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TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,
Tuesday Morning, May 9.

VICTORIA.

There are no features in the markets of special note. The fruit crop of British Columbia will this year be an abundant one. A few varieties of this season's small fruits have arrived from San Francisco. Large quantities of English merchandise are going into warehouse ex the three large ships at present discharging cargo. Wholesale houses in all lines report a fair trade but collections show little improvement.

FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship Umatilla, May 3, for Victoria: 51 crates cabbage, 35 cs asparagus, 20 sacks potatoes, 148 cs oranges, 30 cs lemons, 6 crates cauliflowers, 1 bxs sweet potatoes, 3 bxs cucumbers, 4 bxs onions, 14 crates bananas, 13 bxs peas, 1 cs horseradish, 2 cs berries, 6 bxs vegetables. Receipts per steamship City of Puebla, May 8, were as follows: 240 cs oranges, 40 crates bananas, 74 crates cabbage, 59 bxs asparagus, 54 sks potatoes, 8 crates cauliflower, 6 bxs sweet potatoes, 6 bxs cucumbers, 18 cs lemons, 8 sks onions, 20 cs peas, 1 cs garlic, 3 cs vegetables, 3 cs beans, 1 cs cherries, 6 sks coconuts, 6 pkgs containing 18 cs strawberries. A shipment of potatoes has arrived from the east and quoted from \$35 to \$37.50. There will be a fair supply on the market shortly, and the famine can be said to be over for the present. New California potatoes are quoted at 6c per lb. A few cherries have arrived and found a quick sale at \$3 a case. Asparagus is slightly cheaper.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels, common to good	3 50 @ 0 00
" fancy	4 00 @ 0 00
Riverside Seedlings	2 00 @ 2 25
" " fancy	2 35 @ 2 75
Los Angeles	2 00 @ 2 25
Lemons—California	1 00 @ 5 00
Sicily	5 50 @ 6 00
Apples—California, bxs	2 00 @ 2 50
bbls.	6 00 @ 7 50
Bananas	3 50 @ 3 75

Vegetables are quoted:

Potatoes	per ton 35 00 @ 40 00
New California	per lb 6 @
Onions—Red California	00 @ 0
Oregon Yellow Danvers	0 @ 4 1/2
Cabbage	21 @ 2 1/2
Asparagus	per lb 9 @
Rhubarb	10 @
Cauliflower, per doz.	1 20 @

FLOUR AND FEED.

There has been another drop in the price of flour, and jobbers quotations are weak. The latest quotation for standard brands of Manitoba Hungarian Flour in carload lots is said to be \$1.55 per bbl., at Victoria. Oregon flour is also weak and good brands are being sold by jobbers at \$4.00 and \$4.65 per bbl. There is a steady consumptive demand and low prices do not tend to much increase in the quantity consumed. Jobbers quotations on many grades of flour are to a certain extent nominal, as sales have been reported in many instances below regular quotations.

The Portland Commercial Review says:

"The past week's receipts of flour per rail have been 4,835 bbls., from the Valley and 1,500 bbls., from Eastern Oregon and Washington. Shipments have been light. A small amount went to China via British Columbia, but not much to American Sound ports. Standard brands continue to be listed at \$3.30 per bbl., but sales at less figures are reported. At present cost of wheat the milling interests are compelled to depend upon good prices for offal which thus far have been good. The European export trade is not at all of an encouraging nature and two of our loading vessels will take part cargoes of wheat. The milling situation here, however, is no worse than in the great milling centre of Minneapolis, where the profits of trade have been so small that the great Pillsbury-Washburn combination have not been able to more than meet working expenses and no dividends have been paid during the past six months."

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

Premier	\$1 75
XXX	4 65
Strong Bakers or XX	4 25
Superfine	3 65

Jobbers' quotations to the trade are:

Delta, Victoria mills	\$ 1 75 @ 0 00
Lion	4 75 @ 0 00
Premier, Enderby mills	5 00 @ 0 00
XXX	4 90 @ 0 00
XX	1 50 @ 0 00
Superfine	3 90 @ 1 25
Ogilvie's Hungarian	5 00 @ 0 00
Strong Bakers	4 85 @ 0 00
H. B. C. Fort Garry Hungarian	5 00 @ 0 00
" " Strong Bakers	4 85 @ 0 00
Oak Lake Patent Hungarian	5 00 @ 0 00
" " Strong Bakers	4 85 @ 0 00
Regina Hungarian	5 00 @ 0 00
" " Strong Bakers	4 85 @ 0 00
Benton County, Oregon	4 65 @ 0 00
Portland Roller	4 85 @ 5 00
Snowflake	4 75 @ 0 00
Royal	4 60 @ 0 00
Wheat, per ton	28 00 @ 35 00
Oats	30 00 @ 32 50
Oil cake meal	40 00 @ 50 00
Chop feed	28 00 @ 32 00
Shorts	28 00 @ 32 00
Bran	25 00 @ 27 50
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	4 00 @ 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

GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. Umatilla, May 3, for Victoria: 32 cs, 3,670 lbs; 31 hf cs, 1,700 lbs; 175 tubs, 5,900 lbs. Total, 11,330 lbs. Receipts by City of Puebla May 8 as follows: 10 cs, 1,120 lbs; 26 hf cs, 1,310 lbs; 100 tubs, 3,850 lbs. Total,

6,310 lbs. Receipts April 27 7,715 lbs. April 23, 10,207 lbs; April 13, 12,605 lbs; April 8 3,830 lbs; April 2, 4,895 lbs.

San Francisco advices state that the butter market there is firmer, and prices have advanced 1/2c per lb. Local quotations are not yet affected, but will probably be advanced after the arrival of the next steamer. The American market is stronger for pork products, but quotations are unaltered. Sugar quotations are the same as last week, although raws dropped 22 points, nearly 1c, last week, in New York.

The British Columbia Sugar Refining Co. Ltd., quote as follows in their weekly price list: Powdered icing and bar, 7 1/2c; Paris lumps, 7c; granulated 8 1/2c; extra C, 5 1/2c; fancy yellow, 5 1/2c; yellow 5 1/2c; golden C, 5 1/2c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, 1/2c; more, boxes 1/2c more. No order taken for less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 gal. bls. 2 1/2c; 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 1/2 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 2 1/2 per cent. for cash in fourteen days. All prices subject to change without notice.

American canned meats, staples, are quoted to the jobbers in bond as follows. Roast corned and lunch beef, 1's per doz., \$1.10; do. 2's per doz., \$1.85; lunch tongues, 1's per doz. \$3.25; do. 2's, \$6.25. 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, 18 1/2c per lb; heavy hams, 18c; choice breakfast bacon, 18 1/2c; short clear sides, 15c, and dry salt clear sides, 14c. Armour's white label pure lard, 10 lb. pails, 18 1/2c per lb.

Armour's Gold Band meats, which are the finest quality on the American market, being a special grade for choice family trade, are quoted, (duty paid, Victoria), hams, 19 1/2c, breakfast bacon, 19 1/2c.

California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 14c per lb., 25 lb. boxes 13 1/2c; apricots, 25 lb. boxes, 20c; prunes, 25 lb. boxes, 14c; plums, 25 lb. boxes, 14 1/2c to 14c; peaches, 50 lb. boxes, 16c, 25 lb. boxes 17c. Canadian evaporated apples, 50 lb boxes, 8 1/2 to 1c.

The Trade Review, of Montreal, says: "The butter market continues much the same. According to all accounts, holders of held dairy stock are going to have a turn in their favor shortly. Some Americans are, it is understood, looking round this market to see what can be picked up cheaply, but, as stocks are not large, holders are disposed to wait a bit, especially as there will soon be some boats going down below, and there is a strong probability that buyers there will want some butter with keeping qualities, and the held dairy on spot is the only supply of this description available. There is only one large line, some 1,000 boxes Kamouraska, the remainder being made up of an aggregation of small lots. New dairy is arriving

THE VALUE OF ORIGINALITY.

Originality, says the *Michigan Tradesman*, is the genius of business. It is the touchstone of success. It is the lever which lifts a man out of the common rut and shields him from the numerous hills and difficulties which handicap the masses.

Genius is said to be a superior mental talent for providing new combinations of ideas. Every one does not possess this superior talent. It is a special gift. Genius not only produces new ideas, but it formulates them into combinations and gives them practical effect. Genius is originality, but a man may be original to a marked degree and yet not be a genius. A man may possess a natural disposition to produce ideas of his own, yet lack the power to formulate and put them to practical use. Originality, therefore, is much more common in the world than ingenuity.

Originality and observation are twin sisters. One cannot originate a practical new idea without having observed the actual effects of existent ideas. Every successful business man is a keen observer. His strong individuality indicates a marked degree of originality in his make-up. He keeps his finger constantly on the pulse of his business, and he allows no one to know as much about his own affairs as himself. He invests for himself; and no theory, method or mechanical improvement, which concerns his business, escapes his attention. The successful man of business observes things and originates ideas of his own, accordingly. When he acts upon another man's idea, it is because his own judgment endorses it; and should he turn into the ditch by following an idea of his own, his originality will pull him out and place him on solid ground again. An inexhaustible reserve fund of originality is a more certain thing to rely upon than a gold mine—the latter may play out, while the former can never be overdrawn.

On every side of us we see the plodding masses following in the old rut, each contending with his neighbor for the scanty herbage within reach of the well beaten pathway, while just beyond, on either side, are pastures fresh and green. Originality is the ladder which affords an escape from this old rut, which is being worn deeper every day by a constantly increasing stream of plodding, groveling, mediocre humanity. These plodders are found in all kinds of business. They are not confined to the drawers of water and the hewers of wood. We find them behind the counter in every branch of the retail trade—and their name is legion. They are struggling simply for bread, and many there be who fail to win it.

The man who would make a success of a business venture must leave the rut and file, and get off the tread mill. He must climb out of the rut. He must be a close observer, an originator of practical ideas, and an independent thinker. He must be able to clearly see a point, and then possess the executive ability to make it. He must possess sense enough

to know that he cannot advance without breaking ranks.

The man who cannot produce an original idea of some kind, runs a pretty good chance of losing his money, in these days, when he puts it into a retail mercantile business. The great majority fail, and so will such a man, for the very simple reason that he belongs to the majority. To do what others do, is to expect what others get. Originality is the key-note of all true progression. Every business man should sedulously cultivate his powers of observation, independent thought and investigation. Herein lies success.

WORDS OF CHEER.

There are times when every effort seems to produce no result, and very often industrious, conscientious young salesmen begin to become discouraged, when words of cheer from the firm arouse them, stimulate them, and business is improved. Some firms show the same courteous treatment at all times, regardless of the business done, while others regulate their welcome according to the condition of trade. The older salesmen pay no attention to complimentary letters, because their firms never write roasts about poor trade, and when it is good it is not necessary to waste time writing letters. It is nonsense for a salesman to offer daily excuses for the poor business done. The firms are very busy and expect only business letters. These are only words of cheer to the firm. To blame the firm for the loss of a customer occasionally is unjust, because sometimes the salesman is at fault. Then words of cheer to the boys on the road are business letters free from fault finding, and words of cheer to the boys in the house are orders.—*National Traveler*.

PACIFIC SALMON PACK.

Salmon Packing on Puget Sound will not begin for some time yet. The freshets formed by the heavy snows on the watersheds of the rivers flowing into the sound are expected to be an early attraction for the salmon and preparations are being made accordingly. Already some activity prevails on the Columbia River, but the bad weather interfered very much with the work, considerable damage being done to the boats and some of the fishermen receiving severe injuries. The question of the exclusion of Chinese has been a most perplexing one, as that class of labor has been cheap and efficient. How the work would be carried on if the Celestials were promptly deported May 5, according to the provisions of the Geary law, has not been settled. The fact that a respite in the Chinese deportation play has been ordered until the United States supreme court gives a decision will relieve the Columbia River salmon canners' minds for a time at least. The canneries and fishermen there are at loggerheads over prices, the latter demanding 5 cents a pound or \$1.15 a fish, while the canneries offer 1½ cents a pound. The Myers Packing Co., of this city is reported to be intending to pack more cases than in previous years. Canneries are looking

forward to a good market, last season's pack having been cleaned up. Three or four new canneries are starting this year.—*Seattle Trade Register*.

A BOARD OF TRADE MERCANTILE EXCHANGE.

The proposition of the *Trade Bulletin*, to take some steps towards enlivening the business transacted on the Corn Exchange, by inaugurating an option board on the same lines as that of the Chicago Board of Trade, has provoked a good deal of healthy discussion, and it is generally conceded that something is required to make the Board of Trade, as well as the Corn Exchange, a livelier institution than has hitherto characterized it as a commercial corporation; and we are pleased to learn that Mr. Edgar Judge has laid a proposition before the Council of the Board of Trade with a view of establishing a regular Mercantile Exchange in the new and spacious Chamber of the Board of Trade, so that the representatives of the different wholesale branches of trade can meet at a fixed hour. By this means country and city members could supply their wants on the Exchange, instead of having to call upon half a dozen or more firms located in different parts of the city. It seems to us that the idea is a good one, and no time should be lost in maturing a scheme that would facilitate the transaction of business immensely. To country members an Exchange of this sort would be simply invaluable, while it would equally serve the interests of the various wholesale branches of trade in Montreal. It might even be found advisable for the Board of Trade to issue tickets at reduced fares to country members, in order to induce as large an attendance as possible at these general mercantile gatherings. The railway companies, we feel sure, would aid the Board in the furtherance of such a desirable movement, as in doing so their own interests would also be advanced. A Mercantile Exchange such as that proposed by Mr. Judge would be the means of bringing into closer touch the merchants of the interior and the wholesale establishments of the great commercial metropolis of the Dominion, and would undoubtedly result in lasting benefits to both parties. It would also prove a great inducement to country traders to join the Board of Trade; but whether or not the above scheme is carried into effect, we feel confident that country dealers in all lines of business will find it to their advantage to become members of the Board of Trade, as it will not be many years before a seat in this great commercial institution at present value will be a splendid investment, apart altogether from considerations of the influence and standing which its memberships carry. Numbers who can now join the great corporation at a comparatively small cost, will not be able to purchase memberships owing letter on to their enhanced value.—*Montreal Trade Bulletin*.

Complaint is made by many Manitobans that their Province's exhibit will at Chicago be sidetracked, by being placed in a separate building, the Hotel Manitoba, which is rather isolated from the remainder of the World's Fair.

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.

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THOS. TUGWELL, Manager.

SCARCITY OF POTATOES.

Potatoes are becoming scarce, and the price has lately advanced materially. The potato crop last year was very light throughout the United States, requiring the importation of a large amount, of tubers from foreign countries chiefly from the United Kingdom, Germany and Holland. Even the best potato districts in California are now importing their current supplies from Oregon. The acreage of potatoes in the United States should be considerably increased and maintained at a fairly uniform point. As a rule, potato planting is very spasmodic. Let scarcity be felt, and the next season an over-production is liable to result from excessive acreage, only to be followed by another shortage; and so on. Probably the American market can take two hundred million bushels per year, or something more, possibly two hundred and fifty million bushels, and according to the average product of the past ten years, this would require somewhat over two million acres to be planted with this crop.—*California Fruit Grower.*

ENGLISH SHIPPING INTERESTS.

There is no industry in the United States as well protected as England protects her ocean carrying trade. The protection granted varies according to the necessities of the case, but is always enough to accomplish its purposes. The Canadian Pacific Railroad Company receives from the British or Canadian Government enough to compensate for any loss it may suffer by under-bidding American lines. Having driven the American line between China and San Francisco from the field by means of subsidies, it is now proposed to attract the travel from Australia the same way. The *World* is quite certain that "Canada will take away from the Americans a big share

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of the carrying business between North America and Australia just as the Canadian steamship line played havoc with the traffic between San Francisco and China and Japan." The *World* declares also that the best class of visitors from Australia, China and Japan to the World's Fair will come by the way of Vancouver. England protects her interests where the cost of protection is not greater than its profits. She never refuses protection on principle. She would protect her agricultural interests but for the fear that the greater cost of breadstuffs would disable her in the hand-to-hand conflict for the markets of the world. But the free-trade party in the United States refuses protection on principle. It declares protection unconstitutional. It will have no interests that cannot sustain themselves in competition with the whole world. Steamship lines that cannot compete with foreign subsidized steamship lines must go. Under this rule, the American flag will soon disappear from the ocean. There is also danger that the free-traders may attack the clause in the navigation laws which excludes foreign vessels from the coastwise trade.—*S. F. Call.*

In London, last month, at the rooms of the Medical Society, Dr. Norman Kerr took strong ground in favor of total abstinence, contending that even moderate indulgence in alcoholic beverages lessens the duration of human life and renders the body more susceptible to disease. He said, "We know that one prominent effect of alcoholic poisoning, whether spread over a longer or shorter period of years, is premature aging. If there is one fact concerning alcohol better established than another, it is that it operates in ante-dating the day of our death." He quoted the claims by death expected during 1891 in the Sceptre Life Insurance Company, calculated by the Institute of Actuaries, as compared with those that actually occurred, as follows: General Section.—Expected claims, 115; actual claims, 93. Rate per cent., 80.86. Temperance Section.—Expected claims, 61; actual claims, 30. Rate per cent., 49.18.

Seeding is now becoming general in Southern Manitoba.

A rush is now about to be made for Lardeau as well as Kaslo.

The liabilities of William Darling & Co., of Montreal, hardware, amount to \$65,000.

Mr. A. Williams, of McPhillips & Williams, Vancouver, may open a law office in Kaslo or Nelson.

J. P. Alport's general store at Aldergrove, B. C., was totally destroyed by fire, on April 30. Cause unknown.

James Houston's store and dwelling at Dresden, Ont., was burned. Houston, the night before, gave lodging to a negro, and the man alarmed the occupants, who barely escaped.

A retiring pension of £1,500 per annum and a seat at the directors' table has been voted by the London and Provincial Marine Insurance Company to its ex-underwriter, without directors' fees for four years, at the close of which the pension will be reduced to £1,000 per annum, with fees, estimated at from £300 to £400 per annum.

Sales of Columbia River salmon are reported at \$1.37½ for talls and \$1.52½ for flats. Astoria mail advices are confirmatory of a light run and more or less loss of boat or net met by fishermen with loss, in some instances, of life. From all we can learn, canners on the river are rather indifferent about business owing to the light profit in the business. On the Sacramento River, nothing is being done.—*S. F. Herald of Trade.*

Canadian Pacific earnings for the month of March, 1893: Gross earnings, \$1,568,462; working expenses, \$1,060,657; net profits, \$507,805. In March, 1892, the net profits were \$593,406, and for the three months ending March 31st, 1893, the figures are as follows: Gross earnings, \$4,364,368; working expenses, \$3,102,224; net profits, \$1,262,144. For the three months ending March, 1892, there was a net profit of \$1,437,718. The gain in the net profits over the same period last year is therefore, for March, \$4,369, and from Jan. 1 to March 31, there was a decrease of \$175,573.

THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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VICTORIA, TUESDAY, MAY 2, 1883.

VICTORIA AND SIDNEY RAILWAY.

A short time since a majority of the citizens of Victoria, who enjoy the franchise relating to such matters, and who cared to use the privilege, endorsed a by-law guaranteeing for a term of years a certain amount of bonds issued by the Victoria and Sidney Railway. Urgency was pleaded because it was claimed that the construction of the road would put a considerable amount of work in the hands of a number of Victoria people, who were at that time out of employment. After numerous delays a sort of a start was made, and we now see occasionally see paragraphs in the papers that so much of the right of way has been cleared and that it will soon be ready for laying the rails. However, the summer is upon us and even the announcement that the road is being ironed has not been made. Without this for anything absolutely tangible having been done, we observe that application has been made to the city for the first half year's interest on the bonds which it endorsed.

That interest has either been paid or will shortly be paid and for the entire term of years during which those bonds are to run, we shall, it is to be expected, continue to see the same demand promptly made and punctually attended to. What are we going to get in return? We have had no augmented supply of the farm and garden products of the Saanich people who were expected to demonstrate by their patronage the great necessity which existed for the public market that, so far, like the railway has been productive of no benefit. As for the railway we at least expected that its promoters would have put out considerable amounts of their own money before they began to call upon the city. Would it not be well for Alderman McKillop who, we presume, is chairman of the finance committee to make a statement on this subject at the next meeting of the city Council?

THE RIGHT OF WAY.

In the recent case before the Admiralty Court sitting in Victoria, Chief Justice Begbie presiding, with two lieutenants of Her Majesty's Navy acting as assessors, a judgment was given against the steamer *Cutch* the costs and damages involved to be assessed. The acts of the case in short are that on the 19th November last, the Union Company's steamer *Cutch* and the *Esquimalt* and *Nanaimo*

Company's steamer *Joan* were leaving Nanaimo harbor simultaneously on their schedule time. The process of going out involves on the part of the *Cutch* a backing out astern for a considerable distance in order to get room enough to straighten out for her course. The *Joan* being a twin screw steamer can, it is claimed, turn round in her own length and take her own channel which for a certain distance is practically the same as that of the *Cutch*. The facts involved in this particular issue are, it is claimed by the Union Steamship Company, that when the *Cutch* got on her way she suddenly saw the *Joan* approaching in the same direction and seeing that a collision was inevitable reversed her engines, but not in time to avoid it. The *Joan*, it is admitted on the other side proceeded at full speed, having the right of way, being on the starboard side of the channel. Her captain admitted, however, in cross-examination, that possibly a collision might have been avoided had he stopped the starboard engine.

In view of the judgment which was rendered there has been considerable discussion among nautical men—particularly on the mainland—as to the equity of the finding, when the fact is considered that the *Joan* is a twin-screw vessel and able to turn upon her own length. Moreover, the Imperial Board of Trade, through a special Act of Parliament, after many years of struggling on the part of the Mercantile Marine Association, has ordained that in all cases a master who is on trial on account of any accident is entitled to at least one mercantile marine captain to act as nautical assessor. In this case there were two lieutenants, not even holding the rank of commander or captain in Her Majesty's Navy, and who from their special avocation are not competent to decide an issue between men who have for their lifetime been engaged in that particular trade. The Chief Justice, it is remarked, in rendering judgment, complimented the captain of the *Joan* on the wise seamanship he displayed; but on the other side it is claimed that in all equity there was room in this particular case for the exercise of a wise discretion, and, though the law may have been literally interpreted, its spirit is not to license any navigator to run down anything that may happen to be in his course. If every ship's captain governed himself in the conduct of his vessel by a strict insistence upon his rights of way, how many vessels might not have been run down! The attendant loss of life under such circumstances would be appalling to contemplate.

CHINESE IMPORTATION.

The Chinese importation business seems likely to cause additional misunderstandings between the Canadian authorities and those at Washington. The Northern Pacific steamships *Victoria* and *Mogul* brought Chinamen to the Sound whom it became impossible under the law for them to land at Tacoma, and, in consequence, they have been compelled by the American customs people to take them back again. This is by no means a paying transaction, and may possibly have a deterrent effect on similar endeavors in the future. The vessels of the *Empress* line

have recently brought out a number of Orientals, 612 of whom were last week taken down to Portland to be landed there, their destination, when they left China, being the United States. On reaching Portland, the *Danube* was arrested, it being charged that she brought from Vancouver 612 adult Chinese passengers, the entire space on the vessel which could be used by these passengers being 32,588 cubic feet—a space sufficient for only 300 passengers. The captain is therefore held to be liable to a penalty of \$50 for each of the remaining 312, amounting to \$15,600. On account of there being no berths whatever for the use of these 612 Chinese, the captain is liable for a penalty of \$5 for each, or \$3,060. Because the *Danube* has no ventilators, a penalty of \$250 is imposed. Because there were neither tables nor chairs for the use of the passengers, a penalty of \$500 is exacted, and as there was neither a surgeon nor any hospital compartment on the vessel, a penalty of \$250 is further imposed, the total amounting to \$19,660.

This is a somewhat heavy bill of indictment against a vessel which, in its entirety as well as in its details, will no doubt be vigorously contested. Meantime, it is not to be expected that the Americans will release the vessel any more quickly than a strict interpretation of the law will allow; first, because of their desire and intention to put an end to the importation of Chinese, and, secondly, because they have no love for either the Canadian Pacific Railway or the Canadian Pacific Navigation Companies. There are very influential people who have a bone to pick with the C. P. N. Co., arising out of the Premier affair, and anything that can cripple the Canadian railway company will, they expect, ensure to the benefit of its American rivals. War to the knife may, therefore, be expected.

We, in this province, can, as far as this Chinese question is concerned, look with comparative equanimity on the outcome, whatever it may be. The C. P. R. Company, though established as a national concern, is one of the most selfish and inconsiderate of proprietary interests. It took all the money it could rap and wring out of the Dominion. It was to do a great deal more for us than it has done. Indeed, there are many people who despite the patriotic motives which induced the Parliament and people of Canada to aid the enterprise, find it much more to their advantage to ship their goods and travel by other routes. Moreover, for a long time—and the feeling has not altogether died out—there was a strong desire manifested to substantially aid and patronize the Union Pacific, provided they extended their line to within reasonable ferrying distance. It was the Canadian Pacific Company's Chinese passenger traffic that brought upon us the scourge of smallpox of which we only got clear at the cost of numerous lives and at considerable pecuniary expense, while the Chinese whom they have brought to our shores have proved themselves to be a by no means desirable portion of the population. We shall watch with interest the Chinese problem as it is worked out in the United States, particularly as there seems to be a determination to try what can be accomplished under the operation of the Geary Act.

EDITORIAL COMMENT.

NEW YORK has had another financial flurry which other cities have not escaped and numerous failures have resulted. But, as in many of these Wall Street moves, it is a case of "dog eat dog," and between them the "bulls and the bears," have to divide the profits and losses, the general public not being specially concerned.

THE *Halifax Chronicle* says: "There has been unusual activity in the mines office this year. Rights of search have been taken up in the coal mining and iron ore producing countries especially, right and left. Every spot supposed to contain coal or iron has been covered. Many of these have, of course, been taken up at random, in a spirit of speculation."

PREMIER MOWAT'S bill, respecting wage-earners, provides in cases where no contract has been made between employer and employee, that the employer, shall be responsible for the union or current rate of wages. Under the law as stands it at present police magistrates are in the habit of refusing to compel employers to pay where no contract has been made. The new law, however, will compel the magistrate to commit the employer in case of default to pay the union scale. The bill also provides that liens for supplies used in the construction of a building shall take precedence over mortgages made after the date of the said liens.

THE Board of Trade banquet in celebration of the completion of their new premises came off at the Driard on Thursday, and was a very successful affair. Among the speakers were President T. B. Hill, U. S. Consul Myers, Lieut.-Governor Dewdney, Capt. Hallett, R.N., Col. Holmes, D. A. G., Col. Prior, Mr. R. P. Rithet, Mr. Earle, M. P., Mr. J. H. Todd, Hon. Theodore Davie, Hon. Robert Beaven, Sir M. B. Begbie, Mr. Bodwell, Mr. Robert Ward, Judge Swan, (Port Townsend), Mr. J. C. Keith, (Vancouver), Mr. T. J. Trapp, (Westminster), Mr. Sheppard, (Toronto), General J. H. Metcalfe, (Seattle), Mr. Frank Bakeman, Mr. Worlock, Mr. W. C. Ward, Mr. Templeman and Ald. H. A. Munn.

MEMBERS of the Government have, according to reports, made considerable progress with the investigation that is making into the tariff requirements of Canada. The tariff has unquestionably to be revised and materially amended, and as far as we can gather the government desire to make as good a job of the work undertaken as is possible. It is for the public to aid them in every convenient way. The Finance Minister in his recent Montreal speech said of this tariff revision "as regards the principle of protection, I say that whatever may happen in the future, the time has not come, in my humble opinion, for this people and this country to change this principle of policy." But a change in details certainly. Should the government make the changes in details which the country requires, that is all which should be reasonably expected, but we hold that the special claims of Victoria must not be lost sight of.

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 April, 1893:

ARTICLES.	QUAN.	VALUE.	DUTY.
Acids.....		\$ 104	\$ 111 20
Agricultural imple- ments.....		1,641	674 35
Ale, beer & port wgs	1,854	1,331	110 61
Animals.....		12,529	3,271 90
Books, pamph's, etc.		1,113	301 86
Brass & manuf's of..		165	46 59
Breadstuffs, etc, viz			
Grain, of all kinds			
bush	763	751	100 95
Flour, brls.....	792	2,638	591 37
Meal, ".....	37	205	31 00
Rice and all other			
breadstuffs.....		3,378	1,352 91
Candles, lbs.....	1,605	150	37 59
Chicory, lbs.....			
Coal and coke, tons	10,755	107	5 37
Coffee, from U.S. lbs	13,956	2,771	277 10
Copper and m's of..		337	98 89
Cordage all kinds....		198	55 57
Cotton, manuf's of		10,176	3,175 19
Drugs and medicines		33,205	12,291 78
Earthen, stone and			
China ware.....		561	195 80
Fancy goods.....		2,963	873 15
Fish.....		868	221 46
Fruit, dried.....		3,212	868 95
Green.....		3,187	655 40
Furs.....		76	19 00
Glass, glassware....		989	251 78
Gum, exp sub's		3,529	1,269 80
Hats, caps, bonnets		1,983	591 90
Hops, lbs.....	551	121	33 00
Iron and steel m's of		15,502	5,154 42
Jewelry and watches			
and m's of gold and			
silver.....		123	29 70
Lead and manuf's of		884	165 63
Leather and m's of..		3,345	824 36
Marble and stone			
and manuf's of..		506	122 91
Malt, bush.....	1,510	1,061	231 00
Metals, composition		336	108 78
and m's of.....			
Musical instruments		611	212 50
Oil, coal and kero			
scene, gls.....	27,063	5,633	1,914 20
All other, gals....	12,639	2,318	551 31
Paints and colors		406	103 95
Paper manuf's of..		2,422	865 42
Perfumery.....		192	57 69
Provisions,			
Bacon hams, etc..	10,305	2,491 07	
Salt, not from Great			
Britain or British			
possessions, or for			
fisheries, lbs.....	188,329	667	140 73
Seeds.....		1,299	129 35
Silk, manuf's of.....		3,619	1,031 60
Soap of all kinds....		319	96 33
Spices of all kinds..		116	29 20
Starch, lbs.....	2,933	69	59 86

ARTICLES.	QUAN.	VALUE.	DUTY.
Spirits,			
Of all kinds, gals..	3,745	5,528	7,992 53
Wine, other than			
Sparkling, gals....	1,896	1,356	1,124 01
Winesprkling doz	189	1,495	781 80
Sugar above No 1 lbs	52,287	2,141	418 30
Sugar candy, etc, lbs			128 53
Molasses.....gals	300	61	14 25
Sugar syrups, cane			
Juice, etc., lbs....	26,150	866	396 75
Ten, from U. S. lbs.	361	72	7 20
Tobacco and cigars..	1,970	2,815	2,698 68
Wood and m's of..		2,025	565 30
Woolen m'n's.....		15,117	4,521 40
All other dutiable		30,675	7,730 21
articles.....		6	1 20
Total dutiable goods		\$200,838	\$68,511 91
Free goods, all other		125,201	
Grand total.....		\$326,039	\$68,511 91

EXPORTS

From the port of Victoria, for the month of April, 1893—the produce of Canada:

THE MINE.	QUANTITY.	VALUE.
Coal.....	400	\$ 2,000
Gold dust, nuggets, etc.....		13,414
THE FISHERIES.		
Fish of all descriptions....		8
Furs or skins of creatures		
living in the water.....		1,200
ANIMALS AND THEIR PRODUCE.		
Other animals.....		70
Other articles.....		9,888
AGRICULTURAL PRODUCTS.		
Other articles.....		4
MANUFACTURES.		
Cottons, woollens, etc....		14
Other articles.....		631
Miscellaneous articles....		100
Grand total.....		\$ 27,329
Goods, not the product of Canada, for		
the month of April, 1893:		
QUANTITY.	VALUE	
Animals and their produce—		
Other articles.....		1,025.
Manufactures—		
Cottons, woollens, etc.....		601
Iron—pig and scrap, cast-		
ings, hardware, etc....		15
Sewing machines.....	2	45
Wood m's of all kinds..		17
Other articles.....		3,707
Coin—gold.....		420
—silver.....		306
Grand total.....		\$ 6,136
Total exports of all kinds.....		\$ 33,465

B. C. CUSTOMS RETURNS.

The following is a summary of the customs returns for the four ports of the Province of British Columbia for the month of April, 1893:

	VICTORIA	VANCOUVER	WESTM'N'R	NANAIMO	TOTAL
Dutiable Goods	\$200,838 00	\$ 51,316 00	\$ 21,770 00	\$ 11,781 00	\$285,725 00
Free Goods.....	125,201 00	47,940 00	12,733 00	1,603 00	187,477 00
Total Imports	\$326,039 00	\$ 99,256 00	\$ 34,503 00	\$ 13,384 00	\$473,202 00
REVENUE.					
Duty Collected.....	\$ 68,511 91	\$ 18,874 85	\$ 8,592 80	\$ 3,114 85	\$ 99,094 41
Other Revenue.....	10,613 43	1,757 12	69 29	237 30	12,677 05
Total Collections.....	\$ 79,125 34	\$ 20,631 97	\$ 8,662 09	\$ 3,352 15	\$111,771 46
EXPORTS.					
The Mine.....	\$ 15,411 00	\$ 572 00	\$ 443 00	\$20,810 00	\$27,539 00
The Fisheries.....	1,208 00	1,560 00	1,987 00		4,755 00
The Forest.....		49,416 00	286 00		49,702 00
Animals and their pro- duce.....	10,983 00	1,260 00	161 00	457 00	12,861 00
Agricultural.....	4 00	447 00			451 00
Manufactures.....	5,000 00	26,551 00	421 00	122 00	32,157 00
Miscellaneous.....	826 00	5,151 00	50 00		6,027 00
Total Exports.....	\$ 33,465 00	\$ 35,317 00	\$ 6,364 00	\$21,389 00	\$346,533 00

* \$120 gold coin and \$306 silver coin.

ENCOURAGE INDUSTRY.

THE COMMERCIAL JOURNAL on more than one occasion has pointed out the necessity of encouraging the establishment of manufacturing industries in Victoria. Real estate boomers do not enrich a city, nor yet do pioneers who become wealthy through holding property until the labors of others make it valuable. It should be the chief aim and object of every one interested in the advancement and future prosperity of Victoria to do everything in his power to aid in the establishment of manufacturing industries in our midst. We must have more industries, and every legitimate means should be resorted to in order to obtain them. Situated, as Victoria is, favorable for manufacturing purposes, and with such vast natural resources, there is no reason why it should not become a great industrial centre. Thousands of men should be employed, who would receive their pay every Saturday night, and the money would circulate through the regular channels of business, besides adding materially to the wealth of the city.

SEAL SKINS.

The outlook for a large catch is at present very gloomy. The catch on this coast, owing to stormy weather, up to last reports, was a complete failure. Late reports from Japan give little hope of a large catch there, the weather also being boisterous. What seals seen were reported as being very timid and wild. No doubt the unusual hunting by American and Japanese sealers last year has rendered them, like the seals on this coast, very shy. All the schooners which left for the Japan coast have arrived at Yokohama, with the exception of the Libbie and A. C. Moore, they having orders not to enter Yokohama unless absolutely necessary. The schooners on this coast are no doubt by this time well up north, and no further news may be looked for from any until their return. We believe a mercantile firm on Wharf street has made contracts with several schooners for their catch at \$15 all round, but have since dropped a dollar and are now willing to make contracts at \$14. These are good prices, and show that a large catch is not anticipated.

ANOTHER AUSTRALIAN BANK FAILURE.

Last week THE COMMERCIAL JOURNAL announced the failure of an Australian bank, with liabilities of \$65,000,000, which had followed close upon the insolvency of the Australian, English and Scottish chartered banks, with liabilities amounting to \$10,000,000. The cable this week brings the news of the failure of yet another financial institution, the National Bank of Australasia. The Bank has some 150 branches in Australia, and agencies in most of the large cities of the United Kingdom, the Continent and the United States. The directors of the head office in Melbourne are: Arthur S. King, John Grice and W. A. Zeal. Its London office is at 123, Bishopsgate Street, Within. The authorized capital of the Bank is £2,000,000; subscribed capital,

£1,250,000; paid up capital, £1,000,000; reserve fund, £670,000. The reserve liability of the shareholders is £1,500,000. Its assets are estimated at £10,000,000. Its liabilities in the colonies only at £7,500,000. The cause of the failure was a heavy run on the Bank, and all its branches. Since April 10, more than £8,500,000 has been withdrawn from deposit. At the official meeting the previous Thursday, a dividend of 10 per cent., payable on May 3rd, was declared. The deposits of the Bank amount to nearly £9,000,000, of which about 15 per cent. belongs to persons in England. Part of the deposits have been transferred to the banks now trying to reconstruct the financial institutions which have gone to pieces in Australia recently. The directors, who are also discussing a scheme of reconstruction, are receiving money, meantime in trust, with a view to affording time for the excitement to subside.

Sir J. W. Downer, premier of South Australia, has invited the premiers of the other colonies to a conference which will consider measures for allaying the panic, and staying the progress of financial disaster. The government of New South Wales has declined the invitation on the ground that it has already taken the steps which it deems advisable. Premier Paterson, of the Victoria Government, says in an interview: "The financial situation is undoubtedly critical, and arrangements ought to be made to provide for the calm consideration of the best course to be pursued by the colonial governments. I fear that the success attending the efforts to reconstruct the Commercial Bank will tend to weaken confidence in the banks which have not suspended. Possibly the Commercial Bank will now be amalgamated with some other bank." The Commercial Bank referred to in the interview, has its head office in Melbourne.

THE VOLUME OF BUSINESS.

According to the Cincinnati *Price Current*, there are many complaints that the amount of business passing in United States commercial circles is not equal to what it should be or what it was a year ago; and further that the resultant profits are cut down below their usual proportion. There has been a large falling off in exports of leading articles of domestic production, and markets are depressed by the surplus of wheat and cotton, which are retained at home, but of provisions there is no surplus, and it is the lack of supply rather than the absence of demand that prevents a free outgo, but whatever the cause, the fact remains that in the eight months from July, 1892, to February, 1893, inclusive, U. S. exports were nearly \$150,000,000 less than for the corresponding time in the preceding year. There was a decline in the exports of manufactures as well as in the products of agriculture, but the latter was about 2½ per cent. while the former was only about 8 per cent.

On the other hand, there was an increase in imports of about \$81,000,000, about \$49,000,000 of which was goods on the free list, so that the government revenue from dutiable imports was larger than last year. The decrease in exports has naturally had a depressing effect upon the market for wheat and cotton, and to some extent

reduced the amount of transportation that the railroads have earned, especially on the latter, of which there was a short crop, but the former has been marketed freely, although less has reached the seaboard than last year, and there has been a material reduction in the transportation of hogs and provisions, but to compensate for this is the enlarged distribution of imports, so that transportation earnings have been more than maintained. Manufacturing industries have been pretty fully employed during the winter and thus far into the spring, not for the accumulation of stock, but upon actual orders, which is a far more healthful feature of the trade, and while the outgo of gold has given some apprehension of financial disturbance and for a time actually restricted general business, it was only temporary, and the country, with all its drawbacks, is in a prosperous condition, and able to buy and pay for the usual quantity of domestic commodities if not more, so that there would appear to be good ground to expect a liberal volume of business during the summer and even throughout the year, although the agitation of changes in the tariff may restrict trade to some extent toward the close of the year, as such things always do, but the work on the tariff is of large proportions, and is not likely to be accomplished in season to have much effect upon business before another year.

CANADIAN SARDINES.

An interesting account of one of Canada's new industries appears in the *Quebec Chronicle*. Mr. J. B. Letellier, a nephew of ex Lieutenant-Governor Letellier de St. Just, became satisfied that the Canadian sardines in the vicinity of Kamouraska, Que., were identical with those of the Mediterranean, and conceived the idea of founding a sardine canning industry in the St. Lawrence. In the winter of 1891-92, he put himself in communication with the principal packers of Italy, and ascertained the point from which comes the fine olive oil used in the packing of sardines. This delicate oil he purposes to use here. A company called L'Union Sardiniere du St. Laurent, was formed and the services of a French specialist secured as overseer. The company has a capital of \$100,000, and expects during the coming summer to put up fully a million tins of the little fish. The factory is situated at St. Andre, about 110 miles below Quebec. Here they have for their female employees, who are drawn from neighboring villages, a large two storey hotel. During the season of packing, which is from the end of May to September, 250 to 300 people are employed in the factory, and \$1,500 to \$1,800 per week paid out in wages. Besides this, the fishermen and habitants who take the sardines in their fisheries are paid from \$4,000 to \$5,000 for their fish during the season. Large as was the output of the factory last season, it is interesting to know that it will be materially increased during the present year.

The J. D. Peters is at Union loading 2,000 tons of coal for the whalers in Behring's Sea.

RAILWAY AND NAVIGATION
FREIGHTS.

The ship *Kinkora*, from Liverpool, discharged at the outer dock some 2,700 tons of freight, last week, all of which was brought out at the cheapest rate ever known between the United Kingdom and Victoria, viz., from 12 to 15 shillings. Among the cargo was noticed a few thousand kegs of nails bearing a manufactory's address of Montreal, Canada. Enquiry elicited the fact that these nails had been shipped from Montreal to Liverpool and from there per *Kinkora* here, and yet after paying the freight across the Atlantic, insurance, transfer charges and freight around the Horn, the importers of these nails are able to sell cheaper than the direct importer by all rail. When one considers the numerous charges incidental to this shipment (the interest alone being a heavy one) and finds that it can be laid down cheaper than by the all rail route, the enormous difference as between ocean and railroad rates may be seen. The construction of the Nicaragua Canal means a great deal to British Columbia, as once that enterprise is completed, it would be an easy matter to load sailing vessels at Montreal and New York and so obtain much cheaper rates than the exorbitant ones now paid the C. P. R.

TO FORCE TRADE.

Can any trade be forced—that is, can it be increased? How can I get my full share of business, and just a little more besides? The *Chicago Grocer* answers the question in the following lengthy article: As soon as the dealer begins to ask himself or others such questions, it is tolerably certain that he is going to force things. The fact is the trader can answer this question himself better than any one else, simply resolving to increase his trade, and setting about to do so. The resolve first, and then action. The resolution will come to nothing unless it leads promptly to energetic action—and he will not wait very long considering how to act either. One thing this man won't do will be to bother himself much about what his competitors are doing. He won't devote much time thinking about whether his jobber is selling to other houses, or to customers; or to dry goods stores, or department stores. If he is a wholesale dealer, he won't worry about manufacturers selling to retailers direct. He will proceed to push his own trade of selling to the consumers or retailers, as the case may be. In fact he will at once resolutely prepare himself to meet and overcome the competition he has to encounter. This competition will certainly preclude his getting any more than a fair share of the trade, in proportion to the facilities at his command. Competition is an absolute law of trade, as well as the "life of trade." The grocers in England, a few years ago, were sorely pressed by the rapid growth and strong competition from co-operative institutions with large capital and great influence. The army and navy, the civil service co-operatives seemed for a time to eclipse the regulars in the race. At first, efforts were made by concerted action and by petitions to the government to stop the co-operatives. The reply from

the government was "we don't control employees except in work-hours, and it is not the business of government to build up or hold trade for grocers or any other traders." Now, the regular traders are going along, and so are the co-operatives, each fighting for their share of trade, with the traders gaining in the fight. But it required closer management, more care, and, perhaps, a small diminution in profits to meet the new competition, and with these the grocers have met and overcome it successfully. The retailer in America that resolves to increase his trade will see to it that his goods are not held above market values. If he has bought a line at too high a price, that is his fault, and not his customers' or his competitors' fault. A good trader will recognize this and he will force trade by "knifing" that lot of goods to the existing market value. The man that wants to increase his trade will look carefully in his buying to the intrinsic value of the articles, rather than to the brand on it; his customers want value in the goods, and not in the labels. He won't bank much on securing the exclusive sale of a brand, in the delusive idea of thereby avoiding competition, and in that way forcing trade. If one could obtain the exclusive sale of granulated sugar, or soap, that would be a fine monopoly to have, but to get the exclusive sale of granulated sugar, with the brand "Excelsior" or "Emperor" on the barrel, and pay 10¢ more for it per pound, would be a limited monopoly of doubtful value. So with most deals of this kind the device is to enable the manufacturer, jobber and retailer to make a better profit and cause the consumer to get less intrinsic value than he could by taking another brand. This would not likely tend to increase the trade or improve the reputation of a business. One brand of goods may be better in quality and worth more than some other, and to force trade, the dealer will make it a business to find out the real merits and intrinsic worth of each before he buys, rather than to hunt for a monopoly of the privilege of paying a little more for certain goods than they are worth on the market, and inducing his customers to pay for them in the same proportion. There are many different devices for attracting the attention of customers to goods. The fearless trader determined to force trade will mark goods in plain figures or at all events some lines will be treated this way. When certain lines of goods are unusually cheap in the market, the retailer is tempted to buy and then hold the price up, thereby making an abnormal profit selling a limited quantity, whereas by displaying such a line marked at the low price, he could secure his ordinary profit, double his sales and thereby force in a general way an increase of his business. The department stores in the cities have found this a successful way of forcing sales. This seems to defy competition; it tends, if properly managed, to inspire confidence. As to doing a credit or a cash business, that must depend upon individual judgment and capacity. One can force trade successfully along on either line. If credit is given it implies the possession of sufficient capital and a proper knowledge of

and judgment as to customers, otherwise there is necessarily some danger. The ability to promptly say "no" is an absolute requisite in doing a business on a credit basis. Many excellent traders are not endowed with this ability, and had better leave the credit business to those who are, and force his work on the cash principle.

HOW TO SUCCEED IN LIFE.

The president of the London *Chamber of Commerce* gives twelve maxims for success, which he says he has tried through twenty five years of business experience:

1. Have a definite aim.
2. Go straight for it.
3. Master all details.
4. Always know more than you are expected to know.
5. Remember that difficulties are only made to be overcome.
6. Treat failures as stepping-stones to further efforts.
7. Never put your hand out further than you can draw it back.
8. At times bold; always prudent.
9. "Men say. What do they say? Let them say."
10. Make good use of other men's brains.
11. Listen well; answer cautiously; decide promptly.
12. Preserve by all means in your power "a sound mind in a sound body."

The *Aetna Life Insurance Company* of Hartford, has applied to the Connecticut Legislature to amend its charter so that it may insure corporations and persons against damage to which they may become liable on account of loss of life or injury to employees. The Hartford Steam Boiler Inspection and Insurance Company, and the Travelers, have taken to similar action.

The *Canadian Architect* says that the modern tendency to large warehouses and huge stores, dealing with goods of almost infinite variety, is now making itself much felt in Toronto. Several hundred smaller stores, especially amongst those in the more suburban districts, will probably disappear, and already it is said that there is one huge store, which does trade that was formerly divided amongst 500 small shopkeepers.

The reciprocity convention to be held in St. Paul, Minn., early in June will be a great success according to present indications. The committee in charge of the works reports letters from leading men all over the Northwest, saying they are interested in the convention and will attend it. Hon. E. F. McIvor writes from Duluth that a large delegation will be present from that city. A. McDonald, mayor of Winnipeg, writes to authorize the placing of his name on the call for the convention. A. C. Fraser, of Brandon, Man., says the convention will surely be a success. Hon. Erastus Wiman says he will be present and writes a letter filled with words of encouragement. President J. J. Hill, of the Great Northern road, says he will deliver an address on the necessity for closer commercial relations between Canada and the United States.

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark...	Martha Fisher	811	Meadowcroft.	Oct. 18	Victoria.....	Liverpool.....	31,002	\$163,151	pr April 14.....
Br bark...	Glengarry	802	Davidson	Nov. 3	Westminster.	Liverpool.....	37,352	186,700	pr April 15.....
Br bark...	Chilli	678	McKenzie	Dec. 12	Victoria.....	Liverpool.....	30,033	103,061	
Br bark...	River Ganges	612	Hudge	Dec. 19	Victoria.....	London.....	29,161	117,307	
Br bark...	The Frederick	812	Simpson	Dec. 18	Victoria.....	London.....	32,403	107,897	

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	1,455,128	8,265	March 18	47s 6d
Nor ship...	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	1,001,171	9,193	March 25	60s
Am bark...	Hesper	661	Sodergren	Feb. 20	Vancouver	Shanghai	751,321	7,781	April 23	50s
Br ship...	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	831,337	7,095	May 20	42s 6d
Nor bark...	Czar	1324	Christophers'n	March 1	Vancouver	Adelaide	1,016,611	10,476	June 7	57s 6d
Nor bark...	Agnes	814	Hofgaard	Feb. 20	Chemainus	Antofagasta	602,509	6,413	June 11	40s
Nor ship...	Kathinka	1463	Kleyenberg	March 12	Vancouver	Melbourne	1,223,925	9,251	May 28	60s
Chil bark...	India	933	Funke	Feb. 22	Vancouver	Valparaiso	803,291	7,018	May 10	owners ac
Br bark...	Glenberrie	800	Groundwater	March 21	Vancouver	Iquiqui	631,310	7,689	June 8	37s 6d
Br bark...	British India	1199	Lines	March 31	Vancouver	Valparaiso	863,666	9,315	July 11	37s 6d
Am schr...	W. H. Talbot	776	Blum	March 14	Vancouver	Pientsin	1,024,576	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	1453	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 23	47s 6d
Br bark...	Mistletoe	824	Smith	April 21	Vancouver	Wilmington	70,275	7,986	Aug. 31	\$16 00
Br bark...	Craigend	2218	Lewthwaite	April 13	Vancouver	Iquiqui-Callao	1,868,090	19,351	July 11	27s 6d & 30s
Br barkth...	Toboggan	676	Porter	May 20	Vancouver	Wilmington	632,923	9,330	Sept. 11	\$15.00
Br bark...	Thermopylae	918	Winchester	June 2	Vancouver	Yokahama	328,576	8,949	July 22	Private
Nor bark...	Fritzo	1078	Rolfson	May 29	Chemainus	Melbourne	983,124	8,072	Aug. 9	45s
Br ship...	Burmah	1677	Newcombe	June 2	Moodyville	Valparaiso	1,289,359	9,883	Aug. 23	35s
Br ship...	Crown of Denmark	2029	Smith	June 21	Vancouver	Melbourne	1,550,725	15,435	Sept. 23	37s 6d
Nor bark...	Ursus Minor	705	Johnson	June 1	New West mr.	Sydney	481,214	4,393	Aug. 3	37s 6d
Br ship...	Earl Granville	1149	Flack	June 16	Cowichan	London	853,337	12,393	Nov. 5	62s 6d
Chil ship...	Antonietta	999	Stack	June 27	Chemainus	Valparaiso	836,358	9,015	Dec. 1	owners ac
Ger bark...	Palawan	967	Van Heuvel	July 8	Vancouver	Iquiqui	688,831	7,521	Sept. 27	33s 3d
Chil bark...	Leonor	801	Jenatsch	July 8	Moodyville	Antofagasta	637,375	6,520	Oct. 13	owners ac
Chil bark...	Grinevere	960	Glennie	Aug. 6	Chemainus	Valparaiso	762,062	7,612	Oct. 28	owners ac
Am bktn...	Robert Sudden	555	Uhlberg	Aug. 3	Vancouver	Valparaiso	771,140	8,797	Nov. 26	40s
Chil ship...	Hindostan	1543	Walsh	Aug. 7	Moodyville	Valparaiso	1,232,386	11,471	Oct. 28	owners ac
Br bark...	Zebina Gowdy	1087	Manning	Sept. 5	Vancouver	Wilmington	853,213	10,125	Jan. 1	\$13.00
Chil ship...	Atacama	1235	Caballero	Aug. 24	Moodyville	Valparaiso	994,491	9,089	Nov. 1	owners ac
Br ship...	City of Quebec	708	Carnegie	Sept. 6	Vancouver	Adelaide	517,409	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	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.	931,316	\$1,781	Dec. 21	40s
Chil bark...	Lake Lemna	1075	Bozzo	Sept. 22	Moodyville	Valparaiso	763,539	6,610	Dec. 18	owners ac
Br bark...	Scammell Bros.	1218	McFarlane	Oct. 15	Vancouver	Philadelphia	907,551	11,763	Feb. 16	\$11.00
Am schr...	Alice Cook	732	Penhallow	Oct. 5	Vancouver	Sydney	919,800	8,338	Dec. 19	30s
Nor ship...	Morning Light	1310	Johansen	Nov. 3	Vancouver	Liverpool	939,493	10,000	April 1	58s 9d
Br bark...	Columbus	69	Melhuish	Nov. 16	Vancouver	Adelaide	365,729	4,539	Feb. 3 pr	37s 6d
Am schr...	Lyman D. Foster	730	Dwyer	Nov. 5	Moodyville	Sydney	892,533	7,802	Jan. 13	50s
Nor bark...	Benj. Bangs	1118	Bjornness	Dec. 20	Vancouver	Halifax	786,085	10,015		48s 3d
Br bark...	Fernbank	1383	Boyd	Nov. 25	Moodyville	Iquiqui	500,300	4,728	Feb. 13	36s 3d
Br bark...	Grasmere	1216	Carter	Dec. 25	Vancouver	Valparaiso f.o.	911,688	10,370	March 23	36s d
Am ship...	Edward O'Brien	1725	Taylor	Dec. 10	Vancouver	London	1,257,635	11,229		50s
Nor bark...	Fortuna	1332	Mikelsen	Dec. 17	Moodyville	Valparaiso f.o.	1,267,729	12,088	March 5	36s 3d
Br ship...	Abcona	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	806,338	7,814	March 21	owners ac
Br bark...	Mark Curry	1256	Liswell	Jan. 4	Vancouver	Queenston UK	923,058	9,882		52s 6d
Nor bark...	Fritzo	1078	Rolfson	Jan. 10	Vancouver	Valparaiso	\$74,960	8,031		36s 3d
Am bark...	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso f.o.	832,657		April 27	37s 6d
Br bark...	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	826,673	15,537		Private
Chil bark...	India	933	Funke	Jan. 14	Moodyville	Valparaiso	708,782	7,169		owners ac
Br bktn...	Bittern	399	Stronach	Jan. 20	Vancouver	Freemantle, Au.	302,950	4,301		owners ac
Ger ship...	Katharine	1630	Spille	Feb. 7	Moodyville	Iquiqui	1,328,579	11,058		35s
Br ship...	County of Yarmouth	2154	Swanson	March 23	Vancouver	U. K. f. o.	1,628,530	17,500		50s
Chil ship...	Hindostan	1542	Welsh	March 6	Moodyville	Valparaiso	1,196,826	10,242		owners ac
Am bark...	Seminole	1439	Weeden	March 19	Moodyville	Santa Rosalia	1,010,913	7,966		Private
Am ship...	Ivy	1181	Lovell	April 22	Vancouver	Wilmington				Private
Br bark...	Assel	795	Gilmour	March 6	Moodyville	Antofagasta	631,165	6,577		35s
Br ship...	Natuna	1106	Graham	April 20	Vancouver	Port Pirie	964,563	7,718		42s 6d
Am bark...	Harry Morse	1313	Hughes	April 19	Moodyville	Shanghai	928,219	8,900		45s
Haw. bark...	John Eua	2900			Cowichan	Port Pirie				40s
Br bark...	Hairhoyle	1291	Gray		Vancouver	Sydney				31s 3d
Br bark...	Mary Low	813	Robertson		Vancouver	Pisagua				Private
Nor bark...	Sigurd	1530	Anse		Vancouver	Port Pirie				40s
Chil ship...	Atacama	1245	Caballero	May 5	Moodyville	Valparaiso	967,361	7,762		owners ac
Br bark...	Wythop	1248	Edwards		Vancouver	Sydney				31s 3d
Br ship...	Gryfe	1069	Roberts		Vancouver	Cork f. o.				50s
Ger bark...	Heinrich	925	Henne		Vancouver	Cork f. o.				55s
Br bark...	Dochna	966	MacJarrow		Vancouver	Port Pirie				38s 9d

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ship.	Morayshire.	1128	Mowatt.	Oct. 21.	Q Samarang.	Vancouver.	B. C. Sugar Refinery Co.	200
Br ship.	Blair Athole.	1637	Taylor.	March 3.	R Samarang.	Vancouver.	B. C. Sugar Refinery Co.	67
Br bark.	Formosa.	915	Kaln.	March 16.	H Liverpool.	Victoria.	R. P. Rickett & Co., Ltd.	54
Br bark.	City of Carlisle.	823	Hughes.		K Newcastle.	Victoria.	Turner, Beeton & Co.	
Br ship.	British General.	1751	Tulloch.		A Samarang.	Vancouver.	B. C. Sugar Refinery Co.	
Br ship.	Candida.	1279	Whettem.		J London.	Victoria.	Turner, Beeton & Co.	
Br ship.	Drumraig.	1919	Sparring.		F Liverpool.	Vancouver.	Evans, Coleman & Evans.	
Br ss.	Miowera.	1911	Stott.		N Sydney.	Vancouver.		
Br ship.	Rathdown.	2058	Morrisey.	April 1.	C Maryport, Eng.	Vancouver.		38
Am ship.	A. J. Fuller.	1782	Wallnut.		Yokohama.			
Br bark.	Thermopylae.	918	Winchester.		E Hong Kong.	Victoria.	Victoria Rice Mills.	
Br ss.	Empress of India.	3063	Marshall.	May 3.	B Hong Kong.	Vancouver.	C. P. S. S. Co.	6
Br ss.	Tacoma.	1652	Hill.	May 6.	D Hong Kong.	Victoria.	Dodwell, Carhill & Co.	3
Br bark.	Ladstock.	816	Williams.	March 21.	J Liverpool.	Westminster.		16

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. Chartered to load lumber at Vancouver for England. H—May 19 passed Holyhead. Chartered to load salmon for Liverpool or London. F—To sail during May. K—Via Santa Barbara. Chartered for salmon to Liverpool or London. A—Cargo of sugar. N—To sail May 11. E—To sail about May 1 with a cargo of paddy. I—To sail before May 10. B—Via Yokohama May 12. D—Via Yokohama May 17. J—Via Honolulu. Chartered to load salmon for U. K. C—Cargo of steel rails for C. P. Railway.

VESSELS IN PORT.

(May 8, 1893.)

VICTORIA.

Ger. steamship Romulus, 1,722 tons, Capt. Berendt, in Esquimalt dock.

Br. bktn Tacora, 911 tons, Capt. Thornton, arrived April 15, chartered by C. P. R. to take Chinese to Portland.

Br. ship Kinkora, 1,700 tons, Capt. Lawton, arrived April 25, from Liverpool, with general cargo; Robt. Ward & Co., Ltd., consignees.

Br. bark Dochra, 960 tons, Capt. MacJarrow, arrived April 28, from Liverpool, with general cargo; Robt. Ward & Co., Ltd., consignees.

Haw. schooner Americana, 539 tons, Capt. McLellan, arrived April 29, from Liverpool, with general cargo; Turner, Beeton & Co., consignees.

VANCOUVER.

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

Chil. ship Atacama, 1,235 tons, Capt. Caballero, arrived March 31, loading lumber at Moodyville for Valparaiso.

Nor. bark Sigurd, 1,530 tons, Capt. Aase, arrived April 2, loading lumber for Port Pirie.

Br. bark Wythop, 1,248 tons, Capt. Edwards, arrived April 5, loading lumber for Sydney.

Br. bark May Low, 813 tons, Capt. Robertson, loading lumber for Pisagua.

Ger. bark Heinrich, 973 tons, Capt. Heine, loading lumber for Cork f. o.

Br. steamship Empress of China, 3,003 tons, Capt. Archibald, arrived May 1.

Br ship Gryfe, 1,060 tons, Capt. Roberts, loading lumber for Cork f. o.

COWICHAN.

Haw. bark John Ena, 2,600 tons, arrived March 26, loading lumber for Port Pirie, on account of Robt. Ward & Co., Ltd., consignees.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.

Am. ship Geo. Skolfeld, 1,270 tons, Capt. Dunning.

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

Am. bark Oregon, 1,612 tons, Capt. Polemann.

Am. bark Gen. Fairchild, 1,356 tons, Capt. Boyd.

WELLINGTON SHIPPING.

Am. ship Columbia, 1,399 tons, Capt. Nelson.

Am. ship John A. Briggs, 2,033 tons, Capt. Balch.

Am. ship America, 1,952 tons, Capt. Harding.

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

Am. ship T. F. Oakes, 1,898, Capt. Reed.

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

EAST WELLINGTON SHIPPING.

Am. steamship Empire, 520 tons, Capt. Jensen.

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

UNION SHIPPING.

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

RECAPITULATION.

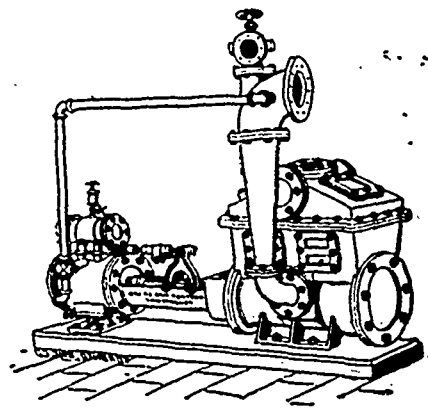
Ports.	No.	Tonnage.
Victoria.....	5	6,237
Vancouver.....	8	11,112
Nanaimo.....	13	18,689
Cowichan.....	1	2,600
Total.....	27	38,638
Previous week.....	26	36,305
Correspond'g week last year 24		31,181

FREIGHTS.

The market continues dull but fairly steady, and no changes of any consequence in quotations are reported.

Freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 30s direct port, 27s 5d; Sydney 27s 6d; to 30s; Melbourne, Adelaide or Port Pirie, 36s 3d to 37 6d; 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, 18s 9d to 20s; and



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weak; September loading 25s; from Portland, 22s 6d; Tacoma, 20s.
Coal freights are quoted: Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2; to San Diego or San Pedro, \$2.25 to \$2.50.

The American bark Colorado, 1,036 tons, Capt. Gibson, from Cowichan, Jan. 19, arrived at Valparaiso April 27, with a cargo of lumber.



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Grossmith & 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 Isl's, La Saldana Mfg.
Co.—Havana Cigars—Havana; C. J. & E. Lewis,
—Boots and Shoes—Northampton, Eng.; Allen
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