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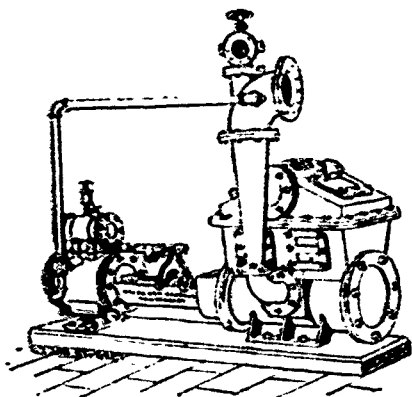
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### TRADE AND COMMERCE

COMMERCIAL JOURNAL OFFICE,  
Tuesday Morning, July 4.  
VICTORIA.

Business in wholesale circles has ruled quiet. At present jobbers do not act as if they care to press sales, preferring to keep the goods than to sell freely with the money market and general business in so unsatisfactory a condition. The lower rates of freight from the east may make it possible for new price lists of this fall's goods to be made at slight concessions. The only activity in jobbing circles is in fruits for which there is a brisk demand. Local small fruits will shortly be on the market. Collections continue slow.

#### GROCERIES AND PROVISIONS.

Eastern creamery has almost completely taken the place of California roll, except with a few retail dealers who import a few cases for their own trade. Quotations remain steady. Manitoba creamery in tins is quoted at 28c. Sugar prices have not changed during the week. American packers have reduced their prices of canned meats about 20c per doz all round. Armour's quotations for White Label pure lard are down 1c per lb., and for Gold band meats, 4c.

American canned meats, staples, are quoted to the jobbers in bond as follows. Roast corned and lunch beef, 1's per doz., \$1.00; do. 2's per doz., \$1.75; lunch tongues, 1's per doz. \$3.25; do. 2's, \$6.00. Ar-

mour'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, 17c per lb; heavy hams, 17c; choice breakfast bacon, 18c; short clear sides 15c, and dry salt clear sides, 11c. Armour's white label pure lard, 10 lb. pails, 17c 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, 19c, breakfast bacon, 21c.

The *Toronto Empire* says: "The local butter market has been firm all week, owing to the light arrivals. To-day, store packed tubs were offered principally, the bulk of them selling at 13c to 14c. The weather was almost too hot to handle rolls, but anything which came in sold readily at about 14c for choice grades. Good dairy tub butter was scarce and wanted at 15c. The cheese market is firmer; local commission men have purchased a good deal of new cheese lately at 9c outside, or equal to 9c here. They are asking 10c generally. There is still some autumn cheese on the market, but it sells slowly at 10c to 11c."

The *London Grocer* to 10th inst., says: "Stocks of last year's English cheese are now practically exhausted, and those of old Cheshire are quite cleared out, such lots as remain on hand being merely of second rate quality, for which full rates are obtainable. A few of new season's make are dropping in, and these find purchasers at fair prices, say for Derbys, 56s to 60s, and Wiltshire loaf, 62s to 61s; but supplies more worthy the name will soon be coming forward. A single parcel fancy old white Canadian cheese has again brought 60s, with really choice at 58s, and finest colored has at the same time fetched 56s to 58s. There are qualities being disposed of at 50s to 51s, but not much of them are left now, and the 1892-93 season for States as well as Canadian cheese may be said to be fast drawing to a close. Finest new cheese from the same quarter has been dealt in at 50s to 51s, which is, if anything, a trifle cheaper, but medium to good at 40s to 48s are wanted, and quickly disappear thereat. Poorer grades, however, have been procurable at 30s to 36s, or even less when the outturn is faulty, and skims have been offering at 20s to 25s per cwt."

The *Montreal Trade Bulletin* says: "Butter receipts during the past week were 2,276 pkgs., against 3,015 pkgs. Several lots of creamery have been taken for English account, one lot of about 100 pkgs. June make selling at 19c, and a smaller lot was sold at the same figure. Since these sales were effected, however, two Montreal firms sent their representatives around to the creameries and bid 19c for the June product, which is equal to 19c here. A lot of choice May creamery was offered at 19c, but 18c was the best bid. The lot of 1,000 pkgs finest creamery sold on the Call Board on Monday last at 19c provoked a pretty broad smile from several bystanders, more especially as no month was specified. In Eastern Townships dairy several good sized lots have changed hands at 17c. Buyers all said to be paying a fraction more money in the Townships, 10c being

the lowest figure at which fine goods can be secured. Western is quoted at 13c to 15c. A buyer for Newfoundland states that he bought a lot of the finest Western obtainable on this market, costing him 15c laid down in St. John's, Newfoundland. We quote prices here as follows: Creamery 18c to 19c; Eastern Townships 17 to 17c. Cheese receipts during the past week were 55,906 boxes, against 58,155 boxes for the week previous. The market holds remarkably steady, and if farmers do not sell up closely at present good prices, it certainly would appear that they are tampering with their best interests. Advertisements from different sections of the country, East and West, state that the make at present is enormous, being fully 25 per cent. larger than at this time last year, so that the exports within the next two or three weeks will doubtlessly overlap those of the corresponding period last year. Regarding prices, 9c was bid for a lot of 500 boxes of finest colored on the Call Board, when a seller offered that quantity at 9c, and the buyer then bid 9c, which however, resulted in no trade. Actual transactions, however, have been made for this week's shipment at 9c for the finest Western colored, and at 9c to 9c for finest white, about 5,000 boxes being reported sold at the above figures. At Belleville, this week, 3,050 boxes were sold at 9c to 9c for white, and 9c to 9c-16c for colored. At Campbellford, about 600 boxes sold at 9 1-16c for white and 9c for colored. At Peterboro, 5,803 boxes were boarded, and mostly all sold at 9c for white and 9c for colored."

#### Dairy produce is quoted:

Butter—Eastern Creamery, tubs.....	25	@	26
Manitoba creamery.....	29	@	30
Cheese—Canadian, B.....	12	@	14
California.....	16	@	30
Eggs, case, per doz.....	17	@	

#### Smoked meats and lard are quoted:

Hams.....	15	@	18
Breakfast bacon.....	17	@	18
Short rolls.....	14	@	15
Long rolls.....	15	@	
Dry Salt, long clear.....	13	@	14
Pure Lard, 50ns.....	16	@	17
" " 20ns.....	17	@	17 1/2
Lard Compound.....	14 1/2	@	15

Sugar—Jobber's prices 3/4-barrels and kegs in each case being 3c higher:

Dry Granulated.....	61
Extra C.....	54
Fancy Yellow.....	51
Yellow.....	51
Golden C.....	53
Dry Granulated (China).....	6
Syrups, per B.....	3
" 1 gal. tins, American.....	6 50
" " " " ".....	6 00
" 1 " Vancouver.....	5 50
" 1 1/2 " " ".....	7 00

#### FRUITS AND VEGETABLES.

The receipts of fruit and vegetables from San Francisco, by the ss. Umatilla, July 2, were larger than by the previous steamer. Watermelons were brought up for the first time. Very few naval oranges were received and the supply is nearly over. Local strawberries are greatly reduced in price and supplies are moving freely. Cherries in local orchards are ripe and supplies will be on the market shortly. Jobbers prices show many changes this week. Apples are \$1.00 a box cheaper. Cherries and plums are higher, while apricots and peaches are

lower. New California potatoes are down 3c per lb. The demand is good for all kinds of fruits and vegetables.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels, common to good	3 00 @ 3 50
"    fancy	4 00 @ 4 50
Riverside Seedlings	2 50 @ 2 75
"    fancy	2 90 @ 3 00
Mediterranean sweets	2 75 @ 3 25
Lemons—California	4 00 @ 4 50
Sicily	5 50 @ 5 75
Bananas	3 25 @ 3 75
Local strawberries	per lb 7 1/2
Apples, Red Astrakan	bxs 2 25 @
Cherries	85 @ 1 00
Apricots	1 25 @ 0 00
Plums	1 35 @ 1 50
Peaches	1 35 @ 1 50
Cocoanuts	per 100 7 50 @ 7 75
Currants	1 00 @ 0 00
Watermelons	each 65

Vegetables are quoted:

Potatoes	per ton 35 00 @
New California	per lb 1 1/2 @
Onions—Silverskins	2 1/2 @
Cabbage	1 1/2 @ 2
Beans—string	per lb 7 @
Peas—green	per lb 2 1/2 @
Tomatoes	per box 2 75 @
Cucumbers	per box 1 25 @

TEA.

The Montreal Trade Bulletin says: A direct cable from China this week offered first crop black teas at 12c c.l.f., Montreal, which is the lowest price ever before known, and about 2c lower than that of a year ago. Regarding the new Japan teas by first and second steamers referred to us by last week as being offered at 23c, we understand they were sold at 20 1/2c, the low price being an inducement to buy. Advices from Japan by last mail state that rates have declined to some extent, which is partly accounted for by the falling off in quality, especially in the lower descriptions, supplies of which are coming forward freely. The total settlements to June 1st, were 122,900 piculs, against 110,500 piculs for the same period last year.

FLOUR AND FEED.

Prices are unchanged, and trade continues steady.

The Portland Commercial Review says: "The movement of flour is very small locally, and not much going out on export account. Orders from China are fair, and moderate amounts are going to the Sound and British Columbia and the usual shipments to San Francisco of Walla Walla brands are made by each outgoing steamer. Receipts by rail are below usual weekly consignments, less than 3,500 bbls. having been received by rail from both the valley and from the eastern section. Values show no marked changes, standard Valley and Walla Walla brands being quoted at \$1.40 per bbl."

The Ogilvie Milling Co. quote their celebrated brands of Manitoba flours in car lots, laid down at Victoria, as follows:

Ogilvie's Hungarian	41 50
Strong Bakers	4 10
The Columbia Flouring Mills quote Enderby flour in carload lots delivered at Victoria:	
Premier	41 75
XXX	4 65
Strong Bakers or XX	4 25
Superfine	3 65
Jobbers' quotations to the trade are:	
Wells, Victoria mills	\$ 4 75 @ 0 00
"    "    "	4 75 @ 0 00

Premier, Enderby mills	5 00 @ 0 00
XXX	4 90 @ 0 00
XX	4 50 @ 0 00
Superfine	3 90 @ 4 25
Ogilvie's Hungarian	4 90 @ 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	4 80 @ 0 00
"    Strong Bakers	0 00 @ 0 00
Regina Hungarian	4 80 @ 0 00
"    Strong Bakers	0 00 @ 0 00
Benton County, Oregon	4 65 @ 0 00
Portland Roller	4 75 @ 0 00
Snowflake	4 75 @ 0 00
Royal	4 60 @ 0 00
Wheat, per ton	28 00 @ 35 00
Oats	32 50 @ 40 00
Oil cake meal	40 00 @ 50 00
Chop feed	28 00 @ 32 00
Shorts	30 00 @ 35 00
Bran	27 50 @ 30 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	4 00 @ 5 00
Corn, whole	per ton 37 50 @ 40 00
Corameal	2 75 @ 3 00
Corameal-feed	per ton 40 00 @ 00 00
Cracked corn	40 00 @ 00 00
Hay, per ton	18 00 @ 20 00
Straw, per bale	1 00 @ 0 00

RICE.

The Victoria Rice Mills quote wholesale:

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

SALMON.

Advices received from the Skeena River dated June 19 state that so far the run of fish has been very poor. The total salmon pack for the Columbia River up to June 7 was 91,161 cases, of which number the Astoria canneries contributed 60,617 cases. The prospects for a good season are reported as looking more slim every day. It is now considered probable that many of the Columbia River canneries will fall short of the orders already made with eastern commission houses.

The Astorian says: "The situation in the salmon business is daily growing more serious, and there is now no possibility of the lost ground being regained in the six weeks that remain before the close of the season. At the present time the shortage is of so serious proportion that even were fish plentiful the deficiency could not be overcome. The approach of July without the run of fish usual about this time has dissipated the last hope the canners had for this season, and the prospects are decidedly discouraging."

LUMBER.

The American schooner Carrier Dove, 672 tons, Capt. Berendt, arrived from San Francisco June 29 to load lumber for Adelaide. The Chilean bark Eliza, Capt. Harken, is loading redwood lumber at San Francisco and will load pine at Moodyville for West Coast South America on owners' account. The American schooner Robert Searles, 570 tons, Capt. Piltz, is reported chartered by the Hastings Mill Co. The British ship Gryfe, 1,069 tons, Capt. Roberts, sailed June 25 for Antwerp with a cargo of 786,228 feet clear lumber, valued at \$11,790, from the Hastings Mill.

There are at present two vessels load-

ing at British Columbia ports for foreign. At Burrard Inlet—Br. ship Kinkora, 1,799 tons, for Callao. At Cowichan—Am. schr. Carrier Dove, 672 tons, for Adelaide.

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

The local quotations established by the Victoria lumber dealers are as follows, including delivery to any part of the city: Rough lumber, per M feet, \$10.00; shiplap, \$12.00; rustic, 6 & 8 in, \$18.00; 6-in flooring, \$18.00; 4-inch flooring, \$20.00; do, edge grain, \$22.50; dressed lumber, four sides, \$17.00; second quality flooring and rustic, all kinds, \$14.00; shingles, \$2.25; laths, \$2.25.

BUSINESS CHANGES.

A. S. Netherby, saloon, Victoria; sheriff in possession.

D. A. Ross & Co., hotel, Vancouver, sold out to A. Ross.

J. W. Fuller, butcher, Vernon, has assigned to T. Wood.

Nelson & Bauman, butchers, Vancouver, have dissolved.

The private bank of J. M. Burke & Co., Kaslo has closed its doors.

Ewing & King, brokers, succeed Thompson, King & Co., Victoria.

Chas. Fisher, Globe Hotel, Esquimalt, drowned; supposed suicide.

Samuel Thompson, has purchased the Alhambra hotel, Vancouver.

J. A. Rennie, & Co., blacksmiths, Vancouver, have been closed out.

A. J. Sharpe & Co., tailors, Vancouver, succeed Gilbertson & Sharpe.

J. Harling, cigars, Westminster, intends removing to Vancouver.

Jackson & Mylius, jewellers, Victoria; stock to be cleared out by auction.

James Rossau, tannery, Sapperton, has been burned out. Loss \$7,000.

Frank H. Campbell, tobacconist, Victoria, is succeeded by Aeneas McDonald.

C. M. Hawley, harness, Vancouver, sold out by Sheriff under distress warrant.

D. W. Sutherland, general dealer, Mount Lehman, assigned to J. E. Taylor, June 19.

Williamson & Campbell, butchers, Armstrong, have dissolved. Williamson & Parchet succeed.

The Thompson River Hydraulic Mining Co., Ltd., has been incorporated with a capital stock of \$10,000, with power to increase to \$50,000. John Hendry, J. W. Vaughan and Robt. Jardine are trustees. New Westminster is the principal place of business.

# — ∞ ( SAYWARD ) ∞ —

Situated Exactly Opposite the Historical Fort Sheppard, on the East Bank of the Columbia River at the Mouth of Beaver Creek, about Four Miles North of the Pend D'Oreille River and International Boundary Line.

**SAYWARD** is a typical site for a large city, it is level bench land, perfectly adapted for building purposes, and is the Selected Junction of the River and Railway Transportation.

**SAYWARD** Is the only natural location for a centre of supply for the great Placer and Hydraulic Mines on the Pend D'Oreille and Salmon Rivers, and the Gold and Silver Mines of Trail Creek, now supplied by wagon road from the United States.

**SAYWARD** Is the Headquarters of the Contractor of the Nelson & Fort Sheppard Railway, now under construction. The main Railway Line runs through the Company's property, and a spur is to connect with the Steamboat Landing, where all supplies are now being delivered for over One Thousand Railway Navvies.

Commissariat Stores, Hotel Offices and Wagon Road now in course of construction, and an increasing daily business is being transacted. Alternate daily communication from Revelstoke, B. C., via Canadian Pacific Railway, and Northport, U.S., from all points south by the Spokane Falls & Northern Railway.

**PRICES**—\$150 for Corners; \$100 for Inside Lots. **TERMS**—One-third cash, one-third in two months, one-third in four months, with interest at 8 per cent per annum on deferred payments.

## For the West Kootenay Land Company, Ltd. L'y,

**JOSHUA DAVIES**, Manager, - - - No. 7 Board of Trade Building.

### COMMERCIAL SUMMARY.

The assessment returns for the year show that Chilliwack is advancing substantially. Its total valuation in 1893 is \$1,000,321.

A recent despatch from the east gives a highly satisfactory statement as to the trade of the country, as gathered from the reports presented at the annual meetings of the different banking institutions of the country. We are told that there is no weak, inflated spot anywhere, business being generally on a sound conservative basis.

Mining about Yale is developing and there is more work being done than has been the case for some time past. Messrs. Stenger and Reynolds, of Whatcom, have just taken a small stamping mill on to their claim at Siwash Creek, and they will there begin crushing ore, as soon as the machinery is set up. Other claims about the same creek are being developed and the quart. prospects are believed to be good.

Beaten at every turn, the Americans are continually abandoning point after point for which they contended both before and after the beginning of the arbitration. They now pretend that for the sake of a satisfactory settlement they have waived even their legitimate rights; but as we all know, all that they have waived is what they have been forced to

abandon as utterly foundationless, and based upon pure and unadulterated gall.

One of the most fashionable and expensive dressmaker's establishments in Paris has a wonderful "try-on" room. This sanctuary of sanctuaries is rather small and square in size, but it is upholstered and fitted up in white and gold at a cost of nobody knows how many thousands of francs. It has no visible windows, and is lighted by a splendid electric chandelier, where the light is kept at an even degree of brilliance both day and night. The pile of the white velvet carpet is so thick that one's feet sink in it, and the most prominent object in the room is an enormous mirror, framed in white plush. This room is never used for ordinary customers, but for the special and honored few who, by virtue of their aristocratic birth and unlimited command of money, are considered sufficiently magnificent to enter this spotless shrine.

According to the official returns, while the imports for the eleven months ending June showed an increase of over \$10,100,000, the exports of Canada were augmented by \$5,250,000. We have not yet reached the period in our history when the balance of trade is in our favor. We have done our best to make it so by the imposition of heavy protective duties, and it is well, now that the outcome is what it is, that we should consider if it is still advisable to so heavily burden the Canadian consumer. It is to be hoped that the plain-

unvarnished facts will be taken into account by the Ministerial Commission who are now engaged in considering the question of tariff revision rather than any theories which they may naturally be inclined to favor. In the days of the Mackenzie administration, Sir Charles Tupper and others were accustomed to charge the Liberals with being hire bound free traders. Lately, the tendency has been in the opposite direction.

The Cincinnati *Price Current*, a journal as to whose influence and importance there can be no possible doubt, alluding to the strained conditions of the present financial situation says, that the impulse of the masses is to lock up such money as they possess, and it is this that aggravates and promotes the tendency to financial strain and distress. The obligations of one person to another in the matter of indebtedness is practically universal, and is a feature of the exchange between labor and capital, and between producer and consumer, the world over. The function of money is to promote the adjustment of these exchanges, and anything that occasions in any important degree the stoppages in the passage of such money from one to another tends to bring about disorder and distress. The policy to be pursued to promote the speediest return to normal conditions, is that of prompt payment of all monetary obligations, as far as possible, which action facilitates ability all along the line to do likewise.



**DALBY & CLAXTON**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 Co., Claxton, Skeena River, "Globe Brand of Salmon."  
The Steveston Canning Co., Steveston, Fraser River, "Lighthouse Brand of Salmon."

**64 YATES ST., VICTORIA.**

Under new management. The well known favorite hotel,

**"COLONIAL METROPOLE,"**

31, 33, 35, 37 and 39 Johnson St.,

**H**AS re-opened on an entirely new plan. Having secured the very best assistants in all departments, we feel confident of being able to please our patrons. The **B**ALT will be supplied with the very best, and will be in charge of the most stable dispensers. The **T**ABLE will be provided with everything the market affords, and polite attention will be paid to all guests.  
**THOS. TUGWELL, Manager.**

**BRITISH GRAIN TRADE.**

The *Mark Lane Express*, in its weekly review of the British grain trade, says: In the south of England, wheat is thin and the plant is short. In the eastern counties, a large area gives promise of excellent production. In the middle and western counties, a full yield will be impossible. In Scotland, wheat is forward and promises well. The price of English wheat is unchanged. Foreign wheat has declined 6d per quarter in thirty-eight out of sixty markets. The imports during the week were 287,517 quarters of wheat and 89,282 quarters of flour. The quantity of wheat on the passage to Great Britain on June 17 was 3,050,000 quarters.

**THE CLOVE OF COMMERCE.**

Sultan Seyed Said bin Sultan in 1830 introduced the clove tree into Zanzibar, since which time its cultivation has formed the chief occupation of the Arab planter in that part of the world, especially those residing on the Island of Pemba.

Every portion of the tree is aromatic, but it is the bud which forms the clove of commerce. The choicest are of a dark-brown hue, free from moisture and with full, perfect heads.

The trees do not bear until five or six years old, when the buds are fully formed into clusters and assume a dull reddish hue. The harvesting now begins, and continues at intervals of six months, as the buds do not all mature at the same time. As the limbs of the trees are very brittle, they will not bear the weight of a man, and the cloves on the upper branches are gathered by means of very peculiar looking four-sided ladders. Immediately upon being taken from the trees, the buds are laid out in the sun, where in a short time they assume a brownish color, when they are placed in storehouses and are ready for shipment.

The usual yield of a ten-year-old planta-

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

The only paint manufacturers in the Province, with the best known brands in Canada. Factories: MONTREAL, QUE., TORONTO, ONT., VICTORIA, B. C.  
PEERLESS WHITE LEAD, GENUINE ELEPHANT WHITE LEAD, PEERLESS VARNISH, SUN VARNISH, DECORATORS' PURE WHITE LEAD.

**VANCOUVER.****THE CANADA PAINT COMPANY, LTD****WE GUARANTEE EVERY PACKAGE. OXIDE MINES AT ST. MALO, QUE.**

Lacquer for Salmon Canneries Gold and Blue, Paints, Varnishes, White Lead, Putty, Carriage Colors, Japans, Kalsomine, Glue, Castor Oil, Linseed Oil

tion is twenty pounds per tree, while in one twice that age they often produce 100 pounds each. The stems also form an article of commerce, possessing about the same percentage of strength as the buds, but commanding not more than one fifth their price. They are usually reduced to powder and enormous quantities are sold, being preferred by many to the whole buds.

Pemba produces three-fourths of the entire crop of cloves, but those raised on the Island of Zanzibar, on account of being more carefully cultivated, are considered superior to all others in the market.

**WRITE YOUR OWN ADVERTISEMENTS.**

In a lengthy treatise on the subject of advertising, in which professional advertisement writers who advance the theory that a dealer usually knows too much about the technical points in his goods to place an announcement of their merits in an acceptable form, came in for rather severe handling, W. H. Maher, in *Printer's Ink*, ventures the following:

I am firmly convinced that the one principal and necessary thing in writing an advertisement is every possible bit of knowledge there is in the trade about the thing to be advertised.

An advertisement is not a sife and drum, it is a salesman. Knowing the questions an intelligent buyer would ask, it ought to have answers to them ready; yes, it should do more than this, it ought to be slightly in advance of the buyer and add to his information about the article offered for sale.

Of course there are various ways of presenting this information; in a technical, pedantic manner that does not add a mite to the public's knowledge, because it cannot assimilate the facts given it; or in a popular way, by laying hold of what every one knows, and advancing slowly and step by step to further knowledge.

A dealer ought to secure new points for his advertisements daily, both from the men from whom he buys and from those

to whom he sells, and these ideas, fresh and fruitful, could never have been evolved in any other school than that of experience.

One reason why the smaller dealer prospers is that he puts his brains into his announcements; his advertisements have his personality, and impress the reader that the man is a thorough master of his business. His newspaper salesman is seen to be a person of character and knowledge, and the average buyer is particularly desirous of trading with such a merchant.

My advice to an advertiser would be not to put less but more of his knowledge of his trade into his advertisements. Do not be afraid even of permitting a little technical knowledge to creep in there. Educate the public as to your business by easy stages, and it will the more surely turn to you when wanting that which you offer. People do not like to trade with a manikin. When they enquire about quality, they want a positive answer; when they ask assistance in making a choice, they appreciate it coming from a salesman who promptly sees their trouble, and shows them what they were looking for but could not accurately describe.

Now, how shall you do this? Talk to the public in your advertisements as you would talk to an intelligent customer standing before your counter. Beware of being stilted, likewise of too great familiarity. Do you fear being occasionally colloquial, but only occasionally; much of it is wearisome and parrot-like.

Above all, be yourself.

The smallest favors thankfully received is manifestly the feeling of the German Government who have received very severe handling at the hands of the electors. The Social Democrats have made immense headway, and it is they of whom the Ministry appears to have the most fear. Indeed, it is anything to beat them, and, on various occasions, members of the administration have openly and avowedly supported opponents of the Army Bill rather than give the Socialists a chance.



# THE BRITISH COLUMBIA COMMERCIAL JOURNAL

ISSUED EVERY TUESDAY AT VICTORIA, B. C.

SUBSCRIPTION - - \$2.00 PER YEAR.

Advertising Rates on Application.

D. M. CARLEY . . . . . EDITOR-IN-CHIEF.  
L. G. HENDERSON . . . . . BUSINESS MANAGER.  
Office No 77 Johnson Street.

VICTORIA, TUESDAY JULY 1 1893

## TWO NATIONAL INSTITUTIONS.

Since our last issue, the two great civilized peoples of the North American continent have been celebrating the anniversaries of their establishment as self governing independent nations. There will be some who perhaps may take exceptions to the claim of nationality on the part of Canada. Except in name we are a nation, in the same sense that Great Britain is to all intents and purposes governed under republican institutions. The people of the old land govern to a greater extent even than do those of the United States, the chief magistrate of Great Britain being a queen and that of the United States, a president. The institutions of republican France are no freer than, if even they are as liberal as, those of the Mother Country which leave us in Canada to manage our own affairs, a British viceroy, the Governor General being the nominal head of our institutions; his functions, however except under some what remote possibilities, being of a passive, ornamental rather than of an active or restraining character. There is no need to discuss or define the comparatively small differences between the two systems. Under them, the United States and Canada have prospered as they could not have done as colonies, though it is only fair to state that, except for the financial and commercial crisis of the last few months, everything considered, the Australasian colonies have not had so much to complain of. Colonial Canada being nearer the headquarters of the home government, had possibly more to complain of in the way of officialism than had the peoples in the S.thern Seas, and, but for the fact that the British flag floated over her, the respect for which was so great among our people, would long ago under independent institutions have drifted into the American union, the pace made by American tariff and other legislation having been too hot for her.

Under the old reciprocal trade arrangement, the Canadian provinces prospered fairly well; but when that was abrogated, we discovered to our cost that the so called "free trade" system, or rather that of a tariff for revenue only, told severely against us, and, in consequence, in 1878, the people endorsed the fiscal policy which now obtains and is known as "the National policy." One object was to prevent our neighbors killing out the few industrial institutions of which we were possessed and to establish and foster such as might be deemed suit-

able to the conditions of our country and its natural products for which it might be possible for us to find markets both within our own limits and in such outside fields as we might be able to open up. We succeeded in giving an impetus to sugar refining in the east as well as to cotton manufacturing; we also gave a start to the manufacture of agricultural implements and to some branches of wood working. There are other departments of industry to which we have, with the aid of our policy of protection, given substantial encouragement, while others have proved to be not at all worth cultivation, and, as has been announced, a Ministerial commission has taken into consideration the entire subject with a view to "lopping off," as it is termed, "the mouldering branches."

During the twenty-seven years which have elapsed since the old provinces of Canada started off on their own account and united to their sister dependencies and have since acquired the territories that are now a portion of the Dominion, substantial progress has been made. Trade has materially increased as has also population, the latter, however, not to the extent that might have been expected. The fact is that we have been overshadowed by our neighbors, and, as for ourselves, the bitterness of and the differences between political parties have prevented united concentrated action in meeting the situation, while our neighbors, whose policy is to add to the extent of their already unwieldy domain, have striven to coerce us into clamoring for them to take us in and make of us states or territories, whichever may appear best to them. Their fiscal policy has, until lately, been one of protection, so stringent as to almost amount to the prohibition of the products of other countries, particularly those of Canada; and in other ways their conduct has been the reverse of what is comprised under the natural conditions of good neighborhood.

Under the Cleveland regime, there are hopes of a change for the better, and of a willingness on the part of the administration to consider without prejudice the relations of the two countries in all their bearings. There are some Americans who endorse the policy of unfriendliness to Canada on the score that she is ready to drop into the lap of the Republic, and all that is necessary to secure her as a member of the Union is to make those who are opposed to the departure feel that they cannot prosper so long as their neighbors manifest ill feeling and their power for mischief in the various ways it has so far been possible for them to devise, but they should remember the old maxim with which they are familiar that "the spirit of a nation never dieth," and that an unwilling member of the Union to the North might, with the discordant and unreconstructible elements at the South, create a difficulty that might once more light up the flames of rebellion and fairly revolutionize all the institutions of that country. Some day, there are those who think we might be persuaded; but we can never be coerced. Meantime, it is not for us to berate one another like fishwives, to seek to force one another into the adoption of any special course of action or to act as if the

old maxim were the correct one that "the right of the strongest is always the best." Over a hundred years ago, the continental colonists took active exception to the principle herein involved and their own experiences should prevent them ever forgetting how it was with themselves.

We observe that some of the more enlightened Americans favor the idea of something approaching a continental trade Zollverein whose success they predicate from the results that have attended interstate trade. The different zones of North America included in Canada and the United States are capable of producing a very large proportion of all the products which the consuming public of the two countries require, and by an amicable treaty arrangement the natural resources and the waterways of both countries might be put to the best advantage, leaving for the future a decision as to political relations as experience might show them to be the most advantageous.

On both sides the line, these great continental and international considerations have been degraded to the position of mere partizan issues. The Liberals of Canada have almost invariably opposed any particular advance because the Conservatives favored it, and the same may be said on the other side, while in the United States the Democratic policy was denounced by Republicans because it had not its origin with them. The recent reciprocity convention on the other side the line would seem to have done something in the way of calmly and without partizanship laying down the basis of more amicable trade relations between the two nations, which it is to be hoped will not have been ignored by the gentlemen who are accustomed to orate on the fourth of July, frequently upon threadbare platitudes rather than upon practical issues. Relations between the two countries are already strained enough; let us hope that the old sores will not have been probed too deeply this year, but rather that both in Canada and the United States the celebration of their respective national festivities will have been availed of to pour oil upon the troubled waters and to apply a salve to the wounds which the politicians have made it their business to aggravate.

## THE HEALTH OF VICTORIA.

It has been the duty of THE BRITISH COLUMBIA COMMERCIAL JOURNAL upon many occasions, since the advent of the present City Council from which so much was expected, to raise its voice against the sins of omission as well as of commission of which the people of Victoria have almost unanimously found them guilty. Their apathy, in some instances ignorance, and at the same time stupid obstinacy have caused the sewage system, which has already cost so much, to occupy the position of that stately edifice whose story is told by the inscription, "This man built a house and was not able to finish it." We started on a comprehensive sewerage system, with which the connections have not been made, and as it were we are leaving it idle and useless, having resolved to carry out a plan of surface drains. We don't wonder that there are

whose municipal representatives who object to the retention of the services of the services of an expensive sanitary engineer when they see no outcome of his labors. They very naturally say that something practical should be done, and instead of reducing the number and the pay of the active working staff they hold that some of the heads should be lopped off in order that something should be left to carry on actual work.

There would be no difficulty in discovering fields in which proper and effective sewerage work can be done. For instance, we might mention Chinatown. The changes have been rung time and again on the specially pressing needs of this locality. Soon after his appointment, Dr. G. H. Duncan, the efficient and well-informed medical health officer, laid his finger on this plague spot and urged that its requirements be met without delay, as they were probably the most pressing that existed in the city. Instead of heed being given to his warnings he was, as it were, sat down upon and directly and indirectly was informed that everybody knew that the condition of Chinatown was bad but that on the upper levels there were plague spots also, which he had purposely ignored, the Chinamen being fair game for all kinds of impositions and oppressions that could not be carried out among white people by an official who was anxious to make a display of his zeal.

The developments which were made by Dr. Duncan, showed in what a terrible condition, even during the cold weather, was what is known as Chinatown. Some little cleaning has been done; and some persons have been prosecuted for violating the law and good results have followed; but, until surface or some other effective description of sewerage be carried out, that section of the city must be a highly dangerous spot. Its soil, its streets and all the surroundings of the dwellings of our Mongolian population are highly charged with the germs of typhoid to which the deaths in that quarter are mainly attributable.

The feculent matter everywhere present must be got rid of and the medical health officer and those who are under his control and direction must be upheld in every way by the City Council and the citizens. It is no light matter to have zymotic and kindred diseases bred among us and distributed. In the days of smallpox we complained of being quarantined against by the people of the Mainland and the Sound. We had good reason for that, since the visitation was one for which neither our people nor our authorities were responsible; but for the fact of typhoid and other maladies being among our Chinese residents, we are very much to blame as the tendency has been despite the protests of the medical health officer, to allow Chinatown to take care of itself from a sanitary point of view.

This question is one of great economic import. Should our city become plague stricken, or should it receive a character of that kind, business is certain to be seriously prejudiced. We all remember that but a few months since our principal streets presented a deserted appearance; business was at a standstill, and every one

was complaining of hard times from which we are only just recovering. We may, for all we know, unless we take proper precautions, be ere long in a similar case. Then, again, if we look at the value of the lives that may be lost and the enforced idleness which may be the fortune of a large number of people, we have a series of considerations that should waken up our authorities to a thorough realization of the duties that devolve upon them, and that speedily. The Health department must waken up and keep awake, while its officers should be assisted in every way to carry out their laudable desire to do their duty with the utmost promptitude and effectiveness.

#### DESTROYING CONFIDENCE.

When times are not at their best, and they certainly are not as they should be both here and in other parts of the continent, there are many—some thoughtless, others vicious—who have no hesitation about mysteriously hinting that under such conditions this and that establishment must go to the wall. They thus not only injure the standing of those about whom they talk; but they add to the general lack of confidence in the bottom foundation soundness of things, and work an injury that cannot be repaired no matter what they may do or feel disposed to do to make up for what they have so successfully accomplished.

Commenting on this, a correspondent of the *Minneapolis Journal* recently said: "In the past, if there was one element more than another that characterized our people and has been conspicuous in our phenomenal prosperity, it was their disposition to stand together and a firm belief in one another. All this is changed. Of late we seem to have degenerated into a village of scandal mongers. For the past month, and especially the past week, it has been impossible to walk our business streets without encountering a group of men discussing the latest bit of gossip about the financial affairs of some of our business institutions, and this spirit seems to permeate every man, be he doctor or lawyer, drayman or do-nothing.

"There is hardly a business institution in this city that has not been subjected to these unfounded attacks, and the more prominent the institution and the more families it is the means of furnishing a livelihood for, the more likely it is to be attacked by groundless rumors. I do not anticipate that these rumors can do harm to the larger concerns, but they sow seeds of distrust that may become general and serious in the case of the smaller institutions, and besides every business man or banker has a right to expect a different spirit from his townspeople."

May we not ask our readers if the people of Victoria and the sister cities of the Province have been altogether without sin in this particular? We have got into the habit of talking about hard times, the shortness of money and the lack of employment. There has been no real reason for this except that in the first place we rather overshot the mark in the real estate line and that ingrained, ill-bred pessimists have contrived to force themselves to the front; their talk at City Council

meetings, at the gatherings of labor men and merchants, on the streets and in private conversation having been upon this one theme. They say that property is diminishing in value; but we observe that many, although they do talk in this way, are not specially anxious to get rid of their holdings. They look for better times at no distant date, but instead of striving to hasten them, they effectively retard their advent by their foolish bewailings.

Times are by no means as bad as many people seem disposed to think. There is a general soundness in Canadian affairs, and we may say along the entire American Pacific coast, that should be sufficient to keep these growlers and grumblers from making fools of themselves. Let the idea be to keep a stiff upper lip; knowing that everything is all right.

#### THE CREDIT SYSTEM.

We are pleased to observe, says the *Shoe and Leather Journal*, the tendency towards shortening dates. A number of firms are now selling at sixty and thirty days. This is a step in the right direction, and it is to be hoped each year will see this tendency increase. If the time could be limited to these terms all round the shoe trade would be put into fairly decent shape, both for wholesaler and retailer.

*Hardware* remarks that credit should be given to no one regarding whom nothing is known. The credit system is risky enough at the best without any unnecessary danger being run. Anyhow it is a pretty old stager that would ask credit from a merchant with whom he has had previously no dealing, and nine times to one it is better to be without than with the custom of such a one. If more noses were said in business than there are less clamoring for amendments to the law regarding the collection of accounts would be heard and far fewer failures would be chronicled. Every merchant should make an effort to get at least a rough idea of the capability of every one of his credit customers to pay. Then he should place a limit on each one. But the great difficulty is to say "No" when that limit has been reached. A merchant never ought to be afraid to ask for his own or to refuse to give away what he already possesses.

#### EDITORIAL COMMENT.

KEEP insured. It is an old and oft-tendered advice, but as long as there are merchants whose stocks are either inadequately insured or not insured at all it is worth being repeated.

INSURANCE COMMISSIONER MERRILL of Massachusetts has notified the six endowment companies now doing business that it is necessary that they make a return to him within thirty days of their financial condition. This is the initial step taken to compel these orders to cease doing business. The companies in question are the Order of Franklin, the Order of Equity, International Fraternal Alliance, American Friendly Society, American Mutual Relief Association and the Abraham Lincoln Benefit Association.

## ONE WAY TO MEET COMPETITION.

The *American Miller* tells a good story, which gives ample illustration of the fact that there are other ways of meeting competition besides being the first to decay the value of your own goods by cutting the price upon them. It says:

Recently a miller of a country town of several thousand inhabitants was deeply impressed by this fact. He supplied most of the flour sold by the leading dealer of the town until a disagreement regarding long time on the flour bought, was followed by the dealer introducing the flour of a mill at a distance at 25 cents less on the barrel, and he pushed its sale with all his might.

The miller, however, was equal to the occasion, and he placed an order book in the jewelry store next door, and gave the jeweler a smaller centage on every order taken. In front of the jewelry store was a sign reading, "Orders for F——'s Famous Flour Taken Here." This was followed by a price list just a trifle higher than the grocer's prices on the imported flour. He wished to give customers to understand that his flour was the best, and wisely refrained from giving the grocer any occasion to make a further reduction in prices. But he did not stop with this; he sent a smooth talker from house to house to solicit trade from new as well as old consumers. Orders were delivered promptly and good fresh yeast supplied to every new user of the flour.

Before two months had passed the miller sold more flour at home than ever before, and at the end of six months the mill's entire product was sold at home, and brought greater returns to the miller than ever before. The usual practice of millers in such a case is to cut prices of other flours, which is followed by cuts by dealers; a price-cutting war follows, much to the disgust and loss of the sellers, and the delight of the buyers.

## CALIFORNIA TRADE.

The *California Fruit Grower* contains the following trade review: "The financial situation in the State is generally good, though five banks in Southern California have closed their doors within the past ten days. One bank at Riverside, two at San Bernardino and two at Los Angeles complete the list at this writing. As a general proposition, the banks of this State are believed to be in excellent condition. Those that have already closed allege their ability to pay depositors in full. There is no general cause for alarm or uneasiness, so far as the solidity of California banks is concerned. Nevertheless, there is a marked stringency in money matters which affects business. The fruit trade will of course be affected much as other lines of business. Growers should market their fruits as soon and as rapidly as fair prices can be obtained. It will be unwise to hold out too long for high prices, for all indications are against unusual prices. Care should also be exercised in dealing, giving preference to well known and fully established concerns. For mid-summer, the weather around the bay region is cool. Overcoats are still generally worn on the street in the

morning and evening—but this is not unusual in San Francisco."

## SEATTLE TRADE REVIEW.

The bright weather of the last few days has given new life and strength to all lines of business, but until there is a perceptible change for the better in the financial stringency which prevails everywhere, the lack of confidence and general uneasiness will continue to cripple trade. No state in the Union has held out more courageously during the long trying financial ordeal which has beset the world since the great failure of the Baring Bros., of England—the commencement of the money stringency—than Washington. This state can look with pride upon its history from the trying days of 1891, to this date, in summing up the disastrous results which have overtaken other states and localities.

The new transcontinental line—the Great Northern railroad, just opened for business between Seattle, and New York, is another big lift for the Pacific Northwest. The vast lumber, mineral and agricultural interests will now begin to move in earnest under the new reduced tariff rates of this line.—*Seattle Journal of Commerce*.

## BAD CREDIT.

When a merchant has an account on his books that he cannot collect, he calls it a "bad debt." If he called it "bad credit," the name would be just as good and would be a constant reminder to him of his own responsibility for the existence of such accounts. A very large portion of the store accounts opened every year are as great a reproach to the creditors as they are to the debtors. If the latter are too dishonest or too indigent to pay, the former are open to censure for admitting customers to credit on an unknown basis. There should be no risk taken in the matter of credit-giving. The customer's character and standing should be known before he is allowed on a credit footing. Knowledge, not faith, in human nature is the ground work to build up a credit business upon. The weakest point in the retail trade in this country is the credit system. A merchant may be an excellent salesman, a fine storekeeper, a close buyer, a maintainer of prices, and may be all that is necessary for the doing of a successful business, but he may lose a great deal through worthless book debts.

## DISPLACING LABOR.

A few years ago printers laughed at the idea of setting type by machinery, writes the *Cleveland Citizen*. Now the Mergenthaler Company is said to be unable to manufacture machines fast enough. At least 50 per cent. of the compositors are displaced wherever this machine is introduced. A type-setting machine is being perfected by a concern capitalized at \$5,000,000 that will make even a greater saving. Improved printing presses require no feeders nor folders, while innovations in binding, lithographing, stereotyping, paper manufacturer, etc., are constantly being made. The painters

used to ridicule the idea of a painting machine, yet such a machine has been tried, is said to work satisfactorily and throws a large number of men out of work. The leather industry has been thoroughly revolutionized. In one branch of shoemaking 80 per cent. of labor has been displaced by invention. Goodyear's sewing machine, with one man to operate it, does the work of eight men formerly. McKay's machine handles 300 pairs of shoes a day, where one man could handle but five pairs at hand labor; and one man with King's heel-shaver does the work of three men formerly.

## INTERNATIONAL UNION.

Advices received from Liverpool state that the Directors of the Union and International Marine Insurance companies have decided to amalgamate their companies. According to the last balance sheet the capital account of the International is £690,000, of which £120,000 is paid up. In addition there is a reserve fund of £60,000 and the total amount shown in the general balance sheet amounts to £722,577 15s 4d. For the last financial year there was a balance of £15,229 3s 2d on the profit and loss account, and out of this there was paid a dividend of 7½ per cent. and £6,229 6s 3d was carried forward to the next account. The net premiums received last year, after deducting reinsurances and returns, amounted to £118,111 2s 2d, covering a net liability of £6,176,502. The Union Marine Insurance Company has a capital of £812,800, of which £142,210 is paid up, and there is a reserve fund of £150,000. The other items in the general balance sheet make up a total of £513,829 12s 5d. Last year the statement of profit and loss showed a credit balance of £67,821 19s 1d, and a dividend of 10 per cent. was declared. The premiums received during the year, after deducting returns and reinsurances, amounted to £197,967 17s 3d, the amount insured being £32,735,487.

The City of Quebec issued £315,000, 1 per cent. debentures at 97.

A penny is the most ancient of English coins. The word was originally used for money in general. It is first mentioned in the laws of Ina, king of the West Saxons, about the close of the seventh century, and was of silver deeply indented with a cross so as to be easily broken in two or four parts. It is the radical denomination from which English coin is numbered, weighing 22½ grains troy, being the two hundred and fortieth part of a pound. It is stated elsewhere that Ethelbert, king of Kent, coined pennies between 560 and 616 A. D. Edward I. coined gold pennies. In 1797, copper pennies were issued, and bronze ones in 1860, valued at half the copper ones. The United States coined copper cents and half cents about 1785. In 1857, a nickel cent, and, in 1865, a bronze cent. The word penny is derived from the old German word pfaut, a pledge. It was the only coin current among the Anglo-Saxons. After Edward III. the coin decreased in value. To the lowest coin, Robert Morris gave the name of "cent," because it was the hundredth part of a dollar. Its first coinage was in 1793.

## PROFIT BY READING.

If only a very small portion of the advice that is weekly published by the various trade publications throughout the United States were put in actual practice, what a great benefit would result to those who profit by what they read. Most of the articles written are the result of close observation by those who make the trade of their constituents a close study, and some articles are written by men actually engaged in the trade. Therefore the information derived from such a source should certainly be of great value to all tradesmen.

Perhaps not more than 50 per cent. of all men engaged in any line of trade give a portion of their time to reading the trade publications to which they subscribe, and out of that 50 per cent. only about half derive any benefit from what they read. That is one reason why it takes so long to create an interest on any topic that is originated to advance the condition of retail merchants. They find more interest in little, petty local affairs than they do in profiting by the experience in trade of others, so ably set forth by the trade press.

One of the "smart" grocers, who knows everything, recently said that it was all very well for to write and print about matters connected with the trade but if those who wrote the articles knew anything about it they would write differently. With such a person there is no need of arguing. He is one of those who is always wondering why it is that his neighbor grocer succeeds so well in pleasing his customers without putting himself out. "Why" he says, "I try to please my customers more than he does and still I can't keep them."

It is altogether likely that the other grocer thinks that he can learn something and does not regard his opinion of matters and things as being the only correct solution. Nor does he consider the reading of trade papers as so much time wasted. His success in business proves to what use he has put the information he has acquired by closely scrutinizing even the advertisements. He notices any novelty advertised that would prove a ready and popular seller, he writes to the agent or manufacturer for terms, and is flat to have the goods in stock, thus outwitting the "smart" grocer and also building up his reputation as a leading man in his line. In this and many other ways the merchant profit by reading publications pertaining to his trade.—*Grocers' Journal*.

## THE COMMERCIAL PHONOGRAPH.

What is known as the commercial phonograph is now used in many of the leading offices in the United States. The persons who desire to dictate their letters, essays or statements, simply place the cylinder on the drum of the machine, adjust it ready for talking, and dictate at their leisure, letters or essays. Should the dictator at any time while dictating desire to stop and think about various points, all he needs to do is to touch a little button on the machine and cease making a record.

When the thought is ready to be talked to the machine, the recording is continued.

The phonograph gives this special advantage to the person who is dictating. It is a silent stenographer and is always ready to take your record—will take it exactly as you repeat it, word for word—and the only care required is that the person who is talking to the machine should give articulation. The various letters having been dictated to the machine, the dictator drops them back into the box one by one on the cylinders on which they have been placed, and then the typewriter simply takes the cylinders out in the order in which they are numbered, and copies the records with the use of the typewriter.

The special advantage to begin with is that the person who copies the letters always has time to continue his work without having to stop and take the record from the person who is dictating it. There is no question as between the dictator and the person who copies the records, for the record itself decides. Should you desire to have the record copies in long hand, it may be done in the same way. It has been found by using this machine that the average phonographer will copy about double the work of the average stenographer in the various offices where comparisons have been made.

Another advantage is that the clerk or proprietor may dictate the letter at his own home, and send them to the office in a box to have them copied there. Three or four different offices may each of them have a phonograph, dictate their records, and have one phonographer copy all their work and bring their letters back to them at an appointed hour. It is believed that by this arrangement, in many of the smaller places where they cannot employ a phonographer the entire time, that persons will be able to procure machines and give work for about two hours in a day, and by clubbing together, have all their letters neatly copied upon the typewriter. It will be especially desirable to have what is known as "phonograph exchanges" established in the smaller towns where there are but few offices that can afford to employ a phonographer the entire time.

The court stenographers find the commercial phonograph of special advantage to them. When their records have been taken for the day, they are able to dictate rapidly to the phonograph enough work to start two or three phonographers at once, and by late bedtime their records taken in the courts for the entire day are all ready either to put into the hands of the printer for the night, or in typewriter form for the use of the attorneys or judges for the next morning.

## THE NEEDLE AT THE NORTH POLE.

No one knows, and therefore no one can explain the precise reason why a magnetized needle does not point to that mysterious spot on the coast of Bothia Felix; and strange as it may seem, there was in 1831 no visible trace of anything by which that spot could be recognized not even so much as a small hillock in the immediate neighborhood, and the only means of proving that the magnetic pole had been reached was by the total inactivity of the compass at that spot, coupled with the almost vertical position of the dipping

needle, says a writer in the *Cornhill Magazine* for April. On this most interesting point, the very words of Sir James Ross himself shall be given: "The amount of dip as indicated by my dipping needle was 80 degrees 50 minutes, being thus within one minute of the vertical; while the proximity at least of this pole, if not its actual existence where we stood, was further confirmed by the action, or rather by the total inaction, of the several horizontal needles then in my possession. These were suspended in the most delicate manner possible, but there was not one which showed the slightest effort to move from the position in which it was placed, a fact which even the most moderately informed of readers must now know to be one which proves that the center of attraction lies at a very small horizontal distance, if at any."

## THE MODERN STORE.

How different the city dry goods store of to-day compared with that a generation ago. Now under one roof the customer can supply almost every want. The erection of monster business blocks created a new system of trading which, though doubtless pressing hard upon the small trader, has opened a new means for the employment of wealth and the play of ability and enterprise. Yet, though the large general store is a feature in city trading, it is only in the cities that trade in one especial line can exist. The average country dry goods merchant is also, perhaps, a dealer in boots and shoes, millinery, men's furnishings, druggists, sundries, and numerous other lines which, undertaken alone, would not afford the wherewithal to purchase salt, but when combined, are a source of profit. Every merchant finds it advantageous now to multiply his departments, for it is a necessity in modern trading.

The Canadian Pacific are quoting very low rates on experimental shipments of dried fish and canned lobsters from the Maritime Provinces to Sydney, N. S. W.

Many stories have been traveling around the country in regard to the number of feet of merchantable lumber standing in the trees on certain choice tracts in the Pacific Northwest. It is known that there are a number of acres in Thurston, Mason, Chehalis, Skagit, Pierce, Pacific and Clallam counties that will produce 100,000 feet, but they are exceptions to the rule. However, there are few tracts that will go even above this amount. L. H. Northey, of Victoria, B. C., informs *The Lumberman* that there is a body of timber on the Strait of Juan de Fuca, 30 miles from Victoria, which cannot be duplicated the world over. Some years ago the owner of this tract cut down an acre for ship's masts, and found that it contained 250,000 feet. Mr. Northey says there are one or two tracts in British Columbia, where it is possible to obtain 200,000 feet to the acre, but they are very scarce. On this side of the line there is one acre on the divide, near South Bend, which contains 200,000 feet. These are exceptions, however, the general average being about 20,000 feet to the acre.—*Puget Sound Lumberman*.

# 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	pr April 14
Br bark	Glengarry	802	Davidson	Nov. 3	Westminster	Liverpool	37,352	186,760	pr April 15
Br bark	Chill	678	McKenzie	Dec. 12	Victoria	Liverpool	30,034	163,061	May 5
Br bark	River Ganges	612	Budge	Dec. 19	Victoria	London	29,461	147,305	
Br bark	The Frederick	812	Simpson	Dec. 18	Victoria	London	32,403	167,896	

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

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster	Sydney	806,038	7,814	March 21	owners ac
Br bark	Mark Curry	1256	Liswell	Jan. 4	Vancouver	Plymouth	923,058	9,892	May 20	52s 6d
Nor. bark	Fritzoe	1078	Rolfson	Jan. 10	Vancouver	Callao	879,260	8,031	March 3	36s 3d
Am. bark	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso f.o.	832,657		April 27	37s 6d
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	895,663	15,537		Private.
Chil. bark	India	953	Funke	Jan. 14	Moodyville	Valparaiso	798,782	7,169	March 30	owners ac
Br bktm.	Bittern	399	Stronach	Jan. 20	Vancouver	Freemantle, Au.	302,950	4,201		owners ac
Ger. ship	Katharine	1630	Spille	Feb. 7	Moodyville	Iquiqui	1,328,879	14,058	May 6	35s
Br. ship	County of Yarmouth	2154	Swanson	March 23	Vancouver	U. K. f. o.	1,628,530	17,500		50s
Chil. ship	Hindustan	1342	Welsh	March 6	Moodyville	Valparaiso	1,196,826	10,242		owners ac
Am. bark	Seminole	1189	Weeden	March 19	Moodyville	Santa Rosalia	1,010,913	7,906		Private.
Am. ship	Ivy	1181	Lovell	April 22	Vancouver	Wilmington	791,911	10,497		Private.
Br bark	Assel	795	Gilmour	March 6	Moodyville	Antofagasta	631,165	6,577		35s
Br. ship	Natuna	1106	Grahm	April 20	Vancouver	Port Pirie	964,868	7,718		42s 6d
Am. bark	Hurry Morse	1313	Hughes	April 19	Moodyville	Shanghai	928,219	8,000		45s
Haw. bark	John Eua	2600	Schnauer	June 2	Cowichan	Port Pirie	2,350,797	19,500		40s
Br bark	Blairhoyle	1291	Gray	June 1	Vancouver	Sydney	913,685	7,804		31s 3d
Br bark	Mary Low	813	Robertson	May 24	Vancouver	Pisagua	663,060	5,296		35s
Nor. bark	Sigurd	1530	Anse	May 21	Vancouver	Port Pirie	1,426,000	10,638		40s
Chil. ship	Aincuma	1235	Caballero	May 13	Moodyville	Valparaiso	967,361	7,762		owners ac
Br bark	Wythop	1248	Edwards	May 26	Vancouver	Sydney	1,019,667	8,365		31s 3d
Br ship	Gryfe	1069	Roberts	June 25	Vancouver	Antwerp	786,228	11,790		50s
Gr bark	Heinrich	923	Henne	June 7	Vancouver	Holland	577,337			55s
Br bark	Doehra	966	McJerrrow	June 26	Vancouver	Adelaide	740,234	5,920		38s 9d
Br ship	Kinkora	1799	Lawton		Vancouver	Callao				30s
Am schr.	Carrier Dove	672	Brandt		Cowichan	Adelaide				39s

#### INLAND REVENUE RETURNS.

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

*Victoria Division—Comprising all of Vancouver Island:*

Spirits	\$ 6,371 63
Malt	2,382 44
Tobacco	2,625 61
Cigars	1,077 90
Petroleum inspection	100 50
Other receipts	125 10
<b>Total</b>	<b>\$12,683 21</b>

The receipts for Vancouver, Inland Revenue Division No. 38 for June were as follows:

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

Spirits	\$ 5,900 59
Tobacco	2,953 75
Malt	1,374 31
Cigars	627 30
Petroleum Ins	29 00
Other receipts	25 00
<b>Total</b>	<b>\$10,579 78</b>

#### VANCOUVER TRADE REVIEW.

The *News-Advertiser* says that trade

during the past week continued steady. Collections are, however, still reported as rather slow. The change in the weather has also had a good effect on trade, and more encouraging reports have been received from the agricultural districts. If the weather continues fine it is thought that the fruit crops will be fair although not so large as usually. The return of a number of the sealing fleet with good catches will put a considerable sum of money in circulation, while fair head way is now being made on outdoor work. The export lumber trade shows a slight improvement, as during the week three vessels have been chartered to load here, while two have sailed, and one has arrived to load at Cowichan. In wholesale circles there is little change to note, prices continuing steady.

Owing to the extensive practice of selling foreign meat in English markets as British grown, the farmers and many of the butchers in England are agitating for legislative action to compel every butcher who sells foreign meat to take out a license, and to have every large joint of such meat branded "foreign."

The British ship Rathdown, 2,058 tons, Capt. Morrissey, from Maryport, Eng., April 1, for Vancouver, was spoken April 27 in lat. 2 deg. N., long. 24 deg. W.

The *London Drapers' Record* says, with some degree of satisfaction, that the Nottingham lace industry, which has been threatened with annihilation, is not only holding its own against foreign competition, but it is actually better, as far as foreign trade is concerned, than it has been for five years past, tested with same month of each year.

The Japan mail via San Francisco, which reached Victoria Sunday, brought a letter from Capt. Byers, of the schooner Carlotta G. Cox, to E. B. Marvin & Co., owners of the schooner. The letter reports the W. P. Hall with 437 on May 25; Penelope, 1,300 on May 18; Annie C. Moore, 450, May 15; Mattie T. Dyer, 900 May 28; May Belle, 1,651, May 30; and Geneva, 1,100, May 30. The Cox herself had on June 2, when the letter was written, 1,905 skins. The Casco left Hakodate on June 2, for the sealing grounds with 1,200 skins. The weather was very stormy during May. Many schooners have very small catches and the average will be low.



# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TONS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Br ship	Blair Athole	1697	Taylor	March 3	R Samarang	Vancouver	B. C. Sugar Refinery Co.	123
Br bark	Formosa	915	Kain	March 16	H Liverpool	Victoria	R. P. Rithet & Co. Ltd	64
Br bark	City of Carlisle	823	Hughes	March 1	K Newcastle	Victoria	Turner, Beeton & Co.	
Br ship	British General	1751	Tulloch		A Samarang	Vancouver	B. C. Sugar Refinery Co.	
Br ship	Candida	1222	Whettem	May 31	I London	Victoria	Turner, Beeton & Co.	33
Br ship	Drumeraig	1919	Sparring	June 8	F Liverpool	Vancouver	Evans, Coleman & Evans	26
Br ship	Rathdown	2058	Morrisey	April 1	C Maryport, Eng	Vancouver	Turner, Beeton & Co.	94
Am ship	A. J. Fuller	1782	Wallnut		Y Yokohama	Vancouver	C. P. R. Co.	
Br bark	Ladstock	816	Williams	March 24	J Liverpool	Westminster	Bell-irving & Paterson	101
Nor bark	Fortuna	1332	Mikkelsen	May 25	L Valparaiso	Vancouver	Robert Ward & Co. Ltd	40
Br ship	Earl of Dunmore	2305	Kay	June 21	M San Francisco	Victoria	Robert Ward & Co. Ltd	13
Br ship	Gunford	2118	Wier	June 17	O San Francisco	Vancouver	Hastings Mill Co.	17
Am schr.	Puritan	584	Warner	June 21	S San Francisco	Moodyville	Moodyville Saw Mill	13
Ger ship	Sirene	1137	Sauermilch		T Yokohama	Vancouver	C. P. R. Co.	
Br ss.	Warrimoo	1897	Arthur	June 19	P Sydney	Vancouver	C. P. S. S. Co.	15
Br bark	Archer	789	Dawson		U Liverpool	Victoria	R. P. Rithet & Co. Ltd	
Br ss	Empress of China	3093	Archibald	June 11	D Hong Kong	Vancouver	C. P. S. S. Co.	20
Br ship	Dunboyne	1330	Neill		London	Vancouver	Evans, Coleman & Evans	
Am bark	St. Katharine	1193	Frazier	June 24	Y Yokohama	Vancouver	C. P. R. Co.	10
Am bark	Seminole	1370	Weeden	May 21	G Santa Rosalia	Moodyville	Moodyville Saw Mill	41
Br bark	Jessie Stowe	645	Blanche		N Yokohama	Vancouver	C. P. S. S. Co.	
Br ss	Victoria	1992	Panton	June 17	V Hong Kong	Victoria	Dodwell, Carlill & Co.	17
Br ss	Empress of India	3003	Marshall		W Hong Kong	Vancouver	C. P. S. S. Co.	
Am ship	Wm. H. Starbuck	1272	Reynolds	June 21	B San Francisco	Vancouver	Hastings Mill Co.	13
Chil bark	Eliza		Hurken		N San Francisco	Moodyville		

it Cargo of 2,300 tons raw sugar. Chartered to load lumber at Vancouver for Cork f.o. at 48s 9d. H—March 19 passed Holyhead. Chartered to load salmon for Liverpool or London. F—Via Seattle. June 12 passed Tuscar. K—Via Santa Barbara. Chartered for salmon to Liverpool or London. A—Cargo of sugar. I—June 2 passed Dover. Spoken June 14 lat. 38° N., long. 12° W. Chartered for salmon from Victoria to London or Liverpool by R. P. Rithet & Co. Ltd. J—Via Honolulu. Chartered to load salmon for U. K. at 35s. C—Spoken April 27 lat. 2° N., long. 24° W. Cargo of steel rails for C. P. Railway. L—Chartered for lumber to Port Pirie at 36s 3d; option Sydney at 31s 3d and Melbourne Wharf at 37s 6d. M—Chartered for lumber to Port Pirie at 36s 3d and Sydney at 27s 6d. O—Chartered for lumber to Port Pirie at 37s 6d. P—Via Brisbane and Honolulu. S—Chartered for lumber to Tientsin at 55s. T—Chartered for salmon to London or Liverpool, by Robert Ward & Co. Ltd., cancelling date Nov. 15. U—To sail July 10. D—Via Yokohama June 23. G—To load a return cargo of lumber; terms private. V—Via Yokohama June 28. W—To sail July 5. Via Yokohama July 14. X—Chartered for salmon by A. B. C. P. Co. B—Chartered for lumber to London at 52s 6d. N—Lumber to West Coast S. A. on owners' account.

#### VESSELS IN PORT.

(July 3, 1893.)

#### VICTORIA.

Br. bark Thermopylae, 991 tons, Capt. Winchester, from Hong Kong with paddy; Victoria Rice Mills consignees.

#### VANCOUVER.

Haw. schooner Americana, 889 tons, Capt. McLellan.

Br. ship Kinkora, 1,799 tons, Capt. Lawton, loading lumber for Callao.

#### COWICHAN.

Am. schr. Carrier Dove, 672 tons, Capt. Berendt, arrived June 29, loading for Adelaide.

#### NANAIMO.

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

Am. ship Jabez Howes, 1,581 tons, Capt. Henry.

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

#### WELLINGTON SHIPPING.

Am. ship T. F. Oakes, 1,898, Capt. Reed.  
Am. bark Alex. McNeil, 1,088 tons, Capt. Jorgensen.

#### EAST WELLINGTON SHIPPING.

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

#### UNION.

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

#### RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	1	991
Vancouver	2	2,638
Nanaimo	6	9,000
Cowichan	1	672
Total	10	10,391
Previous week	10	12,979
Correspond'g week last year	7	7,614

The American bark Sonoma, 906 tons, chartered by Parrot & Co; for lumber from Puget Sound to Iquiqui direct at 30s, is reported going to load at the Hastings Mills.

#### FREIGHTS.

Freights are decidedly firm, although rates are not notably changed. The outlook, however, is brighter and owners are inclined to hold their vessels for improved freights.

Freights from British Columbia or Puget Sound are quoted as follows:—Valparaiso for orders, 27s 6d; Callao direct; 30s to 32s 6d; Sydney 27s 6d to 30s; Melbourne, Adelaide or Port Pirie, 30s 3d to 37 6d; United Kingdom, calling at Cork for orders, 50s; Shanghai, 45s; Tientsin 55s.

Grain freights from San Francisco to U. K., Cork for orders, 20s to 22s 6d; from Portland, 27s 6d; Tacoma, 27s, but these figures are nominal as there is nothing doing.

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.





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**Michel Lefebvre & Co**  
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