

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in Western Canada, including that portion of Ontario west of Lake Superior, the Provinces of Manitoba and British Columbia and the Territories.

Seventeenth Year of Publication

ISSUED EVERY SATURDAY

SUBSCRIPTIONS, CANADA AND UNITED STATES
\$2.00 PER ANNUM IN ADVANCE OR \$3.25 WHEN
NOT SO PAID; OTHER COUNTRIES, \$3.50 PER
ANNUM IN ADVANCE.

Changes for advertisements should be in not later
than Thursday Morning.

Advertisements purporting to be news matter,
or which profess to express the opinions of this
journal, will not be inserted.

Office: 181 McDermot Street.

D. W. BUCHANAN,
Publisher.

The Commercial certainly enjoys a very much
larger circulation among the business community
of the vast region lying between Lake Superior
and the Pacific Coast, than any other paper in Can-
ada, daily or weekly. The Commercial also
reaches the leading wholesale, commission, manu-
facturing and financial houses of Eastern Canada.

WINNIPEG, OCTOBER 22, 1898.

Business at Vancouver.

Vancouver, Oct. 17.—The most important happening in business circles this week was the passage of the Canadian Pacific railway exemption by-law, exempting from taxation for eighteen years the yards and works of the company, involving an annual loss to the city of \$2,217, and, of course, taxes on all improvements which may be made in the yards in the meantime, which it is said will be as a matter of fact very extensive. The result of the vote on the by-law, an actual majority of 207 and a three-fifths majority of 21, showed a remarkable change in sentiment in Vancouver as regards the Canadian Pacific railway. Five years ago a bitter feeling existed among a numerous class against the company which Vancouver owed its very existence to and for three or four years this feeling seemed to grow rather than diminish. Now all is changed. The letter writers who of old filled the newspapers here with tirades against the railway, have dropped out, and the labor people, new and always consistently opposed to any privileges being granted to the Canadian Pacific railway represented about the only opposition against the by-law.

Shipping circles are very active, 50 vessels were unloaded last week and 40 this week. There has been no such boom since the old days when fastings mill handled a fleet of lumber vessels for foreign ports every week; but that was before Vancouver was an ambitious city. The sealing fleet has arrived at Vancouver and the catch is at average one. The seal hunting off the California coast will commence in a few days and many sealers have left Victoria to engage

in it. Wholesalers throughout the province are pleased with the splendid way in which trade is being maintained, and as one jobber said, every jobbing house in Victoria and Vancouver of any consequence is doing all the business it can handle and there is still more business to be done.

New Westminster.

New Westminster's eight-day fair has come to a most successful termination and the citizens of the Royal City are gratified to think that they give to the world such a good illustration of their pluck, so soon after their great loss from the recent big fire. About 30,000 people passed through the gates, a very creditable showing for the provincial show of a sparsely settled and widely scattered population.

In the city it is found that many of the walls left standing after the fire can be used. There are a large number of buildings contracted for or in process of erection. The re-building of the court house is being hurried and the Canadian Pacific railway and electric railways are to commence building on a large scale at once while the Bank of Montreal are to commence right away.

The citizens are very angry at many of the landlords owning houses which escaped the fire, charging enormous rents, and in some cases raising the rents over those charged before the fire as much as 100 per cent. Next week an investigation will be held regarding the origin of the fire. The investigation will be open and the evidence of every one who knows anything about it will be taken under oath. The firm of Brackman & Ker, wholesale flour and feed, who have large establishments in Victoria, Vancouver, and Westminster, and in whose sheds the fire started, are very anxious to have the investigation, as they claim it can be proved that their sheds were set on fire. Their caretaker promises some revelations under oath.

B. C. Fisheries.

The halibut fishing has commenced in earnest and the question arises, should Canada allow a foreign firm to come in here and fish our banks dry of halibut? No Canadian company it is said, can compete, for the people who are carrying on the fishing here control the only market for the fish in eastern America, so the federal government have issued a special permit to allow the New England Fish company to fish to their hearts' content in the rich waters of Queen Charlotte Sound, in this province, and ship their product to Boston in bond. It is a big thing for Canada's railway, the Canadian Pacific, for the fish are carried direct across the continent in refrigerator cars, and it is a good thing for the fishermen, as they necessarily employ a large number of men and pay them well. In fact outside the unpleasant impression that the people of British Columbia have that the Yankees are tapping our natural resources and may fish our halibut banks dry the New England company with their line of halibut steamers are welcome winter visitors in our midst and make good transient citizens, as they spend every cent they can amongst us. Recently the first steamer of the season arrived at Vancouver with twenty tons of halibut, caught in the Queen Charlotte Sound in one day. They

were unloaded, fed and sent east on the day they arrived here.

A Traveller's Experience.

A commercial traveller of many years' standing, wrote as follows recently to the Chicago Inter-Ocean:

"I have travelled twenty years and never missed a season. I have been married eight years and only spent one Christmas with my wife. But I would rather be a travelling salesman than a lawyer or a doctor. Perhaps it is true that to succeed in anything a man must prefer that thing. If I am to be guided by my own experience, there are also other essentials to even a reasonable success. Know your goods, know your market, know your customers. Work by day and travel by night. Keep your digestion and your temper even. Keep your eye clear and your hand steady, and tell your customers the truth—not fairy stories, not even 'good stories.'

"The commercial traveller who carries a pistol, a pack of cards, a bottle of whiskey and a box of cigars in a satchel doesn't hold out. As a type he is rapidly disappearing. The country merchants have become educated beyond him. Goods are no longer sold on friendship. They must have merits of their own and they must be offered for sale at the right time. Anticipation is half the battle. In the development of the country the part played by commercial travellers is rarely considered. Yet it is a most important one. But it is a great deal easier to go out and do a thing than it is to tell how it is done.

"Instead of the commercial traveller's work being a picturesque spree, with good stories, good cigars and perpetual parlor car seats, it is, after all, governed by exactly the same rules as those which regulate any other business. It is the middle man between the seller and the buyer, and he must command the respect of each of them. In order to do this he can't well avoid being truthful, courteous and polite. Instead of loafing, drinking and exchanging jokes with the people along his route, he must work hard each day, say one town a day, and travel by nights to the next stopping place. It is hardly necessary to say that he must feel well and keep well to be able to do this and his digestion must be equal to almost any kind of food he finds.

"If my own experience is of any value to young men who may think of starting out in this business, they are welcome to it. I began on the road about the time I reached my majority; already I had served a useful apprenticeship in the retail trade. Why was that useful? Because you can't sell goods unless you know them; you can't convince a customer unless you can answer his questions and anticipate his objections. There is no use wasting time in trying to make friends with him unless you can sell him goods. Drinking with him and telling him good stories doesn't count for much nowadays. It's more an' more straight goods and straight business."

WANTED—SEVERAL TRUSTWORTHY PERSONS in this province to manage our business in their own and nearby districts. It is mainly office work conducted at home. Salary straight \$300 a year and expenses—definite, bonafide, no more, no less salary. Monthly \$75. References. Enclose self-addressed stamped envelope. Herbert E. Hess, Prest, Dept. M. Chicago.