



Vol. II.

VICTORIA, B. C., TUESDAY, DECEMBER 13, 1892.

No. 40

WEILER BROS.

Lamps! Lamps!

We have now our full line of
Novelties in

Piano, Banquet, Library,
Hall, Table

And Mammoth Store Lamps,
also an elegant assortment of
FINE SILK SHADES

LOOKOUT FOR OUR HOLIDAY GOODS NOW
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Hungarian Patent and
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Mills at Kewatin and Portage la
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The best equipped Mills in the Dominion.

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*Rolled Oats, Oatmeal, Pearl
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ALSO DEALERS IN

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J. A. SKINNER & CO.

(ESTABLISHED 1830.)

WHOLESALE

Crockery, Glassware,
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VANCOUVER, B. C.

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Incorporated By Royal Charter, 1862.

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

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all parts of the world.**BANK OF MONTREAL.**

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INCORPORATED BY ACT OF PARLIAMENT.

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street. Chicago, Bank of Montreal, W. Munro,
Manager; E. M. Shadbolt, Assistant Manager.Buy and sell Sterling Exchange and Cable
Transfers. Grant Commercial and Travelling
Credits available in any part of the world.
Drafts issued. Collections made at all points**GREEN, WORLOCK & CO.,**

SUCCESSORS TO

GARESCHE, GREEN & CO.,

(ESTABLISHED 1873.)

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Government Street, Victoria, B. C.

A GENERAL BANKING business trans-
acted.

DEPOSITS received on liberal rates of interest.

DRAFTS, ORDERS, TELEGRAPH TRANS-
FERS and LETTERS of CREDIT issued direct
on over 10,000 Cities in the United States, Can-
ada, Europe, Mexico and China.

COLLECTIONS made at every point.

GOLD DUST purchased at highest market
rates.

AGENTS FOR

Wells, Fargo & Company.

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

(Established 1875.)

Pioneer Steam Coffee and Spice Mills,

MANUFACTURERS OF

COFFEES, SPICES, COCOA, CREAM
TARTAR, MUSTARD AND BAKING
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Pembroke St., Victoria.

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WHOLESALE

Commission Agents.

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New York Life Insurance Company
for Vancouver Island.

WILLIAMS BUILDING, 28 BROAD STREET.

THOMAS RYAN,

-DEALER IN-

BOOTS AND SHOES

ALSO AGENT FOR THE CELEBRATED

Lycoming American Rubbers,

EVERY PAIR WARRANTED.

Letter orders will receive prompt attention.

- BOX 634. -

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AGENTS FOR

The Northern Fire Assurance Company
of London,The British and Foreign Marine Insur-
ance Company of Liverpool,The Royal Mail Steam Packet Com-
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London Office:

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(LIMITED.)

BANKERS,*Financial, Real Estate, In-
surance and General
Agents.*

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Bills discounted, Checks collected, Exchanges
effected, Corporation Bonds, Mining Stock, Gas
and all other Company Shares bought and
sold, and every kind of Broking Business trans-
acted.Drafts and Telegraphic Transfers to every part
of the world. Money advanced on approved
security.

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Management of Estates undertaken for non-
residents. Life, Fire and Marine Insurances
effected with the leading offices of the world.

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SOLE AGENTS FOR B. C.

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Max Sultain Champagne, Reims

Extra quality. Extra dry.

Messrs. Phillips & Co's London,

England, Cocoas and Chocolates.

4 prize medals.

Johannis Brunnens Natural Mineral

Waters.—The King of table waters.

It is most gratifying, pure or mixed with

wine or spirits.

California Wine Company,

[LIMITED.]

Wholesale Dealers.

AGENTS FOR THE CELEBRATED CORONADO

MINERAL WATER.

Pure California Wine Specialty.

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

To the Municipal Electors of North Ward :

I shall be a candidate for Alderman at the coming election, and solicit your support.

MUNROE MILLER.

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.

Tuesday Morning, Dec. 13.

VICTORIA.

The retail trade have made all preparations for the holiday trade, and although there is little hope for much heavy trading still there is little doubt that merchants will do quite an active business in all retail lines until the end of the year. Wholesale lines are quiet generally, staples especially, now being the season for fancy lines in all classes of goods. Travellers from up the main line report that business is very fair indeed there, despite the fact that merchants are given to complaining. As the end of the year approaches, bankers are very conservative. There is abundance of money offered in this city on first mortgage security both by loan companies and private firms.

At Vancouver, business during the past week has on the whole been very fair, although merchants are not quite as busy at the present time as they usually are at this period of the year, but they anticipate a rush during the next few days. Collections are everywhere still reported as slow.

GROCERIES AND PROVISIONS.

Business is somewhat quiet in staple lines. All the retail dealers have made their preparations and laid in stocks for the holiday trade, and wholesale houses expect to have a quiet spell until the holiday trade is over. American packing houses are a little firmer in their quotations for hams and dry salt clear sides than last week. Armour's special brand of Gold Band Meats are also quoted higher this week by their agent. Butter continues firm at quotations, and first-class dairy is scarce. Canadian cheese is reported somewhat firmer.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 16c per lb; heavy hams, 15½c; choice breakfast bacon, 10½c; short clear sides, 13½c, and dry salt clear sides, 12½c. Armour's white label pure lard, 10 lb. pails, 15½c 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, 17½c, breakfast bacon, 18½c.

London layer raisins are quoted by Victoria jobbers in 20 lb. boxes from \$2.30 to \$2.40 per box; Valencias, 25 lb. boxes, from 7c to 8c per lb.; and sultanas, 10½c to 12c per lb., currants, in bbls., 7½c per lb., half bbls. 7½c, cases 8c to 8½c. Candied peels are quoted as follows in 7 lb. boxes:—Lemon 18c, orange 19c, and citron 26c to 28c. California evaporated fruits are quoted as follows. —Apples, evaporated, 50 lb. boxes, 12½c per lb., 25 lb. boxes 13½c; apricots, 25 lb. boxes, 18c; prunes, 25 lb. boxes, 11c; plums, 25 lb. boxes, 14½c to 14½c; peaches,

50 lb. boxes, 16c, 25 lb. boxes 16c. Canadian evaporated apples, 50 lb. boxes, 9½c. 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. 4½c; fancy yellow, 4½c; yellow 4½c; golden C. 4½c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, ½c; more, boxes ½c more. No order taken for less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 g 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 Toronto Empire says: "There is no change locally in prices of teas and coffees of any variety. Some few sales of low grade Japans have been made at what may be considered cheap prices. London mail advices report green teas show a hardening tendency, especially for second and third Young Hysons, which are decidedly firmer, with every appearance of a further advance. Owing to supply being somewhat in excess of demand, Indian teas show a further decline, as also do Ceylons, though to a slighter extent. There is an active demand for all kinds of fruits and nuts at steady prices. Valencias are firmly held at 5½ to 5½c for ordinary brands and 5½ to 6c for choice. Currants are irregular in quality, selling all the way from 5½ to 6½c in bbls. Canned corn, peas and tomatoes are moving steadily at 8½c to \$1, as to brand, but other vegetables and fruits are dull. Fish steady and unchanged."

Dairy produce is quoted:

| | |
|-------------------------------|----------|
| Butter—Eastern Creamery, tubs | 27½ @ 30 |
| Manitoba Dairy choice | 22 @ 23 |
| Cheese Canadian, lb | 13 @ 14½ |
| California | 16 @ 20 |
| Eggs, doz | 24 @ 25 |

Smoked meats and lard are quoted:

| | |
|----------------------|----------|
| Hams | 15½ @ 18 |
| Breakfast bacon | 15 @ 17½ |
| Short rolls | 12 @ 13 |
| Backs | 13 @ 15 |
| Dry Salt, long clear | 11 @ 12½ |
| Pure Lard, 50lbs. | 13 @ 14 |
| " 20lbs. | 13½ @ 14 |
| Lard Compound | 11 @ 12 |

Sugar—Jobber's prices ¼-barrels and kegs in each case being ½c higher:

| | |
|-----------------|----|
| Dry Granulated | 5½ |
| Extra C. | 5½ |
| Fancy Yellow | 5 |
| Yellow | 4½ |
| Golden C. | 4½ |
| Syrups, per lb. | 3 |

FLOUR AND FEED.

The Columbia Flouring Mills, Enderby, have reduced their quotations for the coast cities, to meet the low prices quoted for other flour on the market. Local jobbers have reduced prices in sympathy. The Victoria Roller Flour Mills have shipped a large consignment of flour by Empress of China for Hong Kong.

The Portland Commercial Review says: "In the flour market prices remain stationary as to listed prices, but there is much competition among the various agents to place stock and on first-class custom concessions are frequently made.

A fair demand is noted for the China trade, which is being chiefly supplied from Eastern Oregon. There is also a fair call for Walla Walla flour at San Francisco and a liberal portion of last week's receipts went to that city. Receipts of Valley were light, the mills finding a more profitable local trade and not competing for export, although one or two of the interior Valley brands meet with much favor and find a fair demand on the Sound and British Columbia even at a slight advance over the listed price of standards. Quote standard Roller \$3.65 per bbl., Dayton and Cascadia \$3.60@3.65."

The Columbia Flouring Mills quote Enderby flour in carload lots:

| | | |
|---------------------|-------|--------|
| Premier | ..... | \$5 00 |
| XXX | ..... | 4 75 |
| Strong Bakers or XX | ..... | 4 50 |
| Superfine | ..... | 3 75 |

Jobbers' quotations to the trade are:

| | | |
|-------------------------------|-------|-----------------------|
| Delta, Victoria mills | ..... | \$ 4 75 @ 0 00 |
| Lion, " | ..... | 4 75 @ 0 00 |
| Premier, Enderby mills | ..... | 5 25 @ 0 00 |
| XXX, " | ..... | 5 00 @ 0 00 |
| XX, " | ..... | 4 75 @ 0 00 |
| Superfine, " | ..... | 4 00 @ 1 25 |
| Ogilvie's Hungarian | ..... | 5 45 @ 5 50 |
| " Strong Bakers | ..... | 5 00 @ 0 00 |
| H. B. C. Fort Garry Hungarian | ..... | 5 40 @ 0 00 |
| " Strong Bakers | ..... | 5 00 @ 0 00 |
| Lake of the Woods Hungarian | ..... | 5 35 @ 0 00 |
| " Strong Bakers | ..... | 5 00 @ 0 00 |
| Benton County, Oregon | ..... | 4 85 @ 0 00 |
| Portland Roller | ..... | 4 90 @ 5 00 |
| Snowflake | ..... | 5 05 @ 5 15 |
| Royal | ..... | 4 80 @ 4 85 |
| Wheat, per ton | ..... | 28 00 @ 27 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 56 @ 0 00 |
| " pearl barley | ..... | 4 50 @ 0 00 |
| " Chop feed | ..... | 26 00 @ 28 00 |
| California oatmeal | ..... | 4 25 @ 4 35 |
| California rolled oats | ..... | 3 75 @ 3 85 |
| Corn, whole | ..... | per ton 37 50 @ 40 00 |
| Cornmeal | ..... | 2 75 @ 3 00 |
| Cornmeal-feed | ..... | per ton 40 00 @ 50 00 |
| Cracked corn | ..... | 10 00 @ 45 00 |
| Hay, per ton | ..... | 17 00 @ 18 00 |
| Straw, per bale | ..... | 1 00 @ 0 00 |

RICE.

The Victoria Rice Mills quote wholesale:

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

FRUITS AND VEGETABLES.

The receipts of California fruits and vegetables from San Francisco by steamship Umatilla, Dec. 12, comprised the following: For Victoria—164 cs grapes, 2 bxs pineapples, 7 cs lemons, 1 cs dates, 5 scks coconuts, 3 bxs bananas, 2 cs oranges, 4 scks potatoes, 1 sack sweet potatoes, 20 scks onions, 20 scks cucumbers; total, 229 pkgs. The receipts by previous steamers were as follows: Dec. 5, 171 pkgs; Nov. 27, 453 pkgs; Nov. 18, 493 pkgs; Nov. 8, 677 pkgs. The Empress of India, due on the 31st inst., is bringing large consignments of Japanese oranges for the holiday trade.

Jobbers' quotations for fruits are as follows:—

| | | |
|----------------------------|----------|------|
| Oranges—Sweet Loretta..... | \$1 00 @ | 0 00 |
| Tahiti Seedlings..... | 4 50 @ | 4 75 |
| Riverside Seedlings..... | 0 00 @ | 0 00 |
| Japanese..... | 0 75 @ | 0 60 |
| Lemons—California..... | 7 50 @ | 8 50 |
| Sicily..... | 7 50 @ | 9 00 |
| Bananas, bunch..... | 2 50 @ | 3 50 |
| Quinces..... | 1 50 @ | 0 00 |
| Apples—Red..... | 1 50 @ | 1 75 |
| Green..... | 1 50 @ | 0 00 |
| Canadian, bbls..... | 6 00 @ | 0 00 |
| Grapes..... | 1 75 @ | 2 00 |
| Cocoanuts, doz..... | 1 00 @ | 0 00 |

Vegetables are quoted:

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

PAINTS, OILS AND COLORS.

The Toronto Empire says: "The grinders of white lead are grinding the prices now quite as fine as the lead. To-day for the first time they have got down to a 4c basis, a quotation considerably below cost, and one hitherto unheard of. Not two years ago, when there was no law preventing adulteration, the price was as high as 5 1/2c. All other lines in this department are unchanged and quiet. We quote on large lots only: Pure white lead ground in oil, association guarantee, 4 to 5c; Prepared paints (1/2, to 1/2 and gal tins)—Pure, per gal, \$1.10; second qualities, per gal, 90c. Colors in oil (25-lb tins, standard quality)—Venetian red, per lb, 5c; chrome yellow, per lb, 14c; chrome green, per lb, 8c; French Imperial Green, 14c; Colors dry—Yellow ochre (J. C.), in bbls, per cwt, \$1.35 to \$1.30; Venetian red (R. C. 2), per cwt, \$1.50; English oxides, in bbls, per lb, 3 1/2c; American, in bbls, per lb, 2 1/2c; Canadian, in bbls, per lb, 1 1/2c; Paris green, 12 to 15c; burnt umber, per lb, 5c; chrome yellows, per lb, 11 to 12c; chrome greens, per lb, 12c; Indian red, 6c for ordinary, 10c for pure; agricultural red, 20 to 22c; golden ochre, 3 1/2 lowered for freight. Turpentine, in bbls.—Selected packages, per gal, 50c for 1 to 3 bbls, freight allowed. Glue, common broken, in bbls, 10 to 11c; French medal, 11 to 12c; cabinetmakers', 17 to 18c; white 16 to 17c; Castor oil, per lb, 7 1/2 to 8 1/2c; Putty, \$2 per cwt. Rosin, \$1 per cwt. Pine tar (pint tins), \$1 per doz."

SALMON.

The British bark Chili has completed her cargo for Liverpool, consisting of 30,092 cases salmon, valued at \$103,061.50, and sailed Dec. 12. The Frederick, bound for London, is expected to complete her cargo by Thursday, and it will consist of about 31,000 cases, besides 125 tons of naval stores. The River Ganges, for London, will probably have in her salmon cargo by the end of the week, and will probably fill up with lumber.

LUMBER.

There have been three clearances since last week. The British bark George Thompson, 1,123 tons, Capt. Young sailed from Westminster Dec 9 for Sydney with a cargo of lumber on owners account, comprising 729,792 feet rough, 26,942 feet dressed and 50,205 feet laths; total, 806,939 feet, valued at 7,814. The American ship Edward O'Brien, 1,725 tons, Capt. Taylor, sailed from Vancouver Dec. 10 for London direct with 1,257,095 feet rough, valued at \$15,000, and the British bark Grasmere, 1,240 tons, Capt. Carter, sailed from Vancouver Dec. 12 for Valparaiso for orders

with 670,894 feet rough and 270,794 feet t & g flooring, total 941,688 feet, valued at \$10,370. The British bark Highlands, 1,230 tons, Capt. Owen, has arrived at Vancouver from Port Townsend under charter to load at the Hastings mills for Montreal. There are at present 7 vessels loading at British Columbia ports for foreign. At Burrard Inlet—Nor. bark Benj. Bangs, 1,118 tons, for Halifax; Br. bark Mark Curry, 1,236 tons; Nor. bark Fortuna, 1,342 tons, for Valparaiso, f. o.; Br. ship Abeona, 970 tons, for Port Pirie; Nor. bark Fritzo, 1,078 tons, for Valparaiso; The Br. bark Highlands, 1,235 tons, for Montreal. At Cowichan—Am. bark Colorado, 1,036 tons, for Valparaiso for orders.

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

| | |
|---|------------------|
| Rough Merchantable, ordinary sizes, in lengths to 10 feet inclusive, per M feet | \$ 9 00 |
| Deck plank, rough, average length, 35 feet | per M..... 19 00 |
| Dressed T. and G. flooring, per M..... | 17 00 |
| Pickets, rough, per M..... | 9 00 |
| Laths, 4 feet, per M..... | 2 00 |

INLAND REVENUE.

The statement of Inland Revenue returns at the port of Vancouver for November shows the following:

Vancouver Division—Comprising the Mainland of B. C.:

| | |
|---------------------------------------|-----------------|
| INLAND REVENUE RETURNS. | |
| Spirits warehoused during month | 471.23 p gals |
| " ex-warehouse..... | 2,249.55 p gals |
| Balance in warehouse..... | 6,073.87 p gals |
| Malt warehoused during month..... | 36,697 lbs |
| " ex-warehouse..... | 37,428 lbs |
| " balance in warehouse..... | 16,877 lbs |
| Tobacco warehoused during month..... | 3,373 lbs |
| " ex-warehouse..... | 9,039 lbs |
| " balance in warehouse..... | 4,851 lbs |
| " raw leaf wareh'd during month..... | 791 lbs |
| " " ex-warehouse during month..... | 791 lbs |

COLLECTIONS.

| | |
|---------------------|-------------|
| Spirits..... | \$ 3,374 40 |
| Malt..... | 818 26 |
| Tobacco..... | 2,259 75 |
| Cigars..... | 169 29 |
| License..... | 20 00 |
| Petroleum Ins..... | 345 00 |
| Other receipts..... | 26 00 |

Total.....\$ 7,312 61
License granted Hudson's Bay Co. at Nelson.

The Inland Revenue returns, for the month of November at the port of Victoria, were as follows:

Victoria Division—Comprising all of Vancouver Island:

| | |
|-----------------------------|-------------|
| INLAND REVENUE. | |
| Spirits..... | \$ 6,721 87 |
| Malt..... | 963 00 |
| Tobacco..... | 1,808 39 |
| Cigars..... | 1,137 15 |
| License (B. Warehouse)..... | 20 00 |
| Petroleum inspection..... | 309 40 |

Total.....\$10,961 81

| | | | |
|-------------------------------|------------|---------|-----------------|
| WAREHOUSED. EX-WAREHOUSED. | | | |
| Spirits..... | 5,269.34 | p. gals | 4,481.13 |
| Malt..... | 48,400 | lbs | 48,400 |
| Tobacco..... | 10,167 1/2 | lbs | 7,233 1/2 |
| Raw..... | 951 | lbs | 951 |
| Cigars..... | 11,000 | | 31,800 |
| Spirits exported..... | | | 171.22 p gals. |
| Balance in warehouse Nov. 30: | | | |
| Spirits..... | | | 8,611.71 P.gals |
| Tobacco..... | | | 4,926 1/2 lbs |
| Cigars..... | | | 81,550 |

D. Campbell & Co., bought out the bankrupt stock of G. T. Sherret, tailor and men's furnishings, from assignee, and are disposing of same by auction.

BUSINESS CHANGES.

Albert & Tudman, tailors, Vancouver have dissolved.

W. J. Pollard, toys, tobacconist, etc., has opened in Nana'mo.

Gray & Co., grocers, Vancouver, have sold out to T. W. Clark.

W. A. Sprinkling, tailor, Victoria, has assigned to C. A. Godson.

R. O'Rourke, blacksmith, Victoria, is reported to have left the city.

Jas. Edwards, Pacific hotel, Vancouver, has sold out to Wm. S. Spittigue.

W. J. Quinn, tailor, Vancouver, is reported closing out entire stock.

Barker & Climo, plumbers, Victoria, contemplate retiring from business.

Nicholles & Byars, Clarence saloon, Victoria, have been closed out by the Sheriff.

Aldous Bros., formerly bakers, etc., at Nelson, are opening in same business at Kaslo.

McArthur & Scanlan, contractors, Victoria, have dissolved; Charles McArthur continues.

H. H. Lennie & Co., books and stationery, have removed from Westminster to Vancouver.

S. Ashfield & Co., formerly of Ottawa, have opened in commission and produce in Vancouver.

A. J. Smith, contractor, Victoria, trading under the style of Smith & Clark, has assigned to G. A. Perrin.

Haley & Sutton, dry goods, Vancouver, have sold out to Messrs. Drysdale from Nova Scotia, and will remove back to Morden Man.

The Toad Mountain Mining Company, Ltd., has been incorporated with a capital stock of \$1,500,000. Nelson is the principal place of business.

John Earsman & Co., wholesale commission and insurance agents, Victoria, have admitted J. M. Maurice into partnership. The firm style remains unchanged.

Pemberton & Dumbleton, barristers, Victoria, have dissolved, A. S. Dumbleton continues the business, and C. C. W. Pemberton will open on his own account.

The Mount Baker Hotel Company, Limited Liability, has been incorporated with a nominal capital stock of \$80,000 with power to increase to \$150,000. The object of the company is to build and furnish a summer hotel at Oak Bay, Victoria District. The trustees are John Turner, J. E. Crane, A. M. Muir, W. D. McGregor and Chas. E. Stevenson, all of the city of Victoria.

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending December 10:—

| | | | |
|----------------------------------|------------------------------------|-------|--|
| NEW VANCOUVER COAL CO. SHIPPING. | | | |
| Date. | Vessel and Destination. | Tons. | |
| 5. | Holyoke, str., Port Townsend..... | 75 | |
| 5. | Collis, str., Port Townsend..... | 40 | |
| 6. | W. F. Babcock, shp, San Fran'co | 3,403 | |
| 6. | Tyco, str., Port Townsend..... | 91 | |
| 7. | Alden Besse, bark, Kamulul, H. I. | 1,150 | |
| 7. | Wanderer, str., Port Townsend..... | 25 | |
| 8. | Sea Lion, str., Port Townsend..... | 43 | |
| 8. | Tyco, str., Port Townsend..... | 22 | |
| Total..... | | 4,819 | |

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.

NOTE---Purchasers may, if they desire, have their agreements or deeds deposited with their payments in escrow, in any of the Banks of the City of Victoria until ten miles of the railway are cleared and actual construction has commenced. Such construction shall commence before May 1st next.

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

For Prices and Terms Apply to the Following Agents at their Offices in the City of Victoria :

Messrs. MORROW, HOLLAND & CO., J. H. BROWNLEE,
W. H. BAINBRIDGE, PAGE & WINNETT,
A. W. MORE & CO., THE TOLMIE LAND CO.,
JNO. J. AUSTIN,

Or to the Head Office,

HENRY CROFT, 72 Government St.

IMPORTS AND EXPORTS.

DALBY & CLAXTON

Real Estate, Insurance,
Mining & Financial
AGENTS.

AGENTS FOR--

The York-shire 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.

A. LEOFRED,

(Graduate of Laval and McGill)

MINING ENGINEER.

MAIN OFFICE: Quebec. BRANCH OFFICE: Sherbrooke. Montreal, 17 Place d'Armes Hill.

IWNES, MINERAL PRODUCTS.

works and it is claimed that, on account of what such an enterprise would lead towards building up the trade and increasing the importance of the port, the municipal authorities ought to give it a bonus of \$200,000. The *News Advertiser*, however, is opposed to the scheme which it does not appear to think would be productive of the results claimed for it.

Tact is important in the sale of goods. There is seldom a woman who enters a store who has a definite idea as to what she wants. She has got to be suited, and it requires tact many times to please. The goods must be shown in such a way that the lady will believe that her taste is suited. There should be no misrepresentation in doing this. Misrepresentation is not tact. There is a little matter of color that is not just right, or the figure is slightly at variance with her preconceived idea of what she would like, and these little prejudices must be removed. It can be done generally by tact. Have you this faculty, or do your customers leave you many times without buying, simply because you have not been able to make them believe that the goods shown are what they desired?

Uniformity of price is the best in the long run, notwithstanding the temptation to vary. It is such an easy matter to take advantage of the ignorance of unsuspecting customers by charging an excessive profit and so be enabled to underbid rivals when in close and direct competition, that the practice is deplorably common. This sort of thing suggests smartness, and is very apt to trip the young merchant who thinks himself much brighter than he is. Apparently a few dollars may be gained by the method; but in the end it is a crippling loss. The customer who eventually discovers he has been overcharged, or that his purchase was misrepresented, is not likely to go back to the store to make complaint, and he is certain not to return for the purpose of buying. Neither will he advise his friends to do so. The price charged should afford a fair but not exorbitant margin, and customers should be treated impartially.

IMPORTS.

The following is a summary of the quantity, value and duty on imports at the port of Victoria for the month of November, 1892:

| ARTICLES. | QUAN. | VALOR. | DUTY. |
|--|---------|--------|-----------|
| Acids | | \$ 56 | \$ 11 20 |
| Agricultural implements | | 230 | 97 65 |
| Alc, beer & port'gls | 3,015 | 2,327 | 717 12 |
| Animals | | 5,269 | 1,533 20 |
| Books, pamph's, etc. | | 2,753 | 5 7 85 |
| Brass & manuf's of | | 656 | 172 80 |
| Bread-stuffs, etc. viz | | | |
| Grain, of all kinds | | | |
| bush | 888 | 1,086 | 116 76 |
| Flour, brls | 300 | 325 | 673 13 |
| Meal, " | 748 | 1,322 | 281 70 |
| Rice and all other bread-stuffs | | 13,611 | 3,396 55 |
| Candles, lbs | 3,483 | 161 | 112 03 |
| Cheery, lbs | 2,210 | 87 | 89 69 |
| Coal and coke, tons | 41,1820 | 361 | 23 65 |
| Coffee, from U.S., lbs | 12,571 | 2,592 | 377 38 |
| Copper and m's of | | 26 2 | 69 15 |
| Cordage all kinds | | 315 | 67 26 |
| Cotton, manuf's of | | 1,670 | 1,387 43 |
| Drugs and medicines | | 32,754 | 11,335 57 |
| Earthen, stone and Chinaware | | 2,551 | 859 78 |
| Fancy goods | | 1,455 | 471 10 |
| Fish | | 1,912 | 376 79 |
| Fruit, dried | | 5,886 | 1,121 67 |
| Green | | 3,317 | 1,111 21 |
| Furs | | 22 | 5 50 |
| Glass, glassware | | 1,020 | 995 52 |
| Gunpdr, exp sub's | | 3,501 | 1,215 95 |
| Hats, caps, bot m's | | 818 | 215 10 |
| Hops, lbs | 1,321 | 273 | 79 26 |
| Iron and steel m's of jewelry and watches and m's of gold and silver | | 20,231 | 6,633 30 |
| Lead and manuf's of | | 216 | 55 85 |
| Leather and m's of | | 255 | 91 32 |
| Marble and stone and manuf's of | | 3,239 | 778 31 |
| Malt, bush | 1,063 | 470 | 96 68 |
| Metals, composition and m's of | | 770 | 159 45 |
| Musical instrum'ts | | 172 | 200 10 |
| Oils, coal and kerosene, gals | | 574 | 291 25 |
| All other, gals | 25,616 | 5,733 | 1,814 40 |
| Paints and colors | 2,976 | 1,497 | 325 20 |
| Paper and m's of | | 687 | 245 70 |
| Perfumery | | 3,556 | 1,190 37 |
| Provisions | | 23 | 6 90 |
| Bacon hams, etc. | | 8,162 | 1,951 71 |
| Salt, not from Great Britain or British possessions, or for fisheries, lbs | 16,180 | 2 0 | 12 13 |
| Seeds | | 3 8 | 16 30 |
| Silk, manuf's of | | 5,923 | 1,776 60 |
| Soap of all kinds | | 329 | 132 81 |
| Spices of all kinds | | 233 | 68 15 |
| Starch, lbs | 2,328 | 71 | 16 86 |
| Spirits | | | |
| Of all kinds, gals | 5,197 | 8,272 | 11,711 13 |
| Wine, other than Sparkling, gals | 2,850 | 2,352 | 1,903 74 |

ARTICLES.

| ARTICLES. | QUAN. | VALOR. | DUTY. |
|-----------------------------------|--------|-----------|-------------|
| Wines & sparkling doz | 131 | 1,215 | 612 52 |
| Sugar above Noll lbs | 23,405 | 1,018 | 187 24 |
| Sugar candy, etc, lbs | 6,071 | 702 | 321 60 |
| Molasses | 338 | 65 | 23 66 |
| Tea, from U.S., lbs .. | 2,788 | 622 | 62 20 |
| Tobacco and cigars .. | 1,761 | 888 | 1,325 70 |
| Wood and m's of | | 2,000 | 580 65 |
| Woolen m's | | 10,226 | 3,165 80 |
| All other dutiable articles | | 30,768 | 7,233 33 |
| Total dutiable goods | | \$207,166 | \$71,077 51 |
| Free goods, all other | | 22,331 | |
| Grand total | | \$229,800 | \$71,077 51 |

EXPORTS

From the port of Victoria, for the month of November, 1892--the produce of Canada:

| THE MINE. | QUANTITY. | VALUE |
|--|-----------|-----------|
| Coal | 790 | \$ 3,950 |
| Gold dust, nuggets, etc | | 31,222 9 |
| Other articles | | |
| THE FISHERIES. | | |
| Fish of all descriptions | | 1,285 |
| Furs or skins of creatures living in the water | | 2,108 |
| ANIMALS AND THEIR PRODUCE. | | |
| Other animals | | 21 |
| Cheese | 577 | 58 |
| Other articles | | 36,361 |
| AGRICULTURAL PRODUCTS. | | |
| Fruits--green | | 46 |
| Flour of wheat and rye brls | 1,415 | 5,782 |
| Other articles | | 7 |
| MANUFACTURES. | | |
| Wood--m's of all kinds .. | | 20 |
| Other articles | | 1,032 |
| Grand total | | \$ 81,951 |
| Goods, not the product of Canada, for the month of November, 1892: | QUANTITY. | VALUE |
| Animals and their produce -- | | |
| Other animals | | 7 |
| Agricultural products -- | | |
| Other articles | | 37 |
| Manufactures -- | | |
| Iron--pig and scrap, castings, hardware, etc .. | | 163 |
| Boots and shoes .. | 1 | 2 |
| Manuf's of leather .. | | 35 |
| Liquors, spirituous and malt, of all kinds | | 10 |
| Sewing machines | 5 | 125 |
| Wood m's of all kinds .. | | 88 |
| Other articles | | 3,781 |
| Miscellaneous articles .. | | 774 |
| Coin--gold | | 2,127 |
| " --silver | | 1,637 |
| Grand total | | \$ 9,159 |
| Total exports of all kinds | | \$ 91,110 |

COMMERCIAL SUMMARY.

Edward Farrer is working for the *New York Tribune*.

A real estate boom has struck the Canadian side of the Niagara river.

Spain has decided to make a fitting display at the Chicago World's Fair.

Brantford is excited over the disappearance of J. H. Simmons, a grain merchant.

A Panama despatch says: The first rubber mill in Colombia is now being erected in Bogota.

M. Hannan & Co., wholesale cheese and produce dealers, of Montreal, have failed. Liabilities, \$115,000 to \$120,000.

Eleven thousand barrels of apples have been shipped from Port Elgin this fall for England, and the United States.

The private bank of O. P. Bills & Co., Tecumseh, Mich., has closed its doors. The failure is believed to be a serious one

A Boston despatch says the importers of mother of pearl have begun proceedings to test the section of the McKinley bill which imposes a duty of 40 per cent ad valorem on "articles, cut, ground, sawed or manufactured."

The Panama Canal investigation has developed some wonderful things. It is shown that the promoters of the enterprise bought up almost the entire press of the French capital and that the amount of picking and stealing done was something immense. It has caused a change of government and the end is not yet.

Both Nanaimo and Vancouver are agitating the subject of a dry dock. The latter has appointed a committee to consider the subject and, if deemed desirable, to aid and assist the gentlemen who propose to undertake such a work. In Vancouver, certain private individuals talk about a contemplated expenditure of a million and a half on the necessary

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

VICTORIA, TUESDAY, DECEMBER 13, 1892.

A BUSINESS COUNCIL.

We are well pleased to notice that something definite has been done in the direction of securing business men as candidates for positions in the City Council at the coming elections. From time to time, the BRITISH COLUMBIA COMMERCIAL JOURNAL has pointed out how much disadvantaged the city of Victoria has been by the presence on the Board of Aldermen and even in the occupancy of the mayor's chair, of gentlemen who, however worthy they might be as individuals, were possessed of none of those qualifications which should fit them to do that particular class of work which it is the function of a town council to handle. Possibly there is not a single gentleman doing municipal duty to whom exception could be taken in his private capacity or in the department of business which he follows; but, unfortunately, that is not sufficient warrant for his presence in the public body of which he is a member. Men of sound business ability are wanted at this particular when there are so many issues that require men of the highest skill and business capacity.

The affairs of a city like Victoria want the same kind of attention that a merchant pays to his own concerns. There is just as keen, if not keener, financiering to be done as many a man has to put forth when he requires to raise the wind to meet his payments. For lack of this, Victoria has, in one way or another, had to pay more for monetary advances than recent transactions have shown that she ought to have done; while though we neither charge nor even insinuate speculation on the part of any one, public funds have unquestionably found their way into channels that were altogether improper ones. Purchases for the city have many of them not been made as advantageously as they might have been. It has been the public which has had to pay, and what's the odds? There has been any amount of talk out of all proportion to the work accomplished, and political and sectional controversies have combined to make the civic debates long-winded and altogether unprofitable. In a word, few business qualities have been displayed upon the floor of the Council or in the committee rooms.

There are one or two good men on the board, but what are they when their votes have had to be counted against the majority against them? They have been powerless, and therefore have been unable to carry out their desires. All this must

be changed, and it is to be hoped the Citizens' Committee will be successful in effecting the much-needed and long-talked-of reforms.

EDITORIAL COMMENT.

ESTIMATES say that the output of coal this year in the United States will be 42,000,000 tons, and that the public will have to pay about \$32,000,000 more than the average prices of recent years, for it is owing to the manipulation of the coal combine. And this is how the long-enduring public have been and are being compelled to suffer both in Canada and the United States on account of the practical monopolies that have been created under an improperly adjusted system of high tariffs.

As showing the favor with which Canadian investments are regarded by insurance companies in the United States—some of them indeed holding substantial securities in this province—it is to be noted that the New York Life Insurance Company has advanced \$300,000 to the Montreal Board of Trade on their first mortgage bonds, which bear $1\frac{1}{2}$ per cent. interest and run for thirty years.

ACCORDING to official statements, the railroad capital of Canada in 1890 amounted to \$786,417,812, or compared with that of the chartered banks, only about one-thirteenth as much. In 1880 the amount of fire insurance was \$101,909,431 less than the railroad capital, which is all the time increasing, and, moreover, has not been watered in any way like that of the railways in the United States. Canada stands sixth on the list of railways having the greatest total length of lines, there being, unless we are mistaken, no more powerful organization in the world than the Canadian Pacific, with its branches, subsidized lines, and steamship companies. In 1880 Canada had 13,256 miles of road in operation, with a train mileage of 41,819,320, the earnings of her roads being \$16,813,826, with working expenses of \$32,913,350, or a balance on the side of revenue of \$13,900,476. Canada's first railway was established in 1826, she being the seventh country to establish a steam car service.

THE trustees of the New York Life Insurance Company having refused to pay the pension of \$37,500 voted to ex-President Beers, in February last, it was mutually agreed to refer the case for the decision of the New York Supreme Court. The decision of that competent authority is that the pension contract not being for a stated term, but for life, was beyond the powers of the trustees, who, if they had power to make a life contract with Mr. Beers, had the same right to make similar contracts with every clerk and other employes of the company, no particular board having the right to forestall the action of subsequent boards. Moreover, the compensation was clearly intended for services already rendered, for which the recipient had received \$75,000, and not for adequate service to be performed. Neither could Mr. Beers be a party to a contract with himself. Though not acting as trustee, he was present and the presiding officer of the board when the contract was

made. In fact, the contract was *ultra vires*, against public policy, and a violation of the rights of policyholders in a mutual company.

It is manifest that some people are in earnest in their exertions and endeavors to make all there is to be had out of the advantages with which nature has endowed this Northern Pacific coast. The other day, it was announced that the Oriental steamer Victoria had experienced difficulty in getting alongside the wharf at Seattle, and almost simultaneous with this came the news that certain parties there had pooled water front property aggregating 540 feet frontage to build a big ocean steamer dock, with hydraulic machinery for hoisting freight, railway tracks and a wharf enabling cargo to be transferred from the boat direct to the cars. Moreover, to show the determination of the people concerned not to allow the grass to grow under their feet, it is further stated that work is to begin at once. We may readily, and advantageously, too, take a few leaves out of the book of our Seattle and Tacoma neighbors, the former of whom especially have been energetic in getting over difficulties and natural obstacles that many would have supposed that it was impossible to overcome. Tacoma's people had and still have the idea that theirs is "the city of destiny;" nevertheless those of Seattle have not only given to but have practically earned for their headquarters the proud name of the Queen city of the Sound.

WITHIN the last few days, both Nanaimo and Vancouver have been again talking dry dock, which they insist they must have, not being prepared, as they say, longer to put up with the inconvenience of the old fashioned method of beaching any vessels that require to be overhauled and attended to. Judging from official, or rather semi-official statements, the Esquimalt graving dock, though a wonderful convenience and an institution we would not do without, is not a paying enterprise. It may be that the long periods during which it has been occupied by Her Majesty's ships of war have prevented the trade realizing all the benefits which might have been gained from it, but it is certainly open to question whether there would be any money in even one rival enterprise whether at Nanaimo or Vancouver. There is no utility in our casting cold water on either of the prospective enterprises; they will stand or fall upon their merits and be inaugurated as private undertakings with municipal assistance according as their merits commend them or their necessity makes itself felt. It would seem that there are private parties who are not indisposed to invest their money upon certain conditions, and, as business men, it is not to be supposed that they will embark their resources in a haphazard sort of way.

MEANTIME the enterprise of our neighbors ought to have its influence upon parties in Victoria who are interested in shipping. One of them, Mr. R. P. Rithet—to his high credit be it said—has been somewhat ahead of his times and has given a lasting monument of his foresight-

edness in the Outer Wharf, which is second to nothing of the kind on the Pacific Coast. At it the largest vessels can comfortably and safely lie, the entire institution being a standing advertisement for Victoria as an ocean port. Numerous approaches have been made to the Dominion authorities urging the necessity of harbor improvements at the public expense. These were comparatively unheeded; but upon the principle that God helps those who help themselves, Mr. Rithet went to work and the result was that the Dominion Government made an appropriation for the work which he had undertaken, and probably if others would go and do likewise they would not find that they had gone astray.

It is announced on the authority of General Superintendent H. Abbott, and Mr. Marpole makes a similar statement, that the C. P. R. fully realize the necessity of providing better facilities for reaching the Kootenay country and assisting to develop its wonderful resources. Neither of them, however, were prepared to say what was likely to be done until after having consulted with President Van Horne. It is, moreover, stated that the well known American capitalists the Rockfellers, of Standard Oil notoriety or, as some would say, fame have largely interested themselves in the Great Northern group of mines in the Lardeau County having, it is said, secured the Great Northern, the largest body of galena ore yet discovered in that section. We like to see men of means interested in our concerns, but we cannot forget that in not a few cases investments of a certain class of capital have been a curse instead of a blessing, inasmuch as it has frequently been the means of locking up valuable resources until such times as it may have suited the interests of rings or combines to allow them to be developed and realized upon without let or hindrance. We trust, however, there will be no such outcome in this case.

MANY of our readers have not unfrequently seen a little dog which has attempted to thrash a big one, or who having come into contact with one individual has been forced into a corner, where all that there is for him to do is to show his teeth and snarl. Outside of his references to departmental matters, almost the whole of President Harrison's latest message is a discontented and dissatisfied snarl. He exhibits himself as a thoroughly well whipped hound. He had much that was really satisfactory and encouraging upon which to congratulate the people whose ruler he is, but the little that he did in that way was done so ungraciously and withal so meanly, that many Americans would be surprised to learn how small a man had been at the head of their affairs; but would be glad to congratulate themselves upon the fact that his tenure of office had been brought to an end. How keen Mr. Harrison's disappointment is at having been so ruthlessly rejected one may well imagine; but he and those by whom he is advised and instructed failed to discover the way the wind was blowing and to govern themselves accordingly. They did not know enough to come in

when it rained, and with Governor McKinley and all his works got left out in the storm.

The Trade Review of Montreal has an article on Mining in which it observes that, while the development in Canada has been slow, it has reached a point to which few who have not followed it can realize it has attained, and there is every indication that the movement of capital towards this industry will in the near future be more rapid and satisfactory still. It says "There is not in the world a rival to Canada in the extent of her coal fields and their thickness of the strata; while we are no longer restricted to the bituminous beds of the Maritime Provinces but have anthracite deposits upon the Pacific coast and reported finds elsewhere, as well as lignite in the Northwest. Gold and silver, nickel, antimony, arsenic, are all found in well known districts; while lead ore is to be had of excellent quality in the rich lodes of British Columbia and elsewhere. In gold and silver we may not, perhaps, have the natural wealth of the United States, although, from present appearances, districts in British Columbia promise to excel the most noted centres of Montana, Colorado and Idaho in silver at least."

THE Newfoundland sealers, according to published reports, have had an unusually successful year. It is besides stated in the reports from which this is taken that "recent legislation circumscribes the dates of sailing and bearing up from the fishery; sealing each year being practically confined within a period of six weeks. The inference from the two statements is obvious. It is that this legislative circumscription has been beneficial. Even British Columbia sealers—at least many of them would not be prepared to deny that a certain amount of circumscription on the North Pacific would also be beneficial, but they have naturally and very properly objected to the United States' assumption that they owned the seal fisheries and it was within their right to license certain parties to take seals almost whenever they pleased; but that other sealers were poachers upon their preserves. It is here and on this account that the friction has arisen between the two countries, and but for the moderation and conciliatory attitude of Canada and Great Britain as contrasted with the peremptory arrogance of the United States, the question would never have been submitted to arbitration. That arbitration it has time and again been sought to prejudice in the interests of our neighbors who will only have themselves to thank, should their endeavors prove to be a boomerang that shall drive them out of court a very much worsted party.

GOVERNOR LYMAN KNAPP of Alaska is reported to have stated, in an interview at Port Townsend that he believed that, in the forthcoming arbitration, the United States would emerge very much worsted. Nevertheless, he, in the same breath, said that the ultimate fate of the seal will be extermination and that the United States should do the same as Russia. Moreover, he is of the opinion that the seizure of the Coquiltam by the Corwin will result in an

international dispute. He glibly advocates the seizure of all vessels found "illegally plying the sealing vocation in or about "our sealing grounds." In the first place Mr. Knapp should remember that it is yet an unsettled question where are the United States sealing grounds if, indeed, any such grounds are in existence, and on this account what may be termed "illegal sealing" is not as yet defined. Indeed, until this is settled by the Behring Sea Commission by whose findings the American authorities have bound themselves, the Washington Government cannot say, in the expressive words of Mr. Knapp, "seals are my property." Russia herself is not certain as to her own position, for the last has not yet been heard—unless the Americans are among the most abject cravens, and the same remark be shown to be applicable to the British Government—of the high-handed action of Captain de Levron and the cruiser *Zabiaka*. If the ultimate fate of the seal is extermination, the United States authorities have to assume a good share of the responsibility, the individuals to whom they have given special charters and the companies they have endowed with peculiar privileges have not only killed off the seal, but have ruined, and demoralized, and are killing off the native Aleuts, whose interest in the seals was not one of merchandize, to be realized upon as long as they lasted, but that of their very lives under the peculiar conditions of their existence.

If the United States are to come out of the arbitration "very much worsted," it will not be for them to say, "thus far and no farther," to the seal hunter. They will, we believe, be adjudged to have assumed and exercised an authority to which they are not entitled and to the proofs of whose legitimacy they hesitated to come like the common burglar and bold highwayman whose might constitutes his right, and who is never prepared to come to the Courts of Justice until he is dragged there. Common decency—the matter being *sub judice* should have prevented the Governor of Alaska from giving utterance to opinions like those with which he is credited, particularly when he is forced to admit that "in the coming arbitration negotiations the United States will emerge very much worsted." As to the United States claim to jurisdiction twelve miles from shore which Governor Knapp seems to have endorsed, as a Vermonter—a next door neighbor of the New Englanders, who with the assistance of the Washington authorities dispute Canada's three-mile claims on the Atlantic coast—what has he to say in regard to rules that do not work both ways? Americans, it would appear, base their latest pretensions in the Coquiltam case on the fact that the three miles used to be the greatest range of British cannon, and was therefore set down as the limit, but that now American guns can cover twelve miles. Are not John Bull's arms just as effective as those of Uncle Sam? Have the Americans any guns on the Pacific or elsewhere of longer range than those of H.M.S. *Warpite* or of the flagship that is to take her place, or, indeed, of the *Melpomene* which for the time being carries the Admiral's pennant? Here again we have another instance of Yankee dodging and quibbling.

NOT AN EASY TASK.

When you talk about well posted grocers, did you ever pause to consider the number of articles handled by a grocer, and the necessity for him to understand the merits and variation in quality of each and every one of them? The well posted grocer is a regular encyclopedia of knowledge on food products. He has to run up against the department men in the wholesale houses, who give their whole attention to one particular line, and who are not presumed to interfere with each other. To hold his own he has to cope with the knowledge of men who are specialists in their line, the managers of the coffee, cigars and tobacco, etc., canned goods and fancy groceries departments. Those who think this is an easy task are in error. The successful retail grocer deserves credit for holding his own.

THE COUNTRY STORE.

An Eastern exchange says: "The country store may be passing away in some localities, especially in the immediate vicinity of the large cities, but if so, it is being transplanted to some virgin soil. A trip through the rural districts anywhere will show the country store to be as numerous and prosperous as ever, although the city grocers are making raids on its reserves by sending out solicitors in wagons. There is evidently a mistake somewhere in the statement that the country store is passing away. What is called the country store in the east is better known as the general store in the south and west, and it can be said that there never were as many general stores as there are now. Indeed, the methods of the country trader are coming to be quite generally adopted by the city stores, and there are many localities in which trade lines cannot be sharply defined. The farmer who has to drive in a long distance does not always want to run from store to store, but prefers to make all his purchases of one merchant, thus avoiding a duplication of accounts as well as a loss of time. The country store will exist and flourish as long as farmers continue to follow the pursuits of agriculture."

A MOVE ON THE ENEMY.

Every business man has enemies that he must contend with daily, and his success depends on the result of his effort to win in spite of them. There is the enemy of bad credit. It makes its appearance almost every day in every store in the land, and the question is as to what the merchant will do about it. If he yields to this enemy he is admitting to his business a foe that will sooner or later down him and make him a prisoner to failure. There is the enemy of delay in purchasing goods at the proper time, and these figures in every stock more or less. Careful attention should be given this important matter so that sales will not be lost by not having goods in stock.

There is the enemy of over-stocking, and this is a bad fellow in trade. He eats up profits with avidity and leaves the merchant to care for a pile of goods that

are soon out of season and counterworn. How many merchants there are who suffer from this enemy. They do not seem able to withstand the pleas of the salesman to buy, and they allow themselves to be led into the trap, only to suffer later.

There are more enemies of this character but it is not necessary to name them. The question is what are the merchants going to do about it. There is necessity of a common move on the enemy. There are scattering instances where the enemy has been defeated all along the line, but how few the cases where the dealer is entirely free from the enemy in some of these lines. It is an important matter, and should receive his careful attention. There is danger in letting any of these things get the upper hand in business. The record shows that they wreck more firms in a year than any other cause, and almost more than all other causes.—*E. C.*

HOW TO BUILD UP TRADE.

To make trade or to attract business requires a carefully and well-selected stock of goods suitable to the wants of the people whose trade you are seeking.

"Sell your goods for just what they are—weave, weight, style or quality. Do not call a well known fabric by a new name. Let the public know who you are, where you are and what you have to sell. See that your prices are moderate and that your customers get honest value for their money. Never deceive anyone in order to make a sale. Impress this upon your clerks and sales force. When they deviate from it, censure them, and, if they repeat it, discharge them. When you do this, it will be a question whether you will keep your trade or clerks. Do not, however, force this rule on your clerks and not keep it yourself. When you do this, you lose the confidence of your clerks and also your trade.

Lay down this rule for fair, square dealing in all things and adhere to it. Follow this out and you will soon gather customers who will stand by you. The reputation of a merchant for honesty, for having a choice stock and being abreast of the times in styles and fashions assures his success. Keep your goods well displayed in your windows, on your shelves and counters. Have neatness, cleanliness and attractiveness appear in everything in your store. Show your customers that you have a well selected stock, and that it is always fresh and clean. The first and last thing to always keep in mind is to please the ladies. Cater to them, and you will not only increase your trade with them, but draw the trade of men also. Polite and persistent attention to the wants of ladies is sure to win in the retail dry goods trade, no matter where your store is located.

James E. Ostrander, late treasurer of the Ulster County, N. Y., Savings Institution, has been found guilty of perjury and sentenced to seven years' imprisonment at Dannemora.

The Hamilton Woollen Company of Amesbury, Mass., has increased the wages of all employees, except spinners, seven per cent. The spinners were given an increase of ten per cent., recently.

A TRUE STORY.

In a recent issue of the *Storekeeper*, of Sydney, Australia, appeared the following: "Between buying and selling, lies the uncertain, treacherous ground, full of pitfalls for the unsophisticated trader, and not without its dangers even to the experienced man of business. The best customers in a district are always chary of shifting their account from one storekeeper who has served them well to a new-comer of whose ability, appearance and antecedents they know nothing. And even where considerations of personal convenience induce them to transfer their custom, they naturally expect the usual credit, which a beginner cannot afford to give so readily as his established rival. All the "bad marks" in the neighborhood, the shrewdness of whose purses are well known to the other storekeepers, and who consequently insist on cash down, will, in all probability, flock to his store and gladden his heart with substantial orders, for which, however, they will never pay until sued, and even then, though the luckless trader may obtain a judgment against them, in all probability, he will get nothing else.

"Meanwhile, the weeks slip past. The original stock has been reduced somewhat by credit transactions, but the cash takings have been miserably small, barely sufficient in fact to meet the current expenses of the business. The promissory notes given in good yet foolish faith to the various firms are nearly due, so he makes a desperate attempt to collect his accounts. A few of his customers are offended by his request and withdraw their custom, a few pay, but the majority request him to call again or promise to attend to the matter in a day or two. Meanwhile, certain stocks there has been a demand for have had to be replenished; other lines for which a ready sale had been anticipated remain unsold and are becoming unseasonable. The wholesale houses, or their travelers, are accommodating and his additional orders are executed promptly. Then comes the fatal fourth. His available funds are inadequate to discharge a moiety of liabilities and he is obliged to request assistance, which is granted, somewhat to his surprise. But from that day forward his life becomes a burden; he is constantly pressed for "something on account;" travelers are no longer angels, but spies in disguise, his orders are not filled with that promptitude and exactitude his employer was accustomed to. Why continue the recital? Staggering beneath an accumulation of debt and hampered by want of cash, he finds it is a blessed relief to summon a meeting of creditors, assign his estate and recommence life behind the counter."

The customs returns for the month of November for the port of Toronto show an increase compared with the returns for the same month last year of \$8,977.51. The inland revenue returns show an increase of \$10,157.

The Stone City Bank, a private concern at Joliet, Ill., which was thought to be solid, has suspended payment, owing to a run. The failure is a heavy one, deposits ranging from \$100,000 to \$500,000. H. Fish & Sons owned the bank.

ARE BUSINESS PROFITS TOO LARGE?

Attempts at co operation thus far have generally shown a strong if not fatal tendency to failure because of the difficulty of commanding the requisite skill and faithfulness in management. Co-operators are not willing to pay the price for service which their business needs in order to succeed. They always stand on the theory that the men who conduct great enterprises get too much for doing the business and operatives too little. In course of time, and usually not very long time, their scheme goes down. This is because in the nature of things no hired person on a salary of fixed amount will all the time keep his wits alive and study into the small hours of the night devising ways and means to make money for other people. They propose in their constitution to take from capital and skill a portion of the profit that has usually been accorded to them and give it to labor; but after thousands of experiments during forty or more years of good business in this country there is hardly a single case of such undoubted success as to warrant the assertion that demonstration of feasibility has been attained. The combined skill of all the co-operators in half a century has produced no concern of magnitude. The almost uniform failures seem to prove that great management must have great compensation, and in endeavoring to get the skill without the pay the co operators' dream has come to naught.

Now, this is equivalent to saying that the world finds its business can be done at less cost than by co operation. The latter fails because it is undersold and unable to compete with such skill as gets the better pay. Had Commodore Vanderbilt been content with the salary of a steamboat captain he would never have developed into a great business man and railroad manager. The prospect of great emolument brought into exercise great powers, so that he cheapened transportation in an astonishing degree and yet made money to an astonishing amount. The people who saved four or five dollars in a round trip between Boston and New York, and the people who got their barrel of flour twenty-five cents less because he ran a railway to Chicago, enjoyed the sensation at that time, but, when they saw his fortune, could not refrain from tears to think of the merciless robbery they suffered at his hands. The thing happened and succeeded, not because Vanderbilt was a robber, but by virtue of his giving better terms to people who had to travel and had to eat bread. His inducements were such that he got the business. Suppose he and some others of the same kind of enterprise had not come upon the stage, what would have been the result? Evidently the old ways of business would have continued. We would still be going to Buffalo on canal boats and creeping along the streets of our cities in dilapidated omnibuses, still be doing our journeying in stage coaches over dusty roads and tedious hills at a great sacrifice of time, money, comfort and strength.

The enterprise of the money makers has profited everybody else by exciting produc-

tion and accumulation. The money makers have taken pay, not out of labor, but out of the increased production and savings which their efforts have secured. Individuals have sometimes suffered. The omnibuses were killed when the horse car came, and A. T. Stewart did the business of a hundred small shopmen; but the people at large saved time in getting where they were compelled to go in one case, and got what they wanted at less cost in the other. The street railroad makes ten times the money that the stage did, and the people save money and time. The people can do better by buying of Stewart, and therefore they buy. They enriched him to the tune of thirty millions, clean cash. This is a great fact; but it does not show great robbery. It may show the very opposite.

Stewart was in business for about forty years, and for many years sold twenty millions of goods per year. Had he sold but fifteen millions per year at a profit of five per cent., and invested the profit with his usual sagacity, he would have been worth more than thirty millions at the end of his forty years. That he left but thirty millions proves that his profit was not over five per cent. on the average. The margin for labor to gain from is, therefore, in the neighborhood of five per cent., because Stewart has proved that the ordinary man can not part with more than that and continue business. In other words, business stops when the margin goes down much below that rate.

There are some lines of business in which the profit is at times more than five per cent., but, in the long run, the average can not amount to more than that. Competition increases from year to year, and profits tend downward all the time; consequently, it takes more talent and energy to make fortunes now than it did a few years ago. It is not so easy for a laborer to become a boss as it formerly was; and as the chances for rising to boss-hood grow less, the hatred of bosses increases. This is a symptom of discontent, and an evidence of the unreasonableness of the philosophy which is at the bottom of the schemes for relief. Capital must be paid, skill must be paid, and, if they are each paid but two per cent. of the accruing profits, one per cent. only remains for labor to get as its share; and this to the laborer whose wages are one dollar a day would amount to but three dollars per year. That is something, to be sure, but as a means of elevating the laboring classes is of no account. J. R. Mann, in the *Popular Science Monthly* for November.

Goods that are in brisk demand pay the best profit. Such as accumulate dust may be marked at a heavy advance on cost, but they are not profit gatherers. Large sales, quick returns, ample profits follow the sale of goods that move briskly. There is an art in making goods which ordinarily move slowly go out freely. Some articles sell themselves, but most lines need pushing. Fancy groceries are as fond of public admiration as a vain person. Why then place them out of sight on rear shelves or unobscured places? Keep them where people are forced to see them.

PROTECTIVE DUTIES.

It is understood that prior to the next meeting of Parliament the Government propose to consider the principles and the interests involved in the tariff, the object being not to, in any way, increase the burdens which it imposes upon the consumers of manufactured articles, the idea being that any branch of Canadian production which cannot live under the protection now afforded is unworthy of being continued, was in fact of premature birth and is unable to live. It is, indeed, said to be the wish of the Government as a whole to reduce as far as possible the existing duties so as not to give the people reason to groan under their burdens as the people of the United States are now doing under the oppressive McKinley tariff, whose sole effect has been to make the rich richer and the poor poorer.

As concerns British Columbia, we notice that the special claims of our miners to have their tools and machinery brought in free of duty are again being advocated. This, it is claimed, would not be an injustice to any one while it would allow him the use of all his capital to develop his mines. In this instance it is urged that the taking off the duty would form just as effective a mode of protection as putting it on as in others. Against this idea it has been urged by a newspaper correspondent that "we ought to give ourselves a chance first" and this declaration is supplemented by the remark, "I knew for a fact, though in no way connected with them, that the B. C. Iron works, of Vancouver, are going in heavily for the manufacture of mining machinery. It is the slight impost of duty that will enable them to do this. They employ a great many men, and with the development of the mining country will probably employ still more. Besides others may wish to assist in that way in our development—at any rate, the chance is there, but take the duty off and this infant industry is throttled right there."

This is all very well, on the general principle, but when there is only the one concern interested, the effect might be to build up a monopoly that would do just as much to handicap mining as does the existing difficulty on account of the high duties at present imposed on the miners plant and outfit. Our true protection is for the present free trade in mining machinery, and by reason of our distant and isolated position free trade in most of the articles that we can secure is the policy that ought to apply.

■ The mortality returns for Toronto for the month of November show a decrease of 55 compared with the corresponding month last year.

The distress among the large number of idle sailors in the port of San Francisco has driven many of them to illicit means of subsistence and petty thefts from the boarding-houses are daily reported.

The very opposite of the experiences of Victoria, the public market at New Westminster is declared to be an unqualified success. But here we depend on the Chinamen. There the Fraser Rivers farmers are their purveyors.

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 | \$163,451 | ..... |
| Br bark. | Glenarry | 892 | Davidson. | Nov. 3 | Westminster. | Liverpool.. | 37,352 | 186,799 | ..... |
| Br bark. | Chill | 678 | McKenzie | Dec. 12 | Victoria..... | Liverpool.. | 30,092 | 163,061 | ..... |
| Br bark. | River Ganges | 612 | Budge | ..... | Victoria..... | London..... | ..... | ..... | ..... |
| Br bark. | The Frederick | 812 | Amoro | ..... | Victoria..... | London..... | ..... | ..... | ..... |

B. C. LUMBER FLEET, 1892.

| FLAG. | NAME. | TNS | MASTER. | SAILED. | FROM. | FOR. | CARGO FT. | VALUE. | ARRIVED. | RATE. |
|------------|------------------|------|----------------|----------|----------------|-----------------|-----------|--------|-----------|--------------|
| Br ship. | Athlon..... | 1571 | Dexter..... | Jan. 5 | Vancouver..... | Adelaide..... | 1,495,128 | 8,265 | March 18 | 47s Gd |
| 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 | 751,921 | 7,781 | April 23. | 50s |
| Br ship. | Angerona..... | 1215 | Anderson | Feb. 26 | Vancouver. | Valparaiso | 831,597 | 7,045 | May 20 | 42s Gd |
| Nor bark. | Czar | 1321 | Christophers'n | March 1 | Vancouver. | Adelaide | 1,092,611 | 10,476 | June 7 | 57s Gd |
| Nor bark. | Agnes | 841 | Hofgaard | Feb. 20 | Chemainus | Antofagasta | 602,509 | 6,413 | June 11 | 40s |
| Nor ship. | Katharka | 1163 | Klevnberg. | March 12 | Vancouver. | Melbourne | 1,228,225 | 9,251 | May 28 | 60s |
| Chil bark. | India | 934 | Funke | Feb. 22 | Vancouver | Valparaiso | 883,291 | 7,018 | May 10 | owners ac |
| Br bark. | Glenbervie | 890 | Groundwater | March 21 | Vancouver. | Iquique | 631,510 | 7,629 | June 9 | 37s Gd |
| Br ship. | British India. | 1199 | Lines | March 31 | Vancouver. | Valparaiso | 883,291 | 9,315 | July 11 | 37s Gd |
| Am schr. | W. H. Talbot | 776 | Blumh | March 14 | Vancouver. | Tientsin | 1,024,876 | 10,272 | May 23 | 67s Gd |
| Am schr. | Reporter | 753 | 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 28 | 47s Gd |
| Br bark. | Mistletoe. | 821 | Smith | April 21 | Vancouver. | Wilmington | 70,735 | 7,486 | Aug. 31 | \$16 00 |
| Br bark. | Craigend | 2218 | Lewthwaite. | April 18 | Vancouver | Iquique Callao | 1,848,000 | 19,351 | July 11 | 27s Gd & 30s |
| Br barkth. | Toboggan | 656 | Porter | May 29 | Vancouver. | Wilmington. | 632,828 | 9,230 | Sept. 11 | \$15.00 |
| Br bark. | Theomythie | 918 | Winchester. | June 2 | Vancouver. | Yokohama | 328,376 | 8,919 | July 22 | Private.... |
| Nor bark. | Fritzo | 1678 | Rolfson. | May 29 | Chemainus. | Melbourne | 483,124 | 8,672 | Aug. 5 | 45s |
| Br ship. | Burnah | 1617 | Newcombe | June 2 | Moodyville. | Valparaiso | 1,280,359 | 9,883 | Aug. 21 | 35s |
| Br ship. | Crown of Denmark | 2029 | Smith | June 21 | Vancouver. | Melbourne | 1,850,725 | 15,135 | Sept. 23 | 37s Gd |
| Nor bark. | Ursus Minor. | 795 | Johnson. | June 1 | New Westmr. | Sydney | 481,214 | 4,333 | Aug. 3 | 37s Gd |
| Br ship. | Earl Granville | 1149 | Flack | June 16 | Cowichan. | London | 853,337 | 12,333 | Nov. | 62s Gd |
| Chil bark. | Antoniaetta | 929 | Stack | June 27 | Chemainus. | Valparaiso | 839,358 | 9,915 | ..... | owners ac |
| Ger bark. | Palawan | 967 | Van Heuvel. | July 8 | Vancouver. | Iquique | 688,231 | 7,521 | ..... | 33s 9d |
| Chil bark. | Leonor | 801 | Jenatsch. | July 8 | Moodyville. | Valparaiso | 637,375 | 6,529 | ..... | owners ac |
| Chil bark. | Guinevere | 929 | Glemmie. | Aug 6 | Chemainus. | Valparaiso | 762,062 | 7,612 | ..... | owners ac |
| Am bktn. | Robert Sudden | 383 | Chilberg | Aug. 3 | Vancouver. | Valparaiso | 771,140 | 8,797 | Nov. 27 | 40s |
| Chil ship. | Hindustan | 1513 | Walsh | Aug. 7 | Moodyville. | Valparaiso | 1,272,282 | 11,471 | ..... | owners ac |
| Br bark. | Zelina Gowdy | 1065 | Manning | Sept. 5 | Vancouver. | Wilmington | 532,218 | 10,125 | ..... | \$13.00 |
| Chil ship. | Ataenna | 1225 | Caballero. | Aug. 21 | Moodyville. | Valparaiso | 994,491 | 9,989 | ..... | 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 | 451,900 | 9,287 | Nov. 8 | owners ac |
| Am schr. | Robert Searles | 350 | Piltz | Sept. 8 | Vancouver | Port Pirie. | 815,321 | 5,992 | Nov. 23 | 41s 3d |
| Am ship. | George Skollfeld | 1256 | Dunning | Sept. 20 | Vancouver. | Valparaiso | 331,316 | 5,781 | ..... | 40s |
| Chil bark. | Lake Lemau | 1075 | Bozzo. | Sept. 22 | Moodyville | Valparaiso | 763,829 | 6,610 | ..... | owners ac |
| Br bark. | Seamwell Bros. | 1218 | McFarlane | Oct. 15 | Vancouver | Wilmington. | 907,554 | 11,773 | ..... | \$11.00 |
| Am schr. | Alice Cook | 782 | Penhallow | Oct. 5 | Vancouver | Sydney | 319,840 | 3,338 | ..... | 30s |
| Nor ship. | Morning Light | 1316 | Johansen. | Nov. 3 | Vancouver | Liverpool | 309,193 | 20,000 | ..... | 58s 9d |
| Br bark. | Columbus | 624 | McIlmish | Nov. 16 | Vancouver | Adelaide | 355,729 | 4,529 | ..... | 37s Gd |
| Am schr. | Lyman D. Foster. | 739 | Dwyer | Nov. 5 | Moodyville. | Sydney | 825,858 | 7,829 | ..... | 30s |
| Nor bark. | Beni Bangs. | 1118 | Bohnness | ..... | Vancouver | Halifax. | ..... | ..... | ..... | 48s 3d |
| Br bark. | Fernbank | 1338 | Road | Nov. 25 | Moodyville. | Valparaiso f.o. | 500,390 | 4,728 | ..... | 36s 3d |
| Br bark. | Grammere | 1246 | Carter | Dec. 12 | Vancouver. | Valparaiso f.o. | 911,688 | 10,570 | ..... | 36s d |
| Am ship. | Edward O'Brien | 1125 | Taylor | Dec. 10 | Vancouver. | London. | 1,257,025 | 15,000 | ..... | 50s |
| Br bark. | Geo. Thompson | 1125 | Young | Dec. 9 | Westminster. | Sydney | 806,338 | 7,844 | ..... | owners ac |
| Br bark. | Mark Curry | 1226 | Lj-well | ..... | Vancouver | Cork, I. K. | ..... | ..... | ..... | 52s Gd |
| Nor bark. | Fortuna | 1522 | Mikelsen | ..... | Moodyville | Valparaiso f.o. | ..... | ..... | ..... | 36s 3d |
| Br ship. | Aleona | 929 | Black | ..... | Vancouver. | Port Pirie | ..... | ..... | ..... | Private.... |
| Nor bark. | Fritzo | 1678 | Rolfson. | ..... | Vancouver. | Valparaiso | ..... | ..... | ..... | 36s 3d |
| Am bark. | Colorado | 1636 | Gilson. | ..... | Cowichan | Valparaiso f.o. | ..... | ..... | ..... | 37s Gd |
| Br bark. | Highlands | 1236 | Owen | ..... | Vancouver | Montreal | ..... | ..... | ..... | Private.... |

FOREIGN COAL SHIPMENTS.

The following are the foreign coal shipments for the month of November:

| | |
|----------------------|--------|
| New V.C. Co..... | 29,025 |
| Wellington..... | 16,628 |
| East Wellington..... | 3,396 |
| Total..... | 49,049 |

It is announced by the *Financial Times*, of London, that the Grand Trunk has decided to replace the Victoria Bridge across the St. Lawrence at Montreal by a new and modern structure. The bridge was built thirty years ago, is two miles in length, cost about \$5,000,000, and contains 10,500 tons of iron and 3,000,000 cubic feet of masonry.

It is stated that General Booth of the

Salvation Army is about to organize a Salvation Army Industrial insurance company. Having already established a bank and announced sundry other earthly projects, it would appear that the distinctive work which, has heretofore amply justified the existence of the army, is very much in danger of being neglected. Running banks and insurance companies is scarcely a part of the work falling to the world's would be evangelizers. Moreover, it would almost seem as if the redoubtable General was not unlikely to burn his fingers by having too many irons in the fire, published figures in connection with his "Darkest England Scheme" having shown so far it has cost \$925,000,

of which amount he has only received about \$600,000, the deficiency being in the vicinity of \$325,000, which has so far been tided over by temporary loans. People devoted to the furtherance of active demonstrative religious work such as that which General Booth has undertaken cannot possibly—to do it justice—do more than see to the almost daily requirements of their workers. Elsewhere it has been claimed, and with apparent reason, that some of the Roman Catholic orders have entrenched, under specially favoring conditions, upon the business sphere of operations to the detriment of the latter and certainly not, it is claimed to the benefit of their legitimate work.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

| FLAG. | NAME. | TNS. | MASTER. | SAILED. | FROM. | FOR. | CONSIGNEES OR AGENTS. | DAY'S OUT. |
|------------|---------------------|------|-----------|----------|------------------|----------------|---|------------|
| Chil. bark | Eritrea | 1069 | Serra | Aug. 30 | P Callao | Moodyville. | R. P. Rithet & Co., Ltd | 105 |
| Br bark | Assel | 735 | Gilmour | Aug. 19 | S London | Victoria. | R. P. Rithet & Co., Ltd | 116 |
| Br bark | Sabrina | 747 | Orgau | July 7 | N London | Vancouver | Bell Irving & Paterson | 159 |
| Br bark | Mary Low | 843 | Robertson | Oct. 5 | B Liverpool | Victoria. | R. P. Rithet & Co., Ltd | 61 |
| Br ship | Kinkora | 1799 | Lawrence | Nov. 15 | Liverpool | Victoria & Van | R. Ward & Co. & Bell Irving & Paterson | 28 |
| Br ship | America-hire | 1128 | Swinton | Oct. 21 | Q Java | Vancouver | | 53 |
| Br scler | Americana (new) | 80 | Denny | Nov. 5 | Liverpool | Victoria & Van | Turner, Beeton & Co. & Baker Bros. & Co | 38 |
| Br str | Saludo | 1105 | Crook | Sept. 13 | Newport, Eng. | Victoria | | 91 |
| Br ss | Tacoma (ex Batavia) | 1632 | Hill | Dec. 1 | J Hong Kong | Victoria | N. P. S. S. Co. | 12 |
| Br ship | Blair Athole | 1627 | Taylor | | R Java | Vancouver | | |
| Br bark | Java | 876 | McGregor | Oct. 3 | Cardiff | Esquimalt | Naval Storekeeper | |
| Br bark | Dochra | 1016 | Scott | | G Liverpool | Victoria. | Robert Ward & Co., Ltd | 71 |
| Chil bark | Entella | 623 | Mungini | | W Callao | Moodyville | Moodyville Sawmill | |
| Br scler | Hittern | 339 | Stronach | Sept. 26 | Hong Kong | Victoria | | 79 |
| Ger. ship | Katharine | 1630 | Spille | Nov. 1 | E Santa Rosa-lia | Moodyville. | Moodyville Sawmill | 79 |
| Br ss | Empress of India | 3033 | Marshall | Nov. 30 | G Hong Kong | Vancouver | C. P. S. S. Co | 33 |
| Chil bark | India | 493 | Funke | Oct. 21 | A Valparaiso | Vancouver | | 53 |
| Br bark | Casabianca | 529 | Huntley | Nov. 17 | L Liverpool | Victoria. | | 23 |
| Br ship | Cryse | 1929 | Roberts | Nov. 21 | Cardiff | Esquimalt | Naval Storekeeper | 23 |
| Br ss | Empire of Japan | 3061 | Lee | | J Hong Kong | Vancouver | C. P. S. S. Co | 23 |
| Br ss | Bawnmore | 1138 | Kennedy | | F Santa Rosa-lia | Nanaimo | New Vancouver Coal Co. | |

P—To load lumber for Valparaiso on owners' account. S Aug. 21 passed Beechy Head. Spoken Sept. 21. lat. 8 N., long. 29 W.; Sept. 23. lat. 5 N., long. 28 W. C—Via Yokohama Dec. 9. E—Chartered to load lumber for West Coast of S. A., due December 1. B—Spoken Oct. 11. lat. 41 N., long. 15 W. I—Via Yokohama Dec. 15. N—July 9 passed Dover. Prior Nov. 16 put into Valparaiso for water. Q—Cargo of 2,100 tons raw sugar. A—To load a return cargo of lumber. G—To sail about Dec. 15. R—To sail in February with 2,300 tons raw sugar. W—To load lumber for West Coast of S. A. D—To sail Dec. 28. Via Yokohama Jan. 6. F—Due 20th Dec.

VESSELS IN PORT.

(December 12, 1892.)

VICTORIA.

Br. bark River Ganges, 612 tons, Capt. Rudge, from Rio de Janeiro, arrived Nov. 11, loading salmon for London, account of Findlay, Durham & Brodie

Br. bark The Frederick, 812 tons, Capt. Amcro, from Talcahuano, arrived Nov. 16, loading salmon for London, account of Robert Ward & Co., Ltd.

Br. bark Thermopylae, 918 tons, Capt. Winchester, arrived from Hong Kong Nov. 21 in 44 days, with a cargo of rice paddy, Victoria Rice Mills, consignees.

Br. ship Crown of England, 1,733 tons, Capt. Milburn, arrived Dec. 5 from Hiogo, seeking.

VANCOUVER.

Nor. bark Benj. Bangs, 1,118 tons, Capt. Bjonnness, loading lumber for Halifax.

Br. bark Ma's Curry, 1,256 tons, Capt. Liswell, arrived Nov. 18, to load lumber.

Nor. bark Fortuna, 1,332 tons, Capt. Mikelsen, arrived Nov. 17, loading lumber at Moodyville for Valparaiso.

Br. ship Abeona, 979 tons, Capt. Black, arrived Nov. 17, loading lumber for Port Pirie.

Nor. bark Fritzo, 1,078 tons, Capt. Rolfsen, arrived Dec. 7 from Melbourne, loading lumber for Valparaiso.

Br. bark Highlands, 1,236 tons, Capt. Owen, arrived Dec. 6, loading lumber for Montreal.

COWICHAN.

Am. bark Colorado, 1,036 tons, Capt. Gibson, arrived Oct. 12, loading lumber for Valparaiso f. o.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.

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

Am. bark Carrolton, 1,380 tons, Capt. Lewis.

Am. ship Oriental, 1,625 tons, Capt. Parker.

Am. ship Eclipse, 1,335 tons, Capt. Petersen.

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

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

Am. ship Commodore, 1,976 tons, Capt. Davidson.

Am. bark McNear, 1,215 tons, Capt. Swan.

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

WELLINGTON SHIPPING.

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

Am. ship Invincible, 1,301 tons, Capt. Howland.

UNION SHIPPING.

Am. ship Richard III., 951 tons, Capt. McIntyre.

RECAPITULATION.

| Ports. | No. | Tonnage. |
|-----------------------------|-----|----------|
| Victoria | 4 | 4,155 |
| Vancouver | 6 | 6,000 |
| Cowichan | 1 | 1,036 |
| Nanaimo | 12 | 16,994 |
| Total | 23 | 28,185 |
| Previous week | 27 | 33,244 |
| Correspond'g week last year | 14 | 19,500 |

During the recent winds, steamers which arrived from the ocean reported frightful weather off Flattery. Mariners who have navigated the Bay of Biscay and the North Sea say the stretch of water around Cape Flattery beats anything they ever encountered.

FREIGHTS.

Quotations still tend downward and rates in some instances show a decline, mostly for grain.

Lumber freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 36s 3d; direct port on West coast, South America 33s 9d; Sydney 27s 6d; Melbourne, Adelaide or Port Pirie, 35s; United Kingdom, calling at Cork for orders, 45s; Shanghai, 42s 6d; Yokohama, 40s nominal; Haiphong, Cochin China, 45s.

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 N. P. ss. Victoria, Captain Panton, sails Dec. 15, for Yokohama and Hong Kong.

The British bark Dochra, 1,016 tons, Capt. Scott, is due to sail from London by Dec. 22nd. Robt. Ward & Co., Ltd., consignees.

Grain freights from San Francisco to U. K., Cork for orders, 22s 6d; from Portland, 30s; from Tacoma, 28s 9d. These rates are, however, to a large extent, nominal.

The British bark George Thompson, 1,128 tons, Capt. Young, while being towed to sea with a cargo of lumber from the Brunnette sawmills, New Westminster, on Dec. 8, was run on the Annieville bar. She was floated off next day at high tide and proceeded on her voyage to Sydney.

Capt. Copp has opened a shipping office on Water street Vancouver.



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