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Pioneer Steam Coffee and Spice Mills,

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AGENTS FOR THE CELEBRATED CORONADO  
MINERAL WATER.

Pure California Wine a Specialty.  
55 & 57 Broad St., Victoria, B. C.



## TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,  
Tuesday Morning, May 2.  
VICTORIA.

The principal feature of the past week has been the arrival of three large vessels with general cargoes from Liverpool. Part of the cargo of two of them is for Vancouver and portions for Nanaimo and New Westminster. Business was naturally quiet during the last week of the month, but this month is looked forward to as the opening of the summer season. The recent heavy rains have greatly retarded the progress of farm work throughout the country districts, but the warm weather will greatly favor agriculture. Arrangements have been completed with the C. P. R. for the new Australian steamship line via Honolulu. The *Miovera*, the pioneer of the line, is expected to leave Sydney May 10 and arrive here about June 4. The service will be monthly for the present.

## GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. Walla Walla, April 28, for Victoria: 14 cs, 1,540 lbs; 46 hf-cs, 2,760 lbs; 5 kegs, 500 lbs; 58 tubs, 2,915 lbs. Total, 7,715 lbs. Receipts April 23 10,207 lbs; April 13, 12,605 lbs; April 8 3,839 lbs; April 2, 4,895 lbs.

There have been shipments received of Eastern Ontario eggs which are quoted at 20c to 21c per doz. The principal feature of the week is another advance in sugar. The Refinery advanced 1-16c on Friday and 3-16c on Monday, making  $\frac{1}{2}$ c for the week and  $\frac{3}{4}$ c in the past four weeks. The raw market is high and firm. Lard compound is slightly lower, about 1c per lb being the reduction. It is said that on account of the recent high market, inferior brands have been offered on the market at all sorts of prices, which was cutting into the trade of the standard brands so that their prices were reduced, it is said, to meet and hold the market. Armour's white label pure lard has been reduced  $\frac{1}{2}$ c since last week. The American meat market is still reported firm, but it is believed in well informed circles that the market is bound to go down in the near future. The demand at present prices for lard and pork products has not been equal to the supply which is generally acknowledged to be light. It appears, therefore, that consumers are looking in other directions for food supply. Armour's canned meats in bond are a little lower this week, and Goldband hams and bacon have dropped 1c per lb. Wilson Bros., are offering Eastern American cheese, last fall make, at 13c. It is believed that there is an over supply of cheese on the American side, west of the mountains, and merchants there are seeking market for part of their surplus in British Columbia.

The British Columbia Sugar Refining Co. Ltd., quote as follows in their weekly price list: Powdered icing and bar,  $\frac{7}{8}$ c; Paris lumps, 7c; granulated 6 $\frac{1}{2}$ c; extra C. 5 $\frac{1}{2}$ c; fancy yellow, 5 $\frac{1}{2}$ c; yellow 5 $\frac{1}{2}$ c; golden C. 5 $\frac{1}{2}$ c. Above prices are for barrels or bags; half-barrels and 100 pound kegs,  $\frac{1}{2}$ c; more, boxes  $\frac{1}{2}$ c more. No order taken for

less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 gal. bls. 2 $\frac{1}{2}$ c; 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  $\frac{1}{2}$  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  $\frac{2}{3}$  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 $\frac{1}{2}$ c per lb; heavy hams, 18c; choice breakfast bacon, 18 $\frac{1}{2}$ c; short clear sides, 15c, and dry salt clear sides, 14 $\frac{1}{2}$ c. Armour's white label pure lard, 10 lb. pails, 18 $\frac{1}{2}$ c 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 $\frac{1}{2}$ c, breakfast bacon, 19 $\frac{1}{2}$ c.

California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 14c per lb., 25 lb. boxes 13 $\frac{1}{2}$ c; apricots, 25 lb. boxes, 20c; prunes, 25 lb. boxes, 14c; plums, 25 lb. boxes, 14 $\frac{1}{2}$ c to 14 $\frac{1}{4}$ c; peaches, 50 lb. boxes, 16c, 25 lb. boxes 17c. Canadian evaporated apples, 50 lb boxes, 8 $\frac{1}{2}$  to  $\frac{1}{2}$ c.

The *Canadian Trade Review*, of Montreal, says of groceries: "In this branch of trade a fair amount of business is reported in all lines, there being a good demand for small parcels, to fill actual requirements, but outside of this, the markets are quiet, as buyers are holding off to some extent until navigation is opened. In sugar trade has been slow, owing to the fact that buyers generally stocked up pretty well on the recent advance, and until such is worked off, little activity is looked for unless the foreign markets make a sudden change. Advices from New York state that a large business is doing, and that refiners are sold away ahead. On spot granulated is quoted at 4 $\frac{1}{2}$ c and yellows at 3 $\frac{1}{2}$ c@1 $\frac{1}{2}$ c as to quality at the factory. A late cable from London says: Cane, firm; beet, steady; little doing; others unchanged. There is a very quiet feeling in syrups, and prices are steady at 1 $\frac{1}{4}$ @2c per lb. A lot of American stock changed hands on western account at 18 $\frac{1}{2}$ c. In molasses, the movement is small at about 31c. The tea market has ruled rather quiet during the past week, the principal business being the filling of retail country and city orders. A very fair business has been transacted in rice. The new crop will arrive about the end of May, and, as values are ruling lower, millers will be able to make contracts at lower figures than last year. There has been more inquiry for dried fruit at unchanged prices. Valencia raisins off stalk have sold at 4 $\frac{1}{2}$ c for fine and 4 $\frac{1}{4}$ c for good to common. Valencia layers sell at 6c. Currants are quiet and easy at 5 $\frac{1}{2}$ c@5 $\frac{1}{4}$ c."

## Dairy products is quoted:

Butter—Eastern Creamery, tubs....	27 @ 23
Manitoba Dairy choice. ....	18 @ 22
California rolls, extra choice	21 @ 00
"    fancy	25 @ 00
"    squares, "	26 @ 00
"    tub ... "	21 $\frac{1}{2}$ @ 00
Cheese—Canadian, lb	12 @ 14 $\frac{1}{2}$
California	16 @ 00
Eggs, case, per doz.	20 @ 21

## Smoked meats and lard are quoted:

Hams	15 @ 18
Breakfast bacon	17 @ 18
Short roll	14 @ 15
Long rolls	15 @ 16
Dry Salt, long clear	13 @ 14
Pure Lard, 50lbs	16 @ 17
"    "    20lbs	17 @ 17 $\frac{1}{2}$
Lard Compound	14 $\frac{1}{2}$ @ 15

Sugar—Jobber's prices  $\frac{1}{2}$ -barrels and kegs in each case being  $\frac{1}{2}$ c higher:

Dry Granulated	6 $\frac{1}{2}$
Extra C.	6
Fancy Yellow	5 $\frac{1}{2}$
Yellow	5 $\frac{1}{4}$
Golden C.	5 $\frac{1}{4}$
Syrups, per lb.	3
"    1 gal. tins, American	6 50
"    "    "    "    "    "    "    "	6 00
"    1    "    Vancouver	5 50
"    1 $\frac{1}{2}$ "    "    "    "	7 00

## FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship Walla Walla, April 28, for Victoria: 51 crts cabbage, 11 crts cauliflower, 209 cs oranges, 14 cs lemons, 33 bxs asparagus, 9 cs peas, 22 crts bananas, 3 bxs cucumbers, 4cs rhubarb, 4 sks new potatoes, 4 cs sweet potatoes, 2 bxs berries. Potatoes are still scarce and unobtainable except at very high figures. Manitoba is being looked to for to supply the demand and a number of cars which are on the way will be due here shortly. The dealers will probably put them on the market at from \$32 to \$35 per ton. A few new potatoes have arrived from San Francisco but they are not expected in any quantity for a month yet. Fancy naval oranges are said to have advanced 15c a case in San Francisco last week. The recent heavy rains there have prevented much shipping and now orders are pouring in to the Riverside growers from all parts. Cabbage and onions are both firm at quotations.

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—Local	per ton 40 00 @ 00 00
Onions—Red California	00 @ 0
Oregon Yellow Danvers	0 @ 4 $\frac{1}{2}$
Cabbage	2 $\frac{1}{2}$ @ 2 $\frac{1}{2}$
Asparagus	per lb 9 @
Rhubarb	10 @
Cauliflower, per doz	1 20 @

## FLOUR AND FEED.

The Columbia Flouring Mills have reduced their list prices of Enderby flour and jobbers' quotations are down in sympathy. Manitoba flour dropped last week and standard brands of Hungarian are selling by jobbers at \$5 a bbl., other grades

in proportion. Snowflake flour is down 10c a bbl.

The *Portland Commercial Review* says of flour: "The market is barely steady and the movement light. Shipments to Victoria and China are fair, but Tacoma and Seattle are not doing much buying here at present owing to the very sharp competition from California, whose millers are placing their product at above cities at extremely low prices. The result is noted here by light shipments of Oregon brands which cannot be laid down on the Sound and sold as cheap as California stock without severe loss to shippers. Prices now ruling on the Sound practically prohibit a market there at present for the output of our mills. The local demand is well up to natural consumptive demand, but values have not responded to the advance in wheat. Quote standard brands \$3.20@3.30 per bbl. Receipts from Eastern Oregon and Washington continue up to the average, the larger portion going to San Francisco. Valley receipts have been light by rail, but boats are bringing some down. Rail receipts valley 1,250 bbls.; Walla Walla, 4,000 bbls. Two of the loading fleet will take part flour cargoes."

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

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

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 4 75 @ 0 00
Lion, ".....	4 75 @ 0 00
Premier, Enderby mills.....	5 00 @ 0 00
XXX, ".....	4 90 @ 0 00
XX, ".....	4 50 @ 0 00
Superfino, ".....	3 90 @ 4 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 85 @ 0 00
Portland Roller.....	4 85 @ 5 00
Snowflake.....	4 75 @ 0 00
Royal.....	4 80 @ 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 60 @ 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
China rice No. 1 ".....	70 00
Rice flour ".....	70 00
Chit rice ".....	25 00
Rice Meal ".....	17 50

LUMBER.

The Ger. bark Heinrich, 923 tons, Capt.

Henne, has arrived from Callao, to load at the Hastings mills for the West Coast of South America. The Chil. ship Atacama 1,235 tons, has completed her cargo at the Moodyville Mill, for Valparaiso, consisting of 967,361 feet valued at \$7,800, and composed of 963,410 feet rough, and 23,670 laths. The Blain Athole, 1,097 tons, on the way from Samarang has been chartered to load lumber at Vancouver.

There are at present seven vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. bark Blairhoyle, 1,201 tons for Sydney; Chil. ship Atacama, 1,235 tons, for Valparaiso; Nor. bark Sigurd, 1,530 tons, for Port Pirie; Br. bark Wythop, 1,218 tons, for Sydney. Br. bark May Low, 813 tons, for Pisagua. Ger. bark Heinrich, 923 tons, West Coast of South America. At Cowichan—Haw. bark John Eua, 2,600 tons for Port Pirie.

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

Rough Merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet.....	\$ 8 50
Deck plank, rough, average length, 35 feet per M.....	19 00
Dressed T. and G. flooring, per M.....	17 00
Pickets, rough per M.....	9 00
Laths, 1 feet, per M.....	00

Local selling prices have been advanced to a basis of \$10 per M feet. An agreement has been made among the city mills to establish a regular scale of prices on a more profitable basis from what they have lately been selling for. No forfeit has been arranged and dealers are relying on the honor of each other to keep up the new scale of prices.

BRADSTREET'S TRADE REVIEW.

NEW YORK, April 28.—*Bradstreet's* say: "In the Canadian Dominion the weather has been sufficiently unsettled to have an unfavorable effect on trade, particularly in Ontario and Quebec, where mercantile collections are slow and country orders scarce. The agricultural season there will be late also. Trade for April has been smaller than usual. Similar conditions prevail in Nova Scotia and New Brunswick, where a delayed and discouraging agricultural outlook, due to unseasonable cold weather is responsible. The mercantile failures in Canada number 35 this week against 31 last week and 19 in the corresponding week one year ago, while the bank clearings at Hamilton, Montreal and Halifax aggregate \$15,912,000 for this week, ten per cent. less than the total of last week and fifteen per cent. smaller than the like aggregate a year ago."

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending April 29:—

NEW VANCOUVER COAL CO. SHIPPING.		
Dcte.	Vessel and Destination.	Tons.
25.	Willamette, str., San Francisco..	2,423
24.	Tacoma, str., Port Townsend.....	50
21.	Tyce, str., Port Townsend.....	58
25.	Holyoke, str., Port Townsend.....	67
27.	Bertha, str., San Francisco.....	673
23.	Danube, str., Portland.....	284
29.	Holyoke, str., Port Townsend....	20
29.	Pioneer, str., Port Townsend.....	35
29.	W. H. Macy, ship, San Francisco	3,343
	Total.....	6,953

BUSINESS CHANGES.

J. J. Daly, hotel, Duncans, has sold out to C. H. Dickie.

S. W. Whitley, saloon, Victoria, advertises business for sale.

Rennie & Campbell, succeed the Columbia Carriage Factory, Vancouver.

Mackinnon & McFarlane, hotel, Vancouver, have been sold out by mortgagees.

D. W. Morrow, of Morrow, Holland & Co., Insurance and financial agents, deceased.

Richard Hilbert, Lion boot and shoe store, Nanaimo, has assigned. Liabilities not known.

The Victoria Plumbing Co., have taken over the business of A. J. Thomas, plumber, Victoria.

R. G. Dun & Co., the mercantile agency have removed their Victoria office to the new Board of Trade building.

INLAND REVENUE RETURNS.

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

Victoria Division—Comprising all of Vancouver Island:

Spirits.....	\$ 4,458 00
Malt.....	2,061 28
Tobacco.....	6,138 38
Cigars.....	787 95
Bonded warehouse licenses.....	10 00
Petroleum inspection.....	3-3 00
Total.....	\$13,778 61

The Customs returns follow:

Duty collected.....	\$63,511 91
Chinese duties.....	8,979 00
Other revenues.....	1,834 43

Total collections.....\$79,345 34

B. C. Sealers are assured by Capt. Cox, who has just returned from Japan, that so long as they keep outside the three mile limit there is no danger of their being interfered with on the Japanese Coast.

They talk of holding a convention of retail dealers in Winnipeg at an early date, probably during exhibition week in July. It is said that the first commercial convention held some time ago at the prairie capital was a success, from the point of view of attendance, and also from the fact that the discussions were of a very useful nature.

France is soon to adopt an interesting innovation in the postal card system. Cards will be issued in the form of check books, with stubs. The sender of the postal card can make memoranda of its contents on the stub, and can have this stamped at the Post Office before the card is detached, so that a verified record of the correspondence can be kept.

At a meeting of the provisional directors of the British Pacific Construction Company held in the office of Messrs. Bodwell & Irving, on Tuesday, Mr. R. P. Rithet was elected chairman, and Mr. F. Innes, secretary, pro. tem. The following gentlemen were elected directors for the ensuing year: R. P. Rithet, Thos. Earle, Col. E. G. Prior, F. S. Barnard, Theo. Lubbe, C. A. Vernon, E. Crowe Baker, W. H. Ellis and Frank Bakem n.]



## ARRANGMENT OF A HARDWARE STORE.

In a hardware store, as elsewhere, the whole duty of the proprietor and clerks is not compromised in honest dealing, courteous attention in explaining and describing the uses of the various articles and prompt delivery of goods. It is further required that there should be ample space between stoves, display stands, etc., to permit of their being inspected and examined without due crowding. Notwithstanding the fact that this should force itself upon the mind of merchant and clerk, we know of stores where the goods are so crowded that it requires some little ingenuity to make one's way into the interior. The contrast between that style and as it should be, is striking. Surplus stock should not be allowed to accumulate in the front part of a store, but should be so arranged as to afford a clear view from front to back, or end to end of the store. This invites new custom and will afford a more general view of the stock. It should be remembered that the front of the store and along and around the counters should be kept clear for customers' use, and in no case should shovels, spades, rakes, etc., which may have been brought out for inspection, be left standing against counters or stoves. After the sale is made, they should be returned at once, for not only are they unsightly, being out of place, but they are liable to be knocked down and may cause trouble. The comfort and safety of patrons, as well as courtesy, should be at all times uppermost in the thoughts of merchant and salesmen. A hardware store cannot be made too attractive, either as regards arrangement and display of goods, or neatness or cleanliness. These features should go hand in hand. *Michigan Tradesman.*

## ORGANIZED LABOR AND BUSINESS.

Organized labor and its relation to the general business interests of the country is becoming a most serious problem, and daily assumes a more complicated aspect. The interests of the retail merchant are so intimately related to the great army of laborers that whatever combination of circumstances affect the regular income of the laborer it is immediately felt by the merchant who furnishes his family supplies. The organization of labor is so complete, as applied to almost every industry, that individual grievances are no longer treated as such, but are assumed by the association, who make the grievance of one applicable to the association.

As a whole, therefore, grievances and disagreements which a few years ago might exist between employer and employed, have assumed a much wider range, and the effects are often felt in thousands of homes, and pecuniary embarrassment and often financial ruin to individual commercial interests. What the outcome shall be is one of the difficult problems to be solved, as undoubtedly our civilization is facing difficulties more complex than any heretofore presented. It is not a problem for the United States alone, but Europe is face to face with the same difficulties. Within the last thirty or thirty-five years, the rapid accumulation of labor-

saving machinery as applied to all classes of human industry has been so increased that one man on the average to-day accomplishes the same results that under the old system required twenty-five.

The manufactories of the country are no longer under the management of individual enterprise, but are controlled by organized capital, and the village and cross-road mechanic has passed from the position of proprietor and employer, on a small scale, to an employee. With the sharp competition existing in all departments of human need, the necessity for cutting expenses at every point, in cost of production, forces the manufacturer to reduce to the lowest possible limit the amount paid for labor, often compelling him, in many lines, to run on short hours in order to limit the volume of production. It is also true that the wonderful progress which has been made in scientific discovery has opened up a vast variety of industries, furnishing employment to a large army of laborers in new fields.

The introduction of labor-saving machinery, however, more than keeps pace with the volume of laborers employed in new enterprises, and the unrest and discontent is constantly more manifest, and the interests of employed and employer are being more sharply defined. The great railways are constantly menaced by strikes and threatened tie-ups. The courts have been appealed to for protection against the unjust action of employees.

We have some great lessons yet to learn relative to the proper and equitable relations that should exist between the great volume of our citizens, whose labor largely produces the wealth of the world, and their employers. Perhaps enlightened legislation may yet solve the problem and safely carry us through without any serious disturbance to the existing order of things. During the transition, however, there must of necessity be many elements of uncertainty and conditions in which diversified commercial interests will be affected.—*St. Louis Grocer and General Merchant.*

## THE LATEST CHICAGO NOVELTY.

Chicago is proverbially a city of great projects. The *Argus* not long since contained an article descriptive of a novel association, to which we had intended to give earlier attention, based upon the insurance idea, though not an insurance institution. It is a Mutual Medical Aid Association, and has for its president Hon. Carter Harrison, known to political fame, and recently elected mayor of Chicago, with Dr. DeWolf, formerly health commissioner of the city, as the head of the medical staff. The members pay into the association a weekly premium of 15 cents for a single individual, or 50 cents for a family not exceeding twelve persons, in return for which the association undertakes to furnish medical attendance. The city is divided into forty-one districts, each in charge of a physician who is to look after whatever ills the members of his district may be heir to; or, if desired, special medical treatment may be had at the central or head office. We are not surprised to hear that the medical fraternity who are not "in it" ridicule the project,

for it interferes with protracted visitations to patients and corresponding charges. The interest of the association is of course in the direction of preventing sickness among the members and of curing them with expedition when ill. To this end, attention to sanitary surroundings is given. The chief obstacle in the way of success, we should say, will be the enlistment of competent physicians in the service of the association at the moderate pay provided for.—*Insurance Chronicle.*

## AUSTRALIAN BOOM COLLAPSE.

Another big Australian bank, with English connections, has failed with \$65,000,000 liabilities. The Australian, English and Scottish chartered bank failure recently embodied \$40,000,000, but this latter failure seems to be even worse, and it is doubtless due to the same cause—overtrading, overcrediting and reckless prosecution of public works. By these failures a large amount of English capital is affected which went freely into Australian enterprises because of that country's relation to England. Englishmen with plethoric purses were bitten two years ago by the smash-up in Argentina, where millions were invested in public works and railways and lands. The Argentina boom collapsed and now the Australian boom is off. So intense was the fever for speculation that leading Melbourne banks lent themselves to the inflation movement and to carry it on induced lots of Englishmen to deposit their money by offering fat rates of interest. After the dance and dissipation come exhaustion and contraction, and that is what is the matter with Australian credits to-day. Their securities go begging for investors and, with the depreciation in the price of leading exports, affairs are in a pretty bad way. Manufacturing industries languish and population increases very slowly. Australia has an exportable wheat surplus of 12,500,000 bushels, but the price has fallen so that wheat growers are blue.

The Saskatchewan people expect this season a good wheat crop, the local saying "a white Easter makes fat crops, holding good this year in their case, the snowfall lingering later than usual.

Mr. McMillan, the Manitoba Immigration agent at Liverpool, states that a larger British influx into Canada may be expected this year, than has been the case in any one season for a very long period.

A. G. Yates, the wholesale coal merchant of Rochester, and H. H. Warner, of the same city, are said to be involved financially. They endorsed for each other, and their notes have been going to protest.

The Dominion trade returns for the nine months are very encouraging. The exports of last month increased \$2,500,000; for the nine months, \$4,060,000. The imports for the nine months show an increase of \$6,021,000.

The Mechanics' Savings Bank and Trust Company, of Nashville, Tenn., has made a general assignment. The failure was caused by the shortage of John Schardt, the cashier, who is charged with being over \$50,000 short.

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**64 YATES ST., VICTORIA.****KNOW YOUR FINANCIAL STATUS.**

True, the wisest business men are often caught up in the whirl of disaster and swept from their feet without warning, and seemingly in such a way that no possible foresight could have prevented it, but, as the *Retail Grocers' Journal* says, these instances are usually the result of some general financial flurry, which has its rise in the unbusinesslike methods of some men or class of men, the effect of whose folly unfortunately reaches to scores and hundreds of otherwise successful men. But the man who starts in business to-day, and to-morrow is closed on a chattel mortgage, has simply overrated his ability or the public demand for his enterprise. The reasons that led up to this are innumerable, but the principal one is that merchants lose themselves by not knowing their financial status.

Failing to keep a record of your business will eventually result in its complete failure. It is easy to get along for a time without books, but you can not permanently succeed if you try it long. A thorough business man would as soon think of giving away his goods as to lose control of knowing where they went to through the failure to keep accurate accounts. Yet many merchants carry their accounts in a cheese box on small slips of wrapping paper, and they could not tell whether they are worth a thousand dollars above their debts or owe a thousand dollars more than they possess, and this class are often surprised when receiving a visit from the sheriff. They have worked hard, lived economically, and always supposed that they were making money. They fail because they do not know their condition. Had they known how they stood, by having the reins of control of their business in hand, they could perhaps have averted the unfortunate occurrence.

A man may carry on his business loosely for years and finally come to grief through neglecting to keep in constant command of the same. Had he been able to estimate his goods and doubtful accounts, his salable and unsalable stock and his outstanding indebtedness, he would have seen the drift of his business and could have withdrawn with comparatively slight loss. Nor would his business reputation have been sullied with the blight of apparently dishonest intent. He could have made a change

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in his method, or reduced the quantity of his stock and by so doing avert his ruin.

Keep an account of daily sales and expenses, and compare the same at least monthly. See that the expenses do not gain at as rapid a rate as the income. If they do, learn the cause and get rid of it. By all means limit the amount drawn for personal use and keep an account of the same. Also keep an accurate account of all bills payable. If not able to discount your bills, don't let them, when due, find you unprepared to meet them. It is a safe plan to always keep far enough ahead of your liabilities as not to let them step on your heels and trip you. Many good men have been ruined through not looking forward to meet financial obligations.

**COMMERCIAL SUMMARY.**

It is understood that the report at the approaching annual meeting of the Liverpool and London and Globe Insurance Company will show a net surplus in the transactions of 1892 of £40,000.

The coal production of Belgium in 1892 was 10,591,908 metric tons, a decrease of 0.4 per cent. from 1891. The output of pig iron was: Foundry, 74,500; forge, 453,002; Bessemer, 235,810. Total, 768,321 tons.

Not much reliable information in regard to next season's supply of teas has as yet come to hand, but the departure of agents representing leading firms in this country for China and Japan is an indication that new crops are not distant.

Manager Eaton of the United States department of the Liverpool and London and Globe has many adherents to the proposal to provide an alternative rate for co-insurance clauses and there is a sentiment in many companies that if this or some similar scheme is adopted it will head off adverse legislation.

The annual statement of the Marine Insurance Company, Limited, of London, shows assets of \$5,395,041.98, including a net surplus of \$1,344,001.88. The Marine has \$375,000, par value, of United States registered and other bonds deposited in

that country. The subscribed capital of the company is \$5,000,000.

It is thought that valuable coal deposits exist in Northern Ontario, in the direction of Hudson's Bay, and the Ontario Government is accordingly being urged to spend \$5,000 in there prospecting for the mineral this summer. Such a find would be most valuable and timely, in view of the lately created Nova Scotian coal combine.

The report of Mr. Moore, British Vice-Consul at San Francisco, shows by the case of California what an abundant opportunity for prune growing there yet is for this Province. This culture really only began in 1881; but now California prunes are rated and priced higher than those even of France. Yet although California last year raised 27,000,000 pounds of prunes, valued at over \$2,100,000, the State but partly supplied the wants of the country, for the United States annually import about \$3,000,000 worth. Hence Italian prunes which here grow excellently, should have a great opportunity, as there will be no fear of American competition, whilst the prune demand of Canada, will for many years take twice or thrice all that British Columbia is likely to raise.

The most interesting phase of the present commercial situation is the great strength of the sugar market. A week ago the *Picayune* reported that there had been an advance of  $\frac{1}{2}$ ¢ per pound in raw sugars. During the past week, there has been a further advance of  $\frac{1}{2}$ ¢, and, unless the signs of the times are very misleading, there will be further advances during the coming week. In Havana and the island of Cuba generally there has been a sharp advance in prices, accompanied by considerable speculative buying, if reports are to be credited. The cause of this general advance are the comparative light supplies of sugar in Europe and the prospect that the Cuban crop will fall considerably short of last season. With the prospect of a short sugar crop there is reason to expect that the United States will have to draw upon European supplies of beet sugar later in the season.—*New Orleans Picayune.*



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Office No. 77 Johnson Street.

VICTORIA, TUESDAY, MAY 2, 1893.

## VISITING MINISTERS.

We hear through the Government organs that the Minister of Railways and the Minister of Public Works are travelling this way. The former, it is said, is coming at least as far as Crows' Nest Pass, to ascertain if the Railway to that point can be classed among those that are for the general advantage of Canada. It may be that he will come to the coast; but we are inclined to doubt even that, for Canadian Cabinet Ministers have not been accustomed to manifest any special love for or interest in us. Still we should like to hear that the genial John is coming, for, from our own knowledge of him, we have faith to believe that he will take care, in his own straightforward and thorough manner, to satisfy himself as to the facts regarding us for which we have not had our fair share of credit. We are—and we feel it an important part of Canada, in building up whose future we shall have much more to do than some people are inclined to give us credit for, and this, with his ordinary perspicacity, the Minister will readily discover. We realize how Mr. Haggart has made the Intercolonial Railway a revenue producer instead of a bill of expense, and are exceedingly glad to avail ourselves of this opportunity of extending to him a welcome in advance.

The Minister of Public Works is also to be here later on, accompanied by the Chief Engineer of the Department. There is any amount of work before these gentlemen—what with the new Custom House and Post Office, Quarantine Station and the contemplated fortifications at Esquimalt. In connection with this latter work we would again impress upon the authorities the absolute necessity of either enlarging the present dry dock or building a second one. As we have mentioned before we realize the validity of the arrangement under which vessels belonging to H. M. Navy have the first call upon the graving dock, but we do not like the idea of vessels which require extensive repairs being driven out to foreign ship yards when all that stands in the way is the cleaning of the bottoms of vessels whose only requirement is to have their hulls scraped so that they may be able the more speedily to pursue British Columbia sealers whose legitimate avocation has been ruined by that authority of which the vessels in question are the instruments. We trust Hon. Mr. Quimet when he does come will make a

much longer stay among us than some of his colleagues and predecessors have done.

## THE WORLD'S FAIR.

Although President Cleveland has given the World's Fair at Chicago a formal start, there is little doubt that it will be some days before it is in full blast. The idea of this Columbian exposition was a grand one. During the week just closed, representative navies of the world have exhibited their latest and best developments in contrast with the modest caravels in which the discoverer Columbus started out to locate and possess a legendary land for the church and Queen Isabella, of Spain. Truly the comparison was marvellous, while the cannon of the "Armada of discovery" were but as pop guns in view of the armaments of the leviathans whose bulwarks lay on the brine of Chesapeake Bay and in the fresher waters of New York's North River. And this demonstration was in honor of the four hundredth anniversary of the historic Genoese navigator, whose persistence and assurance in himself and his mission alone enabled him to write in big capital letters his name upon one of the proudest pages of the world's history.

It was a great day for the world when Ferdinand and Isabella issued their commission to Columbus. He discovered "a world," which others had seen, that but for him, however, might not, for years after, have been a factor in working out the problem of human progress. We say factor, for this continent has not been a passive element; there appears to have been a something in the atmosphere, the soil and the skies of this fair land that have intensified the command and stimulated the ardor of those who heard the commission "be fruitful and multiply and replenish the earth and subdue it." From the American continent has gone forth a cogent influence, a potent energy that has been felt in all lands, and to that the grandeur and importance of the World's Fair is a living and speaking testimony.

The Philadelphia exhibition was designed to celebrate United States independence; the great congregation of peoples and their products at Chicago is a demonstration of the progress achieved during the four hundred years in which humanity has grown greater and better than in the centuries preceding, the darkness of which had been seldom lit up, their greatest light as well as that of to-day being the radiation from the star over the Bethlehem stable. The United States, assisted by their fellow men—and women, too,—the world over, have, we trust, done something by the present movement that shall be worthy of the great event it is designed to commemorate and which like it shall have the most beneficent influence on the world at large. Their Columbus celebration is a triumph of liberty of liberty, equality and fraternity. That all men were free and equal was enunciated by the founders of the American people. But it was a problem that had to be worked out to a bloody demonstration. To-day, by a peaceful triumph, the great republican maxim is illustrated in the great and hereafter historic city of Chicago.

## ALASKA BOUNDARY SURVEY.

Of no small amount of importance to this Province will be the result of the Alaska Boundary Survey, the parties to conduct, which are by this time on their way to prosecute their labors, expecting to return by the end of September. The exact boundary between Alaska and the adjoining Canadian territory has never been defined. The first movement toward its establishment was in 1825, when the two countries interested entered into a convention which provided the division of jurisdiction since recognized. There was a stipulation that the whole of Prince of Wales Island should belong to Russia; and another that wherever the summit of the mountains extending in a direction parallel to the Coast be found to be at a distance more than ten marine leagues from the ocean, the line was to be drawn parallel to the windings of the Coast and at a distance not exceeding ten marine leagues inland.

That line has never been defined, and when in 1867 the United States purchased the territory it was subject to the same treaty as to boundary. Nothing further has since been done, except in 1878, when a provisional line for customs purposes was surveyed by Mr. Hunter at the Stickeen. Realizing the growing importance of the long strip of territory traversed by the uncertain boundary line, a convention was entered into between Great Britain and the United States in August of last year, by which each country appointed a commissioner to make a joint survey for the purpose of ascertaining the facts and data necessary for the permanent delineation of the boundary line according to the existing treaties.

An important point to decide is as to how far the mountains and how far the imaginary line following the sinuosities of the Coast shall carry the boundary. The Americans claim, as United States territory a strip ten marine leagues in width all along the seacoast. The British contention on the other hand is that, according to the intention as well as express wording of the treaty, the mountains running parallel with the Coast carry the line wherever they occur within the ten marine leagues of the seashore—the maximum limit of United States possession. As the mountains are generally believed to skirt the Coast almost continuously, this would give the Americans a very narrow strip of territory, very different from one ten leagues in width uniformly.

There is as will have been seen from the above every opportunity for wide divergences as to interpretation and such things as that, which may possibly result in an arbitration that may be a most protracted one and give the American lawyers of the Carter stamp ample opportunity to split hairs and intensify any misunderstandings which there may be. This survey will have another result. In all probability it will throw much light on and afford considerable information as to the wealth of this comparatively unknown country which on both sides of the line there is reason to believe are really enormous.

## INTERFERING WITH SAILORS.

The Seamen's Union, operating from Nanaimo, have again been interfering with the endeavors of Master Mariners to obtain crews for their vessels. Among the recent instances is the case of the Highland Light at Vancouver, whose captain, however, succeeded in getting the help he needed. It is worth while, perhaps, in connection with this subject, to refer to the experiences of the port of Quebec, and how she suffered from "Unionism gone mad." Her longshoremen conducted themselves so outrageously several years ago that the majority of vessels gave the place the go-by and loaded and discharged cargoes at Montreal, some hundred and fifty miles further up the St. Lawrence. The Quebec longshoremen discovered their mistake when it was too late. They had deliberately thrown away business which was theirs, which it was impossible for them to recover, and gave Montreal an additional advantage to what she previously had in the enterprise of her merchants and shipping men.

In the present case, it is idle to suppose that the trade can be entirely driven away, the coal of Nanaimo and Wellington and the lumber of British Columbia must be taken to market or there will be an immense loss to producers, lack of employment to the industry ordinarily engaged in the work, the alternative being an increased cost to the consumer and a consequent restriction in the amount made use of. Either of these will tell against the local industrial element, who by encouraging the illegal movements of the Seamen's Union are playing into the hands of a foreign country, populated by our industrial rivals who have nothing in common with us; in fact, whose business it is to do their utmost to cripple us for reasons politic as well as economic. How widely extended the effects of this kind of folly may be one may readily discover by thinking how interdependent are native industries one upon the other. When any member suffers the whole body suffers to a greater or less degree. Most of our own people have their own local interests and special ties, which are continually being prejudiced for what is actually the benefit of the bitter rival and stranger.

## SEALING AWARDS.

Comment has been made upon the smallness of the awards made to the British Columbia sealers on account of the losses sustained by them during 1891 by reason of the sudden clapping on of the *modus vivendi* restrictions. As mentioned in our last issue, some \$96,431 were distributed among twenty-five vessels, the claims of whose owners, captains and crews were, to a certain extent, allowed. Of the sums mentioned, the owners of the twenty five vessels are to have \$66,806, or about \$2,671 each on an average. This appears to be a ridiculously small sum when we come to think of the capital invested in the vessels and the outfit which was rendered unprofitable for an entire season. The Government organs have not hesitated to say that this amount when paid over will be entirely satisfactory. We

venture to think to the contrary and do not hesitate to say so. Then, as for the captains and crews who went out to sea and endured all the toil and privation. All they are to have is \$29,538, or about \$1,182 for each crew. How far will this go when divided? How many necessaries will the small amount given buy for the families of the crews after the proportions of the captains and hunters have been strained through the miller out of which all must pass? Then there has been a terrible amount of delay in coming to anything like a conclusion, for all is not over yet, and hope deferred, it is said, makes the heart sick, and has caused expectations of anything to be almost altogether abandoned while not a few who could get other people to believe in their claims have sold them for what it was possible for them to realize. We say we have no idea that the sealing interest is satisfied. Indeed, its position is just the reverse. The Dominion and Imperial authorities have allowed Canadian sealers to be hunted almost more persistently than the marine animals which it has been the pretence to protect, and that they are not satisfied there is no wonder. Indeed, of their course in this matter, the governments of Canada and Great Britain have every reason to be ashamed.

## EDITORIAL COMMENT.

A RECIPROCAL convention is to be held in St. Paul, Minn., on June 5 and 6 next, upon much the same lines as that held last year.

We must say that we fail to see that the unused, unoccupied and at present useless site for a hotel near James Bay bridge is the proper place for the new post office and custom house. Why, in connection with it, we should like to know, should people be told that if they say much about it there will be no new post office at all? Is there an ancient African somewhere hidden in those excavations?

A SCHEME to construct an electric tramway between Nanaimo and Wellington is being agitated. Whilst ex Mayor Hilbert, of the former town, was down in San Francisco recently, he was approached on this subject by a local electrician, who made a proposition to instal a plant and place it in thorough running order for the sum of \$30,000, also stating his willingness to become a shareholder in any company that might be organized to operate the line.

THE cut nail combine is to be maintained. At least such is the decision reached at a meeting of the Cut Nail association held at Montreal, at which the leading firms were represented, when it was unanimously decided to sustain existing prices. A local lumber combine has, it will have been noticed, been formed which no doubt in connection with the Puget Sound organization will put up the price of this the main staple of the builders and contractors.

THE coming banquet of the British Columbia Board of Trade bids fair to be a notable event and a fitting inauguration

of the magnificent building which has been put up for the accommodation of the merchants of this community. The celebration is by no means going to be a small or insignificant affair—representative men from all along the coast are coming to share the hospitalities of those who are getting up the demonstration, and have every reason to believe that they are leaving nothing undone that can tend to add to the success of the enterprise.

"BEHOLD how great a matter a little fire kindleth!" is a remark that will doubtless apply to the present agitation for a re-division of the province into Island and Mainland. It all arose out of the fact of a few hot heads, some of them aspirants for cabinet office, getting hold of what they thought to be a convenient opportunity and working it for all that it was worth. The agitation, we notice, has not yet exhausted itself; but, when it does we presume that some of the parties will discover, if they do not now know, that only a few more than a hundred thousand people cannot afford to have two separate and distinct legislative and administrative systems involving a heavy annual expenditure. When the census shows that we have increased in numbers to a very considerable extent, it may possibly be time to talk "secessh!" but common sense should forbid the idea just at present. Meantime, it may be said that the redistribution bill cannot be much longer delayed, and, when it comes into operation, is certain to give to both Island and Mainland the representation to which they are respectively entitled. Much of this fuss has, in the opinion of sober-minded men, been got up for effect merely, as it cannot accomplish anything, the present parliament of the province not being *in extremis* or likely to be.

THE legislature of South Carolina has passed a law providing for the sale of all beverages containing alcohol by State agents only. The system is to go into effect on July 1. The law provides for the appointment of a Commissioner of the State Dispensary who is charged with the duty of buying all the liquor to be sold in the state, being assisted in his task by the state chemist, who is to act as tester. Provision is made for the appointment through county boards of local dispensers who are to be limited in number, and cannot be druggists, hotel keepers or keepers of saloons. The liquor is to be put up in packages of designated sizes ranging from half a pint to five gallons, and the packages must be sold to customers unbroken. No liquors can be shipped in the state by any common carrier except in packages bearing a certificate signed by the state commissioner. How this will work, it is difficult to see, but the experiment is based much upon the lines of what is known as the Gothenburg system which has been successfully operated in Sweden and Norway. Already the people of the State—of the city of Charleston in particular—have entered their protest against the new order of things, especially against the increased cost of liquor at retail which they hold will be entailed, and so great is the excitement that in some places it is believed it will not be possible to establish a government saloon.

## COTTON SEED OIL.

Refined cotton oil is used in Europe for adulterating olive oil, and also in the pure state as a substitute by the poorer classes in Southern Europe. It is used in Holland in the manufacture of butter and cheese, and in America in the manufacture of butter substitutes. It is largely used in all countries for soap-making, one of the most widely advertised brands of soap containing it in large proportions. But the most important use of cotton oil now is in the manufacture of "refined lard" in the United States. This subject has lately been thoroughly ventilated and advertised by Congressional investigation during the discussion of the Conger lard bill, which was originally introduced to prohibit entirely the adulteration of lard with cotton oil. It failed in its purpose, and only served to popularize the practice. Stated in a general way, the process of making refined lard consists in pressing the oil out of pure lard, and supplying its place with cotton oil, which is cheaper than the lard oil replaced. Oil is expressed from the caul fat of beef, and the residue, known as "oleomargine," is mixed with the above compound, to make it firm, and to bring up its specific gravity and melting point to those of pure lard. Cotton oil generally enters into the compound to the extent of 40 per cent.

## IS THERE A MAELSTROM?

Every school child in the early part of the present century was taught to believe that there was a terrible and wonderful eddy or vortex several miles in diameter on the coast of Norway into which ships, icebergs, whales and all the monsters of the deep were indiscriminately dragged and buried forever in the ocean's awful depths.

A correspondent of the *St. Louis Republic* says: "I have been informed by a European correspondent that the maelstrom has no existence outside the imagination of sensational writers.

"A joint commission of Swedish and German nautical and scientific men went in search of this, the greatest bugbear of antiquity, and report themselves unable to locate it, and the sea was perfectly smooth where the whirlpool should have been."

The latest geographers barely allude to it. One marks its site on the map, but does not mention it in his article on Norway. According to our way of viewing the subject the maelstrom romance has been pretty effectually destroyed.

## BELFAST LINEN INDUSTRY.

In the wholesale warehouses, says the *Warehouseman and Draper's* Belfast correspondent, a very moderate amount of business is passing, orders are generally of a very sorting character, and season buying for the coming spring and summer is dragging enough. The shirt factories are buying their wool goods; some of them have bought, though they are acting with great caution, scared considerably by strikes in *esse* and *in posse*. Prices are not quotably higher than last year, but the Rochdale houses are holding to their lists this time with unusual firmness. In union

goods, remarkable to relate, the tendency is towards lower rates. Angola shirtings, which are at least half cotton - some angolas have little more wool in them than the rolling of an unopened bale in and out through the mill would account for - are being quoted by some of the Scotch manufacturers at prices substantially lower than those of last year, and this notwithstanding the 40 per cent. advance in cotton yarns. Linens in cambries are dearer in price. The brown linen market has advanced considerably, and, as for yarns, spinners have decidedly refused to sell further even at an advance of 14d. per bundle on last week's prices. The Countess of Aberdeen is at present making a tour of the principal centres of minor, or cottage industrial enterprise in Ireland in order to further the interests of the Irish Industrial Association, of which her ladyship is president, and to witness for herself its workings in the homes of the people. Her visit is also connected with the project entertained by the association of erecting a model industrial Irish village at the Chicago Exhibition. Belfast was honored by a visit of a day from the Countess as she passed through to the South, but her ladyship did not visit any of the leading manufacturing establishments, such being somewhat outside the object of her journey. She, however, made a lengthened call at the establishment of Messrs. Robertson, Ledlie, Ferguson & Co., (Limited), where, in the shirt factory, she had an opportunity of seeing the material as it is cut and made ready for sending out to country agents to be made up in the homes of the peasantry. She expressed much gratification with the arrangements and at seeing provision made for the supply of so much fairly remunerative employment. These are, of course, similar to those prevailing in the other Belfast shirt factories, and in the Derry houses, whose hand made goods are made up chiefly in the cottage homes of county Donegal and county Derry.

## LACES IN ENGLAND.

It is long since the prospects for the lace makers have been so good as they are this year. There will be, and indeed already is, a great demand for lace of every description to be used in every way and on every garment. The wheel of fortune gives every one a turn if he waits long enough for it, and the lace makers have had a very long time to wait and have suffered severely, but the reign of the severely plain tailor-made gown with its linen collar and cuffs is over, and lace flounces, lace ruffles, lace frills, wherever frills can be arranged, is now to be the order of the day. The most popular is the guipure and net, which, although showing this year in new designs is not new with the season; some of the designs this year are very lovely and fine, and, when made in silk, it bids fair to be one of the greatest favorites of the year, for both mantles and costumes. The Bourdon guipure is almost exclusively used for the better class of goods, especially on silk or velvet, it is very firmly woven, yet very fine, and, when made in silk, has a lovely gloss upon it - hence its suitability for only finer materials. The ordinary guipure suits best and is used most for

cheaper goods, the difference in the price as well as in the texture having perhaps something to do with it. But, although guipure is the favorite, there is a great deal of chantilly being sold, especially for deep flounces. The lace dresses are all made of chantilly, and deep flounces on mantles very often are of the same, and so much is now being used as trimmings for hats, the warehouses are selling it already gossamer, thus saving the milliners both time and trouble and producing a better article - for the manufacturers naturally have better appliances for gossamer than nine out of every ten milliners would have. Another saving of trouble for the milliners are the made-up bonnet caps for the poke-bonnet; they are pleated *à la*, with edges of loops of colored braid, looking fluffy and silky, and can be had in a wide range of color.

One of the big city houses is showing a new trimming for under-men, made of embroidery with a torchon lace edge and insertion, the lace being very finely woven, and with the embroidery makes a much more durable trimming than the lace alone, which is apt to wash thready and out of order. There is no risk of that with this new trimming, which has already been greatly in demand. The same house has invented an embroidery on the Forest longcloth, for underlinen, which suits the garment better than the embroidery on muslin or cambric, and is more durable. Torchon lace is, however, the most popular trimming for lingerie of all descriptions, and may be seen everywhere, ranging from the coarse and common, which won't wear, to the delicately fine and dainty, which wears and washes so beautifully.

It is expected also that the demand for Swiss lace, both as curtains and anti-macassars, will be much increased this season, and some very lovely patterns are now showing, far exceeding in delicacy and design anything that has yet appeared in the market. - *Warehouseman and Draper.*

## A FEARFUL EXPERIENCE.

From private advices received from Calcutta, it is learned that a terrible fatality at sea occurred on board the British ship Hawthorn Bank, of the Bank Line, (which has a number of vessels running to this coast) while on a voyage from Java to Balasore in ballast. The vessel left Java in December, with a crew of 26 all told. Shortly after leaving port there was an outbreak of Java fever on board which proved fatal to eleven men, the sailmaker, steward, two apprentices and seven able seamen. All the officers and the rest of the men but four were laid up, and for 49 days the ship was handled and brought safely to Balasore by the captain and these four men. The passage occupied 70 days. Four of the crew were sent up to Calcutta for treatment and eleven men were shipped there and sent down by steamer to join the ship at Balasore, from which place she was going to take a cargo of rice to Mauritius.

Montreal grain shipments for June and July will, it is expected, surpass in extent those of any other similar period.

## BUSINESS AND RELIGION.

Business and religion are not *en rapport*, do not pull together, are not on intimate terms, and have not entire confidence in each other, remarks an exchange. The business man spends his time in trying to make money, and the pulpit tells him every Sunday that money making imperils his soul. So religion and business bow to each other with polite courtesy, maintain an outward attitude of mutual respect, but never go arm in arm up the broad aisles or down the street.

The very man who denounces money making requires a large salary to meet his personal and domestic wants. You have, therefore, this curious anomaly—that the church was built with money, that it is maintained with money, that the occupant of the pulpit is constantly calling for money to support charities and missions, and yet the sermon warns the givers of these gifts not to devote their years to making money because it can't be carried into the next world.

If you were to ask a thoughtful business man what he thinks necessary to salvation he would tell you in a trice as follows:

First, commercial integrity. It is the rankest kind of heterodoxy to believe that trickery in the acquisition of wealth will pay in the long run. The man who grabs at everything will probably be buried by contributions. There is such a thing as a business conscience, and it is possible to conduct business on the principles which conscience lays down. Thievery is not a short cut to success, neither is it necessary that some one should be made poor in order that you may become rich. The strongest firms are those in which the business world has confidence, and whose word is the equivalent of a bond. Commercial devilry ruins your credit, and if you keep it up for 20 years you will be poorer than when you started. There is nothing so much to be prized as sterling honesty in your various transactions, and if the goods you ship are not like the sample you may think yourself smart, but you are a fool. The best kind of religion is that which makes you a square man and then keeps you square.

Second, a recognition of your duties to your fellows. If you have something you ought to give something. There are many institutions—such as charities, hospitals, retreats, asylums—which the state cannot be reasonably asked to support. They are absolutely necessary in a self-respecting community, but they must depend upon the generosity of the rich. If fate or good fortune has singled you out and given you much instead of little you are under serious obligations to those whom the Master spoke of as your "neighbors." The welfare of society depends partly on you, and if you are niggardly suffering will be increased, because it will not be allayed. Riches and duties run side by side in double harness. The man who is rich and mean is a heretic and should be consigned to the stocks to be jeered at and pelted. The man who has money and gives it is

the ideal citizen, the thoroughly orthodox citizen, whose creed is true blue.

Whether or no money is the root of all evil, he and his loved ones will have a rough time unless he gets some of it.

## HOW SUCCESS MAY BE WON.

"Keep down expenses!" is the cry of men in business, says an exchange; "make your expense column light, so if the week's trade is small, you will not be apt to lose much."

"Keep your expenses up to the requirements of a growing business, and you will have few poor weeks in which to lose," is the advice of business men retired on a comfortable fortune.

Cheap rents, cheap help and cheap advertisements mean cheap business.

Have your store on a thoroughfare where people must see your stock in trade. Then when people read your liberal advertising they know immediately where you "are at."

Make the front of the store attractive—a trade mark, as it were to give an idea of the personality inside. Gold leaf signs glitter, but do not attract the trade that "golden bargains" cheerfully displayed by neat, sensible salespeople, do for proprietors who believe in paying sufficient to secure help that are worthy and strive for the confidence of your customers. Have salespeople, in fact, all help, sufficiently acquainted with business to advise patrons in selecting needed articles for their special work.

See to it that everyone is treated alike; allow no jealousy between help. When a poor man enters your store, treat him with as much deference as you would a rich man. They usually have large families and more "talk," it is his trade you want, also his good will.

In advertising, do not spend your money on fair programmes and the like; they are worse than useless. Advertise freely in the newspapers, changing the wording frequently, and address frequent letters to the heads of families, inviting them to call and examine your stock.

The chief advertisement of a store is the show window. Never allow that to look neglected. Have the prices marked on goods, care being taken that prices are not all "too dear," or "too cheap."

Have the store brilliantly lighted, never allow it to be too dismal. When you have tried in vain to sell an article at clearance price, give it to a p or customer (in worldly effects); he and his family of thirteen are yours ever after.

Now, in writing of store, help, advertising, light, etc., have you noticed any omission? Why! of course. I never mentioned yourself. But then the last in writing should be first in success.

Now then! Look yourself over carefully. Are you sociable? You should be. Are you quick tempered? Avoid it. Are you setting your "profit makers" a good example by being personally attentive to business? Do so, and put your profits away in barrels.

In order to prevent the smuggling of whiskey into the Northern Country, a strong force of Northwest Mounted Police is to be stationed at Athabasca Landing.

## COMMERCIAL RECIPROCITY.

In response to a request made by Secretary D. R. McGinnis, of the Grand Forks Chamber of Commerce, the St. Paul Chamber has appointed a committee to co-operate with similar committees from the Commercial club and the Jobbers' union in making arrangements for the reciprocity convention, which will be held in the latter city. The date informally selected is June 5th and 6th and the convention will be an important one. Addresses are promised by Erastus Wiman, of New York; Hon. Benjamin Butterworth, of Ohio; Congressman William Springer, of Illinois; and Senator C. K. Davis, of Minnesota.

It is understood that the committee from the organizations of Winnipeg will co-operate with the executive committee appointed at Grand Forks last fall, which is composed of representative business men of the Northwest and of Canada. A part of the work of the committee will consist of arousing interest and attracting public attention.

A great deal of ignorance and inquiry as to the real purpose of the convention exists. It is, in short, a meeting of men who are interested in the encouragement of trade between the American and Canadian Northwest, and who take this means of meeting each other and laying out some plan of action looking toward the accomplishment of their ends.

## SALMON.

The run of fish on the Sacramento has been disappointing. The light run, it is claimed, has been due to cold and unseasonable weather. If we have a few warm days without heavy winds and fish do not run free, it will be concluded that they have gone by on their way up coast.

From the Columbia River, our advices are confirmatory of a light run of fish. The catch does not average more than from 2 to 4 to the boat. The agreed price between cannery and fishermen is five cents per lb. By paying by the pound, there will not be so much temptation to sell the large fish for the market. It is said that at least thirty carloads of fresh salmon will be sent in refrigerators to the east this season. The heaviest shipments will probably be made in the months of May and June.

So far as we are able to learn, very few sales of Columbia River canned salmon have been made. The price quoted f. o. b. river is \$1.35 to \$1.45 for 1's and \$1.45 to \$1.55 for flats.

Vessels continue to leave for the Alaska canneries. No price has been made by the Packers' Association, and, until this is done, it will be absurd to quote Alaska salmon.

Eastern exchanges are estimating the coast pack for 1903. When the season advances a little more, we will be in a position to make a fairly correct estimate, but, at present, all estimates are misleading and not deserving of notice.—S. F. Herald of Trade.

The Minister of Trade and Commerce has communicated with Washington with reference to the alleged order prohibiting the Islander from coasting in Alaskan waters.

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark...	Martha Fisher	811	Meadowcroft.	Oct. 18	Victoria.....	Liverpool.....	34,062	\$163,451	pr April 14.....
Br bark...	Glengarry	802	Davidson	Nov. 3	Westminster.	Liverpool.....	37,352	186,760	pr April 15.....
Br bark...	Chill	178	McKenzie	Dec. 12	Victoria.....	Liverpool.....	30,003	163,061	
Br bark...	River Ganges	642	Budge	Dec. 19	Victoria.....	London.....	29,461	147,305	
Br bark...	The Frederick	812	Simpson	Dec. 18	Victoria.....	London.....	32,103	167,836	

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

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br ship	Athlon.....	1371	Dexter	Jan. 5	Vancouver.	Adelaide.....	1,495,128	8,265	March 18	47s 6d
Nor ship	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	1,001,171	9,193	March 25	60s
Am bark	Hesper.....	604	Sodergren.	Feb. 20	Vancouver.	Shanghai	751,424	7,781	April 23	50s
Br ship	Angerona.....	1215	Anderson	Feb. 26	Vancouver.	Valparaiso.....	834,337	7,095	May 20	42s 6d
Nor bark	Czar.....	1324	Christophers'n	March 4	Vancouver.	Adelaide	1,046,611	10,476	June 7	57s 6d
Nor bark	Agnes.....	814	Hofgaard	Feb. 20	Chemainus	Antofagasta	602,509	6,413	June 11	40s
Nor ship	Kathinka.....	1463	Klevenberg.	March 12	Vancouver.	Melbourne	1,228,925	9,251	May 23	60s
Chil bark	India.....	953	Funke	Feb. 22	Vancouver.	Valparaiso.....	803,291	7,018	May 10	owners ac
Br bark	Glenbervie.....	800	Groundwater.	March 21	Vancouver.	Iquiqui	634,810	7,689	June 8	37s 6d
Br ship	British India.	1199	Lines	March 31	Vancouver.	Valparaiso.....	863,666	9,315	July 11	37s 6d
Am schr.	W. H. Talbot.	776	Bluhm	March 14	Vancouver.	Tientsin	1,024,876	10,272	June 23	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.....	821	Smith	April 21	Vancouver	Wilmington	70,275	7,966	Aug. 31	\$16 00
Br bark	Craigend.....	218	Lewthwaite.	April 18	Vancouver.	Iquiqui-Callao	1,808,300	19,351	July 11	27s 6d & 30s
Br barktn	Toboggan.....	676	Porter	May 20	Vancouver.	Wilmington	632,828	9,339	Sept. 11	\$15 00
Br bark	Thermopylae.....	919	Winchester.	June 2	Vancouver.	Yokohama	328,576	8,949	July 22	Private....
Nor bark	Fritzoe.....	1078	Rolfsen.	May 29	Chemainus	Melbourne	983,124	8,672	Aug. 9	45s
Br ship	Burmah.....	1617	Newcombe.	June 2	Moodyville.	Valparaiso.....	1,289,359	9,833	Aug. 23	35s
Br ship	Crown of Denmark.	2029	Smith	June 24	Vancouver.	Melbourne	1,850,725	15,435	Sept. 23	37s 6d
Nor bark	Ursus Minor.	305	Johnson	June 1	New West'mr.	Sydney	481,214	4,393	Aug. 3	37s 6d
Br ship	Earl Granville	1149	Flack	June 16	Cowichan	London	853,937	12,393	Nov. 5	62s 6d
Chil bark	Antonietta.....	999	Stack	June 27	Chemainus	Valparaiso.....	836,358	9,015	Dec.	owners ac
Ger bark	Palawan.....	967	Van Heuvel.	July 8	Vancouver.	Iquiqui	683,831	7,521	Sept. 27	33s 9d
Chil bark	Leonor.....	801	Jenatsch	July 8	Moodyville.	Antofagasta	637,375	6,520	Oct. 13	owners ac
Chil bark	Guinevere.....	966	Glennie	Aug 6	Chemainus	Valparaiso	762,062	7,612	Oct. 28	owners ac
Am bktn	Robert Sudden	585	Uhlberg	Aug. 3	Vancouver.	Valparaiso	771,140	8,797	Nov. 26	40s
Chil ship	Hindostan.....	1543	Walsh	Aug 7	Moodyville.	Valparaiso	1,232,386	11,471	Oct. 23	owners ac
Br ship	Zebina Gowdy	1087	Manning.	Sept. 5	Vancouver	Wilmington	853,218	10,125	Jan. 1	\$13 00
Chil ship	Atacama.....	1235	Cuballero.	Aug 24	Moodyville.	Valparaiso	994,491	9,089	Nov. 1	owners ac
Br ship	City of Quebec	708	Carnegie	Sept 6	Vancouver.	Adelaide	517,469	4,048	Nov. 30	40s
Br bark	Nineveh.....	1174	Broadfoot	Sept. 3	Vancouver.	Sydney	951,900	9,237	Nov. 8	owners ac
Am schr.	Robert Searles	570	Piltz	Sept. 8	Vancouver.	Port Pirie	815,321	5,962	Nov. 23	41s 3d
Am ship	George Skollfeld	1276	Dunning	Sept. 20	Vancouver.	Valparaiso f.o.	931,346	81,781	Dec. 21	40s
Chil bark	Lake Lemay	1035	Bozzo	Sept. 22	Moodyville.	Valparaiso	763,829	6,610	Dec. 18	owners ac
Br bark	Scammell Bros.	1218	McFarlane	Oct. 15	Vancouver	Philadelphia	907,554	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	939,193	10,000	April 1	58s 9d
Br bark	Columbus.....	691	Melhuish	Nov. 16	Vancouver	Adelaide	565,720	4,539	Feb. 3 pr	37s 6d
Am schr.	Lyman D. Foster	730	Dwyer	Nov. 5	Moodyville.	Sydney	822,838	7,809	Jan. 13	30s
Nor bark	Benj. Bangs.....	1118	Romness	Dec. 20	Vancouver	Halifax	786,085	10,015		48s 3d
Br bark	Fernbank.....	1338	Boyd	Nov. 25	Moodyville.	Iquiqui	500,300	4,728	Feb. 13	36s 3d
Br bark	Grasmere.....	1246	Carter	Dec. 25	Vancouver.	Valparaiso f.o.	941,688	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.	1,265,729	12,683	March 5	36s 3d
Br ship	Abeona.....	979	Black	Dec. 29	Vancouver.	Port Pirie	775,140	6,425		37s 6d

### B. C. LUMBER FLEET, 1893.

Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster.	Sydney	806,948	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	Fritzoe	1078	Rolfsen	Jan. 10	Vancouver	Valparaiso	879,200	8,031		36s 3d
Am bark	Colorado	1036	Gilson	Jan. 19	Cowichan	Valparaiso f.o.	832,657			37s 6d
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	896,663	15,537		Private....
Chil bark	India	953	Funke	Jan. 11	Moodyville.	Valparaiso	738,782	7,169		owners ac
Br bktn	Bittern	329	Stronach	Jan. 29	Vancouver	Frankfurt, Au	302,830	4,201		owners ac
Ger ship	Katharine	1630	Spille	Feb. 7	Moodyville.	Iquiqui	1,328,879	14,058		35s
Br ship	County of Yarmouth	2154	Swanson	March 23	Vancouver.	U. K. f. o.	1,628,830	17,500		50s
Chil ship	Hindostan	1542	Welsh	March 6	Moodyville.	Valparaiso	1,196,826	10,242		owners ac
Am bark	Seminole	1139	Weeden	March 19	Moodyville.	Santa Rosalia	1,040,913	7,966		Private....
Am ship	Ivy	1181	Lovell	April 22	Vancouver	Wilmington				Private....
Br bark	Assel	735	Gillmour.	March 6	Moodyville.	Antofagasta	631,165	6,577		35s
Br ship	Natuna	1106	Grabin	April 20	Vancouver.	Port Pirie	964,808	7,718		42s 6d
Am bark	Hurry Morse	1313	Hughes	April 19	Moodyville.	Shanghai	928,219	8,900		45s
Haw bark	John Eua	2600			Cowichan	Port Pirie				40s
Br bark	Blairhoyle	1201	Gray		Vancouver	Sydney				31s 3d
Br bark	Mary Low	913	Robertson.		Vancouver	Pisagua				Private....
Nor bark	Sigurd	1330	Aase		Vancouver	Port Pirie				40s
Chil ship	Atacama	1235	Caballero.		Moodyville.	Valparaiso	967,361	7,500		owners ac
Br bark	Wythop	1248	Edwards		Vancouver	Sydney				31s 3d
Br ship	Gryfe	1049	Roberts.		Vancouver.	England				
Ger bark	Heinrich	923	Henne		Vancouver	Valparaiso f.o.				



# 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	1428	Mowatt	Oct. 21	Q Samarang	Vancouver	B. C. Sugar Refinery Co.	193
Br ship	Blair Athole	1697	Taylor	March 3	H Samarang	Vancouver	B. C. Sugar Refinery Co.	60
Br bark	Formosa	915	Kain	March 16	H Liverpool	Victoria	R. P. Rithet & Co., Ltd.	47
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 ss	Empress of China	3003	Archibald	April 12	C Hong Kong	Vancouver	C. P. S. Co.	20
Br ship	Candida	1279	Whettem		I London	Victoria	Turner, Beeton & Co.	
Br ship	Drumcraig	1919	Sparring		F Liverpool	Vancouver	Evans, Coleman & Evans	
Br ss	Mlowera	1911	Stott		N Sydney	Vancouver		
Br ship	Ruthdown	2058	Morrissey	April 1	Barrow	Vancouver		31
Am ship	A. J. Fuller	1782	Wallnut		Yokohama			
Br bark	Thermopylae	948	Winchester		E Hong Kong	Victoria	Victoria Rice Mills	
Br ss	Empress of India	3003	Marshall	May 3	B Hong Kong	Vancouver	C. P. S. Co.	
Br ss	Tacoma	1662	Hill	May 6	D Hong Kong	Victoria	Dodwell, Carlill & Co.	
Br bark	Ladstock	816	Williams	March 21	J Liverpool	Westminster		39

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. C—Via Yokohama April 21. D—Via Yokohama May 27. J—Via Honolulu. Chartered to load salmon for U. K.

### VESSELS IN PORT.

(May 1, 1893.)  
VICTORIA.

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

Br ship Gryfe, 1,069 tons, Capt. Roberts, from Cardiff, with coals for naval store-keeper. To load lumber at Vancouver for France.

Br. bktn Tacora, 911 tons, Capt. Thornton, arrived April 15 from Honolulu, in 22 days, for orders.

Br. ship Kinkora, 1,709 tons, Capt. Lawton, arrived April 25, from Liverpool, with general cargo; Robt. Ward & Co., Ltd., consignees.

Br. bark Dochra, 1,016 tons, Capt. MacJarrow, arrived April , from Liverpool, with general cargo; Robt. Ward & Co., Ltd., consignees.

Haw. schooner Americana, 839 tons, Capt. Denny, 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, 923 tons, Capt. Heine, loading lumber for Hamburg

### 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 Wachussetts, 1,519 tons, Capt. Williams.

Am. ship Geo. Skolfield, 1,276 tons, Capt. Dunning.

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

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

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

#### WELLINGTON SHIPPING.

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

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. Sorman.

#### EAST WELLINGTON SHIPPING.

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

#### RECAPITULATION.

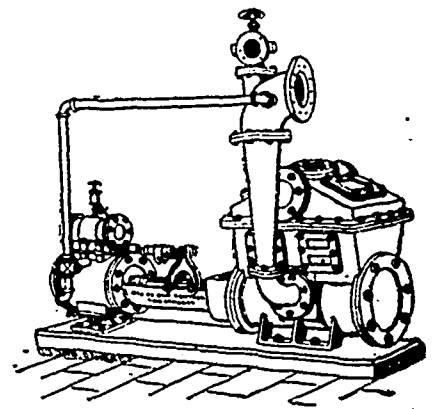
Ports.	No.	Tonnage.
Victoria	6	7,356
Vancouver	6	7,010
Nanaimo	13	19,309
Cowichan	1	2,600
Total	26	36,305
Previous week	14	20,079
Correspond'g week last year	15	18,353

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will help  
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The Br ss. Empress of China, 3,003 tons Capt. Archibald, arrived at Victoria May 1, from Yokohama in ten days twenty-three hours.

Freights the same as last week.





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