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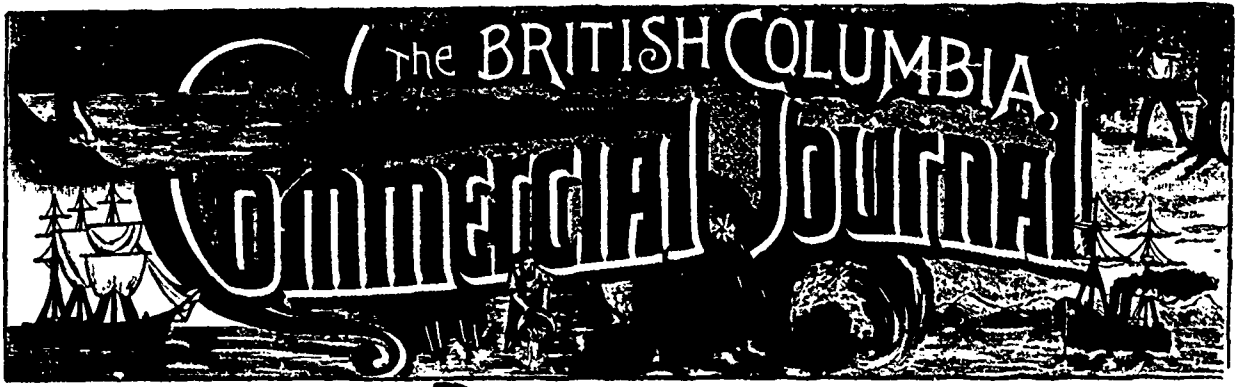
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Guelp'h, O Peterboro, O Winnipeg, Man
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Catalogues and prices sent on application
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FRASER RIVER:

- Delta Canning Co's Maple Leaf Brand.
- Laidlaw & Co's Dominion Brand.
- Wellington Packing Co., Wellington Brand.
- Harlock Packing Co's Brand.

NORTHERN AND SKEENA RIVER:

- Wannuck Packing Co's Rivers Inlet Clipper Brand.
- Standard Packing Co., Skeena River, Neptune Brand.
- Skeena Packing Co., Skeena River, "Diamond C" Brand.
- Lowe Inlet Packing Co., Lowe Inlet, "Diamond C" Brand.
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P. O. Box 507. Cable: Soule.

Vancouver.

British Columbia

INLAND REVENUE AND CUSTOMS.

INLAND REVENUE RETURNS

Victoria Division—Comprising all of Vancouver Island:

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

RECEIPTS FOR MARCH.

Spirits.....	\$ 7,171 33
Malt.....	1,107 00
Tobacco.....	2,510 50
Cigars.....	931 50
Petroleum inspection.....	149 80
Total.....	\$11,870 13

The customs collections at the port of Victoria for the month of March were as follows:

Duties.....	\$ 78,982 61
Chinese and other revenues.....	13,140 79
Total.....	\$ 92,322 40
Imports, dutiable.....	288,571 00
Imports, free.....	41,038 00
Total.....	\$300,269 00
Exports, the produce of Canada.....	31,934 00
Exports, not the produce of Canada.....	8,300 00
Total.....	\$ 40,234 00

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

INLAND REVENUE RETURNS

For the month of March, 1892:

The statement of Inland Revenue receipts at the port of Vancouver for March, shows the following:

COLLECTIONS.

Spirits.....	\$ 3,847 38
Malt.....	853 40
Tobacco.....	2,500 62
Cigars.....	534 45
License.....	25 00
Petroleum inspection.....	172 50
Total.....	\$7,933 35

*License granted to B. L. Wood, North Arm, Fraser River.

The custom returns for the Port of Vancouver for the month of March show:

Duties.....	\$22,200 66
Other revenues.....	3,983 45
Total.....	\$26,184 11

The following are the Nanaimo customs returns for March, 1892:

Import Duty.....	\$5,994 68
Sick Mariners' Dues.....	172 18
Miscellaneous.....	52 32
Total.....	\$6,219 18

Value of imports for March:

Goods imported free.....	\$ 1,362 00
Goods dutiable.....	22,046 00
Direct imports.....	103 00
Ex-warehouse for removal.....	22 00
Ex-warehouse for export.....	308 00
Total.....	\$23,831 00

(OFFICIAL REPORT.)

NEW WESTMINSTER.

Imports and exports for month of March, 1892:

IMPORTS FOR THE MONTH.

Dutiable.....	\$17,356 00
Free.....	4,826 00
Total imports.....	\$22,182 00
Duty collected.....	\$ 6,774 13
Other revenues.....	122 70
Total collections.....	6,896 83

EXPORTS FOR THE MONTH.

The mine.....	\$ 827 00
The fisheries.....	458 00
The forest.....	2 00
Animals and produce.....	8 00
Agriculture produce.....	39 00
Manufactures.....	690 00
Total exports.....	\$ 2,024 00

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.

Tuesday Morning, April 5.

VICTORIA.

Trade continues steady with no unusual features. The principal feature of the week is the agreement entered into by the canners to reduce the salmon pack this season. The weather has been unfavorable to the dry goods business, but it is said that the volume of trade for the last three months is fully equal to the same period last year. Monday 1th was a big settling day for the dry goods, clothing and kindred trades. Collections are reported pretty well taken up.

FRUITS AND VEGETABLES.

The arrivals of California fruit and vegetables on Saturday from San Francisco by steamer City of Puebla for Victoria consisted of 225 cases oranges, 50 cases bananas, 38 cases lemons, 20 boxes apples, 65 crates cabbages, 2 sacks coconuts, 6 cases peas, 25 cases rhubarb, 50 cases asparagus, 2 cases celery, and 1 case vegetables; total, 490 cases. For Vancouver—28 cases oranges, 11 cases oranges, 11 cases bananas, 3 cases celery, 4 cases cauliflower, 20 crates cabbages, 18 cases asparagus, 18 cases rhubarb, 2 cases peas, 1 case mint; total, 125 cases. Grand total, 615 cases. The arrivals by the previous steamer were 390 cases. There was also a car of Griffin & Skelly fruit received overland last week, consisting of 250 cases oranges and 50 cases lemons. Bananas have gone up a little price. It is said that Sandwich Island bananas are scarce in San Francisco, and Florida fruit is coming in. Oranges are quoted a little stronger than last week. Potatoes are keeping down in price because of the glutted state of the market. Honey is quoted at 21c in 1 lb. flames. Quotations are:—Oranges—Riverside seedlings, \$2.50 to \$3.25; navels, \$4.50 to \$5; Los Angeles, \$2 to \$2.50; California lemons, \$3.75 to \$4.75; Sicily lemons, \$7; bananas, \$3 to \$4; silverskin onions, 2c per lb.; cabbage, 2c per lb.; asparagus, 10c per lb.; Oregon yellow danver, 14c; apples, \$1.02½ to \$2 per box; potatoes, \$15 to \$20 per ton. Rhubarb, 5c.

GROCERIES AND PROVISIONS.

The receipts of California butter from San Francisco by steamer on Saturday consisted of 64 cases for Victoria and 7 cases for Vancouver; total, 71 cases. The receipts last week were 50 cases and 20 kegs. Prices are practically unchanged. Supplies are reported liberal in San Francisco. There is rather a weak feeling in the market, and a further decline in fresh roll is expected. The second carload of creamery butter from the Saanich Creamery arrived by the Isabel on Sunday. It is said to bring the highest prices paid in this market.

Quotations are: California fancy roll 26½c@27c per lb; Eastern creamery, 28½c per lb. for large and 29½c for small; Manitoba creamery, 30c; dairy, 18c; Eastern Townships, first quality, 26c. Cheese is quoted at 14c. There will probably be an advance in meats shortly. The tendency in the east is upward with both Canadian and American packers. Local prices remain unchanged. Quota-

tions are: Hams, 14c per lb.; breakfast bacon, 14c; backs, 13c; short roll, 11½c; long clear, 11c; pure kettle lard, 50 lbs, 13c; pure steam do., 12c; lard compound, 10½@11½c; lard tins, 12½@13½c. Granulated sugar is quoted by jobbers at 5½c, and yellows at 4½c to 5c.

Cowan & Wilson are receiving regular shipments of fresh Havana cigars direct from Cuba. These are of the finest quality and are appreciated by the trade as is evidenced by the 11th sales that have been made of the same brands.

Falconer's Victoria Vinegar Works' goods are now carried by the leading wholesale grocers, comprising pure malt vinegar, tomato catsup, Worcestershire sauce, mushroom catsup, apple and quince cider, lemon and vanilla extracts and fruit syrups—of home manufacture.

FLOUR AND FEED.

Manitoba flour is being held pretty firm, and a rise in prices is said to be probable. Oats are weak, and the price has dropped to \$30 per ton. Wheat is held firm, \$45 a ton being freely paid for best wheat, which is hard to get. The National Mills chop feed is now on the market and selling at \$30 per ton. A car of Ontario rolled oats was received last week. They are said to be of inferior quality and not up to sample. The rolled oats now being turned out by the National Mills are of the very finest quality. It is said that they are ahead of any of the American brands, which were hitherto imported into this market, and are meeting with a good sale, as they give the best of satisfaction to householders. The Commercial Review says that in Portland the flour market is weak and lower in sympathy with the decline in wheat. A reduction of 15c per barrel on standard brands on Monday of last week and the feeling is weak and the tendency downwards. Quote Standard brands at \$4.00 per bbl.

The Columbia Flouring Mills quote: For Enderby flour in carload lots, Premier, \$5.50; XXX., \$5.30; Strong Bakers or XX., \$5.00; Superfine, \$4.00. Quotations to the trade are:

Delta, Victoria mills.....	\$5 50 @ 0 00
Lion, ".....	5 50 @ 0 00
Premier, Enderby mills.....	5 85 @ 0 00
XXX., ".....	5 55 @ 0 00
XX., ".....	5 25 @ 5 50
Superfine, ".....	4 25 @ 4 50
Ogilvie's Hungarian.....	6 00 @ 0 00
" Strong Bakers.....	5 80 @ 0 00
H. B. C. Fort Garry Hungarian.....	6 00 @ 0 00
Benton County, Oregon.....	6 00 @ 0 00
Snowflake.....	6 25 @ 0 00
Portland Roller.....	6 10 @ 0 00
Royal.....	6 00 @ 0 00
Oregon Superfine.....	4 25 @ 0 00
Wheat, per ton.....	\$40 00 @ 45 00
Oats.....	30 00 @ 00 00
Oil cake meal.....	32 50 @ 35 00
Chop feed.....	30 00 @ 00 00
Shorts.....	28 00 @ 30 00
Bran.....	26 00 @ 27 50
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 25 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
California oatmeal.....	4 35 @ 0 00
California rolled oats.....	3 90 @ 4 00
Corameal.....	2 75 @ 3 00
Cracked corn.....	45 00 @ 60 00
Hay, per ton.....	18 00 @ 20 00
Straw, per bale.....	1 25 @ 0 00

SALMON.

The British Columbia canners have signed an agreement to reduce the pack of

all their canneries this season. On the Fraser River the canneries will put up 50 per cent. of their capacity, and on the northern rivers, including Skeena River, Naas River, River's Inlet, etc., they will only put up 25 per cent. of their capacity. The Alaska canners have also by an agreement bound themselves to pack not more than 400,000 cases, which is 50 per cent. of the capacity of their canneries, which last season put up 800,000 cases salmon. The overstocked condition of the London and Liverpool markets is the direct cause of the cutting down of the packs of the Pacific Coast. In British Columbia, however, the unsatisfactory condition of the fishery regulations has had much to do with the action of the cannermen, who feel that undue restrictions have been imposed on the canning industry, and the licensing system being also unsatisfactory.

RICE.

The Victoria Rice Mills quote: whole-sale:

Japan rice, per ton.....	\$77 50
China rice " ".....	70 00
Rice flour " ".....	70 00
Chit rice " ".....	25 00
Rice Meal " ".....	17 50

LUMBER.

The following new charters are announced: British ship Burmah, 1,047 tons, Burrard Inlet to Valparaiso, 35s; Nor. bark Emblem, 1,152 tons, at San Diego, Burrard Inlet to Cork, U. K., 62s 6d (2s 6d less to direct port); Br. ship Crown of Denmark, 2,029 tons, Vancouver to Melbourne, 37s 6d; Nor. bark Urus Minor, 605 tons, at San Diego, Burnette mills to Sydney, 37s 6d; The British India cleared March 31 for Valparaiso, with a cargo comprised of 680,372 feet rough and clear lumber and 204,913 feet t & g flooring, valued at \$9,315. The Br. bark Toboggan, 676 tons, arrived April 2, at Vancouver. She will load for Wilmington, Del. Quotations are as follows for cargo lots for foreign shipment, being the prices of the Pacific Pine Lumber Association: Rough merchantable, ordinary sizes, in lengths to 40 feet, inclusive, \$9 per M feet; rough deck plank, average length 35 feet, \$19; dressed flooring, \$17; pickets, \$9; laths, 4 feet, \$2.

Since the failure on the part of lumbermen to effect an organization and fix uniform prices for lumber, considerable cutting has been going on, and it is said that rough lumber has been delivered at different points in the city for \$8 per M, while the regular quotation is 9 per M in the yard. Shingles are also cut 25c per M, and are being sold for \$2 in the yard.

FOREIGN COAL SHIPMENTS.

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

New V. C. Co.....	25,539
Wellington.....	19,037
Union.....	8,060
East Wellington.....	2,332
Total.....	58,968

The following are the shipments for the week ending April 2:

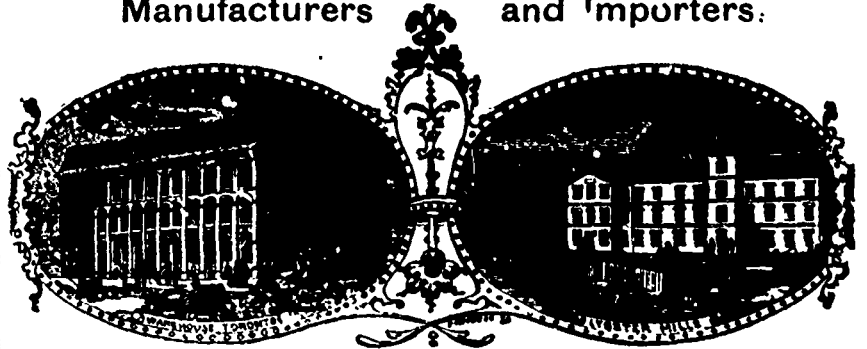
NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
28.	Wachusett, shp, San Francisco...	2,455
28.	Mogul, str, Port Townsend.....	36
28.	Elsie, str., Sitka, Alaska.....	39
31.	Commodore, shp, Wilmington, Cal	3,031
1.	Sea King, bark San Francisco.....	2,232
Total.....		7,843

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BUSINESS CHANGES.

W. C. Dowd, general store, Riverside, out of business.

Fletcher & Co., general store, Nelson, are out of business.

J. H. Illingsworth, grocer, Vancouver, is out of business.

A. G. Marks, hotel, Nelson—style now, Marks & Vane-s.

Dr. W. Bell Campbell has removed from Donald to Nanaimo.

Horrocks & Co., drugs, Vancouver, have gone out of business.

Veith & Borland are opening a general store at Quesnelle Forks.

B. S. Tesch, variety store, New Westminster, is out of business.

The Vancouver Steamship Co. was sold out by the sheriff, last month.

Duncan A. Macfarland, brick yard, Vancouver—business for sale by tender.

Borland & Hamilton have sold their saw mill on the Cariboo road to P. Egan.

George T. Lundy, boots and shoes, New Westminster, is selling off by auction.

Ed. Johnson has bought out Mr. Clement's boot and shoe business, Chilliwack.

Wright & Johnston, brewers, New Westminster, have closed out their business.

Major J. M. Mutter will shortly open a general store at Somenos station, E. & N. Railway.

Kirschberg & Marymont, clothing, Victoria, have dissolved. Joseph Marymont continues.

D. M. Cashin, of San Francisco, proposes establishing an artificial ice freezing house in New Westminster.

A. S. Ferguson, general dealer, at Ladner's Landing, has closed out his business and gone to California.

John Barker has severed his connection with the Chilliwack sash and door factory, and removed to Vancouver.

The stock of Jas. R. Rousseau, boots and shoes, New Westminster, has been damaged by fire. Loss, \$1,000.

The Hudson's Bay Co. intend opening a general store at Nelson with Mr. J. A. Turner, of Kamloops, in charge.

Lee & Griffin, Pacific Hotel, Vancouver, have dissolved. Henry Lee assumes all liabilities and continues the business.

Hirst Bros., have taken over the business of the late John Hirst, Nanaimo, from J. C. Prevost, receiver of the Hirst estate.

R. Frank, baker, Vancouver, has admitted Thos. Barnwell into partnership, under the firm style of Frank & Barnwell.

Wm. Brown, grocer, Victoria, who purchased the business of Demers & Son a few months ago, has sold out to F. J. Hall.

A. E. McPhillips has been admitted into the legal firm of Wootton & Barnard, Victoria, under the style of McPhillips, Wootton & Barnard.

John Braden, late senior partner of Braden & Stamford, plumbers, etc., Victoria, will shortly open in the same line on his own account in Victoria.

Fred J. Coulthard has retired from the real estate business in New Westminster, and will manage the business of Lowenberg, Harris & Co. in that city.

Beeton & Pike, general merchants, South Westminster, have assigned to Michael Hayes, South Westminster, and James Punch, New Westminster.

R. F. Tolmie, F. S. Findley and Geo. A. Cooper have entered into partnership under the style of The Tolmie Land Co., to do a real estate and insurance business.

H. G. Ross & Co. have been appointed agents for the Imperial Fire Insurance Company, for New Westminster and district, succeeding W. J. Armstrong, resigned.

The Victoria Truck and Dray Co. (Ltd), has increased its capital stock from \$20,000 to \$50,000 in shares of \$100.

An outpost of customs, under the survey of New Westminster, will be established at Douglas, formerly known as Blaine, July 1.

A joint stock company, with a capital of \$75,000, has been formed in Nanaimo, to take over the electric light plant in that city from A. Shaw who retains 25 per cent. of the stock.

J. J. Connor, who has been identified with the mining interests of Montana, for some years, is now travelling through this Province, looking at some properties on behalf of European capitalists.

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COMMERCIAL SUMMARY.

Seeding is almost finished at Calgary.

A superior class of immigrants is arriv-
ing at Halifax.

The capital of the Bell Telephone Co. has
been increased to \$17,000,000.

The railways are contemplating an in-
crease in through rates from England.

The Standard Oil Trust has decided dis-
solve, and the property is to be sold by the
trustees.

The cattle rate out of Montreal has been
fixed by the steamship companies at sixty
shillings.

Lewis Cardigan, the last French survivor
of the celebrated naval battle at Trafalgar,
has just died at 'Iyeres, France, aged 101.

The French chamber has passed a bill
inflicting the death penalty on all persons
convicted of destroying property by the
use of dynamite.

Capt. Baker, of the Netherlands-Ameri-
can SS. Obdam, has been sentenced at
Amsterdam to a year's imprisonment for
shooting a mutinous fireman.

The C. P. R. officials have been notified
by the Admiralty that two hundred and
three seamen, with three officers, will pro-
ceed over their line to Esquimalt in May.

Manager Hogg, of the Bank of Mont-
real, Winnipeg, has left for the London
branch. He will be succeeded at Winni-
peg by Manager Kirkland, of Chatham,
Ont.

Amongst the legislation which the city
of Winnipeg is now seeking is the power
to take over the water works, to be man-
aged by three commissioners. Also the
power to purchase 600 acres of land for
park purposes, which will also be managed
by a commission.

In the Nova Scotia Assembly, Premier
Fielding has made the annual financial
statement of the province, from which it
appeared the expenditures for the past
year were \$692,538, the largest item being
\$215,481 for education. The revenue was
\$661,511, leaving a balance against the
province of \$30,997. The largest items of
income were \$432,822, the Dominion sub-
sidy, and \$169,257 from mines and royalties.

A Norwegian farmer has devised a curi-
ous lock in which the bolt is released by a
stroke from a pendulum bob. The pendu-
lum, invisible from the outside, is moved
sufficiently by blowing sharply several
times through a hole in the door, but the
puffs of air can be given at the proper
time only by swinging a key pendulum,
previously adjusted, to vibrate in unison
with the lock pendulum.

The *Jewish Trade Unionist*, a paper cir-
culating among Hebrew workers in the
east end of London, states, on what it
alleges to be reliable authority, that Gov-
ernment contracts have been given to Jew-
ish tailors who have sub-let them, paying
men with large families two, three and
five shillings per week, in defiance of the
fair wages law. The paper denounces this
state of affairs, and says the fact that the
offenders are people of their own race will
not prevent the Jews from calling them to
account. The matter will be made the
subject of an interpellation in the House
of Commons.

The Winnipeg branch of the Bank du
Hochelega was opened Monday, March 28.

Extensive improvements are contem-
plated at the Winnipeg depot of the C.P.R.

Sealing vessels returned to St. John's,
Newfoundland, have made large catches.

In 1890, Canada exported to Newfound-
land 19,335 barrels of flour; in 1891, 99,438
barrels.

More pressed hay is being shipped to the
United States from Kingston this year
than for many years past.

The Canada Cotton Manufacturing Co's
plant and interests have been acquired by
the Canada Colored Mills Co.

The Gananoque carriage works have
sent over twenty carloads of carriages to
the Northwest during the past month.

Eugene Kirby, the defaulting bank cash-
ier of Marshall, Mich., has been sentenced
to ten years in State prison for forgery.

D. R. Karn & Company's piano factory
at Woodstock, was destroyed by fire. Loss
about \$50,000; insurance about one half.

Fire, one night last week, destroyed four
buildings in Lethbridge, N. W. T., occu-
pied by I. G. Baker & Co., A. C. Macdonnel,
George Rowe, Blythe & McKenzie. The
loss was \$3,000 and insurance but \$600.

An influential deputation waited upon
Provincial Treasurer Hall, of Quebec, to
urge the abolition of the commercial cor-
poration tax and mining tax. The minis-
ter said he was in accord with the request
and would do all he could to grant it.

The new English warship *Empress of
India*, which has just been finished, is the
fastest advanced of her class, and is one
of the largest battle ships afloat. This
vessel is of 14,500 tons displacement, and
her engines are of 13,000 horse power.

The chief of the Bureau of Statistics at
Washington reports that the total values
of the exports of merchandise from the
United States during the twelve months
ending February 29 were \$828,142,234, and
and for the same period in 1891, \$825,196,-
035.

It is reported from Washington that the
Chinese Government has written to the U.
S. Government a long and vigorous protest
against the absolute exclusion of Chinese
from the United States, claiming that it is
a violation of treaty, and is without pre-
cedent in international affairs.

The March number of *The Manitoban* is
a most creditable production. Among the
contents which go to make up this excel-
lent magazine are "A Hudson's Bay Rail-
way," by a well known writer—"The Daw-
Route Expedition," by a private of the
force, containing many humorous sketches
of individuals. "Things 'neath our Feet"
is a well written article on a subject dear
to the agriculturist. "The Hudson's Bay
Company and Julian Ralph" is ably
handled by Archer Martin, Esq., in
which the writer rakes Julian Ralph, of
Harper's Monthly, to task for incorrect
statements contained in the article "Skin
for Skin," in the January number of that
magazine. "The History of a Well-known
Family" is ably narrated by Rev. Dr.
Bryce. Altogether *The Manitoban* con-
tains information on many subjects of
interest to Canadians.

AUSTRALIAN WOOL GROWING.

The *Canadian Journal of Fabrics* says that the history of Australian wool-growing began in 1793, when John McArthur, of Sydney, landed at that port a herd of eight fine-wooled sheep from the Cape of Good Hope. The success which crowned his venture, in the shape of a rapid improvement in the quantity and quality of the wool that these sheep produced was so great, writes Sidney Dickin-son in February *Scribner*, that Mr. McArthur, ten years later, sailed for Europe to secure some specimens of Spanish merinos, for which he believed the hot, dry climate of pastoral Australia was particularly adapted. The Spaniards, however, knew the value of their flocks, and had made the exportation of merinos a capital offence. Therefore the Australian Jason, disappointed in his quest for this fleece, which, if not itself golden, he believed would put much money into his pocket, returned to England, where his enthusiastic account of Australia reached the interested ears of the farmer-king, George III. As McArthur's luck would have it, the king, some years before, had been presented by his cousin of Spain with a pair of the finest of these merinos, and from the increase thereof he graciously gave to the Australian four splendid animals, with which he set sail, rejoicing. These high-bred sheep landed safely in Australia, and fully realized all the expectations of their owner; they improved the grade of wool, and so increased and multiplied that at the end of 1890 their progeny had spread all over Australia, Tasmania and New Zealand, and numbered 101,207,064 individuals, representing, with the land upon which they pastured, at least £400,000,000.

POINTS FOR THE TRAVELING MEN.

The upright traveling representative will be open and above board with the house, and will not conceal the slightest detail of his intercourse with the trade. The house should encourage this confidence, and to that end it should be chary of criticism of such items of expense that may not be specially provided for, but may be shown as to be expended for the house's benefit. I can imagine no valid excuse for the slightest prevarication in the matter of itemizing expenses; with the proper mutual confidence between the traveler and the house it can never be necessary. When it occurs, the blame is not altogether on one side. To illustrate the how and why of this small piece of deception I give a synopsis of a conversation to which I was recently a listener. One of the party was asked if his house was liberal in the matter of allowance for "miscellany." "No," was his reply; "they will not even allow for a cigar for a customer, and it's bad policy. Why only last evening I had worked a man my level best for an order, but without success. So giving up hope for the present, I determined to make an impression for the future. As he was closing his store I asked him over to have a game of billiards. We grew quite friendly, and after finishing the game I said: 'See here; my samples are in the

next room, and while I do not expect to sell you a dollar's worth of goods, I would like you to look over what I've got. Perhaps you may see something you may want to order later on.' The result was that I sold him a nice little bill right on the spot. Now, if I should enter that game of billiards as an item of expense, there would come back the biggest kind of a howl." "Well, how did you get even? Didn't go down in your own pocket book to pay for the game, did you?" "Not much; charged it up 'bus and baggage. But I don't like to do that sort of thing."

The traveler will probably be frequently advised by a fellow traveler how he should approach particular dealers. He will make a mistake, however, should he attempt to follow this advice. A special method which may be successfully worked by one man may prove a dismal failure when attempted by another. The traveler must have his own individuality, and the attempt to be somebody else will never succeed. And right here, I may say, it is not wise for travelers to discuss in public or on the train the peculiarities of their customers. Aside from the questionable taste of the practice, one never knows who may be listening.—*St. Louis Grocer.*

THE ANTIQUITY OF CIVILIZATION.

We cannot but be struck with the immense antiquity of civilization in Western Asia, whence, as a certain, trade, art and literature spread westward to the Greeks and Italians, and eastward to India and China. The monuments show that at least as early as 2500 B. C., distinct civilizations existed in Chaldea, in Syria and in Egypt. It is true that the early date which has been assigned to Menes, by scholars who reckon thirty years as the average reign of an Egyptian monarch (whereas the dated reigns often do not exceed five or six), rests on no secure basis, and extravagant estimates, based on equally unsafe deductions, have been offered by some of our cuneiform scholars, who would carry back Akkadian civilization to 4000 B. C.; but these extravagances do not discredit the facts that are deduced from better data, and which show that the even earlier than the period usually assigned as the time when the pastoral Hebrew patriarchs found their way along the Euphrates and through Syria to Egypt, there were organized states, walled towns, chariots and horses, riches of gold and silver, bronze and iron, of corn, wine and oil, not only among the Akkadians and in Egypt, but also in Phœnicia and in Palestine.—*The Edinburgh Review.*

A PLEA FOR PROTECTION.

Did Custom Houses exist at the time of Christ? We read the following in the ninth verse of the ninth chapter of St. Matthew:

And as Jesus passed forth from thence he saw a man named Matthew sitting at the receipt of customs, and he said unto him, Follow me.

We judge from this that some sort of a National Policy existed in that country at that time, and that Matthew was a collector of customs, or duty. It was an honorable occupation, too, and from it Jesus

made his first choice of a disciple. On another occasion some one, who in these days we might know as a free trade Grit of the Sir Richard Cartwright stamp, asked one of the disciples, most probably Matthew, if the Master paid the tribute, or duty. This seemed to be an economic question which was not quite fully understood, and so when the disciples came to Jesus they asked him concerning it. The reply was characteristic and conclusive. "Of whom," said he, "do the kings of the earth receive tribute. or their own children, or of strangers?" They replied, "Of strangers." "Then," said Jesus, "are the children free." If the strangers paid tribute, or duty, it was that they might have access to the home market; and they were granted this access to the home market on condition that they pay duty, or tribute, for the privilege. Who pays the duty? We have good authority for saying that the stranger pays the duty.—*Canadian Manufacturer.*

SOME CURIOUS TRUTHS.

There are a number of societies in the world that bear strange names, but probably one of the most curious was a club founded in 1735 by an English actor. It was called "The Sublime Society of Beefsteaks," and had among its members the Prince of Wales and other royal personages. They met in the painting room of the Covent Garden Theatre, and dined upon beefsteaks. The club was in existence for more than 100 years, and became quite noted because of its odd customs. Another strange name was that of the "Scribblers Club," which Swift founded in 1714, and to which Pope, Gray, and other literary men belonged.

Sedan chairs were first used in England by the Duke of Buckingham during the reign of James I. The first chair aroused much indignation among the people, who said that men were being used to do the work of beasts, but later on they became very fashionable.

Bagpipes are generally ascribed to Scotland, where they have been in use for a long time, but it was an instrument upon which the ancient Greeks and Romans played. Nero is said to have performed upon it, and an old piece of Grecian sculpture represents a player on the bagpipes, dressed in the fashion that is known today as the Highland costume.

Years ago, says the *Perth Courier*, at every court some dispute about water rights on streams and at dams had to be settled, and lately it was thought there was nothing more in this country to arrange. But it seems there is. Robert Gemmill & Son, of the Port Elmsley woolen mills, have the first right to the water of the river Tay at that point, and the old saw mill, now the shoddy mill, run by Mr. Porritt, the second right. The Messrs. Gemmill contend that there is not sufficient water to keep both mills running at certain seasons, and obtained an interim injunction at Toronto to prevent Mr. Porritt from using the water at these times. The case will likely come up at the Assizes herein April.

THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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VICTORIA, TUESDAY, APRIL 5, 1892.

THE "STATUS QUO" CONTINUED.

An Ottawa dispatch announces the return to that city of Mr. Samuel Wilmot, who, in answer to inquiries, stated that he went out to British Columbia with the intention of doing his duty and with the desire to arrive at conclusions which would benefit the canners of the country at large. His course of procedure, however, amply showed that his conception of his duty was first, as concerns himself—to justify the false and misleading report which he had the audacity to issue last year upon the most meagre information, for which the people were duly called upon to pay, and secondly—if there were any possible second—to the country at large. A subsequent telegraphic message states that Mr. Wilmot has handed in an interim report, which bears out in a large measure his report of last year. That report, it is said, is to be acted on at once, or rather, matters are to be allowed to remain as they were, for the Minister does not propose to make any change in the regulations, which will be adhered to, and the official regulations rigidly enforced.

This, then, would appear to be all the satisfaction that is to be expected from the Inspector's costly jaunt across the continent, and the other costs attending the commission, to say nothing of the insults and mortification caused to the canners and the witnesses by the ignorant, pompous and self-opinionated—duly accredited, of course—representative of the Fisheries Department. Can it really be that the fish hatchery man, the "ardent sport," who is prepared to close the important canneries on the Skeena and other rivers, in order to gratify fossils like himself, should have so far imposed upon the Minister as to make him believe that the experiences of an interest in which hundreds of thousands of dollars are invested has no knowledge of its own concerns as compared with what he has evolved from his own inner consciousness and wicked stupidity? Mr. Earle has substantial interests on or in the vicinity of the Skeena, and it is to be expected will not hesitate to challenge statements and recommendations whose only foundation would seem to be ignorance and preconceived notion.

As a matter of course, the latest advices from Ottawa are of the most meagre description; but after the experiences that have been had with the fossil fisherman from Ottawa, it is but fair to conclude that he has done his utmost to prevent any interference with the *status quo*. If this be the case, what will be the position of the fishermen to whom, doubtless

on Mr. Wilmot's recommendation, temporary certificates have been granted? Are these men, after having been given to understand that they would be allowed to fish, to be prevented further prosecuting their business, after having, moreover, incurred considerable expense in the obtaining of outfits? Was there nothing which ought to have been done in connection with the recommendations of the canners and Boards of Trade, or has all been postponed until a future and more convenient season? Why, it may be asked, was not the commission set to work sooner? In this matter the old maxim will well apply that "Time lost can never be recalled."

Rumor had it that Hon. Mr. Higgins was not unlikely to make a separate report. Surely he can never have concurred—after the demonstrations which he made—in the preparation of a meaningless report. It may well be supposed that for the present—until, in fact, the full report is presented—it is not his province to indicate his own individual views, but he may be expected to inform the public as to whether the interim report was unanimous, and, if not, whether he submitted or proposes to submit his own views on the question? In the latter case, it might be inquired why he allowed Mr. Wilmot to get ahead of him, and thereby have rendered it possible for the interim report to have influenced the course of the Department? In view of what is reported to have been resolved on, the appointment and work of the Commission would appear to have been altogether superfluous. If there was anything to be done, and that promptly, why has not the matter been attended to? If not, why is not the announcement made that it was never intended to do anything, and that the Commission was named merely to pacify a few "soreheads," and to give Mr. Wilmot another opportunity of crossing the continent at the expense of the country? Nothing more than a "solemn farce" was expected when the departmental member of the Commission was named. Has or has not that expectation been realized? That is the question of which everyone would like to know the answer.

SOLD AGAIN.

Once more have the British authorities gone back on Canada and absolutely knuckled down to the Americans. The latter have carried on their policy of tail-twisting to some purpose, and though papers opposed to the Republican party may have complained that Messrs. Harrison and Blaine have made a surrender, that has only been for partizan effect and in order to influence the Presidential elections in favor of the Democrats. As a matter of course, the *New York Sun* has been one of the most prominent of the malcontents; but, if from a party point of view that paper had not been opposed to the party in power, every one is aware that its editor is only at his happiest when he is "knifing" some one. The Salisbury Government, it is manifest, fully realized the almost despicable course they were pursuing when they made the surrender which

they did, and so they did the business by degrees, or rather administered the palliative of sealing difficulties in homeopathic doses, and in this, for some as yet unexplained reason, they appear to have been aided by the administration at Ottawa. Here is the process: On the 18th March, Lord Knutsford cabled Lord Stanley, "Neither the arbitration agreement nor any intermediate agreement have been yet definitely adopted between the two Governments, and whether they are adopted, and on what date, is necessarily a matter of uncertainty; but notice is hereby given to all sealers proposing to seal in the said waters that they do so at their own risk, and after the warning of the liability to interruption to which they may be exposed in consequence of either of the said agreements."

On the succeeding 27th, Collector Milne received by mail a communication from the customs department at Ottawa, dated March 19th, enclosing Lord Knutsford's cable despatch of the 18th from which the above extract is taken, and instructing him to notify the sealers as above directed. But there were only two or three sealers in port to notify, the consequence being that the entire fleet are out "at their own risk" without notification, and unless they be officially reached, either from Ottawa or London, they will be fully justified in resisting any attempt to interfere with them on the part of American cruisers, the American Government having lied and equivocated in such a manner in connection with this business that even their official notifications, unsupported by British or Canadian authority, are utterly unworthy of belief. A very bad botch has been made of the business, the consequences of which—whatever they may be—will not be at the door of the British Columbia sealing interest. It would seem: that the Federal Government have been, as it were, pliant tools in the hands of the Americans, for, according to a telegram in the *Winnipeg Free Press* of the 16th instant, "the Canadian Government has asked that the *modus vivendi* should be continued, rather than there should be any straining of trade relations between Canada and the United States."

Between two stools the interests and the rights of the sealers have fallen to the ground, while the sealers themselves are being crushed between the upper and nether millstones. Why, it may be asked, was a dispatch that was considered to be of such supreme importance that it was cabled from Downing Street to Ottawa, reserved for the slower process of being sent across the continent by mail—and that at a time when the Canadian Pacific Railroad was disorganized by a strike among its employes? Premier Abbott and his colleagues would appear to have been well schooled in the policy of putting off until to-morrow what might be done to-day. There may have been "diplomacy" in all this; but where did the British Columbia sealers come in? The relations between Great Britain and the United States had to be considered first, then came those of possible trade relations between the rest of the Dominion and the nation to the south, and, after all this, were there any possibility of chance, then might British Columbia receive some attention. These conclusions have not been arrived at because of sectional jealousy or dissatisfaction; but because in every in-

stance in which British Columbia is concerned the process has been the same.

And now is reached the next scene in the drama—tragedy it might possibly more properly be called—as relating to the interests of this part of Canada. The United States on the 29th ult. adopted a treaty of arbitration; the same day in the British House of Commons it being officially announced “that it was not true that the Government had refused to renew the *modus*. The Government had acted as it had thought necessary for the protection of the rights of British subjects engaged in sealing.” Where comes in any provision to protect the rights of the British Columbia sealers, who are left altogether to take “their own risks?” Moreover, this is all done when the following vital question is open and undecided:—

“Has the United States any right, and, if so, what right of protection or property in the fur seal frequenting the islands of the United States in the Behring Sea, when such seals are found outside the ordinary three-mile limits?”

Sir Charles Tupper now appears in the role of a sort of apologist for the British and Canadian Governments, and in an interview—not with the London representative of a mouthpiece of the Canadian Government, out of the *Toronto Globe*—affirms that Lord Salisbury recognizes that much more than the question of killing a few seals is involved, for the admission of the United States claim would imply, also, the admission of the United States’ right to exercise jurisdiction over any open sea they choose to select, even on the Atlantic Ocean. It is added that Sir Charles Tupper is confident that the present situation will result satisfactorily for British and Canadian interests. Here we have another feature of the diplomatic aspect of the case. “It will result satisfactorily for British interests,” while the outcome will be a decisive ruling upon a great international issue. But who is to recompense the parties primarily interested for all they lose and suffer while “diplomacy” is at work? It is all “at the risk of the sealers.” The decision of the arbitrators will, it is said, be made within four months, before which time it will be too late for any schooners to go to work. Were it not for the serious pecuniary interests that are involved one might almost laugh at the absurdity of the position occupied by both the British and American Governments. As the *Victoria Times* put it:

“After the investigations of the past season, there can no longer be any pretence that pelagic sealing endangers the species, and seeing that even Mr. Blaine has abandoned the absurd plea that Behring Sea is the national property of the United States, and has at the same time failed to co-operate in establishing international regulations, there is no possible excuse for continuing the penal restrictions of last season. As for the threat that United States cruisers will undertake alone the protection of the seals, it is very enough to remember Lord Salisbury’s very effective reminder of June 14, 1890, when Sir Julian Pauncefote informed Mr. Blaine that any interference with British subjects in the pursuit of their lawful calling on the high seas would be made at the United States’ own risk and peril. All this is very good and very brave, but any person can see how much ridicule it throws on the absurd notice which Lord Salisbury has ordered to be served on the sealers when

they were already well on their way to Behring Sea.”

Following all this, comes the report that the *modus vivendi* has been reversed, and later, now that they have succeeded in securing all they demanded upon base and utterly false pretences, the United States practically admit that they know nothing about fur seals. While—and the announcement has come from an American source—“the English Commissioners made a most careful investigation of the whole coast, from Behring Sea to Neah Bay and Cape Flattery, interviewing every white man and Indian they met, thus acquiring the most valuable information as to the habits of the fur seal that has ever been reported, the United States Commissioners simply visited the rookeries on the Pribyloff Islands, and reported the same old stories about fur seals that have become stale during the past twenty years.” Yankee bluff and self assurance have again got the better of British “diplomacy”—whatever that may mean in this connection. To regard the question from a practical standpoint, it may safely be said that the number of people—and they British born and reared, too—is materially increasing, who cannot fail to ask themselves if British and Canadian connection is of any utility to British Columbia, or is, in deed, worth retaining.

FISHERY DEVELOPMENT.

The measures of the Provincial Government looking to the development of our fishery interests, the settlement of “Crofters” and other “likely settlers,” and the obtaining of a loan from the Imperial Government in order to carry out those objects, have made a considerable headway in the Legislature. Those who have taken the trouble to follow the long-drawn-out discussions with regard to them, and the endeavors that have been made to tangle up questions of patriotism, loyalty and material interests, cannot fail to have been surprised to discover that, in a business matter of this kind, it had become necessary to look at it from other than the point of view of material interest. Some of the men who have been so glib in their expressions of desire to bring in a good class of British immigrants—the Crofters, for instance—were not so long since accustomed to protest loudly against the advent of the people of “Canada,” whom they were accustomed to describe as being “North American Chinamen.” Though they were ready, as long as it was possible, to keep these people out, or rather place obstacles in their way—for instance, by encouraging cheap Chinese labor, with which it was impossible for white men to compete—they now speak of their desire to bring in assisted British immigration, although they still hesitate as to their course with respect to the Chinese.

The premier and others, in what the official organ describes as their “ringing and clear” deliverances, prided themselves upon their statesmanlike policy, as if such a thing as statesmanship were necessary to conduct the affairs of what is little more than a County Council with powers and scope sufficiently extended to

take in the entire Province, whose public revenue and expenditures are not equal to those of municipalities whose cost of management is confined to the mere salaries of officials. The passage of these measures was a foregone conclusion long before they were introduced and, if in connection with these and other Government proposals more business and less talk were indulged in it would be much better for every one. Any man of common sense and business experience would readily have perceived the respective merits and demerits of the proposals, and neither Opposition wind nor Ministerial gas could in any way enhance or detract from the merits of the case.

For our part, we are happy to see that progress is being made in the direction of bringing out fishermen and developing our deep sea fisheries; and, moreover, that what so far appears to be a feasible financial scheme has been devised to carry out this object. It is a provincial matter and ought not to be exhibited as the handiwork of John Robson and not of Robert Heaven. It is the people’s project to develop and to carry out which they pay their servants and that liberally, considering the population and finances of the province. One of the Bills referred to and about which there has been so much long drawn out discussion, is in itself sufficiently simple. It provides that the Government be authorized to accept a loan from the Imperial Government of £150,000 for the purpose of settling a large number of families in the province. The money to be advanced in three sums of £50,000 each, the first on the completion of an agreement to be made with the British Government; the second and third as required to carry out the scheme, the loans to be for thirty years and to bear interest at the rate of 3 per cent., the payment of interest not to commence until the sixth year; the accumulated amount of interest to be added to the capital sum of the loan, the whole to be repaid in thirty years. This sum of £150,000 for the loan is based on the cost of bringing out to the province and giving a start in life to 1,000 families, being at the average rate of £150 per family.

The other Bill, which is not quite so far advanced as this, sanctions an arrangement to be made by the Government with a British company called the Vancouver Island Development Syndicate having a capital of a million pounds sterling, who shall co-operate with the Government of the province in settling colonists upon the coast, furnishing them with suitable employment, providing boats, tackle and appliances for fishing purposes, also facilities for the marketing of the product of the labors of the colonists, and for the adoption of such measures as will further the development of the deep sea fisheries of British Columbia and the establishment of contingent industries therein. For the promotion of this object, the Government is empowered to grant to the Company such of the public lands of the Province, not exceeding five hundred thousand acres, as may from time to time be selected by the Company out of certain specified areas in the San Juan and other districts.

THE CLOTHING TRADE.

Montreal is, year by year, becoming more the centre of the clothing manufacturing trade of the Dominion, and has for many years enjoyed a pre-eminence in this way. As an example of the advantages it possesses in the matter of skilled labor and in being a leading market for piece goods, it may be mentioned that Messrs. Doull & Gibson, of Halifax, have established a branch here for the production of special classes of goods.

Many changes have come over the Canadian ready-made clothing trade in the past thirty years. Up to the time of Confederation a great part of the "ready-mades" were imported from England, and the Maritime Provinces especially were supplied almost wholly from across the water. A uniform rate of duty and rapid communication between the provinces soon brought about a change in this; but what also contributed to the change was the rapid improvement in the cut and style of the Canadian goods. The English maker produced his goods for the average Englishman—trousers short in the legs and big in the belly—and would not vary from the standard he set up; but the Canadian manufacturer began to cater to all shapes and sizes of men, and make goods to suit all tastes. The time was that even in Canada ready-made trousers seldom varied from 32 inches, while now they run up to 36. The Canadian maker paid close attention to the changes in fashion, so that the purchaser of a ready-made suit is able to appear in good style. The reverse is the case with the English ready-made clothing trade, and the consequence is that since 1867 the imports into this country have dwindled annually, till now they are confined to a few referees and sailors' goods which find their way to our maritime ports. It is worthy of remark that this change has not been wrought out by virtue of the tariff, but by a fair and square competition with foreign goods. The changes of duty at Confederation affected the manufacturers of piece goods, but not of the made-up garments, and ready-made goods have to-day a protection of only 5 per cent., which would be none at all if the conditions were against the home manufacturer. We have before called attention to the remarkable fact that one or two of our leading Montreal manufacturers have established a trade in the West Indies in Canadian clothing, which is preferred because of its superior make and style; and this fact shows that if it were possible for the Canadian mills to produce goods cheaper, we would find a profitable trade in many other foreign countries.

All this applies to men's wear. With ladies' ready-made goods, such as jackets, mantles, etc., the case is different. Large quantities of these goods continue to come into Canada, the principal source of supply being Germany, though a part of these German goods are imported through English houses, and, therefore, appear in our trade returns as English goods. At first thought, it might be assumed that if the Canadian manufacturer could successfully compete with foreign clothing for men, he could do so in women's wear; but the reason of the difference is that in ladies'

garments there is an almost endless variety in make and trimming, and in the manufacture and adaptation of the latter the German workpeople excel, while being in close touch with the great centre of fashion.

Paris they are able to anticipate our makers in style, which is an essential in this class of goods. Another factor in the case is the cheapness of German labor. Nevertheless, with all these disadvantages, two or three clothing houses make ladies' goods, and it is their opinion that if certain tariff advantages were given them the trade could be largely increased. The development of the cloak and mantle trade of New York in recent years has been one of the marvels of the American clothing trade, but then the New York cloak makers, in addition to being clever business men, have a market ten times the size of ours, and this affords proper scope for the endless variations in style needed in this trade.—*Canadian Journal of Fabrics.*

IS IT WELL TO ADVERTISE PRICES?

Does it pay to advertise prices? Always, no; frequently, yes.

There are reasons a-plenty why prices ought not to be advertised.

In the case where one is selling a better article than his competitors, and is obliged to charge a little more for it, there would be no gain in calling attention to prices at all. You must emphasize quality, and sink the matter of cost out of sight.

Take an almost exactly opposite case where you find yourself with goods on hand upon which, thanks to some fortunate circumstance, you are able to undersell the market. You may take the view, as some do, that you do not wish to directly challenge the trade. You want your customers to know about your bargains, but hesitate about telling your competitors. Hence you do not commit the news to print. You advertise that you are selling very cheap, but do not give the figures that would tell how cheap. That is not the way the largest and shrewdest houses would look at it, but it is a view that more or less prevails.

Or suppose you are doing a business that is partly cash and partly credit. Here the same set of prices will not fit both conditions. Either they will be so high as to drive the cash customers away, or so low that you cannot afford to give the credit that many of your customers expect.

This side of the case can be supported by other hypothetical citations—all from the point of view of the dealer.

As for the buyer, it can be set down as an axiom that a would-be purchaser always wants to know the price. If the thing advertised appeals to his tastes or necessities at all, the matter of prices comes next. "How much is it?" is the invariable question.

Thus the point of view of the buyer seems diametrically opposed to that of the seller.

But in the larger sense it is not opposed at all. For it should be the seller's study to learn what the buyer wants and what pleases him. Their interests ought to be identical, and they are in all fair dealing.

A person likes to know whether such and such a thing he sees advertised comes

reasonably within his financial scope. Left in doubt just then, when he is interested, he may never take the trouble to find out. His attention, arrested for the moment, leads him to contemplate a purpose, though not in a very definite way. It cannot reach a definite conclusion while the price remains at an unknown quantity.

Unless he wants the goods very much, the average man is pretty likely to let the matter drop. True, he might write to enquire or ask in person, but that involves exertion. And then, not every one likes to bother a tradesman or his clerks with enquiries that perhaps seem aimless and may lead to nothing.

London shopkeepers, who are admitted to be the best in the world, almost invariably tag their goods. A shop window there is a true index to the business inside. If you see anything you want, you have only to step in and lay down your shilling. Newspaper advertising in England is based upon that idea, I think, to a far greater extent than it is with us. The price is given.

Goods of considerable value are often brought to the attention of business men by means of newspapers and circulars, with everything stated but the price. This is particularly true of costly machinery. Such and such a machine may seem exactly suited to the requirements of the merchant or manufacturer who has studied a description of it. It is worth thinking about for purchase three months, six months hence. Cost must first be counted, contingencies considered, everything planned ahead. But first—what is the price? Let him ask for it, and for answer down swoops the voluble drummer, eager to close a trade before the going down of the sun.

This is not what he wanted at all. It is not even what the machine builder wanted if he studied his own interests. It is too premature, too bothersome.

So then, with all objections weighed and all exceptions granted, I am confident that a more general advertising of prices would please the people and sell goods. While not in all cases feasible or important, a more general adoption of the idea would seem to be demanded.—*H. A. Lindsey, in the Canadian Shoe and Leather Journal.*

LIFT YOUR HAT TO HER.

Lift your hat reverently, says the *New York Recorder*, when you pass the teacher of the primary school. She is the great angel of the nation. She takes the bantling fresh from the home nest, full of pouts and passions—an ungovernable little wretch whose own mother honestly admits she sends him to school to get rid of him. This lady, who knows her business, takes a whole carload of these little anarchists, one of whom, single-handed and alone, is more than a match for his parents, and at once puts them in a way of being useful and upright citizens. At what expense of toil and patience and soul weariness! Lift your hat to her.

Twenty one Italian desperadoes from Italy arrived at New York, one day last week, including two murderers. The 19 were allowed to land, but the two will be sent back.

ABOUT SUBSTITUTION.

The question of substitution was broached in a company of grocers the other day, and the views expressed showed a wide divergence of opinion as to the legitimacy of the operation, says an exchange. Some believed that it was unjust to the manufacturers and unmercantile to offer one article in the place of another that had been called for, both being staples, notwithstanding the grocer might be satisfied in his own mind that there was no shade of difference in quality or in general characteristics between them. Others, on the other hand, thought that it is perfectly proper to endeavor to sell anything in place of another, no matter how wide or restricted its reputation might be, if the seller had perfect confidence in it.

Said one of the party: "While it may not be wrong to tell a customer that a certain article with the merits of which you are well acquainted is equally as good as the one called for and which you do not have in stock, as a matter of business policy it is not always wise to induce a customer to buy a brand of goods of which he or she knows nothing and has only your recommendation to go by. I have lost some good customers by pursuing such a course, and I have no doubt that others of his party have had a similar experience. I carry as full a stock as possible, but of course it is out of the question for me, or any other grocer doing business on the same scale, to have everything that is called for. I try to keep abreast of the times, and at the same time carry as many of the old-timers that have not become back numbers, as I can afford to do."

"Well," said another, "I find it impossible to have everything that people want, but at the same time I have a pretty extensive stock. If I don't happen to keep the article specially called for, I endeavor to sell something which I believe to be equally as good. This I consider to be legitimate substitution, and not the thing that the papers have been raising such a fuss about lately. When a lady comes into my store and asks for — & — pickles and I don't keep them, I offer her something else. I don't try to compel her to believe the kind I have is superior to that which she asks for, though I may believe it to be. I tell her to take the thing home and try it, and if she is not satisfied I will refund the money. By that means I have secured many customers for certain articles, and it has been very seldom that I have had to return the money."

Here we have two opinions on the troublesome question of substitution. One is almost directly opposed to it on the ground of policy, the other temporizes and endeavors to make it evident that under circumstances substitution is perfectly justifiable. We will not presume to decide whether substitution under any circumstances is right or wrong. We have quoted two retailers who cater to a class of trade that is more discriminating than the average marketer. The obvious moral for the far seeing manufacturer, whether he be a new comer in the field or an old stager, is to secure the co-operation of the retailer in every instance in extending the sale of his goods. This does not mean that the jobber or middleman should be ignored

—they are as necessary to the economic and successful prosecution of the business, as any other element that enters into its composition; but the distributor being directly in touch with the consuming public upon which the manufacturer has actually to depend for the success of his enterprise, has in a large degree the making or the lessening of the reputation of any product in his control, and is a man to be accorded a great degree of consideration — intelligence, business capacity and push must be taken into account and properly weighed, when the manufacturer is calculating the chances for the success of his product.

ATTENTION TO BUSINESS.

There never was a time in the history of the industrial and commercial world when strict and personal attention to business was more necessary than at the present time. The growing competition in every line of trade and manufacture requires not only the strictest economy in every department and detail, but strict personal attention as well. This is one reason why Americans are and have been successful in almost every enterprise they have undertaken. Instead of leaving the work to be performed by a paid manager or agent, the American manufacturer attends to the business himself, so far at least as the general management is concerned. He is a worker in every sense of the word.

Those who are inclined to think that employers are overbearing and grasping in their dealings with others, should not be too severe in their criticisms. The employee has a very easy time of it compared with his employer. His hours of labor are fixed, and his work is of a routine nature, requiring very little thought or care, except that necessary to the faithful performance of his duties. He knows just how much he is making, and when his day's work is done he can lay aside all care without fret or worry.

But with his employer it is quite different. With him it is constant, unceasing work, and his mind can never be entirely free from his business cares. He has to meet and overcome competition. He must watch the markets, both as a purchaser and a seller of goods. He must plan and devise, direct and control everything pertaining to his business. Not for a moment can he rest, for in that moment he may lose large sums of money which years of patient industry have accumulated.

The life of a successful business man is one constant round of work from morning till night, and often far into the latter. His hours of labor are not fixed by an arbitrary law, nor his labor that of fulfilling a duty to another for which he is paid a stipulated price.

The young man who, ambitious to enter business upon his own account, chafing at the position he holds or the wages he receives, will do well to give the matter careful consideration before undertaking the responsibilities and risks which are a part of every business man's life.

There is too much competition, too many shrewd and prosperous men already in the field for a young man to combat with, unless he be endowed with pluck and perseverance sufficient to carry him through a long and severe struggle, willing

to work, not for day wages, not a certain number of hours per day, but for recognition as a successful business man, whether it call for one hour or twenty-four each day, whether the pay be one cent or \$1 per hour.

In any case or under any conditions, either as the man of business, who works for his success through the employment and direction of others, or the laborer who gains his livelihood by working for another, strict attention to business, the faithful performance of the duties involved, and the considerate adaptation of means to an end is the only sure method of winning success. — *Manufacturers' Gazette.*

NOT SO.

The *Timber Trades Journal*, of London, Eng., is disposed to chide Canadians after the following manner: "The practice of dishonoring drafts in Canada has grown considerably of late, very much to the annoyance and loss of the wholesale firms in Montreal and Toronto, who complain of the utter disregard shown by many of their country customers about the fulfillment of their obligations, the most annoying form of that disregard being that of allowing acceptances to be dishonored without any previous intimation to the drawer."

The fault with English criticism is that it is, as often as not, based on a wrong conception of the real situation. The *Montreal Journal of Commerce* very aptly remarks on this point: "The practice of 'dishonoring drafts' is one thing, 'allowing acceptances to be dishonored' is quite another affair. The custom so general in Canada of a creditor drawing at sight upon his debtors is very little known in England. A 'draft' in the old land means usually a draft drawn at sight, or at a few days, up to twenty-one, upon a London banker by a country bank. Irish produce merchants, however, draw on English retailers for shipments of butter, bacon and eggs. As to 'acceptances being dishonored without previous intimation to the drawer,' that is a wholly different matter. An acceptance is a legal obligation to pay a certain sum on a fixed date, it is offered to a banker for discount on that ground, he advances its face value less interest up to maturity because repayment is pledged on a fixed day. To disregard an obligation of that character is not only exceedingly unbusinesslike, it is dishonorable."

This other fact is to be noted that the business men of Canada are to-day more scrupulous and careful in the financial management of their business than perhaps at any other time in the commercial history of the country.

English newspapers, and commercial journals in particular, should know their ground well before making statements that give a prejudicial coloring to the commerce of any land. We will excuse them when they set a few thousand miles astray in describing the geographical lay of some of our towns and cities, or when they turn historical matters wrong side foremost, sometimes, as the *Saturday Review* did not long since in discussing a Canadian topic, but we must hold them to John Bull exactness when they touch any point so important as the credit of the individual Canadian. — *The Canada Lumberman.*

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1891-2.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Serica	913	Smythe	Sept. 29	Victoria	London	38,623	\$200,782	Feb. 23
Br bark	Callao	978	James	Oct. 6	Victoria	London	41,640	\$212,090	March 17
Br bark	Lebu	726	Worrall	Nov. 16	Victoria	Liverpool	30,800	161,424	
Br bark	Rothesay Bay	750	Partridge	Nov. 18	A Westminister	Liverpool	32,680	159,553	
Br bark	Wanlock	745	Cooper	Nov. 18	Victoria	Liverpool	29,916	157,743	
Br ship	Titania	879	T. W. Selby	Jan. 15	B Westminister	London	22,366	107,919	
Br bark	City of Carlisle	823	Kendall	Feb. 13	Victoria	London	21,574	113,885	

A Sailed from this port Nov. 21, also 127 cs preserved fruit, \$750, 17 cs merchandise, value \$50. B—From Vancouver with part cargo of lumber

B. C. LUMBER FLEET 1891.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE
Br ship	Stamboul	1218	Weston	Jan 3	Vancouver	Callao	960,300	\$ 9,600	April 2	50s
Chil bark	India	453	Funke	Feb 1	Moodyville	Valparaiso	751,390	8,248	April 20	65s
Br bark	Nimoveh	1174	Broadfoot	Feb 25	Vancouver	Sydney	855,543	9,335	April 24	owners ac
Br bark	Formosa	915	Kain	Mar 31	Vancouver	Arica	744,000	6,000	July 5	55s
Am bkt	Catharine Sudden	368	Thompson	Mar 31	Moodyville	Tientsin	427,539	5,177	June 19	77s Gd
Am ship	Geo A Manson	1531	Crack	May 15	Moodyville	Sydney	868,154	9,722	Aug 2	65s
Br ss	Eton	1749	Newcomb	May 22	Moodyville	Port Pirie	1,765,714	15,801	June 26	Private
Am sch	Oiga	478	Atwood	May 22	Moodyville	Shanghai	634,133	5,980	Aug 7	65s
Am sch	Golden Shore	561	Henderson	June 3	Moodyville	Sydney	799,658	8,063	Aug 7	65s
Br ship	Forest King	1605	Morris	June 3	Vancouver	Callao	1,924,846	14,224	Sept. 1	47s Gd
Am ship	Esportier	1312	Kezer	June 7	Vancouver	Melbourne	899,132	9,278	Sept 22	65s
Am bark	Spartan	749	Anderson	June 11	Vancouver	Callao	502,000	5,268	Sept 27	60s
Am bark	Hesper	661	Sodergren	July 4	Vancouver	Shanghai	538,544	5,365	Aug 7	65s
Swed bark	Sven	642	Mzellius	July 5	Vancouver	Melbourne	438,913	4,709	Sept 17	47s Gd
Am ship	Great Admiral	149	Howell	July 18	Westminister	Sydney	554,780	5,598	Oct. 9	52s Gd
Chil bark	Luisa Maria	713	Meyer	July 19	Westminister	Melbourne	600,333	5,705	Oct. 6	60s
Chil bark	Leonor	801	Barcken	July 22	Vancouver	Melbourne	564,556	6,000	Oct. 6	65s
Nor bark	Borghild	651	Haugehand	July 25	Vancouver	Adelaide	688,393	8,213	Oct. 10	62s Gd
Br ship	Duke of Abercorn	1639	St. Dougall	July 29	Vancouver	Adelaide	763,443	6,917	Oct. 12	47s Gd
Ger bark	Cassandra	737	Stehr	July 31	Vancouver	Iquiqui	545,619	6,917	Oct. 12	60s
Br ship	Leading Wind	1282	H Savory	Aug 8	Moodyville	Melbourne	613,300	6,546	Oct. 13	owners ac
Chil bark	Antonietta	493	Stack	Aug 8	Vancouver	Callao	613,300	6,546	Oct. 13	50s
Chil bark	Orlovic	825	Stastin	Aug 9	Moodyville	Valparaiso	643,244	9,681	Nov. 7	owners ac
Chil ship	Hindostan	1513	Welsh	Aug 11	Moodyville	Valparaiso	1,200,419	11,969	Nov. 14	owners ac
Br bark	H B Cann	1229	Foot	Aug 21	Moodyville	Sydney	1,041,172	12,214	Nov. 2	50s
Nor ship	Saga	1113	A Fedahl	Sept. 3	Moodyville	Sydney	980,254	8,777	Nov. 19	50s
Nor bark	Pisagua	718	Salvesen	Sept. 25	Vancouver	Adelaide	528,824	5,085	Dec. 26	65s
Per bark	Newsbo	480	Honvenuto	Sept. 25	Moodyville	Pisagua	483,583	4,648	Nov. 21	owners ac
Nor bark	Newsbo	559	Johnson	Oct. 10	Westminister	Sydney	645,792	6,540	Nov. 26	62s Gd
Nor bark	Newsbo	1953	Hingto	Oct. 20	Moodyville	Port Pirie	2,043,269	18,389	Oct. 29	Private
Chil ship	Ema Luisa	1190	Hesscoo	Oct. 29	Moodyville	Valparaiso	909,868	8,187	Jan. 11	52s Gd
Br ship	Alfred Hawley	4121	Llewellyn	Oct. 29	Westminister	Port Pirie	300,331	2,858	Jan. 12	57s Gd
Nor bark	Flora	766	Anderson	Nov. 21	Vancouver	Melbourne	557,932	5,241	Jan. 19	62s Gd
Nor bark	Willie R. Hume	632	Brigman	Nov. 17	Vancouver	Callao	794,201	7,795	Jan. 17	50s
Am ship	Benj. Sewall	1361	Soxall	Dec. 2	Vancouver	Valparaiso	755,687	10,220	Feb. 15	45s
Am sch	Oiga	478	Robid	Nov 12	Moodyville	Sydney	512,658	4,443	Jan. 15	44s
Chil ship	Atacama	1233	Caballero	Dec. 15	Moodyville	Valparaiso	980,001	9,453	Feb. 11	owners ac
Br bark	Nineveh	1174	Broadfoot	Dec. 15	Vancouver	Sydney	710,995	9,925	Feb. 11	owners ac
Am sch	F. S. Redfield	416	Birkholm	Dec. 10	Chemalmus	Sydney	579,485	5,233	Feb. 12	45s

A Also 399,000 laths. B Composed of 45,000 feet telegraph poles, 40,000 feet rough lumber, 151,000 feet flooring, and 108,000 feet ties. C—Composed of 387,871 feet rough lumber, 39,063 feet dressed lumber, and 587 bundles laths. D—Composed of 23,355 feet dressed and 844,799 feet rough. Also 29,916 feet pickets and 231,210 feet laths. E—Also 2,875 bundles pickets, 1,416 bundles laths. F—Composed of 1,141,298 feet rough, 20,500 feet t & g flooring, 21,000 feet box shooks, 65,000 boxes. G Also 1,073 bundles pickets, 1,416 bundles laths. H—Composed of 1,141,298 feet rough, 20,500 feet t & g flooring, 21,000 feet box shooks, 65,000 boxes. I—Of which 78,615 feet is on deck also 11,925 feet pickets and 2,094 bundles laths. J—Also 68,078 feet t & g flooring, 47,000 feet laths. K—Also 1,033 bundles laths and 463 bundles pickets; deck load 72,632 feet. L—Also 90,411 feet dressed, 2,488 bundles pickets and 1,134 bundles laths. M—Also 1,033 bundles laths and 463 bundles pickets; deck load 72,632 feet. N—Also 2,500 bundles laths and 8,679 bundles pickets. O—Also 139,161 t & g flooring, 1,229 bundles laths and 47 spars; deck load 41,942 feet. P—Composed of 484,986 feet rough and 128,304 feet laths. Q—deck load 63,729 feet rough. R—Also 2,001 bundles laths, deck load 103,197 feet. T—Also 2,138 bundles laths and 1,131 bundles laths. U—Also 22,161 feet t and g flooring, 2,273 bundles laths and 1,414 bundles laths; on deck 111,437 feet rough. V—Deck load 243,864 feet; sailed from Nanaimo Sept. 21. W—Also 712 bds laths and 1,463 bds pickets. X—Also 315 bds laths and 1,780 bds pickets. Y—Also 21,757 feet pickets and 56,099 feet lath. Z—Deck load 32,366 feet rough. AA—Also 148,000 feet rough. BB—Also 932 bds laths. CC—Composed of 15,684 ft T & g flooring, 188,453 ft clear and 619,091 ft rough. DD—Also 76,000 laths and 4,730 pickets. Sailed from Victoria Nov. 21. FF—Also 151,237 ft t and g flooring. GG—Also 167,535 ft t and g flooring and 3,596 bds laths. HH—Also 127 bds laths. II—Also 48 bds laths.

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	959,793	8,265		47s Gd
Nor ship	Morning Light	1304	Johansen	Jan. 22	Vancouver	Melbourne	942,986	9,193		60s
Am bark	Hesper	164	Sodergren	Feb. 20	Vancouver	Shanghai	716,183	7,781		50s Gd
Br ship	Ankerona	121	Anderson	Feb. 26	Vancouver	Valparaiso	834,937	7,095		42s Gd
Nor bark	Czar	1324	Christophers	March 4	Vancouver	Adelaide	1,017,147	10,476		57s Gd
Nor bark	Agnes	844	Hofgaard	Feb. 20	Chemalmus	Antofagasta	440,939	6,413		40s
Nor ship	Kathinka	1163	Klevenberg	March 12	Vancouver	Melbourne	1,142,212	9,251		60s
Chil bark	India	453	Funke	Feb. 22	Vancouver	Valparaiso	787,490	7,018		owners ac
Br bark	Glenhervie	800	Groundwater	March 21	Vancouver	Iquiqui	429,897	7,989		37s Gd
Br ship	British India	1192	Lines	March 31	Vancouver	Valparaiso	680,372	9,315		37s Gd
Am sch	W. H. Talbot	776	Blum	March 14	Vancouver	Tientsin	949,805	10,272		67s Gd
Am sch	Reporter	333	Breyer	March 3	Chemalmus	San Pedro	416,386			Private
Br bark	Riversdale	1453	Finlayson		Vancouver	Sydney				47s Gd
Br bark	Mistotoc	521	Smith		Vancouver	Wilmington				\$16 00
Br bark	Craigend	2218	Lewthwaite		Vancouver	Iquiqui-Callao				27s Gd & 30s
Br bark	Argyleshire	708	Chalmers		Vancouver	Valparaiso				40s
Br bark	Tologgan	670	Porter		Vancouver	Wilmington				

A—Also 2,320 bds lath and 3,550 bds pickets. B—Also 41,130 ft pickets and 943 bds laths. C—Also 38,741 ft t and g flooring. D—Also 1,033 bds lath. E—Also 157,070 ft t & g flooring and 59 bds laths. F—Also 3,239 ft pickets and 137,170 laths. G—Also 61,693 feet pickets and 23,020 feet laths. H—Also 49,916 feet t & g flooring and 1,015 bundles laths. J—Also 183,194 feet t & g flooring. I—Also 204,913 feet t & g flooring.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

VLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNERS OR AGENTS.	DAY'S OUT.
Br bark	Lizzio Bell	1036	Edwards	Sept. 28	A Liverpool	Victoria	R. P. Rithet & Co. (Limited)	192
Br bark	Ariadno	1167	Croot	November 28	C London	Victoria	Robt. Ward & Co. (Limited)	140
Br bark	Irvine	665	Jones	Nov. 28	D Liverpool	Victoria	Turner Beeton & Co.	120
Br bark	Banfbhiro	899	McDonald	Dec. 18	E Liverpool	Vancouver	Bell-Irving & Paterson	109
Br bkt	Blitorn	383	Stronach	Oct. 23	Hong Kong	Royal Roads		166
Br ss	Bushmills	1588	Denning		H Glasgow	Vancouver	Baker Bros. & Co., (ld)	
Br ship	Ben Nevis	1061	Piko	Feb. 13	H Glasgow	Vancouver	C. Gardiner Johnson & Co.	52
Br bark	Martha Fisher	811	Hill	Feb. 27	Liv. rpool	Victoria	R. P. Rithet & Co (Ltd)	38
Br ss	Batavia	1628	Hill	Feb. 24	N Hong Kong	Victoria	F. C. Davidge & Co.	
Cer ss	Romulus	1722			Q Kobe	Victoria	F. C. Davidge & Co.	
Br ship	Fernbank	1400			F Glasgow	Vancouver	Bell-Irving & Paterson	
Br ss	Empress of Japan	3003	Leo	March 29	J Kong Kong	Vancouver	C. P. S. S. Co.	
Br bark	Chili	678	McKenzie		H London	Victoria	Turner, Beeton & Co.	
Nor. bark	Ingrid	136	Olsen		I San Diego	Vancouver		
Ital. bark	Eritrea	771	Olivaro		P Valparaiso	Burrard Inlet	R. P. Rithet & Co., Ltd	
Br ss	Empress of China	3008	Tillett		H Hong Kong	Vancouver	C. P. S. S. Co.	
Nor bark	Fritzoo	119	Rolfesen		G San Francisco	Chemainus	Robt. Ward & Co. (Ltd)	
Br ship	Karl Granville	118			L San Francisco	Cowichan	Robt. Ward & Co. (Ltd)	
Br ship	Burmah	164	Pitt		K San Francisco	Burrard Inlet	R. P. Rithet & Co., Ltd	
Ger bark	Palawan	954	Van Hauvel		M Newcastle	Vancouver		
Nor bark	Emblem	1153	Anderson		S San Diego	Vancouver		

K—Lumber to Valparaiso at 35s. M—Via San Francisco for lumber to West Coast. I—Chartered to load lumber for M., A. or P. P. at 46s 3d. A—Spoken Oct. 8, lat. 46 N. long 10 W., Feb. 3, 90 miles Northwest of Valparaiso with cabin on fire, captain and first mate sick, Feb. 9, at Coquimbo for medical aid, sailed again February 21. H—To sail via Liverpool. G—Chartered to load lumber for Melbourne at 45s. D—Spoken Dec. 25, lat. 5 S. long. 33 W., spoken Dec. 28, lat. 9 S., lon. 34 W. P—To load lumber. S—Lumber to Cork, U. K., 72s 6d, direct port, 70s. C—Dec. 8, towed into Gravesend. She lost two anchors and chains in the Downs, and damaged windlass, sailed again Jan. 4. F—to sail about April 1. E—arrived at Holyhead Dec. 19, sailed again 21. N—Via Honolulu. Q—Via Portland, under charter to J. Rosenfeld's Sons. R—To sail May 10. L—Chartered to load lumber for United Kingdom at 62s 6d.

SHIPPING INTELLIGENCE.

The SS. Empress of India sails April 6 for Yokohama.

The SS. Empress of China arrived at Hong Kong April 1.

The Emblem sailed from San Diego March 29 for Vancouver.

The British ship Mount Carmel, 1,596 tons, Capt. Livingstone, has gone from Vancouver to Blakely to load lumber for Valparaiso.

British ship Crown of Denmark, 2,029 tons, lumber from Vancouver to Melbourne, 37s 6d. Chartered by Dickson, DeWolf & Co.

The Br. bark Argyleshire has finished discharging general cargo at Vancouver, and goes on the berth to load lumber for Valparaiso at 40s.

The British bark Toboggan, 676 tons, Capt. Porter, arrived at Vancouver April 2, from Callao in ballast. She will load lumber for Wilmington, Del.

The Norwegian bark Ursus Minor, 605 tons, now at San Diego, lumber from Fraser River to Sydney at 37s 6d. Chartered by Burnette Saw Mill Co.

The British bark Callao, 978 tons, Capt. James, from Victoria, October 6th, arrived at Liverpool, March 17, with a cargo of salmon consisting of 41,640 cases.

The Upton steamer Zambesi sailed Saturday night for Yokohama. Her cargo comprises 750 tons of Portland flour, 13,000 feet lumber, 41 head cattle, and several horses.

The German bark Palawan, 954 tons, Capt. Van Hauve, now on the way from Newcastle to San Francisco, is reported

under charter to load lumber at Vancouver for the West Coast.

The British ship Burmah, 1,647 tons, Capt. Pitt, which arrived at San Francisco, March 2, from London, has been chartered to load lumber at Moodyville to Valparaiso at 35s, by Welch & Co.

The British ship British India, 1,109 tons, Capt. Lines, sailed from Vancouver, March 31, for Valparaiso, with a cargo of lumber, consisting of 670,188 feet rough, 10,281 feet clear, 181,404 feet T. & G. flooring; total, 863,866 feet, valued at \$9,315. Her rate is 37s 6d.

The Norwegian bark Emblem, 1,152 tons, Capt. Anderson, which arrived at San Diego March 10 from Liverpool, has been chartered to load lumber from Puget Sound to Cork, United Kingdom at £8 10s, by W. Frese & Co. It is reported she will load at Vancouver.

VESSELS IN PORT.

(April 4, 1892.)

VICTORIA.

Nor. bark Dominion, 1,256 tons.
Br. ship Thermopylae, 948 tons, Capt. Winchester, arrived March 21 from Bangkok, discharging paddy, Victoria Rice Mills consignees.

VANCOUVER.

Br. ship Riversdale, 1,453 tons, Capt. Finlayson, arrived Feb. 27, loading for Sydney.

Br. bark Craigend, 2,218 tons, Capt. Lewthwaite, arrived Feb. 28, loading for Iquiqui and Callao.

Br. bark Mistletoe, 821 tons, Capt. Smith, arrived Feb. 25, loading lumber for Wilmington, Del.

Br. bark Argyleshire, 708 tons, Capt. Chalmers, arrived March 25, loading lumber for Valparaiso. C. G. Johnson & Co., agents.

Br. SS. Empress of India, 3,003 tons, Capt. Marshall, arrived March 22, discharg-

ing general cargo.

Br. bark Toboggan, 676 tons, Capt. Porter, arrived April 2 from Callao, lumber for Wilmington, Del.

CHEMAINUS.

Am. bark Colorado, 1,036 tons, Capt. Gibson, arrived Feb. 22, laid up.

NANAIMO.

NEW V. C. CO'S SHIPPING.

Am. ship J. B. Brown, 1,473 tons, Capt. Cameron, loading.

Am. bark Carrollton, 1,390 tons, Capt. Lewis, waiting to load.

Am. ship Wm. F. Babcock, 2,020 tons, Capt. Graham, waiting to load.

Am. ship Louis Walsh, 1,497 tons, Capt. Gammons, loading.

Am. bark Oregon, 1,364 tons, Capt. Slater, waiting to load.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	2	2,204
Vancouver	6	8,879
Nanaimo	5	7,753
Chemainus	1	1,036
Total	14	19,872

The Okell & Morris Fruit Preserving Company (limited liability) has been incorporated with a capital of \$50,000 in shares of \$10 each. The trustees are S. M. Okell, W. Morris and J. Holland. Victoria is to be the principal place of business. The company will engage in the manufacture of jams, jellies and marmalades, and all kinds of preserved, evaporated or otherwise prepared fruits. They will acquire and take over the business of Okell & Morris (the Victoria Preserve Works), which has already established a reputation for their jams and marmalades. It is said the business has been very successful since its commencement, and has yielded a fair profit. Additional capital being required to better prosecute the business is the reason of forming into a company. Advices have been received from London that the samples of salmon put up in Mr. S. Okell's patent sealing jar have been received in perfect condition. The name "Rylan" has been given to the new jar which is kept sealed by atmospheric pressure.



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Tenders will be received for the purchase of the
entire Stock in Trade, Fixtures and Good-will
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Dated the 25th March, 1892.

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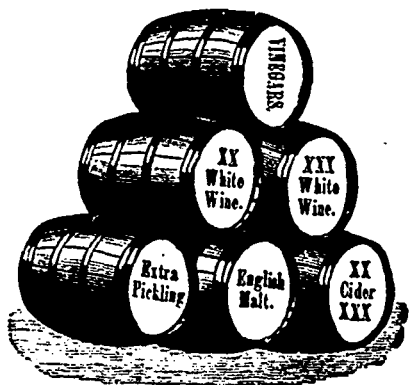
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