

The Colonist.

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THE DAILY COLONIST

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COMMERCIAL TRAVELERS' TAX.

An Ottawa despatch dated November 10th states that the measures passed by the Quebec and British Columbia legislatures, imposing a tax on commercial travelers, were considered today by the Dominion cabinet. The opinion of the Minister of Justice is that the legislation is constitutional. It is stated, however, that in the case of Quebec the Minister considered the legislation dangerously near the line which calls for disallowance. This, we may assume, arises from the fact that the tax is so high as to be almost prohibitory, when it would fall within the category of legislation creating an interference with trade and commerce, over which the Dominion has supreme jurisdiction. The only grounds upon which the Acts could be disallowed are those of the public good, and the Minister evidently did not think the circumstances justified such interference. We are informed that the government does not look with favorable eyes upon this class of legislation, and that the hope was expressed that the provincial legislatures in each case would repeal the law.

Theoretically, at all events, the law is objectionable, and it would be more satisfactory if the conditions did not exist which rendered it justifiable in our case. It has been responsible for a great deal of ill feeling in the East. In commercial circles towards British Columbia, by those, we may say, who have not stopped to consider the reasons which dictated its passage. The commercial traveler has been used to go from one end of the Dominion to the other, and sell his goods without let or hindrance. He has had the open sesame and has been welcomed wherever he went. The sudden check imposed by a licence fee produces a feeling similar to that engendered by many years' rights over a common or a roadway which have been drawn. To the commercial man it appears to be a violation of the principle of free intercourse between provinces, the keeping of had faith with the rest of the Dominion.

In the case of British Columbia there are mitigating circumstances which are not sufficiently taken into consideration. A tax upon commercial travelers may be a bad thing, but there are worse things from which British Columbia has had to suffer, which are in the interests of the Eastern wholesale merchant and manufacturer. The eastern man has the advantage of rates in markets outside of the province, which ought to be common to both. He has the advantage of rates to points in the interior over the wholesale merchants of this coast. He has the advantage of position, which the Crow's Nest branch of the C. P. R. gives him in relation to direct connection with the trade of the Kootenay country. That railway, we all know, was built not primarily in the interests of the people of British Columbia, so much as the result of an agitation on the part of Eastern wholesale merchants and manufacturers, aided and abetted by the influence of the gentlemen who wished to get control of and operate the coal in the Crow's Nest Pass. British Columbia might have cried until doomsday for such a railway had it not been for the eastern interests that demanded it. Commercially we all know that it gave the eastern wholesale trade largely the control of the eastern market.

In addition to all that, however, the eastern man who had not a dollar invested in British Columbia, who did not contribute a cent to the running expenses of the country, could come to the province, as he did, and capture the trade in competition with local men, whose capital was all invested in the province, and who paid heavily in personal property taxation to the provincial government. The question was discussed at the meetings of the commission instituted to make enquiry into inequalities of taxation under the Assessment Act of 1903, and it was decided by the commissioners, as the result of hearing the evidence of the wholesale merchants in British Columbia, that the eastern merchant should bear some share of the expense of administering the country in which he did a large and profitable business. He could not be taxed on the goods he sold to the customer, because they were outside of the province, and a licence to do business was the only form which such a tax could take.

It is quite true that the commercial traveler's tax is not in accordance with the principle of the encouragement of interprovincial relations; but the eastern man has not yet realized that it is a principle which in the past has worked against him in one direction. British Columbia has received little or no benefit of a commercial nature from its relations with the other provinces, except latterly in the direction of Manitoba and the Northwest provinces. We have bought heavily from and sold but little to the East. We have paid three times our share per capita towards the administration of the affairs of the Dominion. In banking, in our insurance, in our trade and in our taxation there has been a constant and a heavy drain upon the province. We have been regarded as a peculiar and a profitable preserve for the eastern manufacturer and merchant. The average eastern politician, who we may assume represents the average easterner, is the man who kicks most vehemently against any enterprise in the West. He wants not only our trade, but the money for public expenditure spent, if possible, in the East, where the votes are.

We do not say this in the spirit of sectionalism, but as a fact, as a statement of conditions which have grown up, for which no person in particular is responsible, but which exist beyond any possibility of denial. We do not say that the commercial houses which are being taxed are to blame, especially for this condition of affairs. It is one, however, which the eastern man has failed to appreciate, a fact shown by the tremendous uproar that has been created when the tax has been turned. We do not believe in the principle of taxing any person to do business in this country; nor do we believe in the one-sided system of benefits which has been in vogue for many years. Let the eastern man recognize that the West has claims for consideration, along with the East; let him consider some of the difficulties we have had in developing this country a market for him, the obstacles that have to be overcome in opening it up, its distance from the centres of supply, our measure of political handicap by isolation, and the enormous expense of local administration by reason of peculiar physical conditions.

When the eastern man is prepared to recognize the situation of affairs as being represented to the central government on behalf of this province, and is prepared to acquiesce in the rendering of justice, he will then be entitled to the fullest measure of freedom to do business in British Columbia.

BIG GAME SHOOTING.

We have been privileged to see the first volume of "Big Game Shooting," by Horace G. Hutchinson. It is a most attractive volume, and it is all that could be desired, and their peculiar merit being that they are not only excellent reproductions from a certain number of photographs, but the circumstances which a sportsman alone understands and appreciates, and therefore, in no sense common or ordinary. Some of them are very rare indeed, and a book of this kind, when written, is always interesting, whether printed or not, but that class of book which has its interest and attractiveness to the reader increased by the use of illustrations.

The book before us is not a work by one author. It is made up of a series of monographs by well known sportsmen, who can write as well as shoot. Like all game, it is divided into three parts. The first is on the sporting life, by Hon. J. F. Freemantle; the second is on European big game; and the third is on American big game. The last is, of course, the most interesting to us, and in the table of contents we immediately recognize the names of Oliver Phillips-Wolley, Sir Henry Wolley, and Capt. C. E. Radcliffe, not to mention the names of other sportsmen who have ever shot the big game of the North American continent, but who has never before been induced to put pen to paper to give the public the benefit of any of his experience. It is to Mr. Oliver Phillips-Wolley, who has himself contributed so many delightful chapters to the American big game, that we owe both Reed's help and that of Warburton Pike. Together with Capt. C. E. Radcliffe and Sir Henry Seton-Karr, those writers cover the whole of the big continent; and the best named sportsman has assisted in the continent of Europe, and in the continent of Asia, at the moment of writing, is the last to return from a very successful shooting trip in Alaska, of which he has given a detailed account in his "Big Game Shooting in Alaska," published by Rowland Ward.

It used to be generally considered that the days of big game shooting had departed, but the editor assures us that this is not the case. "Thank God," he says, "we are not partly to some very striking object lessons, such as the extermination of the American bison, more or less thoroughly enforced, are now the rule rather than the exception over the greater part of the globe. In response to this enlightened legislation, the big game system is entering on a new lease of distinct increase, and the writers of life; in many parts their numbers are more than multiplied, they show the following chapters have found no lack of material for their treatment.

Success in Advertising. The Situation in Victoria is Discussed—The Best Stores Keep Their Purchases in Secret—The Amount of Space Necessary to Convey Complete Information to the Purchaser—Publicity.

SUCCESS IN ADVERTISING

The Situation in Victoria is Discussed—The Best Stores Keep Their Purchases in Secret—The Amount of Space Necessary to Convey Complete Information to the Purchaser—Publicity. (Written for The Colonist by Allen West.) Chapter 3.

Study Victoria advertisers and you will note that not only our trade, but the money for public expenditure spent, if possible, in the East, where the votes are. We do not say this in the spirit of sectionalism, but as a fact, as a statement of conditions which have grown up, for which no person in particular is responsible, but which exist beyond any possibility of denial.

Advertising Still in its Infancy. It is largely misunderstood. It is an unnecessary thing, or at least it is a thing that is not understood. The result, therefore, though not decisive, is sufficiently significant to show the necessity of advertising.

How Good Advertising Benefits the Purchaser. Successful advertising consists in offering to the purchasing public things which it is a positive advantage to buy, and which, if not bought, would be a loss.

Ad Writers Are Really Reporters. The man who writes a series of store facts of any establishment is just as much a reporter as the man who writes a series of store facts of any establishment.

The Wise Women of Victoria Regard Store News as Indispensable. The women of the home, the purchasing committee of the family—the sanctuaries of the community, whose expenditures make the success of the store, read the daily store news published in The Colonist with the degree of interest and attention which is rarely given to any other publication.

Having had occasion to discuss the campaign carried on by Mr. Whitney in Massachusetts in election to the lieutenant-governorship, it was remarked that if he were successful the result would materially assist the feeling in the United States towards reciprocity with Canada.

Brushes. We cannot help praising the fine quality of our Hair Brushes. They are pure French bristles, with a variety of wood, including Ebony, Rosewood and Olive Wood. Price, 50c. up.

COMBS. In great variety, 10c to 75c. NAIL BRUSHES. Of Many Kinds. COME AND SEE OUR STOCK.

Cyrus H. Bowes CHEMIST 98 Government Street Near Yates Street

SHOTBOLT'S "ORIGINAL" BALSAM OF ANISEED. First made at Horncastle, England, over one hundred years ago. NEW SAMPLE SIZE 25 cents. SHOTBOLT'S PIONEER DRUG STORE N.B.—See that you get the "HORNCASTLE" BRAND 59 JOHNSON STREET

Crosse & Blackwell's MARMALADE. ONE-POUND TINS 15 cents TWO-POUND TINS 25 cents FOUR-POUND TINS 50 cents SEVEN-POUND TINS 75 cents

DIXIE H. ROSS & CO. THE GROCERS 111 GOVERNMENT STREET

DR. J. COLLIS BROWNE'S CHLORODYNE ORIGINAL AND ONLY GENUINE. Each Bottle of this well-known Remedy for Coughs, Colds, Asthma, Bronchitis, Neuralgia, Toothache, Diarrhoea, Spasms, etc.

DR. J. CO IS BROWNE. Sole Manufacturers, J. T. DAVENPORT, Ltd., London Wholesale Agents, Lyman Bros. & Co., Ltd., Toronto.

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MAJORITY BEING THE SMALLEST EVER SECURED BY THE REPUBLICANS. Twenty thousand Republicans are said to have gone over to Whitney. The contest was virtually a duel between him and Senator Henry Cabot Lodge, the political boss of New Jersey.

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DAINTY CURTAINS. SECOND FLOOR. This famous section of our store has a few superlative offers to make in the brightest, freshest, newest and most demanded textile decorations for home. Every pronounced idea in Curtains is here in bulk—not in sample.

New Muslins and Casement Fabrics. From 20c to 80c per yard, including Book Spots White and Eerru, Broches, Madras, Moresques and Anglo Swiss Muslins, and a new cloth for Casement Curtains, called

Bermuda Cloth. This is the largest and best range we have shown.

True Art in Home Furnishing. Becomes more and more a question of simple good taste. We need fewer things and hand-somer things and we appreciate more and more the effects made possible by the use of

Liberty Fabrics. Which are eminently artistic in color and design. The new materials for Curtains, Covers, Bedspreads, Cushions, etc., are worthy of your inspection. Priced from 30c to \$2.50 per yard.

Special Values in Carpets. We are selling a line at \$1.25 per yard, made and laid, which cannot be excelled. You will find a nice range of Popular Colorings in excellent designs on the second floor.

Linen Loveliness. Here are a few suggestions from the Linen Store that present some of our popular grades. As a result of a special purchase we are offering some excellent values in

Damask Table Cloths. Two yards square, double Damask Cloths, \$2.75, \$3.75 each. Larger sizes up to three yards at proportional prices. Bureau Sets in four and six pieces, 65c, 75c, 85c, \$1.00 per set.

Doylies and Centre Pieces. In drawn Linen Work; variety of designs; 25c to \$1.75 each.

Manchester Dept. SECOND FLOOR. Shows strong in Sheetings, Pillow Slips, etc., etc. English Sheetings, 64 inch, 30c per yard; 72 inch, 35c per yard; 80 inch, 40c per yard; Pillow Cottons, special heavy quality, 40 inch, 25c per yard; Pillow Cases, frilled and hemstitched, 35c to 60c ea.

GETTING READY FOR CHRISTMAS. Things must be spic and span for the Holidays. Let us have your carpets to clean and relay before the rush is upon us. Phone 103.

WEILER BROS. HOME HOTEL AND CLUB FURNISHERS, VICTORIA, B.C.

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Women's Council. The Women's Council met last evening at the meeting of the Women's Council.

Teacher Release. The meeting of the Teachers' Association was held yesterday afternoon.

Library Books. The library of the Victoria Public Library is being re-stamped.

The Game Act. The Game Act is being discussed in the House of Commons.

Discovered. A platinum sand bar was discovered in the Yukon Territory.

The Municipal Council. The Municipal Council met last evening at the meeting of the Municipal Council.

Another Frank. Another Frank was arrested in the city of Victoria.

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