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ENAMELED IRON WARE

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JUST RECEIVED.
 (The Best Kitchen Ware Made.)

Little Royal Hand and Table Lamps,
 The best selling lamps yet introduced.

LARGE STOCK OF
 Furniture, Carpets, Linoleums,
 Curtains and general house
 furnishing goods always
 in stock.

SHOW ROOMS: 51 TO 55 FORT STREET.
 FACTORY: HUMBOLDT ST.

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LAKE OF THE WOODS MILLING CO., LTD.

REGISTERED BRANDS:
 Hungarian Patent and
 Strong Bakers.

Mills at Kewatin and Portage la
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Best equipped Mills in the Dominion.

Agent in British Columbia, } **A. McQUEEN**

NATIONAL MILLS,

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*Rolled Oats, Oatmeal, Pearl
 Barley, Split Peas, Etc.*

ALSO DEALERS IN

*Hay, Grain, Mill Feed,
 Grass Seeds, Etc., Etc.*

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J. A. SKINNER & CO.

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Crockery, Glassware,
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Importers

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 Anglo-British Columbia Packing
 Company, Limited.

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 NEW WESTMINSTER.

BANK OF BRITISH COLUMBIA

Incorporated By Royal Charter, 1862.

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

LONDON OFFICE:

60 LOMBARD STREET, E. C., LONDON.

Branches at

San Francisco, Cal.; Portland, Or.;
Victoria, B.C.; New Westminster, B.C.;
Vancouver, B.C.; Kamloops, B.C.;
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IN CANADA—The Bank of Montreal and
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59 Wall Street, New York; Bank of Montreal,
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from all points can be made through this bank
at current rates.Collections carefully attended to and every
description of banking business transacted.

THE BANK OF

BRITISH NORTH AMERICA.

Incorporated by Royal Charter.

Paid up Capital... ..£1,000,000 Stg.
Reserve Fund..... £265,000 ..

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J. H. Brodie, E. A. Hoare,
John James Cater, H. J. B. Kendall,
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Henry R. Farrer, Frederic Lubbock,
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Have facilities for collection and exchange in
all parts of the world.**BANK OF MONTREAL.**

ESTABLISHED IN 1817.

INCORPORATED BY ACT OF PARLIAMENT.

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

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Hon. G. A. DRUMMOND, Vice-President.

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BRANCHES AND AGENCIES IN CANADA.

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Brantford, O. Lindsay, O. Sarnia, O.

Brockville, O. London, O. Stratford, O.

Calgary, N.W.T. Moncton, N.B. St. John, N.B.

Chatham, N.B. Nelson, B. C. St. Mary's, O.

Chatham, O. New Westminster, Toronto, O.

Cornwall, O. ster, B.C. Vancouver, B.C.

Fort William, O. Ottawa, O. Victoria, B.C.

Godrich, O. Perth, O. Vernon, B. C.

Guelph, O. Peterboro, O. Wallaceburg, O.

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worth, Manager. London Committee—Robert
Gillespie, Esq., Peter Redpath, Esq.AGENTS IN THE UNITED STATES—New York,
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Manager; E. M. Shadbolt, Assistant Manager.Buy and sell Sterling Exchange and Cable
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SUCCESSORS TO

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A GENERAL BANKING business trans-
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DEPOSITS received on liberal rates of interest.

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COLLECTIONS made at every point.

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SHIPBROKERS**

—AND—

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AGENTS FOR:

China Traders' Insurance Co., Hong Kong.
Dominion Cartridge Company, Montreal.
Dick's Patent Gutta Percha and Canvas Belting.
Rosendale Belting Company (Hair Belting).
Merryweather & Co., Fire Hose, Engines, Etc.**STEMLER & EARLE**

(Established 1875.)

Pioneer Steam Coffee and Spice Mills,

MANUFACTURERS OF

COFFEES, SPICES, COCOA, CREAM
TARTAR, MUSTARD AND BAKING
POWDER.

Pembroke St., Victoria.

JOHN EARSMAN. J. M. MAURICE.

JOHN EARSMAN & CO

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Commission and Insurance

AGENTS

AGENTS FOR

Armour Packing Co., Kansas City.
Lightbourn, Ralston & Co., Montreal.
James Watson & Co., Dundee.
Davenport Syrup Co., Davenport, Ia.
Etc., Etc., Etc.Agents of the New York Life In-
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WILLIAMS BUILDING, 28 BROAD STREET.

THOMAS RYAN,

—DEALER IN—

BOOTS AND SHOES

ALSO AGENT FOR THE CELEBRATED

Lycoming American Rubbers,

EVERY PAIR WARRANTED.

Letter orders will receive prompt attention.

— BOX 634. —

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COMMISSION MERCHANTS**

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ance Company of Liverpool,The Royal Mail Steam Packet Com-
pany of London,The British Columbia Canning Com-
pany (Limited) of London.

London Office:

43 to 6 Threadneedle Street.

**WULFFSOHN AND
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(LIMITED.)

BANKERS,

Financial, Real Estate, In-
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Bills discounted, Checks collected, Exchanges
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and all other Company Shares bought and
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Wulffsohn & Bewicke, Lt'd.

524 and 526 Cordova St., Vancouver

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Dock House, Billiter St., London, Eng.

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Managing Director

**A. HOLDEN & CO.,
Railway Supplies.**

AGENTS FOR CANADA FOR

The Babcock & Wilson Co. Water Tube
Steam Boilers; Gouhart Water Tube Feed
Water Heater; The Stratton Separator; "Dry
Steam"; The "Midland" Gas Engine.

36 St. John St., Montreal.

**California Wine Company,
[LIMITED.]**

Wholesale Dealers.

AGENTS FOR THE CELEBRATED CORONADO
MINERAL WATER.

Pure California Wine a Specialty.

55 & 57 Broad St., Victoria, B. C.

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**HARDWARE, BAR IRON, FARM
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Coach, Car & House Painters Supplies

S. E. COR. YATES AND BROAD STS.

TELEPHONE 82. P. O. BOX. 80.

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(ESTABLISHED 1858.)

32 Constance St., Victoria, B. C.

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Manufacturer and Dealer in

ISLAND LUMBER AND SPARS.

Importer and Dealer in

Doors, Windows and all kinds of
Dressed Lumber, Etc.

CONSTANTLY ON HAND A GOOD SUPPLY
OF BUILDING LUMBER.

Prepared to Cut Lumber to Order at
Short Notice.

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Public Accountants,
Auditors,
Arbitrators,
Average Staters,
Commission Brokers,
Shorthand Writers.

Trader's Books Adjusted and kept
Periodically, Balance Sheets
Prepared.

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(LIMITED.)

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AGENTS FOR

- Queen (Fire) Insurance Company.
- Maritime (Marine) Insurance Company.
- Reliance (Marine) Insurance Company.
- New Zealand (Marine) Insurance Company.
- Thames & Mersey (Marine) Insurance Co.
- Straits (Marine) Insurance Company.
- Sun (Marine) Insurance Company.
- Sea (Marine) Insurance Co.

Moodyville Saw Mill Co., of Burrard Inlet.

SALMON CANNERY AGENCIES.

FRASER RIVER:

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

NORTHERN AND SKEENA RIVER:

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

Giant Powder Co., Works: Cadboro Bay, all grades of Giant Powder an
Judson Powder manufactured and kept on hand.
Columbia Flouring Mill Co. of Enderby.
Pacific Coast Steamship Co's line of Steamers between Victoria and San Francisco

ROBERT WARD & COMPANY,

LIMITED LIABILITY.

(Incorporated under the Companies Act 1890.)

Commission - Merchants - and - Importers,

VICTORIA, B. C.,

Represented in London by H. J. Gardiner & Co., Gresham Buildings, E. C.

ROYAL SWEDISH AND NORWEGIAN CONSULATE.

Indents executed for every description of British and Foreign Merchandise, Lumber
Timber, Spars, Fish and other Provincial products.

SHIPPING AND INSURANCE AGENTS.

CHARTERS EFFECTED.

GENERAL AGENTS:

- Royal Insurance Company,
- London & Lancashire Fire Insurance Co
- Standard Life Assurance Co.
- London and Provincial Marine Insurance Co. Ltd
- Western Assurance Co., Marine)
- London Assurance Corporation. (Marine.)
- Agents for the British Columbia Corporation, Ltd
- Mortgages, Debentures, Trusts, &c.

SOLE AGENTS:

- Curtis & Harvey's Sporting and Blasting Powder
- Joseph Kikman & Son's Gold Medal, Inven-
tions Exhibition, 1885, Pianofortes.
- J. & W. Stuart's Patent Double-Knotted Mesh
Fishing Nets, Twines, Etc.
- Importers of Havana Cigars, Oilmen's Stores,
Tin Plates, Portland Cement, Etc.
- British Columbia Salmon:—Ewen & Co., "Jpn."
"Bonnie Dundee"; Bon Accord Fishery Co.,
"Consuls"; A. J. McLellan's "Express."

ments was exported from here last week. Receipts also show a decided falling off, the low prices prevailing for the manufactured article tending to curtail the output, and the relative dearness of wheat causes mill operators to turn out a quantity which they have a reasonable assurance of placing with some degree of promptness. The demand from China is reported fair, but there is at present little if any margin for profit in shipping in that direction. San Francisco is taking rather less than is usually forwarded to that market, the low prices realized being unsatisfactory and shipments naturally restricted."

The Ogilvie Milling Co. quote their standard brands of Manitoba flour, in car lots only, at Victoria, Vancouver and Westminster as follows:

Ogilvie's Hungarian, per bbl.....\$1 95
 " Strong Bakers..... 4 45

The Columbia Flouring Mills quote Enderby flour in carload lots at Victoria, Vancouver and New Westminster:

Premier.....\$1 95
 XXX..... 4 75
 Strong Bakers or XX..... 4 50
 Superfine..... 3 75

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 4 75 @ 0 00
Lion, " ".....	4 75 @ 0 00
Premier, Enderby mills.....	5 25 @ 0 00
XXX, " ".....	5 6 @ 0 00
XX, " ".....	4 75 @ 0 00
Superfine, " ".....	4 00 @ 4 25
Ogilvie's Hungarian.....	5 25 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
H. B. C. Fort Garry Hungarian..	5 25 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Oak Lake Patent Hungarian.....	5 25 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Regina Hungarian.....	5 25 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
Benton County, Oregon.....	4 85 @ 0 00
Portland Roller.....	4 90 @ 5 00
Snowflake.....	4 90 @ 0 00
Royal.....	4 75 @ 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.....	23 50 @ 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 @ 0 00
California rolled oats.....	3 75 @ 5 00
Corn, whole.....per ton	37 50 @ 40 00
Cornmeal.....	2 75 @ 3 00
Cornmeal-feed.....per ton	40 00 @ 00 00
Cracked corn.....	40 00 @ 00 00
Hay, per ton.....	18 00 @ 20 00
Straw, per bale.....	1 00 @ 0 00

RICE.

The Victoria Rice Mills quote wholesale:

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

FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship Umatilla Feb. 19, for Victoria: 143 cs oranges, 19 cs lemons, 2 crts bananas, 48 crts cabbage, 8 crts cauliflower, 1,158 scks potatoes, 3 scks onions, 1 cs celery; total, 1,382 pkgs. There is a great scarcity of local potatoes, and the market is being supplied principally

from San Francisco. The California Early Rose potatoes are being sold at \$35 a ton and Reds from \$28 to \$30. Onions are up a little, and now quoted at 2½c per lb. Navel oranges, according to advices from San Francisco, were a little scarce when he last steamer left. Some of the last shipment were sold as high as \$1.50 a case here. Los Angeles oranges are on the market in a plentiful supply and quoted at from \$2.00 to \$2.25 per case. The fine weather of the past week has given considerable stimulus to trade, and the outlook in the fruit and vegetable business is looking more promising. Quotations are steady.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels.....	3 50 @ 4 00
Riverside Seedlings.....	2 50 @ 3 00
Los Angeles.....	2 00 @ 2 25
Lemons—California.....	4 50 @ 5 00
Sticly.....	6 00 @ 0 00
Apples—Red.....	1 50 @ 1 75
Green.....	1 50 @ 0 00
Canadian, bbls.....	6 00 @ 0 00

Vegetables are quoted:

Potatoes—Local.....per ton	35 00 @ 40 00
California Reds.....	28 00 @ 30 00
" Early Rose.....	35 00 @ 00 00
Onions—Red California.....	2½ @
Oregon Silverskins.....	2½ @
Cabbage.....	21 @

LUMBER.

The Chilean ship Hindostan, 1,512 tons, Capt. Welsh, arrived February 13, under charter to load at Moodyville for Valparaiso on owner's account. Since last review three charters have been reported: The American bark Harry Morse, 1313 tons, Capt. Hughes, on the way from San Francisco to load at Moodyville for Shanghai; the American bark Seminole, 1439 tons, Capt. Weeden, arrived at Victoria Feb. 17, from Callao, chartered prior to arrival to load at Moodyville for Santa Rosalia, Gulf of California; The Haw. ship John Ena, 2,600 tons, Capt. Schnauer, has been chartered by Robert Ward & Co., Ltd., to load for Port Pirie.

There is are present three vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. ship County of Yarmouth, 2,151 tons, for U. K. f. o.; Chil. ship Hindostan, 1,512 tons, for Valparaiso; Am. bark Seminole, 1,439 tons, for Santa Rosalia.

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, 1 feet, per M.....	00
Local selling prices are quoted as follows:	
Rough lumber per M feet, \$7.00; shiplap, \$8.00; 1x4 t and g flooring, No. 1, \$14.00; do, No. 2, \$12.00; 1x8 t and g flooring, No. 1, \$12.00; do, No. 2, \$10.00; rustic, same as 6-inch flooring Nos. 1 and 2; laths, \$1.50; shingles, \$1.50.	

The Duluth and St. Paul Mining Co., (foreign) has been registered with a capital of \$2,000,000, to do a general Mining and Smelting business. Ainsworth is the place of business, in British Columbia.

BUSINESS CHANGES.

Harry Lee, liquors, etc., Vancouver, has assigned.

H. S. Law has bought out W. H. Jones, grocer, Victoria.

C. H. Dickie, hotel, Duncans, is reported as having sold out.

E. W. Edwards, mattresses, Vancouver, giving up business.

Dr. P. Herbing has opened an assay office in Vancouver.

Robt. Renwick has withdrawn from the Victoria Printing Co.

D. C. McKenzie, has opened a furniture business in Nanaimo.

Huston & Wilson, have opened a machine shop at Golden.

W. Beveridge, Nanaimo, contemplates opening clothing business.

Findlay & Desbrisay, soapmakers, have dissolved. F. S. Findlay continues.

McDonald Bros., grocers, Westminster, advertise giving up business.

Wright Bros., fruits etc., Westminster, are calling a meeting of their creditors.

Mrs Lewis, saloon, Toad Mountain, deceased. Business advertised for sale.

D. Johnson & Co., auctioneers and commission agents, have closed out business.

Benj. Gordon, groceries and liquors, Victoria, has sold out to Erskine, Wall & Co.

Thos Miller, Provincial Hotel, Nanaimo, advertises business for sale, owing to ill health.

A. E. Wescott & Co., will succeed T. Houghton & Co., dry goods, Victoria, after March 1.

P. Dempster, and T. McLaughlin have opened a general blacksmith business in Victoria.

The Commonwealth Company, Westminster, have sold out their paper to B. E. Nye and Alex. Phillip, but continue the printing concern.

Armstrong, Eckstein & Gaynor barristers, Westminster and Vancouver, have dissolved partnership. Mr. Armstrong retires, and has entered into partnership at Vancouver, with O. E. Spencer from Toronto.

The Giant Powder Company, consolidated, has been registered with a capital stock of \$5,000,000, to manufacture dynamite and explosive substances. The place of business is 61 and 63 Wharf street, Victoria.

The Consumers' Coal Company, Ltd., has been incorporated with a capital stock of \$50,000. To do a general coal business at Vancouver. Jas. Webster, J. W. Weart, J. I. Johnson, Alex. Grant, R. V. Palmer, W. Lawson, N. McLean, C. A. Schooley, Robert A. Anderson, are the trustees.

The Pacific Portland Cement Co. has been incorporated with a capital stock of \$100,000. The company propose to establish works for the manufacture of Portland cement in the city of Victoria. The provisional directors are: F. H. Worlock, C. A. Holland, F. G. Jordan, E. H. Hill, C. Wood, Allan S. Dumbleton, John Wilson, Wood, Travis & Co., 6 Bastion Square, are the agents of the Company.

Duluth!

Situated at the Entrance to Seymour Narrows, the Terminus of the Canada Western Railway, in connection with the Ferry to the Mainland.

LOTS IN THE ORIGINAL
TOWNSITE.

Lots in the Original Townsite can be had at present prices until January 1st, when prices will be raised 25 per cent.

The above statement was made in December last, and in conformity with same prices have been raised 25 per cent.

The first payment of \$100,000 of the subscription to the stock of the Railway Co. has been made.

The Lots owned by the Canada Western Railway Co. in Duluth are **NOT FOR SALE.**

HENRY CROFT, 72 Government St.

DALBY & CLAXTONReal Estate, Insurance,
Mining & Financial**AGENTS.**

-AGENTS FOR-

The Yorkshire Guarantee and Securities Corporation, England.
Alliance Assurance Company (Fire), England
The British Columbia Fire Insurance Company, Victoria.
The Great West Life Assurance Co., Winnipeg and Victoria.
The Royal Canadian Packing Company, Claxton, Skeena River.

64 YATES ST., VICTORIA.**IMPORTANT TO Patentees, Manufacturers, Brewers—in fact to all who have their trade at heart.****Messrs. NETTROLLOLL DAY & CO.,**
Agents for European and Foreign
Manufacturers,

1 Old Court House Lane, Calcutta,
Announce that they undertake, on very moderate terms, the Agency of all kinds of British and Foreign Manufactures, with a view to their introduction into India.

Messrs. NETTROLLOLL DAY & Co. are established for about one hundred years in this city, are well known and enjoy a high reputation.

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J. & T. STEPHENS,

Manufacturers of

Fine Boots & Shoes,**BEAUDRY ST., MONTREAL.****IS BUSINESS LYING JUSTIFIABLE?**

That a good deal of "fibbing" is done in business is no secret; "white lies," untruths, that is, devoid of malice or other evil intention, are manufactured freely in society, by even those who would be horrified at being charged with being untruthful. But we never say downright lying frankly advocated and defended before reading the following in an exchange:

"Looking at this question of wholesale and retail lying from a comprehensive standpoint, it would seem that a merchant should act in accordance with the ordinary custom of business men of the world up to the point where he has to protect himself, his trade and his interests generally, but he should be conservative in his lies, and, above all, he should avoid deliberate, purposeless lying."

That phrase, "conservative in his lies," is a stroke of genius. We must take care, that is, not to lie so recklessly as to expose the fact that our word is not to be relied upon, as, if that is done, no one would believe us, and we should, in despair, have to resort to speaking the truth!

If the merchant "should" tell lies in a cautious way, so as to protect himself from shame or injury, why should not also his servants do so? Clerks and cashiers, who follow this advice and imitate their masters, would cultivate lying as a fine art, and in a quiet, "conservative way,"

taking care not to do it without a purpose, would falsify their receipts, and rob their employers "in accordance with the custom of business men of the world," if we are to believe the statements, and follow the moral teaching of the journal we quoted.

This question has been threshed out so thoroughly—it is indeed so elementary—that comments could only be a string of chestnuts. We draw attention to this as we would to a rattlesnake, to strike it down.

The merchant who makes lying part of his system is not smart enough for a good business man. The foundations of trade are credit, trust, confidence. The trader who is "conservative in his lies" proclaims to the world that he is unworthy of credit, or trust, or of any confidence; such a one should take to drain digging or street sweeping, he is not fit company for honorable merchants, and, sooner or later, he will find that by his base cunning he has over-reached himself, and fallen on the other side, into the ditch of shame and of ruin.—*Chicago Produce Trade Reporter.*

EAST INDIA COMMERCIALLY PROSPEROUS.

At last there has taken place some considerable recuperation in East India from the depression in financial and commercial circles, which has prevailed during the last two or three years. This depression was partly the result of the liquidation of several large financial institutions, or rather perhaps we should say their failure was caused by the unfavorable condition in business which prevailed. In 1890 an immense quantity of silver bullion was shipped there from Europe for which there was no adequate use, and it has since been an incubus upon the finances of that country. This silver has recently been rapidly absorbed, probably owing to a better state of trade, and rates for money have advanced from 4 per cent up to 5@6 per cent in Bengal and Bombay, while throughout India the banks are experiencing an increased demand for money. The new cotton crop is reported to be very satisfactory and the higher prices prevailing than a year ago have stimulated its export; the export trade in general is increasing, and it is expected that during the next few months exports will be exceptionally large, as the indications are all in that direction. The imports are also increasing; this is especially apparent in electrical appliances and electric lighting, the demand for which is springing up, and judging from experience elsewhere there will probably be an immense trade in this line in the future.

It is yet too early in the season for accurate reports of the wheat harvest, but it is known that there were increased preparations for sowing, and a sufficient rainfall will assure a larger crop than last year and consequently a greater surplus for export. The present and prospective condition of commercial and financial affairs in India is having a favorable effect in London, and has already caused an advance in silver bullion in that market.—*Cincinnati Price Current.*

HOW TO BE HAPPY IN '03.

There never was a stock-taking but showed mistakes in buying, selling and treatment of certain lines. There never was a stock taking when such things came to the surface and could be faced, that should not have been taken hold of in dead earnest and used in such a way as to have boomed the whole business. It's not a case of simply cut price and sorrow over mistakes. It's a case of making a price and use of the merchandise and your brains to produce an event in your trade history.

The quickest loss, properly handled, is the greatest gain. The first loss is best loss, if utilized properly. This means that any loss you take on goods which are very properly cut to the core, may be turned into immediate profit by wide awake merchandising. Sleepy merchandise and wide awake retailing don't hitch worth a cent.

Don't temporize with goods. If you have goods which stocking proves are on the downward march, plunge in the knife to the hilt; don't nurse it into a greater state of uselessness. A bold stroke with dead stock, properly managed, means profit.

Root out your mistakes! Be on the alert all the time, so that your experienced eye shall not err in detecting sleepy merchandise. Dead stock and advertising makes a mess of the matter. Put some life into the stock in handling and price, then your advertising won't be spent for naught. Price is a great mover. Price and merchandising genius together bring good out of evil, profit out of loss.—*Dry Goods Economist.*

Statistics recently published in an English journal go to show the extent of the depression in the British shipping trade at the present time. An idea of this may be gathered from the fact that altogether 479 vessels, representing a tonnage of 850,000, are laid up at English and Scotch ports. At Liverpool, 156 steamers, representing about 100,000 tons, are lying idle, and over 150 vessels are laid up on the Tyne. In addition, there are 99 British steamers lying idle at continental ports. The idleness of these vessels represents a loss in wages of £50,000 a month, and the loss falls upon 8,000 unemployed sailors, engineers, officers and others.

The provincial colliery returns for 1892 show a decrease in the total output as compared with 1891. The output for 1892 was 826,336 tons; for 1891, 1,029,097 tons, a difference of over 200,000 tons. The number of hands employed in the collieries was: White men and boys, 2,300; Chinese, 483; Japs, 70; total, 2,853.

Output of coal for 1892.....826,336
On hand 1st January, 1892.....33,213

Total (tons).....859,579
The export for 1892 was 610,579 tons; home consumption was 199,224 tons 5 cwt., leaving on hand Jan. 1, 1893, 22,775 tons 15 cwt. The output of fire clay was 2,963 tons 3 cwt., of this 2,403 tons 3 cwt. were shipped to the Victoria potteries, the remaining 500 tons being on hand January 1, 1893.

THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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

VICTORIA, TUESDAY, FEBRUARY 21, 1903.

ATTACHMENTS OF WAGES.

Mr. Keith, the well known member of the Local Legislature, who represents the thriving town of Nanaimo and its important interests, has, we observe, introduced into the House a Bill to abolish the attachment of wages. In the opinion of many, this is only a legitimate proposal, and is only in keeping with the tendencies of the time which are to limit credit as much as possible. In the case of those who are only wage-earners, it is only in comparatively exceptional cases that they really require credit and then only during the week or a month pending which they may have to wait for what they earn. There are, of course, exceptions, for instance, should an individual be sick or in any other way deprived of work; and as to the reliability of his customer or his claim to credit, the storekeeper can himself decide. Such things as attachments of wages are not in keeping with the times and conditions in which we live.

THE BUDGET.

Every Canadian will be glad to learn, on the authority of the Finance Minister, as set forth in his Budget Speech, on Tuesday last, that this year the revenue of the country had been better than ever and that a substantial surplus remained over and above expenditure. He declared—and this will be no disappointment to many people who realize what the condition of things, called free trade really amounts to—that free trade in Canada is an impossibility as well from the point of view of revenue as from that of the needs of the country's industries. Mr. Foster, more over, was not prepared to endorse that thing called unrestricted reciprocity with the United States; but said he favored preferential trade between Canada and the Empire and would be prepared to accept a fair measure of reciprocity with our neighbors. He announced among the few tariff changes contemplated that mining machinery, not made in Canada would be admitted free for three years, a departure which, if it is interpreted as it ought to be, will be a very great benefit to one of the greatest of the industries of this province; but which may, by bull headed officials, under the influence of otherwise interested lobbyists, be made to amount to nothing at all, and in fact be a curse instead of a blessing as tending to strengthen the position of those who upon the cry of protection to native industries may contrive to place a false interpretation upon

the policy contemplated. In the past, the authorities have been grossly and wilfully deceived as to what the concession meant and, because the remote province of British Columbia was mainly interested, did not take the trouble to make the necessary inquiries. The eyes of the people of this part of the country are upon their representatives at Ottawa. Have they "savvy" and "nerve" enough to understand and to do their manifest duty, no matter what opposition they may be forced to encounter?

PROFITS.

It has been well remarked that an investigation of the books of the different chartered banks of Canada would not fail to show that they did a larger amount of business during 1892 than in any previous year; but that the profits have not been in the same proportion. This is accounted for by the fact that banking conditions are not so favorable as they were, as in proportion to the demand there is more money to be had than there was some years ago. This circumstance ought to be a good augury for the development of enterprises in British Columbia. We have an unlimited wealth of unutilized resources which only require to be worked and brought to market to secure good returns for both capital and labor. To secure their successful treatment, however, those who have them in hand will have to be governed as they never were before by the trite old motto of small profits and quick returns. The turn over must, we repeat, be as rapid as possible. Of what use is it to have either money or material lying idle? The sooner they are marketed the better, even if the margin does not reach the traditional one hundred, fifty or even twenty-five per cent. To speak generally, it must be said that the days of profits or dividends like like those are things of the past.

THE INSOLVENT ACT.

At the recent annual meeting of the Montreal Board of Trade, the retiring president, Mr. Greenshields, referring to contemplated insolvent legislation, remarked: "The four points which we are anxious to have prominent features of the new bill are: (1) Complete doing away with preferences. (2) Equitable distribution of the assets of all insolvent estates. (3) A reasonable discharge clause for honest debtors. (4) No class of official assignees." To all these provisions, the solid, honest business men of this province will unhesitatingly say "Amen!" The exact contrary of what the Montreal merchants desire to provide against is what has unfortunately too often prevailed and the lack of a uniformity in the legislation of the different provinces has compelled the commerce of the country to go back as it were on themselves and declare. "We must have a uniform law for the distribution of the estates of debtors all over the Dominion."

It is to be hoped that the existing unsatisfactory condition of affairs in this respect will not be allowed to continue and that, even if we do not secure a perfect insolvent law this year, one of the results

of the present session's work will be the production of a measure that will afford relief in the direction where it is most wanted. The Dominion of Canada—and the United States, too—have too often played the part of the unskilled and therefore unsuccessful apprentice in the matter of insolvent legislation. Surely with the experiences which both of them have had it ought to be possible to do something to meet the exigencies—we may say urgencies—of the case, without making any more mistakes either of omission or commission.

HOW RETALIATION WORKS.

Recently Charles F. Cox, of New York, President of the Canada Southern Railway, a road which traverses the Western peninsula of Ontario was interviewed by a representative of the Wall Street News as to the effect of the President's retaliatory message upon the business of the Canadian roads. In his opinion the President comes to a lame and impotent conclusion on the subject inasmuch as to carry out its recommendations would injure citizens of the United States ten times as much as the people and the interests of Canada. This Canada Southern it is worthy of remark is a portion of the New York Central (Vanderbilt) system. Mr. Cox says, that its business is purely American and the right to cross Canadian territory is really a privilege granted by Canada to citizens of the United States. Scarcely a share of the capital says Mr. Cox, of the Canada Southern is owned in London. It as well as its bonded debt is located in New York. In Mr. Cox's opinion the effect of the adoption of the President's suggestions would be to drive business off the Northern and North-western lines and crowd it to the more central lines, and thus produce pretty nearly a monopoly on a few large roads, the result of such action as that being that the whole commercial community, east and west, to say nothing of the officials of railway lines discriminated against, would be down in Washington in a body protesting with all their might, and the administration would find that, instead of worrying the Canadians, they had made themselves exceedingly unpopular with their own people.

CATTLE EXPORTATION.

The *Monetary Times* observes: "From a statement made in the House of Commons, the conclusion is drawn that the policy of the British Government is to cause all cattle imported into the country to be slaughtered on arrival. If this is to be the general rule, there is no hope of the removal of the restriction imposed some time ago against Canada. A country which draws cattle from all parts of the world whence they are exported has need for constant vigilance. The importation of meat, in some form, must continue, and it behooves an exporting country such as ours to conform itself to the new conditions under which it is placed."

In this connection we note the discussion that took place in the Dominion Parliament a few days since when, doubtless looking to the necessity of Canada exporting her cattle in the carcass in

stead of upon the hoof, Mr. Pope, a well known and enterprising Quebec farmer, son, indeed, of the late Minister of Agriculture, moved that corn be placed on the free list. He remarked that the embargo which had been placed on Canadian cattle by both Great Britain and the United States rendered it necessary to feed our cattle at home instead of exporting them half fed. Most of the members appreciated the force of this remark, but during the subsequent debate, which did not result in a division, it was held on the other side that Canada herself produced sufficient corn and other coarse grains to meet all the requirements of the country.

TARIFF REVISION.

The *Trade Review* of Montreal, speaking of the objections that have been raised to the National Policy and its working says: "It is significant, that the revolt against the tariff on the part of several who were elected as its supporters, has not occurred in trade circles. No merchant or manufacturer who has hitherto stood in our fiscal policy, has raised his voice in favor of its being recast, much less abolished. Of the three whose recent adverse comments on the tariff have excited so much attention, two are gentlemen at large, neither of them of any weight in politics, while the third is a lawyer, wholly without any form of trading experience." It adds "it is the misfortune of Canada to have so many of its leaders in Parliament of this class, who win their way to the front rank not by practical knowledge of affairs touching vitally the welfare of a commercial people, but wholly from their professional skill as speakers."

We cannot agree with all that our contemporary says in this particular. Had there not been something, nay a great deal, in the objections that have been raised to the hearing of the tariff upon localities and industries, and were there not some enterprise that ought to be—if they are not—able to stand alone, neither the Premier nor the Finance Minister would have intimated that it was their intention to give special consideration to the subject of tariff revision, a committee formed of members of the government being already charged with the work of looking into the subject. As an important province of the Dominion, British Columbia has special reasons for demanding that the tariff be recast, or that exceptions be made in her behalf and this is one of the missions with which her representatives are charged.

WHO WOULD PAY THE TAXES?

The Patrons of Industry would seem to have an almost insufferable amount of gall. A short time since, we drew attention to the endeavors which they were making to compel the storekeepers of Manitoba and of some parts of Ontario to pledge themselves under pain of losing the custom of the "Patrons," individually and collectively, to do their entire business upon the narrowest margin of profit—an advance on cost, in fact, that could not be expected to pay, and was, as we pointed out, calculated to be a fruitful means of

increasing the list of insolvent storekeepers. Now the "Patrons" have sent a delegation to Ottawa with the demand that everything which they require to import be allowed to come in duty free; other people to make the contributions to the revenues of the country.

There was and still is some reason for the farmers to complain that the tariff of the Dominion is not designed to favor them as it does the manufacturing industries, and, on this account, the members from the rural constituencies who were not bound to the triumphal car of the national policy, were accustomed to raise their voices in protest and to keep them uplifted; but the claim of the "Patrons," like many of their other pretensions, is so ridiculous as to make one wonder how it can be that many otherwise enlightened people should be ready to take part with and in fact belong to them. As we have many a time pointed out, some of the farmers are by no means the most desirable customers who "patronize" the storekeepers, and their latest departure would make them still less so, as while they would do their best to force upon them their dairy products mainly of indifferent quality—the "Patrons," as such, not being as a rule the best of farmers—they would be able to still further restrict their purchases at the village store, should their wishes be complied with.

EDITORIAL COMMENT.

It goes beyond saying that there will be more or less changes in the Mining Act, and already deputations from the Kootenay country have waited upon the Mining Committee. This act ought to be made as good and as workable as it is possible to make it.

THE British Columbia Board of Trade has moved into its new building on Bastion street. Some of the extra offices have already been let, and there are applications to lease most of the remainder of them. The Board has now a headquarters of which the members should feel proud.

THE short distance there is between the mouths of some members of the Provincial Legislature and the gallery is a subject to which reference was made last week. It is really too bad that certain gentlemen—among whom the leader of the Opposition is by no means the least frequent offender—should waste the time of the members and add to the expenses of the session for the mere sake of placing themselves on record, no matter how trivial the long winded remarks which they make.

THE Provincial Legislature has done well to appoint a committee to inquire into the question of the protection of winter cattle ranges and the desirability of defining boundaries within which sheep may be pastured. Cattle men here object to sheep being allowed to range on the public lands, but the owners of the latter have just as many rights as have the cattle men, while the consuming public ought for no reason whatsoever to be prejudiced in their obtaining of good home fed mutton.

It is satisfactory to know that owners of the sealing vessels of Victoria do not intend, if they can avoid it, to commit breaches of the regulations which have been or may be adopted in regard to the taking of furs in Japanese waters and on the Japanese coast. In consequence, Captain Cox, president of the Sealers' Association has left or is about to leave for Japan to consult with the authorities of that country with a view to having Victoria schooners duly notified of what is the policy to be carried out.

WE are pleased to notice that the members of the Provincial Legislature are not disposed to allow the Northern Coast Mail Service to continue unsatisfactory as at present, without making representations to the Dominion authorities on the subject. There are important business interests in that part of the Province with which it is essential that there be regular mail connection. We therefore trust that the Local Government's representations will be made so urgent and at the same time so cogent that it will be impossible to ignore them.

CONSIDERABLE anxiety not unnaturally prevails as to the condition of the stock on the Mainland ranches. Indeed, there is not a little apprehension that the rigorous weather may have had disastrous effects. Some of the cattle owners are believed to have been ill prepared with food to supplement that which the animals have, under ordinary circumstances, been accustomed to pick up. It is moreover known that some ranches were compelled to purchase supplies at New Westminster and Vancouver; but then came a serious difficulty owing to the roads being considerably blocked and the navigation of the Fraser being rendered impossible. In any event, the values of meats are advancing.

WE like to hear the *Colonist* raise its voice against the Government at Ottawa and occasionally have opportunities to note the fact. Amongst its latest deliverances against the Ottawa authorities is an article entitled "The Taxes we Pay." In this the writer indignantly repudiates the idea which is conveyable from the deliverances of Dominion ministers that British Columbia is always begging favors and complaining most unreasonably and ungratefully; whereas her complaints are reasonable and made with good and sufficient cause. Official figures are adduced by our contemporary to show that while from customs and excise duties the average of taxation in the Dominion is \$2.13 per capita, British Columbia contributes \$16.97 or more than eleven dollars per head more than the inhabitants of the other provinces, four times as much as is collected in Nova Scotia and about three times as much as in Ontario. How long will this condition of things last, and how long are a fair share of the public expenditures to be withheld from us, and political brats like Hon. C. H. Tupper to be allowed to reflect upon us as they are accustomed to do!

IMPORTS AND EXPORTS.

IMPORTS.

The following is a summary of the quantity, value and duty on imports at the port of Victoria for the month of January, 1893:

ARTICLES.	QUAN.	VALUE.	DUTY.
Acids		\$ 103	\$ 33 07
Agricultural implements		263	92 05
Ale, beer & port Wgls	1,320	1,210	311 61
Animals		1,925	513 10
Books, pamphlets, etc.	96	225 68	
Brass & manufs of..	{ 129	126 00	2 45
Brass & manufs of..	{ 7		
Breadstuffs, etc, viz			
Grain, of all kinds bush	1,575	1,189	161 65
Flour, brls.....	991	3,402	743 62
Meal, "	3	11	1 40
Rice and all other breadstuffs.....		1,196	1,163 13
Candles, lbs.....	1,105	390	97 25
Chicory, lbs.....			
Coal and coke, tons	10,056	2,675	209 30
Coffee, from U.S. lbs		727	218 80
Copper and m's of.		1,215	293 98
Cordage all kinds..		5,026	1,471 84
Cotton, manufs of.		35,485	12,612 10
Drugs and medicines			
Earthen, stone and Chinaware		491	162 80
Fancy goods.....		129	131 65
Fish.....		1,512	332 70
Fruit, dried		1,129	245 80
Green.....		1,553	364 48
Furs.....		25	6 25
Glass, glassware		738	212 35
Gum, pulp, exp sub's		4,197	1,081 95
Hats, caps, bonnets.		1,198	419 40
Hops, lbs	2,588	897	153 28
Iron and steel m's of		13,122	3,408 47
Jewelry and watches and m's of gold and silver.....		556	121 00
Lead and manufs of		1,363	326 03
Leather and m's of.		800	172 73
Marble and stone and manufs of..		125	31 78
Malt, bush.....	420	291	63 00
Metals, composition and m's of.....		82	26 40
Musical instruments		291	88 20
Oils, coal and kerosene, gals.....	15,223	5,891	1,816 80
All other, gals	2,871	1,413	311 54
Paints and colors.		337	112 40
Paper and m's of... Perfumery		926	451 54
Provisions		21	6 30
Racon hams, etc.,		3,351	910 73
Salt, not from Great Britain or British possessions, or for fisheries, lbs.....	65,610	330	49 24
Seeds.....		67	7 20
Silk, manufs of.....		1,995	597 65
Soap of all kinds...		206	63 73
Spices of all kinds..		200	35 65

ARTICLES.	QUAN.	VALUE.	DUTY.
Starch, lbs.....	2,619	65	52 38
Spirits, Of all kinds, gals..	4,225	5,360	\$,969 21
Wh c, other than Spar-ling, gals...	1,663	1,132	973 77
Wine, sparkling doz	78	513	233 10
Sugar above 10 lbs	1,311	106	31 73
Sugar candy, etc, lbs	3,807	227	127 01
Sugar syrups, cane juice, etc., lbs.....	623	23	9 31
Molasses..... gals		513	51 30
Tea, from U.S., lbs...	2,090	1,755	1,938 18
Tobacco and cigars...	3 168	1,757	482 30
Wood and m's of.		2,669	705 12
Woolen m's of.....			
All other dutiable articles.....		18,513	4,553 39
Total dutiable goods		\$131,806	\$18,578 58
Free goods, all other		52,201	
Grand total.....		\$187,007	\$18,578 58

EXPORTS

From the port of Victoria, for the month of January, 1893—the produce of Canada:	
THE MINE.	QUANTITY. VALUE.
Coal	300 \$ 1,500
Gold dust, nuggets, etc.....	11,199
THE FISHERIES.	
Fish of all descriptions	2,014
ANIMALS AND THEIR PRODUCTS.	
Other articles	17,213
AGRICULTURAL PRODUCTS.	
Fruits—green	30
Flour of wheat and rye brls	241
Other articles	561
MANUFACTURES.	
Boots and shoes	1
Sewing machines.....	1
Other articles	199
Miscellaneous articles	37,108
Grand total.....	\$ 37,108
Goods, not the product of Canada, for the month of January, 1893:	
QUANTITY.	VALUE
Animals and their produce—	
Other animals.....	10
Manufactures—	
Iron—pig and scrap, castings, hardware, etc	162
Other articles	1,916
Miscellaneous articles	19,971
Coin—gold	150
“—silver.....	627
Grand total.....	\$ 22,576
Total exports of all kinds	\$ 59,774

and the merchandise to allow patrons to move about without being crushed by contact with each other, or without having clothing soiled by coming in contact with goods, during the busiest hours of the day. Some stores have so narrow a space before the counters that Saturday evenings are a trial to the patrons, a few people uncomfortably crowding the space and preventing one another moving about to examine the articles which they wish to purchase. The appearance of a jam in a retail establishment will cause many women to avoid the place, even if the prices are below the range of neighboring stores, and the most desirable class of patrons are most likely to be thus repelled and driven to rival establishments. This objectionable feature of too many retail stores, viz.: want of sufficient room for customers, seems to be due to the high rentals of eligible store property in many cities.

The most modern style of grocery store, with its surplus stock stowed away under counters, on shelves and in the basement, and a clear view afforded right through the store from end to end, invites new custom, while the overcrowded store repels it. If to the advantage of a clear floor be added that of seats for waiting customers, such as are to be found in some of the leading grocers' stores, the attraction for the best class of customers is irresistible if other things are equal. The dealer who compels his female customer to stand while waiting a clerk's leisure, or while her orders are being filled, has hardly mastered the secret of the art of selling goods. An old dealer, who retired from business a few years ago, said to the writer recently: "If a customer is standing a salesman will have great difficulty in selling her a new brand of goods which his employer is eager to push, but give her a comfortable seat, and with a little tact the clerk can sell her articles which she is not actually in need of." A little reflection will convince the reader that our friend has not exaggerated the advantages of the grocer who provides a sufficient number of seats for his patrons.

This feature of the retail business—the arrangements for the comfort of patrons who visit their merchant's place of business—is as important as the demeanor of the proprietor and his assistants toward the said patrons, or the method employed in the delivery of goods. It is a source of much complaint that too many grocers' customers do not personally make their purchases, but send servants or their children with the orders. In this contingency the dealer has no opportunity to make sales of new articles of merit, the messengers not being empowered to make purchases on their own responsibility. If retailers wish their lady customers to visit their establishments they should make proper preparations for the accommodations of the desired visitors; not expect them to run the gauntlet of greasy butter tubs, dusty flour barrels and toppling pyramids of canned goods, or to be hustled about by strangers while forced to stand for perhaps many minutes. Make the place worth a visit and purchases by proxy will become less common. —*Merchants' Review.*

A SALESMAN OF GOOD ADDRESS.

The carefully prepared and timely advertisement has been aptly described as an all-accomplished salesman, who goes about his business with unlimited patience, and with a stock and variety of information that charms by its freshness and extent; one who is welcomed in the banker's office, the merchant's store and the study of the student, and is, moreover, welcomed by the cultivated woman at the family fireside. Very naturally, the value of this very valuable agency depends on the number whom he addresses who have ready money and are willing to spend it to satisfy their wants, and, perhaps, gratify their tastes. The sole office of this most useful of all missionaries is to do his master's will, and both introduce him and commend him and his wares to as wide an audience as possible. Sometimes he describes his master's wares, their quality, and names their prices, or tells you the mark by which they are distinguished from all others of their class; all these are

very valuable services. He is, moreover, the herald of new inventions, the latest fads in fashions, and invariably the first to notify you of where you can get special bargains in almost everything you need. Multiply this office a hundred thousand-fold, and ask yourself whether, as manufacturer of any article, with trade mark, or a retail seller of anything required by the people at large, you can dispense with his services, or make money without them. Remember, he has made the fortunes of thousands, he has taken men and women from obscurity and endowed them, as it were, with his magical virtues, making them rich, popular and respected ornaments of society.

THE TREATMENT OF CUSTOMERS.

The whole duty of the dealer to his customers is not summed up in honest dealing, polite attention and prompt delivery of goods. It is required of merchants that they should at least provide sufficient room between the store counter

COMMERCIAL SUMMARY.

Forty-one paper mill companies of the United States have combined under the name of the Columbia Straw Paper Company, with the main office in Chicago.

During the year 1892, the shipments of nickel ore and waste from the Sudbury mines to the United States, as reported by the American Consul at Prescott, amounted to 3,325,711 lbs., valued at \$203,748.23.

Recently, the Birmingham Chamber of Commerce passed a resolution in favor of preferential trade with Canada. It is true the majority was not a heavy one, the vote standing 76 to 61, but even straws show the direction of the mind.

A Winnipeg dispatch says: "F. W. Thompson, manager of the Ogilvie Milling company, has been in Duluth and Minneapolis for several days past inspecting improved milling machinery with a view to making extensive additions to the plant of the Winnipeg mill."

Mining machinery to the value of \$61,848 was imported into Canada free of duty during the fiscal year ended 30th June, 1892. Of this, \$1,630 came from Great Britain and \$57,218 from the United States. Ontario imported, of this, \$25,821 worth and British Columbia only \$1,750.

The Spokane and Great Northern Mining Company, (foreign) has been registered with a capital of \$5,000,000, and office at 101 Yates street, Victoria. The object of the company is to do a general mining business in localities tributary to the city of Spokane and in British Columbia.

It's becoming quite a fad for the merchants who are doing the business of a large city to put only certain colored goods into their shop windows. For instance, there are clothing stores that are filling one window with only red articles, red neckties, red socks, red handkerchiefs, any article, apparently, so long as it is red.

The actual results of the operations of the Canadian Pacific railway for 1892 are officially stated as follows: Net earnings, \$8,420,317; add interest earned on deposits and loan, \$203,603—\$8,623,920. Deducting the fixed charges occurred during the year, \$5,102,018, the surplus was \$3,521,902. From this, two supplementary dividends of one per cent. each were made, \$1,330,000, leaving a surplus carried forward of \$2,221,902. Surplus of previous years, \$1,701,599, total surplus carried forward, \$6,023,531.

Jas. Robertson, the extensive hardware dealer, has issued the following circular: "The business carried on by me in Montreal and St. John, New Brunswick, in my own name, and in Toronto and Winnipeg under the style of James Robertson & Co., will, on and after the 1st of January, be continued under the name of 'The James Robertson Co'y, Ltd.,' I having transferred all my interest in the said business to this company, retaining in my own right the greater part of the capital stock."

A pavement of granulated cork and bitumen, pressed into blocks, is being introduced in London, it is said, with

satisfactory results. It is elastic, furnishes a free foothold for horses and greatly diminishes the noise of traffic. India-rubber pavements have proved so satisfactory where they have been tried experimentally in Germany that the use of this material is to be largely extended there. The latter material has also proved satisfactory in an experimental section at St. Pancras station, London.

Of the 40,000 drug stores in the United States and Canada, it is a safe, but low estimate to say that fully three-quarters of them carry cigars, not to include other forms of tobacco, as well as smokers' articles in general, says the *Pharmaceutical Era*. The tobacco trade has its own retail distributing stores in great number, yet it is true that the drug stores constitute nearly, if not quite, as important an outlet, while the quality of cigars carried by druggists is of a higher general character. The stranger seeks a choice cigar at the drug store; the high class trade is there supplied.

The estimated expenditures of the bankrupt province of Quebec for the fiscal year ending 30th June, 1893, amount to \$5,170,680, or \$111,480 less than those of the previous year. Public instruction, immigration and colonization, civil government, legislation and public debt are much the same as formerly, but, in public works, charities, administration of justice and miscellaneous services, something like \$170,000 have been cut off. Any one who knows anything about that province, however, will not hesitate to say that the existing condition of things renders it essential that there should be still more economy and retrenchment.

A trial is about to be made in Glasgow with vitrified bricks in the place of stone and wood hitherto used for street paving purposes. Brick paving is common in some continental towns, but the difficulty of procuring the right kind of material for the manufacture of bricks in Scotland of a sufficient hardness and toughness has prevented that form of paving being tried for street purposes. Proper material has, it is said, now been found. It is called a clay, but is in reality a kind of hermitite ore, and requires to be quarried. It is stated that the brick blocks are durable, clean, healthful, easy to repair and comparatively noiseless, and that they are considerably cheaper than either granite or wood paving. The question of street paving is one that has long been a vexed and difficult one; and before long will have to be solved to the satisfaction of the cities of this province, whose inhabitants will doubtless await with some interest the results of the Scotch experiments which, if successful, may result in an endeavor being made here to discover some workable material of the kind referred to.

MAPPING THE BRAIN.

All the motions and sensations of the various parts of the body are represented in the surface of the brain as on a map. Thus, there is a separate brain area necessary for sight, another for hearing, another for the motions of the fingers, and so on. Each of these areas is called a center. Four of these are especially

concerned in the use of language, and may therefore be called language centres—the auditory center, by which words are heard; the motor speech center, which excites the vocal organs in speaking; the visual center, by which written words are seen, and the writing center, which guides the motion of the hand in writing. The centers are capable of individual development by practice, and in order that each may receive its due share of cultivation it is necessary to know its relative importance in the different ways of using language.

Disease instructs us on this point by making some interesting though ruthless experiments. Inflammation, or the growth of a tumor, or the rupture or plugging of a blood vessel may destroy any of these centers, involving, of course, a loss of the corresponding function. Consequently the various defects in the use of language are the subjects of a large and very important chapter in the treatise on brain disease. So far as I am aware no practical use has been made of this knowledge outside the domain of medicine.

Yet it would be very strange if, from way, in which the use of language is lost or suffers varying degrees and kinds of impairment, we could learn nothing as to how it may best be acquired. The loss occasioned by the destruction of any language center is an indication of the defect that must result from neglecting to cultivate the same center by practice; and, as disease selects now one and now another center for attack, we learn the extent to which each is necessary in hearing, speaking, reading or writing. The auditory center receives the nervous impulses started by sound.

When it is aroused by impulses coming from the ears the sensation of sound occurs, but when it is aroused by nerve currents not from the ears, but from other parts of the brain, we have only the memory of sound. For a word to be understood the auditory center alone is not sufficient. The sound must awaken the memories of other sensations. The word "orange" for instance, has a meaning because the auditory center, when the word is heard, arouses in the visual center the memory of the color and form of an orange, in the centers touch, temperature, posture and muscular sense the memory of the sensations which occur when the fruit is grasped by the hand; in the centers for smell and taste the memory of its peculiar odor, flavor and tartness. These sensations are said to be associated with the sound of the word, and together with it they constitute the concept "orange." The nerve currents passing from one center to another are called association impulses. If we have often eaten oranges and at the same time heard the name the auditory center, whenever it perceives or remembers the sound, will send vigorous impulses to the other centers and the idea will be vivid. But if our experience of oranges has been very limited, or if instead of the correct name a merely similar sound has been heard, the association impulses will be sent slowly, feebly, and uncertainly, so that the idea will be vague.—*Popular Science Monthly*.

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	34,002	\$163,151	
Br bark	Glengarry	802	Davidson	Nov. 3	Westminster	Liverpool	37,352	186,700	
Br bark	Chil'.	678	McKenzie	Dec. 12	Victoria	Liverpool	30,093	163,061	
Br bark	River Ganges	612	Budge	Dec. 19	Victoria	London	29,161	117,305	
Br bark	The Frederick	812	Simpson	Dec. 18	Victoria	London	32,403	167,896	

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	1,091,171	9,193	March 25.	60s
Am bark	Hesper	661	Sodergren	Feb. 20	Vancouver	Shanghai	751,924	7,781	April 23.	50s
Br ship	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	834,937	7,095	May 20	42s
Nor bark	Czar	1321	Christophers'n	March 4	Vancouver	Adelaide	1,046,611	10,476	June 7.	57s 6d
Nor bark	Agnes	814	Hofgaard	Feb. 20	Chemainus	Antofagasta	602,500	6,413	June 11.	40s
Nor ship	Rathinka	1403	Klevenberg	March 12	Vancouver	Melbourne	1,228,925	9,251	May 28.	60s
Chil bark	India	933	Funke	Feb. 22	Vancouver	Valparaiso	803,291	7,018	May 10	owners ac
Br bark	Glenbervie	800	Groundwater	March 21	Vancouver	Iquiqui	631,810	7,689	June 8.	37s 6d
Br ship	British India	1191	Lines	March 31	Vancouver	Valparaiso	863,866	9,315	July 11	37s 6d
Am schr	W. H. Talbot	776	Blum	March 11	Vancouver	Pients'n	1,021,876	10,272	May 28.	67s 6d
Am schr	Reporter	333	Dreyer	March 3	Chemainus	San Pedro	416,386	3,476	March.	Private.
Br bark	Riverdale	1153	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 28.	47s 6d
Br bark	Mistletoe	821	Smith	April 21	Vancouver	Wilmington	70,275	7,968	Aug. 31	\$16 00
Br bark	Craigend	2218	Leithwaite	April 18	Vancouver	Iquiqui Callao	1,808,000	19,351	July 11	27s 6d & 30s
Br bark	Toboggan	676	Porter	May 20	Vancouver	Wilmington	632,828	9,330	Sept. 11	\$15.00
Br bark	Thermopylae	918	Winchester	June 2	Vancouver	Yokohama	832,576	8,949	July 22	Private.
Nor bark	Fritzo	1078	Holf.cn	May 29	Chemainus	Melbourne	983,121	8,072	Aug. 9	45s
Nor ship	Burnah	1647	Newcombe	June 2	Moodyville	Valparaiso	1,289,359	9,833	Aug. 23	35s
Br ship	Crown of Denmark	2029	Smith	June 21	Vancouver	Melbourne	1,850,725	15,435	Sept. 23	37s 6d
Nor bark	Ursus Minor	305	Johnson	June 1	New West Inr.	Sydney	451,214	4,393	Aug. 3.	37s 6d
Br ship	Earl Granville	1119	Flack	June 16	Cowichan	London	833,937	12,329	Nov. 5.	62s 6d
Chil bark	Antonietta	999	Stack	June 27	Chemainus	Valparaiso	836,358	9,015	Dec.	owners ac
Ger bark	Palawan	967	Van Heuvel	July 8	Vancouver	Iquiqui	688,831	7,521	Sept. 27	33s 9d
Chil bark	Leonor	801	Jenatsch	July 8	Moodyville	Antofagasta	637,375	6,520	Oct. 13.	owners ac
Chil bark	Gulnevere	969	Glenie	Aug. 6	Chemainus	Valparaiso	762,062	7,612	Oct. 28.	owners ac
Am bktn	Robert Sudden	585	Uhlberg	Aug. 3	Vancouver	Valparaiso	771,140	8,797	Nov. 26.	40s
Chil ship	Hindustan	1513	Walsh	Aug. 7	Moodyville	Valparaiso	1,232,386	11,471	Oct. 28.	owners ac
Br ship	Zebina Gowdy	1087	Manning	Sept. 5	Vancouver	Wilmington	833,218	10,125	Jan. 1.	\$13.00
Chil ship	Atacama	1235	Caballero	Aug. 21	Moodyville	Valparaiso	994,491	9,089	Nov. 1.	owners ac
Br ship	City of Quebec	768	Carnegie	Sept 6	Vancouver	Adelaide	517,469	4,018	Nov. 30	40s
Br bark	Nineveh	1174	Broadfoot	Sept 3	Vancouver	Sydney	951,900	9,287	Nov. 8.	owners ac
Am schr	Robert Scarles	579	Piltz	Sept. 8	Vancouver	Port Pirie	815,321	5,962	Nov. 23.	41s 3d
Am. ship	George Skolfield	1276	Dunning	Sept. 20.	Vancouver	Valparaiso f.o.	931,316	81,781	Dec. 21.	40s
Chil bark	Lake Lemna	1035	Bozzo	Sept. 22	Moodyville	Valparaiso.	763,839	6,610	Dec. 18.	owners ac
Br bark	Seammell Bros.	1218	McFarlane	Oct. 15	Vancouver	Wilmington.	907,554	11,763		\$11.00
Am schr	Alfco Cook	732	Penhallow	Oct. 5	Vancouver	Sydney	919,800	8,338	Dec. 19	30s
Nor ship	Morning Light	1310	Johansen	Nov. 3	Vancouver	Liverpool	939,193	10,000		52s 9d
Br bark	Columbus	691	Melhuish	Nov. 16.	Vancouver	Adelaide.	565,720	4,539		37s 6d
Am schr.	Lynan D. Foster	730	Dwyer	Nov. 5	Moodyville.	Sydney	892,843	7,800	Jan. 13.	30s
Nor bark.	Benj. Haugs	1118	Hjonnness	Dec. 20.	Vancouver.	Hullfax.	786,085	10,015		48s 3d
Br bark.	Fernbank	1338	Boyd	Nov. 25.	Moodyville.	Valparaiso f.o.	500,300	4,728		36s 3d
Br bark.	Grasmere	1246	Carter	Dec. 25.	Vancouver.	Valparaiso f.o.	911,683	10,370		36s 4
Am ship.	Edward O'Brien	1725	Taylor	Dec. 10	Vancouver.	London.	1,237,695	14,229		50s
Nor bark.	Fortuna	1332	Mikelsen	Dec. 17.	Moodyville	Valparaiso f.o.	1,265,729	12,088		36s 3d
Br ship.	Abeona	979	Black	Dec. 29	Vancouver.	Port Pirie.	775,140	6,425		37s 6d

B. C. LUMBER FLEET, 1893.

Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster.	Sydney	806,818	7,814		owners ac
Br bark	Mark Curry	1256	Liswell	Jan. 4	Vancouver.	Queenston UK	923,048	8,882		52s Gd
Nor bark	Fritzo	1078	Rolfson	Jan. 10	Vancouver.	Valparaiso	879,269	8,031		36s 3d
Am bark	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso f.o.	832,637			37s Gd
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver.	Montreal	896,663	15,537		Private.
Chil bark	India	933	Funke	Jan. 11.	Moodyville.	Valparaiso	797,782	7,169		owners ac
Br bktn	Bittern	820	Stronach	Jan. 20.	Vancouver.	Freinante, Au	392,850	4,391		owners ac
Ger ship.	Katharine	1630	Spille.	Feb. 7.	Moodyville.	Iquiqui	1,328,579	14,058		35s
Br ship.	County of Yarmouth.	2151	Gain		Vancouver.	U. K. f. o.				50s
Chil. ship.	Hindustan	1512	Welsh		Moodyville	Valparaiso				owners ac
Am bark.	Seminole	1139	Weedin.		Moodyville.	Santa Rosalia.				Private.

The proposed shingle trust has been dropped, as one of the largest Shingle Mills in British Columbia refused to go into the combine.

The Nelson Tribune says: "Last year the receipts from the sale of miners' licenses in Nelson, Ainsworth, Slocan, Traill Creek and Goat River mining divisions aggregated over \$9,000; this

year, it is safe to say they will be \$25,000, for where there was a newcomer in 1892 there will be five in 1893." This is a promising outlook.

We notice that in the Dominion supplementary estimates are the following items which interest British Columbia: \$21,000 for the Victoria drill hall, \$6,200 for the William Head quarantine station, \$35,000

for the quarantine wharf, \$15,000 for the Behring Sea arbitration, \$2,500 for the Methodist Indian Industrial school at Chilliwack and \$3,000 for the smallpox epidemic in 1892. There are yet some other important items. What about the Victoria post office and custom house improvements and a number of other works?

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	T&S	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Chil. bark	Eritrea	1063	Serra		P Callao	Moodyville	R. P. Rithet & Co., Ltd.	
Br bark	Mary Low	813	Robertson	Oct. 5	B Liverpool	Victoria	R. P. Rithet & Co., Ltd.	139
Br ship	Kinkora	1799	Lawrence	Nov. 15	B Liverpool	Victoria & Van	R. Ward & Co. & Bell-irving & Paterson	98
Br ship	Morayshire	1428	Mowatt	Oct. 21	Q Java	Vancouver	B. C. Sugar Refinery Co.	123
Haw. schr.	Americana (new)	839	Denny	Nov. 5	Q Liverpool	Victoria & Van	Turner, Beeton & Co. & Baker Bros. & Co	108
Br ship	Blair Athole	1697	Taylor		R Java	Vancouver	B. C. Sugar Refinery Co.	
Br bark	Java	897	McGregor	Oct. 3	R Cardiff	Esquimalt	Naval Storekeeper	141
Br bark	Dochra	1016	Scott	Dec. 19	G Liverpool	Victoria	Robert Ward & Co., Ltd.	69
Chil bark	Entella	633	Mangin		W Callao	Moodyville	Moodyville Sawmill	
Br ship	Gryfe	1069	Roberts	Nov. 21	W Cardiff	Esquimalt	Naval Storekeeper	91
Br ss	Empress of India	3003	Marshall	Feb. 22	E Hong Kong	Vancouver	C. P. R. S. S. Co.	
Br bark	Formosa	915	Knin		H Liverpool	Victoria	R. P. Rithet & Co., Ltd	
Am. ship	Ivy	1181	Lovell		D Portland, Or.	Vancouver	Hastings Sawmill	
Br ss	Tacoma	1662	Hill	Feb. 14	F Hong Kong	Victoria	Dodwell, Carill & Co.	7
Am. bark	Harry Morse	1313	Hughes		A San Francisco	Moodyville	R. P. Rithet & Co., Ltd.	
Haw. bark	John Ena	2600	Schnauer		C San Francisco		Robert Ward & Co., Ltd.	

P—To load lumber for Valparaiso on owners' account. B—Spoken Oct. 11, lat. 44° N., long. 15° W.; Nov. 5, lat 5° N., long. 21° W.
 Q—Cargo of 2,100 tons raw sugar. Chartered to load lumber at Vancouver. R—To sail in February with 2,300 tons raw sugar. W—To load lumber for West Coast of S. A. A—Chartered for lumber to Shanghai. F—Via Yokohama Feb. 26. E—Via Yokohama March 3. H—To sail before March 10. D—Chartered to load lumber for Wilmington, Del. C—Chartered for lumber to Port Pirie

VESSELS IN PORT.

(February 20, 1893.)

VICTORIA.

Br. bark Assel, 795 tons, Capt. Gilmour, arrived Jan. 22 from London, with general cargo, R. P. Rithet & Co.' consignees.

Am. bark Seminole, 1,439 tons, Capt. Weeden, arrived Feb. 17 from Callao, to load lumber at Moodyville for Santa Rosalia.

VANCOUVER.

Br. ship County of Yarmouth, 2,151 tons, Capt. Cain, arrived Jan. 23 to load lumber for U. K. for orders.

Chil. ship Hindostan, 1,542 tons, Capt. Welsh, arrived Feb. 13, loading lumber at Moodyville for Valparaiso.

Br. steamship Empress of China, 3003 tons, Capt. Archibald, arrived Feb. 14.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.

Am. ship Wachusett, 1,519 tons, Capt. Williams.

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

Am. bark Sea King, 1,436 tons, Capt. Pierce.

Am. bark Wilna, 1,409 tons, Capt. Slater.

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

Am. ship India, 1,230 tons, Capt. Merri-man.

Am. bark Coryphene, 771 tons, Capt. Jones.

WELLINGTON SHIPPING.

Am. ship Big Bonanza, 1,399 tons, Capt. Bergman.

Am. bark Gatherer, 1,509 tons, Capt. Nervick.

Am. ship John A. Briggs, 2,003 tons, Capt. Balch.

Am. bark Alex. McNeil, 1,088 tons, Capt. Sorman.

Am. ship C. F. Sargent, 1,638 tons, Capt. Snow.

Am. bark Detroit, 1,438 tons, Capt. Darrah.

EAST WELLINGTON.

Am. ship Guardian, 1,073 tons, Capt. Marsden.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	2	2,234
Vancouver	3	6,609
Nanaimo	15	20,428
Total	20	29,361
Previous week	17	22,791
Correspond'g week last year	18	21,546

FREIGHTS.

The market is steady with some demand for Port Pirie at 38s 9d; from Puget Sound. Grain charters are few in number and rates are unchanged.

Lumber freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 37s 6d; direct port on West coast, South America 35s; Sydney 35s; Melbourne, Adelaide or Port Pirie, 38s 9d; United Kingdom, calling at Cork for orders, 50s; Shanghai, 50s; Yokohama, nominal.

Grain freights from San Francisco to U. K., Cork for orders, 22s 6d; from Portland, 30s; Tacoma, 27 6d.

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.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending February 18:—

NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
13.	Tacoma, str., Port Townsend	36
16.	Jeanie, str., San Francisco	1,238
16.	Romulus, str., San Francisco	4,120
18.	Wachusett, ship, San Pedro	2,450

Total..... 7,894

It would appear that the consumers of coal are beginning to avail themselves of the provisions of the by-law which gives them permission to have their coal weighed on the public scales, and to ask for a duly certified ticket as to the weight. In view, however, of the generally understood fact that a large majority of the loads are from two to three hundred weight short when delivered, it ought to be the business of the City Council to make it imperative, subject to a heavy fine, that all coal be weighed upon the public scales, a certificate of weight being an essential part of the delivery. Surely people pay enough for their coal without being robbed at the same time. It is the plain duty of the Council to intervene in this matter as well as in regard to the measurement of woods, for a cord here compared with what it is out East is a very small thing. No one likes to reflect upon the honesty of his coal or woodman by being particular as to certificates of weight and that kind of thing, but if the city by-law is made so as to thoroughly protect the consumer, the latter's position would be made much easier.



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& Co.—Washable Cashmeres—Bradford, Eng.;
Scott & Co.—Special Scotch Whiskies—Glas-
gow, Scot.; Ceylon Tea Plantation Co.—Ceylon
and English Breakfast Teas—London, Eng.;
Grosmith & Co.—Perfumery, Etc.—London,
Eng.; Whight & Co.—The "Prima Donna"
Sewing Machines—London, Eng.; New York
Piano Mfg. Co.—Pianos—New York; Brinsmead
& Sons.—Pianos—London, Eng.; Miller et Cie.,
—Cigars—Grand Canary Isls.; La Solfenera Mfg.
Co.—Havana Cigars—Havana; C. J. & E. Lewis,
—Boots and Shoes—Northampton, Eng.; Allen
& Sons.—Chocolate Goods—London, Eng.

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