



British Columbia Record (Established 1911) Published every Monday, Wednesday and Friday by the Record Publishing Company

A newspaper of general circulation featuring Building, Contracting, Engineering, Industrial, Shipbuilding, Mining, Automobile, Provincial, City and Harbor Improvements.

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Subscription Rates One month \$1.00 Six months \$5.00 All subscriptions are payable strictly in advance

OFFICIAL ORGAN. The British Columbia Record is the official organ of The Architectural Institute of British Columbia, Federated with The Royal Architectural Institute of Canada, and The Engineering & Technical Institute of British Columbia.

HUGE JUMP IN SAVINGS DEPOSITS. An increase of thirty-one millions of dollars in savings deposits, after a recovery of nineteen millions of the previous month, is the notable feature of the January statement of the chartered banks of Canada.

The decrease in current loans in December was changed to an increase of 4 millions in January, and circulation registered another important decrease. Call loans, both abroad and at home, showed decreases and both total assets and total liabilities continued on the down grade, although in both cases they are more than 300 millions above January figures for last year.

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subscripion, and that future payments would be practically nil. The further increase on 31 millions in the January statement apparently proves this contention correct.

- POINT GREY PERMITS 2105—Hatt. Ushimura, rep. to dwell. Marpole, \$60. 2106—S. J. Fentesty, dwelling, 46th Ave., \$350.

MINING

CORK-PROVINCE STARTS APRIL 1. The Cork-Province mine expects to produce marketable ore at the rate of 600 tons monthly when the operation of its mill is started on a three-shift basis, says a Kaslo report.

THE UNITED ELECTRIC COMPANY, LTD. ELECTRICAL SUPPLIES "BIO" Arc Light Carbons 601 Pender St. W., Vancouver

BUSINESS ITEMS

PAINT AND DRUG REPORTER. "These are quiet days in the paint trade. No one makes any attempt to disguise this fact. The reasons why this is the case stand out so plainly that there is no need of attempting to explain or analyze the situation.

WILL SOON CALL FOR TENDERS FOR NEW PLANT Architects Gardiner & Mercer, who have been preparing the plans for the new plant and buildings of the Mainland Engineering Company on Coal Harbor, have the detail drawings and specifications well under way and will be ready to accept tenders on the work next week.

DUNHAM HEATING SERVICE Endorsed by leading architects, used in fine installations everywhere because it does give heating satisfaction. C.A. DUNHAM COMPANY, Ltd. Branch Sales Office, Vancouver, B. C.

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NEW WORK -- CONTRACTS LET THE FOLLOWING TABLE SHOWS BUILDINGS COSTING \$5,000 OR OVER, ON WHICH CONSTRUCTION IS UNDER WAY, OR ON WHICH CONTRACTS HAVE BEEN LET BUT CONSTRUCTION NOT YET STARTED.

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**B. C. INCORPORATIONS.**  
During the past week certificates of incorporation have been issued to the undernoted concerns:

Victoria Preserving Company, \$10,000, Victoria. Strain's Ltd., incorporated in the Province of Manitoba is licensed to do business in British Columbia, the authorized capital being \$100,000, with head offices in Victoria. Home Oil Company, Ltd., \$300,000, Vancouver. L. Patterson Tobacco Co. Ltd., \$18,000, Vancouver. The Greater Victoria Building Society, incorporated under Investment and Loan Societies Act; nominal capital, \$480,000. Wm. Ralph, Ltd., \$10,000, Vancouver. Lovette Securities, Ltd., \$10,000, Vancouver. The British Columbia Permanent Agencies, Ltd., \$50,000, Vancouver. Ben Petch, Ltd., \$10,000, Vancouver. Hotel Manitoba Company Ltd., \$15,000, Vancouver. The Stewart McIntosh Company, Ltd., \$10,000, Vancouver. The F. Gowen Co., Ltd., \$10,000, Vancouver. Hyatt Steel Products, Ltd., \$300,000, Vancouver.

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**AUSTRALIA EXPECTS  
BOOM IN SHIPPING**

Australia is anticipating a phenom-  
enal boom in shipping, according to  
word brought here from the Antipodes.  
It is pointed out that between now and  
the end of April no fewer than 84  
large vessels are booked to arrive at  
Australian ports.

Although the April bookings are not  
complete, no fewer than 700,000 tons  
of overseas shipping is due to reach  
Australian ports. In March it is cal-  
culated that there will be over fifty  
steamers, representing nearly 500,000  
tons, in Sydney harbor. In addition  
there will be the steamers running in  
the ordinary Australian and New Zea-  
land and the Pacific trade, together  
with many ships from the Pacific  
Coast of America.

England is said to be making giant  
strides in procuring foodstuffs from  
Australia so as to reduce the high cost  
of living. Advances state that informa-  
tion received from the British govern-  
ment shows that a great fleet of mer-  
chant vessels is booked for Aus-  
tralian trade.

**TRADE SHOTS.**

When you have half an hour to spare,  
instead of smoking another cigar that  
you don't need, sit down and write a  
few personal letters to customers, who  
seem to have forgotten your business.  
Customers are more independent.

than they used to be. Don't count on  
getting their trade regularly without  
keeping after it.

Don't let the talkative customer do  
all the talking, and don't talk so much  
that the shy customer will not feel  
like butting in with any remark.

Isaac Walton's advice to fishermen was:  
"Good fresh bait and patience."  
What better advice can we offer the  
contractor if we add, "and plenty of

For 2,000 years the Christian relig-  
ion has been at work faithfully trying  
to establish peace on earth, good will  
to men, and now they expect to do it  
by legislation at one sitting of a con-  
ference of worldly statesmen.

**FOREIGN TRADE  
OPPORTUNITIES**

Additional information regarding  
these inquiries may be obtained from  
the Secretary of the Board of Trade,  
Vancouver, or upon application to the  
Commercial Intelligence Branch of the  
Department of Trade and Commerce,  
Ottawa.

Correspondents are requested to quote  
the number of the "opportunity" when  
asking for additional information. Re-  
quest for each opportunity should be on  
a separate sheet and state opportunity  
number. The Bureau does not furnish  
credit ratings or assume responsibility  
as to the standing of foreign inquiries;  
the usual precautions should be taken  
in all cases.

**LATEST ENQUIRIES.**  
The following inquiries are the latest  
received. For rapid perusal the reader  
may know at a glance items of inter-  
est by noting the class of goods men-  
tioned at the end of each inquiry.

**501. Bolts and Nuts.**—A firm in  
Gloucester, England, would be glad to  
get into communication with a Cana-  
dian manufacturer of bolts and nuts,  
etc.; they want cup square 3/4-inch by  
3/16 to 12-inch by 1/2-inch; bright  
motor hex round hex, general assort-  
ment bright washers, taper pins  
(bright steel), set screws and split  
washers.

**502. Barbed Wire.**—A Gloucester,  
England, firm asks for quotations on  
from 15 to 20-ton lots of barbed wire,  
4-point, thick set in 1/2-cwt. and 1/4-cwt.  
reels, principally the latter.

**503. Wire Nails.**—Will Canadian  
manufacturers of wire nails with sup-  
plies for present or future delivery  
communicate with a firm in Glouces-  
ter? Rounds and ovals in all sizes,  
3/4-inch to 6-inch required, in 1-cwt.  
gross paper-lined bags and net kegs.

**504. Cardboard.**—A Bristol box  
manufacturer desires to import card-  
board from Canada.

**505. Wood Bungs.**—A London firm  
wishes to purchase quantities of wood  
shives (bungs), and invites offers from  
Canadian manufacturers. Samples  
available at the Commercial Intelli-  
gence Branch, Department of Trade  
and Commerce, Ottawa.

**506. Navy Pick Handles.**—36-inch,  
39-inch, and 42-inch in length, are  
wanted by a Bristol firm. Mostly the  
36-inch required.

**507. Hammer and Sledge Handles.**—  
A firm in Bristol desires to import  
these handles in the usual sizes.

**508. Hatchet Handles required,** 14-  
inch, 16-inch, 20-inch and 24-inch in  
length, by a Bristol importer.

**509. Broom Handles.**—A Bristol  
concern would be glad to hear from a  
Canadian exporter of broom handles  
made of spruce or alder, 50-inch by  
1 1/2-inch and 50-inch by 1 1/4-inch.

**510. Broom Stocks.**—A Bristol brush  
manufacturer would like to hear  
from a Canadian exporter of broom  
stocks, round or half-round, with hole  
bored or not, 12-inch to 14-inch in  
length and 2 1/2-inch to 4 1/2-inch in dia-  
meter.

**511. Wood Washboards.**—Wash-  
boards, all wood, dovetailed, and 17  
inches in height, are wanted by a Bris-  
tol firm.

**512. Wheelbarrows.**—A Bristol firm  
desires to import wheelbarrows for  
navy and general purposes.

**513. Lawnmowers.**—A Bristol firm  
would be glad to get in touch with a  
Canadian exporter of lawnmowers.

**514. Garden Tools.**—A firm in Bris-  
tol wishes to import rakes, forks, hoes  
and general garden tools.

**515. Hammers and Hatches** are  
wanted by a Bristol concern.

Canada in codfish, tinned fish, lumber,  
asbestos, mica, and zinc.

**467. Grain, Lumber, and Metals.**—A  
firm of commission agents of Naples  
wishes to hear from Canadian export-  
ers of grain, lumber and metals.

**468. Metals.**—An important firm of  
metal merchants in Milan desires con-  
nections with Canadian firms export-  
ing minerals, metals and metal alloys.

**469. Shovels and Barbed Wire.**—A  
firm of merchants in St. Johns, New-  
foundland, wishes to get into imme-  
diate communication with Canadian  
manufacturers of long-handled square  
and pointed shovels and manufactur-  
ers of barbed wire.

**470. Agency.**—A trading company  
having offices in New York, London,  
and Bucharest, Roumania, and pro-  
posing to establish offices in other  
centres of the Balkan peninsula, would  
be glad to act as agents for Canadian  
manufacturers who wish to introduce  
their goods into the Balkan States,  
particularly Roumania.

**471. Tractors.**—Canadian manufac-  
turers of tractors, using paraffin or  
crude oil for preference, who desire to  
export same, are asked to communi-  
cate with a firm in Gloucester, Eng-  
land.

**472. Binder Twine.**—Canadian firms  
in a position to export binder twine  
are asked to communicate with a firm  
in Gloucester, England.

**473. Barbed Wire.**—A firm in Glou-  
cester, England, wishes to hear from  
Canadian exporters of barbed wire,  
thickly set 4-point.

**474. Fancy Fencing.**—A Gloucester,  
England, firm desires to import fancy  
fencing.

**475. Wire Fencing.**—A Gloucester,  
England, firm desires to import wire  
fencing.

**476. Spokes.**—A Cheltenham firm  
desires to import spokes of all sizes  
for cart and carriage wheels.

**477. Wire Nails, Bolts and Nuts.**—  
Will Canadian manufacturers of bolts,  
nuts and wire nails, with supplies  
either now or in the future for export,  
write to a firm in Cheltenham?

**478. Handles.**—A Cheltenham firm  
is prepared to purchase hay fork,  
spade and handles of all kinds.

**479. Closet Seats.**—A cheltenham  
house wants to be put in touch with  
Canadian exporters of closet seats.

**480. Enamelware.**—A Cheltenham  
firm wishes to purchase enamelware.

**481. Wood-pulp.**—A Milan, Italy,  
papermaker would be glad to hear  
from Canadian wood-pulp exporters.

**482. Wood-pulp and Papermaking  
Machinery.**—A Genoese firm of repre-  
sentatives would handle Canadian  
wood-pulp and papermaking machin-  
ery.

**483. Fish, Lumber, Asbestos, Mica,  
and Zinc.**—An important firm in Genoa,  
Italy, which acts as commission agents  
is desirous to open up trade with

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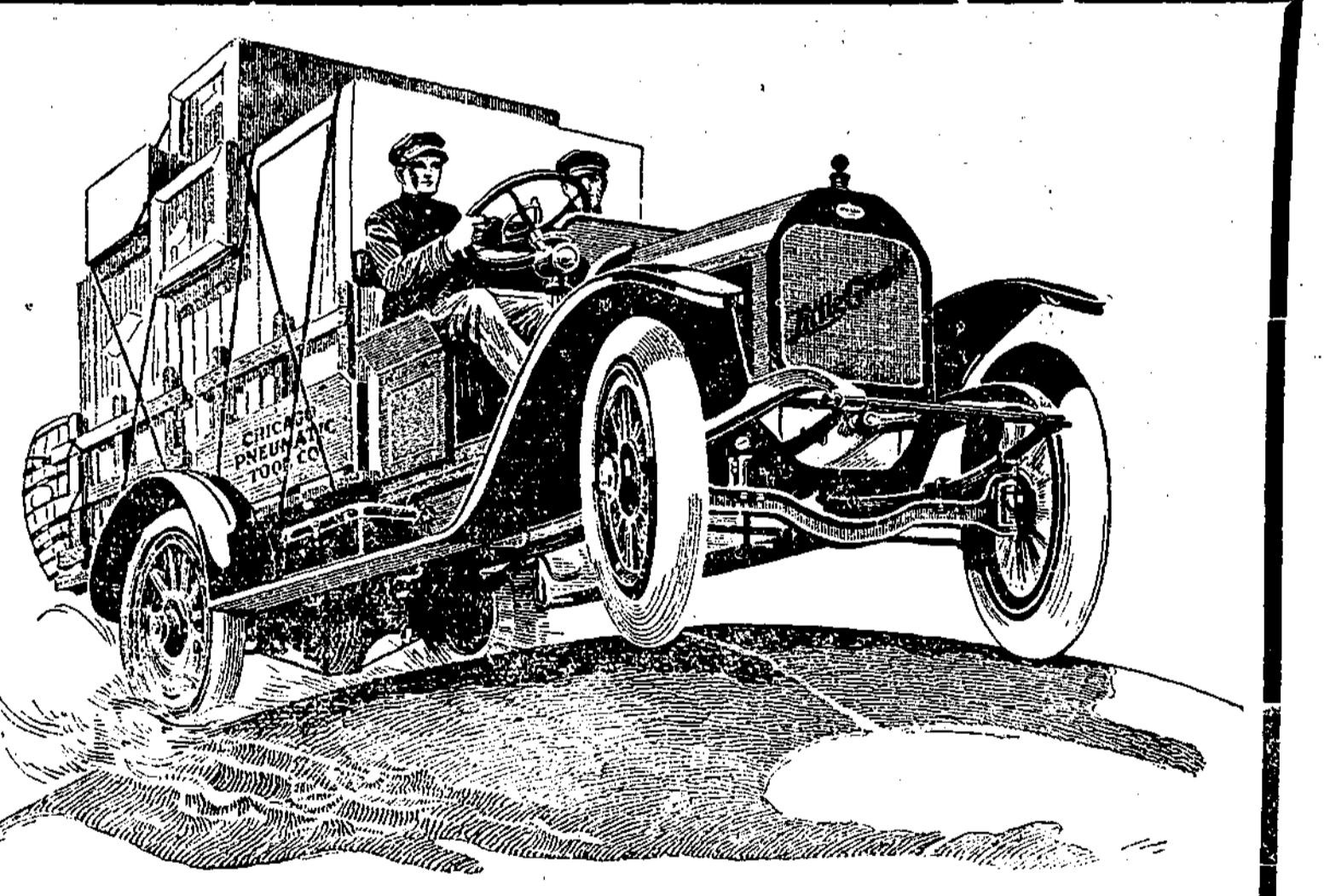
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