

# COAL. COAL. COAL.

## The New Vancouver Coal Mining and Land Company, Ltd.

(FORMERLY THE VANCOUVER COAL CO.)

ARE THE LARGEST COAL PRODUCERS ON THE PACIFIC COAST.

**THE NANAIMO COAL.**

(Used principally for Gas and Domestic Purposes.)

**THE SOUTH FIELD COAL**

(Steam Fuel.)

## THE : NEW : WELLINGTON : COAL.

(House and Steam Coal.)

ARE MINED BY THIS COMPANY ONLY.

### THE "NANAIMO" COAL

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

### THE "SOUTH FIELD" COAL

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

### THE "NEW WELLINGTON" COAL

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

**SAMUEL M. ROBINS, Superintendent.**

### PROVIDES ITS OWN CURE.

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

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

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

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

### COMMERCIAL SUMMARY.

China is to establish a postal system.

Hungary has 22,000,000 acres of forest.

Coal indications have been found at Cloverdale.

An Oyster trust has been formed in Connecticut.

Forty trains on London railways are equipped with electric lights.

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

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

A whaling captain says 100 whales

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

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

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

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

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

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

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

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

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