

on James Bay and extends back to Humboldt Street, upon which, as the accompanying illustration shews, it has a considerable frontage. For the Yukon trade Mr. Pendray is manufacturing a special soap, packed in convenient packages, and a concentrated vinegar, for which there is already a large and increasing demand. "Pendray's" is a household name in British Columbia and promises to become as widely known as any of the names which are suggested by the thought of the important industry of soap manufacture.

WALTER S. FRASER & CO., SUCCESSORS TO MARVIN & TILTON.

The building of Walter S. Fraser & Co., situate at the corner of Wharf and Bastion Streets, represents the oldest wholesale and retail hardware house in the province of British Columbia, having been established in 1862 and carried on with great success until the present time. The business has now changed hands, having been purchased by Walter S. Fraser & Co., whose intention it is to put in a heavy stock of all descriptions of general hardware, iron, steel, bolts and mechanics' tools suitable to the trade. Special attention will be given to the requirements of the Klondyke trade and general mining outfits, and it will prove to the advantage of parties going to the gold fields to communicate with the firm before purchasing elsewhere, bearing in mind the important fact that goods bought in Victoria are exempt from duty.

THOMAS BROTHERS & GRANT.

One of the most important branches of the Yukon trade is that connected with the supply of the necessary warm and durable clothing required even by the hardiest of those who defy the rigor of that northern climate. Messrs. Thomas Brothers & Grant have made extensive arrangements to enable them to cater to this branch of the trade and are now in a position to supply all those who require heavy coats and frieze suits cut in real "Klondyke" style made under the personal supervision of the principals of the firm, and combining strength with taste and durability. Fine customs tailoring and manufacturing for the wholesale trade are also specialties of this enterprising firm, and their stock of worsteds, serges, beavers, venetians, saxonnys, tweeds and cashmeres is as complete and well assorted as any of those to be found in any city on the Coast. Employing about forty hands and having invested a large capital in the business, Thomas Brothers & Grant have taken rank amongst the most important businesses in the city of Victoria, and the view given herewith of their establishment will convey a slight idea of the size and completeness of their business premises.

B. WILLIAMS & CO.

The retail clothing establishment of B. Williams & Co., of which Mr. W. T. Williams is the proprietor, is depicted upon another page, but no just conception of the volume of business done by the firm can be obtained from a view of the premises. Indeed, to such dimensions has the trade reached that Mr.

Williams has lately taken and now occupies the store adjoining the one shown in the illustration. Established in 1881, the firm now claim to carry the largest stock of clothing and furnishing goods in the province, their specialties being fur sleeping bags, fur coats and caps, heavy underwear, mitts and socks, leather coats, all kinds of blankets and Yukon outfits generally.

SAMUEL REID.

When, during the past summer, men attired in Mackinaw and corduroy suits were everywhere in evidence in Victoria, most of them bound for the Yukon gold fields, it was estimated that by far the largest majority who purchased their outfits here, had 'rigged themselves out' in their striking and serviceable costumes at Samuel Reid's, 122 Government Street, a fact which was due as much to the quality and price of the goods sold by Mr. Reid as to the central location occupied. This business, established in 1891, is regarded as a centre for the general outfitting trade and Mr. Reid's experience in this branch, extending over many years, enables him to guarantee entire satisfaction to his customers. Clothing, men's furnishings, hats, caps, trunks, valises, tents, sleighs, sleeping bags, furs and the many things required by the prospective and the returning Yukoner can be obtained here in every variety and at almost every price, and it is safe to say that during the rush of trade in 1898 Mr. Reid will receive a liberal share.

ERSKINE, WALL & CO.

Established in the early sixties, the business now so successfully conducted by Messrs. Erskine, Wall & Co., at the corner of Fort and Government Streets, has always been regarded as one of the best in the city. They carry one of the largest retail grocery stocks in the province and their large store and warehouses are ever filled to overflowing with everything usually to be found in grocery establishments of the highest class. Buying by the car-load and taking advantage of trade discounts, their retail prices compare favourably with those quoted even by some wholesalers, while in freshness and variety their stock is everything that can be desired. They also handle wines and spirits of all kinds, and when it is added that the business done by the firm reaches an annual total of \$150,000 sufficient has been said to prove the claim made by them that they are in a position to supply all who come with all they need, be they the humble artisan for his weekly supply of groceries, the wealthy capitalist desirous of loading his table with all the choicest delicacies known to the culinary art, or the prospective miner requiring a complete outfit for a two-years' sojourn in the inhospitable wilds of the Arctic region.

G. D. SCOTT.

Mr. G. D. Scott, whose photograph is inserted in this copy of the RECORD, is one of the best known and most successful mining operators in the province and has for the past nine years been identified with the growth of the mineral industry of British