks. We desire to see everything so plain and above board that there shall be no ground for cavil, suspicion or objection. The people of the Province have far more at stake than have the Chicago men on whose behalf the deposit of a few thousands of dollars was made with the government as their guarantee of good faith or who may or may not have planked down their cold hard cash to the extent of five million dollars. It is estimated that there are close upon fifty millions of dollars already in sight for the company, with the prospect of still further strikes through the Dominion Government and municipalities supposed to be interested.

But, if this be a purely colonization enterprise and therefore a provincial undertaking solely, how comes it that it is reported to be the intention of those who are primarily concerned to apply for a Dominion charter as well as a Dominion subsidy? Indeed, it was not so long since reported while, in fact, the Premier was in Ottawa that though it might be delayed owing to the opposition of the Canadian Pacific, the Canadian Western would eventually be built with presumably the assistance of the authorities of Canada. In connection with projects of this magnitude—for even if it be only of a provincial character—this enterprise will be a gigantic work, there are always stories current which, if not set at rest, are calculated to influence public opinion adversely.

One statement which has been made in

that the road is to be built with the assistance of Chinese labor. Now this is thoroughly antagonistic, not only to the spirit but, to the practice in the case of public works aided and assisted by British Columbia. The anti Chinese clause has been almost universally introduced of late years, and, with such a splendid franchise as the Canadian Western has been shown to possess, there would appear to be no need why an exception should be made in its behalf. This may, however, be subsequently shown; but, on the face of it, a magnificent road, even over a most difficult route, ought to be built, equipped and set in full running order for a less amount than is set down as the cost of construction. If these hundreds, nay thousands, of Chinamen—some of whom, it is said, have been already contracted for, are brought in, their introduction to the country will be in the very teeth of a not inconsiderable poll tax that will either have to be paid or the impost done away with. It may be that the Chinese resident may be employed; but in that event the spirit of the existing practice will be violated.

In any case is it to the general advantage of Canada that hordes of Mongolians should be let loose upon the country to build a road that "is not a competitor to the C. P. R.," but "is constructed mainly and primarily as a colonization railway." Chinamen, it is well known, are accustomed to labor for considerably less remuneration than are white people, many of whom are already here and would be glad of employment, while others would be induced to come on the strength of work on the railway and, after it is completed, would be likely to remain as permanent and desirable settlers. On the other hand, the Chinamen have no abiding place except in their native land. They, as far as they can be, are like the barbarian hordes of Asia, in that they sweep a country as clean as it is possible for them to do, taking all they can out of it, and not even leaving their bones to fertilize the soil.

From the first we have favored the Canadian Western Railway project, and we are in favor of it still. Indeed, we shall oppose any dog in the manger policy towards those who are connected with it; but, to all appearances, owing to the uncertainties that exist and to the lack of definite assurances as far as the public is concerned, as to its completion and running, the parties chiefly to be benefited are the Chicago gentlemen who are said to have subscribed five million dollars and the Chinese laborers who are to be got to build it at the lowest possible cost. The people of British Columbia want not only to have a railway built, but to have it effectively run after it is built.

A RECENT decision of the courts in an election case in the Province of Manitoba has emphasized an important point. That is that under the Election Act—and we presume in other respects also—current money of Canada means coin or Dominion notes, bank notes being only promises to pay and not current money of Canada.

## THE SAFE LIMIT.

In a recent issue, the *Monetary Times*—doubtless moved thereto by the outcome of the building boom in Toronto—discussed "the safe limits of building," and, in the course of its article, drew the distinction between over production of movables and over speculation in houses and lands. In the case of excess, the former may be exported, though at a sacrifice, while houses and lands on which money has been borrowed, which does not earn its own interest, must remain where they are. During the discussion of its subject, it arrived at the following conclusions: "Money expended in improvements, if it only pays its own interest in the return it makes, leaves the enterprise sterile; when it yields more, the balance is profit; when it yields less, there is loss, and the loss shows that the enterprise is one that should not have been undertaken, since the net result of the operation was a loss of national capital." "Whenever there is an excess of buildings in a city or town, every additional building erected, if of a kind to compete with the old ones, depreciates the value of the whole, and lessens the security of loans made on the property."

Reference is made to the policy of the Dutch people of the olden days who, when there was a surplus of any article that was likely to decrease the value of the whole stock of that article, deliberately went to work and burnt the surplus, thereby producing artificial scarcity. This policy is simply given as illustrative of the principle at issue, but it is almost needless to say in our days would be not only impolitic but *contra bonos mores*. It is pointed out that the builder—who may be spoken of as speculative—who builds houses without regard to the demand, almost invariably does so on borrowed capital, the lender—the mortgagee—bearing the entire risk. The imprudence of capitalists in lending out their money in this way is thus one of the prime causes of the trouble, and with them lies—if not the solution of the difficulty—at least the preventive of its recurrence. They no doubt have been tempted to make their advances by the high rates to which in building and real estate booms interest attains, forgetful that surplus houses cannot be got rid of in foreign markets, while so long as they continue unoccupied they tend to lower the value of those which surround and adjoin.

Very often these real estate booms are brought about by the prospect of some real or fancied benefit that some undertaking is expected to bring about. Victoria has been influenced in this way in the past by what was expected in the "to be" and considerable amounts of money are at present being diverted into supposed railway towns that are now being boomed. Whether this activity is justified, remains to be seen; but those who are possessed of money will do well to see that they are not carried altogether off their heads and, indeed, off their feet, by what is actually a feverish anxiety to make money more rapidly than the ordinary methods and the pursuance of good principles warrant. We hope to see the railway referred to constructed at an early date and successfully operated, but there is no need for people

to get crazy and invest foolishly and nordinately in a town which at its best cannot be built in a day nor can be called into existence as the one told of in the story of Aladdin, with whose name the burlesque playwrights associated an application that most expressively rhymed with the words "wonderful lamp."

## A NATIONAL BANKRUPTCY LAW.

Commenting on a recent article in these columns on the subject of Insolvency legislation, the *Shareholder*, of Montreal, says with reference to the necessity of a general insolvency and bankrupt law, "to secure success in this direction united action should be taken without delay by all our boards of trade, assisted by our bankers, and pressure should be brought to bear upon the different members of the Dominion Parliament whose constituents these boards of trade and bankers are. The adoption of such a law will do much to strengthen the confidence of British manufacturers in Canada's commercial houses as well as in her institutions." The above comment needs no further endorsement from us than to say that we are highly pleased that the opinions expressed by the British Columbia Board of Trade should be so thoroughly endorsed by a journal which has devoted so much attention to finance and commerce at the great trade centre of Canada.

On this subject we notice that in the United States they are agitating for a uniform bankrupt law. The *Commercial Tribune*, of Denver, Col., we observe, makes the following reference to the matter: "One of the urgent requirements of the country is a national bankrupt law something that will protect both classes. Thousands of honorable men are commercially dead, who have failed in business from causes too numerous to mention, which were not to their discredit, who, if given an opportunity could redeem themselves and pay out. It is to be hoped that Congress will take sound action during the coming session on one of the measures now pending." Let us try to be up to the times.

## THE FISHING INTEREST.

The people of the Sound and California Coast are, we notice, being thoroughly awakened to the advantages which they possess in their fisheries which—valuable as they are—are not to be compared with those of British Columbia. Their Columbia River salmon is no longer what it was—the wheels and other implements of destruction having decimated, or even more, the vast shoals of fish that formerly frequented that stream, while Alaska salmon are so far away that they have not yet become the factor that they will eventually be. As for salmon, Puget Sound is not and owing to its natural conditions cannot exercise much of an influence, still it swarms with other species of the products of the water. At Seattle and at Port Townsend, there are two fishing companies. One of them is engaged in smoking, spicing and pickling, and the other ships the fresh or frozen article in all directions. It is now urged that a company be formed for the purposes on the Sound with a capital of \$50,000; that the import duty on

fish be raised to 100 per cent.—thus in fact shutting out British Columbia, an exclusive market being thus opened all over the United States and South America for cod, herring, halibut and sardines as well as for native fish oils.

Apropos to this, the people of the Sound are called upon to open their eyes. It is said that they throw away thousands on real estate and other humbugs and neglect the fisheries, by which San Francisco, Astoria, Boston, Gloucester, Philadelphia, New York, and many other large cities, have made enormous sums. They seem to think, it is said, the fishing industry is too dirty, too low, but they are mistaken. The fish business is a good, paying business if carried on in the proper way. Here is a strong hint for us. We are in no way doing what we might with our fish. The various descriptions of this food product are among our most valuable resources. We are already trying to bring in Crofters and others, with Government assistance, to go to work in this direction. Have we not among us individuals who see in this business openings for the profitable embarkation of additional money as well as brains? There is a Pacific Coast fish trade to be done. Do we realize how much we may make of it?

GRAND TRUNK RAILWAY matters are, it is true, of comparatively little importance here, except indirectly, still that road does by its competition exercise a certain amount of healthy influence upon traffic coming this way. A strong element among its shareholders has been at work for a long time endeavoring to secure administrative reforms and has, to a certain extent, succeeded, while a delegate specially appointed by the shareholders is at present in the country satisfying himself as to the condition of matters. Outside he seems to be of opinion that matters are not as bad as they were supposed; but his views and those of the board of shareholders as expressed at the last annual meeting, are that the concern cannot any longer be administered in London with anything like efficiency, and that in view of increased competition, the entire direction of the concern must be upon the spot. This is a phase of home rule for railways.

We have more than once mentioned the cogent references made by "Maxime Maritime" in some of his recent writings. The other day in an article on "The Commerce of the Lakes" occurred the following: "He that is accustomed to the forests of masts at Halifax, N. S., St. John, N. B., or of Victoria, B. C., must confess to a certain degree of disappointment as his eyes rest on the broad bosom of Ontario's wave." While regretting that it should be possible to apply the reference to the commerce of Ontario, we are heartily glad that it should be in order to speak in such satisfactory terms of the trade of Victoria. This city and port, despite some statements to the contrary, is making real, substantial growth, although in the drawing of certain comparisons it has suited certain interested authors to make the most and the worst possible out of a certain lack of substantial increase, during the past few months, the reasons for which are so familiar to everyone that they need not be mentioned.

## POPULARITY AND PRICES.

A correspondent of the *Chicago Dry Goods Reporter* maintains that it is not intrinsic merit that makes a business, but popularity. In other words, that a popular merchant will have friends who will buy of him even if he charges a trifle more than his neighbor in the same line, and that a popular store will retain its customers even if it does make a little larger profit than its rivals. His idea is to make a good profit, and spend a part of the profit in extending his popularity through social opportunities as well as by advertising.

The *St. Louis Grocer* says that there is an element of truth in these views, can not be disputed. It can not well be denied that every honorable merchant who possesses good social qualities has a personal following that is a valuable, if small, part of his entire trade. We question, however, if the trade based upon personal popularity will ever be extensive enough of itself to sustain a business. The sentiment that actuates a class of buyers to adhere to one merchant, regardless of the prices it has to pay, is bound to have its unsatisfactory phases. Friendship is more or less exacting, and is apt to ask concessions sooner or later for every favor granted. A business based entirely upon a disposition to favor the few because of social relations savors too much of the ball room and political campaign. It is not our desire to depreciate the value of personal popularity, for we do not believe that a merchant can have too many friends. We only want to make it clear that the best business system can in no wise be broken into by the likes or dislikes of the dealer.

The correspondent scores a good point when he asserts that is a fact that goods are not to be bought any cheaper in the large city retail store than in the stores of the average country town. There are articles that the city merchant can place upon the market at a price as low as the country merchant can buy them, and there are "sacrifice" sales made by the city stores for the especial purpose of creating the impression that their prices are below those of all their competitors. This might influence those in the country towns to think that they can save money by buying in the cities, but, if the average price is taken into consideration, it will be found that the consumers in the country pay no more in the end than do the consumers in the city. The best way to demonstrate this fact is to keep an account of all the family purchases for a year, and then strike an average price on all the articles of necessity. The prices in the city, it will be seen, have been subject to more fluctuations than those in the country, but when the wearing qualities of the apparel and the purity of food products are taken into consideration, it will be evident to all that the country merchant is able to supply the wants of his patrons at the most reasonable figure. In the consideration of this subject, there is one fact that should not be forgotten, and that is this: Many of the so-called bargains, advertised by large retail stores in the city, include a line of articles that it is unfair to place in the category with absolute necessities. They are articles that can be utilized, it is true, and are frequently a great convenience to

the purchaser, but they could be dispensed with without causing any pronounced discomfort.

There are few country merchants, indeed, who do not have customers who make an occasional shopping trip to some near by city. If these customers could be made to compare the prices they paid in the city to prices quoted by the country merchant, and then add to the former the expenses of the trip, they might be made to see that they are losers instead of gainers.

One of the hardest things the country merchant has to contend with is a false pride that actuates a certain class of people in their purchases. It is not the price that takes this kind of people long distances to trade at the big city stores, but the chance it gives them of boasting that they always buy their apparel of so and so. The time is coming when the callow youth will be convinced that he gains nothing by being able to say that a certain fashionable city tailor makes his clothes. A character so admirably portrayed by Dickens—who will be remembered by the readers of that great novelist, as the gentleman who always ordered his clothes at Poole's—has his counterparts to-day in every country town, as well as in every city in the land. And what is more to the point, some of these modern counterparts are very similar to the character portrayed by the novelist in mental weakness as well as a false pride.

## RESERVE POWER.

In the feverish life of to-day the tendency is to make exhaustive efforts in every direction of human activity, disregarding the advantages of keeping some power in reserve. This is very noticeable in the mechanical world. New works may be started with reserve machinery, to be put in service only in case of an accident or breakdown, but as business increases the reserve will be called into daily use until ultimately it becomes a part of the regular plant, and work is carried on at high pressure until the collapse comes and then the need of a reserve is sadly felt. Locomotives are built to do a certain amount of work, with reserve power to be exerted in making up lost time. But the weight of trains is increased and the schedule quickened until there is no longer any reserves, and delays and accidents compel the adoption of a new class of engines of greater power, whose reserve is similarly used up by the development of railway demands. Men use themselves with as little judgment. They undertake work which leaves them time and reserve power to spend in recreation and in personal care of their families. But the demands of business lead them unwisely to encroach upon their hours of leisure. They exhaust themselves by their labors, and when sickness or accident befalls them they have no reserve power with which to recover. The tendency of the times is to push everything and everybody to the uttermost limit of endurance, as in the recent military race in Europe, where noble horses were sacrificed that their riders might win.

Men are admired for what is recognized as their reserve power, that is to say, for

making no greater exertion than is necessary for the accomplishment of a reasonable purpose, and yet very few people take the lesson home to themselves and endeavor to govern their own conduct in the same way while some in the effort to do so mistake indolence for rest and degenerate into slothfulness. It is much easier to estimate the power and capacity of a machine built of iron and steel than of one constructed of muscles and nerves, yet the safe limit of work even for a man can be pretty accurately determined—the limit beyond which he should not go. His power beyond that would be a reserve power, at command in an emergency or furnishing the nucleus for gaining new strength when he should be stricken down by illness or accident. He should guard it carefully, instead of drawing upon it daily as so many do who become feverishly anxious for success in some undertaking, whether of money making, or of social or political advancement. The successful athlete carefully measures his resources, and, if his career is to be a long one, nurses his reserve powers. If he engages in a race, he does not over-exert himself at the start, but so regulates his expenditure of energy that he shall have an abundance left for the finish. That is precisely what men should do who are engaged in a similar contest daily extending over a long period of years. Every man, high or low, who labors daily, is engaged in a long race, which is in part a test of endurance. He should so measure his pace as to have always at command some reserve power for a spurt. He should not undertake to do more than he can do regularly without undue fatigue, and then he will be able to do more, for a short time at least, when occasion requires the extra exertion. Just as we see the swift runner exhausted before the race is half over, and beaten by his slower but more enduring competitor, so we see men in business and in public life overtaxing their powers when young and growing old and feeble, while old in years. It is the reserve power that tells in prolonged contests—the reserve power of muscle, of spirit, of money, it may be—for he who exhausts himself in any kind of effort is unable to withstand the slightest added burden and succumbs to a force he might easily have resisted if he had kept his resources well in hand.—*West Coast Trade.*

Judge Morrow filed in the United States District Court an opinion awarding Captain Hewitt, master of the steamer *San Pedro*, \$2,500 and each of the crew \$100 as their share of the salvage in saving the British steamer *Wellington*, ninety miles south of Cape Flattery, on November 3, 1891.

The depression prevailing in Australia, industrial and financial, is described as without a precedent. Everywhere is seen a lack of confidence which paralyzes effort, and, as a result, the city of Melbourne is full of unemployed. The attitude of labor—the one great obstacle in the way of Australian progress—is also alarming. At Broken Hill, the silver district of Australia, all the mines are shut down and all the miners, over 5,000 in number, are on a strike. In Melbourne alone, since July, 1891, twenty-one financial institutions, representing liabilities amounting to £18,677,908, have suspended.

## THREE KINDS OF CUSTOMERS.

Every retail merchant knows that in trade there are three kinds of customers to deal with—first, the one who knows just what she wants; the second, the one who thinks she knows, and the third does not pretend to know. The first is generally posted on styles, fashions, weave, finish and colorings of the goods desired—in a word, knows what she wants and where to obtain it. This class is easily waited upon and gives the merchant and salesforce but little trouble. The second, who thinks she knows what wants and does not, is the one who is the most difficult to sell and please. She requires special attention, the exercise of patience and good judgment on the part of the salesforce. The good salesman understands this and brings the power of his knowledge of human nature to the fore to satisfy and to please. This is where the skill and tact of the good salesman comes in. The third is the unpretentious customer who prefers to depend upon the experience, taste, judgment and knowledge of the merchant and his salesforce rather than her own. She is frank enough to tell you that her knowledge of goods is limited and that she does not get out much. She depends upon you to be suited. This affords the salesman the opportunity to sell the late styles or unsalable stock in many instances. If he treats the customer fairly he tells what are good sellers, what are not selling well, what are the latest styles and the most serviceable goods. The cunning salesman often overreaches the mark by attempting to sell an unsalable article to such a customer. This is a mistake and one that will react against the merchant. Never deceive. If an article is out of style say so; tell the truth and you will sell more goods, and satisfy your customers as well as yourself.—*Dry Goods Chronicle*.

## THE OUTLOOK OF TRADE IN ENGLAND.

Last week reference was made in these columns to the disastrous shrinkage of the price of grain in England and the unenviable position in which farmers there were placed; but advices since received from eastern counties of England are of even a more deplorable character than that previously referred to, farmers who some years ago were in good circumstances, being now so reduced in their financial resources, as to be unable for the first time to meet their rents this Michaelmas. It is not alone the low price of grain that is cutting down their incomes, as they have had to contend with unprecedented shrinkages in the price of live stock, which have cut off all chances of making profits in raising cattle and sheep. The agricultural interests of many parts of England have fallen into such a state of hopeless decadence, that the rural population is crowding into the cities at a ratio that is beginning to tell upon the latter, especially at the present time when a number of leading industries are suffering from depression. We trust the manufacturing interest of Great Britain will not materially waver in the present trying

ordeal, although they have to combat the protective policy of the whole world. Perhaps the most despicable exhibition of unfairness in international trading is that displayed by the McKinleyites of the United States towards Great Britain, who in substance say to the latter country: "It is true we cannot do without your free markets for our surplus products of grain, provisions, cotton, etc; but at the same time we cannot dream of admitting your manufactures into our markets if there are any means of keeping them out." And to speak an unpleasant truth, Canada has done the same thing to the mother country, only in a less degree. Already the important tin plate industry of England has been tremendously curtailed as well as other lines of manufactures on the other side, as a result of the prohibitive tariff of the United States. Private letters lately received from Bradford, Leeds, Sheffield and other centres of the North of England speak gloomily of business prospects, an extract from one of the missives referred to stating:—"What we fear is that the general depression in the country districts may strike the large centres of trade during the coming winter." We hope it will not.—*Montreal Trade Bulletin*.

## MINING.

Mining is not a lottery, it is a business, governed by stringent laws and rules, which, in the long run, are as necessary to its successful termination as are those regulating any other form of enterprise, and the men engaging in it without first consulting those laws, or becoming acquainted with the more important features concerning it, are destined by the natural order of things to come out with nothing to show for their wasted money, save a large fund of experience and curses for what is called "ill luck."

We would say to all young men who care to invest money in mines, and to other young men having a "hankering" to seek their fortune in the undeveloped hills, that the very best policy you can adopt is, first of all, to become acquainted with the work you wish to perform. You cannot reasonably expect to find an object unless you have an idea of the character of the object sought. The better way, perhaps, is to get a small cabinet of the different rocks and minerals, and make a study of them. Such a cabinet can be had for a very few dollars now-a-days, and the amount invested may be the means of saving a small fortune in the end. A single treatise on geology and mineralogy is also very necessary, as it helps the student to place the minerals in their proper sphere, and also shows him in which formation is more likely to be found well defined veins of mineral deposits. "All that glitters is not gold." This, the student will soon find out for himself, and will discover, further, that gold does not glitter at all, also the "shiny" substance so prevalent in the rock about a mining camp is not silver. We do not claim that "booklearning" is absolutely necessary to the successful mining man, but we do claim that in cases where no knowledge whatever is had of either minerals or the earth's formation, a careful study of the discoveries made by

men devoting their entire lives to the development of this branch of science, will be found a great help, and many mistakes will be avoided in the exercise of such knowledge.

The majority of mining men receive their experience only after the expenditure of much toll and money. They profited by other men's failures, indirectly. They made a note of the peculiarities of formation in different sections, saw where the best mines were found, the depth, the character of the rock through which the veins ran, and so combined these important points and put them to practical use. The tenderfoot can note these points in a much shorter space of time, that is to a certain extent. He will, at least, learn to distinguish gold from pot cheese and can go about his work with a measurable degree of intelligence, as he must, if he hopes for success, as the day of falling down over chunks of gold is long since past.—*Canadian Trade Review*.

## PERCENTAGE OF SUCCESSFUL MEN.

A writer in an exchange figures it out that only five in every hundred make a success in life. Ninety-five fall by the way, give out before the goal of a sufficiency is reached. This being true it would seem that the odds are largely against us for some reason or other. This is said of those who try merchandising for a living, but, if we look into other departments of human activity, do we not find the same sad results? Mediocrity and failure are found everywhere. Here and there only are found an eminent doctor, a lawyer or a minister. Going into the country we find the schoolmaster and the farmer in the same plight—struggling hard against the stream, not making a big success in their business, hard lines and poor picking almost universally. What a good thing it is that in the face of these discouraging facts there is always a growing crowd filled with the idea that they can work the oracle! They go in and stir things for a while, only to find out at the end that all is vanity, disappointment and vexation of spirit.

All honor to the fellows who have tried and failed! Suppose they had folded their arms and never made an effort, what should be thought of them? No respect or praise would be accorded them by God or men. The farmer ploughs and harrows, digs and hopes, but the season comes in too wet or too hot, and so he is out the cash he paid for help, and little to show for his own early rising and daily sweat. But he sings "Try again" and keeps at it, doing his best and leaving the rest to luck and the Almighty. If you are in the favored circle—one in five—be good and grateful; don't run away with the idea that you are any more deserving than others who have fallen by the way. Every good worker is earning food, raiment and shelter for five. Taking into account the young, the sick and the old, that is the estimate. It is, probably correct. All the supported ones should see that the noble fellow is well fed, and has an easy bed. Suppose he has well cared for five through forty years, is he not entitled to worthy mention and a crown? Indeed, he is. He will get his reward, for he has "well done."

# 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	511	Meadowcroft.	Oct. 18	Victoria	Liverpool	31,002	\$163,454	
Br bark.	Glenharry	562	Davidson	Nov. 3	Westminster	Liverpool	37,352	186,760	
Br bark.	Chill	678	McKenzie		Victoria	London			

### B. C. LUMBER FLEET, 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br ship.	Athlon	1371	Dexter	Jan. 5	Vancouver	Adelaide	1,495,128	8,265	March 18	47s 6d
Nor ship.	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	1,001,174	9,193	March 25	60s
Am bark.	Hesper	664	Sodergren	Feb. 20	Vancouver	Shanghai	754,924	7,781	April 23	50s
Br ship.	Angerona	1215	Anderson	Feb. 25	Vancouver	Valparaiso	834,937	7,095	May 20	42s 6d
Nor bark.	Czar	1324	Christopherson	March 1	Vancouver	Adelaide	1,046,611	10,476	June 7	57s 6d
Nor ship.	Agnes	844	Hofgaard	Feb. 20	Chemainus	Antofagasta	602,340	6,413	June 11	40s
Br bark.	Kathinka	1463	Klevenberg	March 12	Vancouver	Melbourne	1,223,925	9,251	May 28	60s
Chil bark.	Judia	453	Funke	Feb. 22	Vancouver	Valparaiso	819,291	7,018	May 10	owners ac
Br bark.	Glenberrie	800	Groundwater	March 24	Vancouver	Iquiqui	634,310	7,689	June 8	37s 6d
Br ship.	British India	1129	Lines	March 31	Vancouver	Valparaiso	853,466	9,315	July 11	37s 6d
Am schr.	W. H. Talbot	776	Bluhm	March 11	Vancouver	Tientsin	1,024,876	10,272	May 28	67s 6d
Am schr.	Reporter	733	Dreyer	March 3	Chemainus	San Pedro	416,386	3,476	March	Private
Br bark.	Hiversdale	1453	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 28	47s 6d
Br bark.	Misiletoc	821	Smith	April 21	Vancouver	Wilmington	70,275	7,985	Aug. 31	\$16 00
Br bark.	Craigend	218	Lewthwaite	April 18	Vancouver	Iquiqui-Callao	1,806,000	19,351	July 11	27s 6d & 30s
Br barktn.	Toboggan	676	Porter	May 20	Vancouver	Wilmington	632,828	9,330	Sept. 11	\$15.00
Br bark.	Thermopylae	948	Winchester	May 21	Vancouver	Yokohama	328,576	8,949	July 22	Private
Nor bark.	Fritzo	1678	Holfsen	June 2	Chemainus	Melbourne	883,124	8,072	Aug. 2	45s
Br ship.	Burmah	2127	Newcombe	June 2	Moodyville	Valparaiso	1,288,459	9,985	Aug. 27	35s
Nor ship.	Crown of Denmark	303	Smith	June 21	Vancouver	Melbourne	1,350,725	15,435	Sept. 23	37s 6d
Nor bark.	Ursus Minor	1149	Flack	June 1	New Westmr.	Sydney	451,114	4,293	Aug. 3	37s 6d
Br ship.	Karl Grantville	920	Stack	June 16	Cowichan	London	832,937	12,393	Aug. 3	62s 6d
Chil bark.	Antonietta	967	Van Heuvel	July 8	Chemainus	Valparaiso	684,331	7,431		owners ac
Chil bark.	Balanwan	801	Jenatsch	July 8	Vancouver	Iquiqui	617,275	6,580		33s 3d
Chil bark.	Leonore	960	Glennie	Aug. 6	Moodyville	Valparaiso	762,062	7,612		owners ac
Chil bark.	Gulnevere	585	Uhlberg	Aug. 3	Chemainus	Valparaiso	771,140	8,797		owners ac
Am bktn.	Robert Sudden	1542	Walsh	Aug. 7	Vancouver	Valparaiso	1,232,386	11,721		40s
Chil ship.	Hindustan	1087	Manning	Sept. 5	Vancouver	Wilmington	853,218	10,125		owners ac
Br bark.	Zelina Gowdy	1233	Caballero	Aug. 21	Moodyville	Valparaiso	901,491	9,089		\$13.00
Chil. ship.	Atacama	768	Carnegie	Sept. 6	Vancouver	Adelaide	557,409	4,048		owners ac
Br ship.	City of Quebec	1174	Bronafoot	Sept. 3	Vancouver	Sydney	931,900	9,287		40s
Br bark.	Nivech	570	Piltz	Sept. 8	Vancouver	Port Pirie	815,321	5,982		owners ac
Am schr.	Robert Searles	1276	Dunning	Sept. 20	Vancouver	Valparaiso	931,346	81,781		41s 3d
Am ship.	George Skolfeld	1073	Bozzo	Sept. 22	Moodyville	Valparaiso	763,839	6,610		40s
Chil bark.	Lake Leman	1218	McFarlane	Oct. 15	Vancouver	Wilmington	907,554	11,763		owners ac
Br bark.	Samuel Bros.	732	Penhallow	Oct. 5	Vancouver	Sydney	912,900	8,338		\$11.00
Am schr.	Alice Cook	1310	Johansen	Nov. 3	Vancouver	Liverpool	939,193	10,000		36s 2d
Nor ship.	Morning Light	624	Melhuish		Vancouver	Adelaide				36s 3d
Br bark.	Columbus	624	Melhuish		Vancouver	Adelaide				40s
Am schr.	Lyman D. Foster	730	Dwyer	Nov. 5	Moodyville	Sydney	892,558	7,800		30s
Nor bark.	Benj. Bangs	1116	Hjonnnes		Vancouver	Montreal				36s 3d
Br bark.	Fernbank	1328	Boyd		Moodyville	Valparaiso f.o.				36s 3d
Br bark.	Grasmere	1246	Carter		Vancouver	Valparaiso f.o.				50s
Am ship.	Edward O'Brien	1725	Taylor		Vancouver	Cork, U.K. f.o.				owners ac
Br bark.	Geo. Thompson	1123	Young		Westminster	Sydney				

#### FREIGHTS.

The market continues dull and there is very little chartering to note.

Lumber freights from British Columbia or Puget Sound are quoted as follows:— Valparaiso for orders, 36s 3d; direct port on West coast, South America 35s; Sydney 30s; Melbourne, Adelaide or Port Pirie, 35s to 37s 6d; United Kingdom, calling at Cork for orders, 50s; Shanghai, 42s 6d; and Yokohama, 40s nominal.

Grain freights from the Columbia River and Puget Sound are unchanged with no business doing.

Grain freights from San Francisco to the U. K., Cork for orders, 26 3d; Portland, 22s 6d; Tacoma, 28s 9d.

Coal freights are quoted: Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2; to San Diego or San Pedro, \$2.25 to \$2.50.

The C. P. R. traffic returns for the week ending October 31 were \$23,000, for the same week last year \$55,000.

Hagerman & Co., lumber dealers, Toronto, have assigned, with liabilities of \$21,000, and assets nominally in excess of that amount.

During the past few months the Canadian banks have been enjoying a prosperity unknown for years. Not only has money been actively employed in mercantile pursuits at home, but there has been an unprecedented demand from Chicago, St. Paul, Minneapolis and other Western cities where excessive rates prevail. At the close of September the Canadian banks had loaned on public discounts in Canada \$188,137,135, and on call loans in the United States \$22,800,000, of which sum the Bank of Montreal had \$13,187,262. The total call loans in Canada amounted to \$19,828,270.

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TONS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Chil. bark	Eritrea	1069	Serra	Aug. 30	P. Callao	Moodyville	R. P. Hithet & Co. L <sup>td</sup>	70
Br bark	River Ganges	642	Hudge	July 27	F. Rio de Janeiro	Victoria	Findlay, Durham & Brodie	88
Br bark	The Frederick	812	Simpson	Sept. 2	C. Talcahuano	Victoria	Robert Ward & Co. L <sup>td</sup>	67
Br bark	Assel	735	Gilmour	Aug. 19	S. London	Victoria	R. P. Hithet & Co. L <sup>td</sup>	81
Br bark	Sabrina	747	Organ	July 7	N. London	Vancouver	Bell-Irving & Paterson	124
Br bark	Thermopylae	948	Winchester	Oct. 10	O. Hong Kong	Victoria	Victoria Rice Mills	29
Br bark	Mary Low	813	Robertson	Oct. 5	L. Liverpool	Victoria	R. P. Hithet & Co. L <sup>td</sup>	34
Br ship	Kinkora	1799	Lawrence	July 21	A. Rio Janeiro	Victoria & Van	R. Ward & Co. & Bell-Irving & Paterson	107
Br ship	Moray-hire	1428	Swinton	Oct. 21	Q. Java	Vancouver	Turner, Beeton & Co. & Baker Bros. & Co	18
Br ship	Dynonene	1900	Walker	July 21	A. Rio Janeiro	Vancouver	Turner, Beeton & Co. & Baker Bros. & Co	107
Am ship	Americana (new)	1250	Denny	Aug. 17	T. Liverpool	Victoria & Van	Turner, Beeton & Co. & Baker Bros. & Co	83
Br ship	Topgallant	1229	Jackson	Aug. 17	H. Honolulu	Nanaimo	Turner, Beeton & Co. & Baker Bros. & Co	56
Br str	Salado	1405	Crouch	Sept. 13	Newport, Eng.	Victoria	N. P. S. S. Co.	6
Br ss	Tacoma (ex Batavia)	1862	Hill	Nov. 2	I. Hong Kong	Victoria	N. P. S. S. Co.	6
Br ss	Empress of China	3003	Tillet	Nov. 2	K. Hong Kong	Vancouver	C. P. S. S. Co.	6
Br ship	Hair Athole	1077	Taylor	Oct. 3	R. Java	Vancouver	Naval Storekeeper	36
Br ship	Abeona	979	Black	July 31	D. Taita	Vancouver	Naval Storekeeper	36
Br bark	Java	897	Harder	Oct. 3	L. Cardiff	Esquimalt	Naval Storekeeper	36
Br ss	Victoria	1982	Panton	Nov. 3	M. Hong Kong	Victoria	N. P. S. S. Co.	5
Br bark	Dochra	1016	Scott	Oct. 3	G. Liverpool	Victoria	Robert Ward & Co. L <sup>td</sup>	5
Chil bark	Entella	639	Mangini	Sept. 25	W. Callao	Moodyville	Moodyville Sawmill	44
Br scur	Bittern	399	Stronach	Oct. 14	H. Hong Kong	Victoria	Moodyville Sawmill	25
Nor. bark	Fritzo	1078	Holtsen	June 4	Melbourne	Victoria	Moodyville Sawmill	157
Ger. ship	Katharine	1630	Spille	June 4	E. Cardiff	Moodyville	Moodyville Sawmill	157

I<sup>o</sup>-To load lumber for Valparaiso on owners' account. S-Aug. 21 passed Beechy Head. T-To SA, about October 15. Going into the Pacific coast trade. F-Via Santa Rosalia. Chartered to load lumber for West Coast of S. A., due December 1. F-Spoken July 28 lat. 29° S., long. 48° W. Chartered for salmon to London at 3s 6d. To arrive in November. H-Spoken Oct. 11, lat. 44° N., long. 15° W. I-To sail Dec. 1. Via Yokohama Dec. 15. C-Salmon to London at 3s. Sept-Oct. loading. N-July 9 passed Dover. Cargo of raw material for Canada Paint Company. O-Cargo of 1,150 tons rice paddy. L-To sail about the end of October. Q-Cargo of 2,100 tons raw sugar. A-To load lumber. D-Chartered to load lumber for Port Pirie. G-To sail about Dec. 15. K-Via Yokohama Nov. 11. M-Via Yokohama Nov. 17. R-To sail in February with 2,300 tons raw sugar. W-To load lumber for West Coast of S. A.

**VESSELS IN PORT.**

(November 7, 1892.)

**VICTORIA.**

Br. ship Persian Empire, 1,532 tons, Capt. Hay, arrived Sept. 23 from Callao for orders.

Br. bark Chili, 678 tons, Capt. McKenzie, from London, arrived Oct. 30, with a cargo of general merchandise. Turner, Beeton & Co., consignees.

**VANCOUVER.**

Br. bark Fernbank, 1,338 tons, Capt. Lloyd, from Glasgow, arrived Sept. 7, loading lumber at Moodyville.

Br. bark Columbus, 664 tons, Capt. Melhuish, arrived Oct. 9, from Pisagua, loading lumber for Adelaide.

Nor. bark Benj. Bangs, 1,118 tons, Capt. Ijtonness, loading lumber for Sydney.

Br. bark Grassmere, 1,246 tons, Capt.

Carter, arrived Oct. 22, from Coquimbo<sup>o</sup> loading lumber for Valparaiso f. o.

Br. ss. Empress of Japan, 3,003 tons, Capt. Lee, discharging general cargo.

Am. ship Edward O'Brien, 1,725 tons, Capt. Taylor, arrived Oct. 27, loading lumber for U. K.

**NEW WESTMINSTER.**

Br. bark Geo. Thompson, 1,128 tons, Capt. Young, arrived Oct. 29, loading lumber at Brunette mills for Sydney on owners account.

**CHEMAINUS.**

Am. bark Colorado, 1,036 tons, Capt. Gibson, arrived Oct. 12, laid up.

**NANAIMO.**

**NEW VANCOUVER COAL CO'S SHIPPING.**

Am. bark Rufus E. Wood, 1,400 tons, Capt. Ryder.

Am. bark Oregon, 1,364 tons, Capt. McCartney.

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

**WELLINGTON SHIPPING.**

Am. ship Big Bonanza, 1,300 tons, Capt. Bergman.

Am. ship Columbia, 1,300 tons, Capt. Nelson.

**EAST WELLINGTON SHIPPING.**

Am. bark McIrose, 944 tons, Capt. Kalb.

Am. ship John C. Potter, 1,182 tons, Capt. Meyer.

**RECAPITULATION.**

Ports.	No.	Tonnage.
Victoria	2	2,210
Vancouver	6	9,124
Westminster	1	1,128
Chemainus	1	1,036
Nanaimo	7	9,720
Total	17	23,227
Previous week	19	21,489

Mr. Morton, of Mission City, intends erecting a large woollen mill near Mission Junction, the machinery for which has already been ordered. Mr. Morton is allied with some Old Country people in the enterprise.



The Largest Factory of its Kind  
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## NOTICE.

The undersigned have this day established a branch of their firm at this port, and have authorized Mr. H. E. Connon to sign their firm's name, per procuracy.

VICTORIA, B. C., 1st Sept., 1892.

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