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

## B. C. CUSTOMS RETURNS.

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

## IMPORTS.

|                | VICTORIA     | VANCOUVER    | WESTMINSTER | NANAIMO      | TOTAL         |
|----------------|--------------|--------------|-------------|--------------|---------------|
| Dutiable Goods | \$133,151 00 | \$ 36,151 00 | \$ 7,783 00 | \$ 10,971 00 | \$188,056 00  |
| Free Goods     | 37,071 00    | 9,060 00     | 816 00      | 1,115 00     | 48,062 00     |
| Total Imports  | \$170,222 00 | \$ 45,211 00 | \$ 8,629 00 | \$ 12,116 00 | \$ 236,278 00 |

## REVENUE.

|                   |              |              |             |             |              |
|-------------------|--------------|--------------|-------------|-------------|--------------|
| Duty Collected    | \$ 50,019 51 | \$ 15,618 05 | \$ 3,075 10 | \$ 3,453 71 | \$ 72,171 43 |
| Other Revenue     | 11,107 23    | 1,686 05     | 29 01       | 212 18      | 13,061 80    |
| Total Collections | \$ 61,126 74 | \$ 17,304 10 | \$ 3,104 11 | \$ 3,701 22 | \$ 85,236 23 |

## EXPORTS.

|                           |              |              |             |              |              |
|---------------------------|--------------|--------------|-------------|--------------|--------------|
| The Mine                  | \$ 9,174 00  | \$ 12 00     | \$ 274 00   | \$ 17,250 00 | \$ 26,710 00 |
| The Fisheries             | 173 00       | 1,705 00     |             |              | 2,183 00     |
| The Forest                | 301 00       | 17,191 00    | 150 00      |              | 17,643 00    |
| Animals and their produce | 5,361 00     | 22 00        | 130 00      |              | 5,513 00     |
| Agricultural              | 151 00       | 2 00         | 1 00        |              | 154 00       |
| Manufactures              | 6,125 00     | 14,279 09    | 520 00      | 202 00       | 21,126 00    |
| Miscellaneous             | 1,591 00     |              |             |              | 1,591 00     |
| Total Exports             | \$ 23,187 00 | \$ 33,211 00 | \$ 1,075 00 | \$ 17,452 00 | \$ 74,925 00 |

† \$860 gold coin and \$250 silver coin.

## TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.  
Tuesday Morning, March 21.

## VICTORIA.

There is no perceptible improvement in the general condition of affairs. Five lumber and two salmon charters have been reported during the past week, which indicates some activity in shipping circles. The salmon canneries are getting ready for this season's business. There is every probability of a good run and a consequent heavy pack. This produces a better feeling in business circles, in anticipation of the large amount of money that will flow through the different channels of trade, especially in New Westminster, near which place the majority of the canneries are located. The two lumber charters to Sydney also give strength to the lumber situation, for late advices from Australia have been far from encouraging, and charters have not been numerous of late. It is expected that business generally will open up nicely next month, for then the Lenten season is over and that certainly does not help trade in general. The farming districts are opening up, and the demand for agricultural implements goes to show that there will be a good increase in the acreage under cultivation this summer. Communications with the West Kootenay mining country will soon be established, and a great rush of miners, prospectors, merchants and other business people is sure to pour into that section of the province where there will be considerable activity this summer in the development of its rich mineral resources. Money continues tight, and no improvement is reported in collections. The situation is, however, more favorable.

## GROCERIES AND PROVISIONS.

The following are the receipts of California butter from San Francisco, by ss. Umatilla, March 19, for Victoria: 28 cs, 3,319 lbs; 5 half cases, 300 lbs; 85 tubs, 3,500 lbs; total, 7,119 lbs. Receipts March 13, 3,670 lbs; March 6, 1,795 lbs; Feb., 27,

2,175 lbs; Feb., 20, 2,705 lbs. The American meat market is stronger and prices are slightly higher than last week. Quotations generally are steady with no special features to note.

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

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 18½c per lb; heavy hams, 18c; choice breakfast bacon, 18½c; short clear sides, 15c, and dry salt clear sides, 14c. Armour's white label pure lard, 10 lb. pails, 19½c per lb.

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

California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 14c per lb., 25 lb. boxes 13½c; apricots, 25 lb. boxes, 20c; prunes, 25 lb. boxes, 14c; plums, 25 lb. boxes, 14½c to 14c; peaches, 50 lb. boxes, 16c, 25 lb. boxes 17c. Canadian evaporated apples, 50 lb boxes, 8½ to 9c.

The British Columbia Sugar Refining Co. Ltd., quote as follows in their weekly price list: Powdered icing and bar. 6½c; Paris lumps, 6½c; granulated 5½c; extra C. 5c; fancy yellow, 4½c; yellow 4½c; golden C. 4½c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, ¾c; more, boxes ¾c more. No order taken for less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 gal. bls. 2½c; ditto. in 10 gal. kegs. 3c; ditto. in 5 gal. kegs, \$2.25 each; ditto, in 1 gal. tins, \$4.50 per case of 10; ditto in ½ gal. tins, \$6 per case of 20. Prices cover delivery in Vancouver, and at Victoria, New Westminster and Nanaimo, and are subject to a discount of 2½ per cent.

for cash in fourteen days. All prices subject to change without notice.

The Montreal *Trade Bulletin* says: "Butter receipts during the past week were 618 pkgs., against 911 pkgs., for the week previous. Owing to the scarcity of fine qualities of dairy butter, buyers are compelled to run upon the creamery, but they will not pay the proportionately higher price for the much better quality; consequently holders have had to meet the views of buyers to some extent. A few tubs of fresh made Eastern Townships have been received, which sold in single tubs at 23c; but the stable flavor was very clearly detected; it seems that it is impossible to avoid this in the first receipts of new milk butter. What dairy there is left is of poor quality. Creamery choice late made, 22c to 23c; Creamery good to fine, 21c to 22c; About 1c to 2c may be added to above prices for choice selections of single tubs. There is still a good demand for rolls, which sell at 19c to 21c as to quality, the sale of a lot in boxes and barrels being made at 19c, but the color was mixed and flavor not of the sweetest. The cheese market is quiet, and prices are about as last quoted, namely 11½c to 11¾c, the drop of 6d in the Liverpool cable having had no effect here, as there is so little to sell. Our advices from Chicago say that the market there is firm owing to shipment being made to the West or in the very opposite direction to which it usually goes. It is expected that new cheese will be on the Brockville market shortly."

Dairy produce is quoted:

|                                   |          |
|-----------------------------------|----------|
| Butter—Eastern Creamery, tubs.... | 27½ @ 23 |
| Manitoba Dairy choice.....        | 18 @ 22  |
| California rolls, extra choice    | 25 @ 27  |
| " squares, " "                    | 28 @ 00  |
| Cheese—Canadian, lb.....          | 12 @ 14½ |
| California.....                   | 16 @ 00  |
| Eggs, case, per doz.....          | 29 @ 30  |

Smoked meats and lard are quoted:

|                           |          |
|---------------------------|----------|
| Hams.....                 | 15 @ 18  |
| Breakfast bacon.....      | 17 @ 18  |
| Short rolls.....          | 14 @ 15  |
| Long rolls.....           | 15 @ 16  |
| Dry Salt, long clear..... | 13 @ 11  |
| Pure Lard, 50lbs.....     | 16 @ 17  |
| " " 20lbs.....            | 17 @ 17½ |
| Lard Compound.....        | 15½ @ 16 |

Sugar—Jobber's prices ¾-barrels and kegs in each case being ¾c higher:

|                              |      |
|------------------------------|------|
| Dry Granulated.....          | 5½   |
| Extra C.....                 | 5½   |
| Fancy Yellow.....            | 5½   |
| Yellow.....                  | 5    |
| Golden C.....                | 4½   |
| Syrups, per lb.....          | 3    |
| " 1 gal. tins, American..... | 6 50 |
| " " " ".....                 | 6 00 |
| " 1 " Vancouver.....         | 5 50 |
| " 1½ " ".....                | 7 00 |

## FRUITS AND VEGETABLES.

The following are the receipts of California fruits and vegetables from San Francisco by steamship Umatilla, March 19, for Victoria: 42 crates cabbage, 9 cts cauliflower, 19 crates bananas, 13 cs lemons, 1 bx celery, 70 bxs oranges, 1 sk coconuts, 6 cs asparagus, 2 sks onions, 2 bxs rhubarb. A car load of the Griffin and Skelly gold medal brand of Riverside oranges was received last week and also a car load of Los Angeles oranges. A car load of Canadian apples was received early last week. The jobbers quote them at \$7.50 per bbl. Bananas are slightly higher.

Oranges and lemons are steady. Oregon silverskin onions and cabbage are slightly higher.

Jobbers' quotations for fruits are as follows:—

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

Vegetables are quoted:

|                       |                       |
|-----------------------|-----------------------|
| Potatoes—Local        | per ton 30 00 @ 35 00 |
| California Reds       | 30 00 @ 30 00         |
| "    Early Rose       | 35 00 @ 00 00         |
| Onions—Red California | 2 1/2 @ 3             |
| Oregon Silverskins    | 3 @ 3 1/2             |
| Cabbage               | 2 @ 2 1/2             |
| Asparagus             | per lb 23 @           |
| Rhubarb               | 13 @                  |

FLOUR AND FEED.

The flour market is again weaker. It is reported that Manitoba Hungarian was sold in car lots last week for \$1.80 per bbl., 15c below the previous quotation, as a result the Columbia Flouring Mills Co., have reduced the prices of Enderby flour in sympathy for Victoria only. The local jobbers are carrying fair stocks of flour and will in all probability maintain quotations for less than car lots at the previous figures for some time at least. California rolled oats in 90 lb., sacks have advanced 50c in San Francisco, and the local quotation has been advanced 25c in sympathy. Trade continues steady but quiet, the recent cut in the wholesale price of flour being evidently an effort to stimulate sales on the part of the Manitoba Millers, but the markets here are fairly well stocked.

The *Portland Commercial Review* says: "The flour trade has passed through another dull and unsatisfactory week both as to amount of product put out and prices realized. Receipts keep pace with the present limited demand. Small shipments are sent to British Columbia and to San Francisco, about an average amount is dispatched by each steamer. Two vessels are in port for the European trade, but neither have yet completed cargoes and details are wanting. The last steamer for Victoria took out 150 barrels, a very light shipment. Values are not quotably changed. Standard brands ranging at \$3.30 to \$3.40 per bbl., with some concessions possible where buyer takes a large lot. The majority of interior millers have finally incorporated and will shortly have a warehouse here to take charge of local consignments with an agent to handle the output. What effect this new departure will have upon a profitable and economical handling of interior brands is not clearly understood at present and only a thorough trial of what appears to be a good plan will determine its success or failure."

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

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

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

|                                       |                       |
|---------------------------------------|-----------------------|
| Premier                               | \$1 80                |
| XXX                                   | 4 65                  |
| Strong Bakers or XX                   | 4 40                  |
| Superfine                             | 3 75                  |
| Jobbers' quotations to the trade are: |                       |
| Delta, Victoria mills                 | \$ 1 75 @ 0 00        |
| Lion, " "                             | 4 75 @ 0 00           |
| Premier, Enderby mills                | 5 05 @ 0 00           |
| XXX, " "                              | 4 90 @ 0 00           |
| XX, " "                               | 4 65 @ 0 00           |
| Superfine, " "                        | 4 00 @ 4 25           |
| Ogilvie's Hungarian                   | 5 25 @ 0 00           |
| "    Strong Bakers                    | 5 00 @ 0 00           |
| H. B. C. Fort Garry Hungarian         | 5 25 @ 0 00           |
| "    "    Strong Bakers               | 5 00 @ 0 00           |
| Oak Lake Patent Hungarian             | 5 25 @ 0 00           |
| "    "    Strong Bakers               | 5 00 @ 0 00           |
| Regina Hungarian                      | 5 25 @ 0 00           |
| "    "    Strong Bakers               | 5 00 @ 0 00           |
| Benton County, Oregon                 | 1 85 @ 0 00           |
| Portland Roller                       | 4 90 @ 5 00           |
| Snowflake                             | 4 90 @ 0 00           |
| Royal                                 | 4 75 @ 0 00           |
| Wheat, per ton                        | 23 00 @ 35 00         |
| Oats                                  | 25 00 @ 30 00         |
| Oil cake meal                         | 40 00 @ 45 00         |
| Chop feed                             | 23 00 @ 30 00         |
| Shorts                                | 26 00 @ 28 00         |
| Bran                                  | 23 50 @ 25 00         |
| National Mills oatmeal                | 3 50 @ 0 00           |
| "    "    rolled oats                 | 3 50 @ 0 00           |
| "    "    split peas                  | 3 50 @ 0 00           |
| "    "    pearl barley                | 4 50 @ 0 00           |
| "    "    Chop feed                   | 26 00 @ 28 00         |
| California oatmeal                    | 4 25 @ 0 00           |
| California rolled oats                | 1 00 @ 5 00           |
| Corn, whole                           | per ton 37 50 @ 40 00 |
| Cornmeal                              | 2 75 @ 3 00           |
| Cornmeal-feed                         | per ton 40 00 @ 00 00 |
| Cracked corn                          | 10 00 @ 00 00         |
| Hay, per ton                          | 18 00 @ 20 00         |
| Straw, per bale                       | 1 00 @ 0 00           |

RICE.

The Victoria Rice Mills quote wholesale:

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

SALMON.

Two charters are reported of vessels to load this year's pack of salmon for the United Kingdom. The British bark Formosa, 915 tons, Capt. Kain, now on the way from Liverpool, has been chartered by R. P. Rithet & Co., (L'td), and the British bark City of Carlisle, 823 tons, Capt. Kendall, now on the way from Newcastle Australia, to Santa Barbara, has been chartered by Turner Beeton & Co. The canning men are all getting ready for the season's pack, making all preliminary arrangements, and agents are negotiating for the disposition of the pack, and making charters for the necessary tonnage to carry the bulk of the pack to the English markets, London and Liverpool.

LUMBER.

The American bark Seminole, 1,439 tons, Capt. Weeden, has completed her cargo at Moodyville and will sail for Santa Rosalia this week. Her cargo consists of 1,025,149 feet rough and 15,761 feet t & g flooring—total, 1,040,913 feet, valued at \$7,966. The British ship Natuna, 1,106 tons, Capt. Graham, arrived at Vancouver March 17 from Portland and will load for Port Pirie at the Hastings mill. There have been four charters reported since last week: The British bark Blairhoyle, 1,291 tons, now at San Francisco, from Vancouver to Sydney, at 31s 3d; British bark Wythop,

1,218 tons, now at San Francisco, from Vancouver to Sydney, at 31s 3d; British bark Mary Low, 813 tons, now due at Victoria from Liverpool, to load at Vancouver for Pisagua; and the British ship Gryfe, 1,069 tons, Capt. Roberts, from Cardiff, shortly due at Esquimalt, will also load at the Hastings mill.

There are at present six vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. ship County of Yarmouth, 2,151 tons, for U. K. f. o.; Chilian ship Hindostan, 1,512 tons, for Valparaiso; Am. bark Seminole, 1,439 tons, for Santa Rosalia; Am. ship Ivy, 1,181 tons, for Wilmington, Del.; Br. bark Assel, 795 tons for Antofagasta; Br. ship Natuna, 1,106 tons, for Port Pirie.

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, 4 feet, per M   | 00      |
| Local selling prices are quoted as follows:  |         |
| Rough lumber per M feet, \$7.00; shiplap, \$8.00; 1x4 t and g flooring, No. 1, \$11.00; do, No. 2, \$12.00; 1x6 t and g flooring, No. 1, \$12.00; do, No. 2, \$10.00; rustic, same as 6-inch flooring Nos. 1 and 2; laths, \$1.50; shingles, \$1.50. |         |

BUSINESS CHANGES.

The Oriental Traders' Co., of Vancouver, have assigned.

W. Middleton, grocer, Vancouver, advertises giving up business.

G. C. Leonard, tailor, Vancouver, has assigned to H. C. Clark.

Dobson & Son, fuel dealers, Vancouver, have sold out to W. H. Sim & Co.

J. F. Becker, of Geiger & Becker, San Francisco baths, Victoria, is dead.

Haywood & Abray, Cosmopolitan Hotel, Vancouver, contemplate making a change.

Caldwell & Lewis, tailors, Nanaimo, have dissolved. J. A. Caldwell continues.

Wolfenden & Annadale, grocers, New Westminster, contemplate making a change.

The Cunningham Hardware Co. are reported moving their wholesale department from New Westminster to Vancouver.

E. W. Bickle, general store, Wellington, has assigned to Wm. Patterson, Nanaimo. A meeting of creditors is called for April 10.

Hamilton Byers, formerly manager of the Galena Trading Co., is opening up a hardware business at Kaslo under the style of the Byers Hardware Co.

Aaron Lewis & Co., stoves and tinware, Victoria, have assigned. The liabilities are placed at \$7,000 and the assets at \$10,000, showing a nominal surplus of \$3,000.

C. F. Pritty & Co., L'td., of New Westminster, have made application to have the style changed to The Western Fisheries and Trading Company, of British Columbia, L'td.

# Duluth!

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

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**LOTS** IN THE ORIGINAL  
TOWNSITE.

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

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

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

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

---

HENRY CROFT, 72 Government St.



**DALBY & CLAXTON PAINTS, VARNISHES, ETC.,**Real Estate, Insurance,  
Mining & Financial**AGENTS.**

-AGENTS FOR-

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

**64 YATES ST., VICTORIA.****COMPETENT HELP.**

The advisability of securing competent and intelligent assistants is being recognized more and more every day by merchants in all branches of trade, writes Joseph Heritage Ingersoll; and more especially among the retail storekeepers is this essential, where the clerk is brought into contact with scores of people daily. A few years ago, the grocer's clerk who could add a fair sized column of figures and knew the number of ounces to the pound, was considered perfectly competent to attend to the wants of the customers; but now he has been superseded by the intelligent and polite assistant, who knows the names of all the regular customers, so that a lady entering the store is greeted with a "Good morning, Mrs. A.," followed with a remark regarding the current topics; or, "Were you pleased with the new brand of flour we sent you last week?" etc. By the interest taken, the customer feels at once that the clerk is directly interested in supplying her with a good quality of goods, and will often seek his advice and rely on his judgment regarding intending purchases.

It is policy, also, in addition to having a competent corps of assistants, that the force be of sufficient number to attend to the wishes of your customers without subjecting them to unnecessary delay. Would-be purchasers, after waiting in a store for five minutes without receiving the attention of any one, are very likely to make their exit without purchasing, and you will find that their future orders will be left with your competitor. Our friends, when calling on us at home, are not neglected in this manner, and why should not this friendly feeling be extended to our customers at the store?

The wide awake grocer nowadays also prepares for the Saturday rush, not only by having a sufficient force of assistants, but sees that the staple goods during the week have been wrapped in packages of different weights, so that when a pound or two of sugar, coffee, tea or other commodity is called for, it is not necessary then to be weighed and wrapped. In this way a great deal of valuable time is saved, and the regular force in some cases will be sufficient to attend to the Saturday's trade. During the week, your clerks will often find a half hour when this work can be done, and by observing this rule you will find by the end of the year that you have saved considerable in your expense account.

The system of delivering goods has been

**PAINTS, VARNISHES, ETC.,**  
*MIXED PAINTS, DRY COLORS, CALSOMINES,*Coach Colors in oil and  
japan, Coach Varnishes,  
Window Glass, Plate GlassOrnamental Glass and  
all kinds of Painters' and  
Artists' Requisites.**A. RAMSAY & SON.**ESTABLISHED  
1842.**MONTREAL.**

adopted by all grocers who wish to keep up with the times. Among the larger stores, the order clerk will call during the week on the customers, and receive their orders for Saturday's delivery. A bright device which is furnished housekeepers for recording grocery orders consists of a about a foot in length by three or four inches in width, upon which the names of the different articles handled in the grocery trade are stumped. Opposite each item a hole is made in the board, and when the housekeeper finds the supply of a certain article running short a pin is inserted in this board opposite the corresponding name of the article. By this method a great deal of time will be saved when the clerk calls for the orders. And, again, items which would be very apt to be overlooked by the housekeeper if entrusted to her memory, and consequently be omitted in the list furnished the clerk, will by this method be ensured. When it is considered that these items will be very likely purchased at a more conveniently located store, the value of this arrangement will be very readily perceived, and among grocers who enjoy a suburban trade, this plan will be found very practicable, also a stimulating factor to increased patronage.

**COMMERCIAL SUMMARY.**

It is announced, and we are glad to hear it, in the agricultural interests of the Province that, this year, greater care than ever is being taken by the farmers as to the kind and quality of the seed which is being sown by them in the same way as scientific farming declares that their should be a rotation of crops there should be a change of seed, and the best that can be had is that which will give the best return.

The tendency of the age in business is to compel insurance wherever that is possible, and only those who in a manner insure themselves, as do some large steamship companies, can afford to dispense with the wise precaution which may some day be to themselves or their own flesh and blood, the life buoy that preserves hope, position and competence in the storms of adversity. Life insurance, moreover, is now one of the recognized securities among lenders and borrowers, and as such deserves especial study. As certain as death is the ultimate payment of a debt so guaranteed, and if the tontine system is followed, death does not count in the matter at all. The system is better even than the old one of paying interest merely. The borrower

keeps the insurance going and at the close of the period of insurance either by death or otherwise arranged, the lender receives his money, and the estate is left intact.

The profits of the Suez canal are said to exceed \$7,500,000 annually.

The Winnipeg Board of Trade has adopted a resolution calling on the Dominion Government to immediately introduce legislation that will dissolve trusts and combines.

The exports of mica from Canada to England and the States now range from \$15,000 to \$20,000 monthly. Canada mica, for both electrical and stove purposes, ranks as high as that of any country in the world.

At a recent meeting at Hanover, of the Brunswick-Hanoverian Branch Union for the manufacture of beetroot sugar, remarks were made on a new substance called "Valzin," which is expected to entirely supplant saccharine. This new substance is being manufactured by Riedel, of Berlin and is 200 hundred times sweeter than sugar, but does not possess several unpleasant qualities which saccharine has.

Some of the most successful storekeepers can readily substantiate the fact that nothing has assisted them as much in building up a trade as has the neatness and appearance of their store and its surroundings. Does any one suppose that when a store is kept in an untidy condition, with soap and ham, coal oil cases and butter boxes, bread and potatoes all intermingled and thrown together, that the customers do not become disgusted with such state of affairs? Those grocers who think so generally find plenty of time to wait on the trade they have.

With reference to the exports of butter and cheese from the antipodes, the law in New Zealand is very stringent in its precautions against fraud, and amongst other wise and wholesome regulations it stipulates that packages of provisions should be distinctly branded, on being shipped to England and the distant markets of the world, with the real character and name of their contents, such as "dairy butter," "blended dairy," and "factories" or "creameries;" and cheese as "factory cheese," "half-skims" and "full cream;" the omission to do which involves the consignor is a penalty of £100 or more for the first and second, and imprisonment without the option of a fine, for the third offense, than making fraudulent practices as nearly as possible out of the question with the colonists.



# THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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

VICTORIA, TUESDAY, MARCH 21, 1893.

## PROVINCIAL BUILDINGS.

We note that, although the matter had not been formally debated in the Provincial Legislature, reference has been made to the subject of the public buildings which it is contemplated to erect in this city on the other side of James Bay. It is evident that to a certain extent sectional considerations are likely to be imported into the discussion when it does come up, and already in Vancouver a resolution has been adopted adverse to the proposal to expend \$600,000 or perhaps more in the city of Victoria on the proposed work. Mr. Cotton and one or two other Mainland men, while expressing themselves as adverse to the contemplated expenditure at the present time, strongly deprecate the idea that they are influenced by a desire to take the seat of government away from Victoria. This being their position and, as we believe that not a few members from the other side of the Gulf of Georgia are of this way of thing, we contend that no better time than the present could be chosen for beginning to build.

In the first place we may say that new government buildings are absolutely necessary, the additions and improvements that are constantly being made being only like putting a patch of new cloth on an old garment, whose appearance is very little improved by the change but which at the same time is actually made more susceptible to the influences which bring about its final destruction. Moreover, even the increased accommodations are not equal to the requirements and, no matter what may be done, ere long new quarters must be had. Any one with half an eye will see that the province ought to build.

Then as for a site, one is already possessed and occupied that cannot be surpassed, if indeed, equalled in the entire province. We already own it, and to remove to a new location would require two transactions—the selling of the present property and the purchase of another. It may be said that the land we now have would bring a high figure and that out of its transference a considerable profit might be made, while a place elsewhere might be purchased at a much lower figure. We reply that the James Bay land is worth quite as much to the province as to any possible purchaser, and so soon as it were known that the Government had decided to build elsewhere the land which had been selected would, whether it was worth

it or not, "appreciate in value" immensely. In fact every dollar that could be exacted would be insisted on, so that the outcome of the two transactions might be expected to be little short of a pecuniary loss.

From the point of view of accessibility, there is little to choose between Victoria and either Vancouver or New Westminster; but were this point made to prevail to the advantage of either the Terminal City or her sister on the Fraser, it would not be long before Kamloops or some other city in the interior presented its claims and might by a similar process of reason obtain the honor and advantage—for some advantage it certainly is—of being chosen as the capital of British Columbia. Or it might be that for a change we should have the experience of perambulating parliaments as was the case in Upper and Lower Canada before Confederation—the expense and inconvenience of which are well understood by many people now living on the Mainland who hail from the provinces in question.

And, as another alternative, it might be that the way would, by lack of hearty agreement on this matter, be opened for a division of the province into its original parts—a point which we notice has been mooted by a new addition to the list of serials with which the Mainland has been favored.

Talk of this kind, however, is idle. We want, if that were possible, even more consolidation than we now have. In common with the rest of the Dominion, we have too much provincial legislation, our bills on this account being heavier than we can afford. But, under existing circumstances, even should it be true that Victoria is rather remote—which we do not for a moment admit—it was its remoteness that caused Ottawa to be chosen as the capital of the Dominion, and it was a kindred consideration that led our United States neighbors to hit upon Washington as the centre of the legislative and administrative system—an argument that cannot certainly be made to apply anywhere else.

Then, after these preliminaries, taking it for granted that Victoria is the best location for the seat of Government, we hold that no time better than—even if as good as—the present could be chosen in which to begin operations. Money is cheap and the credit of the Province is such that she can borrow funds on the best terms that the market offers. Times are dull and the number of unemployed in the Province is very considerable. Apropos to this we take the following from the *Colonist*:

"It is impossible to read the account which our reporter gives of the condition of the unemployed in this city and the way in which they bear the hardships which they are called upon to endure without admiring their courage, their independence and their manliness generally. The men, too, are more cheerful and hopeful than one might expect to find them. They do not whine, neither do they seem inclined to blame the country or their fellow-citizens for the hard times that press upon them so severely."

This extract is sufficient to show that matters in this city are more than ordinarily hard, and renders it unnecessary to enter into a description of the actual situation. We may add that in other cities of

the Province there are many idle men, the distribution among whom the value of the labor required to put up the public buildings would be a boon that would rescue them from dire extremities. It is no uncommon thing for governments and municipalities in times of distress to have works performed even in advance of actual requirements in order to prevent distress and suffering. More than enough white men could be found in the province bordering on a condition of poverty to supply the labor required, and they should be employed on the work, not through contractors, but under the supervision of the government officials—the best working plans and specifications being prepared preliminary to commencing operations.

It was expected that the Victoria sewerage works would have furnished employment to considerable home labor; but many strangers were brought in and the bread was thus taken out of the mouths of those who belong to us. We want to see the Provincial buildings begun without delay and carried to completion by home labor exclusively. This is the general sentiment—Hon. Mr. Beaven not excepted, unless he has abandoned his former pretensions.

## AN INSOLVENCY ACT STILL WANTED.

The *Trade Bulletin*, of Montreal, complains very properly that though the passage of a uniform bankruptcy law for the Dominion is of far more importance to the country at large than any measure brought forward during the present session of the House of Commons, there is very little chance of such a Bill being made law. We may go further and say that there will be no such measure this year. The Government are afraid of dealing with the subject. They recognize, however, that the interests of solvent traders are seriously imperilled by the existing state of affairs and that there prevails a condition of what has been described as legalized robbery which is working its way even into this province whose fair commercial fame has stood so high.

In several instances, notably one within the last few days, an insolvent whose credit was worked out in this province, turned his attention to Montreal, Toronto and American trade centres and, having given his brother a mortgage on his entire lock, stock and barrel, ran the whole length of his tether and then closed or was closed up, leaving nothing for any one, it is understood, except the privileged claimant or claimants. No wonder people are asking whether or not, in view of the absence of an insolvent act, it is safe to give any kind of credit at all. The paper which we quote on the general principle pithily remarks that "the negligence of Parliament in spite of the memorials and petitions which have repeatedly been addressed to the assembly lends color to the statement recently made by a prominent wholesaler in the east that as there are members on both sides of the House who have already gone through the mill and might at some time have to go through again, they do not want the present bankrupt regime disturbed."

## THE FRENCH TREATY.

Sir Charles Tupper and the Government have manifestly had a misunderstanding as to the French commercial treaty, that convention as negotiated by Sir Charles Tupper being declared by the Minister of Finance to be not what the Ministry at Ottawa contemplated. Sir Charles says that he did as he was instructed and is very sore on account of the reflections cast upon him and his diplomatic bungling, for that in effect is what Hon. Mr. Foster charges.

There would appear to be a possibility that the Canadian ambassador to the court of St. James may resign and it would, indeed, be a funny thing to see him and Mr. Blake fighting their old battles over again at Westminster. Sir Charles Tupper is reported to be wealthy, and that he is ambitious there is no doubt, so that it may be on the cards that he will abandon the Canadian service and run for the first convenient English or Scotch constituency as an opponent of Home Rule, for it is not likely that he will care to become a follower of Mr. Gladstone—"grand old man," as some people think he is.

## FRUIT GROWING.

It is satisfactory to have the opinion expressed by Professor Saunders of the Department of Agriculture, that the collection of fruit trees at the Agassiz Experimental Farm is the largest on the continent and to be assured that the experiments that have been made there will be of the greatest value to the people of this Province. But we want more than verbal opinions and assurances from the officials at Ottawa. We require the Government to see to it that everything possible and that is within their purview be made to work together for our good. Last year a pretence was made of teaching our farmers more about their business than they knew already, by an expert sent out by the Department of Agriculture; but he had not time to complete his task and returned to his headquarters without having accomplished anything.

We ought to be put in possession of the results of years of Governmental experiment and if there is anything to be learned we want to have the full advantage of the teachers towards whose salaries maintenance and travelling expenses we pay more than our due proportion. Most of us know that mixed farming combined with fruit growing is an industry for which we possess exceptional facilities and that there is a home market as well as a demand from our neighbors of the prairie provinces for all the products we can raise. We know too that there are thousands of acres of land on the Island and Mainland, wild and unproductive at the present moment which are admirably adapted for the successful culture of apples, pears, plums, cherries and all the small fruits.

Besides, dairying and poultry raising with the cultivation of fruit form a proper combination for the lands of this island, which generally are not adapted to farming on a large scale, owing to the limited areas of arable land in any one block. The

trouble is that the business is not as well understood as it might be and as teachers are sent out to teach the arts of agriculture and their kindred industry, we claim our full share of their services. We want to know from them not only what is possible of accomplishment, but how the best results can be secured.

## EDITORIAL COMMENT.

J. R. ARNOLDI, one of the Ottawa official hoodlums, has been fined and sent to gaol for six months for malfeasance in office. So far so good. This week Hon. Thomas McGreevy and the notorious Connolly are to be placed on trial for the frauds which are laid to their charge. We say, "Hew to the line, let the chips fall where they may." Those persons, if guilty of the offences charged, should have all the punishment which the law allows. They grew fat and laughed at law and justice, because they basked in the sunlight of certain official countenances, whose possessors may find themselves in very queer street, if all the evidence said to be obtainable be only forthcoming.

We must confess to some surprise, though we have hitherto said but little on the subject, that, in spite of his Toronto speech, where the Premier and other members of the Cabinet expressed their intention to lop off the mouldering branches of business which have only existed for the benefit alone of those parties who were directly concerned by reason of the existing high protective tariff, those "industries" are to be allowed still longer to feed on the country's vitals, giving in return no beneficial results to the community. Sir John Thompson and Hon. C. H. Tupper are on the other side the Atlantic and the reply *non possumus* is the only response that is given even to the members from British Columbia, upon which tariff iniquities press the most hardly. We are truly long-suffering and slow to anger.

THERE are no less than 55 benevolent societies registered in the Province of Ontario for the transaction of life insurance. The report of the Ontario Inspector of Insurance and Friendly Societies enumerates these 55 concerns with details as to their affairs. Over one half of them have no reserve fund at all. The total of their resources is \$1,162,071, with a membership of 141,048, an average of \$8.00 per head. The *Montreal Trade Review* observes that the policies range from \$500 to \$3,000, so that each death claim for the maximum sum takes the entire reserve of 360 members to meet it. The strongest of these societies in England, which has several millions of invested funds, and a membership of three-fourths of a million, has been pronounced unsound when tested scientifically. There is it would seem no official guarantee that any of these 55 societies are sound.

"MORE power to you, *Colonist!*" for your prediction that "the attempt of Hon. Mackenzie Bowell to manage the salmon fishery of the Fraser River from Ottawa will not be a very brilliant success." Most certainly the men who have been fishing

and canning on that river for years ought to know how to conduct their own business. If canners could have made a profitable use of the offal, they would long ere now have done so. Moreover, it has not been proved that allowing the offal to be consumed in the river by the scavenger fish or carried out to sea by the current is destructive to salmon life or injurious to the health of those who live on the banks of the river. In the persistent striving to regulate an industry so important as the salmon fishing of British Columbia by a number of civil servants thousands of miles from where the salmon are caught, we recognize the hand of Mr. Samuel Wilnot and of that fossilized pedagogue, Deputy Minister Smith, who, at his time of life, and with all his experience, is neither useful nor ornamental.

THE *Victoria Times* is of course "agin" the Government, but in view of the developments that have been made in connection with the French Commercial Treaty it would not appear in view of what has been developed to be so far astray when it says, "There is apparently a nice question to be settled by the minister of finance and the high commissioner. The public will be apt to conclude that both the government and the negotiators went rather stupidly about the work of concluding the treaty. Most people will also be of the opinion that the treaty was not worth all the bother it had caused, as under the most favorable construction it could not have done much for Canadian trade." Canada appears to have been overreached in these negotiations. If Sir Charles Tupper is to blame he ought to be made to sweat; but if the blame attaches elsewhere those responsible should be severely punished for a blunder that in its result may be worse than a crime. This incident should lead our "statesmen" to study more thoroughly the science of diplomacy, for in the past they have not unfrequently been overreached.

BUSINESS men for consuls is, we are satisfied to learn, to be the policy of President Cleveland in making his appointments. Mr. Egan was a bright business man and diplomat whom the Republicans sent to Chili, and there have been other shining lights who have been sent elsewhere to represent "the greatest nation on earth." Vancouver was blessed with a splendid specimen in the person of Jay Ewing, while some other "diplomats" hailing from Washington have been no credit either to their nation or to themselves individually. Now the broad policy is to select men for consuls who have exceptional business qualifications and possess sufficient trade instinct to recognize an outlet for American merchandise and ability to aid in working up the market for the product of American manufacturers and farms. As concerns Great Britain, one of the *sine qua non*s has been that the appointee must be a gentleman, and, in this respect, he frequently furnished a striking contrast to his American confrere. Now, however, that, as far as possible, greater stress is to be laid by our neighbors upon business ability, that qualification will no doubt have greater consideration from the Home Government.

## CLEARANCE SALES.

One sometimes hears it said that a merchant is not honest in offering goods at cost, or in announcing a clearing sale at prices below what is reasonable. Conservative competitors of such a merchant sneer at him and say he is a fraud. It does not follow that such is the case, by any means. A lively, ambitious merchant may fall into error of judgment as to the selling quantities of a line he is at first confident will go. No man can predict exact results. Fact is, every merchant has had experience in this way that has cost him dear. The goods are all right, but at the price first placed on them they prove slow sellers. In such event it is far better to sacrifice all profits and get clear of the stock than to carry it along. Like a captain at sea, who has a big cargo, when the storm comes up, he feels that it is wiser to lose part of the deck load than to risk all on board. By lightening the load he saves the vessel and part of the goods. A clearing sale may make trade somewhat demoralized for a time, but better than that crippled credit. Few merchants are able to buy for cash. They must make sales in order to meet bills. The momentary inconvenience of forcing trade is offset by the healthier activity that follows putting in a new and popular stock. It does not pay to carry dead goods.—*Exchange.*

## B. C. MINERAL OUTPUT.

The annual report of the minister of mines was presented to the legislature, one day last week. It shows that the total estimated yield of gold for 1892 amounted to \$300,525. The number of men employed was 1,310, and their average annual earnings were \$208. The value of gold exported by the banks at Victoria during 1892 amounted to \$322,938. Commencing with 1887, the export has kept decreasing, and last year proved no exception. Returns from the several districts, excepting Cariboo and East Kootenay, show a falling off in the quantity of gold mined, which is attributed to the well-worked placer claims having in some cases become barren, and to the absence of new ground from which the deficiency could be supplied. Though the prosecution of the mining industry throughout the province is on the increase, there is at present little report concerning the result of the developments of the different mineral ledges and hydraulic workings in so far as it relates to the production of gold and silver. In West Kootenay, the activity in mining mentioned last year still continues, and one quartz mine is reported to have produced \$10,000 in free gold, while many claims have shipped ore, the results of which are not stated. With regard to hydraulic claims, the applications for mining leases of bench lands during the past year have been more numerous than at any former period, and it is anticipated that the output of gold for 1893 will be considerably enhanced by the hydraulic companies operating in the Yale division of the Yale district, and also in the Lillooet and Cariboo districts.

The yield of platinum for the season, estimated at \$3,500, falls far short of the

amount mined in 1891. A decline in the market value of the metal is offered in explanation of the reduced production. There is reason, however, to think that certain claims on the Tulameen River, in the southern portion of Yale division, which have been acquired by the Tulameen Hydraulic Company, have not received the attention during the past season as of late years. An amount exceeding \$20,000 has already been expended in the development of the property, and steps are now in progress for the purpose of obtaining necessary capital to work the claims to advantage. Should the company succeed in their efforts, mining operations will be resumed without delay on an extensive scale.

Statistics are as follows: Total gold and silver exports since 1858, \$53,631,509; total number of men employed, 1892, 1,310; average yearly earnings per man, \$208; gold output in Cariboo, \$201,000; ditto Cassiar, \$28,950; claims recorded, West Kootenay, 1,701; transfers, ditto, 946; claims recorded, East Kootenay, 131.

The coal output for 1892 was \$26,335, as against 1,029,097 tons for 1891, as follows: Nanaimo, 431,386; Wellington, 290,370; East Wellington, 33,650; Union, 68,928; coal on hand Jan. 1, 1892, was 33,213 tons. Exports in 1892 were 610,579 tons, as follows: Nanaimo, 307,623; Wellington, 238,100; East Wellington, 28,000; Union, 66,556. Total home consumption, 196,224; on hand Jan. 1, 1893, 22,755 tons.

## THE POPULATION OF THE EARTH.

How many people are now living on the earth? How are they divided in regard to the great geographical divisions of the world, to the great political subdivisions, or as to races? Where are the most densely and the most sparsely settled countries? To these questions we find answers given in the publication by H. Wagner and A. Supan, entitled *Bevolkerung der Erde*, the eighth division of which appeared in 1891. For a large part of the earth, these answers do not pretend to scientific accuracy, because they are not founded on an accurate census, or counting of the people, but the estimates have been carefully made after comparing all the information available from various sources, including especially the careful study of this subject made by M. Emile Levasseur, of the Institute of France, and published in the Bulletin of the International Institute of Statistics in 1887 and 1888. According to Levasseur, the total population of the earth in 1886 was 1,483,000,000; according to Wagner and Supan, it was in 1891 about 1,480,000,000, the difference being mainly due to the differences in the estimates of the population of China and of Africa. The figures of Wagner and Supan include 836,000,000 people actually counted or registered, or a little over 56 per cent. of the total mass.

Over half of the people of the world live in Asia, and nearly one-fourth of them in China, which slightly exceeds the whole of Europe in population. India contains a little over one-fifth, and Africa about one-ninth of the world's people. Less than one-fourth belong to what are ordinarily known as civilized nations, and of these nearly one-third, or about one-thirteenth of the total population of the

world, belong to the English speaking peoples. The density of the population of different parts of the world varies very greatly in different countries—being greatest in Belgium, where it is about 535 to the square mile. The number of persons to the square mile in different regions and countries is as follows: Europe, 95; Asia, 48; Africa, 14; America, 8; Australasia, 1.3; Belgium, 535; England, 480; Netherlands, 357; Great Britain and Ireland, 311; Italy, 272; German Empire, 236; Japan, 271; China, 226; India, 187; Switzerland, 186; France, 184; Austria-Hungary, 170; Denmark, 146; Portugal, 124; Spain, 80; European Russia, 49; Sweden, 27; United States, 17; Mexico, 15; Norway, 15; Canada, 2. A large part of the world is not crowded yet. In Australasia the density of population is only 1.3 per square mile.

In 1660, Riccioli estimated the total population at 1,000 millions; in 1810, Malte-Brun gave it as 610 millions. In 1840, Bernoulli gave it as 764 millions; in 1858, Dieterici estimated it at 1,293 millions; and in 1868 Kolb gave it as 1,276 millions. In 1872 Behm and Wagner issued the first of their reports on this subject, estimated it at 1,377 millions. In 1880 they reached the figure of 1,556 millions. In 1882 they rejected the result of the so-called census of China in 1842 taking 350 instead of 405 millions as its population, which reduced the total result to 1,434 millions, equivalent to 1,401 millions in 1880. In the figures of Wagner and Supan for 1891, a further reduction is made of 46 millions, 38 millions being dropped from Africa alone. According to these revised estimates, the population of the earth increased in eleven years from 1,355 millions to 1,480 millions, giving an average annual increase of 0.84 per cent. Taking into consideration the fact that excessive death rates prevail in semi-civilized and barbarous nations, it seems probable that the average annual increase by excess of births over deaths is certainly less than 1 per cent of the population of the earth.—*Ex.*

The Dominion Coal Company, the new concern which has just secured the lease of the Cape Breton mines, is beginning to work. The money for the lease has been paid and the stock for the company subscribed. About one-fourth of the latter is from Canada.

Electric light baths are among the latest inventions. The necessary parts of such a bath are a cabinet which will enclose the entire body except the head, and 50 electric lamps of 16 candle power each, or 100 volts, arranged about the body in groups, with a separate switch for each group. The light is thrown on a section at a time, making the patient frisky, and browning the skin like an ocean bath.

The inhabitants of a suburb of Vienna were recently bombarded by anonymous letters, threatening them with incendiarism. Some took the precaution of insuring their possessions, others, with a sounder instinct, informed the police, with the result that the author of the letters has been discovered in the person of the agent for the local branch of a fire insurance company! There is something truly trans-Atlantic, shall we say?—in this gentleman's way of doing business,

## PERMANENCY OF LOCATION.

It is but seldom that any advantage is gained by moving from one location to the other or by selling out your business at one place with the purpose of commencing business elsewhere. Permanency of location is as much a gain to a young merchant as is the profit he makes on his goods. With some young men it has become second nature to be ever dissatisfied with the location in which they are engaged in business. They are either looking for a place to start a new store or else they are looking for a purchaser for the one they already have. In this manner, they constantly continue until their money is gone, and then they find themselves without either store or credit, as even the wholesale merchants who have formerly supplied them with goods lose faith in their stability and consider it too great a risk to extend credit to them.

In proof of the injury that a constant moving about is to a storekeeper, one needs only to follow up some of those who practise it. Men who were formerly in the grocery business may be found in every walk of life, but when one is found who is poor, very few questions will have to be asked before it will be ascertained that he belonged to the class that believed in frequent changes of location while he was in the grocery business. Those who have made a success of the retail business will generally be found to have started business in a certain location and remained there until they amassed sufficient wealth to either go into the wholesale business or else retire altogether and live upon the fruits of their early labors.

Though at the first start the receipts may be small, and business may even continue slow for some time, as is generally the case when a business is first commenced, it is far better for a young man to remain in the one place and do the best he can in the way of gaining the good will of neighbors and probable customers than to be always changing stores, thereby lessening his chances of ever establishing a permanent trade and ruining his prospects of eventually obtaining the confidence of wholesale merchants, without which no retailer can ever expect to become successful in his business.—*Retail Grocers' Journal.*

## BE PROMPT.

"Do it to-day," says a writer in the *Merchant Sentinel*. "Meet the day's demands with promptness, regardless of their seeming insignificance, and there is no better way to place your name between the lips of undesirable business gossips than by showing this lack of promptness in small matters. This does not alone apply to the strictly financial part of your work. There are thousands of opportunities which present themselves where it is possible for the business man to take advantage of the 'stitch in time saves nine' axiom. The 'stitch' is but an insignificant factor in the make-up of the long, binding seam, but the neglect of the one broken thread, and procrastination's prevention of its prompt repair, is the ruination of the entire garment. So we find men in their busi-

ness transactions constantly 'putting off' that which should be done to-day, until an accumulation of the little neglected details form an aggregate with a crushing weight when the time comes that circumstances give the mandatory command. It must be done! How often do we hear the merchant who is his own book keeper lamenting an unpardonable negligence in himself—in the matter of keeping his accounts entered up to date and his books in a condition of intelligent management. A negligence which he would not tolerate in any one in his employ. So easy is it to thoughtlessly 'put off' that which does not make a peremptory demand upon our time, that we are liable to fall into the habit of being behind the details. Better, by far, be ahead of time than constantly lagging. Do everything as it presents itself, for just as sure as you 'put off' until to-morrow, your time will be fully filled by the duty of the day, and you have lost the only opportunity of life open to the neglected work."

## SINGULAR EFFECT OF EMOTION ON THE SENSES.

Sir William Dalby, consulting aural surgeon to St. George's Hospital, has been noting down some "strange incidents in practice"—that is to say, certain cases within his own experience as a medical practitioner—which he confesses himself unable to account for by any course of cause and effect with which the profession can be said to be at all accurately familiar. The most curious have reference to the effects of emotion on the various senses. One is that of a lady who was standing before her toilet table and looking through an open door into her husband's dressing room, when she saw in a mirror the reflection of her husband in the act of cutting his throat. From that moment she was absolutely deaf. A similar sudden and complete loss of hearing happened some years later to a young married woman who was suddenly confronted with her husband's dead body at the time when she believed him to be quite well, and when she was going to meet him after a long absence.

On various occasions, Sir William Dalby has noted the remarkable effects produced upon the hearing by emotional influences not only by great mental shocks, but by mental strains. He has known not only sudden grief but also overwhelming joy, instantly to make a person quite deaf. Sir William Dalby has known the sense of smell to be lost by very strong emotional influences, and with this the sense of taste. A remarkable instance of loss of a faculty is that of a brother physician, who in boyhood found himself suddenly deprived of the power of speech. He was a man of middle age and robust appearance. His hearing was perfect and he could understand all that was said, but his replies were always communicated by pencil and paper. One day this physician announced that the power of speech had returned as suddenly as it had originally left him. He added that he was entirely unable to ascribe the recovery to any cause, and Sir William Dalby confesses that his experience does not enable him to offer any explanation.

## WHENS FOR BUSINESS MEN.

When you have a decided taste for it, possess sufficient capital, and are acquainted with the details, you are fitted to engage in any business.

When you come to consider every other business superior to your own, you may conclude that your own business is superior to yourself.

When you have learned to serve faithfully, you may be expected to command wisely.

When your stock is turned over often you can afford to sell cheaper and still increase the net profit.

When you acquire into the cause of a marked success, you will invariably discover that much of it was due to the ability to select and retain efficient employees.

When you lock your store door at night leave your business inside. No balmy sleep with worry for a bed-fellow.

When you have decided on a course of business which is satisfactory to your own mind and experience, do not allow the doubts of others to dampen your enthusiasm.

When you have exerted your abilities, and success seems doubtful, train your mind to review results kindly. Be sanguine. Worry, not work, is the bane of many lives.

When a business is said to run itself, it is generally the result of the force of gravitation. Gravity is always downward.

## INSURANCE INCREASE IN CANADA.

Taking the increase in premium income for 1892 by the fire insurance companies doing business in Canada, as shown by our table of February 1st, as an indication, and a gratifying increase in insurable property values in the Dominion has taken place. The same number of companies, practically, wrote business in 1892, yielding \$322,127 more premiums than in 1891. Of this increase \$211,609 was by the Canadian and British companies combined, and \$110,518 by the American companies, the percentages of premium increase being not quite 4 per cent., for the former and upward of 16 per cent., for the latter, or a general average increase of over 5 per cent., on a total premium income of \$6,573,424. For the six years since 1887, the premium increase has been \$1,356,068. The ratio of losses to premiums (63.46), as we have before noted, however, shows an increase for 1892 over 1891 of over one and a half per cent., and over the average ratio for the six years (which was 59 per cent.) of not quite four and a half per cent., which is anything but encouraging. The life business of the Canadian companies also shows a very gratifying increase. The new issues for 1892 (including the Great West of Winnipeg, a new company) were about \$28,245,000, against about \$23,200,000, in 1891—an increase of nearly \$5,000,000, during the year, including perhaps \$2,000,000, done outside of Canada. This is certainly an encouraging record for our companies.—*Insurance Chronicle.*

Europe consumes upward of \$30,000,000 worth of gold and silver annually for plate, jewellery and ornaments.

# 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 | \$163,454 |          |
| Br bark... | Glengarry     | 802  | Davidson     | Nov. 3  | Westminster | Liverpool | 37,352 | 186,760   |          |
| Br bark... | Chill         | 178  | McKenzie     | Dec. 12 | Victoria    | Liverpool | 30,093 | 163,061   |          |
| Br bark... | River Gauges  | 612  | Budge        | Dec. 19 | Victoria    | London    | 29,161 | 147,305   |          |
| Br bark... | The Frederick | 812  | Simpson      | Dec. 18 | Victoria    | London    | 32,403 | 167,896   |          |

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

| FLAG.        | NAME.            | TNS. | MASTER.      | SAILED.  | FROM.           | FOR.            | CARGO FT. | VALUE. | ARRIVED. | RATE.        |
|--------------|------------------|------|--------------|----------|-----------------|-----------------|-----------|--------|----------|--------------|
| Br ship...   | Athlon           | 1371 | Dexter       | Jan. 5   | Vancouver       | Adelaide        | 1,495,123 | 8,265  | March 18 | 47s 6d       |
| Nor ship...  | Morning Light    | 1316 | Johansen     | Jan. 22  | Vancouver       | Melbourne       | 1,001,171 | 9,193  | March 25 | 60s          |
| Am bark...   | Hesper           | 661  | Sodergren    | Feb. 20  | Vancouver       | Shanghai        | 751,921   | 7,781  | April 23 | 50s          |
| Br ship...   | Angerona         | 1215 | Anderson     | Feb. 26  | Vancouver       | Valparaiso      | 831,937   | 7,095  | May 20   | 42s 6d       |
| Nor bark...  | Czar             | 1324 | Christophers | March 4  | Vancouver       | Adelaide        | 1,016,611 | 10,476 | June 7   | 57s 6d       |
| Nor bark...  | Agnes            | 841  | Hofgaard     | Feb. 20  | Chemainus       | Antofagasta     | 602,509   | 6,413  | June 11  | 40s          |
| Nor ship...  | Kathinka         | 1463 | Klevenberg   | March 12 | Vancouver       | Melbourne       | 1,223,925 | 9,251  | May 28   | 60s          |
| Chil bark... | India            | 953  | Funke        | Feb. 22  | Vancouver       | Valparaiso      | 803,291   | 7,018  | May 10   | owners ac    |
| Br bark...   | Glenbervic       | 800  | Groundwater  | March 21 | Vancouver       | Iquiqui         | 634,310   | 7,689  | June 8   | 37s 6d       |
| Br ship...   | British India    | 1199 | Lines        | March 31 | Vancouver       | Valparaiso      | 863,866   | 9,315  | July 11  | 37s 6d       |
| Am schr.     | W. H. Talbot     | 776  | Bluhm        | March 14 | Vancouver       | Tientsin        | 1,024,876 | 10,272 | May 23   | 67s 6d       |
| Am schr.     | Reporter         | 933  | 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    | 7,960  | Aug. 31  | \$16 00      |
| Br bark...   | Craigend         | 2218 | Lewthwaite   | April 18 | Vancouver       | Iquiqui-Callao  | 1,808,000 | 19,351 | July 11  | 27s 6d & 30s |
| Br barktn.   | Toboggan         | 676  | Porter       | May 20   | Vancouver       | Wilmington      | 632,828   | 9,330  | Sept. 11 | \$15.00      |
| Br bark...   | Thermopylae      | 918  | Winchester   | June 2   | Vancouver       | Yokohama        | 328,576   | 8,949  | July 22  | Private      |
| Nor bark     | Fritzoc          | 1078 | Rolfson      | May 29   | Chemainus       | Melbourne       | 983,124   | 8,072  | Aug. 9   | 45s          |
| Br ship...   | Burmah           | 1617 | Newcombe     | June 2   | Moodyville      | Valparaiso      | 1,289,359 | 9,883  | Aug. 23  | 35s          |
| Br ship...   | Crown of Denmark | 2029 | Smith        | June 21  | Vancouver       | Melbourne       | 1,850,725 | 15,435 | Sept. 23 | 37s 6d       |
| Nor bark...  | Ursus Minor      | 305  | Johnson      | June 1   | New Westminster | Sydney          | 481,214   | 4,393  | Aug. 3   | 37s 6d       |
| Br ship...   | Karl Granville   | 1149 | Flack        | June 16  | Cowichan        | London          | 853,937   | 12,393 | Nov. 5   | 62s 6d       |
| Chil bark    | Antonietta       | 969  | Stack        | June 27  | Chemainus       | Valparaiso      | 836,353   | 9,015  | Dec.     | owners ac    |
| Ger bark     | Palawan          | 467  | Van Heuvel   | July 8   | Vancouver       | Iquiqui         | 688,831   | 7,521  | Sept. 27 | 33s 9d       |
| Chil bark    | Leonor           | 801  | Jenatsch     | July 8   | Moodyville      | Antofagasta     | 637,375   | 6,520  | Oct. 13  | owners ac    |
| Chil bark    | Guinevere        | 960  | Gleinnie     | Aug. 6   | Chemainus       | Valparaiso      | 762,062   | 7,612  | Oct. 28  | owners ac    |
| Am bktn.     | Robert Sudden    | 555  | Uhlberg      | Aug. 3   | Vancouver       | Valparaiso      | 771,140   | 8,797  | Nov. 26  | 40s          |
| Chil ship    | Hindustan        | 1513 | Walsh        | Aug. 7   | Moodyville      | Wilmington      | 1,232,386 | 11,471 | Oct. 23  | owners ac    |
| Br bark...   | Zebina Gowdy     | 1087 | Manning      | Sept. 5  | Vancouver       | Wilmington      | 853,213   | 10,125 | Jan. 1   | \$13.00      |
| Chil. ship   | Atacama          | 1235 | Caballero    | Aug. 21  | Moodyville      | Valparaiso      | 994,491   | 9,089  | Nov. 1   | owners ac    |
| Br ship...   | City of Quebec   | 768  | Carnegie     | Sept. 6  | Vancouver       | Adelaide        | 517,109   | 4,048  | Nov. 30  | 40s          |
| Br bark...   | Nivech           | 1174 | Broadfoot    | Sept. 3  | Vancouver       | Sydney          | 951,900   | 9,287  | Nov. 8   | owners ac    |
| Am schr.     | Robert Scarles   | 570  | Piltz        | Sept. 8  | Vancouver       | Port Pirie      | 815,321   | 5,962  | Nov. 23  | 41s 3d       |
| Am. ship     | George Skolfield | 1276 | Dunning      | Sept. 20 | Vancouver       | Valparaiso f.o. | 931,316   | 81,781 | Dec. 21  | 40s          |
| Chil bark    | Lake Lemna       | 1035 | Bozzo        | Sept. 22 | Moodyville      | Valparaiso      | 763,539   | 6,610  | Dec. 18  | owners ac    |
| Br bark...   | Sammell Bros     | 1218 | McFarlane    | Oct. 15  | Vancouver       | Wilmington      | 907,554   | 11,763 |          | \$11.00      |
| Am schr      | Alice Cook       | 752  | 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 |          | 58s 9d       |
| Br bark...   | Columbus         | 691  | Melhuish     | Nov. 16  | Vancouver       | Adelaide        | 565,720   | 4,539  |          | 37s 6d       |
| Am schr.     | Lyman D. Foster  | 730  | Dwyer        | Nov. 5   | Moodyville      | Sydney          | 802,855   | 7,809  | Jan. 13  | 30s          |
| Nor bark...  | Benj. Bangs      | 1118 | Bjonnness    | Dec. 20  | Vancouver       | Halifax         | 756,085   | 10,015 |          | 48s 3d       |
| Br bark...   | Fernbank         | 1338 | Boyd         | Nov. 25  | Moodyville      | Valparaiso f.o. | 500,300   | 4,723  |          | 36s 3d       |
| Br bark...   | Grasmere         | 1216 | Carter       | Dec. 25  | Vancouver       | Valparaiso f.o. | 911,688   | 10,370 |          | 36s d        |
| Am ship...   | Edward O'Brien   | 1225 | Taylor       | Dec. 10  | Vancouver       | London          | 1,257,695 | 14,229 |          | 50s          |
| Nor bark...  | Fortuna          | 1332 | Mikelsen     | Dec. 17  | Moodyville      | Valparaiso f.o. | 1,265,729 | 12,088 |          | 36s 3d       |
| Br ship...   | Abeona           | 979  | Black        | Dec. 29  | Vancouver       | Port Pirie      | 775,110   | 6,425  |          | 37s 6d       |

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

|              |                    |      |          |         |             |                 |           |        |  |           |
|--------------|--------------------|------|----------|---------|-------------|-----------------|-----------|--------|--|-----------|
| Br bark...   | Geo. Thompson      | 1128 | Young    | Jan. 13 | Westminster | Sydney          | 806,318   | 7,814  |  | owners ac |
| Br bark...   | Mark Curry         | 1236 | Liswell  | Jan. 4  | Vancouver   | Queenston UK    | 925,053   | 9,882  |  | 52s 6d    |
| Nor bark...  | Fritzoc            | 1078 | Rolfson  | Jan. 10 | Vancouver   | Valparaiso      | 879,260   | 8,031  |  | 36s 3d    |
| Am. bark     | Colorado           | 1036 | Gibson   | Jan. 19 | Cowichan    | Valparaiso f.o. | 832,657   |        |  | 37s 6d    |
| Br bark...   | Hughlands          | 1236 | Owen     | Jan. 26 | Vancouver   | Montreal        | 826,653   | 15,537 |  | Private   |
| Chil. bark   | India              | 953  | Funke    | Jan. 11 | Moodyville  | Valparaiso      | 798,782   | 7,169  |  | owners ac |
| Br bktn.     | Bittern            | 399  | Stronach | Jan. 20 | Vancouver   | Freemantle, Au  | 302,950   | 4,201  |  | owners ac |
| Ger. ship... | Katharino          | 1630 | Spille   | Feb. 7  | Moodyville  | Iquiqui         | 1,328,879 | 14,058 |  | 35s       |
| Br ship...   | County of Yarmouth | 2151 | Swanson  |         | Vancouver   | U. K. f. o.     |           |        |  | 50s       |
| Chil ship... | Hindustan          | 1542 | Welsh    |         | Moodyville  | Valparaiso      |           |        |  | owners ac |
| Am. bark...  | Seminole           | 1139 | Wceden   |         | Moodyville  | Santa Rosalia   | 1,010,913 | 7,966  |  | Private   |
| Am. ship...  | Ivy                | 1181 | Lovell   |         | Vancouver   | Wilmington      |           |        |  | Private   |
| Br bark...   | Assel              | 745  | Gilmour  |         | Moodyville  | Antofagasta     |           |        |  | 35s       |
| Br ship...   | Natuna             | 1106 | Grahn    |         | Vancouver   | Port Pirie      |           |        |  | 42s 6d    |



# 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 bark    | Mary Low         | 813  | Robertson | Oct. 5   | B Liverpool     | Victoria       | R. P. Rithet & Co., L'td.               | 166       |
| Br ship    | Kinkora          | 1799 | Lawrence  | Nov. 15  | Liverpool       | Victoria & Van | R. Ward & Co. & Bell-Irving & Paterson  | 126       |
| Br ship    | Morayshire       | 1428 | Mowatt    | Oct. 21  | Q Java          | Vancouver      | B. C. Sugar Refinery Co.                | 151       |
| Haw. schr. | Americana (new)  | 839  | Denny     | Nov.     | L Liverpool     | Victoria & Van | Turner, Beeton & Co. & Baker Bros. & Co | 136       |
| Br ship    | Blair Athole     | 1697 | Taylor    |          | R Java          | Vancouver      | B. C. Sugar Refinery Co.                |           |
| Br bark    | Dochra           | 1016 | Scott     | Dec. 19  | G Liverpool     | Victoria       | Robert Ward & Co., L'td.                | 94        |
| Chil bark  | Entella          | 693  | Mangini   |          | Callao          | Moodyville     | Moodyville Sawmill                      |           |
| Br ship    | Gryfo            | 1069 | Roberts   | Nov. 21  | D Cardiff       | Esquimalt      | Naval Storekeeper                       | 119       |
| Br bark    | Formosa          | 915  | Kain      | March 10 | H Liverpool     | Victoria       | R. P. Rithet & Co., L'td.               | 11        |
| Am. bark   | Hurry Morse      | 1313 | Hughes    | Feb. 25  | A San Francisco | Moodyville     | R. P. Rithet & Co., L'td.               | 24        |
| Haw. bark  | John Eua         | 2600 |           | March 12 | C San Francisco | Cowichan       | Robert Ward & Co., L'td.                | 9         |
| Nor. bark  | Sigurd           | 1520 | Aase      |          | I San Francisco | Vancouver      | Robert Ward & Co., L'td.                |           |
| Br. ss.    | Mogul            | 1827 | Johnson   | March 14 | J Hong Kong     | Victoria       | Dodwell, Carllill & Co.                 | 7         |
| Br. ss.    | Blairhoylc       | 1291 | Gray      |          | E San Francisco | Vancouver      | Hastings Sawmill Co.                    |           |
| Br bark    | Wythop           | 1248 | Edwards   |          | F San Francisco | Vancouver      | Hastings Sawmill Co.                    |           |
| Br bark    | City of Carlisle | 823  | Kendall   |          | K Newcastle     | Victoria       | Turner, Beeton & Co.                    |           |
| Br ss      | Empress of Japan | 3003 | Lee       | March 22 | M Hong Kong     | Vancouver      | C. P. R. S. S. Co.                      |           |

B Spoken Oct. 11, lat. 44° N., long. 15° W.; Nov. 5, lat 5° N., long. 24 W.; Dec. 25, lat. 57° N., long. 67° W. Chartered to load lumber at Vancouver for Pisagua. Q—Cargo of 2,100 tons raw sugar. Chartered to load lumber at Vancouver. R—To sail in February with 2,300 tons raw sugar. H—Chartered to load salmon for Liverpool or London. A—Chartered for lumber for Shanghai. C—Chartered for lumber from Cowichan to Port Pirie at 40s. I—Chartered to load lumber for Port Pirie, April-May loading, at 40s. J—Via Yokohama March 26. D—Spoken Jan. 20, lat. 54° S., long. 59° W. Chartered to load lumber at Vancouver. E—Lumber to Sydney at 31s 3d. F—Lumber to Sydney at 31s 3d. K—Via Santa Barbara. Chartered for salmon to Liverpool or London. L—Spoken Dec. 16 lat. 4° N., long. 28 W. G—Spoken Jan. 14 lat 11° N., long. 27° W. M—Via Yokohama March 30.

#### VESSELS IN PORT.

(March 20, 1893.)

##### VICTORIA.

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

##### VANCOUVER.

Br. ship County of Yarmouth, 2,154 tons, Capt. Swanson, arrived Jan. 23 to load lumber for U. K. for orders.

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

Am. bark Seminole, 1,439 tons, Capt. Weeden, from Callao, loading lumber at Moodyville for Santa Rosalia.

Am. ship Ivy, 1,181 tons, Capt. Lovell, arrived Feb. 24, loading lumber for Wilmington, Del.

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

Br. bark Natuna, 1,106 tons, Capt. Graham, arrived March 18, loading lumber for Port Pirie.

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

##### NANAIMO.

##### NEW VANCOUVER COAL CO'S SHIPPING.

Am. ship Occidental, 1,470 tons, Capt. Morse.

Am. ship Louis Walsh 1,497 tons, Capt. Gammens.

Am. bark Carrolton, 1,390 tons, Capt. Lewis.

Am. bark Gen. Fairchild, 1,356 tons, Capt. Mescher, loading at Protection Island.

## THE CANADA PAINT COMPANY, LTD

PROPRIETORS OF THE BUSINESSES OF

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

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

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

##### WELLINGTON SHIPPING.

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

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

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

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

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

##### EAST WELLINGTON.

Am. bark Melrose, 911 tons, Capt. Kalb.

##### RECAPITULATION.

| Ports.                      | No. | Tonnage. |
|-----------------------------|-----|----------|
| Victoria                    | 1   | 897      |
| Vancouver                   | 7   | 11,220   |
| Nanaimo                     | 10  | 14,066   |
| Total                       | 18  | 26,183   |
| Previous week               | 18  | 24,561   |
| Correspond'g week last year | 15  | 20,835   |

##### FREIGHTS.

Lumber freights from British Columbia or Puget Sound are quoted as follows:—  
Valparaiso for orders, 32 6d; direct port

on West coast, South America 30s Sydney 31s 3d; Melbourne, Adelaide or Port Pirie, 35s; United Kingdom, calling at Cork for orders, 50s; Shanghai, 45s; The latter two are nominal and for Yokohama no quotation can be had.

Grain freights from San Francisco to U. K., Cork for orders, 18s 9d; and weak; September loading 25s; from Portland, 27s 6d; Tacoma, 25s. The last two are quite nominal.

Coal freights are quoted: Nanaimo or Departure Bay to San Francisco, \$1.75 to \$2; to San Diego or San Pedro, \$2.25 to \$2.50.

##### FOREIGN COAL SHIPMENTS.

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

##### NEW VANCOUVER COAL CO. SHIPPING.

| Date. | Vessel and Destination.        | Tons. |
|-------|--------------------------------|-------|
| 13.   | Mogul str., Port Townsend      | 35    |
| 13.   | Sea Lion str., Port Townsend   | 43    |
| 14.   | Montserrat str., San Francisco | 1,485 |
| 16.   | Bawnmore str., San Francisco   | 2,967 |
| 18.   | Grandholm str., San Francisco  | 1,625 |

Total..... 6,155



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in the Dominion.

**LION 'L' BRAND**  
Pure Vinegars,

Manufactured Solely under the Super-  
vision of the Inland Revenue Dept.  
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Merchants, Brokers, Etc.

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AND  
11 BOW LANE, CHEAPSIDE, LONDON, E. C.  
ENGLAND.

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

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Low Grade,  
BRAN, SHORTS.

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**Seed and Feed Grain**

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Flour, Chop Feed, Bran  
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PARTIES REQUIRING

Seed or Feed Oats or Wheat

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Rice, Rice Meal,

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|                     | Daily Capacity..... | 7,500 Barrels.              |                |
| ROYAL—Montreal..... | 2,500 Barrels       | SEAFORTH—Seaforth, Ont..... | 500 Barr       |
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|                     | WINNIPEG MILLS..... |                             | 1,500 Barrels. |

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