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CANADIAN MINERAL WOOL CO., LIMITED.

118 BAY STREET, TORONTO.

M. SROUSS, Victoria, sole agent
for British Columbia.

HINTS TO MERCHANTS.

In reviewing the new season in silks, the *New York Journal of Commerce and Commercial Bulletin* says that many jobbers predict an excellent season in black goods in a wide range of makes and designs. Where only one silk dress is desired, it is almost invariably one of black, and for an all-round toilet, nothing is more desirable. Jobbers are catering to those who favor black more extensively this season than ever before. Last year, the various weaves in moire effects constituted their lines, now they are intermingling them with broad satin striped effects, also the same designs overlaid with small figures and geometrical designs. The more recent productions in solid black are running to large delicate vine effects, and promise to become very popular before the season is far advanced. Similar designs to the above are shown differing in that the brocaded figures are in rich dark colorings that harmonize well with the black grounds; these are decidedly new, and promise in time to supersede the solid black goods. Silk men claim that they will be the means of leading the trade from the moire styles on to other makes, the moires having left an impression that consumers are loth to give up. It is claimed that the large spiral or vine effects have a good future, as they afford greater opportunities for style, and will be largely employed for reception and house dresses, while the smaller designs will retain their favor as street costumes.

The faille Francaise makes in both blacks and colors are fast gaining favor, and when the durability of these corded effects becomes better known they will be more extensively used. They make up very rich in both black and colors, and for general wear no silk fabric is considered more durable. Bengalines and gros grains, while classed among the staple lines, are meeting with a growing demand in sympathy with other colored makes. The latter are being more extensively shown in figured and brocaded effects than heretofore, the designs running to small neat effects. In fact, there is a good call for the plain old-fashioned gros grain silks, and the newly introduced fine cords, such as the gros des Londres. Stately satin brocades with black and colored grounds and large floral and Dresden designs in contrasting colors are among this season's novelties. The plain effects are well represented in the several weaves; satin Duchesse, satin Luxore, satin de Chene, satin de Lyon, satin Rhadames and Merveilleux are all included in these. The colorings of these in the new season's goods are extended over a wide range of shades, many of them running to the neutral tints. Some

exquisite effects are produced by employing a warp of one shade and a filling of another; in the high evening shades some tints are produced that have to be seen to be appreciated. Some of these goods are produced at very low cost, which is much in their favor, one large retailer showing a beautiful line of the new colorings as low as \$1 per yard.

FALCONER'S VINEGAR, PICKLE AND JAM WORKS.

A representative of THE COMMERCIAL JOURNAL, the other day, dropped into J. H. Falconer's Vinegar, Pickle and Jam Works, Fort street, and was surprised to see the large number of busy hands employed in working into a manufactured state the various articles which are prepared by Mr. Falconer. The front of the main building, No. 126, is used in part for a store and show rooms and shipping. Further, as we proceed, there is a room for extracts, lemon and vanilla, their preparation, and capping and cartoning the same, opposite the sauce room, where the secret blend of Worcester sauce is made. Further on, we come to the pickle department, where many busy hands are at work arranging pickles in pretty style in bottles of all sizes and pails. They are prepared with great care. On another table, a number of girls are labelling, corking and wrapping the bottles ready for the pack.

Further on, we come to the preserving department, where toothsome jams, jellies, narmalades and mince meat are being prepared and made ready for market, which, after being put in the glasses and pails, are sent on to the labelling room, thence to be sent to the packing room.

Still further, we come to the eating apartments of the employees. To the right, there is a large shed used for holding wood to be nailed together for cases. Still further to the right and in the cellar, are large tanks of pickles, some of them holding $3\frac{1}{2}$ tons each. Having such a large pack of fruit on hand, they have had to get other storage beside their own buildings, to which Mr. Falconer added a two-storey wooden building, thirty feet long.

This firm, although only in business in British Columbia $3\frac{1}{2}$ years, is doing business from Barkerville and Kamloops to the coast, also in Australia, Suva and Hawaiian Islands. Mr. James H. Falconer, the sole proprietor of this large and growing business, has received letters of high commendation from His Excellency the Lieut.-Governor and Hon Theo. Davie for the quality of his output, and is well known as a pushing business man, who for years has been identified with this kind of business, having learned it in Glasgow, Scotland.