

leading stores would hold their own in magnitude with those of leading eastern cities.

The balance of the business institutions are made up of real estate and land companies, offices of commission agents, or those representing eastern, United States and European manufacturers, fire and life insurance agencies, and a number of other lines, too various to be enumerated.

Such is the business structure of the City of Winnipeg at present, and while the present general depression prevents anything of a booming activity from existing, the state of business is decidedly healthy.

Through the year 1895, when the lowest recorded prices of agriculture ever reached on this continent prevailed, it is needless to say that Winnipeg, the commercial centre of a great agricultural country, felt the depression. Nevertheless there was no commercial depression worthy of note, and insolvencies in Manitoba were few, far between, and not of any magnitude. Although prices of all products were unprecedentedly low, the crops of all kinds of grain in the province were probably the heaviest ever reaped in any country, and, instead of the country and city going backwards, genuine progress in prosperity was made.

In summing up the export results of the crop of 1895, "The Commercial" last spring published an article, going minutely into details of every class of goods shipped out of the country, making a conservative value of the same. From this article we quote the following paragraphs, as they are condensed, and carry their full meaning in small space:

The first article of export is wheat. Up to the close of navigation in grain and flour, our wheat exports amounted to 13,578,024 bushels, which at an average value of 32 cents a bushel (a very low figure to fix), would have a value of \$4,344,967.68. To this has to be added nearly 8,000,000 bushels which have since come to market, and the bulk of which is still held in store awaiting the opening of lake navigation. At least 8,000,000 bushels more are held by our farmers, making 16,000,000 bushels still to export, for which a much better price is forthcoming under an improved state of markets, and may be calculated at least at 45 cents a bushel, or a total value of \$7,200,000, thus making the value of the total wheat export \$11,544,967.68.

Of coarse grains the West has at least 12,500,000 bushels for export from last crop, the bulk of which is still in the hands of farmers, who would not sell at the abnormally low prices which have prevailed all winter. The insufficiency of elevator storage, even for wheat, has kept these grains from being shipped to lake ports for storage, and as a consequence the bulk of the crop is still in the hands of farmers. It is a moderate estimate to

value these rough grains and the oatmeal available for export at \$1,600,000.

The export of flax seed will exceed 1,000,000 bushels, and the price will average fully 65c. a bushel all round, making a total value of \$650,000.

The exports of live stock for 1895 reached 50,000 head of cattle at an aggregate value of \$1,850,000, or \$37 a head; sheep, 15,000 head at \$3 each, total \$45,000; hogs, 15,000 at \$8 each, total \$120,000, and horses, 400 at \$50, a total of \$20,000, making a total live stock export value of \$2,035,000.

The fish exports from Lake Winnipeg for the past year aggregate in value about \$250,000, and those from other lakes about \$50,000, or a total of \$300,000.

The make of dairy products for the year are as follows: Cheese, 1,553,492 pounds, with an export of creamery butter mostly from the factories, making a combined value of \$192,823. Of dairy butter, 1,233,440 pounds were exported, value \$131,353, or a total export of dairy products of \$324,176.

Of raw hides, 50,000 were exported, having a value of over \$100,000, while the export of furs rarely comes under \$1,000,000 in value any year, and this year may safely be put down at that figure.

There is another range of varied exports, which it is very difficult to classify. Our wool crop of the past year, an abnormally heavy one, pelts, tallow, 230,000 pounds of medicinal roots, and several other unimportant items which will aggregate in the neighborhood of \$200,000.

After allowing \$200,000 as the value of items to be overlooked, the article above quoted from reaches a grand total of \$15,269,143.68, which does not include the coal exports of Alberta, the exports of precious metals, and other lines, regarding which could not be reached. A country, with a population of less than 300,000 could not but make progress under such circumstances, and its commercial centre could not but share in that progress.

Winnipeg to-day is a prosperous and progressive commercial city of over 40,000 population, as noted above. The city is distinctly a commercial centre, as distinguished from a manufacturing town. While manufacturing has made some progress here, it is primarily the jobbing trade of the city which has distinguished Winnipeg as the most important city of Western Canada. The influence and trade of Winnipeg's jobbing houses extends all over Western Canada, from Lake Superior to the Coast. Every branch of trade is represented among the mercantile houses of the city. In dry goods, clothing, fancy goods, and other textile lines, stationery, hardware, paints, and kindred branches, boots and shoes, furs, hats and caps, groceries, provisions, fruits, leather, building supplies, crockery, farm and other machinery, and in fact all lines, there are large and responsible houses catering to the

trade of this western country.

The grain trade is a branch by itself, and in that line we may say that even-eighths of the grain trade of the West is handled by firms having their headquarters in Winnipeg. It is a very important feature of the trade of the city. The grain trade will be referred to in another article at greater length.

The trade in farm machinery is an important feature. There are a number of wholesale supply houses in farm machinery in the city, with agencies at country points all over the country. In an agricultural country like Manitoba and the Territories, the annual sales of farm machinery are very large, and in the aggregate amount to a considerable portion of the city's trade.

The farm produce trade is another branch which is developing fast. Formerly this trade was handled as a branch of the grocery business, but it has grown to such proportions of late years that several large firms are now doing business solely in this branch, handling butter, cheese, eggs, etc. Cold storage warehouses became a necessity for the proper handling of the produce trade, and these have been supplied. There are now several cold storage warehouses in the city, and the facilities in this respect are fully equal to the requirements of the trade. The commodities handled are exported to Great Britain or shipped to domestic consuming markets.

There are also several houses handling hides, wool, skins, medicinal roots and other such products of the country, such as do not properly come within the scope of the produce trade. These products are shipped to Eastern Canada manufacturers or markets, or to the United States. The raw fur trade is quite an important item. Raw furs are shipped mostly to London, England. Winnipeg is a very important raw fur market, one of the largest, if not the largest, in the world. The city is also the centre of the live stock export trade in this western country.

These lines of trade are all exclusive of manufacturers' and other agencies or the ordinary retail trade of a city of the size of Winnipeg. In manufacturing Winnipeg has not advanced so rapidly as in wholesale commercial business. However, we have a number of important local industries. The industrial establishments include three flour and oatmeal mills, two large biscuit and confectionery manufactories, besides smaller retail concerns in the same line, saw and planing mills and other wood-working establishments, carriage shops, stained glass works, six breweries and manufacturers of waters and drinks, cigar factories, wholesale harness and saddlery factory, furniture and upholstering, tents and mattress factories, several foundry and machine shops, four packing houses, spice, condiment and broom factories, linseed oil mill, barbed wire factories, woollen mill, engraving, litho-