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- Cascade Packing Co., Naas River, Cascade Brand.

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- British Columbia Salmon:—Ewen & Co., "Lion."
"Bonnie Dundee"; Bon Accord Fishery Co.,
"Consuls"; A. J. McLellan's "Express."

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.
Tuesday Morning, March 28.

VICTORIA.

The situation shows little change from last week. Business generally is expected to brighten up in April. Almost every one is looking forward to a turn in affairs. There is a strong feeling of confidence in the general result of the season's operations, but the present tightness of money cramps many of the smaller firms. Indications point to some activity in railway construction and other improvements this summer, which will relieve the present congested state of the labor market. The tenor of advices received from interior distributive points indicate a large increase in the volume of trade during the summer. The Great Northern Railway have chartered the steamer Dunsuir to carry through freight to and from Victoria. Advices from San Francisco say there is a lessening in the demand for coal, and the demand from British Columbia is expected to fall somewhat. With the advent of bright, warm spring weather, business circles are sure to show increased activity and a prosperous season is confidently expected in nearly all lines of trade. Hong Kong exchange is now quoted at 66½. The rate has been declining gradually, and of late has dropped as low as 65½, but the probability is that the market will become firmer.

FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship Walla Walla, March 26, for Victoria: 43 crates cabbage, 14 crates cauliflower, 26 cs asparagus, 21 crates bananas, 74 cs oranges, 12 cs lemons, 2 scks cocoanuts, 1 bx peppers, 5 scks peanuts, 1 cs garlic, 9 cs celery, 2 scks beets, 5 bxs peas, 1 bxs rhubarb. All lines continue steady and but little variation in price is noted. Eastern apples are held firm for the supply is not plentiful. The weather during the past week has not been conducive to the brightening of trade. Demand is steady for the lines now in season. New California potatoes are expected toward the middle of April.

Jobbers' quotations for fruits are as follows:—

Oranges	Navy's, common to good	3 50 @	4 00
	" fancy	1 25 "	0 00
	Highland Seedlings	0 00 @	0 00
	Riverside Seedlings	2 00 @	2 25
	" " fancy	2 35 @	2 50
	Los Angeles	2 00 @	2 25
Lemons—California		1 50 @	5 00
	Sicily	5 50 @	0 00
Apples—Red		2 50 @	0 00
	bbls	7 50 @	0 00
Bananas		3 50 @	7 75

Vegetables are quoted:

Potatoes—Local	per ton	36 00 @	35 00
Onions—Red California		2½ @	3
	Oregon Silverskins	3 @	31
Cabbage		2 @	24
Asparagus	per lb	20 @	
Rhubarb		13 @	

GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. Walla Walla, March 26, for Victoria: 26 cs, 2,450 lbs. Receipts March 19, 7,119 lbs., March 13, 3,670 lbs., March 6, 1,795 lbs., Feb., 27, 5,172 lbs., Feb., 20, 2,705 lbs.

Prices generally continues steady and but very minor factors can be noted in the general condition of business. Representatives of Eastern Canadian packing houses placed a quantity of meats with wholesale houses last week. Their prices are from 1½ to 2c less than the quotations for American meats. Canadian meats are giving better satisfaction on this market and the general verdict is that they are turning out well. Breakfast bacon are especially fine compared with the usual quality of the output of Canadian packing houses that reach this market. American meats are not in such demand on account in the difference of prices.

American canned meats, staples, are quoted to the jobbers in bond as follows. Roast corned and lunch beef, 1's per doz., \$1.25; do. 2's per doz., \$2.00; lunch tongues, 1's per doz. \$3.45; do. 2's, \$6.50. Armour's white label conserved soups in 2 lb. tins are quoted at \$3 per doz.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 18½c per lb; heavy hams, 18c; choice breakfast bacon, 18½c; short clear sides, 15c, and dry salt clear sides, 11½c. Armour's white label pure lard, 10 lb. pails, 19½c per lb.

Armour's Gold Band meats, which are the finest quality on the American market, being a special grade for choice family trade, are quoted, (duty paid, Victoria), hams, 20½c, breakfast bacon, 20½c.

California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 14c per lb., 25 lb. boxes 13½c; apricots, 25 lb. boxes, 20c; prunes, 25 lb. boxes, 11c; plums, 25 lb. boxes, 14½c to 11½c; peaches, 50 lb. boxes, 16c, 25 lb. boxes 17c. Canadian evaporated apples, 50 lb boxes, 8½ to ½c.

The British Columbia Sugar Refining Co. Ltd., quote as follows in their weekly price list: Powdered icing and bar, 6½c; Paris lumps, 6½c; granulated 5½c; extra C. 5c; fancy yellow, 4½c; yellow 4½c; golden C. 4½c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, ½c; more, boxes ¼c more. No order taken for less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 gal. bls. 2½c; ditto. in 10 gal. kegs. 3c; ditto. in 5 gal. kegs, \$2.25 each; ditto, in 1 gal. tins, \$1.50 per case of 10; ditto in ½ gal. tins, \$6 per case of 20. Prices cover delivery in Vancouver, and at Victoria, New Westminster and Nanaimo, and are subject to a discount of 2½ per cent. for cash in fourteen days. All prices subject to change without notice.

The Montreal Trade Bulletin says: "Butter receipts during the past week were 1,056 pkgs, against 618 pkgs for the week previous. Last week we stated that holders of creamery had to meet the views of buyers in order to do business, and this week that feeling is more generally acquiesced in. To move a round lot of creamery (and round lots need moving) 21½c would have to be accepted for the best lots' offering. Fresh made Eastern Townships dairy has sold at 23c to 21c as reported by last week in single tubs. Calves are coming in more freely and consequently fresh made butter will increase in proportion. Several lots of fresh rolls have been received. Western selling at 20c to 21c. Creamery,

choice late made, 21½c to 22c; creamery, good to fine, 20c to 21c. About 1c may be added to above prices for choice selections of single tubs. The cheese market is unchanged, and prices are more or less nominal in the absence of stock to dispose of, and we quote 11½c to 11c. The English market rules easier, and holders there appear to offer more freely at the concessions they have been compelled to make of late. The first new lot of fodder cheese may be expected at any time. The easier feeling in England has no doubt been induced by the free offerings of Antipodal cheese."

Dairy produce is quoted:

Butter—Eastern Creamery, tubs	27½ @	23
Manitoba Dairy choice	18 @	22
California rolls, extra choice	25 @	27
" squares, "	23 @	00
Cheese—Canadian, lb	12 @	11½
California	16 @	00
Eggs, case, per doz	29 @	30

Smoked meats and lard are quoted:

Hams	15 @	18
Breakfast bacon	17 @	18
Short rolls	14 @	15
Long rolls	15 @	16
Dry Salt, long clear	13 @	14
Pure Lard, 50lbs	16 @	17
" " 20lbs	17 @	17½
Lard Compound	15½ @	16

Sugar—Jobber's prices ½-barrels and kegs in each case being ½c higher:

Dry Granulated	5½
Extra C	5½
Fancy Yellow	5½
Yellow	5
Golden C	5½
Syrups, per lb	3
" 1gal. tins, American	6 50
" " " "	6 00
" 1 " Vancouver	5 50
" 1½ " " "	7 00

FLOUR AND FEED.

The flour trade continues dull and depressed, consequently prices are weak.

The Portland Commercial Review says: "In the flour market, values show no change and the trade is somewhat of a dragging character. Shipments have been large, including 22,713 bbls on the East Lothian; sailed 1st inst., and 20,850 bbls on board Dundale, now at Astoria ready for sea. A moderate amount went to China, via British Columbia, and steamer shipments to San Francisco for the month foot up nearly 6,000 bbls. Quotations unaltered at \$3.30 to \$3.40 for standard brands."

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

Premier	\$1 80
XXX	4 75
Strong Bakers or XX	4 40
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 05 @	0 00
XXX, " "	4 90 @	0 00
XX, " "	4 65 @	0 00
Superfine, " "	4 00 @	4 25
Ogilvie's Hungarian	5 15 @	0 00
" Strong Bakers	5 00 @	0 00
H. B. C. Fort Garry Hungarian	5 15 @	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.....	1 90 @ 0 00
Royal.....	1 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.....	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.....	1 00 @ 5 00
Corn, whole.....	per ton 37 50 @ 10 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
Chinarico No. 1 ".....	70 00
Rice flour ".....	70 00
Chit rice ".....	25 00
Rice Meal ".....	17 50

DRY GOODS.

The Toronto *Empire* says: "This week has been a very active one in most departments of the wholesale dry goods trade. The milder weather has induced merchants to examine their spring stocks, and to send in repeats for lines which promise to have a good sale. There have been quite a number of buyers about, and there were a satisfactory number of letter orders. The movement has been chiefly in leading staples, including shirtings, prints, gray and white cottons, etc. Dress goods have also received a fair share of attention. Woollens and tailors' trimmings show no change, but the demand is satisfactory; the merchant tailors in the city say that they are becoming busy, and this is beginning to tell on the stocks in the wholesale houses. More attention is being given to waterproof garments and umbrellas, as the season when they will be more frequently required approaches. Values in all departments continue steady. Silks and cottons are firm, and there are no complaints of cutting; at present prices these lines are generally regarded as safe purchases. The war between the cotton spool manufacturers still rages. There are no lower quotations, but prices may go up or down at any moment. Chadwicks have issued a circular saying: 'Rumors that we are about to join the Central agency being in circulation, we beg to say that there is no foundation whatever for the report. We have always conducted our business on thoroughly independent lines and shall continue to do so, trusting in the excellent quality of our cotton to gain and keep our customers.' The travellers are now making up samples preparatory to starting on a sorting trip. They are all in good spirits, for the trade have bought much more freely than for many years past. Retailers have had a good winter's business. Their stocks are well in hand—never were better. They have come down to the sensible idea of buying goods when they want them, not speculating in quantities. They pay for goods on maturity as a rule. Travellers now get an order any time they call. One of the oldest travellers on the road said

to-day that he never saw business on a more satisfactory basis. There were quite a good 'jag' of bills due last Saturday and jobbers report results as satisfactory as far as Ontario is concerned, but hardly up to the average from Manitoba and the Northwest. The wholesale dry goods section of the Board of Trade have issued a circular saying that the following terms have been adopted, all sales to be on a four months' basis: Discounts—6 p. c., 10 days, 1st following month; 5 p. c., 30 days, 1st following month; 3 p. c., 60 days, 1st following month; over 60 days, discount allowed at the rate of 7 p. c., per annum for the unexpired term."

LUMBER.

The British ship County of Yarmouth, 2,151 tons, Capt. Swanson, sailed March 23 for the United Kingdom for orders, with a cargo of 1,628,530 feet of lumber valued at \$17,500. The *Seminole* has sailed for Santa Rosalia. There have been three arrivals of vessels under charter—the *John Ena*, 2,600 tons, to load at Cowichan for Port Pirie; the *Blairhoyle*, 1,291 tons, to load at Vancouver for Sydney; and the *Mary Low*, 813 tons, with general cargo from Liverpool, to load at Vancouver for Pisagua. There are no new charters to report. The *Java* will probably load lumber at Bellingham Bay, but orders have not been received as yet.

There are at present seven vessels loading at British Columbia ports for foreign. At Burrard Inlet—*Chil. ship Hindostan*, 1,512 tons, for Valparaiso; *Am. ship Ivy*, 1,181 tons, for Wilmington, Del.; *Br. bark Assel*, 795 tons for Antofagasta; *Br. ship Natuna*, 1,106 tons, for Port Pirie; *Am. bark Harry Morse*, 1,313 tons, for Shanghai; *Br. bark Blairhoyle*, 1,291 tons for Sydney. At Cowichan—*Haw. bark John Ena*, 2,600 tons for Port Pirie.

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	\$ 8 50
Deck plank, rough, average length, 35 feet per M.....	19 00
Dressed T. and G. flooring, per M.....	17 00
Pickets, rough per M.....	9 00
Laths, 1 feet, per M.....	00

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; 1x6 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.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending March 25:—

NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
20.	General Fairchild, bark, San Francisco.....	2,375
20.	Mogul, str. Port Townsend.....	27
21.	Pioneer, str. Port Townsend.....	36
21.	Tacoma, str. Port Townsend.....	46
22.	Carrollton, bark, San Pedro.....	2,364
22.	Occidental, ship, Ounalaska.....	2,413
23.	Mogul, str. Port Townsend.....	30
24.	Louis Walsh, ship, San Francisco.....	2,276
Total.....		9,567

Boyle & Whalley, publishers *Nelson Miner*, are succeeded by the *Miner Printing and Publishing Company*.

BUSINESS CHANGES.

John Watt, jewellery, Victoria, has given up business.

The Victoria Printing Company have gone out of business.

W. H. Farquhar & Co., produce dealers, Vancouver, have dissolved.

Flevin Bros., saloon, Victoria, have dissolved. Wm. Flevin continues.

Troy & Pierchall have succeeded the Chas. G. Chapman estate, jewellery, Vancouver.

Henry Lee, late wholesale liquors, Vancouver; stock is advertised for sale by tender.

Drummond & McLean, Grotto hotel, Westminster, have dissolved. Drummond continues.

Raper, Raper & Co., booksellers and stationers, Nanaimo, have assigned to Louis Blank, of Victoria.

Andrew Haslam has purchased the buildings and plant of the B. C. Tannery Co., at Nanaimo.

The British Columbia Wood Works Co., Ltd., has been incorporated with a capital stock of \$25,000. J. H. Bristead, C.M. Lapoint, W. C. Hicks, and F. J. Bauer of Vancouver, are the trustees. The company propose to do a sash and door and general wood work trade.

B. C. AT THE WORLD'S FAIR.

During the week three car loads of exhibits were forwarded from Vancouver to Chicago as a portion of British Columbia's contribution to the World's Fair. One was a flat car, laden with immense pieces of coal from Nanaimo, in the other two cars were 1 case boots and shoes, 1 case horse shoes, 14 cases fish products, 1 case carved marble, 9 cases Indian curios, 10 cases stuffed birds, one case ore, and two cases stuffed animals, one case samples of wood, 10 cases fish, one case carved mantle of native woods for British Columbia Court, one case solid carved door of B. C. oak, one case maps, three cases photos, one case books, all the official publications of the Province, 10 cases samples of grains, five cases heads of animals, one glass case stuffed birds, one case tapestry. The photographs consist of upwards of 400 views from all parts of the Province, very well taken and mounted.

Toronto and Montreal capitalists have purchased the huckleberry marsh in Wellingland county and propose to develop a peat bed said to exist there.

The New Brunswick Supreme Court has granted a new trial to Weldon and Randall, who were found guilty of conspiring to defraud the American Life Assurance concerns.

President Van Horne of the C. P. R., denies that his line has acquired an independent entrance to New York City. He also states that the C. P. R., has not acquired the Duluth, South Shore and Atlantic Railway.

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.**BANKRUPTCY LEGISLATION.**

A correspondent, writing to an eastern trade paper, says: "Such is the universal call and generally recognized urgent necessity for a uniform bankruptcy law for the whole Dominion, that we make bold the assertion that if the people's demand for its passage during this session is ignored it will seal the fate of the present ministry, as staunch Conservatives in politics are beginning to feel that the Government is playing fast and loose with their best interests. Under the present system, solvent concerns are more or less at the mercy of a large class of traders, who simply fail whenever it suits their purpose, because they know that as a rule they can dictate pretty well their own terms of settlement. Creditors also understand that under the existing law, if they oppose a settlement for ever such good cause, it is only throwing good money away after bad, for if the insolvent pays nothing, he can snap his finger in the face of his creditors, and go on again as if he had paid every one a hundred cents in the dollar, and nothing had happened. In the great majority of failures, the advantage is all on the side of insolvents, and the creditors have simply to accept whatever dividend the former choose to offer. This is especially the case in country bankruptcies. An instance is reported of a failure of a general storekeeper between here and Toronto, recently, in which the creditors knew the insolvent was in a position to pay them a great deal more than he had offered, and some of the largest creditors refused to accept his offer. The result was that the trader in question made an abandonment of his estate, which yielded very little above the cost of winding it up; but, to the eternal chagrin of his creditors, this insolvent resumes business under a new style, and launches out again in as large a way as ever, and even boasts of the fact that he does not want credit, as he prefers to pay cash and get the benefit of discounts, which he claims enables him to compete successfully with his business rivals. Of course he has admitted a partner this time, but it is puzzling some of the creditors of the old concern to know where the new partner got his capital from. Now, it is absolutely evident that the law of any country that will permit debtors to laugh at their creditors in such fashion needs some radical reform. But we need not have gone west to seek for an instance

PAINTS, VARNISHES, ETC.,
*MIXED PAINTS, DRY COLORS, CALSOMINES,*Coach Colors in oil and
Japan, Coach Varnishes,
Window Glass, Plate GlassOrnamental Glass and
all kinds of Painters' and
Artists' Requisites.**A. RAMSAY & SON.**ESTABLISHED
1812.**MONTREAL.****THE CANADA PAINT COMPANY, LTD**

PROPRIETORS OF THE BUSINESSES OF

Ferguson, Alexander & Co, of Montreal, The Wm. Johnson Co, of Montreal
The A. G. Peuchen Co, Toronto,

Factories at Montreal, Toronto, Victoria, B. C., and St. Malo, Q.
The Works at Victoria, B. C., with depot at Vancouver, include the manufacture of White Lead, dry and in oil, Chemical Colors, dry and in oil, Mineral Colors, Paints, Carriage Colors, Varnishes, Lacquers, Japans, Kalsomine and Putty.

WORKS AND OFFICES,
STORES.JANION WHARF, VICTORIA, B. C.
HASTINGS STREET, VANCOUVER, B. C.

of the kind, as similar examples have come under our notice right here in our midst. The great desideratum of the present day is a bankruptcy act that will deal directly with insolvencies and relieve creditors of the annoyance, trouble and expense which now fall upon them, but which should devolve upon the law, the same as in England."

THE STORE LOAFER.

The store loafer is a distinctly American institution. His shingle hangs out in nearly every store. Time or seasons make no change in his habits. You find him in summer ventilating his person and opinions astride a barrel or in spinal proximity to the surface of a dry goods box. In winter he is only invisible when mud or snow blockades the road, but where a rabbit can walk or a squirrel escape interment the foot of the loafer, after finding its sock, approaches the grocer's store. Here he whittles and rotates, evaporates what little steam is left in anatomy and adds the knowledge of his neighbor's business to what he has forgotten of his duty and his debts. He absorbs caloric from a stove burning another man's coal, the tobacco he reduced to ashes and nicotine is largely gratuitous, while for the corner he occupies he pays no rent except in spots on the floor and observations made on sugar, beans and politics.

It is needless to say that as his eyes are innocent of a bandage and his ears are not blockaded, that which he imbibes through both mediums makes him expert as a social critic and a scandal artist. It is from such gentlemen at ease that 90 per cent. of the town gossip finds its insidious way. He enjoys the news as he does his pipe, and generally manages to leave even a newsboy or even a sewing meeting in the rear when he uncorks his memory and unloads himself on the public ear. It is not to be supposed that a man addicted to this kind of pastime has such ambition to wet his own skin with perspiration. As a rule he cares more for watermelons than

for cutting wood, and has a gift for grumbling when his wife fails to reconstruct the stovepipe or misses connection with the coal house.

In a personal and social sense, the store loafer is nothing less delicate than a public nuisance. Everybody but himself is cognizant of this three-story fact, and we know of nothing that can make him so, excepting conversion and admonitory shoe leather. Few men in business but would rather tolerate a white-faced hornet than a chronic loafer. It is certainly one of the missing planks in modern reform that store loafing should escape criticism and slow death, and be allowed to associate itself with dry goods and groceries, to the hindrance of business and injury to the public stomach, to say nothing of the scandal and gossip that has an artesian well in the wrinkled vest of the lounge. There are but few evils in a country town, except a want of sidewalks and sewers, that by weight or measure can discount the nuisance of store loafing.

SPECULATION.

It is a trite saying that "vice is virtue carried to excess." Herein lies a world of truth. Gambling is a vice, yet all men are gamblers and were born so. Gambling has its virtuous form; its earlier stage. It is called speculation. Some men pass through life without once experiencing the fascination of gambling, even in the most virtuous form, for the latent passion of gambling is never developed in their human nature by opportunities. In business the opportunities to gamble are always convenient. Nowadays the exercise of the gambling faculty in its virtuous form is a necessity in trading, and especially so in dry goods trading. The frequent variation in styles in all classes of good demands a certain amount of speculation in purchasing. But therein lies the danger, and only the wise man can draw the line between what is virtuous speculation and what is reckless speculation, which is gambling.

THE BRITISH COLUMBIA COMMERCIAL JOURNAL

ISSUED EVERY TUESDAY AT VICTORIA, B. C.

SUBSCRIPTION - - \$2.00 PER YEAR.

Advertising Rates on Application.

D. M. CARLEY - - - EDITOR IN CHIEF.

L. G. HENDERSON - - BUSINESS MANAGER.

Office—No. 77 Johnson Street.

VICTORIA, TUESDAY, MARCH 28, 1893.

B. C. COAST TRADE.

For the present at least, it does not appear likely that the British Columbia coal trade with San Francisco will be in any way augmented, the English and Australian article, owing to low freights, being able to meet the Nanaimo and Wellington product at a lower rate than it can be delivered at that point. The authority for this is no mere speculator, but a gentleman who is largely interested in the business, being Mr. Rosenfeld, of San Francisco, who holds a considerable amount of stock in the New Vancouver Coal Company. Could freight rates be reduced a trifle, it is said a still larger number of miners might be profitably employed and a much greater output disposed of. Meantime the people at the Union mines are increasing their facilities for loading ships with coke, an excellent quality of which is, as is well known, produced in the Comox district.

THE SPRING OPENING.

Since our last issue the leading dry goods houses of Victoria have had their Spring Millinery opening and, it is said, some specially pleasing things have been displayed. The range of color, shapes and styles is, so the authorities say, wider than has been known for years. The colors that have been fixed upon as the thing are greens, heliotropes, magentas and mauves. To appreciate the particular shades they must be seen. Large hats will be specially popular and crinkled shapes will be in demand. Bonnets are numerous in their assortment, almost all kinds having their admirers and patrons. As for trimmings, Irish point lace has been declared to be *en vogue*, and Chantilly lace is to be used in combinations. Wide silk ribbons and wide ribbons made of straw are much fancied. As concerns details, the milliners must be consulted and the samples inspected.

THE SALMON INDUSTRY.

It is announced from the Fraser River that, in view of the contracts which have been entered into for this season, there is a regular war among the canners and the price of fish as paid to the fisherman is such that so far it is impossible to make any money. Indeed, the salmon cost much more than can be realized out of them. A recent Westminster dispatch said: "The war among fish exporters still

continues, though no advance beyond yesterday's price was offered. It is believed an arrangement will be reached shortly whereby a reasonable scale of prices will be arranged. As the Eastern market stands at present, exporters will lose four to five cents per pound on fish bought at the prices ruling now. As this sort of thing cannot go on long, the war is bound to be short-lived."

Our contemporary the *Montreal Trade Review* apropos to the Columbia River combine which it has mistaken as belonging to this Province has undertaken to make a few pleasant observations with respect to this important department of provincial industry. It gives the figures of the British Columbia output from 1876 when the pack was only 9,847 cases down to the present time as follows:

1877	.....	67,387
1878	.....	113,601
1879	.....	61,083
1880	.....	61,819
1881	.....	177,276
1882	.....	253,061
1883	.....	196,292
1884	.....	141,242
1885	.....	108,517
1886	.....	161,264
1887	.....	204,083
1888	.....	184,040
1889	.....	414,291
1890	.....	409,461
1891	.....	311,827
1892	.....	258,470

It observes that British Columbia has won and deservedly a world-wide reputation while the companies interested have made handsome profits.

IMMIGRATION MATTERS.

There are numerous changes in the Dominion Immigration Department. The amalgamation, previously announced, of the agencies will effect a saving of \$50,000 this year, but, on the other hand, additional expense will be incurred by the agents who will accompany each immigrant train as it proceeds through the country. An immigration propaganda is also to be vigorously prosecuted in the United States. Meantime the steamship lines have increased the cost of steerage passages across the Atlantic; but it is contemplated to bring across some 500 servant girls, half of whose expenses will be borne by the Government, the other half being remitted by the transportation companies. It is to be presumed that if there be anything by way of advantage in this servant girl movement, British Columbia will not be left out in the cold, since we have as much interest in it, proportionately, as our fellow citizens in the more easterly provinces.

U. S. TARIFF REFORM.

Secretary of the Treasury Carlisle has, it is announced, been paying particular attention to the tariff question, in view of the fiscal policy reforms to which the Cleveland administration are pledged, and already he has been flooded with communications and suggestions on the subject. If the proposals of the New York Reform Club be adopted, there would be added to the free list animals and articles of food, together with crude materials for manufacture, which at present pay duties amounting annually to \$21,348,720, the loss of revenue from which might, it is said, be partially made up by the anticipated

increased importations owing to the suggested reduction of duties on articles wholly or partially manufactured and brought in for use as materials in the manufacturing and mechanical arts. The high tariff men in the United States say that if such radical reforms as those mentioned are carried out the result will be a serious deficit.

As concerns Canadian Tariff Reform the *Monetary Times*, as THE BRITISH COLUMBIA COMMERCIAL JOURNAL of commerce has already done, complains of the injury that must be done to business by hanging over it for a year the promise of Tariff Reform. It goes on to say: "Uncertainty about impending changes in the tariff always creates uneasiness among manufacturers and traders, and an unnecessary prolongation of the agony is never desirable. A year of uncertainty as to what is going to happen, in this particular," it proceeds, "will clog the wheels of commerce; there will be a reluctance to buy towards the end of the waiting term what may be cheaper when the suspense is over; and the output of manufacture can scarcely be unaffected by the doubt."

A noteworthy indication of the sentiment on this score has been the presence at the capital of a farmers' delegation which has strongly represented the fact that agriculturists are by no means pleased with the manner in which they will be affected by this apparently to them, unnecessary delay.

PUBLIC BUILDINGS.

It is to be hoped that the *Colonist's* special correspondent at Ottawa is not mistaken when, on the authority of Col. Prior, he says that there are good prospects for the appropriation of \$100,000 for new public buildings at Victoria. A hundred thousand dollars do not go a very long way when it comes to the putting up of buildings such as are commensurate with the requirements of this important shipping port and trade centre. Both the Custom House and Postoffice here are utterly inadequate to the business to accommodate which they were erected; and it is presumable that if the money be granted we shall find that something will be done right away towards meeting a need which is most urgent. Let, we say, the work be commenced upon a scale that shall be sufficiently commodious, not for half a dozen years, but for a long time to come. Parliament when once it appreciates the necessity will assuredly not refuse the supplies when the work has been fairly begun. We must congratulate Col. Prior and his colleague on their success so far, at the same time reminding them that, as experience has shown, nothing is to be had at Ottawa without the most persistent asking.

At the fifty-seventh annual meeting of the Bank of British North America, held in London on the 7th inst., the report showed that after adding £10,000 to the reserve fund there were £67,863 remaining as the available profits of the year. A dividend of 40s per share was declared, making the interest paid for 1892 equal to 7½ per cent., £7,863 being carried forward.

THE REASONS FOR DELAY.

The supporters of the Dominion Government hold that its leaving the tariff alone for this year is wise and judicious, for the reason that it is in the highest degree undesirable to make considerable changes without an inquiry as to their effects, not only on trade generally and the consuming public, but upon the industrial concerns which were created and have been built up under the national policy. Moreover, another reason for procrastination is given as the advisability of seeing what the Cleveland administration proposes to do—which is, it may be remarked, another way of looking to Washington for a tariff, different to that of the Unrestricted Reciprocity men. THE BRITISH COLUMBIA COMMERCIAL JOURNAL on general grounds favored the idea of waiting until the commission appointed by the Government to consider matters during the recess had reported, with the idea of radical action being taken next year, nevertheless it held that there were some cases in which immediate action was called for. We certainly did not expect any lopping away of the mouldering branches this year; but held that something might have been done to meet special requirements.

THE CHINESE QUESTION.

Some of the American journals and public men are beginning to turn their attention to a consideration which doubtless in their hot-footed haste after the Chinamen some of them had forgotten. The exclusion act requiring registration of Chinese laborers will soon come into effect, and unless the courts intervene to prevent, the deportation of thousands of Chinese will be in order. Whatever may be the feeling on the Pacific Coast on the subject it is certain that the Americans as a nation are not a unit on the matter. Then the question arises "what attitude will the Chinese government take when it finds that the Geary act is enforced and thousands of Chinamen are deported from this country?" It may take no action whatever openly but may wink at such retaliation as the people of China may make upon American residents of that country. It may decline to permit the Americans to enjoy the same commercial privileges as are accorded to other nations. And then will come the conflict of interests between the different parts of the United States which will render the question one of the most difficult with which the Cleveland Administration will have to deal.

THE PROVINCIAL BUILDINGS.

We were not at all surprised that the Provincial Government should have ten of a majority on the second reading of the Bill to provide for the erection of new legislative and departmental buildings in the city of Victoria. The vote stood 21 to 11, leading members of the Opposition supporting the Government on this occasion. It is to be hoped that no time will be lost in going on with the work, as the sooner it is undertaken the better in the interests of the public service as well as of the many people in the province who are

at present out of employment. We are sorry, though it did not make any difference that Alderman Munro Miller's resolution urging the city representatives to support the Government's proposal, was not adopted by the City Council. To say the least of it, it would have strengthened the hands of the Government as well as of the resident members, even though at the time of its presentation to the City Fathers the second reading of the Bill had taken place in the House, the principle involved being thus endorsed and ratified by Parliament.

EDITORIAL COMMENT.

The Behring's Sea arbitrators met again in Paris on Thursday, and, having formally organized, adjourned until the 4th April proximo, when the printed arguments of the parties to the controversy will be presented.

THE British representative at Washington has, we notice, been raised from the diplomatic rank of Minister Plenipotentiary and Envoy Extraordinary to that of Ambassador, Sir Julian Pauncefote having been, moreover, duly recognized by the foreign ministers as dean of the corps.

In last week's *British Columbia Gazette*, appeared the notices of no less than thirteen applications for coal prospector's licenses, the majority of them being for operations on Saturna Island, while others wish to turn their attention to the North Thompson River country in Lillooet, and still others to the Osoyoos division of Yale.

VICTORIA enterprise is, it is understood taking a departure in the direction of China where, in the city of Hong Kong, Messrs. Turner, Dunlevy, Dupont, Byrnes, Kirk and others have acquired the franchise for a street car system which Mr. T. F. Sinclair is about to inaugurate. Electricity is likely to supply the motive power.

THE Government Bill to guarantee \$12,500 per annum interest and sinking fund on the loan for the Fraser River bridge at New Westminster has, we are well satisfied to know, passed its second reading. The enterprise is one that is likely to be of very great benefit, and the hearty support which the project met with from the members cannot but be most gratifying.

THERE are many people who had the idea that the estimates having been passed it had been the intention to propose the Provincial Legislature before Easter. This does not, however, seem to be the programme, as it is semi-officially announced that on Thursday the House will adjourn for the Easter holidays, after which the Redistribution Bill will be brought down.

THE Chinese movement, since the American authorities have been energetically endeavoring to prevent the arrival and settlement in the United States of the objectionable Orientals, is, in the opinion of the C. P. R. people, about to be directed to the West Indies where there are no restrictions upon them. Indeed arrange-

ments are making for the transportation via Vancouver and the Canadian transcontinental railway of large numbers this season.

A TWO-CENT Canadian postal rate has once more been advocated in the Dominion Parliament, but the Postmaster-General has again declared it to be impossible owing to the loss of revenue that would be entailed. The penny postage system in the Mother Country was not the work of a few days. It took years of the most persistent urging to secure, but it was at length obtained and the same will be the case here, provided it is properly taken in hand and persisted in.

BRITISH COLUMBIA canners have by this time learned, and no doubt with extreme satisfaction, that the Canned Goods Act amendment is not to be applied to this Province this year. The object is to have the labels for the goods imprinted with the word "Canada," and also to have the name and address of the packers and the year in which the packing took place. The canners have, as a matter of course, already received their labels, and it would not only be a matter of expense but of delay to have them printed over again. How is it, we may ask, that in connection with many changes affecting British Columbia interests—notably the sealing industry of unhappy memory and still continued dissatisfaction—our people cannot be notified in time of the changes that are contemplated?

AMONG the arrivals in Victoria, Sunday evening, were Mr. A. F. Gault, of the well known Montreal dry goods house, of Gault Brothers & Co., and one of the leading men interested in the Canadian Cotton Industry. He is accompanied by Mr. Morrice, also a cotton man of considerable prominence and a partner in the firm of D. Morrice & Co. In conversation they said neither of them had previously visited the Pacific Coast though doing considerable business here. They had come out in the first place to California, and had taken advantage of the opportunity to survey the situation in this Province. It is not unlikely that Mr. Gault and those with whom he is associated may become substantially interested in some of our enterprises.

THE union sailors on this coast seem determined to carry the war into Denmark and are not unlikely to cause international complications of an embarrassing character. They say they propose to fight the shipmasters and the non-unionists to the bitter end. Unable to secure sailors the American ship Enterprise recently obtained eight non-union men in Victoria who no sooner had they got on board their vessel than they were taken from her under *habeas corpus* proceedings entered by the keeper of a union sailors' boarding house at Port Townsend, who alleged that the men had signed in a saloon in Victoria, were brought over on a British tug and placed on the vessel in violation of the contract labor law. Here is a case over which the lawyers will no doubt have a lively fight.

MANIFEST TO ARRIVE.

British ship Kinkora, 1,799 tons, Capt. Lawton, sailed from Liverpool November 15 for Victoria, Robert Ward & Co., Ltd., consignees.

For *Victoria*—4 casks white lead, 20 kegs do, the Hobbs Hardware Co; 70 cs beer, A B Gray & Co; 1,600 bxs tin, 312 mgots tin, 160 pigs lead, J H Todd & Son; 10 casks mineral water, H Saunders; 1,636 bxs tin, order; 25 bars copper, order; 231 pigs lead, order; 5 vats brandy, 1 cs tubes and taps, B Gordon; 30 cs brandy, Fell & Co; 50 cs brandy, H Saunders; 25 cs brandy, 1 qr esk do, B Gordon, 15 bbls linseed oil, Hobbs Hardware Co; 1 qr esk whiskey, 45 cs do, H Saunders; 4 qr casks spirits, 1 puncheon do, 25 cs do, B Gordon; 100 cs whiskey, Boucherat & Co; 2 qr casks whiskey, 30 cs do, Fell & Co; 100 cs beer, R P Rithet & Co, Ltd; 37 cs effects, Mr Walbran; 1,200 bxs tin, order; 206 cs gin, order; 1,120 bags salt, order; 50 cs wine, H Saunders; 50 cs wine, 100 cs do, 20 cs do, order; 5 bales yarn, order; 2 cs effects, W C Pope; 2 cs blocks, 12 coils rope, 2 bales do, 1 bdl staves, 4 loose gun sponges, Supt of stores Militia Dept; 1,000 bxs tin, order; 1 cs roller and wire, 1 cs felt, order; 25 cs wine, H Saunders; 4 qr casks wine, 1 do, B Gordon; 20 cs gin, T McNeely; 20 cs beer, H Saunders; 75 cs stout, 150 cs whiskey, Boucherat & Co; 35 cs whiskey, 35 cs wine, Fell & Co; 30 cs wine, H Saunders; 75 cs gin, Dixi H Ross & Co; 200 cs gin, Boucherat & Co; 20 cs gin, 2 hlds do, H Saunders; 3 cs effects, Stewart Bros; 1 cs glass, B and H Thompson & Co; 5 qr casks wine, Fell & Co; 1 cs books, Cuyler A Holland; 46 cs confectionery, 10 cs apothecaries' ware, 12 casks sulphate of copper, 10 kegs Epsom salts, 5 kegs apothecaries' ware, 5 kegs sulphur, 10 kegs do, 200 kegs soda, 20 bags sulphur, 1 keg apothecaries' ware, 2 cs oilman's stores, 250 cs lime juice, 1 cs phosphorus, Evans & Sons, Ltd; 30 cs whiskey, H Saunders; 50 cs whiskey, 10 pipes wine, 12 hlds wine, Boucherat & Co; 51 cs whiskey, B Gordon; 50 cs beer, order; 20 cs clay pipes, J A T Caton & Co, 140 bbls fish plates, 2 bbls bolts, 3 bbls spikes, 662 steel rails, order; 1,631 bxs tin, order; 70 cs whiskey, A B Gray & Co; 161 cs oilman's stores, J H Todd & Son; 1 cs copper wire, 3 casks bicarbonate of soda, order; 1 cs safe, 2 pkgs hardware, Matthews, Richards & Tye; 50 cs champagne, 1 cs glass, Dixi H Ross & Co; 1 cs furniture, 1 esk do, order; 100 cs gin, 50 do, H Saunders, 50 cs gin, 25 cs do, B Gordon; 250 cs gin, Boucherat & Co; 2,908 kegs nails, Montreal Rolling Mills Co; 1 cs old ale, 29 cs wines, 1 bicycle, order; 17 cs cocoa, 60 cs sauce, 2 cs meat, 400 bxs candles, 2 tanks mustard, 30 cs sauce, 30 kegs bicarbonate of soda, 15 kegs soda, 2 drums caustic, 30 cs oilman's stores, 6 cs, chicory, 15 qr casks vinegar, 15 half casks do, 50 cs do, 15 cs marmalade, 8 cs oilman's stores, 40 cs sardines, 1,563 bags fine salt, 1,456 bags coarse salt, J H Todd & Son, 1 bbl carbolic acid, 2 kegs sal Rocheile, 5 kegs saltpetre, 7 do, 5 kegs bicarbonate of soda, 10 kegs Epsom salts, 66 cs castor oil, 1 keg soda, 10 cs Epsom salts, 5 cs bicarbonate of soda, 10 kegs soda hypo, Langley & Co; 1 cs paper, 5 bales do, T N Hibben & Co; 1,600 bxs tin, order; 6 cs glass, 8 cs do, The Toronto Glass Co; 2 crates earthen ware, 3

do, J A Skinner & Co; 2 casks tiles, 1 esk do, 1 bx cane handles, 2 crates earthen ware, 1 esk do, 75 drums oil, 25 do, 50 tons Eglinton pig iron, 18 tons Glengarnock pig iron, 100 bxs terne plates, 8 bxs tin, 10 do, 16 bbls sheet iron, 6 bbls wire rope, order, 40 cs sauce, 1 esk stores, Dixi H Ross & Co, 100 bars and 32 bbls iron, 8 cs stores, 20 cs candles, 7 cs stores, 2 cs vinegar, 1 keg blue stone, 1 cs percussion caps, 1 cs tools, 1 cs bedsteads, 6 cs soap, 1 keg and 1 cs stores, 90 casks salt, order; 1,256 cs merchandise, 412 casks merchandise, 76 bales blankets, 3 tanks merchandise, rock salt in bulk, fine salt in 1,120 bags, 30 tons, Hudson's Bay Co; 3 cs empty cartridges, 1,500 kegs powder, 60 kegs do, 185 bxs do, Robert Ward & Co, Ltd;

For *Nanaimo*—8 pkgs earthen ware, Gowans, Kent & Co.

VALUE OF SPECIALTIES.

According to a London journal, the advantage, in an advertising sense, of becoming identified with a specialty of some kind is not as much appreciated as it might be. To illustrate more clearly, it refers to a man who, having taken up bent iron and pushing it energetically, and identifying himself with it as a specialty, has come to be known as "The Bent-Iron Man." There is money value in such a popular designation; a "good will" in a name. It provokes inquiry, and every explanation is a free advertisement. Not everybody can be so fortunate as to attach himself to a special line of business which will stand sponsor to so pat a name as this, but practically there is no tradesman who cannot make a leading feature of something which will differentiate him from his brethren in the same trade. Manufacturers understand the value of specialties or acquiring a name for certain special lines. The worthiest man may bury himself in a dull level of conventionality. If he would attract attention he must do something that nobody else is doing at the moment. A visit was made to an ironmonger, who set up his shop in a town already fairly well supplied with hardware dealers of the legitimate and illegitimate sort. He instinctively felt the need of floating his venture with the aid of a specialty. He decided upon guns and ammunition, though the town was not a centre for sportsmen by any means, and he knew very little about guns. But he went into the branch with energy, and his specialty has been his salvation. Doubtless readers could supply much cumulative testimony to the same effect. The world is so very busy that it will not need the ordinary blandishments that were once sufficient for the tradesman. He must, metaphorically speaking, sound the trumpet or wave a flag.

PRODUCTION OF PRECIOUS METALS IN 1892.

According to the report of Mr. Valentine, of Wells, Fargo & Co., there appears to have been a decrease in the output of the gold and silver mines in the United States in the year 1892. As regards gold the decrease was only about \$800,000, but that makes it less than for either of the past six years. The production of lead also shows the moderate decrease of

\$950,000. But the production of copper greatly increased, from \$13,261,063 in 1891, to \$19,370,510 in 1892, which is a gain of \$6,108,853. The value of the silver produced in 1892 is given as only \$50,607,091, against \$60,614,001 in 1891, but this difference in value is to be attributed largely to the low price of silver bullion which prevailed, the estimated average value in 1892 being 87 cents per ounce, while the estimate for 1891 is 98 cents per ounce. The actual decrease in quantity was about 3,681,365 ounces, the product of the American silver mines being indicated to be in 1891 about 61,851,020 ounces, and in 1892 about 58,169,655 ounces. The Mexican silver mines on the other hand appear to have increased their output from 43,877,551 ounces in 1891, to 52,586,207 ounces in 1892, showing an increase of 8,708,655 ounces. Thus it appears that the aggregate production of the two countries in 1892 was about 110,755,862 ounces against 105,728,571 ounces in 1891, a gain of over 5,000,000 ounces. Taking the two countries together there has undoubtedly been an increase in the output of silver, but as the estimate is based upon an assumed price of silver bullion the quantities may not be accurate, although they may be approximately so, and seem to indicate that the quantity of silver bullion finding a market in New York was larger in 1892 than in 1891.

DRESS SILKS, VELVETS, ETC.

Satin finished weaves grow in favor. Semi lustrous peau de soie is in favor for evening wear.

Crepe Mireille is one of the latest things in French crepes.

Surahs are always good. They are never out of style. They are in favor now.

The ombre effect is a general favorite, being found in silks and ribbons of all kinds.

Pansy velvet and Bishop purple are Parisian favorites in both costumes and millinery.

China crepe is being used in large quantities by Parisian modistes, including the great Worth.

Some of the latest productions in white silks have shaded stripes, tiny figures and delicate cross-bars of black.

Small figured brocades, in Empire, Pompadour, Louis XV., and Dresden patterns, in changeable effects, are among the leaders.

In the class "Aqua," or silks with watered grounds, are shown velvet palms, water cresses, sea weeds, and like aqueous plants and flowers.

The *American Silk Journal* says that palm-leaf designs, lovely satin brocades of a pale clover-pink shade, sprinkled with sprays of clover in a deeper shade, and trailing vines, stems and leaves, black grenadines with linen and figures in satin and velvet effects; new style bengalines, cross-corded, giving a honeycomb effect; black gauzes sown with small colored dots, diagonal stripes, garnished by tiny sprays of flowers, on a white satin ground, crinkly horizontal cords, shaded effects in various weaves, the shading forming two wide stripes, separated by a large dark stripe in the middle, and with narrower borders of the same color, are among the features of the display of the newest things in dress silks.

GOOD PAY, SLOW PAY, NO PAY.

Horace Greeley was particularly bitter against lawyers, and insisted the whole guild ought to be suppressed. If he had been asked which he would suppress first, the lawyers or the slave trade, it is probable the negroes would have had to wait their turn. In a discussion in which the other side maintained the cause of the legal brotherhood, the question was propounded to the great newspaper philosopher, "But if there was no lawyers, how would you collect your debts?"

"I would not collect them. I never do collect them. I never have any to collect, I never part with my property until I get my money," snapped the sage of the *Tribune* tripod.

If the grocery trade would adopt this rule the profits of the business would be larger and failures fewer. The *North-west Trade*, published at Minneapolis, gives this as coming from a grocery man: "In looking over my book accounts, aggregating something like 2,300, at one time I found it easy to classify them as, one-third good pay; one-third slow pay; one-third don't pay. Now, the first third of that business had some profit in it; the second third, the slow pay, virtually ate up its own profit; and the last, of course, was a dead loss. Under these circumstances I reached the conclusion that it would be good business to only sell to the first third, and those who were good pay and afforded some profit. I would do a small but profitable business, and I could count on reducing two-thirds of my expenses."

CUTTING LEADS TO COMBINATION.

How inconsistent are those of our contemporaries who uphold price cutters and denounce trusts and combinations?

As a matter of fact the price cutter has done, and is doing more to compel combinations and trusts than all other agencies. Did you ever look at it in that light?

The fierce competition that leads to price cutting and the selling of goods at less than cost is the wedge that is driving the small dealers to the wall, is increasing the patronage of the bazaar store, is compelling the aggregation of a large amount of capital.

The small dealer who favors selling goods at cost prices is pursuing an insanely foolish course. He is whetting the knife that is to take his own business life. An article from an English paper, republished in the *Commercial Enquirer*, states this so clearly and forcefully that all must see the point if they have not already realized the truth of what we state above.

First: the retailer who does only an average business will be forced out of the grocery line as the small margins will not afford him a living on the amount of goods he handles.

Second: In order to meet the imperative demand for low prices, the only houses that can do a successful business will be those that can control large capital, buy in large lots and supply a heavy trade. In a word—consolidation.

The price cutting retailer has himself to blame for the retailing wholesaler.

The cutter has educated the consumer to low prices and the consumer in turn has been set to thinking whether or not he can still further reduce his living expenses by screwing down prices another notch or two. With this object in view he has applied to the wholesaler. The latter, if he is of the same short-sighted breed of humanity as the cutter, swallows the bait and the cutter finds the ground slipping from under his feet more rapidly than even the knowing ones had expected.

Thus the trade leech, or cutter, is forcing the issue unpleasantly and in a much more rapid manner than need be if he would remove his suckers from retail "grocerdom."

If he can be brought to see that he is wasting his own substance as well as that of his fellow tradesmen, there is hope of reforming him before it is too late to benefit a majority of the trade.

The only way to do this is through organization among retailers. In towns and villages where there are not enough grocers to form an effective association it is well to include men and firms in all branches of trade.

Ignore the principle of policy of co-operation in trade, and you ignore that which is inevitable as the coming central factor in every branch of commercial activity.—*New England Grocer*.

WILL GO UNDER IN TIME.

In speaking of the matter of credit and the cause contributing to success or failure in business, a brother editor remarks that he has no faith in the ultimate success of a man who depends upon cutting prices to sell his goods. In nine cases out of ten he will go under in time. Such a man cannot safely be given credit. It should be remembered, too, when a merchant becomes known to be a cutter the value of his stock in all departments is greatly lessened in the estimation of his wholesaler, and of his customers as well. Neither can credit be given safely to a man who drinks to excess. In these days of keen competition a man wants a clear head and a steady nerve, and these are not gained by excessive drinking. Another bad failure which makes credit timid is extravagant living. The man who spends money freely and is known to be an extravagant liver will usually bear watching carefully. Another safe rule to follow is not to trust any man too much. Opinions vary as to how much credit a man is entitled to, but it is safe to say that no man ought to be trusted for more than a quarter, or a third at most, of his visible assets.

There is an unthinking class easily influenced to the prejudice of fire insurance interests by almost anything they read in the daily papers. They give credence to sensational stories about combinations and trusts without any more knowledge than they obtain from sensation mongers. If they would read over the statistics of a half dozen years they would learn that a very small proportion of the companies manage to make both ends meet, i. e., to pay their losses and expenses from their premium receipts. Perhaps a little of the educational process would be in order.

CUTTING PRICES AND SHINGLES.

The *Puget Sound Lumberman* gets off the following: "There's a man up in British Columbia who has the earmarks of a Connecticut Yankee. He may be a Yankee, for all we know, and if he is he need not be ashamed of it. This British Columbia Yankee is the captain, cook and bo'sun bold of a gallant craft which navigates the heaving bosoms of the different inlets and streams along the coast of Her Majesty's Dominion. The craft is a snub-nosed little vessel, built for business, very wide forward and aft, and but for the use to which she is put would attract but little attention. The vessel is a floating shingle mill, being equipped with a hand machine and the usual amount of machinery necessary to carry on business. The engine which propels the vessel also "cheers up" shingle bolts. Now, there isn't much room left for the captain and crew to store themselves away, and perhaps the captain retires with his boots on and uses the knot saw for a headrest and the saw gummer for an ottoman—who knows and who cares. These little matters are of no concern to the land lubbers, and if the captain should roll out of bed into the cold, clammy bosom of the river in the morning he alone is interested. If the floating shingle mill was anchored for good at some place, the chances are that it would never have been heard of; but it isn't, and hence you can hear on a still morning deep rumblings in the direction of British Columbia. You will know hereafter that these rumblings are caused by the vessel tying up at some point where shingle mills are numerous and the owners of the same are cursing the captain and his craft. For be it said to the captain's discredit that he is an inveterate price cutter. We rather admire this captain. He is so frank and bluff about his cutting that even the land lubbers feel as though they ought to invite him to tea. When the snub-nosed craft is sighted around the bend, with smoketack ablaze and shingles flying about the deck, consternation seizes the shore mill men for fear that the vessel might tie up against the landing. The captain is generally accommodating, and the first thing he does after tying up and placing a couple of bunches of shingles on the safety valve is to hang out a sign announcing that he will sell shingles 25 cents under the local price. Naturally he does a rushing trade, and the town lays in enough shingles to last another year. He visits all the landings and towns during the year. He has been called a "bloody pirate" many times, and all sorts of tricks have been tried to induce him to journey across the line; but he is there yet, from all accounts. Now, when you read in the *Lumberman* of a slump in prices and demoralizing conditions in British Columbia, get out your field glasses and you will see and uncooth object in the dim distance, whooping, grinding and screeching; it is the floating shingle mill, and it is cutting prices. The shingle men up there are not worried about free trade, annexation or anything in that line, but they are worried about the price of shingles and the fellow who does the cutting, and they are anxiously waiting for the time when his vessel will strike a rock."

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUR.	ARRIVED.
Br bark	Martha Fisher	811	Meadowcroft.	Oct. 18	Victoria.....	Liverpool.....	34,002	\$163,454	
Br bark	Glengarry	802	Davidson..	Nov. 3	Westminster..	Liverpool.....	37,352	186,760	
Br bark	Chill	478	McKenzie..	Dec. 12	Victoria.....	Liverpool.....	30,093	163,061	
Br bark	River Ganges	612	Budge	Dec. 19	Victoria.....	London.....	29,161	147,305	
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.....	1,495,123	8,235	March 18	47s 6d
Nor ship	Morning Light.	1316	Johansen.	Jan. 22	Vancouver..	Melbourne.....	1,001,171	9,133	March 25	60s
Am bark	Hesper.....	604	Sodergren.	Feb. 20	Vancouver..	Shanghai.....	754,924	7,781	April 23	50s
Br ship	Angerona.....	1215	Anderson..	Feb. 26	Vancouver..	Valparaiso.....	834,937	7,095	May 20	42s 6d
Nor bark	Czar.....	1324	Christophers'n	March 4	Vancouver..	Adelaide.....	1,016,611	10,476	June 7	57s 6d
Nor bark	Agnes.....	844	Hofgaard..	Feb. 20	Chemainus..	Antofagasta	692,509	6,413	June 11	40s
Nor ship	Kathinka.....	1463	Klevenberg.	March 12	Vancouver..	Melbourne.....	1,228,925	9,251	May 23	60s
Chil bark	India.....	953	Funke	Feb. 22	Vancouver..	Valparaiso	834,810	7,018	May 10	owners ac
Br bark	Glensherye	800	Groundwater	March 24	Vancouver..	Iquiqui.....	833,291	7,689	June 8	37s 6d
Br ship	British India.	1199	Lines	March 31	Vancouver..	Valparaiso	833,866	9,315	July 11	37s 6d
Am schr	W. H. Talbot	776	Blumh	March 14	Vancouver..	Tientsin	1,024,876	10,272	May 28	67s 6d
Am schr	Reporter.....	333	Dreyer.....	March 3	Chemainus..	San Pedro.....	416,386	3,476	March.....	Private...
Br bark	Riversdale.....	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	7,966	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 barktn	Toboggan.....	676	Porter.....	May 20	Vancouver..	Wilmington..	632,828	9,330	Sept. 11	\$15.00
Br bark	Thermopylae	948	Winchester.	June 2	Vancouver..	Yokohama.....	328,576	8,949	July 22	Private....
Nor bark	Fritzoe.....	1078	Rolfsen.....	May 29	Chemainus..	Melbourne.....	983,124	8,072	Aug. 3	45s
Br ship	Burmah.....	1647	Newcombe..	June 2	Moodyville..	Valparaiso.....	1,289,359	9,883	Aug. 23	35s
Br ship	Crown of Denmark	2029	Smith.....	June 24	Vancouver..	Melbourne.....	1,850,725	15,435	Sept. 23	37s 6d
Nor bark	Ursus Minor	305	Johnson..	June 1	New West'mr.	Sydney.....	481,214	4,393	Aug. 3	37s 6d
Br ship	Karl Granville	1149	Flack.....	June 16	Cowichan.....	London.....	833,957	12,333	Nov. 5	62s 6d
Chil bark	Antonietta.....	939	Stack.....	June 27	Chemainus..	Valparaiso.....	836,358	9,015	Dec.....	owners ac
Ger bark	Palawan.....	907	Van Heavel.	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	Guinevere.....	960	Glennie.....	Aug. 6	Chemainus..	Valparaiso.....	702,002	7,612	Oct. 23	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.....	1,232,336	11,471	Oct. 28	owners ac
Br bark	Zebina Gowdy	1037	Manning..	Sept. 5	Vancouver..	Wilmington..	833,216	10,125	Jan. 1	\$13.00
Chil ship	Atacama.....	1235	Caballero..	Aug 24	Moodyville..	Valparaiso.....	904,491	9,089	Nov. 1	owners ac
Br ship	City of Quebec	708	Carnegie..	Sept 6	Vancouver..	Adelaide.....	517,409	4,048	Nov. 30	40s
Br bark	Nineveh.....	1174	Broadfoot..	Sept. 3	Vancouver..	Sydney.....	951,900	9,257	Nov. 8	owners ac
Am schr	Robert Scarles	570	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.	931,346	81,731	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	Alice Cook	732	Penhallow	Oct. 5	Vancouver..	Sydney.....	919,800	8,338	Dec. 19	30s
Nor sh	Morning Light	1310	Johansen.	Nov. 3	Vancouver..	Liverpool.....	929,193	10,000		58s 9d
Br bark	Columbus.....	694	Melhuish..	Nov. 16	Vancouver..	Adelaide.....	565,720	4,539		37s 6d
Am schr	Lyman D. Foster	730	Dwyer.....	Nov. 5	Moodyville..	Sydney.....	822,858	7,809	Jan. 13	30s
Nor bark	Benj. Bangs	1118	Bjonnness	Dec. 20	Vancouver..	Halifax.....	786,085	10,015		48s 3d
Br bark	Fernbank.....	1338	Boyd.....	Nov. 25	Moodyville..	Iquiqui.....	500,300	4,728	Feb. 13	36s 3d
Br bark	Grasmere.....	1246	Carter.....	Dec. 25	Vancouver..	Valparaiso f.o.	911,688	10,370		36s d
Am ship	Edward O'Brien	1225	Taylor.....	Dec. 10	Vancouver..	London.....	1,257,605	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.....	806,938	7,314		owners ac
Br bark	Mark Curry	1256	Liswell..	Jan. 4	Vancouver..	Queenston UK	923,058	9,882		52s 6d
Nor bark	Fritzoe.....	1078	Rolfsen.....	Jan. 10	Vancouver..	Valparaiso.....	879,200	8,031		52s 2d
Am bark	Colorado.....	1036	Gilson.....	Jan. 19	Cowichan.....	Valparaiso f.o.	832,657			37s 6d
Br bark	Highlands	1236	Owen.....	Jan. 26	Vancouver..	Montreal.....	836,633	15,537		Private....
Chil bark	India.....	953	Funke	Jan. 11	Moodyville..	Valparaiso.....	788,782	7,169		owners ac
Br bktn	Hittern.....	309	Strosach..	Jan. 20	Vancouver..	Fremantle, Au	302,950	4,201		owners ac
Ger ship	Katharine.....	1630	Spille.....	Feb. 7	Moodyville..	Iquiqui.....	1,233,879	14,033		35s
Br ship	County of Yarmouth	2151	Swanson..	March 23	Vancouver..	U. K. f. o.	1,628,330	17,500		50s
Chil ship	Hindustan.....	1512	Welsh.....		Moodyville..	Valparaiso.....				owners ac
Am bark	Scminole.....	1439	Weedcn..	March	Moodyville..	Santa Rosalia.	1,040,913	7,966		Private....
Am ship	Ivy.....	1151	Lovell.....		Vancouver..	Wilmington..				Private....
Br bark	Assel.....	745	Gilmour..		Moodyville..	Antofagasta				35s
Br ship	Natuna.....	1106	Grahn.....		Vancouver..	Port Pirie.....				42s 6d
Am bark	Harry Morse	1313	Hughes..		Moodyville..	Shanghai.....				45s
Haw bark	John Eua	2000			Moodyville..	Port Pirie.....				40s
Br bark	Blairhoyle	1211	Gray.....		Vancouver..	Sydney.....				31s 3d
Br bark	Mary Low	813	Robertson.		Vancouver..	Pisagua.....				Private....

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.
Br ship	Kinkora	1799	Lawton	Nov. 15	Liverpool	Victoria & Van	R. Ward & Co. & Bell-Irving & Paterson	133
Br ship	Morayshire	1428	Mowatt	Oct. 21	Q Samarang	Vancouver	B. C. Sugar Refinery Co.	153
Haw. schr.	Americana (new)	339	Denny	Nov. 5	L Liverpool	Victoria & Van	Turner, Beeton & Co. & Baker Bros. & Co	143
Br ship	Blair Athole	1697	Taylor	March 3	R Samarang	Vancouver	B. C. Sugar Refinery Co	25
Br bark	Doehra	1016	MacJarrow	Dec. 19	G Liverpool	Victoria	Robert Ward & Co., Ltd	101
Chil bark	Entella	693	Mangini		Callao	Moodyville	Moodyville Sawmill	
Br ship	Gryfe	1069	Roberts	Nov. 21	D Cardiff	Esquimalt	Naval Storekeeper	126
Br bark	Formosa	915	Kain	March 16	H Liverpool	Victoria	R. P. Rithet & Co., Ltd	12
Nor. bark	Sigurd	1530	Anse	March 20	I San Francisco	Vancouver	Robert Ward & Co., Ltd	8
Br. ss.	Mogul	1827	Johnson	March 14	J Hong Kong	Victoria	Dodwell, Carlill & Co.	14
Br bark	Wythop	1218	Edwards		F San Francisco	Vancouver	Hastings Sawmill Co.	
Br bark	City of Carlisle	823	Hughes		K Newcastle	Victoria	Turner, Beeton & Co.	
Br ss	Empress of Japan	3003	Lee	March 22	M Hong Kong	Vancouver	C. P. S. S. Co.	6
Br ship	General				A Samarang	Vancouver	B. C. Sugar Refinery Co.	
Br ss	Victoria	1992	Panton		B Hong Kong	Victoria	Dodwell, Carlill & Co.	
Br ss	Empress of China	3003	Archibald		C Hong Kong	Vancouver	C. P. S. S. Co.	

Q—Cargo of 2,100 tons raw sugar. Chartered to load lumber at Vancouver for West Coast of South America. R—Cargo of 2,300 tons raw sugar. H—Chartered to load salmon for Liverpool or London. I—Chartered to load lumber for Port Pirie, April May loading at 40s. J—Via Yokohama March 26. D—Spoken Jan. 20, lat. 54° S., long. 59° W. Chartered to load lumber at Vancouver for U. K. F—Lumber to Sydney at 31s 3d. K—Via Santa Barbara. Chartered for salmon to Liverpool or London. L—Spoken Dec. 16 lat. 4° N., long. 23° W. G—Spoken Jan. 14 lat 11° N., long. 27° W. M—Via Yokohama March 31. A—Cargo of sugar. B—To sail April 4. From Yokohama April 16.

VESSELS IN PORT.

(March 27, 1893.)

VICTORIA.

Br. bark Java, 897 tons, Capt. McVicar, arrived March 9, from Cardiff with coal, for naval storekeeper.

Haw. bark John Ena, 2,600 tons, arrived March 26, to load lumber at Cowichan, for Port Pirie. Robt. Ward & Co., consignees.

Br. bark May Low, 813 tons, Capt. Robertson, arrived March 26, from Liverpool, with a general cargo. R. P. Rithet & Co., L'td., consignees.

Br. bark Blairhoyle, 1,291 tons, Capt. Gray, arrived March 27, to load lumber at Vancouver for Sydney.

VANCOUVER.

Chil. ship Hindostan, 1,512 tons, Capt. Welsh, arrived Feb. 13, loading lumber at Moodyville for Valparaiso.

Am. ship Ivy, 1,181 tons, Capt. Lovell, arrived Feb. 21, loading lumber for Wilmington, Del.

Br. bark Assel, 795 tons, Capt. Gilmour, loading lumber at Moodyville for Antofagasta.

Br. bark Natuna, 1,100 tons, Capt. Ahm, arrived March 18, loading lumber for Port Pirie.

Br. ss. Empress of India, 3,003 tons, Capt. Marshall, arrived March 15.

Am. bark Harry Morse, 1,313 tons, Capt. Hughes, arrived March 13, loading lumber at Moodyville for Shanghai.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.

Am. ship Rufus E. Wood, 1,406 tons, Capt. Ryder.

Am. ship J. B. Brown, 1,473 tons, Capt. Magune.

Nic. steamship Montserrat, 849 tons, Capt. Blackturn.

WELLINGTON SHIPPING.

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

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

Am. ship Glory of the Seas, 2,109 tons, Capt. Freeman.

Am. bark Highland Light, 1,265 tons, Capt. Hughes.

Nic. steamship Costa Rica, 1,274 tons, Capt. McIntyre.

EAST WELLINGTON.

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

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	4	5,601
Vancouver	6	8,940
Nanaimo	9	11,846
Total	19	26,387
Previous week	18	26,183
Correspond'g week last year	18	27,512

FREIGHTS.

In the lumber market freights are weak with a downward tendency, and a demand from W C S A is being filled at constantly decreasing rates. Freights from B. C. or P. S. are quoted as follows:—Valparaiso for orders, 32 6d; direct port on West coast, South America 30s

Sydney 31s 3d; Melbourne, Adelaide or Port Pirie, 36s 3d; United Kingdom, calling at Cork for orders, 50s; Shanghai, 45s; The latter two are nominal and for Yokohama no quotation can be had.

Grain freights from San Francisco to U. K., Cork for orders, 17s 6d; and weak; September loading 25s; from Portland, 27s 6d; Tacoma, 25s. The last two are quite nominal.

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.

SHIPPING INTELLIGENCE.

The Empress of India sails from Vancouver April 3 for Yokohama and Hong Kong.

The steamship Tacoma sailed from Victoria March 25 for Yokohama and Hong Kong.

The Haw. bark John Ena, 2,600 tons, arrived March 26, from San Francisco in seven days. She is under charter to Robt. Ward & Co., L'td., to load lumber at Cowichan, for Port Pirie, being the first vessel to load under the new contract for timbers for the Broken Hill Mines at Port Pirie.

The British bark Mary Low, 813 tons, Capt. Robertson, from Liverpool, arrived March 26 with a cargo of general merchandise consigned to R. P. Rithet & Co., L'td. Her passage was 171 days, having been delayed by calms. The manifest and list of consignees appeared in THE B. C. COMMERCIAL JOURNAL of March 7th.



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