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AGENTS FOR WOODROW'S HATS.

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MONTREAL.

B. C. CUSTOMS RETURNS.

The following is a summary of the customs returns for the four ports of the Province of British Columbia for the month of October, 1892:

IMPORTS.

	VICTORIA	VANCOUVER	WESTM'N'R	NANAIMO	TOTAL
Dutiable Goods	\$171,803 00	\$107,368 00	\$ 35,121 00	\$ 14,062 00	\$328,357 00
Free Goods	37,617 00	16,762 00	5,251 00	778 00	60,111 00
Total Imports	\$209,420 00	\$124,130 00	\$ 40,372 00	\$ 14,840 00	\$388,798 00

REVENUE.

Duty Collected	\$ 60,167 07	\$ 46,115 43	\$ 9,416 87	\$ 5,156 02	\$120,855 39
Other Revenue	2,055 72	1,833 62	15,311 40	726 99	20,012 73
Total Collections	\$ 62,222 79	\$ 48,001 05	\$ 24,788 27	\$ 5,883 01	\$140,908 12

EXPORTS.

The Mine	\$ 23,182 00	\$ 731 00	\$ 2,702 00	\$205,199 00	\$231,814 00
The Fisheries	126,592 00	15 00	16,006 00		412,613 00
The Forest		19,373 00	76 00		19,449 00
Animals and their produce	30,733 00	1,371 00	207 00	40 00	32,351 00
Agricultural	2,237 00	335 00	12 00	2 00	2,856 00
Manufactures	1,862 00	5,717 00	1,453 00	85 00	12,117 00
Miscellaneous	1,795 00	16 00			1,811 00
Total Exports	\$189,411 00	\$ 27,838 00	\$ 20,456 00	\$205,326 00	\$743,061 00

TRADE AND COMMERCE.

COMMERCIAL JOURNAL OFFICE,
Tuesday Morning, Nov. 15.
VICTORIA.

There has been no change in the general situation of business for the past week or so. Trade is steady and quiet, and the prospects are not by any means discouraging.

At Vancouver, during the past week, business has on the whole been very fair, and the indications are that the present month will be a busy one. No failures have been reported during the week, and collections, although still rather slow, are reported as better than during the last month.

FRUITS AND VEGETABLES.

The receipts of California fruits and vegetables from San Francisco by steamship *Matilla* Nov. 8, comprised the following: For Victoria—563 cs grapes, 9

bxs oranges, 13 cs pears, 12 crts bananas, 10 cs apples, 10 cs tomatoes, 1 bx cocoanuts, 33 sacks onions, 7 sacks sweet potatoes, 5 cs lemons, 1 keg olives, 4 cs figs, 3 bxs dates, 1 bx quinces, 3 bxs peppers, 1 bx horse radish; total, 677 pkgs. The receipts by the City of Puebla Nov. 13 comprised—511 cs grapes, 25 cs oranges, 7 crates bananas, 11 cs lemons, 26 cs apples, 4 cs peppers, 4 scks cocoanuts, 15 scks onions, 4 scks sweet potatoes; total, 637 pkgs. The receipts by previous steamers were as follows:—Nov. 3, 793 pkgs; Oct. 29, 818 pkgs; Oct. 19, 988 pkgs; Oct. 9, 1,030 pkgs; Oct. 4, 1,072 pkgs. The receipts of fruit from San Francisco for the past two months have shown an almost steady decline. The principal import now is grapes, of which there is almost an unlimited supply in California. Growers in Santa Cruz are sending consignments to local jobbers here, which in crates are selling about 15c below the regular dealers quotations. Oranges, lemons and bananas have slightly declined in price. There is

INLAND REVENUE AND CUSTOMS.

The statement of Inland Revenue returns at the port of Vancouver for October shows the following:

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

INLAND REVENUE RETURNS.

Spirits warehoused during month	6,137.27 p gals
" ex-warehoused for duty	4,038.27 p gals
" ex-warehoused for removal	811.53 p gals
" ex-warehoused for export	4.68 p gals
Balance in warehouse	7,819.19 p gals
Malt warehoused during month	48,491 lbs
" ex-warehoused for duty	41,401 lbs
" balance in warehouse	17,098 lbs
Tobacco warehoused during month	9,936 lbs
" ex-warehoused for duty	9,981 lbs
" balance in warehouse	7,518 lbs

COLLECTIONS.

Spirits	\$ 6,057 46
Malt	869 60
Tobacco	2,499 33
Cigars	492 30
Petroleum Ins.	320 50
Other receipts	5 00

Total.....\$10,214 49

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

Victoria Division—Comprising all of Vancouver Island:

INLAND REVENUE.

Spirits	\$ 5,802 45
Malt	2,318 20
Tobacco	1,752 50
Cigars	1,079 40
Petroleum inspection	236 90

Total.....\$12,189 45

WAREHOUSED, EX-WAREHOUSED.

Spirits	3,065.81 p. gals	4,531.92
Malt	111,910 lbs	115,910 lbs
Tobacco	7,398 lbs	7,010 lbs
Raw	749 lbs	749 lbs
Cigars	17,700	47,500

Spirits exported.....265.41 p gals.

Balance in warehouse Nov. 1:

Spirits	7,994.72 p.gals
Tobacco	1,923 lbs
Cigars	105,350

considerable business doing in apples and pears, mostly local fruit.

Jobbers' quotations for fruits are as follows:—

Oranges—Sweet Loretta	\$1 25 @ 0 00
Tahiti Seedlings	4 50 @ 4 75
Riverside Seedlings	0 00 @ 0 00
Japanese	0 75 @ 0 00
Lemons—California	7 50 @ 8 50
" Sicily	7 50 @ 9 00
" Australian	7 00 @ 0 00
Bananas, bunch	2 50 @ 3 50
Pears	1 75 @ 2 15
Quinces	1 50 @ 0 00
Apples—Red	1 50 @ 1 75
" Green	1 25 @ 1 40
Grapes	1 60 @ 1 75
Pine Apples, doz	5 00 @ 0 00
Cocoanuts, doz	1 00 @ 0 00

Vegetables are quoted:

Potatoes—California, sweet	2 1/2 @
" Local	per ton 15 00 @ 16 50
Onions—Red California	1 1/2 @
" California Silverskins	1 1/2 @

FLOUR AND FEED.

There are a few minor changes in the price list this week. The Lake of the Woods Milling Co., have reduced their prices slightly and jobbers are quoting their Hungarian Patent at \$5.35 per bbl., which will probably lead the other Mills to drop in sympathy. The Portland *Commercial Review* says: "Outside of the usual local consumptive demand the movement of flour is slow and prices weak. There is a fair export demand for the China trade and some 1,500 bbls. came

from as far East as Spokane to meet this call. Receipts of all brands are well up to the demand and no signs of an improvement in prices are yet visible. Quote standard brands \$3.50@3.75 per bbl."

The Columbia Flouring Mills quote Enderby flour in carload lots:

Premier.....	\$5 20
XXX.....	5 10
Strong Bakers or XX.....	4 75
Superfine.....	3 80

Jobbers' quotations to the trade are:

Delta, Victoria mills.....	\$ 4 75 @ 0 00
Lion, ".....	4 75 @ 0 00
Premier Enderby mills.....	5 15 @ 0 00
XX.X., ".....	5 35 @ 0 00
XX., ".....	5 05 @ 0 00
Superfine, ".....	4 05 @ 1 25
Ogilvie's Hungarian.....	5 45 @ 5 50
" Strong Bakers.....	5 00 @ 0 00
H. B. C. Fort Garry Hungarian..	5 40 @ 0 00
" " Strong Bakers.....	5 00 @ 0 00
Lake of the Woods Hungarian..	5 35 @ 0 00
" " Strong Bakers.....	5 00 @ 0 00
Benton County, Oregon.....	4 85 @ 0 00
Portland Roller.....	5 00 @ 0 00
Snowflake.....	5 15 @ 0 00
Royal.....	4 80 @ 0 00
Wheat, per ton.....	28 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.....	24 00 @ 25 00
National Mills oatmeal.....	3 50 @ 0 00
" " rolled oats.....	3 50 @ 0 00
" " split peas.....	3 50 @ 0 00
" " pearl barley.....	4 50 @ 0 00
" " Chop feed.....	26 00 @ 28 00
California oatmeal.....	4 25 @ 4 35
California rolled oats.....	3 75 @ 3 85
Corn, whole..... per ton	37 50 @ 40 00
Corameal.....	2 75 @ 3 00
Cornmeal-feed..... per ton	40 00 @ 50 00
Cracked corn.....	40 00 @ 45 00
Hay, per ton.....	17 00 @ 18 00
Straw, per bale.....	1 00 @ 0 00

RICE.

The Victoria Rice Mills quote whole-sale:

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

GROCERIES AND PROVISIONS.

Butter trade continues steady. A carload of fine Eastern creamery arrived this week, and is quoted at 28½c for small and 29c for large tubs. The situation in the meat trade is practically unchanged. Products are very scarce, and there is still no choice breakfast bacon to be had. Canadian packers are offering meats for delivery in January at prices slightly better than present quotations. Some dealers state that the only chance they seem to have of procuring a stock of meats is to order ahead for future delivery and take chances on the condition of the market when their orders are filled. Telegraphic advices from Montreal confirm the regular mail reports in regard to the price of butter there.

A local wholesale house has been offered October creamery at 23½c for large tubs, f.o.b. Montreal, with 1c additional if small tubs are desired. Eggs are rising in price. Canned meats, which during the last year have been selling at ruinous prices to the packers, have recovered somewhat from their depression, and packers are now asking better prices.

The Montreal *Trade Bulletin* says:

"Receipts of butter during the past week were 6,107 pkgs., against 6,512 pkgs. for the week previous. The market is quiet and easier, and prices are fully ½c per lb. lower, holders who refuse to accept less than 24c a short time ago now offering their goods at 23½; but buyers claim that as the demand from England has fallen off, they cannot pay that figure for the best fall make. Eastern Townships dairy has been placed at prices ranging all the way from 18c to 21c for good sized lots, and Western quoted at 15c to 19c as to quality. It is generally conceded that a large make of fall creamery is in the hands of factorymen, and unless the English demand springs up again, we shall undoubtedly have too much for local wants. Local dealers appear fully determined to buy only from hand to mouth at the present high range of prices, as it is claimed money was lost last year, and they do not intend to be caught again. We quote prices as follows:—Creamery choice fall, 23c to 23½c; Creamery good to fine, 22c to 22½c."

The British Columbia Sugar Refining Co. L'td., quote as follows in their weekly price list: Powdered icing and bar, 6½c; Paris lumps, 6½c; granulated 5½c; extra C. 4½c; 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. 3 ditto in 5 gal. kegs, \$2.35 each; ditto in 1 gal. tins, \$4.50 per case of 10; ditto in ½ gal. tins, \$6 per case of 20. All prices are subject to 2½ per cent discount for cash in fourteen days.

Messrs. R. P. Rithet & Co., L'td., quote new season's pack of Canadian meats as follows: Hams, 14½c per lb.; choice breakfast bacon, 17½c; short roll, 12½c; long roll, 12½c; dry salt side, 11½c; smoked clear side, 12c. Commission agents quote American meats f. o. b. Victoria, duty paid, as follows: Medium hams, 15½c per lb; heavy hams, 15½c; choice breakfast bacon, 15½c; short clear sides, 13½c, and dry salt clear sides, 12½c. Armour's white label pure lard, 1c lb. pails, 14½c per lb.

Canadian meats are quoted f. o. b. Victoria: Hams 14c, breakfast bacon 15½c, long clear side 10c; spiced rolls, 11½c; pure lard, tubs, 12c; do, 3 lb and 5 lb tins, 13c.

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, 17c, breakfast bacon, 18c.

Dairy produce is quoted:

Butter—Eastern Creamery, tubs.....	27½ @ 30
Manitoba Dairy choice.....	18 @ 22
Cheese—Canadian, lb.....	13½ @ 14½
California.....	16 @ 00
Eggs, doz.....	21 @ 22

Smoked meats and lard are quoted:

Hams.....	15½ @ 17
Breakfast bacon.....	15 @ 17½
Short rolls.....	12 @ 13
Bacon.....	13 @ 15
Dry Salt, long clear.....	11 @ 12½
Pure Lard, 50 lbs.....	13 @ 14
" " 20 lbs.....	13½ @ 14
Lard Compound.....	10½ @ 11½

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

Dry Granulated.....	5½ @ 6½
Extra C.....	5½
Fancy Yellow.....	6
Yellow.....	4½
Golden C.....	4½
Syrups, per lb.....	3

LUMBER.

There have been no arrivals under charter or clearances since last review. There are at present six vessels loading at British Columbia ports for foreign. At Burrard Inlet—Br. bark *Columbus*, 691 tons, for Adelaide; Nor. bark *Benj. Bangs*, 1,118 tons, for Montreal; Ur. bark *Fernbank*, 1,338 tons, for Valparaiso, for orders; Br. bark *Grasmere*, 1,216 tons, for Valparaiso, for orders; Am. ship *Edward O'Brien*, 1,725 tons, for Cork, U.K., for orders. At Westminster—Br. bark *Geo. Thompson*, 1,128 tons, for Sydney.

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, 1 feet, per M.....	2 00

FOREIGN COAL SHIPMENTS.

The following are the shipments for the week ending November 12:—

Date.	Vessel and Destination.	Tons.
6.	Collis, str., Port Townsend.....	57
8.	Rufus E. Wood, bk, Wilmington.....	2,205
8.	Sea Lion, str., Port Townsend.....	42
9.	Wanderer, str., Port Townsend.....	39
9.	Holyoke, str., Port Townsend.....	51
10.	Haitian Republic, Portland, Or.....	133
Total.....		2,547

The *Times* Printing and Publishing Company of Victoria have decided to increase their capital stock to \$100,000.

The Canadian Pacific Railroad traffic receipts for the week ending November 7th, were \$448,000. For the same week last year they were \$406,000.

A Cairo despatch says that the Egyptian cotton crop is expected to exceed 5,000,000 cantars (£195,000,000), a yield greatly exceeding the best previous records.

The Bank of Montreal's semi-annual statement issued to the shareholders, shows that the earnings for the 6 months ending October 31st amounted to \$601,441 or about 5.01 per cent. on the paid up capital. The earnings for the corresponding half-year in 1891, amounted to \$600,642 or 5.50 per cent. on the paid up capital.

According to no less an authority than Mr. W. C. Van Horne, President of the Canadian Pacific Railway Company, that powerful organization intend to establish—and that without delay—a fast Atlantic Steamship service, immediately on the inauguration of which they will set in operation a direct line of steamers to Australia—separate and distinct from the China and Japan Steamers. Moreover, by August of next the company will have completed such connections as will give them the shortest line of Railway from St. Paul to the Pacific Coast. The Company are to be congratulated on their enterprise. All this shows that they intend to do their full share of whatever business there is to be done.

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J. HERBERT MASON, PRESIDENT & MANAGING DIRECTOR.

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Reserve Fund 1,502,252
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HOW SCISSORS ARE MADE.

Scissors are a simple little article, involving no complexities in their manufacture, yet a description of the process is interesting: They are forged from good bar steel heated to redness, each blade being cut off with sufficient metal to form

the shank, or that destined to become the cutting part, and bow, or that which later on is fashioned into the holding portion. For the bow a small hole is punched, and this is afterward expanded to the required size by hammering it on a conical anvil, after which both shank and bow are filed into a more perfect shape and the hole bored in the middle for the rivet. The blades are next ground and the handles filed smooth and burnished with oil and emery, after which the pairs are fitted together and tested as to their easy working. They are not yet finished, however. They have to undergo hardening and tempering, and be again adjusted, after which they are finally put together again and polished for the third time. In comparing the edges of knives and scissors it will be noticed, of course, that the latter are not in any way so sharply ground as the former, and that, in cutting, scissors crush and bruise more than knives.

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The Great West Life Assurance Co., Winnipeg and Victoria.
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COMMERCIAL SUMMARY.

The coffin trust has been buried in Kansas.

The scarcity of water in the Schuylkill Valley is becoming alarming.

The failure of H. R. Ives, a foundryman of Montreal, is reported, with liabilities of \$100,000, and assets expected to be of a much larger amount.

The Pabst Brewing Co. and Falk, Jury & Bordent Co., at Milwaukee, have combined giving the Pabst company an output of 2,000,000 barrels a year.

The Davenport, Iowa and Dakota railway has been sold at auction to the Burlington, Cedar Rapids and Northern for \$620,000 to satisfy a judgment.

The election has interrupted trade a good deal in the United States, but it is expected now that the campaign is over, there will be a marked revival in business, especially in seasonable lines.

According to the evidence submitted at the hearing now in progress in Philadelphia, the Franklin sugar refinery was sold to the combination for \$5,000,000 in cash and as much more in American sugar refinery stock.

As a result of the commercial treaty concluded between Spain and the United States, the latter country is no longer shipping 1,500 tons of rice weekly to Cuba duty free, which was formerly imported from Liver pool and paid a duty of £3 10s per ton.

During the last year, nearly 6,000,000 of skins were imported into England. Of Australian opossum there were 2,561,000; of muskrat, 1,396,000; skunk, 525,000; raccoon, 549,100; fur seals, 125,700; bear, 12,700; beaver, 11,000; chinchilla, 7,000; and other, 7,300.

It has been definitely promised by the Dominion authorities that a thoroughly equipped quarantine station shall be established in this province. It is to be hoped that before he leaves the capital Premier Davie will insist that the sooner this essential work is carried out, the better.

The rates of insurance on the buildings in New Westminster are to be revised, owing to the completion of the Water Works system. Mr. G. W. Hobson, Inspector for the Vancouver Board of Fire Underwriters, and Mr. C. F. Yates, of the Insurance Department of the Vancouver Trust & Loan Company, will do the work.

Mr. R. G. Cunningham, a leading cannery of the Skeena district, expects most profitable results from a dogfish oil factory now being built on Protection Island, for the purpose of turning out a high class lubricant for machinery. The raw material will be abundant enough and easily obtained for dogfish are found in great schools off our coast. Similar oil might be made from salmon offal, but Mr. Cunningham thinks that there is such an abundance of dogfish as to render resort to this raw material quite needless. It would, however, seem possible for a cannery combination to make oil out of the salmon offal as a by product of their general industry.—*B. C. Commonwealth.*

R. Hilbert is making extensive alterations in his store, at Nanaimo.

It is announced that the new Montreal civic issue of 4 per cent. debentures will be placed on the market this month.

For the ten months of this year the bank clearings in Toronto and Montreal show an increase of 12.7 per cent. over those for the like period in 1891.

Foreign liquors imported to Mexico will have to pay importation duties as well as a tax if a new bill introduced in Congress by the Finance Minister becomes law.

The Royal City Mills are getting out between 200,000 and 300,000 feet of lumber to be used in the construction of the Canadian Pacific company's new cannery.

The London *Times'* correspondent says that it was the contemptuous treatment of the Afghan commander by the Russian leader which brought about the recent collision between the Afghans and the Russians.

A new Chilian loan has just been floated in London and the Persian Government also wants £500,000. Probably it will be obtained, but meantime Canadians will wonder why British investors do not learn the lesson taught by the Argentine and place more of their money within the Empire.

The sentiment seems to be growing everywhere in favor of early closing. In England, a strong attempt is being made to effect legislation which will make it compulsory; and grocers' clerks and their commercial associations are taking up the matter and are employing their influence to the utmost to promote the movement.

The Union Pacific has just put into service the heaviest eight-wheeled passenger locomotive in America. The weight of the locomotive, empty, is 108,500 pounds. Total weight of locomotive and tender in full working order, with coal and water, 215,600 pounds. The locomotive is used to haul the fast mail over the continental divide, where it overcomes a grade of ninety-five feet to the mile.

The railroads are making a strong kick against the charges made for use of private cars. The Grand Trunk has issued notice that it will pay only a quarter of a cent per mile for the use of refrigerator cars, and the Chicago and Great Western has given notice that it will pay only half a cent for the use of stable cars. The latter road is credited with paying \$12,000 a month for four months to a street company last fall of mileage, an amount which would have bought outright more than half the cars used.

The supreme court of Indiana held, in the recent case of Chandler et al. vs. Jessup, that where payments were made out of firm property and funds upon the purchase and improvement of real estate, not purchased or used for partnership purposes, and the title taken in the names of the individual partners or the others on their account, the funds so paid were, by the act of payment, withdrawn from the firm assets, and as between them and the firm became the individual property of the partners or the grantee, and that a party could not claim property suddenly conveyed by him, or any part of it as an exemption.

The loss by the burning of the freight shed at Port Moody is estimated at \$5,000.

Improvements in Vancouver for the coming year will be assessed at 75 per cent. actual cash value.

The telegraph operators and their employers in the south have reached an agreement, the demands of the men having, it is said, practically been conceded.

Nearly 41,000,000 pounds of coffee were produced in the Republic of Mexico last year. This industry is being developed to a large extent, and the amount produced is expected to be tripled as soon as new and improved machinery can be introduced on the plantations to prepare the product for the market.

An attempt is now being made to develop the iron mines of Labrador. The great Krupp gun manufacturing works at Essen have sent an agent thither to ascertain if 500,000 tons a year can be secured to run their plant, and if so a difference of transportation of \$875,000 yearly between there and Spain will be used in development work.

There are instances where consumers suffer from the credit system as well as the dealer, judging from the following declaration of a well-known New York grocer: "I can tell you how some grocers become rich a good deal quicker than they ought to. I have known men in the trade to make a practise of charging up three and one-half or seven pounds of sugar that was never ordered or delivered, five pounds of butter when only three were sent, and so on. In this way, I know, some men whose legitimate business would only yield a comfortable support have been enabled to purchase property worth many thousands in a few years. And I've heard these very men boast of how much they 'made' in this way. One man is known to have filched \$2,000 in one year from one wealthy and trusting customer." So there are thieves and black-legs even among grocers, but they are the exceptions, that should be hunted down convicted, disgraced, and kicked out.

Canada will make a remarkable display of her mineral resources at the World's Fair. The province of Ontario has determined on making a large exhibit of all the minerals found in that province, and Quebec has resolved not to be behind her sister province in this respect. Nova Scotia, so rich in mineral wealth, is also actively engaged in bringing together specimens of her richest deposits. It is expected that the gold ores of Nova Scotia will surprise many of the visitors to the World's Fair, while the samples from her coal fields afford some idea of the wonderful resources of the province in that particular. The asbestos, mica, plumbago and phosphate deposits will form prominent features in the Quebec exhibit; while the rich nickel ores, for which Ontario is now so famous, will receive much attention from that province. The Dominion geological survey will make a very fine exhibit, which will afford facilities for studying the mineral resources of the country, on either the limited provincial basis or from the wider Dominion standpoint.

THE BRITISH COLUMBIA COMMERCIAL JOURNAL

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VICTORIA, TUESDAY, NOVEMBER 15, 1892.

MR. ROBERT WARD.

We are glad to welcome back to Victoria Mr. Robert Ward, who for so long has made his influence known and felt in the financial and commercial concerns of the province. He has done excellent service on the other side the Atlantic in advancing British Columbia interests in the commercial and financial circles of Great Britain, while before the Imperial Trades Congress he made himself not only heard but felt. According to him—and his observations are fully borne out by recent financial transactions—the credit of Canada and of British Columbia stands high, the securities of the latter being especially well thought of. Indeed, she can have no possible difficulty in effecting loans most advantageously, but it is for our people, as he justly points out, to keep well within the limit—a policy which would tend to very much enhance the confidence in us. Mr. Ward is not one of those who take stock in the old saw that “he that goes borrowing goes sorrowing;” he very properly recognizes the fact that borrowed capital is at times a most essential element. The great thing, however, is to exercise due conservatism and have the thing judiciously done.

THE FUTURE.

Within the last few days, there have been two occurrences that have been especially calculated to draw attention to the subject of closer relations between Canada and the rest of the Empire. The first of these was the visit of and lecture by Mr. George R. Parkin who, it has been said, is one of the best informed men on concerns having relation to Imperial Federation. The second is the return from Great Britain of Mr. Robert Ward, one of British Columbia's best posted and most enterprising business men—one of whose objects in crossing the Atlantic was to be present at the Congress of Boards of Trade of the Empire. The former, in his lecture on Wednesday evening, discussed the idea of Imperial Federation as well from the sentimental as the dollars and cents aspect of the case. Mr. Parkin made no bones about stating—and in these columns, the idea has more than once been given expression to—that the time was fast approaching when there must be a change in the relations between the Empire and the colonies, the latter of which have no actual voice in the councils of the nation and, as we have experienced here, too frequently the interests of the improperly appreciated colonies have been

given the go by when their proper vindication was likely to cause misunderstandings between the British authorities and some of the larger and more arrogant nations.

Mr. Farkin pointed out that the change would entail charges upon the colonists if their position and importance must be fully represented and enforced by the Home Government. At present, we have no direct representation in the Imperial Parliament. We, therefore, contribute nothing towards the expenses of the Home Government upon the principle it would appear of no taxation, no representation, the reverse of the principle with which the continental colonists set forth when they took issue with the Mother Land. But if we are to make our connection more close will the change be an equivalent for the financial responsibilities that it would necessitate? In a word—Is the game worth the candle?

The feeling that it is in many quarters intensifying. The people at Home—for we have not ceased to keep up the good old name—are thinking more than ever they did that the colonies are something more than trading stations to which to ship their surplus manufactured products. Of those products we are consuming a smaller quantity than we formerly did, and the articles which we supply have come to be in greater demand at home. The colonies now supply considerable quantities of the food which is consumed in the United Kingdom, which also obtains from them a considerable quantity of the raw material required for its manufactures. Thus out side and beyond all mere sentimentality there is a bond of financial and commercial interest that was never appreciated as it is now. The pocket nerve, it will thus be seen, pulsates strongly in favor of the maintenance of the connection. At the congress attended by Mr. Ward this practical aspect of the Imperial Federation question was the main topic of discussion, and in its course the British Columbia delegate gave a good account of himself and left behind him an exceeding favorable impression of the Dominion, and of British Columbia in particular.

Everything points to the fact that Imperial Federation has become a live issue and much more will be heard of it in the near future. Our future relations are no longer a tabooed question, and the more we discuss them and read about them the better. Whatever be done, will be only through and by the work of the people who the sooner they thoroughly acquaint themselves with the facts the better.

A CHANGE OF GOVERNMENT.

In the opinion of many the result of the recently concluded Presidential elections throughout the United States is an emphatic condemnation—possibly not of the principle, but—of the extreme lengths to which Protection has been carried, particularly, of late, under the McKinley tariff. The authorities at Ottawa, there is little doubt, knew of the interpretation that would be put on the outcome by their recognized organ, the *Citizen*, which, commenting on the elections, spoke of a prospective diminution of the duties levied on Canadian goods, and added: “Apart from the commercial question, the

Democrats cannot be more hostile to Canada than the Government of Mr. Harrison was, and we hope for an improvement in that respect.” The London (England) *Daily Graphic* interprets the outcome to mean “that the tariff of the United States will be gradually modified. The *Daily Chronicle*, which is not extremely distant from the Gladstone counsels, takes the election to mean that “American foreign trade will expand as it has not expanded before.” The *Daily Telegraph*, however, doubts if much good will come to outside nations in relation to duties.

There is no need for us in this issue to seek to draw many conclusions from the political revolution that has just occurred. The iron hand of James G. Blaine was removed from the nation some time back, still it is possible that, with him at the head of the ticket, backing up such a foreign policy as it has been his to expound, if not, in every case, to successfully carry out, the results might have been different, for it is by aggressiveness developed in one direction or another that American politicians manage to live in the memories of the people. Meantime, in view of what has happened, even Mr. Blaine is but little more than a reminiscence.

It will have been noted that the Republicans throughout their latest canvass laid the greatest stress possible upon the trade question. It was in fact their leading trump card, but although the Democrats were denounced for the lack of patriotism in this particular, and the most harrowing pictures were painted of the sufferings of those who in Great Britain and other countries were working for starvation wages and against whose competition the American artisan had to contend, the prospect of what, under a prohibitive tariff, they would have to pay for what articles of home manufacture they required was not a pleasing one. The voters, unfortunately for the party in power, had present with them the tyrannies, the outrages and the murders committed under Republican rule for the benefit of the plutocrats for whose good it had been the policy of the Harrison administration to make all things work together.

In so far as we in Canada are concerned, the administrative change is not likely to make much alteration in our relations with our neighbors. There are certain special concerns—the scaling question, for instance—which have, as regards what is past, been removed from the political to the judicial domain. The cases for both sides have been made up; but it may be that in some other concerns which are still at issue, and some which at any time may break out, there will be less disposition to vex and annoy on the part of the Democrats than there has been on the side of the Republicans.

We are well satisfied to note that the Minister of Finance has seen fit to make an extra grant of \$500 for the purpose of making the Provincial exhibit of minerals at the World's Fair as perfect as can be and that a committee so well qualified as that which is at work at Kaslo City, is so heartily co-operating with Mr. Law, the provincial representative at the Fair.

THE KOOTENAYS.

The local press, as well as the city papers of British Columbia, continue to give most satisfactory, and in the highest degree encouraging, reports as to the progress of mining development in the Kootenay country particularly, the Cariboo interest appearing to lie low for the present. Besides, the newspapers of Ontario and Quebec have become greatly interested, although it is true that with them little of this is given as other than from the point of men of its being very readable matter. All this has, of course, considerable influence, but when we find the specialist papers paying attention to us and our concerns, it is subject for still greater satisfaction. In its last number, the *Canadian Mining and Mechanical Review*, the official organ of several associations exclusively devoted to mining in Canada, contains an interesting letter from J. Lawson Wills, entitled "Reflections After a Trip to Kootenay."

The writer speaks of the Slocan district as the ruling centre of excitement; but although he takes a somewhat pessimistic view of things, and is not specially enthusiastic as to our silver mining and copper ore deposits, he says that the subject of "gold mining," which has hitherto been too much neglected in Canada, and especially in British Columbia, cannot fail to force itself upon the consideration of any observant traveller in that Province. He further says that possibly no country offers more extent of already known auriferous territory, and he continues "Our short tour through only portions of East and West Kootenay, has been sufficient to impress us with the neglected gold deposits offering rich returns for the working, and leaving aside the hydraulic claims which usually present serious engineering difficulties, we are of opinion that no better opportunities for immediate legitimate investment in the Kootenays can be found than those offered by certain localities of the Selkirk in that region."

The concluding sentence of an article which is the reverse of gushing—silver mining especially having no charms for him—is: "We would draw attention to the more readily realisable benefits to be secured by the investment of capital in the neglected gold resources of this and other districts in British Columbia." There is not much in the article to be thankful for, still the admissions that are repeatedly made some of which are quoted above are calculated to induce those who don't know much about us to make up their minds that the glowing statements that have been made by some writers, are a long way from being anything in the line of exaggerations.

A NOTEWORTHY DEPARTURE.

Advices from San Francisco state that after having sent out prospectors to the Antarctic sealing grounds, who have returned heartily satisfied with what they have seen and learned, the American sealers, in view of all the difficulties in the way of carrying on operations in Behring's Sea, have concluded to try their luck in South Pacific waters. More or, it has been definitely stated that the Japanese

IMPORTS AND EXPORTS.

IMPORTS.
The following is a summary of the quantity, value and duty on imports at the port of Victoria for the month of October, 1892:

ARTICLES.	QUAN.	VALUE.	DUTY.
Acids.....		\$ 300	\$ 75 08
Agricultural implements.....		52	18 20
Ale, beer & port'rgls.....	1,796	1,511	416 80
Animals.....		1,401	1,285 10
Books, pamph's, etc.....		1,298	385 80
Brass & manuf's of.....		621	186 30
Breadstuffs, etc, viz.....			
Grain, of all kinds.....	1,583	1,196	173 17
Flour, brls.....	902	3,700	744 37
Meal, ".....	85	385	45 50
Rice and all other breadstuffs.....		5,927	1,990 67
Candles, lbs.....	12,163	1,081	270 25
Chicory, lbs.....			
Coal and coke, tons.....			
Coffee, from U.S. lbs.....	1,587	333	76 90
Copper and m's of.....		187	56 90
Cordage all kinds.....		411	85 33
Cotton, manuf's of.....		5,672	1,707 33
Drugs and medicines.....	30,639	11,215	27
Earthen, stone and Chinaware.....		1,002	338 45
Fancy goods.....		947	20 65
Fish.....		1,006	210 15
Fruit, dried.....		1,717	429 21
Green.....		7,475	2,379 18
Furs.....		8	2 00
Glass, glassware.....		891	267 30
Gunpdr, exp sub's.....		1,441	194 85
Hats, caps, bonnets.....		1,634	580 20
Hops, lbs.....	1,075	230	61 50
Iron and steel m's of.....		11,228	3,318 81
Jewelry and watches and m's of gold and silver.....		421	117 00
Lead and manuf's of.....		99	31 20
Leather and m's of.....		234	532 51
Marble and stone and manuf's of.....		1,026	302 50
Malt, bush.....	922	671	138 30
Metals, composition and m's of.....		449	156 00
Musical instruments.....		409	124 70
Oils, coal and kerosene, gals.....	19,471	4,466	1,401 90
All other, gals.....	3,229	1,210	287 06
Paints and colors.....		461	134 40
Paper and m's of.....		1,338	425 97
Perfumery.....		210	63 00
Provisions.....		9,868	2,566 93
Bacon, ham, etc.....			
Salt, not from Great Britain or British possessions, or for fisheries, lbs.....	45,870	326	33 91
Seeds.....		1,010	109 25
Silk, manuf's of.....		3,513	1,682 15
Soap of all kinds.....		919	341 89
Spices of all kinds.....		99	25 75
Starch, lbs.....	380	21	11 29
Spirits.....			
Of all kinds, gals.....	4,155	6,080	888 83
Wine, other than sparkling, gals.....	1,789	1,608	1,215 76
Wine, sparkling, doz.....	55	457	236 10

ARTICLES.	QUAN.	VALUE.	DUTY.
Sugar above No 1 lbs.....	49,638	1,923	397 10
Sugar candy, etc lbs.....	2,510	189	98 67
Sugar glucose and syrups..... lbs.....	720	12	10 80
Tea, from U.S. lbs.....	2,903	871	87 10
Tobacco and cigarrs.....	2,100	1,639	1,530 24
Wood and m's of.....		3,112	869 90
Woolen m's of.....	15,329	5,087	43
All other dutiable articles.....		25,412	6,853 04
Total dutiable goods.....		\$171,803	\$60,167 07
Coin and bullion (except United States silver coin).....		55	
Free goods, all other.....		37,592	
Grand total.....		\$209,450	\$60,167 07

EXPORTS

From the port of Victoria, for the month of October, 1892—the produce of Canada:

THE MINE.	QUANTITY.	VALUE.
Coal.....	296	\$ 1,332
Gold dust, nuggets, etc.....		21,850
THE FISHERIES.		
Fish of all descriptions.....		94,908
Furs or skins of creatures living in the water.....		320,634
ANIMALS AND THEIR PRODUCE.		
Other articles.....		30,253
AGRICULTURAL PRODUCTS.		
Fruits—green.....		40
Flour of wheat and rye, brls.....	500	2,000
Other articles.....		217
MANUFACTURES.		
Liquors, spirituous and malt, of all kinds..... gals.....	164	500
Sewing machines.....	1	20
Wood m's of all kinds.....		94
Other articles.....		120
Grand total.....		\$ 481,968
Goods, not the product of Canada, for the month of October, 1892:		
QUANTITY. VALUE		
The Fisheries—		
Furs or skins of creatures living in the water.....		1,050
Animals and their produce—		
Horses.....	1	500
Manufactures—		
Iron—pig and scrap, castings, hardware, etc.....		125 25
Manuf's of leather.....		485
Sewing machines.....	12	14
Wood m's of all kinds.....		3,469
Other articles.....		372
Miscellaneous articles.....		1,215
Coin—gold.....		208
"—silver.....		
Grand total.....		\$ 7,473
Total exports of all kinds.....		\$489,441

Government have made up their minds to pursue a policy even more forcible than the Russians have done in order to prevent sealing being carried on. It is stated—and in a by no means secret manner—that the authorities of the last two countries have been prompted in their course by the Americans who desire to so complicate matters as to make a semblance of justification for their own high-handed action, even if that be only found long after the perpetration of the international outrages that have been carried out under the direction of their government. However that may be, the Southern Pacific sealing grounds are destined hereafter to be the rendezvous of a large fleet of schooners which it is possibly hoped may cause the same questions to be raised at the Antipodes as have been brought out in connection with Behring's Sea. Whatever this may be is in the future and there is no fear that trouble will be borrowed in this way

any rate in connection with the arbitration, the issues which it is called to determine being sufficiently well defined. As to the South Sea sealskins, it is said they are plentiful, although their quality is not quite equal to those from the North. This, however, say the honest and honorable Americans who claim to be the pioneers of this departure, can only be discovered by an expert. It may therefore be expected that our neighbors will do their utmost to run them upon the British market as of the very highest class. Should there, however, be no sealing as some expect at the North, the skins in question will have, upon their actual merits, a sufficient value to attract British Columbia sealers who, it is safe to say, will be able to hold their own against all comers.

THE Philadelphia Manufacturer, referring to the Sault Canal question, kindly says that in a year Canada "will be absolutely mistress of the situation."

THE LARGEST STORE IN THE WORLD

The largest store in the world! And what a store it is; one where almost anything can be bought. Many of our readers, remarks a London paper, have no doubt seen it, as it is one of the sights of Paris. The Bon Marche (cheap market) is indeed a wonderful place, but, like many other marvelous things, it had a very humble beginning.

Probably few people, at all events, know the origin of the colossal ramification of the business which was started more than half a century ago by a some time village peddler and his present wife.

Aristide Boucicaut was an itinerant vendor of linen at the various fetes in the department of Saone-et-Loire. He came to the Verjux fete from year to year, and in time became acquainted with the family of Marguerite Guerin; fell in love with her, and, being a steady young fellow of good character, gained her father's permission to marry her.

For many months after marriage they travelled about together "with the cart" scarcely doing more than meet expenses, but content to be able to pay their way from day to day.

However, they were French, and possessed the national aptitude for economizing in various little ways; and thus, by putting by a sou here and a sou there, they saved sufficient at last to take them and their one child—a boy—to Paris.

In a few more years they had saved enough to buy a small shop at the corner of the Rue du Bac and Rue du Sevres. This was the humble commencement of the now world renowned Bon Marche.

Madame Boucicaut assisted her husband—keeping the books and giving change. They were the fortunate originators of "fixed prices," till then an almost unknown thing in Paris, where the price asked generally varied according to the possible length of the customer's purse. Like most people who have succeeded, they had a hard struggle at first to hold their own; but courage, tact and a desire to please won their way, and their customers increased rapidly. Soon they were enabled to take "the next shop," and M. Boucicaut encouraged his assistants (of whom he now had several) to invest their money in the business, giving them interest for it at 6 per cent. This, of course, gave each one of them a personal solicitude in the success of the undertaking. Slowly but surely the Bon Marche engulfed the neighboring shops, until it had spread over the whole block and rose to the height of five stories. Its area of trading, too, had extended, marvelously, and now included China, Japan, India and America.

Now almost everything can be purchased beneath the span of its immense roof, from a needle to a carriage. Attention and courtesy are still the keynote of the business, and rich and poor alike, the peasant buying a six-sou handkerchief, and the comtesse buying a 500-franc robe, are treated with like civility. "We cannot despise the sou," said Madame Boucicaut, one day, "for our Bon Marche has been built up with them."

What a little army of employes there is! Three thousand four hundred strong, and each one treated as though a member of one vast family. For the first few minutes

after entering this gigantic emporium all seems confusion, though in reality all is most perfect order. Each of the army of salespeople has his or her particular station—at the glove or ribbon counter, the carpet or toy department—and this post is not left save under most exceptional circumstances. From floor to ceiling this enormous shop is crowded with everything that the ingenuity of man has contrived and the longings of the human heart can crave.

There is less "bustle" noticeable when one has found one's eyes than in many a far smaller shop. It is as if we were in the presence of a huge piece of business machinery, which does its work almost silently, and inevitably—no other word so well expresses the feeling aroused in one as the last. Great care has always been taken of the employes who become aged and infirm in the service of the house. In 1887 a sum of no less than five million francs was set aside by Madame Boucicaut to form a foundation of a superannuation fund.

At the top of the Bon Marche are the kitchens and dining-rooms, in which the whole staff of assistants have their meals free of expense. There is also a private hospital for the use and comfort of employes, and a doctor who comes each day to investigate cases of illness. All who are anxious to improve themselves mentally can learn music and languages from teachers specially engaged for the purpose by the control. The result of this wise generosity is the possession by the Bon Marche of one of the finest brass bands in Paris, and the ability of many of the employes to converse in three, four, five, and even six foreign languages. This makes the Bon Marche one of the most popular shops in Paris for foreigners.

There is a fine gymnasium and fencing room, where recreation may be indulged in; a games-room, reading-room, and indeed every facility is afforded for the recreation and amusement of the employes when work is done. No less than a hundred and thirty of the young women formerly lodged in Madame Boucicaut's own house, opposite; each having her little separate room, with a polished walnut floor, dainty white bed, and pretty curtains.

At M. Boucicaut's death half of the business was divided in shares among the various employes, and a large sum was devoted to establish pensions for those who had served in the business for twelve years and upwards.

M. Boucicaut died in 1878, leaving his wife the head of the Bon Marche, worth 20,000,000 francs, the money received daily varying from 75,000 to 200,000 francs. When Madame Boucicaut died, she was worth 60,000,000 francs (about \$11,250,000), and, as she had no near relatives, a very large portion of this vast sum—earned by business ability and tact—was left to the charities of Paris. To the poor of each of the twenty arrondissements was left a sum amounting to several thousands of dollars. Her pictures have found a fit home in the galleries of the Louvre and Luxembourg; and her linen and silverware were given to a house of education for poor girls. Enough still remained for the building of a fine hospital in Paris.

EASY CREDITS.

THE COMMERCIAL JOURNAL has been outspoken on the undue length to which credits are extended and the inevitable results; therefore, we are pleased to give the opinion of the *Shareholder*, of Montreal, on the subject. That paper says the matter has been pressed upon the attention of the commercial community repeatedly, but with little effect; merchants are still inclined to take the risks of the old long credit system, rather than incur the danger of unpopularity from advocating a sounder and more rational policy. The evil begins with the farmer who expects credit from the storekeeper, until he chooses to market his crops, and the storekeeper in turn expects credit from the wholesale merchant, until he can make collections, and, in addition to all this, there is running through the entire trade the evil of excessive competition, with its resultant small profits, heavy expenses and undue risks, which every now and again culminates in a series of heavy failures, destructive alike of prosperity at home and credit abroad. A striking instance of the ease with which credit is obtained is exhibited in the career of a Montreal retail dry goods man who has just failed for the fourth time. This should not be possible, and would not be if wholesale merchants were not in a measure compelled by the keenness of competition to make accounts in order to run off their own stocks. Supply accounts, whether pure and simple, or in any modified form, are absolutely certain to result in disaster; they are utterly opposed to everything that is sound in principle or successful in practice; they are fraught with constant anxiety and are productive of certain loss, and no wise man will ever embark in such enterprises. It is, however, scarcely reasonable to expect that the evils of the Canadian commercial system can be cured all at once. It is satisfactory to know that they are admitted—for this brings the cure—the cure can only be a question of time. Long credits are sure to be abolished, and recklessness will give place to caution, while men who have failed more than once will be forced to give place to men who have proved their ability by their success. The excessive competition that admittedly exists in all branches of trade in Canada can only be removed gradually and slowly. The statement has appeared in the public press recently that one of Montreal's oldest and wealthiest houses contemplates retiring from the business in which it has attained eminent success. Should this prove to be the case, there will be more scope for younger firms, but we hope that the capital amassed will not be withdrawn from Canadian enterprises, but be invested in some of the numerous directions in which Canadian resources await and are capable of successful development. With the return of "good times," there will, of course, recur the danger of young men, with money to risk, entering into branches of business already overdone. In cases of this kind, we recommend that the advice of experienced bankers be first sought and the record of former wrecks carefully studied. Caution beforehand will save subsequent anxiety and loss.

THE "DRUMMER."

Young, strong, alert, bright eyed, he goes his way with a self-confidence unsurpassed by a popular preacher, and an audacity unequalled by a beautiful woman. The nerve and elan of the commercial traveler, on a charge, or in the sack of a captured town, come up to those of any African hunter in the whole French army. Most emphatically he has nerve—especially when he comes to make out his bill of expenses. His footsteps are good to follow in when one goes a journeying. His business is to know mankind and their ways, for, by knowing them, he gets about the best of everything going—even gets the best of bright men sometimes. He knows which hotels have the softest and cleanest beds, the most inviting table, the daintiest service, the prettiest and neatest handed chamber maids. He is on familiar terms with conductors, cooks, hotel clerks, stage drivers, waiters, tram boys and other persons important to the itinerant. He also knows where the best tippie is to be found; but, to the credit of his discretion, he it said, he is usually abstemious, though seldom austere, and sometimes tectotally abstinent. For, contrary to a current impression, he is not given over to the service of a certain great personage whose wages is death. There are even pious men in his ranks, class-leaders, who can supply a vacant pulpit in a country village when the pastor happens to be absent of a Sunday. One of his marked characteristics is his youth; and he has all of its virtues and some of its faults—others he has overcome. He is not all young, to be sure, for some of him are middle-aged men, married, who must see wife and babies at least once a week. But for the most part young blood riots in his veins, and he has the hope and high courage which it carries. He realizes that he is the coming merchant prince, and seeks by hard and honest work to hasten his promotion. He is a missionary, carrying into remote country districts the latest styles in slang, trousers and chewing tobacco. He is also a past master in the art of coaxing, as girls and country traders sometimes find to their cost; though he usually treats both with consideration—unless they are too confiding. Some temptations it takes a hero or saint to resist, and he is neither saint nor hero. At times he awakens awful jealousy in the breasts of rural swains, and they look upon his gorgeous raiment with envy; but generally they are fast friends, and swap lies and brass watches in a sociable way. Through much travel, he becomes cosmopolitan in his tastes. All dishes are familiar to his palate, from corned beef and cabbage to salmis and ragouts. Even hash he does not disdain when he has confidence in the cook. For the most part, he finds the plainest food the best, and fights shy of dishes like the salvey charlotte russe, which at some country inns is esteemed a luxury, instead of the affront to both palate and stomach wise men know it to be. He rarely refuses to eat a watermelon. Above all, he believes in this great and glorious country with all his heart, never wearies of chanting its praises, is willing to fight for it, lie for it, and, I dare say, if need be, die for it. When he goes strange countries for to see, he upholds the honor

of his own, and gazes about him upon marvelous sights with the stoicism of a red Indian, the *nil admirari* air of a finished dandy; though he is free from the weakness of refusing to ask questions, and where business interests are concerned immediately becomes "an animated interrogation point." One more, and perhaps most distinguished trait must be mentioned: He is a great story teller, and carries a full line of anecdotes, good and bad, in standard goods and novel both, every trip; for his business is to interest men and so lead them to look kindly upon him and his wares. While not denying that some of these little tales have a breadth and freedom of expression remindful of the "merrie gestes" jovial monks in old times told in the refectory, and troupes and jongleurs in both cottage and hall—tales like those the pious Valois Princess and promoter of heresy wrote for the edification of the men and women of the sixteenth century I demur to the idea that they are generally vile. Almost all are humorous, to be sure; but though some be as rank as a bit of mouldy cheese, the most are as bright and clean as a newly scrubbed milk pan, and convey as wholesome stuff.—*Portland Press.*

THE BUSINESS MAN AND HIS CLERKS.

The world credits the American business man with being industrious and careful, and to those qualities, quite as much as to his native shrewdness, is attributed his wonderful success. He is a worker in all that word implies, and all unite in accrediting to him a closer attention to the details than is given by men of other countries. Employes overlook this fact, and they look upon their employer as a man who has profited by their labor, not stopping to think of the hours of toil and trial that he has passed through. The workman has his fixed hours for labor, and when the day's work is done his mind is not tormented with thoughts of the morrow; but with the employer there are no stated hours for work, his only limit is the few hours not given to sleep.

The hours in his shop when superintending his work are his easiest hours. His severest toil is that of providing ways and means for conducting his business. To do this he must find customers, watch commercial affairs, look to credits, see that the work produced is such as will sell well, guard against waste in every department, be ready to meet competition without loss, and to systematize the workings of the factory and office that loss will be reduced to a minimum, and the office will always be provided with funds to meet all demands upon it. His life is one continuous round of labor, and the closer attention he pays to the details, and the more prosperous the business, the better it is for the workmen. Then, too, the more active the man, the closer his connection with his business and with his relationship to his workmen, and the less friction between employer and employe.

The question of household suffrage is likely to lead to riotous demonstrations in Belgium.

HOW TO COAX TRADE.

Let us take up the subject of calling attention to other goods than those asked for. Clerks should be coached in this field and in small stores where merchants themselves do this to a considerable extent, they can take some lessons to good advantage. There is a very great difference between placing a customer in an embarrassed position with reference to an article which she is being shown and drawing her attention to its excellent features and in an off-hand way pleasing her.

The attention and pains you show in trying to supply your customer's every want makes established trade. The customer who becomes nervous and has to just tear herself away from you that she may not buy what she has no earthly use for, is not going to have the pleasant feelings when she realizes the situation she was placed in in your store. A great evil is reflected through those unpleasant feelings. An ever-present desire to enter your store, whether for a spool of thread or for a purchase amounting to \$25, is the spirit you should cultivate.—*Dry Goods Economist.*

NATURAL WOOD FINISH.

The popularity of the natural wood finish should insure greater care than is exercised by most builders in the selections of panels having a rich grain. A very large majority of the panels now used show a central cut of grain, but the balance of the panel shows nothing but the edges of the growth rings. This is due to the manner in which the logs have been sawed, they being slabbed from the side, and the rearer the cuts are to the heart the narrower the grain surface. There are methods of sawing whereby the logs can be cut to show a rich grain, whereas if cut in the old way they lack in color and character. Oak panels show to the best advantage when cut to show the medullary rays—that is, when quarter-sawed. The few central boards of an oak log show these even when cut in the old way, but they are entirely lost on the edges with the outer plank. Ash depends upon the crossing of the lines of the growth rings for its richness, and the best results can be obtained by cutting from four sides. This method does not give wide plank, but there need be no trouble in securing those twelve to fourteen inches wide, which is a fair average for the width of panels. The outer, or what is known as the "sap," portion of both ash and oak is softer than the heart; and being more porous, it absorbs the filler, and in most cases shows a different tint than the more solid wood. Oak in particular turns dark, and many panels are spoiled by the dark, muddy strip along the top and the bottom edges of the body when finished. A crooked log sawed so as to cut across the curve will give a much better selection of boards than a perfectly straight one, unless the latter is sawed diagonally across from end to end. By resawing, good boards could be cut from some of the straight, thick plank now in the market, and the loss would be trifling as compared with the advantage in appearance arising from increased richness of the grain.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

BRITISH COLUMBIA SALMON FLEET 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CASES.	VALUE.	ARRIVED.
Br bark	Martha Fisher	811	Meadowcroft	Oct. 18	Victoria	Liverpool	31,002	\$163,451	
Br bark	Glenarry	892	Davidson	Nov. 3	Westminster	Liverpool	37,352	186,700	
Br bark	Chili	678	McKenzie		Victoria	London			

B. C. LUMBER FLEET, 1892.

FLAG.	NAME.	TNS.	MASTER.	SAILED.	FROM.	FOR.	CARGO FT.	VALUE.	ARRIVED.	RATE.
Br ship	Athlon	1371	Dexter	Jan. 5	Vancouver	Adelaide	1,495,128	8,265	March 18	47s 6d
Nor ship	Morning Light	1316	Johansen	Jan. 22	Vancouver	Melbourne	1,001,171	9,193	March 25	50s
Am bark	Hesper	661	Sodergren	Feb. 20	Vancouver	Shanghai	751,921	7,781	April 23	50s
Br ship	Angerona	1215	Anderson	Feb. 26	Vancouver	Valparaiso	831,557	7,095	May 20	42s 6d
Nor bark	Czar	1321	Christophers'n	March 4	Vancouver	Adelaide	1,046,611	10,476	June 7	57s 6d
Nor bark	Agnes	841	Hofgaard	Feb. 20	Chemainus	Antofagasta	602,569	6,413	June 11	40s
Nor ship	Kathinka	1463	Klevenberg	March 12	Vancouver	Melbourne	1,228,925	9,251	May 28	60s
Chil bark	India	933	Funke	Feb. 22	Vancouver	Valparaiso	803,291	7,018	May 10	owners ac
Br bark	Glenbervie	809	Groundwater	March 21	Vancouver	Iquiqui	631,810	7,689	June 8	37s 6d
Br ship	British India	1129	Lines	March 31	Vancouver	Valparaiso	823,566	9,315	July 11	37s 6d
Am schr	W. H. Talbot	776	Bluhm	March 11	Vancouver	Tientsin	1,021,876	10,272	May 28	67s 6d
Am schr	Reporter	323	Dreyer	March 3	Chemainus	San Pedro	416,386	3,476	March	Private
Br bark	Riversdale	1453	Finlayson	April 25	Vancouver	Sydney	1,167,181	9,873	June 28	47s 6d
Br bark	Mistletoe	821	Smith	April 21	Vancouver	Wilmington	70,275	7,966	Aug. 31	\$15 00
Br bark	Craigend	2218	Lewthwaite	April 18	Vancouver	Iquiqui-Callao	1,808,000	19,351	July 11	27s 6d & 30s
Br bark	Toboggan	676	Porter	May 20	Vancouver	Wilmington	622,828	9,330	Sept. 11	\$15.00
Br bark	Thermopylae	948	Winchester	June 2	Vancouver	Yokohama	328,576	8,949	July 22	Private
Nor bark	Fritzo	1078	Rolfen	May 29	Chemainus	Melbourne	783,124	8,072	Aug. 9	45s
Br ship	Burnmah	1647	Newcombe	June 2	Moodyville	Valparaiso	1,280,359	9,883	Aug. 23	25s
Br ship	Crown of Denmark	2029	Smith	June 21	Vancouver	Melbourne	1,850,725	15,435	Sept. 23	37s 6d
Nor bark	Ursus Minor	705	Johnson	June 1	New Westminster	Sydney	481,211	4,393	Aug. 3	37s 6d
Br ship	Earl Granville	1149	Flack	June 16	Cowichan	London	853,937	12,303		62s 6d
Chil bark	Antonicetta	369	Stack	June 27	Chemainus	Valparaiso	536,358	9,015		owners ac
Ger bark	Palawan	967	Van Heuvel	July 5	Vancouver	Iquiqui	688,831	7,521		33s 9d
Chil bark	Leonor	801	Jenatsch	July 8	Moodyville	Valparaiso	637,375	6,329		owners ac
Chil bark	Guinevere	909	Gleennie	Aug. 6	Chemainus	Valparaiso	762,062	7,612		owners ac
Am bktn	Robert Sudden	585	Uhlberg	Aug. 3	Vancouver	Valparaiso	771,140	8,797		40s
Chil ship	Hindostan	1513	Walsh	Aug. 7	Moodyville	Valparaiso	1,222,396	11,471		owners ac
Br bark	Zebina Gowdy	1087	Manning	Sept. 5	Vancouver	Wilmington	853,218	10,125		\$13.00
Chil ship	Atacama	1235	Caballero	Aug. 21	Moodyville	Valparaiso	604,191	9,089		owners ac
Br ship	City of Quebec	708	Carnegie	Sept. 6	Vancouver	Adelaide	517,409	4,048		40s
Br bark	Niveeh	1174	Broadfoot	Sept. 3	Vancouver	Sydney	951,909	9,287		owners ac
Am schr	Robert Searles	570	Piltz	Sept. 8	Vancouver	Port Pirie	815,321	5,962		41s 3d
Am ship	George Skollfield	1276	Dunning	Sept. 29	Vancouver	Valparaiso	631,345	81,781		40s
Chil bark	Lake Lemna	1045	Bozzo	Sept. 29	Moodyville	Valparaiso	763,839	6,610		owners ac
Br bark	Samuell Bros.	1218	McFarlane	Oct. 15	Vancouver	Wilmington	907,554	11,763		\$11.00
Am schr	Alice Cook	732	Penhallow	Oct. 5	Vancouver	Sydney	919,800	8,338		30s
Nor ship	Morning Light	1310	Johansen	Nov. 3	Vancouver	Liverpool	939,193	10,000		58s 9d
Br bark	Columbus	621	Melhuish		Vancouver	Adelaide				37s 6d
Am schr	Lynan D. Foster	739	Dwyer	Nov. 5	Moodyville	Sydney	822,538	7,809		30s
Nor bark	Benj. Bangs	1118	Bjonness		Vancouver	Montreal				36s 3d
Br bark	Fernbank	1338	Boyd		Moodyville	Valparaiso f.o.				36s 3d
Br bark	Grasmere	1245	Carter		Vancouver	Valparaiso f.o.				36s 3d
Am ship	Edward O'Brien	1725	Taylor		Vancouver	Cork, U.K. f.o.				50s
Br bark	Geo. Thompson	1128	Young		Westminster	Sydney				owners ac

VESSELS IN PORT.

(November 14, 1892)

VICTORIA.

Br. bark Chili, 678 tons, Capt. McKenzie, from London, arrived Oct. 30, with a cargo of general merchandise. Turner, Beeton & Co., consignees.

Br. bark Highlands, 1,231 tons, Capt. Owen, arrived Nov. 11 from Panama, 35 days, for orders.

VANCOUVER.

Br. bark Fernbank, 1,338 tons, Capt. Boyd, from Glasgow, arrived Sept. 7, loading lumber at Moodyville for Valparaiso f. o.

Br. bark Columbus, 621 tons, Capt. Melhuish, arrived Oct. 9, from Pisagua, loading lumber for Adelaide.

Nor. bark Benj. Bangs, 1,118 tons, Capt. Bjonness, loading lumber for Sydney.

Br. bark Grasmere, 1,216 tons, Capt. Carter, arrived Oct. 22, from Coquimbo, loading lumber for Valparaiso f. o.

Am. ship Edward O'Brien, 1,725 tons, Capt. Taylor, arrived Oct. 27, loading lumber for U. K.

NEW WESTMINSTER.

Br. bark Geo. Thompson, 1,128 tons, Capt. Young, arrived Oct. 29, loading lumber at Brunette mills for Sydney on owners account.

CHEMAINUS.

Am. bark Colorado, 1,036 tons, Capt. Gibson, arrived Oct. 12, laid up.

NANAIMO.

NEW VANCOUVER COAL CO'S SHIPPING.
Am. bark Oregon, 1,361 tons, Capt. McCartney.

Am. ship Kennebec, 2,025 tons, Capt. Reed.

Am. ship C. F. Sargent, 1,638 tons, Capt. Snow.

Ger. ss. Romulus, 1,722 tons, Capt. Berendt.

WELLINGTON SHIPPING.

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

Am. bark Kate Davenport, 1,194 tons, Capt. Collins.

EAST WELLINGTON SHIPPING.

Am. bark Melrose, 944 tons, Capt. Kalb.
Am. ship John C. Potter, 1,182 tons, Capt. Meyer.

RECAPITULATION.

Ports.	No.	Tonnage.
Victoria	2	1,912
Vancouver	5	6,121
Westminster	1	1,128
Chemainus	1	1,030
Nanaimo	8	11,468

Total	17	21,065
Previous week	17	23,227
Correspond'g week last year	20	24,527

W. F. Teetzel, of Nelson, and G. Williams, of Revelstoke, will open a drug store at Kaslo. The Revelstoke Pharmacy will probably be closed.

THE COMMERCIAL JOURNAL'S SHIPPING LIST.

VESSELS ON THE WAY TO BRITISH COLUMBIA PORTS

FLAG.	NAME.	TONS	MASTER.	SAILED.	FROM.	FOR.	CONSIGNEES OR AGENTS.	DAYS OUT.
Chil. bark	Eritrea.	1000	Serra.	Aug. 30.	P. Callao.	Moodyville.	R. P. Rithet & Co., Ltd.	77
Br bark	River Ganges.	612	Budge.	July 27.	F. Rio de Janeiro.	Victoria.	Findlay, Durham & Brodie.	71
Br bark	The Frederick.	812	Simpson.	Sept. 2.	C. Talcahuano.	Victoria.	Robert Ward & Co., Ltd.	83
Br bark	Assel.	795	Gilmour.	Aug. 19.	S. London.	Vancouver.	R. P. Rithet & Co., Ltd.	131
Br bark	Sabrina.	747	Organ.	July 7.	S. London.	Vancouver.	Bell-Irving & Paterson.	30
Br bark	Thermopylae.	918	Winchester.	Oct. 10.	O. Hong Kong.	Victoria.	Victoria Rice Mills.	41
Br bark	Mary Low.	813	Robertson.	Oct. 5.	B. Liverpool.	Victoria.	R. P. Rithet & Co., Ltd.	41
Br ship.	Kinkora.	1729	Lawrence.		L. Liverpool.	Victoria & Van.	R. Ward & Co. & Bell-Irving & Paterson.	25
Br ship.	Morayshiro.	1428	Swinton.	Oct. 21.	Q. Java.	Vancouver.		114
Br ship.	Dynomeno.	1900	Walker.	July 24.	A. Rio Janeiro.	Victoria & Van.	Furner, Beeton & Co. & Baker Bros. & Co.	90
Br schr.	Americana (new).	1250	Denny.	Nov. 5.	T. Liverpool.	Victoria.		63
Am ship.	Togallant.	1223	Jackson.	Aug. 17.	H. Honolulu.	Nanaimo.		13
Br str.	Salado.	1005	Crouch.	Sept. 13.	I. Newport, Eng.	Victoria.	N. P. S. S. Co.	13
Br ss.	Tacoma (ex Batavia).	1602	Hill.		K. Hong Kong.	Vancouver.	C. P. S. S. Co.	107
Br ss.	Empress of China.	2003	Tillet.	Nov. 2.	K. Hong Kong.	Vancouver.		43
Br ship.	Blair Athole.	1630	Taylor.		R. Java.	Vancouver.	N. P. S. S. Co.	12
Br ship.	Abeona.	979	Black.	July 31.	D. Falal.	Vancouver.	Naval Storekeeper.	51
Br bark	Java.	827	Harder.	Oct. 3.	G. Cardiff.	Esquimalt.	N. P. S. S. Co.	32
Br ss.	Victoria.	1222	Panton.	Nov. 3.	M. Hong Kong.	Victoria.	Robert Ward & Co., Ltd.	164
Br bark	Doehra.	1016	Scott.		G. Liverpool.	Moodyville.		
Chil bark	Entella.	620	Mangini.		W. Callao.	Moodyville.		
Br schr.	Bittern.	320	Stronach.	Sept. 26.	H. Hong Kong.	Victoria.	Moodyville Sawmill.	
Nor. bark	Fritzee.	1073	Holtsen.	Oct. 11.	F. Melbourne.	Victoria.		
Ger. ship.	Katharine.	1630	Spille.	June 4.	F. Cardiff.	Moodyville.	Moodyville Sawmill.	

P—To load lumber for Valparaiso on owners' account. S Aug. 21 passed Beechy Head. M—Via Yokohama Nov. 17. Going into the Pacific coast trade. E—Via Santa Rosa. Chartered to load lumber for West Coast of S. A., due December 1. F—Spoken July 23 lat. 29° S., long. 148° W. Chartered for salmon to London at 3s 6d. To arrive in November. R—Spoken Oct. 11, lat. 41° N., long. 15° W. I—To sail Dec. 1. Via Yokohama Dec. 15. C—Salmon to London at 3s. Sept-Oct. loading. N—July 9 passed Dover. Cargo of raw material for Canada Paint Company. O—Cargo of 1,150 tons rice paddy. L—To sail about the end of October. Q—Cargo of 2,100 tons raw sugar. A—To load lumber. D Chartered to load lumber for Port Pirie. G—To sail about Dec. 15. K—Via Yokohama Nov. 11. H—To sail in February with 2,300 tons raw sugar. W—To load lumber for West Coast of S. A.

SHIPPING INTELLIGENCE.

The Persian Empire, 1,532 tons, was chartered and has gone to Tacoma to load grain for the United Kingdom, with usual options, at 28s 6d.

The British bark Highlands, 1,234 tons, Capt. Owen, arrived Nov. 11 from Panama, seeking. She is a sister ship to the Seammell Bros., recently in these waters, and is owned in Nova Scotia.

The British schooner Americana (new), 1,250 tons, Capt. Denny, sailed from Liverpool Nov. 5 for Victoria and Vancouver, with a general cargo, consigned to Messrs. Turner, Beeton & Co., and Messrs. Baker Bros. & Co., Ltd. The latter firm announce that they will shortly load another first-class vessel at Liverpool for British Columbia ports.

FREIGHTS.

The market is weak and there has been a decided fall in grain freights from San Francisco.

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 to 37s 6d; United Kingdom, calling at Cork for orders, 45s; Shanghai, 42s 6d; and Yokohama, 40s nominal.

Grain freights from the Columbia River may be quoted nominally as 32s 6d from Portland and from Tacoma the latest rate reported is 28s 9d.

Grain freights from San Francisco to U. K., Cork for orders, 22 6d for large and 23s 9d for small carriers.

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.

BUSINESS CHANGES.

J. I. Farwig, succeeds F. W. Hobbs, furniture, Victoria.

John Frost contemplates opening a foundry in Vancouver.

J. I. Stamford, plumber, Victoria—closed by mortgagees.

Troup Bros., sawmill, Tranquille, advertised for sale by mortgagee.

Marshall & McRae, stationers, Vancouver, have admitted a partner.

Peter Jamieson, Washington Restaurant, Victoria, has assigned to J. J. Austin.

Alex. McInnis, merchant tailor, Nanaimo, has assigned to J. H. Simpson.

Wm. Cowan, Victoria Hotel, Revelstoke, has sold out to A. Hatton and T.M. Hamilton.

Macaulay & Higginbotham, clothing and men's furnishings, Victoria, have assigned to S. Amable.

Postell Bros. ranchers of Okanagan Mission, have opened a butcher shop in New Westminster.

The Bank of British Columbia will shortly open a branch at Vernon, with Mr. Holt, of Vancouver, in charge.

John Huston, formerly of the Miner, Nelson, has procured a plant to start a new weekly paper at that place.

Charles D. Chapman, formerly of Toronto, contemplates opening in the jewellery business in Vancouver.

Iec & Fraser, agents for Victoria of the North American Life Assurance Co., have

been appointed general agents for the province.

Chester B. MacNeill, formerly of Prince Edward Island, has been admitted as a partner into the firm of Davis & Marshall, barristers, Vancouver.

The Genoa Sawmills, at the mouth of the Cowichan River, owned by Hughith & McIntyre, started running full blast Monday. Their logs are running very freely.

Messrs. Wulffsohn & Bewicke, Limited, bankers, insurance and general financial agents, of Vancouver, have opened branch office at Vernon, where they will transact a general banking business.

The British Columbia Deposit and Loan Co., are going out of business, and will seek disincorporation. The Company was organized about a year or so ago under the management of Mr. J. Keith Wilson, who was formerly in the employ of the Bank of British Columbia.

Messrs. Stewart & McDonald, of Glasgow, one of the old established Scotch houses that do business in all parts of the world, have appointed Messrs. G. C. Shaw & Co., of Victoria, agents for British Columbia. The house is one of the most progressive in their line of business, for they keep well up with the times and, in future, are going to push for business in this province. This house, which is one of the largest in Scotland, carries an immense stock of general dry goods, carpets, clothing, men's furnishings, house furnishings and in fact everything in the dry goods line. Mr. M. J. Appleby, late with McMaster & Co., of Toronto, will have charge of a full range of samples of the productions of Messrs. Stewart & McDonald, for which he will solicit the favor of a comparison with what the trade have been importing.



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NOTICE.

The undersigned have this day established a branch of their firm at this port, and have authorized Mr. H. E. Cannon to sign their firm's name, per procreation.

VICTORIA, B. C., 1st Sept., 1892.

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