

vanced and labor is practically at a premium. No tradesman need be idle, and in some lines, especially those associated with building, the scale of wages has increased from \$2 and \$2.50 a day to \$3 and \$3.50, with workmen scarce even at that figure. Employers and employees thus experience jointly the blessings of Canada's "growing time."

In considering the proportions of this year's trade in excess of that of former seasons, it should be born in mind that 1898 was a particularly good year for Victoria manufacturers, owing to the stimulus given by the sudden opening up of the northern trade. So marked was this advance that some firms more than doubled their output. The volume of this year's business, therefore, while in most cases in excess of that of last year, represents an advance of from fifty to 150 per cent. on the trade of an ordinary year.

Early in the season the City Council set a good example by advancing the wages of a number of the clerical staff at the City Hall.

The increase of business of the B.C. Electric Railway Company may be judged from the fact that the earnings of the road are far in excess of the earnings in 1898. From April 1st to July 31st the receipts from the road were \$54,220, as compared with \$40,856 for the same period last year. The office staff has been increased, the track gang augmented, and the wages of the latter advanced without solicitation.

R. Dunsmuir & Sons have increased the number of their employees both in the mines and on the E. & N. Railroad to an almost phenomenal degree. In the Extension coal mine alone six hundred men are employed, where none were working last year. Work in connection with the extension of the road

and the construction of coal bunkers at Oyster Bay has led to the addition of about two hundred and fifty men to the pay roll of last year.

During the last two years the development of trade in connection with the Albion Iron Works has been little less than phenomenal. In 1896 the company were employing about ninety men. To-day they have about 260 men on their pay roll. In addition to this they have within the last two years added to their plant, involving an expenditure of \$75,000. For the last two months they have had shifts working night and day in order to keep pace with their orders.

The Victoria Machinery Depot, while not as extensive a business as the Albion Co., has enjoyed a prosperous year. Here, too, the men have been obliged to work overtime, the output having advanced twenty-five per cent. The working staff has been increased about twenty per cent.

Of the prosperity of the Pendray Soap Co. and British-American Paint Co. proof is furnished by the imposing building now being erected to accommodate the works. Early in the year Mr. Pendray acquired the business of the Canada Paint Co. and amalgamated it with the large soap business which he has built up. A large brick building, four stories high, and 130x90 feet in dimensions, is rapidly nearing completion, and will be employed for the accommodation of the paint manufacturing plant. The entire business has increased thirty per cent., while, in addition to putting on a number of unskilled workmen, several high-salaried assistants have been added to the staff.

At the Victoria Chemical Works trade has increased this year fifty per cent., with the staff of employees advancing accordingly.



## IMPORTANT ANNOUNCEMENT.

Recognizing the importance to the manufacturing industries of Canada of all matters touching Export Trade we have decided to open a Bureau of Information embracing every point of interest connected with this subject, and which Bureau is available to all our many patrons.

The very great experience of this house in this and in all commercial affairs an experience extending over one hundred years, and our connection with the British consuls throughout the world, enables us to extend to our patrons information both valuable and reliable—for instance:

To give them the names and addresses of **ACTUAL BUYERS** in any line of trade, and in any country in the world.

To answer special inquiries of every character relating to trade interests.

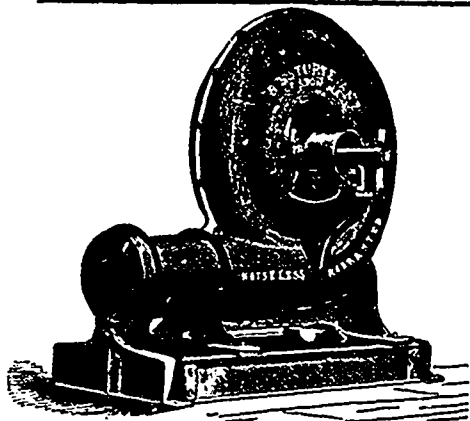
To give **PRIVATE** information of a Commercial nature.

To quote Tariffs, Imports and Exports of any country, and leading industry of any City in the World.

To give Rates of Freight and Marine Insurance, and to advise as to the manner of shipping goods and collecting accounts, etc., and we cordially invite our Patrons to make use of this Bureau of Information free of charge, and also to make full use of our offices in Toronto and abroad, and all other reasonable information and services to promote the export of Canadian manufactures.

**KELLY'S DIRECTORIES, Limited**

28 Victoria St., Toronto, Ont.

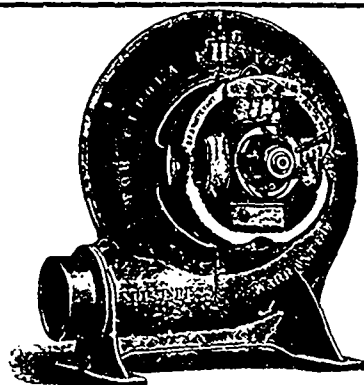


Blower on Adjustable Bed.

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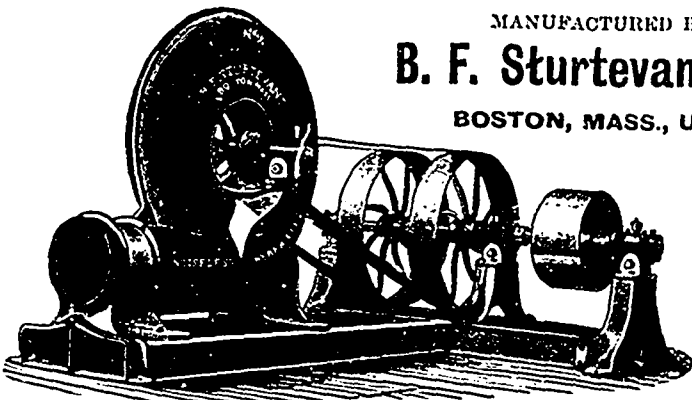


Blower with Electric Motor.

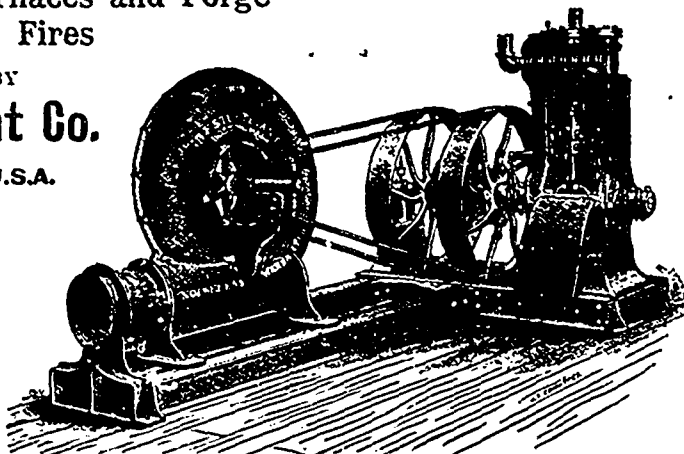
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