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## TRADE AND COMMERCE

COMMERCIAL JOURNAL OFFICE.  
Tuesday Morning, Dec. 26.

## VICTORIA.

It is generally acknowledged that the Christmas trade this year was better than last season, although purchasers are said to have been conservative and seeking good values. The demand was principally for necessary and useful articles, and fancy goods with fictitious values are said to have found but a small place among the purchases made. The clear fine weather also made people feel like trading. It is believed that the trade in general here offers no reasonable grounds for complaint. The prospects for the new year are being talked about and while opinions differ slightly they generally agree that it will be a prosperous one, although the return of good times will be gradual and not readily noticed except by those who watch their business closely, and are able to feel its pulse month by month. The buying will be on conservative lines, which will necessitate sorting up throughout the season. The easy money markets along the coast are tending to give a more general desire to place funds as confidence grows. During the late depression there was a general weeding out of weak firms as credit narrowed and those that have continued have had their lines of credit cut, so that to day the business interests of the Province are conceded to be in a very healthy condition.

Of Vancouver trade, the *News Advertiser* says: "As is only natural, business in all lines has shown a great improvement during the last few days. Considering the existing hard times, it is very gratifying to learn that the X'mas trade has been fully equal to that of previous years, in fact some merchants state that the volume of trade has been even greater. It is also worthy of mention that the merchants have gone to far greater trouble in decorating the windows and stores for the festive season this year than has usually been the case. During the last few days a large amount of Australian mutton has been placed on the market, and has met with a good sale. Owing to the heavy duty, however, it is not very profitable to the shippers, but were the duty equalized to that on live sheep, the public would be afforded a much superior quality of mutton, while a large trade would be done. This matter is now under the consideration of the Government, who will no doubt act upon it at the next session. Wholesale business has been brisk during the past week and promises to keep up till the end of the holidays."

## FLOUR AND FEED.

Values are reported steady, and no changes are given in quotations.

The *Portland Commercial Review* says: "The inquiry for flour is mostly of a local consumptive character, and it is not always possible to place standards at full quotations. A fair amount of Walla Walla has gone per steamer to San Francisco, but outside of that the export movement has been very light. We have in port three vessels leading or to load flour to Europe,

but it is doubtful whether any of them will get out this month. Prices show very little change, standard brands being quoted from \$2.75 to \$2.80 per bbl."

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

Ogilvie's Hungarian	\$1 25
" Strong Bakers	1 05
The Columbia Flouring Mills quote	
Enderby flour in carload lots on wharf in Victoria:	
Premier	\$1 00
XXX	3 85
Strong Bakers or XX	3 45
Superfine	3 15

The Victoria Roller Mills quote Victoria flour in 10-bbl. lots at the mills as follows:

Delta	\$1 00
Victoria XXX	1 00

Jobbers' quotations to the trade are:

Delta, Victoria mills	\$1 25 @ 0 00
Lion, " "	1 25 @ 0 00
XXX	1 25 @ 0 00
Premier, Enderby mills	1 35 @ 0 00
XXX, " "	1 20 @ 0 00
XX, " "	3 80 @ 0 00
Superfine, " "	3 50 @ 0 00
Ogilvie's Hungarian	4 65 @ 0 00
Strong Bakers	4 50 @ 0 00
H. B. C. Fort Garry Hungarian	1 65 @ 0 00
" Strong Bakers	1 50 @ 0 00
Oak Lake Patent Hungarian	1 65 @ 0 00
" Strong Bakers	1 50 @ 0 00
Regina Hungarian	1 65 @ 0 00
" Strong Bakers	1 50 @ 0 00
Benton County, Oregon	1 00 @ 0 00
Portland Roller	1 05 @ 0 00
Snowflake	1 05 @ 0 00
Wheat, per ton	28 00 @ 30 00
Oats	30 00 @ 32 50
Oil cake meal	45 00 @ 00 00
Chop feed	25 00 @ 30 00
Shorts	28 00 @ 30 00
Bran	25 00 @ 27 50
National Mills oatmeal	3 50 @ 0 00
" " rolled oats	3 00 @ 0 00
" " split peas	3 50 @ 0 00
" " pearl barley	4 50 @ 0 00
" " Chop feed	23 00 @ 25 00
California oatmeal	3 75 @ 0 00
California rolled oats	3 80 @ 0 00
Corn, whole	per ton 37 50 @ 10 00
Corameal	2 75 @ 3 00
Cornmeal-feed	per ton 40 00 @ 00 00
Cracked corn	40 00 @ 00 00
Hay, per ton	18 00 @ 20 00
Straw, per bale	1 00 @ 0 00

## RICE.

The Victoria Rice Mills quote wholesale:

Japan rice, per ton	\$ 75 00 @ 80 00
Best China rice	80 00 @ 100 00
Chinarice No. 1	68 00 @ 70 00
Rice flour	70 00
Broken rice	30 00
Rice Meal	17 50

## FRUITS AND VEGETABLES.

Japanese oranges have been one of the principal features of the fruit market last week. The consignments ex Empress of India arrived in good time for Christmas trade and were quickly taken up by the retail dealers. They sold at first at 65c per box, but were held later at 75c and still reported in good demand at the latter figure. Messrs. Wm. L. Keene & Co., of Vancouver, one of the largest importers by the last steamer, advise their customers that they have fears that the arrivals by the next Empress will be overripe. In view of this several large import orders have been cancelled by cable. Australian oranges and lemons are reported out of the mar-

ket. Bananas are scarce and not in much demand. Alice & Ault have received a car of Oregon apples. They are quoted at \$1.35 per box, and consist of the choicest grades of Oregon winter apples. Quotations on the whole show but little change.

Jobbers' quotations for fruits are as follows:—

Oranges—Australian	0 00 @ 0 00
California navel	1 25 @ 0 00
" seedlings	3 25 @ 0 00
Japanese	75 @ 0 00
Lemons—California	3 50 @ 1 50
Australian	0 00 @ 0 00
Bananas	1 25 @ 1 50
Apples	bxs 1 25 @ 1 35
" Canadian	bbls 5 75 @ 0 00
Grapes, California	1 75 @ 0 00
Cocoanuts	per 100 8 00 @ 9 00
Pineapples	per doz 3 50 @ 4 00

Vegetables are quoted:

Potatoes—Local	per ton 17 00 @ 20 00
Onions—Silverskins	per lb 2 @ 2 1/2

## GROCERIES AND PROVISIONS.

Butter quotations are steady. It is difficult to secure carlots of good creamery butter in the East, and there is very little dairy in the market. A prominent jobber says that the Australian butter received by the ss. Arawa is not to be compared with the choice Eastern creamery that is generally supplied to the trade by the jobbers. The Australian butter is said to contain no grain, but is greasy, as if melted like lard.

Telegraphic advices received last Friday report the American lard market strong and advancing but no changes in quotations. American hams and breakfast bacon have dropped about 1c per lb. on packers' quotations. Canadian meats are easier and jobbers' prices are reduced about 1/2c.

Australian canned sheeps' and lunch tongues without patent key openings, are reported in demand, and are taking fair hold of the market. Most of the brands received have been of good quality, but two or three have only been fair. They are very low in price, which is giving them an advantage for the present on the American brands of established excellence. Australian canned mutton is said to be ahead of the California. It is very low in price but not in much demand except for the sealing schooners. Two cars of corn syrup are on the way for local jobbers. The price is lower than has been known for some years. The present quotation is 16 1/2c per gallon, bbl. basis in car lots at Davenport, Iowa.

The *Montreal Trade Bulletin* says: "Butter receipts during the past week were 3,305 pkgs against 2,382 pkgs for the week previous. The market remains firm, with the chief demand from the local trade. Sales of creamery have been made at 23c to 23 1/2c, and a few small jobbing lots have brought 24c, but 23 1/2c about represents top figures for round lots of finest late made. Although stocks are by no means large with the supply from the winter creameries, it is thought that it will be ample to fill all wants between now and the spring. Regarding dairy butter, the supply is very small, but the trade depends less on this every year, creamery being the main product. A few lots of Kamouraska have been purchased in Quebec and the district below in place of Western for the Newfoundland

and Lower Port trades at 18½c to 19c. We quote prices as follows: Creamery, August, 22c to 22½c per lb; Creamery, September and October, 22½c to 23½c. For single tubs of selected, 1c per tub may be added to the above. Rolls sell fairly well when put up in nice shape in half barrels, sales of which have been made at 20c to 21c, while less desirable packages and large rolls have been sold at 10 to 10½c. Receipts of cheese during the past week were 1,598 boxes against 4,128 boxes for the week previous. A decided change for the better has come over the cheese market. The movement reported by us in the Ingersoll section last week and the week previous have extended to this market, about 31,000 boxes having changed hands on spot, 2,000 boxes in Belleville and 2,000 boxes in Brockville. The movement west of Toronto in which offerings are being quietly picked up continually between 5,000 and 6,000 boxes being sold there within the past few days. The sales here were made at from 10c to 11c as to quality, a few late made goods selling at 11½c and 11¾c. Holders of finest goods, however, now ask 11¾c and 11½c. The New York market is firm, and very little cheese is being shipped from that port. Orders are beginning to increase over the cable as English buyers begin to realize that they are more dependent upon Canada for their supplies than for a number of years past. Sales have been made in Liverpool at 50c 7½c.

New season's dried fruits are quoted:

Valencia raisins..... per lb	\$ 6 @ \$ 7
Malaga raisins..... per box	3 00 @ 3 25
Currants (barrels)..... per lb	5 @ 6
" half bbls..... per lb	5 @ 5½
" (cases)..... per lb	5½ @ 7½
Sultana raisins..... per lb	10 @ 12½
Caragana almonds..... per lb	14 @ 18
Elberts..... per lb	11½ @ 14

Dairy produce is quoted:

Butter—Eastern Creamery, tubs	26½ @ 28½
Manitoba dairy.....	23 @ 00
Cheese—Canadian, lb.....	12½ @ 14
California.....	16 @ 18
Eggs, case, per doz.....	22 @ 23

Smoked meats and lard are quoted:

Hams.....	15 @ 16½
Breakfast bacon.....	16 @ 17
Short rolls.....	13 @ 14½
Dry Salt, long clear.....	12½ @ 13
Pure Lard, 20lbs, pails.....	14 @ 14½
" " 10lbs, tins.....	14½ @ 14½
" " 5lbs ".....	14½ @ 15
" " 3lbs ".....	14½ @ 15
Lard Compound, 10lbs.....	12½ @ 00
" " 20lbs.....	12½ @ 00

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

Dry Granulated (China).....	5½
Extra C, China.....	4½
Dry Granulated.....	5½
Extra C.....	5½
Fancy Yellow.....	5½
Yellow.....	5
Golden C.....	4
Syrups, per lb.....	3
" 1 gal. tins, American.....	5 50
" " " ".....	5 35
" 1 " Vancouver.....	5 50
" 1½ " ".....	7 00

Jobbers' quotations for Armour Packing Company's brands per lb.:

Helmet brand sugar cured hams, medium	0 16
" " " heavy..	0 15½
" " breakfast bacon	0 16½
Fancy Gold Band hams.....	0 17½
" " breakfast bacon.....	0 18½

White Label pure leaf lard, tierces.....	0 14
" " " 50-lb tins.....	0 14½
" " " 20-lb ".....	0 14½
" " " 10-lb ".....	0 14½
" " " 5-lb ".....	0 14½
" " " 3-lb ".....	0 14½
Lard compound (tierces).....	0 14½

LUMBER.

The Am. bark Templar, 910 tons, Capt. Lee, sailed Dec. 25 from Vancouver for Callae with a cargo of 507,001 feet rough lumber, valued at \$4,911, from the Hastings mill. A deck load was cut for her, but the underwriters' surveyors refused to allow her to take it. The ship Benj. Sewell has finished loading for Cork, U. K., also the W. H. Talbot for East London, Cape Colony. Both will probably sail during the week. The Nor. ship Beaconsfield has commenced loading for Cork, U. K., f.o. No new charters are reported.

There are at present seven vessels aggregating 8,996 tons, loading at British Columbia ports for foreign. At Vancouver—Nor. ship Germanic, 1,269 tons, for Cork, U. K., for orders. Am. ship Benj. Sewell, 1,301 tons, for Cork, U. K. Am. ship Snow & Burgess, 1,578 tons, for Santa Rosalia. Am. bark Colorado, 1,026 tons, for Shanghai. Am. schr. W. H. Talbot, 776 tons, for East London, Cape Colony. Am. ship Eclipse, 1,534 tons, for Cork, U. K. Nor. ship Beaconsfield, 1,450 tons, for Coak, U. K.

Quotations for Douglas Fir Lumber in cargo lots for foreign shipment: Rough Merchantable, ordinary sizes, in lengths to 40 feet inclusive, per M feet. \$ 8 00 Deck plank, rough, average length, 35 feet per M..... 19 00 Dressed T. and G. flooring, per M..... 15 00 Pickets, rough per M..... 8 00 Laths, 1 feet 6 in, per M..... 1 90

The following are the current city prices; quotations are at the mill and subject to the usual discounts: Rough, \$7.50 per M ft; rough clear, \$14; ship lap, \$9 to \$10; flooring and rustic, No. 1, \$16; do., No. 2, \$12; shingles, \$1.50; lath, \$1.50.

INVENTORS' RECORD.

The following list of United States patents, granted to Canadian inventors, Dec. 5, 1893, is reported expressly for THE COMMERCIAL JOURNAL by James Sangster, solicitor of patents, Buffalo, N. Y.:

- Samuel S. Arnold, Toronto box for wheel hubs.
- Albert Bradford, Morden, windmill.
- John H. Cairncross, assignor to G. F. Barton, Toronto, advertising device.
- Samuel G. Curry, Toronto, ventilation of cars.
- William King, Ottawa, diaphragm, for boilers.

Charles F. Levender, assignor of one-half to T. Fane, Toronto, axle bearing for wheels.

George W. Mallory, Guilds, gate latch. William H. Nichols, Chatham, cartridge shell crimper.

Charles Ward, Toronto, reversing gear. George H. Weaver, J. Adams, and J. A. Hamilton, Neepawa, thill coupling for vehicles.

Total issue, including designs, trademarks and reissues, 578.

John Francis Ward and John King, Cœur d' Alene Hotel, Kaslo, have dissolved. J. F. Ward continues.

INCORPORATIONS.

The Shuswap Milling Co., L'td., Kamloops, capital stock \$100,000. The company take over and incorporate into their business The Shuswap Milling Co., The Kamloops Waterworks Co., and the Greely Creek Shingle Mill Co. Jas. McIntosh, J. A. Mara' and Jas. Valar are the incorporators.

Northern Belle Mining Co., (foreign), has been registered with a capital stock of \$250,000. Kaslo is the place of business in British Columbia.

The Merchants' Exchange Club, L'td., Victoria, capital, \$10,000. The trustees are Geo. Gillespie, D. R. Ker and A. R. Milne. Clayoquot Fishing and Trading Co., L'td., Victoria, capital stock, \$15,000. The trustees are: Alfred Magnus, Cecil Fletcher and Robert A. Cunningham.

Nelson Hydraulic Mining Co., L'td., Nelson, capital stock, \$100,000, with 5,000 preference shares. The trustees are: J. Fred Hume, Joseph F. Ritchie and George W. Richardson.

Victoria Chemical Co., L'td., Victoria, capital stock \$100,000. Trustees J. W. Fisher, J. A. Hall, Fred Moore and Walter Morris.

Boston Bar Gold Mining Co., L'td., Vancouver, capital stock \$50,000. Trustees are: Daniel R. Young, Albert F. Griffiths and W. R. Robertson.

Oppenheimer Bros., L'td., Vancouver, capital stock \$1,000,000, wholesale merchants. Trustees: David Oppenheimer, Isaac Oppenheimer and Solomon Oppenheimer.

BUSINESS CHANGES.

McInnes & Robson, saloon, have opened at New Westminster.

Grant & Thomas, tailors, Victoria, have entered into new co-partnership.

C. J. Smith, of Smith & Brigham Flour Millers Moosomin, is dead.

J. R. Dalton & Co., produce and commission, have opened at Vancouver.

L. G. Burns & Co., plumbers, Victoria, have assigned to E. G. Anderson.

J. M. Blackie, saloon, New Westminster, has sold out to D. McPhaden.

J. Nicholson, Eickhoff House, New Westminster, has sold out to S. Huff.

James Hastie has opened a flour and feed business on Johnson street, Victoria.

J. Fred. Ahlin, groceries, stationery and Swedish goods, has opened at Revelstoke.

The Hotel Slocan, estate of McEachren & Co. in liquidation, Kaslo, is advertised for sale by assignee.

The National Electric Tramway and Lighting Co., L'td., of Victoria, intend changing the style of the company's title to the Victoria Electric Railway and Lighting Co., L'td.

Pope & Talbot, agents for the Puget Sound Mill company, say that they do not intend starting work up in more than one mill at Port Gamble, Wash., until the condition of business warrants. They intend to keep the Ludlow and Utsalady mills closed for an indefinite period.

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YOUR-

## Steam Pipes, Boilers

AND ALL

## Heated Surfaces

-WITH-

# MINERAL WOOL

## Sectional Covering.

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EASILY APPLIED.

## Asbestos Goods

OF EVERY DESCRIPTION.

# CANADIAN MINERAL WOOL CO., LIMITED.

118 BAY STREET,  
TORONTO.

### DO YOU MAKE A PROFIT?

It is within the power of every business man to undersell his competitor. He that sells the lowest ought to ask himself the question which forms the caption of these remarks. There are many things involved in the conduct of a business which determine its success or failure. Knowledge of the business, executive ability, the employment of competent help, judicious buying, skill and enterprise in pushing trade all these and other factors, besides the amount of capital put in, have a bearing in determining whether the business shall prove profitable or not.

The ground work of all is, however, the profits which accrue when a business is conducted on a "live and let live" basis. The cost price of the goods should always decide at what price the goods should be sold. Then figure at what per cent. above cost are goods sold? In figuring cost are all the items counted which may be legitimately reckoned in? Having fixed a selling price which is a reasonable advance upon cost: Is this price strictly adhered to? There should be no occasion to speak of necessity of sticking to prices, without deviation under any circumstances, but there is. The business world knows, and the worst of it is that there are customers who know, that some merchants cut prices.

When they do this they not only lose the profit to which they are entitled but they injure the business—their own as well as their neighbor's. When a customer finds out that he can buy goods under the regular price, he has the merchant at a disadvantage, and will not hesitate to improve his opportunity. Nor does it stop with him, for people delight in boasting to others when they secure a cut in prices. Thus the merchant's own business is demoralized and his competitors, with whom he ought to live in harmony, are justly incensed. A merchant is just as much entitled to get a profit on goods sold as he is entitled to get a return of the cost price.

It has been shown that in time more goods can be sold at prices firmly maintained than can be sold under the price-cutting policy, for the reason that the "cutter" usually lasts only a short time. The merchants who have achieved fortune and success are those who made it an invariable rule to make a fair profit on every sale. A man who charges a good price shows he has confidence in his goods, and the very fact of charging a uniform price impartially to all necessarily begets confidence in the consumer that the goods are right and desirable. When a merchant runs down his own goods by letting down the price the consumer may well entertain a suspicion as to their character, and if he is after first-class goods will be justified in seeking them elsewhere.—Retail Grocers' Journal.

W. J. STEIN,

Chartered Accountant and Auditor,

513 COLUMBIA ST., NEW WESTMINSTER.

—AND—

P. O. Box 636, VANCOUVER.

# ALLICE & AULT,

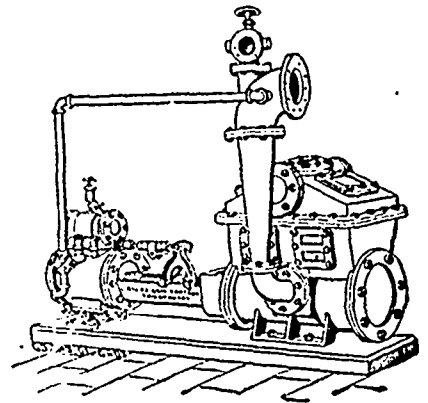
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## Produce and Commission Merchants.

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JUST RECEIVED

A carload of Clover Leaf Creamery Butter which was awarded the medal and diploma at the World's Fair, Chicago, 1893.



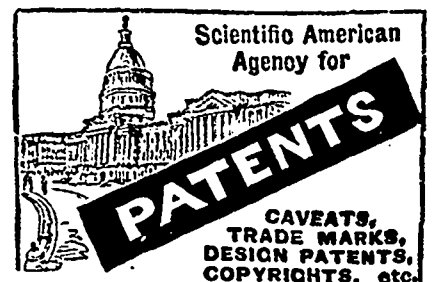
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The Great West Life Assurance Co., Winnipeg and Victoria.  
The Royal Canadian Packing Co., Claxton, Skeena River, "Globe Brand of Salmon."  
The Steveston Canning Co., Steveston, Fraser River, "Lighthouse Brand of Salmon."

64 YATES ST., VICTORIA.

**GLASS BRICKS.**

Experiments with glass building bricks were begun in 1891 by M. Falconier, an architect of Lyons. These bricks are hollow, being blown like bottles, and are given forms—such as cubes, hexagons, etc.—that permit of ready laying. A bituminous cement, with a base of asphalt, is used with them. The bricks serve as double windows, giving protection against both cold and heat; they are good insulators of humidity and noise; and they lend themselves readily to the decoration of buildings either by their form or their color. Many applications are foreseen. The bricks are neater than marble in meat markets, and are especially adapted for bath halls, hot-houses, hospitals, refrigerating establishments, and buildings in which absence of windows would be an advantage. A hot-house of glass bricks is of about ordinary cost, saves fuel, and resists hail.

**THE ANNUAL INVENTORY.**

The importance of the annual inventory must be urged again. The time when every merchant, large or small, should know how he stands with the world, is close at hand. It is probably true that a large number of small merchants never take an inventory of stock. It seems unnecessary to urge the taking of an inventory, and yet while dealers continue to neglect so important a matter it will be in order to call attention to the neglect.

The purpose of the inventory is two-fold. It is intended principally to show the condition of business and it is by this means alone that the dealer can know whether his year's business has resulted in profit or loss. But there is a secondary result that is perhaps more important than the knowledge as to profit and loss, and that is the check that the inventory applies to judicious expenditure, or it may be extravagance. There is no better remedy for extravagance than an annual business understanding with one's self. The annual inventory should be arranged for and taken the first of January even if it has never been done. A beginning should be made.

**SAN FRANCISCO COAL TRADE.**

J. W. Harrison, coal and metal broker, San Francisco, reports Dec. 15, as follows:

**A. RAMSAY & SON, MONTREAL**

TRADE MARK.  
ESTABLISHED 1812.

SOLE MANUFACTURERS OF

**UNICORN READY-MIXED PAINT**  
**RUSSIAN PURE LEAD**  
**UNICORN PURE LEAD**  
**UNICORN VARNISHES**  
**CRESCENT STAR VARNISHES, ETC., ETC.**  
**WINDOW GLASS, ART GLASS MIRROR**  
**PLATES, ETC.**

Special freight rates made for British Columbia.

**THE CANADA PAINT COMPANY, L'TD**

Well-known brands of Paints, Varnishes, White Lead, Dry Colors, etc., etc

**FERGUSON, ALEXANDER & CO'S,**  
**THE WILLIAM JOHNSON CO'S,**  
**THE A. G. PEUCHEN CO'S,**

All made by the CANADA PAINT CO., in Victoria on the old formulae. Come and see our well equipped Paint and Varnish Works, on the Janion Wharf, off Store Street, Victoria.

Factories in Montreal, Toronto and Victoria. Branch—Hastings Street, Vancouver.

**A. LEOFRED,**

(Graduate of Laval and McGill.)

**MINING ENGINEER.**

MAIN OFFICE: Quebec. BRANCH OFFICE:  
Sherbrooke. Montreal, 17 Place d'Armes Hill

**MINES, MINERAL PRODUCTS**

"Since the last Australian mail, there have been the following arrivals from Newcastle, N. S. W.: Westgate, 2,704 tons, Lucipara, 2,850 tons, total, 5,554 tons. The light arrivals for the past 30 days, and the small quantity of Australian that can possibly arrive in the next 60 days, enables holders to maintain full figures. The market generally is in an unsettled condition, as competition is very sharp among the jobbers, who all appear solicitous to reduce their stocks, fearing to have too much on hand when coal shall have ceased to have become a dutiable article. It is generally believed that the duty will be taken off, but there is much uncertainty as to the time selected for its taking effect, which for the moment embarrasses every one in the trade. The last time named by the Ways and Means Committee is June 1st, next. With this in view, every wholesale dealer is aiming to have as small a quantity as possible on hand of foreign bituminous coal, when the change takes place. There will be strong opposition from some interested sections to changing the coal tariff, but the arguments in favor of it from the majority are almost irrefutable.

The exports of wheat from the United States, Canada, Russia, India, Australia and the Argentine Republic to Europe for the forty-three weeks ending October 28th were 272,024,000 bushels, against 240,920,000 bushels the previous year.

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TO  
BUY**

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

VICTORIA, TUESDAY, DECEMBER 26, 1893.

## "A HAPPY NEW YEAR."

So say we all of us. Within a few days, we shall have embarked upon the doubtful, to some extent, troubled waters of 1894, but, if our craft are staunch, we hope most of us to be able to weather the storms and escape shipwreck. There are many who are never happier than when their every faculty is at its utmost tension in the struggle for life for very existence, but there are many whose highest happiness is found when all is smooth sailing even if the pace be exceedingly slow or if possibly they are calm bound. But all these make up our world; and whichever way the wind blows during the voyage of 1894 we repeat as we began, we wish you "A Happy New Year!"

## B. C. SEALERS.

According to Captain J. G. Cox, president of the British Columbia Sealers' Association, who has just returned from England, the London market is in a bad condition owing to recent financial disturbances. He said that he talked over the situation with the firms controlling the London market and said that while there was nothing to boast of there was a sufficiently good prospect to warrant the British Columbia fleet going out next season. Already a number of vessels are on their way to the Japanese coast both from British Columbia ports and the Sound, and it would seem that the entire interest has made up its mind to do the best possible under the disadvantageous conditions which have resulted under the new regulations. We have not noticed so far that any arrangements are being talked of between the United States and Great Britain as to the policing of Behring Sea during the coming season.

## THE "MAUDS."

Latest files by the C. P. R. steamship Empress of India bring the judgment rendered in the British Admiralty Court, sitting in Yokohama on the 31st inst in the case of the Victoria sealing schooner Maud S, seized by the Russian despatch boat Yakout on the 29th August last. According to the judgment, the schooner was at the time at a distance of twenty two miles from the southern point of Copper Island, one of the Komandorski group; and of the fifty seven sealskins then found on board, two were described in the Russian protocol of seizure as being "per-

fectly fresh and still wet." The Judge said, after careful inquiry, he was convinced that the seals on board were not killed within the prohibited zone, and in regard to the contention that the vessel which was seized within the prohibited zone, must be considered to be there in the pursuit of seals, accepted the captain's explanation that owing to an error in his chronometer he was out of his course.

The Judge went on to say: "Now, in all this there is nothing in the slightest degree improbable, nor, as will appear, is it any way inconsistent with the statements in the Russian documents—on which alone in consequence of the seizures not having thought fit to produce witnesses, the case for the Crown rests. If, then, I believe the master's account of the matter, he will have discharged the presumption which arises against the ship under the Act from the mere presence within the prohibited zone with sealskins on board, and there will then be an end of the case for the Crown." The Court further dismissed the counter claim for damages, on account of unreasonable delay in instituting proceedings and unreasonably long detention, in addition to the pretension that there was no reasonable ground for detention at all. Each party was adjudged to bear his own costs.

## PILOTAGE.

A number of American skippers recently met at Vancouver to discuss pilotage matters in British Columbia. They loudly complained of the exorbitant fees charged here, and gave warning that if they were not reduced they and their vessels would forsake British Columbia waters and carry on their business where they could be at less expense. But, as has been pointed out, if they go to San Francisco, they will have to pay much higher rates. It is for no love of a British port or British waters that they come here; they find it pays them to do so or they would not come. If they stayed away, British Columbia or at least British ships would do the business. Their absence would not, we think, cause either British Columbia merchants or ship owners to lose any of their equanimity.

## AS OTHERS SEE US.

The *Montreal Times* says: "It is passing strange that, after the practice has been prohibited for more than a century, any one could be found in British America to attempt to buy lands from the Indians. In British Columbia the attempt has been made, and the signatures of the Indians concerned obtained to an agreement to sell land. Of course, it was understood that the sanction of the Ottawa Government would have to be obtained to make the bargain effective. It would be dangerous to ratify any agreement of this kind, it would give rise to similar attempts, and constant designs upon the Indian lands would crop up. The practice has long been abolished, for the best of reasons, and its revival, even to the smallest extent, should be impossible."

This we take it refers to the endeavors that have been persistently made to have the Songlish Reserve brought into the

city, negotiations for which have been going on for some time. Inasmuch as there are several rings which are interested in this extension of the city limits the proper course for the Indian Department to follow in the event of the city obtaining control over the property by an extension of limits is to pay no attention to any preliminary arrangements that may have been made but to see to it in the interest of the Indians that not one foot of their land be alienated until the highest and last cent is obtained—we do not say at auction—but in the most effective way possible. It is, of course, impossible that anything approaching the notorious Oklahoma land jumping can be carried out; but there are landsharks who would not hesitate to swallow up the poor Indians' property which has been to them for a long time a sort of Naboth's vineyard.

## NEW PUBLIC BUILDINGS.

It is announced—and we suppose it must be a fact that the Government has decided to purchase the Canada Western Hotel lot as the site for the new public building at Victoria, the present post-office building to be sold when the new building is occupied, while the Custom house is to be converted into the headquarters for the officers of the Marine and Public Works Department. It is in this way then, we suppose, that friends and supporters of the Government who in their haste to become rich have corralled unprofitable properties are to unload on the public. The Canada Western Hotel site has for long been a source of expense to its owners owing to the demands for interest and charges, and though it was for long declared impossible to secure for Victoria needed public improvements, when these could be secured and friends of the Government directly benefited at the same time, it was found not to be impossible to set the slow going Departmental machinery at work.

It is to be hoped that the country will not be forced to bear the loss sustained by those patriots who only sold out because their's had been a losing venture. They should not be allowed any profit on their investment for no matter how well they may have made their original purchase, save and except for the value of the excavation work, the property is worth no more then it was when acquired by the syndicate—if as much. We are glad to see that something is to be done in the way of Dominion Government improvements; but we still hold that it would have been better policy to have extended the Postoffice building to Langley street, to have built additional storeys, and to have established there both the Postoffice and Custom House. We do say that it is really too bad that matters are so managed that, with respect to many public enterprises, it's hard to hide the indications of jobbery. However, we suppose that the thing is done; let the work go on without delay, and let every one keep his hands as clean as he can.

## A WORD TO THE WISE.

Speaking of the recent Chicago Exposition the *Hardware Trade Journal* of England says:

"Whatever the opinion of individual producers in this country may be, we cannot help thinking that these great exhibitions are calculated to have a beneficial effect on international trade. People from all ends of the earth assemble, and, as a rule, carry home with them some souvenir, which in course of time causes the maker's name to be known and his goods sought after in new parts. Producers, too, are afforded an opportunity of seeing what their rivals are endeavoring to secure the market with. It is true, of course, that exhibitors give away something in this way, but as a set off, have they not an opportunity of obtaining important information and ideas? Exhibitors are fortunate enough, too, in many cases, to obtain trade orders to a large amount, and where this is so all objection to exhibitions is surely removed. . . . The Paris people are enthusiastic exhibition organizers, and it is possible that the show that they are preparing to hold in the year 1900 will beat all its predecessors, not perhaps in the amount of ground it will cover, but in being more thoroughly representative of the art and industrial products of the world."

## CHRISTMAS PRESENTS.

Some nineteen or twenty retail grocers of the city a few days since advertised their intention of discontinuing the old-fashioned practice of giving Christmas presents, as being "unsatisfactory both to buyer and seller." It can readily be believed that this has been the case, for never was there a Christmas present of this kind made which did not come out of the customer in some way or another. We have received several communications on the subject, whose purport we give for what it is worth. In some cases there are complaints of short weight, in others of the substitution of an article of a grade inferior to that ordered and paid for. One complaint in particular may be mentioned, viz., the supplying of soft white sugar for a harder and more economic article. Then there has been, it is said, the weighing in as part of the purchase of the canvas or other wrappers of ham or bacon. Another ground of grievance is the almost universal neglect to enclose with the purchases a memorandum invoice of the goods delivered, thus rendering it impossible for the customer to compare what he has paid or is to pay for with what he gets. The "old-fashioned practices" in these and other regards will, it is also hoped, be discontinued at the same time as the merry but old-fashioned and unsatisfactory custom of giving Christmas presents. When the grocers made their announcement why did they not leave out the, to them, meaningless compliment of "A Merry Christmas" as?

## EDITORIAL COMMENT.

Mr. JAMES O'BRIEN, the well-known wholesale clothier of Montreal, has re-

tired from business, after a successful career dating from 1858.

THE import of hay into the United Kingdom for the ten months ended October 31 were 181,000 tons, against 11,000 tons the corresponding time last year.

THERE are good prospects of Canadian manufacturers opening up a trade with South America in agricultural implements on which there is no duty.

AUGUSTIN CONTIN, the well-known shipbuilder at Montreal, who had to do with the construction of many vessels that have plied in the Upper and Lower St. Lawrence, is dead, aged 81 years. His works were on the Lachine Canal.

It is reported from Winnipeg that there is no possibility of replacing in Manitoba wheat at present price. Fully two-thirds of the crop of wheat is out of the farmers' hands and after providing for seeding and local millers there will be no wheat for the all-rail trade.

It would appear that all the reports that the Australian conference to be held in Ottawa next spring to discuss trade relations would not take place are incorrect. The meeting will be held in June, Sir Thomas Mellwrath, of the Queensland Government, being about to visit Ottawa and London to make arrangements, it is presumed, on behalf of all the Australian colonies.

A contemporary remarks: "In connection with the Bank of England irregularities the highest loss mentioned, £300,000, is not great for so large a bank to bear. The worst the defaulting official is said to have done is to lean upon securities which he was not authorized to accept. The directors must have kept a sharp look out to be able to prevent the irregularity, once begun, going further; and the fact of discovery being early made and a prompt remedy applied, speaks well for the management."

THE following are some of the leading points contained in the draft of salmon fishery regulations forwarded from Ottawa to this Province to obtain the views of the parties interested:—There is no limit to the total number of licenses that may be issued; each *bona fide* fisherman who is a British subject is entitled to one, and the cost is reduced from \$20 to \$10. Each cannery is entitled to twenty fishing licenses, and for the rest will have to employ or buy salmon from fishermen who have licenses of their own. Settlers who wish to net salmon for family use can get a domestic license for \$2 a year.

ELSEWHERE will be found an article on the subject of pilotage and the opinions expressed by certain American captains, who kicked, figuratively speaking, like steers against the system obtaining here. Since that was written another American, Captain Gibson, has spoken, who said he had no fault to find with the British Columbia system. There is, he said, not a port in the world where cheaper pilotage

can be had, and he had always been willing to pay the rates charged. He, however, decidedly objected—and, in view of the experiences of others, there is no wonder that he should do so—to the fact of his ship last year when in Esquimalt harbor being moved from one anchorage to another, notwithstanding the fact that there was nothing in the harbor regulations to show that he was out of place. It is to be presumed that the captain had unwittingly transgressed some of the hard and fast rules of the naval authorities who, as experience has shown, do not hesitate—no matter what the special conditions—to exercise their authority.

IF it be true, as was recently alleged by one of the leaders of the unemployed labor of London, England, that many articles for Government use are made abroad and paid for by the British taxpayers, no wonder that there is the most serious dissatisfaction prevailing. Among the specific charges made was that boilers of British gunboats were made in France, that an order for 200,000 swords and bayonets had been placed in Germany, and that the London School Board had its printing done abroad. A system which, under existing conditions, could sanction matters of this kind can scarcely be regarded as otherwise than infamous. But granting that the greater part of all this cannot be substantiated even a little of it cannot be too severely reprehended. The principle of free trade may, and most certainly does commend itself to many people, as well as the idea of making purchases in the cheapest market, but the idea of giving out public contracts in the manner indicated, when so many persons are hanging on the ragged edge of starvation makes one's blood boil to think about.

WHAT a good job it is that the 165 witnesses who testified at the Tariff Reform Inquiry before Controllers Wallace and Wood—this, we suppose, is outside the number who were heard by the Finance Minister himself and others who have had a hearing on the subject—had not to re-adjust the Tariff! An announcement from Ottawa, and that of a semi-official character, comes to the effect that among the number named there is among consumers a divergence of opinion as to a general rule for remissions. In cases where the producer of a certain commodity was interested he invariably desired the highest protection for himself. Self-protection with all these people appears to be the prevailing first law—no matter who is made to suffer, and this being the case we have the spectacle of something very much resembling a gathering of business anarchists, all wanting to pull down or put up something no matter who suffered or to what extent injustice be done. How matters will again be got into something like an equitable working condition it is hard to see, and the more one thinks of it the harder appears the task of reforming a tariff which, upon not a few occasions, has been revised and amended—not for the sake of the public; but in order to catch or retain the votes of particular interests.

## FASHION'S FANCIES.

Steel trimming is taking the place of jet in millinery.

Eccentricity is the rule rather than the exception in the newest hats.

Jewelled aigrettes in evening shades are one of the expensive novelties.

The coming popularity for black and white combinations in the spring grows more and more apparent.

Colored felt hats are much to the fore. They may be had in almost every shade to match dresses.

Bonnets are small and very fanciful, and strings may be used or omitted as deemed most becoming.

Dotted and plain *peau de soie* and *moire* are announced for wedding gowns, as well as rich, creamy satin.

Bands of sealskin with arabesque patterns done in Persian lamb are among the extravagant fancies of the season.

Louis is a peculiar shade between red and pink. Brick red is called carnation and is liked by both milliner and modiste.

Fur is seen on very many of the winter hats and, strange as it may seem, it is used in conjunction with flowers and lace.

Elbow-length suede gloves in white with white or colored stitching and in colors to match the gowns with which they are to be worn are popular.

A favorite fad of the great Paris dress-makers just now is to make a corsage of velvet in color to accompany a black skirt. Amethyst and old rose velvets are used for this purpose.

Corduroy is again a favorite—for riding habits—and recommends itself as a rich looking and durable material. Silk, beaver and derby hats are worn with or without small black net veils.

Trimness and simplicity are the most conspicuous elements of the current modes. Small sleeves are reported as being made in Paris, but it will be some time before the fancy sleeves are out of fashion, as they are not generally becoming to all figures.

## ADVERTISING TO REACH CONSUMERS.

Some manufacturers make just that mistake. They will tell you that they don't care to reach the retail trade—they propose to create a demand from consumers and then the retailers will be compelled to sell the goods. That is a conclusion based upon a false premise. The retail grocer is a power in the land and his influence over the consumer is sufficient to damn any goods he is compelled to handle. A knowing shake of the head, a statement that if the customer insists he can have the much advertised goods, but—and the emphasis on that word but is almost enough in itself to hold the consumer to the old goods. All the advertising in the daily papers will not count for much against the influence of the retail grocer. In the country town the grocer is often the village seer—people consult him upon all matters, for with the minister and family doctor he shares their confidence and their secrets. We grant that it is well to advertise to the consumer—it is a help to the retailer—but the two must go

hand in hand. Many a fortune has been wasted by advertising unduly to the consumer and neglecting all the while the men who must handle the goods so advertised. Don't forget, Messrs. Manufacturers, that the retailer is a potential factor in the business world and that without his co-operation your goods will not find a ready sale.

## LOSSES FROM THE ENGLISH COAL STRIKE.

The statistics of losses by the sixteen weeks' coal strike in England are reported to have been as follows, stated in American money: To mine owners, ironmasters, and railroads, 61½ millions; to consumers (in increased prices), 8½ millions; to miners and other artisans, 8½ millions. Total loss in money more than 161 million dollars. The normal output of 63 million tons of coal dropped to 39 millions, and the domestic consumption fell off nearly one half. The workers rendered idle numbered 1,003,250, which meant that 3,511,425 persons were reduced to a destitute condition besides the many others who suffered, but less severely. Truly the labor strike is a costly thing even to those who are victors in the struggle.

## BUSINESS HONOR.

A merchant should be an honorable man in every detail of business and social life. Although a man cannot be honorable without honesty, yet he may be strictly honest without being honorable. Honesty refers to pecuniary affairs, honor to the principles and feelings. You may pay your debts punctually, you may defraud no man, and yet you may act dishonorably. It is dishonorable when you give your correspondents a worse opinion of your rivals in trade than they deserve. It is dishonorable when you sell your commodities for less than their real value to get away your neighbor's customers. It is dishonorable when you purchase at more than the market price for the purpose of raising the market upon another buyer. It is dishonorable to draw accommodation bills and pass them to your banker for discount as if they arose out of real transactions. In every case wherein your external conduct is at variance with your real opinions you act dishonorably. If when carrying on a prosperous trade you do not allow your servants and assistants, through whose exertions you have obtained your success, to in some measure participate in your prosperity, you are dishonorable. You act dishonorably if, after you become rich, you are unmindful of the favors you received when you were poor. There may be no intentional fraud in any of these cases. The conduct governed by them is simply dishonorable.—*Produce Reporter.*

The Venezuela Government has promulgated a decree prohibiting the import of silver coin even though it bears the stamp of the Venezuela mint. All foreign silver has been contrabanded since 1886, but until now Venezuela silver coin has always had free entry. The prohibition has been put in force as a result of the decrease in the price of silver producing counterfeiting on a large scale.

## THE SUN CAUSES LIGHTNING.

Prof. Elhu Thompson, the expert electrician, in the course of a recent lecture on the nature and characteristics of lightning and electric currents of high potentiality, said that in his opinion lightning is caused by the action of the sun on the clouds through the ether, arguing that if the sun can produce the aurora borealis in the light, thin air, which he reproduced by electrical apparatus, there is reason to think that in the dense air nearer the earth it can produce a current of high pressure that will strike through with brilliant discharges. He showed a completely safe protection from thunderbolts in the shape of a cake of brass wires and declared that an umbrella held open over the head with brass chains hanging from the ends of the ribs makes a complete protection.

## LONDON WHEAT TRADE.

The London *Mark Lane Express* says: Despite low prices, the high quality of this year's wheat will prevent any material feeding of it to stock. It is estimated that 1,300,000 quarters of new wheat have now been sold, and after deducting seed wants it is doubtful if more than four million quarters remain to sell. This would only permit of 103,000 quarters a week being sold during the next forty weeks, against sales of about 120,000 quarters during the recent weeks. The average price at the country markets has been very stationary, and there is no pressure of home grown grain on sale. At the same time foreign wheat finds its way nowadays to the remotest local markets, and value is consequently affected by trade at Mark Lane and Liverpool, and at the great port markets to an extent which does much to rob the purely agricultural centres of their independence. The American flour which finds its way in handy-sized bags into small rural towns is also an important, as it is an unwelcome factor in the situation.

The C. P. R. is seeking to encourage Scandinavian immigration to Manitoba and the Northwest, by sending to Norway, per the Company's agent at Christiansia, several hundred six pound sample bags of Manitoba wheat.

The Paris Exposition of 1900 will be held on both sides of the Seine, the site including the Champ de Mars, grounds of Palais du Trocadero, the Quai d'Orsay, Esplanade des Invalides, the Quai de la Conference, the Cours la Reine and the Palace de l'Industrie.

Kamloop's assessment is, exclusive of the railway property, and subject to appeal, estimated for 1894 at \$235,476. This probably means an ultimate net assessment, including railway property, of about \$225,000. The city rate of taxation for 1894 will be 1 per cent net.

Complaints are made by settlers that the trail between Grand Prairie and Salmon Lake is so narrow as to be dangerous. The Provincial Government is accordingly urged to widen it without delay, and thus permit horses and cattle to pass over it in safety during winter.

# COAL. COAL. COAL.

The New Vancouver Coal Mining and Land Company, Ltd.

(FORMERLY THE VANCOUVER COAL CO.)

ARE THE LARGEST COAL PRODUCERS ON THE PACIFIC COAST.

**THE NANAIMO COAL.**

(Used principally for Gas and Domestic Purposes.)

**THE SOUTH FIELD COAL**

(Steam Fuel.)

**THE : NEW : WELLINGTON : COAL.**

(House and Steam Coal.)

ARE MINED BY THIS COMPANY ONLY.

**THE "NANAIMO" COAL**

Yields a large percentage of Gas, a high illuminating power unequalled by any other Bituminous Gas Coals in the world, and a superior quality of Coke.

**THE "SOUTH FIELD" COAL**

now used by all the leading Steamship Lines on the Pacific.

**THE "NEW WELLINGTON" COAL**

Which was introduced early in the present year, has already become the favorite fuel for domestic purposes. It is a clean, hard coal, makes a bright and cheerful fire, and its lasting qualities make it the most economical fuel in the market. The several Mines of the Company are connected with their Wharve at Nanaimo and Departure Bay, where ships of the largest tonnage are loaded at all stages of the tide. Special dispatch is given to Mail and Ocean Steamers.

**SAMUEL M. ROBINS, Superintendent.**

**PROVIDES HIS OWN CURE.**

An exchange remarks that many dealers will find the late panic to have been a blessing in disguise. The stock of the average merchant in dry goods, furnishing goods, etc., is usually one-third to one-half larger than his trade justifies him in carrying. He keeps on ordering and buying, whether his sales keep pace or not. If this ruinous and almost universal practice has not already forced him to the wall, the panic has doubtless taught him a lesson in commercial economy which he will never forget. If it hasn't taught him to buy carefully—with regard to the probable volume of his business, it certainly ought to have taught him the imperative necessity of getting rid of old stock before piling a mass of new invoices on top of it. Every new invoice renders the old one more and more unsalable.

Now, the panic, if one studies it closely, provides its own cure. And, singularly enough—and fortunately, too, the cure forces itself upon the patient whether he will or no. It has forced the average merchant to stop buying and to begin selling—selling off his surplus goods. To accomplish this, even the seasons conspire to assist him: for, of all times, the fall of the year and the holiday period are the best times in which to inaugurate clearance sales. The public—as poor as the merchant—will prefer to buy the old goods

at a cut rate rather than pay higher prices for new goods which are not one whit better. In fact, outside of the larger cities, not one customer in fifty will care whether he is getting the very latest style or not, if only it be good in quality, warm, durable, and suited to his purse.

To convert his surplus stock into cash, and then to buy only what his trade demands and the volume of his business requires—this should be the aim of every merchant whose capital is not as expansive as times are stringent. The panic teaches and enforces the lesson, and foolish indeed will be the man who heeds it not.

**COMMERCIAL SUMMARY.**

China is to establish a postal system.

Hungary has 22,000,000 acres of forest.

Coal indications have been found at Cloverdale.

An Oyster trust has been formed in Connecticut.

Forty trains on London railways are equipped with electric lights.

A "concise" report of the World's Fair, in twenty-five volumes, is to be published.

French scientists have devised an artificial larynx which is claimed to enable the dumb to speak.

A whaling captain says 100 whales

were killed and let go adrift in the Arctic seas the past season.

Eight foreign nations, through their exhibitors at the Chicago Fair, take \$10,000,000 out of the country.

While England's trade with Calcutta has decreased, that of Germany in the past five years increased threefold.

Chicago hotel men complain that their houses are deserted. A house that had 3,000 guests a few months ago now has but 300.

Austria Hungary has just concluded a commercial treaty with Spain. The treaty lowers several duties to the benefit of Spanish exporters.

The Russian Government has conceded a French company the right to establish telephonic communication between all the large Russian towns.

Venison has lately been so plentiful in and about Nanaimo that hindquarters are there said to have been selling at as low a price as 5 cents a pound.

Foreign insurance companies do no business in Russia. The government views with disfavor even the reinsurance of Russian risks in outside companies.

The Kootenay Star complains that although large ore shipments have been and are being made from the Slovan district, not a ton of ore has yet been sent from the Lardeau country. The cause is the want of good wagon roads, and at least one railway.

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### BRITISH COLUMBIA SALMON FLEET 1893.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Houtenbeck	939	Russell	October 9	Victoria	Liverpool	38,801	\$201,875	
Ger ship	Sirene	1437	Saunermich	October 19	Victoria	London	56,558	282,790	
Br ss	Grandholm	871	Masson	October 19	Victoria	Liverpool	31,707	158,535	
Br bark	Jessie Stowe	615	Blanche	October 14	Fraser River	Liverpool	30,000	137,112	
Br bark	Ladstock	816	Williams	October 19	Fraser River	Liverpool	35,773	178,865	
Br bark	Formosa	915	Kain	November 18	Victoria	London	38,126	191,880	
Br bark	City of Carlisle	823	Hughes	November	Victoria	Liverpool	37,381	185,905	
Br ship	Candida	1221	Kee	December 22	Victoria	Liverpool	50,318	249,523	
Br bark	Harold	1397	King		Victoria	Liverpool			
Br bark	Primera	367	Gardner	December 17	Victoria	London	21,666	123,350	

A—Other cargo value \$4,316.

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

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br bark	Geo. Thompson	1128	Young	Jan. 13	Westminster	Sydney	806,938	7,844	March 21	owners ac
Br bark	Mark Curry	1256	Liswell	Jan. 4	Vancouver	Plymouth	923,058	9,882	May 20	52s 6d
Nor bark	Fritzoe	1078	Rolfson	Jan. 10	Vancouver	Callao	879,260	8,031	March 3	36s 3d
Am bark	Colorado	1036	Gibson	Jan. 19	Cowichan	Valparaiso	822,657	7,077	April 27	37s 6d
Br bark	Highlands	1236	Owen	Jan. 26	Vancouver	Montreal	836,663	15,537	June 23	Private
Chil bark	India	933	Funke	Jan. 14	Moolyville	Valparaiso	788,782	7,183	March 30	owners ac
Br bark	Bittern	789	Stronach	Jan. 20	Vancouver	Fremantle Au	362,950	4,201	May 10	owners ac
Ger ship	Katharine	1670	Spille	Feb. 7	Moolyville	Iquiqui	1,328,879	14,058	May 6	35s
Br ship	County of Yarmouth	2154	Swanson	March 23	Vancouver	Cork	1,628,530	17,500	July 27	50s
Chil ship	Hindostan	1542	Welsh	March 6	Moolyville	Valparaiso	1,196,826	10,242	July 14	owners ac
Am bark	Seminole	1439	Weeden	March 19	Moolyville	Santa Rosalia	1,040,913	7,966	April	Private
Am ship	Ivy	1181	Lovell	April 22	Vancouver	Wilmington	791,914	10,497	Aug. 28	Private
Br bark	Assel	735	Gilmour	March 6	Moolyville	Antofagasta	631,165	6,577	June 23	35s
Br ship	Natuna	1166	Grain	April 20	Vancouver	Port Pirie	961,868	7,718	Sept. 22	42s 6d
Am bark	Harry Morse	1313	Hughes	April 19	Moolyville	Shanghai	928,219	8,900	July 18	45s
Haw bark	John Eca	2680	Schmauer	June 2	Cowichan	Port Pirie	2,580,797	19,500	Aug. 7	40s
Br bark	Blairhoyle	1201	Gray	June 1	Vancouver	Sydney	913,685	7,804	Aug. 16	31s 3d
Br bark	Mary Low	813	Robertson	May 24	Vancouver	Pisagua	603,000	5,296	Aug. 26	35s
Nor bark	Sigurd	1530	Assel	May 21	Vancouver	Port Pirie	1,426,000	10,038	Aug. 31	40s
Chil ship	Atacama	1245	Caballero	May 13	Moolyville	Valparaiso	967,361	7,762	Aug. 19	owners ac
Br bark	Wythop	1248	Edwards	May 26	Vancouver	Sydney	1,019,667	8,365	Aug. 15	31s 3d
Br ship	Gryfe	1029	Roberts	June 25	Vancouver	Antwerp	786,228	11,790	Nov. 29	50s
Ger bark	Heinrich	923	Henne	June 7	Vancouver	Holland	577,537	4,908	Oct. 4	55s
Br bark	Doctra	996	McJarrow	June 26	Vancouver	Adelaide	740,241	5,920	Sept. 16	38s 9d
Br ship	Kinkora	1799	Lawton	July 29	Vancouver	Callao	1,436,128	12,463	Oct. 29	30s
Am schr.	Carrier Dove	672	Brandt	Aug. 7	Cowichan	Adelaide	886,989	7,982	Oct. 14	39s
Am bark	Seminole	1439	Weeden	Aug. 1	Moolyville	Santa Rosalia	1,045,006	7,896	Aug.	Private
Am schr.	Puritan	584	Warner	Aug. 4	Moolyville	Tientsin	725,354	8,625	Sept.	53s
Am bark	Souoma	228	Anderson	Aug. 16	Vancouver	Iquiqui	811,183	9,289	Nov. 26	30s
Br ship	Gunford	218	Wier	Sept. 6	Vancouver	Port Pirie	1,974,050	12,531	Dec. 8	37s 6d
Am ship	Wm. H. Starbuck	1272	Reynolds	Sept. 4	Vancouver	London	921,554	10,300		52s 6d
Nor bark	Fortuna	1382	Mikkelson	Aug. 23	Vancouver	Port Pirie	1,286,192	10,288		36s 3d
Br bark	Gainsborough	885	McPhail	Sept. 7	Moolyville	Valparaiso	792,153	5,521		33s 9d
Chil bark	India	933	Funke	Sept. 10	Moolyville	Valparaiso	789,267	7,000		owners ac
Chil bark	Elisa	915	Harken	Sept. 2	Moolyville	Antofagasta	577,204	6,000		owners ac
Am schr.	King Cyrus	607	Christiansen	Sept. 12	Cowichan	Port Pirie	914,716	5,916		37s 6d
Am bktn.	Chas. F. Crocker	813	Land	Sept. 29	Vancouver	Santa Rosalia	783,548	7,076	Oct. 25	Private
Am bktn.	Hilo	642	LeBallister	Sept. 23	Westminster	Sydney	688,632	6,619		28s
Am schr.	Lyman D. Foster	725	Dreyer	Oct. 11	Cowichan	Sydney	871,501	7,614		27s 6d
Am bark	Hesper	664	Underwood	Oct. 12	Vancouver	Adelaide	779,388	5,886		37s 6d
Am schr.	Wm. Bowden	728	Fierem	Oct. 18	Victoria	Adelaide	861,632	6,031		37s 6d
Br bark	Elizabeth Graham	578	Anderson	Oct. 21	Moolyville	Melbourne	524,681	3,989		Private
Am brig.	Geneva	471	Nelson	Oct. 15	Vancouver	Sydney	541,228	4,157		27s 6d
Am schr.	Aila	507	Anderson	Oct. 11	Moolyville	Shanghai	637,974	6,080		40s
Am bktn.	Robert Sudden	485	Ulberg	Oct. 25	Vancouver	Port Pirie	714,908	4,746		37s 6d
Am schr.	Salvator	441	Wells	Oct. 29	Westminster	Port Pirie	527,000	4,216		37s 6d
Am schr.	Louis	829	Hatch	Nov. 8	Vancouver	Iquiqui	863,445	8,604		40s
Am schr.	John D. Tallant	533	Henderson	Nov. 19	Victoria	Sydney	705,802	10,800		28s
Nor ship	Germanic	1229	Sunde		Vancouver	Cork U.K. f.o				60s
Am schr.	Reporter	773	Mackie	Nov. 24	Vancouver	Nagasaki	A. 366,291	10,000		Private
Am bark	Snow & Burgess	1578	Mortenson		Vancouver	Santa Rosalia				Private
Am ship	Benj. Sewell	1361	Sewell		Vancouver	Cork U.K. f.o				55s
Am bark	Colorado	1360	Gibson		Vancouver	Shanghai				37s 6d
Am bark	Templar	910	Lee	Dec. 25	Vancouver	Callao	567,001	4,911		35s
Am schr.	W. H. Talbot	776	Binhm		Vancouver	Cape Colony				75s
Am ship	Eclipse	1336	Peterson		Vancouver	Cork U.K. f.o				60s
Nor ship	Beaconsfield	1450	Rastiansen		Vancouver	Cork U.K. f.o				

A—Also 100 spars.

# THE COMMERCIAL JOURNAL'S

## SHIPPING LIST.

### VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TNS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAY'S OUT.
Br ship	British General	1754	Tulloch	Oct. 31	Samarang	Vancouver	B. C. Sugar Refinery Co.	56
Br bark	Archer	789	Dawson	Aug. 4	Liverpool	Victoria	H. P. Rithet & Co., Ltd.	144
Br ship	Dunboyne	1380	Neill	Aug. 4	London	Vancouver	Evans, Coleman & Evans	144
Ger. bark	Gutesberg	627	Zeplein	Aug. 10	O Glasgow	Victoria	J. Crawford	138
Br ship	Ainsdale	1725	Owens	Oct. 9	N Liverpool	Victoria	R. P. Rithet & Co., Ltd.	78
Br ship	Astoria	1335	Dagwell	Oct. 13	G London	Victoria & Van	Turner, Beeton & Co.	74
Br ship	Benmore	1460	Scott	Dec. 22	R Liverpool	Victoria & Van	R. P. Rithet & Co., Ltd.	4
Br ship	Borrowdale	1197	Gordon	Dec. 22	H Liverpool	Victoria & Van	Robert Ward & Co. and Evans, C. & E.	4
Br bark	Thermopylae	948	Winchester	Dec. 22	Hong Kong	Victoria	Victoria Rice Mills.	4
Am bktn	Wrestler	447	Beigman		H Honolulu	Royal Roads for	Robert Ward & Co., Ltd.	20
Br ship	Bullachulish	1806	Gowdey		A Java	Vancouver	B. C. Sugar Refinery Co.	
Br ship	Riverside	1590	McCully	Nov. 22	Newport, Eng.	Vancouver		34
Br bark	Northernhay	1221	Miller	Dec 5	C Cardiff	Esquimalt		21
Br ss	Empress of Japan	3003	Lee		E Hong Kong	Victoria & Van	C. P. S. S. Co.	8
Br ss	Warrimoo	1837	Perry	Dec. 18	H Sydney	Victoria & Van	C. P. S. S. Co.	14
Br ss	Tacoma	1662	Hill	Dec 12	F Hong Kong	Victoria	Dodwell, Carlill & Co.	
Br ship	Astracana	1572	Jones		I London	Vancouver	Evans, Coleman & Evans	
Br ship	Romola				London	Victoria & Van		

N—Spoken Oct. 14 lat. 49° N., long. 10° W. Nov. 13 lat. 7° S., long. 31° W. To load grain at Tacoma. L—Spoken Aug. 23 lat. 48° N., long. 13° W. Sept. 9 lat. 9° N., long. 29° W. Sept. 25 lat. 21° S., long. 10° W. Oct. 3 lat. 31° S., long. 49° W. To load grain at Tacoma. G—Oct. 16 passed Deal. Oct. 18 passed Frawley Point. H—Via Yokohama Nov. 10. O—Spoken Sept. 13 lat. 13° N., long. 26° W. It—To sail early in December. B—Chartered for lumber to Melbourne, Adelaide or Port Pirie; terms private. A—To sail in March with sugar. E—To sail Dec. 27. Via Yokohama Jan. 5. F—Via Yokohama Dec. 24. H—Via Suva and Honolulu Jan. 1. C—Dec. 11 put into Falmouth with loss of some sails. G—To load grain at Tacoma. I—Taking cargo from Liverpool and Glasgow.

#### FREIGHTS.

The market is very dull but fairly steady and no change is to be reported.

Freights from British Columbia or Puget Sound are quoted as follows.—Valpa. also for orders. 37s; 6d; Sydney, 27s 6d; Melbourne, Adelaide or Port Pirie, 37s 6d; United Kingdom, calling at Cork for orders, 55s Shanghai, 37s 6d; Tientsin 55s.

Grain freights from San Francisco to Cork, U. K., for orders, usual options are quoted at 25s. 9d; from Portland 32s 6d, and Tacoma 30s.

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

#### VESSELS IN PORT.

##### VICTORIA.

(December 25, 1893.)

Br. bark Harold, 1,307 tons, Capt King, arrived Nov. 16, from Shanghai, loading

salmon for Liverpool, on account of Robt. Ward & Co., Ltd.

##### VANCOUVER.

Nor. ship Germanic, 1,269 tons, Capt Sunde, arrived Oct. 29, from Rio de Janeiro, 103 days. Loading lumber for Cork, U. K., for orders.

Am. ship Snow & Burgess, 1,578 tons, Capt. Mortensen, arrived Nov. 11, loading lumber for Santa Rosalia.

Am. ship Benj. Sewell, 1,361 tons, Capt. Sewell, arrived Nov. 8, loading lumber for Cork, U. K.

Am. bark Colorado, 1,636 tons, Capt. Gibson, arrived Nov. 4, loading lumber for Shanghai.

Am. schr. W. H. Talbot, 766 tons, Capt Bluhm, arrived Nov. 25, loading lumber for East London. Cape Colony, S. A.

Am. ship Eclipse, 1,536 tons, Capt. Peterson, arrived Nov. 27, loading lumber for Cork, U. K., on account of Robert Ward & Co., Ltd.

Nor. ship Beaconsfield, 1,450 tons, Capt.

Bastiansen, arrived Dec. 11; loading lumber for Cork, U. K.

Br. steamship Empress of India, 3,003 tons, Capt. Marshall, arrived Dec. 20.

##### NANAIMO SHIPPING.

Am. bark General Fairchild, 1,356 tons, Capt. Ryder.

##### WELLINGTON SHIPPING.

Am. bark B. P. Cheney, 1,260 tons, Capt. Mosher.

Am. bark Matilda, 819 tons, Capt. Swanson.

Am. ship John C. Potter, 1,162 tons Capt. Meyer.

##### RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	1	1,307
Vancouver	8	11,999
Nanaimo	4	4,617
Total	13	17,923
Previous week	15	20,602
Correspond'g week last year	20	24,711
" " 1891	8	9,583

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# THE BRITISH COLUMBIA

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## COMMERCIAL JOURNAL.

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IS THE UNIVERSALLY RECOGNIZED

Leading Trade and Commercial Paper West of Toronto.

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As an Advertising Medium  
To Reach the B. C. Trade  
It Cannot be Surpassed.

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## THE COMMERCIAL JOURNAL

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# GREENE & SONS

COMPANY, MONTREAL.

WHOLESALE  
HATS, CAPS

AND  
STRAW GOODS.

1894.

MEN'S  
Furnishings.

**BRITISH COLUMBIA SPRING TRADE, 1894**

*Newest Styles Selected for Spring Trade.*

AGENTS FOR WOODROW'S HATS.

WAREHOUSE:  
517, 519, 521, 523 AND 525 ST. PAUL STREET,

**MONTREAL.**



*The Largest Factory of its Kind  
in the Dominion.*

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

Manufactured Solely under the Super-  
vision of the Inland Revenue Dept.

Mixed Pickles, Jams, Jellies  
and Preserves

—PREPARED BY—

**Michel Lefebvre & Co**  
**MONTREAL.**

*Established 1849. Gold, Silver  
and Bronze Medals. 20 1st  
Prizes.*

## BAGS

In all sizes and qualities and for every purpose.

Jute or Cotton. Plain or Striped.

**BAGS FOR ORES,**

(Overhead dry or double cotton sewn)

a special feature of our trade.

### CANADA JUTE COMPANY, LIMITED

17, 19 & 21 ST. MARTIN ST., MONTREAL.

**A. O. LEASK,**  
Agent and Commission Merchant.  
Customs, Insurance and Shipping  
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Storage, Bonded and Free.  
Forwarder, etc.  
Vancouver, . . . B. C.

**J. & T. STEPHENS,**  
Manufacturers of  
**Fine Boots & Shoes,**  
BEAUDRY ST., MONTREAL.

**THE WESTERN MILLING CO.,**  
(LIMITED.)

**REGINA, ASSA.,**

DEALERS IN

**Seed and Feed Grain**

OF ALL KINDS, ALSO

Flour, Chop Feed, Bran  
and Shorts.

PARTIES REQUIRING

*Seed or Feed Oats or Wheat*

WILL DO WELL TO

Correspond With Us, or Major  
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**A. HOLDEN & CO.,**  
Railway Supplies.

AGENTS FOR CANADA FOR

The Babcock & Wilcox Co. Water Tube  
Steam Boilers; Goubert Water Tube Feed  
Water Heater; The Stratton Separator; "Dry  
Steam;" The "Midland" Gas Engine.

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**PACKARD LAMP CO.,**  
(LIMITED.)

MANUFACTURERS OF THE

**Packard High Grade**

**Incandescent Lamps.**

96 TO 100 KING STREET,  
MONTREAL.

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[New and Best Seconds]

Cement, Waste, Steel and Iron,  
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**WALTER TOWNSEND,**  
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**THE WAVERLEY HOTEL,**  
Cor. Seymour and Georgia Sts.,  
Next to New Opera House, VANCOUVER.  
PRIVATE AND FAMILY HOTEL.  
Choice Wines, Etc. JOHN WHITTY, Pr.

# Okell & Morris Fruit Preserving Co., Ltd

## VICTORIA.

DIPLOMA AND GOLD MEDAL RECEIVED AT THE EXHIBITIONS OF 1891, 1892 AND 1893.

THE : LARGEST : FACTORY : OF : ITS : KIND : IN : THE : PROVINCE.

Preservers of all kinds of Canned Fruits, Jams, Jellies  
and Marmalades.

NEW SEASON'S SEVILLE ORANGE MARMALADE NOW READY.

ALL THESE GOODS TO BE HAD FROM THE FOLLOWING MERCHANTS :

VICTORIA—Hudson's Bay Co., Wilson Bros., S. Leiser, R. P. Rithet & Co., Thos. Earle, Messrs Todd & Son.

VANCOUVER—Major & Eldridge.

# OGILVIE'S HUNGARIAN FLOUR

*Produces more Bread per Barrel than any other in the market.*

This Flour is very sharp and granular, of high creamy color, which means great strength. Requires PLENTY of water, and the dough must not be made too stiff, but softer than what you have been accustomed to when using other flours.

REMEMBER, increased strength in flour means money to you, yielding a greater quantity of Bread, thus far more than repaying for any little extra time. Keep the dough soft, giving it plenty of growing room.

EACH BAG GUARANTEED. SEWN WITH OUR SPECIAL TWINE—RED, WHITE AND BLUE

**OGILVIE MILLING CO., WINNIPEG.**

G. M. LEISHMAN, Victoria, Agent for British Columbia.

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VICTORIA, - - - - B. C.

IMPORTERS :

WINES,  
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ENGLISH GROCERIES,  
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