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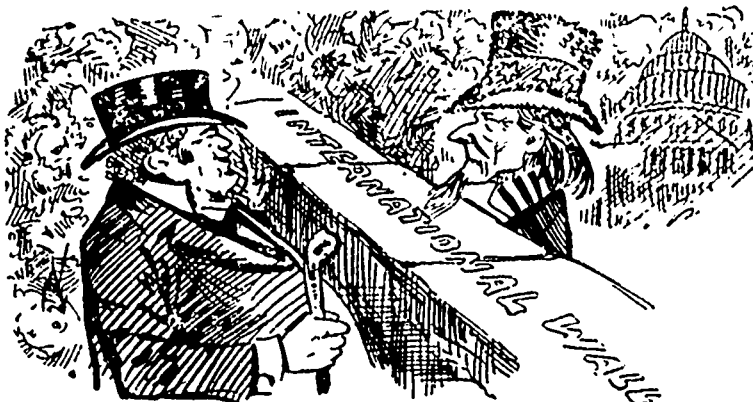
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- British Columbia Salmon:—Ewen & Co., "Lion," "Bonnie Dundee"; Bon Accord Fishery Co., "Consuls"; A. J. McLellan's "Express."

THE BEHRING SEA QUESTION



John Bull on one side of the wall, Uncle Jonathan on the other. Find Sir John Thompson's face in the above cut.

The publishers of "The Canadian Music Folio" will give \$50 in cash to first person sending in a correct answer to the above puzzle (by having the face marked thus: X); \$25 in cash to the second correct answer; \$15 to the third correct answer; \$10 to the fourth correct answer, and \$5 in cash to every tenth correct answer to the close.

These prizes are not large, but we award every dollar just as advertised. See the list of prize-winners in our last contest at the bottom of this advertisement.

If you are in doubt concerning the merit we claim for this beautiful publication, write to some friend here or any Toronto papers, who can easily vouch for what we say.

You want latest and most popular music, and you want it at the lowest prices. Send us 30 cents, and after you receive the Folio if you are not satisfied, write us, and we will cheerfully return your money. The most prominent musical people in Canada are among our subscribers.

CONDITIONS.—Every person sending an answer must enclose with same ten three-cent stamps (30 cents) for one month's trial subscription to the Folio, which contains this month the following latest music:

"LA SERENATA" Waltzes. "OVER THE WAVES" Waltzes. "HEART OF MY HEART," Vocal. "BRAN' NER LITTLE COON," Vocal, and also in Schottische and Polka. "MY MOTHER'S KISS," Vocal. "FACES," Comic. "ANDALUCIA" Waltzes. Containing in all 56 pages.

Write to-day and you may receive a prize that will repay you many times over for your trouble. You will not lose anything, for the music alone cannot be bought elsewhere for five times the amount of your remittance.

List of prize-winners in our last competition: Miss Clara Morion, 5 Melbourne Place, Toronto, \$25 cash; Miss Mary Strange, Hamilton, \$15 cash; Mrs. W. Vanalstine, 60 Oak st., City, \$10 cash; Miss Iva Bonner, cor. Yonge and Queen sts., city, \$5 cash; Miss Carrie Davies, cor. Sherbourne and Carlton, \$5; E. W. Eman, 60 Pembroke st., \$5; Mrs. H. L. Aylmer, 141 Alexander st., Montreal, \$5; Mrs. F. Mackelcan, 102 Calhoun st., Hamilton, \$5; Mrs. Dr. Gauvreau, St. Isidore, Que., \$5; Geo. Moirissette, Three Rivers, Que., \$5; Vincent Green, Prof. of Music Trinity College, Port Hope, \$5; Gertrude L. Young, care of Dr. Young, Virden, Man., \$5; Mrs. Rev. G. Lockhart, Alexander, Man., \$5; Miss Crawford, Brandon, Man., \$5; James Leckie, 323 Alfred st., Winnipeg, Man., \$5; Chas. Becker, Imperial Hotel, Vancouver, B. C., \$5; Miss Susie Extence, Mount Pleasant, Vancouver, B. C., \$5.

You are missing a big snap if you miss this month's number.

Address: CANADIAN MUSIC FOLIO, 19 Victoria St., Toronto, Can.

this fall. The latest mail quotations for Canadian cured meats are as follows, laid down in Victoria: Hams, 15½c per lb; breakfast ham, 16½c; rolls, 12½c; smoked clear, 13½c; long clear, 12½c. American meats are also very high. Queen brand hams are now quoted at 16½c in Seattle, which amounts to 20½c laid down in Victoria, at which price the trade cannot handle them to any advantage. Lard prices are still increasing and will probably rise further. Armour's white label pure lard in 10-lb pails is quoted at 17½c for car-load lots, f. o. b. Victoria, by the local agents of the Armour Packing Co. The second advance has taken place in the prices of American canned meats. Prices are now 10c to 15c a doz. higher than last week. Local prices of meats are as yet unchanged, but dealers will probably put up their prices as soon as the present stocks are exhausted. A well informed merchant says that he does not expect to see any weakening in the situation until October.

Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 16c per lb; heavy hams, 15½c; choice breakfast bacon, 16½c; short clear sides, 13½c, and dry salt clear sides, 12½c. Armour's white label pure lard, 10 lb. pails, 17½c per lb.

Armour's Gold Band meats, which are the finest quality on the American market, being a special grade for choice family trade, are quoted, (duty paid, Victoria), hams, 17½c, breakfast bacon, 18½c.

London layer raisins are quoted by Victoria jobbers in 20 lb. boxes from \$2.30 to \$2.40 per box; Valencias, 28 lb. boxes, from 7c to 8c per lb.; and sultanas, 10½c to 12c per lb., currants, in bbls., 7½c per lb., half bbls. 7½c, cases 8c to 8½c. Canded peels are quoted as follows in 7 lb. boxes:—Lemon 18c, orange 19c, and citron 20c to 28c. California evaporated fruits are quoted as follows:—Apples, evaporated, 50 lb. boxes, 12½c per lb., 25 lb. boxes 13½c; apricots, 25 lb. boxes, 18c; prunes, 25 lb. boxes, 14c; plums, 25 lb. boxes, 14½c to 14c; peaches, 50 lb. boxes, 16c, 25 lb. boxes 16c. Canadian evaporated apples, 50 lb boxes, 9½c.

The British Columbia Sugar Refining Co. Ltd., quote as follows in their weekly price list: Powdered icing and bar, 6½c; Paris lumps, 6½c; granulated 5½c; extra C. 5c; fancy yellow, 4½c; yellow 4½c; golden C. 4½c. Above prices are for barrels or bags; half-barrels and 100 pound kegs, ½c more, boxes ½c more. No order taken for less than 100 barrels or its equivalent.

They quote syrup as follows: Finest golden, in 30 gal. bls. 2½c; ditto. in 10 gal. kegs. 3c; ditto. in 5 gal. kegs, \$2.25 each; ditto, in 1 gal. tins, \$1.50 per case of 10; ditto in ½ gal. tins, \$6 per case of 20. Prices cover delivery in Vancouver, and at Victoria, New Westminster and Nanaimo, and are subject to a discount of 2½ per cent. for cash in fourteen days. All prices subject to change without notice.

The Montreal Trade Bulletin says: "Butter receipts during the past week were 1,130 pkgs., against 966 pkgs., for the week previous. The English export demand is believed to be pretty well over, and judging from the stocks of creamery held in this city and in the country, we do not think there need be any fear of a

J. & T. STEPHENS,

Manufacturers of

Fine Boots & Shoes,

BEAUDRY ST., MONTREAL.

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE.
Tuesday Morning, Jan. 31.

VICTORIA.

Trade generally has been quiet during the last week. The unusual change in the weather has for a time locked things up. People are not inclined to get around much when the weather is unpleasant.

The end of the month is usually bad for business. January has been a fair month, and there is a feeling of hopefulness among merchants generally throughout the province that the present year will be a prosperous one.

The British bark Formosa, 915 tons, is now on berth at Liverpool for Victoria, on account of Messrs. H. P. Rithet & Co., Ltd., taking cargo for Vancouver city and New Westminster at through rates. She will sail previous to March 10—probably in February.

GROCERIES AND PROVISIONS.

The strong situation of the meat market is about the only feature worthy of notice. Mail advices from Toronto state that the hog supply of Ontario is only about half of what it was a year ago, and the outlook is not expected to show improvement until

famine between now and the new make. The American market is taking a few lots. Choice dairy butter, it is true, is getting scarce; but there is ample creamery to take its place. Jobbing sales of finest creamery have been made at 23c to 24c, but it is a question if over 22½c would be paid for a lot of 100 tubs. Quite a lot of November and December butter was turned out at the factories and it seems to us that the local demand will have to be supplied from creamery grades. We quote: - Creamery choice fall, 22c to 22½c; Creamery good to fine, 21 to 21½c. About 1c to 2c may be added to above prices for choice selections of single tubs. Roll butter receipts have fallen off somewhat, and the demand holds good at 17c to 18c for Western and at 19 to 20c for Morrisburg in baskets. Cheese receipts during the past week were 49 boxes against 110 for the week previous. Actual sales have established an advance of fully ¼c on the week for both finest and undergrades, sales of the former having taken place at 11½c, and of the latter at 11c to 11½c. Prices in England continue to move up gradually but persistently, the public cable having crept up to 55s 6d, which is still 2s 6d to 3s under actual sales of finest cheese in Liverpool. During the past week about 10,000 boxes of cheese have been sold on this market at within range of above quotations; and the stocks left over in this city are now estimated at 30,000 to 40,000 boxes."

Dairy produce is quoted:

Butter—Eastern Creamery, tubs.....	27½ @ 30
Manitoba Dairy choice.....	22 @ 23
Cheese—Canadian, lb.....	12 @ 14½
California.....	16 @ 20
Eggs, pickled, per doz.....	23 @ 25
case.....	25 @ 30

Smoked meats and lard are quoted:

Hams.....	15 @ 18
Breakfast bacon.....	17 @ 18
Short rolls.....	13 @ 14
Backs.....	13 @ 15
Dry Salt, long clear.....	11 @ 12½
Pure Lard, 50lbs.....	14 @ 15
" 20lbs.....	14½ @ 15½
Lard Compound.....	13½ @ 14½

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

Dry Granulated.....	51
Extra C.....	51
Fancy Yellow.....	51
Yellow.....	5
Golden C.....	41
Syrups, per lb.....	3
1 gal. tins, American.....	6 50
" ½ " " ".....	6 00
" 1 " " Vancouver.....	5 50
" 1½ " " ".....	7 00

FLOUR AND FEED.

The situation is materially the same, with no change in prices to report. The Columbia Flouring Mills quote Enderby flour in carload lots:

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

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 4 75 @ 0 00
Lion, " ".....	4 75 @ 0 00
Premier, Enderby mills.....	5 25 @ 0 00
XXX, " ".....	5 00 @ 0 00
XX, " ".....	4 75 @ 0 00
Superfine, " ".....	4 00 @ 4 25
Ogilvie's Hungarian.....	5 25 @ 0 00
" Strong Bakers.....	5 00 @ 0 00
H. B. C. Fort Garry Hungarian.....	5 25 @ 0 00
" " Strong Bakers.....	5 00 @ 0 00

Lake of the Woods Hungarian.....	5 25 @ 0 00
" " Strong Bakers.....	5 00 @ 0 00
Oak Lake Patent Hungarian.....	5 25 @ 0 00
" " Strong Bakers.....	5 00 @ 0 00
Regina Hungarian.....	5 25 @ 0 00
" " Strong Bakers.....	5 00 @ 0 00
Benton County, Oregon.....	4 85 @ 0 00
Portland Roller.....	4 90 @ 5 00
Snowflake.....	4 90 @ 0 00
Royal.....	4 75 @ 0 00
Wheat, per ton.....	23 00 @ 35 00
Oats.....	25 00 @ 30 00
Oil cake meal.....	40 00 @ 45 00
Chop feed.....	28 00 @ 30 00
Shorts.....	26 00 @ 28 00
Bran.....	23 50 @ 25 00
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 50 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
" " Chop feed.....	20 00 @ 28 00
California oatmeal.....	4 25 @ 4 35
California rolled oats.....	3 75 @ 3 85
Corn, whole..... per ton	37 50 @ 40 00
Cornmeal.....	2 75 @ 3 00
Cornmeal-feed..... per ton	40 00 @ 50 00
Cracked corn.....	40 00 @ 45 00
Hay, per ton.....	16 00 @ 18 00
Straw, per bale.....	1 00 @ 0 00

RICE.

The Victoria Rice Mills quote wholesale:

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

FRUITS AND VEGETABLES.

A carload of oranges and lemons from Riverside, California, was received Saturday by a local jobbing house. The fruit is of the Griffin & Skelly gold medal brand and is in good condition. It is quoted as follows: Small seedlings, \$2.50 per case; sizes, 128 to 220, \$3.00; navels, 200 to 250, \$3.50 to \$3.75; sizes, 112 to 170, \$1.00; California lemons, all sizes, \$4.25. Prices generally are somewhat lower with but little business doing.

Jobbers' quotations for fruits are as follows:—

Oranges—Navels.....	3 75 @ 0 00
Riverside Seedlings.....	2 75 @ 0 00
Lemons—California.....	5 00 @ 0 00
Sicily.....	6 00 @ 0 00
Bananas, bunch.....	2 50 @ 3 50
Apples—Red.....	1 50 @ 1 75
" Green.....	1 50 @ 0 00
" Canadian, bbls.....	6 00 @ 0 00

Vegetables are quoted:

Potatoes—Local..... per ton	18 00 @ 20 00
Onions—Red California.....	1½ @ 1½
California Silverskins.....	1½ @
Oregon Silverskins.....	1½ @

LUMBER.

The bark Highlands sailed from Vancouver Jan. 20, for Montreal. The bark Sabrina, 747 tons, which was reported chartered to load at Vancouver for Valparaiso, has been ordered to Port Townsend. Their have been no arrivals, nor any new charters reported. A shingle trust to include all the mills on the Mainland is being organized.

There are at present two vessels loading at British Columbia ports for foreign. At Burrard Inlet—Ger. ship Katharine, 1,030 tons, at Moodyville for West Coast S. A.; Br. ship County of Yarmouth, 2,154 tons for U. K. f. o. 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... \$ 9 00

Deck plank, rough, average length, 35 feet per M.....	19 00
Dressed T. and G. flooring, per M.....	17 00
Pickets, rough, per M.....	9 00
Laths, 4 feet, per M.....	00

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending January 28:—

NEW VANCOUVER COAL CO. SHIPPING.

Date.	Vessel and Destination.	Tons.
23.	H. Republic, str., Portland.....	129
23.	Jeanie, str., San Francisco.....	1,340
23.	Collis str., Port Townsend.....	62
21.	Tacoma, str., Port Townsend.....	32
27.	Wilmington, str., Portland Or.....	111
28.	Romulus, str., San Francisco.....	4,050
Total.....		5,724

BUSINESS CHANGES.

Largen & Mansfield, bakers, Vancouver, have dissolved. W. L. Tait, shingle mill, Vancouver, is putting in sawmill plant. Geo. Dunbar and Otto Wolf, succeed D. H. Adams, saloon, Nanaimo.

A. J. Thomas, plumber, has opened in Victoria, with J. L. Stamford as manager.

John Hawkins, grocer, Victoria, stock damaged by fire, loss covered by insurance.

J. D. Roberts, representing the Pure Gold Manufacturing Co., of Toronto, is in the city.

S. F. Scott, auctioneer and commission agent, Nanaimo, has sold out to C. C. Dempster.

Fairall & Barry, brewers, Victoria West. H. S. Fairall has purchased Barry's one-third interest.

P. Draney contemplates erecting a salmon cannery at the mouth of the Bella Coola river.

Mr. Ralph Baker, of Baker Bros., & Co., of Liverpool, and Vancouver, is now in British Columbia on a short visit.

Baker & Leeson, Vancouver, have been appointed agents of Wm. Bateman & Co., manufacturers of biscuits and confectionery, Winnipeg.

Carmichael & Paterson, boots and shoes, Victoria, sold out by mortgagees to Gilmore & McCandless, who will continue the business, with James Paterson as manager.

The rapid development of the various uses to which electricity is now put, is continually adding to the manufacturing interests of the Dominion. One of the latest factories is that of the Packard Lamp Co., Ltd., at Montreal. This company is established to manufacture in Canada the Packard Incandescent Lamp, which occupies a high place in the estimation of all users of incandescent lamps in the United States, and indeed in all parts of the world where electric lighting is used. The demand for these lamps has so increased in Canada in the few months the factory has been in operation, that the Company contemplate increasing still further their facilities.

Duluth!

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

LOTS IN THE ORIGINAL
TOWNSITE.

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

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

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

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

HENRY CROFT, 72 Government St.

DALBY & CLAXTON

Real Estate, Insurance,
Mining & Financial

AGENTS.

—AGENTS FOR—

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

64 YATES ST., VICTORIA.

DISCRETION.

Too much care cannot be exercised to preserve inviolate the confidence reposed in the bank by its customers and by all who have dealings with it. A very little imprudence will sometimes serve to betray the most important secrets, and a customer whose business has been exposed in this way has a just ground of complaint. The best rule for a clerk to observe in this —when you leave the bank, leave what you know behind you. If one falls into the habit of constantly talking about the affairs of the institution, it is almost impossible to avoid revealing what ought to be regarded as strictly confidential. An additional reason for observing this rule is that each employee is so closely associated with his fellow employees that the fault of one becomes the fault of all, so that while only one may be guilty of breach of confidence, all come under suspicion. Books and papers should never be allowed to lie around so that curious eyes may see what is not intended for public inspection. An open ledger, for example, may easily tell some Paul Pry an important business secret. Habitual carefulness in this respect is the only safe rule of conduct. There is another matter which deserves mention in this connection. Nothing is more common among business men than to enquire from each other the standing of customers. Such information is freely asked and given, and the custom, within proper bounds, is entirely unobjectionable. The relations, however, which subsist between a bank and its customers are of a far different character. It would be a manifest impropriety for the officers of a bank to speak freely of a customer's balance, or of the nature or extent of his business relations with the institution. Indeed, it is a question, whether it is not better for a bank to adopt a general rule to decline giving any information in regard to its depositors rather than to incur the risk of being thought guilty of a breach of confidence.—*Bankers' Journal.*

A Cleveland despatch says a combine of the lithographers of Cleveland, Chicago, Detroit, Buffalo and Rochester has been formed. The name of the organization is the "Lithographers' Association of the Lake District."

The Elizabeth (N. J.) Mutual Insurance Company, which was organized in 1812, has been dissolved, and its policies showing risks of \$25,000,000 have been transferred to the German-American Insurance Company of New York.

CONSUMERS CORDAGE CO.,

(LIMITED.)

HEAD OFFICE, MONTREAL.

Incorporated by Letters Patent of the Dominion of Canada, under the "Companies Act."

CAPITAL, - \$3,000,000.

In thirty thousand (30,000) shares of one hundred dollars each.)

DIRECTORS.

JOHN F. STAIRS, M.P., Halifax, President
A. W. MORRIS, M.P.P., Montreal, Vice-President.

EDWARD M. FULTON, Montreal
Treasurer.

GEORGE STAIRS, Halifax.
JAMES A. WATERBURY, New York.
CHAUNCEY MARSHALL, New York.
WILLARD P. WHITLOCK, Elizabeth.

SECRETARY.

CHARLES B. MORRIS, Montreal.

BANKERS.

THE CANADIAN BANK OF COMMERCE.
THE UNION BANK OF HALIFAX.

SOLICITORS.

MACMASTER & MCGIBBON, Montreal.

The Directors, who are now the owners of the entire Capital stock, have decided, at the request of numerous friends of the Company throughout Canada, to enlarge the proprietorship of its stock, and to offer for sale, at par, ten thousand shares, of one hundred dollars each, fully paid and non-assessable.

Payments are to be made as follows:—Five per cent. on application; fifteen per cent. on allotment; twenty per cent. each in one, two, three and four months from the date of allotment. Applicants have the right to pay in full on allotment.

Applications for shares will be received until February 15th, 1893, at any of the offices of the Canadian Bank of Commerce, at the offices of the Union Bank of Halifax, and at the head office of the company, N. Y. Life Building, Montreal.

Forms of application for shares may be obtained at any of the above places, or they will be sent by mail on request.

Should no allotment of stock be made to any applicant for shares, the amount paid will be returned in full, and in the event of the Directors finding it impossible to allot the full number of shares applied for, the surplus of the deposit will be credited toward the amount payable on allotment.

The right is reserved of withdrawing the offer in whole or part at any time before allotment, and of allotting to any applicant any less number of shares than the number applied for.

As the dividends of the Company are payable quarterly, beginning with the first day of March next, allottees of stock will be entitled to receive a proportion of the quarterly dividend as declared, corresponding to the amount paid upon their subscription.

It is proposed to apply to the Stock Exchanges of Montreal and Toronto for official quotations of the shares of the Company.

The Consumers Cordage Company was organized in June, 1890, with a Capital of one million dollars, to operate several of the largest Cordage and Binder Twine Factories in Canada. It, at first, operated these under leases, but its operations having been successful, the Capital Stock was subsequently increased to Three Million Dollars, and the leased properties were purchased.

The Company has no mortgage indebtedness; and, according to the law under which it was incorporated, none can be created without the consent of two-thirds of the share-

The 22,000 lb cheese manufactured in Canada for the World's Fair cost \$3,080.

holders, represented at a meeting called for the purpose.

The Company has placed in the hands of its Bankers:—

(a) Full statements of its affairs, certified to by Messrs. Caldwell, Tait & Wilks, Chartered Accountants.
(b) The following letter from Messrs. Abbotts, Campbell & Meredith, Advocates, Montreal, upon the legality of its incorporation, and the issue of its stock:—

MONTREAL, January 6, 1893.

Consumers Cordage Co., Ltd., Montreal:—

GENTLEMEN,—We have examined the books and documents connected with the organization of the Consumers Cordage Company, Limited, and are of opinion that it has been properly incorporated, and that its capital stock of \$3,000,000, as issued, is fully paid up and non-assessable, according to the provisions of the "Companies Act."

We are, yours truly,

(Signed), ABBOTTS, CAMPBELL & MEREDITH.

(c) A report from Messrs. Macmaster and McGibbon, Solicitors of the Company, that the titles to its Mills have been duly examined, and that no encumbrances exist.

Applicants for shares may examine these documents, copies of which may be seen at the Company's offices, and at the various offices of the Banks mentioned above.

The Consumers Cordage Company is probably the second largest Manufacturer of Cordage and Binder Twine in the world, and claims the following very material advantages over its competitors:—

1st. Ample capital to conduct its business which enables it:—

(a) To buy its raw material in larger quantities, and at lower prices.

(b) To use only the latest and most improved machinery, thus keeping its mills in the highest state of efficiency.

2nd. Economy in selling and distributing its manufactured product.

3rd. The business covers so wide a territory (its manufactured goods go to almost every civilized country in the world) that it cannot be seriously injured by local troubles, and its Manufacturing establishments are so scattered that the danger of severe loss by fire is very slight.

4th. Low cost of production.

(a) By maintaining the sharpest competition between its several mills, it is enabled to introduce in all the best methods found in each.

(b) By spreading its commercial expenses over a larger output.

(c) By placing in one hand the purchasing of the raw Materials and Manufacturing supplies for the several Mills, thus securing lowest prices.

(d) By manufacturing for themselves many of their supplies.

The Company has always found it in its interest to divide the economies effected in production and distribution with the consumer, and since its existence the consumer has, upon the average, had a better article at a lower price than previously.

The Company does not claim to have any monopoly, or to earn monopoly profits; in fact, it has not done so. Since its organization it has been able, owing to the advantages above referred to, to earn a net return on its present capital of not less than 10 per cent. per annum (as statements in their Bankers' hands will show), and the Directors believe that these profits will be maintained in the future, as the cost of production and distribution shows each year a marked decrease.

The Dividend for the year ending 31st October, 1892, was at the rate of 8½ per cent. per annum. The past record of the Company and its present position justify the Directors in believing that quarterly dividends of one and three-quarters per cent. can be paid and should the profits for the present year be as large as the outlook promises, the final quarter's dividend might be increased.

Any further information may be had at the head office of the Company at Montreal.

A Pittsburg dispatch says the coke workers in the Westmoreland and Fayette regions are organizing for another strike.

THE BRITISH COLUMBIA
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VICTORIA, TUESDAY, JANUARY 31, 1893.

TUPPER'S CHARGES.

Hon. C. H. Tupper, on the eve of his departure to England, where he is likely to remain for some time, has seen fit to make a statement with respect to the allegations made at a recent Board of Trade meeting in regard to the Government's treatment of British Columbia, particularly with respect to the marine hospital. He leads off with the following observation: "Unfortunately the statements concerning works in British Columbia in charge of the Federal authorities which have been brought to my notice through the press on many occasions have often been so greatly exaggerated that it is difficult to treat them always with that attention that more careful representations would command." It certainly is not out of place to rejoice to the boy Minister that he is too fresh. It would appear that he has not yet dropped his long clothes or he would not allow two old "grammies" like Messrs. Smith and Wilmot, to place him in the apparently hostile position he occupies towards this province. We suppose he considers himself too young to come out here and expose himself to the wiles of the wicked western men. It may, he thinks, be all very well for him to go to London or Paris, as for the present he will have his father's eye on him. Of course the thing will be different when Sir John Thompson and the other gentlemen representing British interests are associated with him. Still we would advise a young man of his years and inexperience not to be too self assertive—in a word, not to make a fool of himself, as we have reason to know that he has done on more than one occasion.

The Minister states that there is nothing before him to show that the marine hospital is in a disgraceful condition, but, on the contrary, he produces a testimonial in its favor. Time and again has attention, through the newspapers and elsewhere, been directed to its inefficiency and to the slight return it afforded to those who were forced directly or indirectly to contribute to its maintenance. It was known that at the Board of Trade meeting of the 5th January the institution would be criticized and some one interested in it had a statement prepared and caused the patients to sign it. The presumption is that the keeper who comes in for what may be termed "a puff," had a hand in it, possibly with the object of securing an increase of salary or making sure of his future position, for, if we mistake not, there had already been some talk of doing

away with the Marine Hospital itself. In any case, this ill-timed certificate of character has been made use of in the Minister's childish attack on the members of the B. C. Board of Trade, and has apparently in no sense forwarded the particular objects of its promoters.

In connection with the contributions to the Sick Mariner's fund to which we suppose Mr. Tupper alludes when he speaks of the hospital fees, Mr. Tupper begs the question when he mixes it up with the general expenditures of the country and intimates that the policy regarding expenditures "in these matters" which British Columbia favors, would be to confine them to seaport towns. No one wants all the public expenditures to be thus restricted, because the commerce of the country is Canadian. However, to refer to "these matters," viz., marine hospital fees, is not their object the maintenance of marine hospitals which the Government have established and are keeping up! Are not the Government bound, unless they desire to be classed as highwaymen and pickpockets, to keep up these marine hospitals in a state of efficiency or in some other way provide for all the requirements of those who are recognized as sick seamen and demand treatment?

Apparently Mr. Tupper, despite all he says as to "the care and comfort" vouchsafed in the Victoria institution recognizes that there are serious grounds for the complaints which have been made. He says: "The proper thing to do, and what I shall do, in view of the dissatisfaction on the part of the people of Victoria touching this institution as a Government institution, will be to apply the principle to Victoria which has been applied with great satisfaction to other ports, that is, to make an arrangement with the city hospital for the care of sick mariners, and to close up the Marine hospital." Here we have another little venomous attack on the Board of Trade and people of Victoria. There would be no dissatisfaction if matters were as they ought to be, and, knowing for years that there was such dissatisfaction, why was not the principle applied to Victoria "which has been applied with great satisfaction to other ports?"

As Mr. Tupper says, though he did not intend his words to be literally interpreted, "the statement by one of the gentlemen at the Board of Trade meeting that the hospital was without a doctor, without water, and without anything in the way of equipment which a hospital ought to have, is a fair sample of the criticisms that public officers receive at meetings of the Board of Trade at Victoria." The allegations every one of them are literally true, and the Minister will fully pervert the truth when he says "So far as the expenditure of public money is concerned, I know no part of Canada which has received more attention in this respect in proportion to its population than British Columbia." If Mr. Tupper would only allow us to add after the word "population" and contributions to the Dominion revenue," his utter lack of veracity would be the more apparent.

We observe with some amusement that an endeavor is made by the Department

to shoulder some of the responsibility for this condition of things on Messrs. Earle and Prior, who, says the Minister "have never seen fit to send me the slightest hint as to the existence of the grievance upon which Col. Prior dwelt." Mr. Tupper in this remark and in other portions of his published statement threw down the gauntlet to the Victoria members who we expect even though Mr. Tupper is absent will vindicate themselves and their constituents from the false averments of the Department of Marine, which has, in effect, given them the lie. As concerns Mr. Ward, to answer whose strictures a feeble attempt is made, he is an awkward snag upon which the Department have fallen foul, of which it will require skillful navigation on their part to get clear.

PACIFIC COAST TRADE.

The San Francisco *Call* in reviewing the tables of trade of the Pacific Coast for 1892 says, the exports of San Francisco for that year foot up \$31,711,499, and the imports \$17,657,750; so that the total movement of trade for the past year was \$77,319,419. This indicates a diminished activity in trade. In 1890 the volume was nearly \$85,000,000. One cause is probably to be found in the increased movement from Seattle, Tacoma and Vancouver. The former ports are sending out considerable lumber and flour which used to go from here, while the Canadian seaport is receiving tea which used to come here by the Pacific Mail steamers. Within a few weeks the Canadian steamers have been gaining on the Pacific Mail and O. and O. steamers in passenger business, in consequence of the marked superiority of the table on the former. This is only a fair admission to make. The P. M. and O. and O. have fallen behind in the competition because they fail to serve the public as well as do their rivals of the Canadian line. Our contemporary advocates more vigorous measures to secure the trade of Central and South America, and of Japan, with the latter of which Great Britain, though separated by nearly half the circumference of the globe does five times the amount of business, though the port of San Francisco is only 4,700 miles away. It is confidently stated that a little energy would transpose these figures. Would not, it may be asked, the exercise of a similar amount of the same quality have quite as good result as the policy of coercion and retaliation which is now being employed towards Canada?

Mr. Wintrop *Commercial* observes in its Vancouver correspondence that "there are any number of railway charters being applied for a great many pertaining to the southern Interior, principally in Kootenay and Southern Okanagan. Many of them are rival enterprises and it may be taken for granted that they are in a large degree speculative. If capital can be found to build one of every half dozen B. C. will do tolerably well for the next few years. One thing indicated in the activity thus displayed is that the natural resources of the Pacific Coast province are beginning to be appreciated, and real development will follow sooner or later." There is real development going on now—and to a considerable extent—but we want more of it.

DOMINION PARLIAMENT.

Since our last issue, both the Imperial Parliament and the British Columbia Legislature have met for the dispatch of business. Neither of them have by this time got much beyond the adoption of the reply to the address, although several measures of some importance have been introduced in both Houses. The Governor General informs us that the increase in the trade of the Dominion, according to the official returns, has been most gratifying, the volume of business for the current year, moreover, giving promise to exceed that of any year in the history of the Dominion. We are informed that measures have been taken to carry into effect the agreements arrived at with the United States as to the boundary line of Alaska, the prevention of destructive methods of fishing, the preservation and increase of fish life, and that it is possible a satisfactory conclusion of the controversy between Canada and the United States on the canal question may yet be reached. As far as it goes, this is tolerably satisfactory as well as the announcement that an amicable adjustment of questions at issue between us and the people of Newfoundland is very probable. These are, however, little more than probabilities, as the ultimate issue depends on others than our own people.

But on the principle that Providence helps those who help themselves, we are still better pleased with the more definite declaration on the much vexed canal question that the Government of Canada, while ready to consider in a friendly spirit any proposals by the United States, have caused efforts to be made to hasten the completion of the Canadian works, which will soon afford the commerce of the Dominion a highway within our own country. No reference is, however, made to President Harrison's threats of vengeance upon this country through the abolition of the existing bonding arrangement. This may be owing to the fact that Little Benjamin's days are numbered and that the administration which succeeds his is to a large extent of a different way of thinking from the gentlemen who are about to retire from office. It has been frequently said that the beauty of a speech from the throne is to be found in what it does not contain. The merchants of the country will doubtless be of this opinion for they do expect some legislation by which they will be particularly affected especially in the direction of a measure relating to insolvency and the distribution of bankrupt estates and certain modifications in the tariff with a view to adjusting it to the conditions of the country which have materially changed since the national policy was introduced.

We require, in so far as this province is concerned, some slight remembrance of the fact that the customs imports bear with special weight upon us as we are essentially an importing country and have no manufactures to protect or other special interests which the Dominion authorities appear disposed to take under their wing. We are inclined to expect that something may be done looking to the peculiar conditions of this outlying province and therefore comparatively

neglected province; but much will depend upon the attitude of our members.

BRITISH COLUMBIA LEGISLATORS.

The legislators of this Province, now in Parliament, are going to have a good deal to do, judging by the announcements made in the Speech from the Throne. In some respects it is a warlike communication and shows that our Premier does not propose that the Province shall be sat upon if in his power to prevent it. He has, there is every reason to believe, strongly represented the provincial interests before the Dominion authorities, not only in those with which the Provincial Government as such is directly concerned, but in matters in which, though not under provincial control, its influence might have some weight in obtaining justice, for, as we all know, it has been a difficult matter to secure that. It is no new thing—no matter what its party complexion—for a Dominion Government to endeavor to encroach upon provincial rights. Such a course was followed with Ontario, but the "little giant," as he has been called, forced Sir John Macdonald to stay his hand. In our case, it seems that the Government of Canada is claiming a boundary largely in excess of a just limitation of the railway belt and, indeed, is issuing grants for lands in the disputed boundary. This is precisely what the Dominion authorities did in territories, which the highest court of the Empire declared to be the property of Ontario. The sentiment of our people will certainly be with the advisers of the Lieut. Governor, who through him ask for the necessary moneys for upholding the rights of the Province before the proper tribunals.

The announcements made in the Speech are encouraging—the revenues and credit of the Province are good; the condition of the mining industry is satisfactory, and the surveys which have been made have been fully justified. We realize the pressure that has been required to secure even the promise of proper quarantine arrangements and appreciate the delicacy that prevented the Government taking credit for what it accomplished during the small-pox epidemic, which had broken out under the auspices of Dominion authority. That there should be a Bill introduced by the Government for the better protection of the public health was only to have been expected, and we anticipate a measure that shall as far as possible be a model one.

The establishment of a Labor Bureau and of boards of conciliation and arbitration are radical proposals; but they are moves in the right direction, for it is idle to suppose that if capital and labor fail to come to proper understandings, there should be no authority to interpose. Already notice has been given of a number of Bills of a public character, and according to the official announcements there will be considerable private legislation. There is one thing we had almost forgotten, and that is that the Government has promised to introduce a Redistribution Bill. It is a piece of legislation that could not well be delayed, and, ticklish as it may be, the administration were, we notice, prepared to deal with it without

the unnecessary spurring up of certain agitators on the Mainland, who came in a little late.

EDITORIAL NOTES.

HON. C. H. TUPPER to the contrary notwithstanding, Mr. Robert Ward has repeated, and even more emphatically, his statements in connection with the Marine Hospital of Victoria. He regards the Minister's statements as a very weak defence and equivalent to the refusal of an enquiry. He asks who ever heard of a hospital without water, without a proper operating room, with broken down beds, and with one man to take charge of the place and attend to the patients at the same time. Mr. Ward indignantly repels the rude insinuations as to misrepresentation and exaggeration, and if we are not mistaken in the man will make himself heard in reply to the petty insolence of the callow young man who as he gets older may possibly learn to be a little less supercilious and more inclined to believe that there are those who know quite as much as, if not more than, his monitors, Messrs. Smith and Wilmot.

Owing, no doubt, to the uncertainty which for a variety of reasons prevails as to the value of sugars—both refined and raw—the American Refinery Association are endeavoring to secure an arrangement by which a uniformity of prices may be established for the refined article. It is true that sugars are low. This is due partially to the break up of the combine which had been able to cinch the consumers even when the raw article was extremely low, and among other causes to the influence on the market of the article imported from the Sandwich Islands and elsewhere, which, since the abolition of the duty, has been imported extensively, especially on this coast. The Refinery Association we can readily imagine as being desirous of keeping up prices, hence their endeavor to come to an arrangement by which jobbers who handle the foreign product shall not sell it at less than schedule rates for the domestic article. Have, it may be asked, the American consumers forfeited their right to that consideration which the abolition of the duty afforded them, after having been sweated so long by the refiners? Were this movement on the part of the American refiners successful, it is certain that it would again go the price of this staple, and it would not be long before the article would, as it were, by common consent, advance in this country.

The Union S.S. Company have received advice that the English shareholders have subscribed \$40,000 of the proposed new issue of \$50,000 of 6 per cent preferred stock, the balance of \$10,000 having already been taken up by the local shareholders. The stock will be applied to the further development of the company as the trade of the Province fully warrants. At the present all the Company's boats are busily engaged, and they have established several important steamship lines, amongst these the Northern trade, which is steadily increasing.

INTELLIGIBLE PRICE MARKS.

Very few stores now adhere to the old plan of cipher marking. Experience has proved that a majority of customers prefer goods to be marked in plain figures, no one liking the idea of two sets of figures, unless he is sure he is among the favored ones who get the benefit of the lower scale. It is said to be the practice with the medical fraternity of some towns to grade their charges to patients according to the state of house in which they live, and the same idea prevails so much as to retail stores that ladies have been known to send servants down to stores because they could get a larger discount. Other ladies are careful not to dress very well when shopping, and this shows how firmly the impression prevails that a genuine one-price store is a novelty. The easiest way to get over this impression is to have every article marked in plain figures, so that the customer may see that one price prevails for all. This is easier than arguing that the abuses feared are reminiscences of the old days when the evils of caste were much more rampant than now, for experience proves that the fear certainly exists, no matter how absolutely it may be without foundation. Ten years ago, part of the education of a store clerk used to be the mastering of the cipher plan adopted in marking, but this is now quite a small matter. As already stated, more stores mark their goods in plain figures, and the few who do not, adopt a very simple plan for denoting the price.

WHAT THEY THINK.

Among many of the young men who to day engage in the grocery business, there appears to be a generally prevailing notion that they will teach the already established storekeepers a few tricks in how to conduct a successful business. "These old grocers are behind the time," says the novice as he puts out a large sign announcing a very low price for some staple commodity, which other grocers never quoted, because as the public needs require the goods there is no necessity of any forcing methods to effect a sale.

How foolish they are, and how smart they think themselves. They even go as far as to think that they show enterprise by underselling their competitors. Did they but know that more harm is done to the trade in which they are embarking by the adoption of such system they would not adhere to it, but would certainly follow in the footsteps of those who have reached the acme of success by adopting the opposite method. The ambition of these young men seems to be to sell goods, no matter at what price, so long as the goods are sold. It gives them an opportunity to handle great amounts of money, but it does not require a large pouch in which to keep the profits derived from a turning of their stock.

Everything that weakens the standard of any branch of commerce always shows its effects forcibly upon those who have but little standing or experience in such trade. The minute those who are young in the trade commence to cut prices (we say young in the trade, because estab-

lished merchants know better) they demoralize to a certain extent, for the time being, the business of whatever neighborhood in which their store is located, for it compels the other merchants to fall in line and also to sell their goods at a reduction in order to hold the trade of their customers. Those who have an established business can afford to sell at cost for a time. But how is it with the one who seeks to establish himself by the cutting method? He has his prices prominently written out, but the customers continue to trade at the old stand and purchase the staple commodity at cost while they pay the regularly established profits for other goods.

It would be well for young men who are about to engage in the grocery business to always look to the strict upholding of prices. By reducing them they do not sell in the aggregate more goods than they would otherwise have disposed of if the price cutting had not been commenced by them, and consequently would not have prevailed but for their action. In a measure those who are just starting in business are generally more in need of the profits realized from the sale of goods than are merchants already established. Let them take it for granted that others have before this lost all they had in their endeavor to force business in a similar method. No branch of trade can prosper without profits, and all intending to branch out in business should keep this in view. - *S. F. Retail Grocers' Journal.*

CREDIT GIVING.

Hardly a week passes that some one or other of our contemporaries does not give space to this vexed question, and endeavor, in a manner not always lucid, to give a solution of the various difficulties, etc., which the subject embraces. It is not our object here to present any problem, much less a solution. We will say, however, that a great deal of the trouble which from time to time comes to the surface, is not due to any faultiness of our credit system, but rather to its abuses.

It is a very easy thing after all to figure a man in business "down." A statement of assets and liabilities can generally be had without much trouble. You find out his habits, his mode of living, the character of his location as a business centre, his manner of making settlements, his degree of education whether too much or too little and all such points. A summary of the whole will about give you a fair estimate of the degree of credit you should extend to this man. If, on the other hand, you go beyond the mark, contrary to your own judgment, and perhaps because you may lose a little trade, and in spite of the cautionary reports you have received, then you must simply abuse the credit system, and there is no one to blame but yourself, because you have taken an unwarrantable risk. *The National Provisioner.*

The Board of Trade of Philadelphia has sent a memorial to both branches of Congress, calling attention to the importance to the United States of the projected canal by way of the rivers and lakes of Nicaragua.

VALUE OF SPECIALTIES.

According to a London journal, the advantage, in an advertising sense, of becoming identified with a specialty of some kind is not as much appreciated as it might be. To illustrate more clearly, reference to a man who, having taken up bent iron and pushing it energetically, and identifying himself with it as a specialty, has come to be known as "The Bent-Iron Man." There is money valued in such a popular designation; a "good will" in a name. It provokes inquiry, and every explanation is a free advertisement. Not everybody can be so fortunate as to attach himself to a special line of business which will stand sponsor to so pat a name as this, but practically there is no tradesman who cannot make a leading feature of something which will differentiate him from his brethren in the same trade. Manufacturers understand the value of specialties or acquiring a name for certain special lines. The worthiest man may bury himself in a dull level of conventionality. If he would attract attention he must do something that nobody else is doing at the moment. A visit was made to an ironmonger, who set up his shop in a town already fairly well supplied with hardware dealers of the legitimate and illegitimate sort. He instinctively felt the need of floating his venture with the aid of a specialty. He decided upon guns and ammunition, though the town was not a centre for sportsman by any means, and he knew very little about guns. But he went into the branch with energy, and his specialty has been his salvation. Doubtless readers could supply much cumulative testimony to the same effect. The world is so very busy that it will not need the ordinary blandishments that were once sufficient for the tradesman. He must metaphorically speaking, sound a trumpet or wave a flag.

COMMERCIAL SUMMARY.

The New York and Pacific Steamship Co. has started a new line of six freight steamers, which will make regular trips between New York and the west coast of South America.

The Philadelphia Maritime Exchange has not rested in its efforts to secure better quarantine facilities, and, with a view to that end, has forwarded a petition to both houses of Congress, asking the immediate passing of a law establishing a Federal quarantine throughout the United States.

A direct line of steamships between Philadelphia and Antwerp and Bremen is now contemplated, and while the movement is said to be well under way, it has not yet assumed shape. The new line, it is expected, will be operated by James Knobb, of Newcastle, England, one of the largest steamship owners on the East Coast. Already agents have been appointed throughout the Western States for the solicitation of outward cargoes, and it is proposed at the outset to run at least 24 boats a year. It will be known as the Prince Line, and it is stated that Messrs. John B. Hamel, jr., & Co., of Philadelphia, will act as agents.

MANIFEST TO ARRIVE.

British schooner (new) Americana, 539 tons, Capt. Jas. E. Denny, sailed from Liverpool November 5, 1892, for Victoria and Vancouver, Turner, Beeton & Co. and Baker Bros. & Co., Ltd., consignees.

For Victoria—400 bxs tinplates, order; 2,000 bxs tin plates, order; 1,500 bxs tin plates, order; 200 scks salt, Frederick Moore; 3,000 bxs tin plates, order; 999 ingots tin, order; 50 tons pig iron, 25 bars copper, 200 kegs nails, 36 caustic soda, 17 bbls silicate soda, 5,000 fire bricks, Turner, Beeton & Co; 660 bxs and 16 cs window glass, order; 2 hhds, 10 cs, 5 cs, 5 cs, Dixi H Ross & Co; 200 cs beer, order; 20 drums glycerine, 20 do, Hamilton Powder Co; 15 qr csks brandy, 20 octaves do, Turner, Beeton & Co; 120 cs gin, 10 qr csks whiskey, order; 200 cs whiskey, order; 1,500 bxs tin plates, order; 421 pigs lead, 360 ingots tin, order; 111 cs provisions, 50 cs bath bricks, order; 2 qr csks wine, 1 qr csk do, Dixi H Ross & Co; 2 hhds wine, Harrison & McAllister; 250 cs red gin, 6 octaves gin, 10 cs cordials, A B Gray & Co; 39 cs provisions, etc, Fell & Co; 1,040 cs whiskey, 30 bbls, order; 1 csk china, 1 cs sundries, W & J Wilson; 1 cs stained glass, 1 cs wire, Mrs Finlayson; 2 cs machinery, Okell & Morris; 8 pkgs private effects, Col Warren; 2 pkgs cheese, order; 2 bales prints, 3 cs carriages, 1 bale prints, 6 bales sheetings, 1 bale paper, 1 cs show cards, order; 9 rolls linoleum, order; 24 rolls linoleum, Weiler Bros; 50 cs champagne, Turner, Beeton & Co; 2,210 scks salt; 40 cs appolinaris water; 6 rolls netting, 1 bx nails, 6 bbls beer, 8cs hollowware, 3 cs do, 2 cs do, 2 hhds hollow ware, 1 cs fry pans, 2 crates pails, 2 crates earthenware, order; 4 hhds hollow ware, 1 csk fry pans, 2 crates pails, McLennan & McFeely; 1 hhd earthenware, 10 crates do, Russell, McDonald & Co; 1 crate earthen ware, order; 13 bags scrap zinc, Turner, Beeton & Co; 90 cs oilman's stores, 50 kegs bicarbonate soda; 200 cs candles, 1 tank mustard, 50 cs jam, order.

For Vancouver—20 cs mustard, 1 cs show cards, 145 cs oilman's stores, 25 cs vinegar, Oppenheimer Bros; 300 cs bottled beer, 100 cs, whiskey, 20 cs brandy, 1 cs playing cards, Baker Bros & Co, Ltd; 3 cs stout, 8 cs do, 1 cs Bass' ale, 2 cs do, 4 cs whiskey, 1 cs 3-star whiskey, 1 cs show cards, Holmes & Grace; 200 cs candles, 3 cs chocolate, 15 cs sauce, Oppenheimer Bros; 1 bx sample bricks and tiles, T J Keeling; 1 cs bicycle, C L Arnold; 65 cs whiskey, Oriental Traders Co; 50 cs gin, order of Robert Dalgleish; 39 cs provisions, 333 cs oilman's stores, 2 csks do, 5 cs cocoa, 30 cs marmalade, Oppenheimer Bros; 100 cs whiskey, 50 red cs Geneva, Evans, Coleman & Evans; 4 bales waste, 1 cs rubber piston, Union Steamship Co; 5 qr csks whiskey, 50 octaves do, 75 cs do, 35 bbls ginger ale, 70 cs claret, 12 bales waste, Baker Bros & Co, Ltd; 2 qr csks wine, 1 qr csk do, 2 qr csks do, 2 qr csks do, 25 cs do, 100 red cs gin, 50 green cs do, 2 qr csks do, Mahrer, Wolf & Co; 50 bxs candles, 70 bbls oil, 25 cs whiskey, 6 cs confectionery, 3 skel cs furniture, 6 cs effects, 101 cs hock, etc, 50 bxs candles, Baker Bros & Co, Ltd; 5 cs cocoa, 5 cs chicory, 20 cs lime juice, 25 cs castor oil, Oppenheimer Bros; 50 cs champagne, 10 qr csks whiskey, 1 bx cap-

sules, 1 bx labels, 1,792 scks coarse salt, 1,792 scks dairy salt, 50 red cs gin, 50 do, 4 cs Dublin, Baker Bros & Co, Ltd, 75 cs brandy, 20 cs liqueurs, 50 cs gin, 25 cs mineral water, 25 cs Geneva, 25 cs whiskey, 25 cs champagne, 25 cs whiskey, Mahrer, Wolf & Co; 233 cs provisions, Oppenheimer Bros; 50 cs whiskey, 50 cs brandy, 22 cs liqueurs, 40 cs mineral water, 150 gin, 50 cs whiskey, 50 cs Geneva, 15 cs champagne, 12 kilderkins ale, 40 cs oilman's stores, 1 bale C cloth, 1 bag lumber, 1 cs clothing, 1 cs mills, 1 cs samples lime juice, Baker Bros & Co, Ltd.

TRADE DEMORALIZERS.

The department store and the cutting grocer still continue to receive the attention of associations and the trade journals of various lines, and we think that much of the blame so lavishly bestowed upon them is richly deserved, says the *Northwest Trade*. It is difficult to decide sometimes where to place the line beyond which it is wrong for a dealer to extend the number of lines covered by his business, and as the general store often keeps almost everything used or required in the family, one can hardly deny to a large retail dealer, the right to have as many departments as he chooses to maintain. There is, however, a great difference between doing a legitimate business in many lines of supply and deliberately establishing competition in minor lines to attack trade, and sacrificing profits, and even selling at a loss to the damage of those who follow a legitimate business in the goods sacrificed. We have in mind such a dealer, who, knowing that a druggist had a popular preparation, in which he had a good trade, approached him with an offer to purchase a quantity at wholesale rates. Supposing that a reasonable profit would be charged, the druggist sold the goods at a fair wholesale price only to see them advertised as a leader under cost. Of course it injured the druggist, without any adequate benefit to the department store except that it "drew trade" in goods which were sold at a smart profit. It is this, and such "tricks" as this, which excite the ire and disgust of the "regulars" when they contemplate this class of traders.

Another abuse is the falsity of claims often made in advertisements, that certain very low-priced goods are "equal to" or just "as good as" like commodities generally sold at much higher prices. These claims are sometimes true, but represent heavy losses by fire, bankruptcy, or the closing out of a large business under circumstances which warrant a sacrifice of odds of large stocks. Generally however, the statement is a lie, and the goods are very inferior in some particulars, although the customer can seldom detect the difference until it is too late.

Other firms have deliberately sacrificed certain lines to ruin a young and weaker competitor, and bought his stock to sell at prices which realized a net profit on the double transaction. This is of course far safer than highway robbery, but it is difficult for the finite mind to see where it excels in a moral point of view.

It is reasonably certain, however, that

great danger threatens the retail trade from these sources. Much may be done to delay the final cataclysm, but in the end the small retailer must go, or be protected by the jobber and manufacturer.

FILLING OTT BANK CHEQUES.

The Montreal *Shareholder* has, at different times, called attention to the necessity of caution in filling out bank cheques, as carelessness in this respect is occasionally attended with serious results. Illustration is frequently a more effective teacher than warning. It is especially so when the illustration is one of fact instead of being drawn from imagination. The lesson under such circumstances becomes more impressed upon the reader's mind when the amount involved is a large one. Where cheque perforators are used and the true amount of the cheque is punched out the danger of alteration is considerably reduced, but the use of the machines is not as extensive as it ought to be. But here is an illustration, for which we are indebted to the *London Drapers' Record*: "As personal trust cannot well be eliminated from human affairs—and especially commercial affairs—it is futile, as the Latin proverb reminds us, to treat all negligence as folly. But there is a class of counting-house negligence which deserves no other name; and the case of Messrs. Reynolds and Company, the great firm of cotton merchants, tried this week at the Manchester Assizes, can scarcely expect to escape such a condemnation. By the very trite fraud of drawing cheques in a loose way, so as to admit of easy alteration, the firm has been robbed of the trifling sum of £160,000, for which they have endeavored to make their bankers responsible, on the ground of negligence. The amount was worth trying for, if the size of the stake was the only thing to be taken into consideration. But the facts of the case showed that the primal negligence was on the side of the plaintiffs; and that made it somewhat awkward to cast the first stone. The method of the conspirators was a very plain and transparent one, against which even ordinary men with banking accounts habitually guard themselves, less from suspicion than business habit. The cheques were drawn with wide spaces between the figures, and with sufficient room and provision for altering the words without bungling, and in one particular case, *e g.* the sum of £2,000 was thus increased to £20,000, and so on. The dishonest servants, of course, enjoyed the full confidence of their employers; and there are cases, especially in gigantic concerns, in which ample confidence must be reposed in subordinates. But as there may be wide freedom within the bounds of law, so, in commercial matters, the widest confidence should be within the bounds of recognized form and routine. The bare fact of drawing cheques in a negligent form should at once attract the attention of the signatory; and the habit should be stopped, not from suspicion, but for form's sake. In the case under consideration the Bank was not held responsible; and we think it would have been an extraordinary thing if it had been. But the case is worth pondering; for even Homer sometimes nods."

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNP.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Martha Fisher	811	Meadowcroft	Oct. 18	Victoria	Liverpool	31,082	\$163,451	
Br bark	Glengarry	802	Davidson	Nov. 3	Westminster	Liverpool	37,332	186,760	
Br bark	Chill	678	McKenzie	Dec. 12	Victoria	Liverpool	30,083	163,061	
Br bark	River Ganges	612	Budge	Dec. 19	Victoria	London	29,161	147,305	
Br bark	The Frederick	812	Simpson	Dec. 18	Victoria	London	32,103	167,896	

B. C. LUMBER FLEET, 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.	
Br ship	Athlon	1571	Dexter	Jan. 5	Vancouver	Adelaide	1,495,128	8,265	March 18	478	6d
Nor ship	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	1,001,171	9,193	March 25	608	
Am bark	Hesper	604	Soderzren	Feb. 29	Vancouver	Shanghai	751,924	7,781	April 23	568	
Br ship	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	834,937	7,093	May 20	428	6d
Nor bark	Czar	1324	Christophersn	March 1	Vancouver	Adelaide	1,016,611	10,476	June 7	578	6d
Nor bark	Agnes	811	Hofgaard	Feb. 20	Chemainus	Antofagasta	602,569	6,413	June 11	408	
Nor ship	Kathinka	1451	Klevenberg	March 12	Vancouver	Melbourne	1,228,925	9,251	May 28	608	
Chil bark	India	453	Funke	Feb. 22	Vancouver	Valparaiso	806,291	7,018	May 10	owners	ac
Br bark	Glenhervie	800	Groundwater	March 21	Vancouver	Iquiqui	631,810	7,689	June 8	378	6d
Br ship	British India	1193	Lines	March 31	Vancouver	Valparaiso	883,666	9,315	July 11	378	6d
Am schr	W. H. Talbot	726	Bluhm	March 14	Vancouver	Tientsin	1,021,876	10,272	May 23	678	6d
Am schr	Reporter	353	Breyer	March 3	Chemainus	San Pedro	416,386	3,176	March	Private	
Br bark	Riversdale	1452	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 28	478	6d
Br bark	Mistletoe	821	Smith	April 21	Vancouver	Wilmington	70,275	7,986	Aug. 31	\$16	00
Br bark	Craigend	2218	Lewthwaite	April 15	Vancouver	Iquiqui-Callao	1,888,000	19,351	July 11	278	6d & 30s
Br bark	Toboggan	676	Porter	May 29	Vancouver	Wilmington	688,928	9,330	Sept. 11	\$15.00	
Br bark	Thermopylae	918	Winchester	June 2	Vancouver	Yokohama	988,576	8,949	July 22	Private	
Nor bark	Fritze	1078	Hoffen	May 29	Chemainus	Melbourne	983,121	8,072	Aug. 3	158	
Br ship	Burma	1611	Newcombe	June 2	Moodyville	Valparaiso	1,289,359	9,883	Aug. 23	358	
Br ship	Crown of Denmark	2923	Smith	June 21	Vancouver	Melbourne	1,859,725	15,435	Sept. 23	378	6d
Nor bark	Ursus Minor	365	Johnson	June 1	New Westm.	Sydney	481,214	4,383	Aug. 3	378	6d
Br ship	Earl Granville	1443	Flack	June 17	Cowichan	London	833,907	12,383	Nov. 5	628	6d
Chil bark	Antonietta	399	Stack	June 26	Chemainus	Valparaiso	586,338	9,015	Dec.	owners	ac
Ger bark	Palawan	367	Van Heuvel	July 8	Vancouver	Iquiqui	688,831	7,521	Sept. 27	338	6d
Chil bark	Leon	891	Jenatsch	July 8	Moodyville	Antofagasta	631,375	6,520	Oct. 13	owners	ac
Chil bark	Guinevere	469	Glenie	Aug. 6	Chemainus	Valparaiso	762,062	7,612	Oct. 28	owners	ac
Am bktn	Robert Sudden	534	Chilberg	Aug. 3	Vancouver	Valparaiso	771,140	8,797	Nov. 26	408	
Chl. ship	Hindustan	1687	Walsh	Aug. 7	Moodyville	Valparaiso	1,232,386	11,471	Oct. 28	owners	ac
Br bark	Zebina Gowdy	1087	Manning	Sept. 5	Vancouver	Wilmington	833,218	10,125		\$13.00	
Chil. ship	Atacama	1283	Caballero	Aug. 21	Moodyville	Valparaiso	994,491	9,089	Nov. 1	owners	ac
Br ship	City of Quebec	1174	Carnegie	Sept. 6	Vancouver	Adelaide	517,409	4,018	Nov. 30	408	
Br bark	Nineveh	1171	Broadfoot	Sept. 3	Vancouver	Sydney	981,909	9,287	Nov. 8	owners	ac
Am schr.	Robert Searles	1174	Piltz	Sept. 3	Vancouver	Port Pirie	813,321	5,982	Nov. 23	418	3d
Am. ship.	George Skolfield	1270	Dunning	Sept. 20	Vancouver	Valparaiso	937,316	\$1,781		408	
Chil bark	Lake Lemna	1055	Bozzo	Sept. 22	Moodyville	Valparaiso	763,829	6,610	Dec. 18	owners	ac
Br bark	Scammell Bros	1218	McFarlane	Oct. 15	Vancouver	Wilmington	966,354	11,763		\$11.00	
Am schr	Alice Cook	1218	Penhallow	Oct. 5	Vancouver	Sydney	919,800	8,348	Dec. 19	208	
Nor ship	Morning Light	130	Johansen	Nov. 7	Vancouver	Liverpool	989,194	10,000		588	6d
Br bark	Columbus	630	McLush	Nov. 16	Vancouver	Adelaide	567,220	4,589		378	6d
Am schr.	Lynan D. Foster	730	Dwyer	Nov. 16	Moodyville	Sydney	822,538	7,809		378	6d
Nor bark	Benj. Bangs	1118	Bjornness	Dec. 29	Vancouver	Halifax	789,085	10,015		458	3d
Br bark	Ferribank	1236	Boyd	Dec. 22	Moodyville	Valparaiso f.o.	509,990	4,728		368	3d
Br bark	Grainger	1236	Cartier	Dec. 22	Vancouver	Valparaiso f.o.	941,688	10,370		368	d
Am ship.	Edward O'Brien	1236	Taylor	Dec. 10	Vancouver	London	1,257,636	11,229		508	
Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster	Sydney	806,408	7,841		owners	ac
Br bark	Mark Curry	1236	Levell	Jan. 5	Vancouver	Queenston U.K.	924,058	9,882		528	6d
Nor bark	Fortuna	1236	Nikelsen	Dec. 17	Moodyville	Valparaiso f.o.	1,251,729	12,088		368	3d
Br ship	Abeona	979	Black	Dec. 29	Vancouver	Port Pirie	775,140	6,425		378	6d
Nor bark	Fritze	1078	Hoffen	Jan. 10	Vancouver	Valparaiso	870,350	8,031		368	3d
Am. bark	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso f.o.	829,657			378	6d
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	896,663	15,537		Private	
Chil. bark	India	453	Funke	Jan. 11	Moodyville	Valparaiso	788,582	7,169		owners	ac
Br bktn.	Bittern	329	Stronach	Jan. 20	Vancouver	Fremantle, Au	802,450	4,291		owners	ac
Ger. ship	Katharine	1530	Spille		Moodyville	Valparaiso f.o.					
Br ship.	County of Yarmouth	2151	Cain		Vancouver	U. K. f. o.				508	

BANK LOSSES AND MERCANTILE AGENCIES.

The following was included in a paper presented to the recent meeting of bankers: It is apparent that losses would be largely averted if the banker could be thoroughly and accurately informed as to the character and responsibility of his borrowers. Any plan, therefore, that will bring him into possession of this information should be promptly adopted and persistently pursued. The information now furnished by the various commercial agencies is of great assistance in ascertaining the re-

sponsibility of borrowers. Although their reports are not to be implicitly relied upon, being often incomplete and occasionally misleading, yet no prudent banker can afford to dispense with their services, especially where his field of operations is so extensive as to preclude the possibility of his having personal acquaintance with every customer, and accurate knowledge of their affairs. It goes without saying that access to these sources of information should be at the command of every bank officer whose sphere of operations is not purely local and confined to the narrowest

field. In addition to this he should employ every proper means to ascertain and systematically record, in such manner as to be readily accessible, all facts which affect favorably or unfavorably the standing of those who are asking, or likely to ask, favors at his hands. In the end, however, the customer himself must be depended upon to make a full and complete exhibit of everything affecting his present responsibility and future success.

C. D. Chapman, jeweler, late of Toronto, recently started in business in Vancouver, died suddenly, Sunday night.

THE COMMERCIAL JOURNAL'S

SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Chil. bark	Eritrea	1069	Serra		P Callao	Moodyville	R. P. Rithet & Co., Ltd.	
Br bark	Mary Low	813	Robertson	Oct. 5	B Liverpool	Victoria	R. P. Rithet & Co., Ltd.	118
Br ship	Kinkora	1799	Lawrence	Nov. 15	B Liverpool	Victoria & Van	R. Ward & Co. & Bell-Irving & Paterson	77
Br ship	Morayshire	1128	Mowatt	Oct. 21	Q Java	Vancouver	B. C. Sugar Refinery Co.	102
Haw. schr.	Americana (now)	831	Denny	Nov. 5	Liverpool	Victoria & Van	Turner, Beeton & Co. & Baker Bros. & Co	87
Br str	Salado	1105	Crouch	Sept. 13	C Newport, Eng.	Victoria		137
Br ship	Blair Athole	1637	Taylor		R Java	Vancouver	B. C. Sugar Refinery Co.	
Br bark	Java	807	McGregor	Oct. 3	Carlif	Esquimalt	Naval Storekeeper	120
Br bark	Dochra	1016	Scott	Dec. 19	G Liverpool	Victoria	Robert Ward & Co., Ltd.	45
Chil bark	Entella	613	Mangini		W Callao	Moodyville	Moodyville Sawmill	
Br ship	Gryfe	1029	Roberts	Nov. 21	Carlif	Esquimalt	Naval Storekeeper	70
Br ss	Empress of China	3003	Tillet		Hong Kong	Vancouver	C. P. S. S. Co.	
Chil. ship	Hindustan	1512	Weish	Dec. 26	A	Moodyville	R. P. Rithet & Co., Ltd.	35
Br ss	Victoria	2035	Brough	Jan. 17	F Hong Kong	Victoria	N. P. S. S. Co.	14
Br ss	Empress of India	3043	Marshall		F Hong Kong	Vancouver	C. P. R. S. S. Co.	
Br ship	Saint Monan	1153	McCarry	Aug. 13	Santos	Victoria		171
Br bark	Formosa	915	Kain		H Liverpool	Victoria	R. P. Rithet & Co., Ltd.	

P—To load lumber for Valparaiso on owners' account. B—Spoken Oct. 11. lat 44 N., long. 15 W.; Nov. 5. lat 5 N., long. 24 W.
 Q—Cargo of 2,100 tons raw sugar. Chartered to load lumber at Vancouver. R—To sail in February with 2,300 tons raw sugar. W—To load lumber for West Coast of S. A. F—Sailed from Yokohama Jan. 29. A—To load a return cargo of lumber on owners account. C—St. Vincent, C. V., Sept. 26; arrived Buenos Ayres Oct. 15. in port Nov. 1 for B. C. E—To sail Feb. 22. Via Yokohama March 3. H—To sail before March 10.

VESSELS IN PORT.

(January 30, 1893.)

VICTORIA.

Br. bark Thermopyke, 918 tons, Capt. Winchester, arrived from Hong Kong Nov. 21, Victoria Rice Mills, consignees.

Br. bark Assel, 795 tons, Capt. Gilmour, arrived Jan. 22 from London, with general cargo, R. P. Rithet & Co.'s consignees.

Br. ss. Flintshire, 1,871 tons, Capt. Dwyer, arrived Jan. 27, from Hong Kong, in quarantine.

VANCOUVER.

Ger. ship Katharine, 1,630 tons, Capt. Spille, arrived Dec. 27, loading lumber at Moodyville for West Coast S. A.

Br. steamship Empress of Japan, 3,003 tons, Capt. Lee, arrived Jan. 18.

Br. ship County of Yarmouth, 2,151 tons, Capt. Cain, arrived Jan. 23 to load lumber for U. K. for orders.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.

Haw. ship Hawaiian Isles, 2,027 tons, Capt. Kustel.

Am. ship Wachuset, 1,519 tons, Capt. Williams.

Am. ship Rufus E. Wood, 1,406 tons, Capt. Ryder.

Am. bark Oregon, 1,361 tons, Capt. McCarney.

Am. bark Sea King, 1,436 tons, Capt. Pierce.

WELLINGTON SHIPPING.

Am. ship Columbia, 1,399 tons, Capt. Nelson.

Am. ship Big Bonanza, 1,399 tons, Capt. Bergman.

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

Br. ss. Wellington, 1,267 tons, Capt. Salmond.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	3	3,014
Vancouver	3	6,787
Nanaimo	9	13,326
Total	15	23,727
Previous week	21	31,143
Correspond'g week last year	16	21,051

FREIGHTS.

The market is steady with an upward tendency, but rates are practically unchanged.

Lumber freights from British Columbia

or Puget Sound are quoted as follows:—
 Valparaiso for orders, 35s; direct port on West coast, South America 32s 6d; Sydney 30s; Melbourne, Adelaide or Port Pirie, 35s; United Kingdom, calling at Cork for orders, 50s; Shanghai, 50s; Yokohama, nominal.

Grain freights from San Francisco to U. K., Cork for orders, 20s to 22s 6d; from Portland, 28s 9d; to 30s; Tacoma, 26s 3d; to 27 6d.

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.

A number of sealers will get away this week. The Rosie Olsen, Capt. Whidden, will probably go to-day. The Libbie, Capt. Hackett; Annie G. Moore, Capt. Daly; Arietas, Capt. Douglas; Maud S., Capt. McKeil; Mary Ellen, Capt. Hughes; and Theresa, Capt. Lorentz, will all get away this week. The Annie E. Paint, of the Marvin fleet, which is to go out under Capt. Bissett, has to go on the way, but will be ready by Sunday next. Geo. Munroe's schooner the Walter Rich, will fit and store shortly and go out in command of Capt. Balcom.



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and English Breakfast Teas—London, Eng.;
Grossmith & Co.,—Perfumery, Etc.—London,
Eng.; Whight & Co.,—The "Prima Donna"
Sewing Machines—London, Eng.; New York
Piano Mfg. Co.,—Pianos—New York; Brinsmead
& Sons,—Pianos—London, Eng.; Miller et Cie.,
—Cigars—Grand Canary Isl's; La Soldena Mfg.
Co.,—Havana Cigars—Havana; C. J. & E. Lewis,
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