

THE COMMERCIAL

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

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D. W. BUCHANAN,
Publisher.

The Commercial certainly enjoys a very much larger circulation of the vast region lying between Lake Superior and the Pacific than any other paper in Canada, daily or weekly. The Commercial also has the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

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THE MORMONS.

On his return from the west after his recent visit Dr. Saunders, director of Dominion experimental farms, gave out some very interesting information regarding the Mormon settlers of Southern Alberta. He stated that the last three towns which have experienced quite a rapid growth, namely, Stirling, with a population of 550, Magrath, with a population of 600, and Cardston, with a population of 1,200. He was very much impressed with the progress being made by these people and considers them a splendid class of settlers, especially for the scientific business of farming with irrigation. He found them working to a large extent on the co-operative plan. One of their most successful undertakings so far is the raising of fall wheat. They have not been the first to try fall wheat in Western Canada, but they are the first to succeed with it. The wheat is sown in August and makes quite a growth before the snow comes. The yield is generally about 35 bushels to the acre. So far they have used all they have grown for home requirements. The wheat they use is known as Odessa and is regarded as a good variety as a result partly of the success which the Mormons have had with it the Indian Head farm is now making experiments with this grain.

Another point in which the Mormons have departed from the accepted agricultural practices of this country is that they sow grain on land as soon as it is broken instead of letting it lie idle for a season. They do not get a very good crop from this first seeding, but it repays the labor and is considered better than letting it lie idle.

Not only are the Mormons meeting with great success in their agricultural operations, according to Dr. Saunders, but they are carrying on extensive pastoral operations as well. They are large owners of cattle and sheep.

The operations of these Southern Alberta colonists are attracting much attention among their brethren in the United States and further additions are constantly being made to their number. One very wealthy Mormon named Jesse Knight has purchased 100,000 acres of land for ranching purposes and stocked it with cattle from Manitoba and Eastern Alberta. He has also staked out a plot of 3,000

acres for farming upon which sugar beets are to be grown as part of the crop and a factory costing \$500,000 is now being erected to be ready for operation next summer in which these beets will be made to yield up their stores of sugar for commercial purposes. One of the features of this man's farming operations is that no part of his land will be allowed to be idle as anyone selling intoxicating liquors.

As to the general characteristics of the Mormons, Dr. Saunders seems to have formed a good opinion. They are sober, industrious, intelligent, strongly devoted to their church and religiously turn over a tenth of all their increase for church purposes. They do not practice polygamy, but on the contrary profess to believe strongly in monogamy, the only exceptions to this rule being found among the women, some of whom are still in favor of plurality of wives.

STACKING VS. THE STOOK.

Many of the farmers of Manitoba and the Territories are again experiencing the evil effects of leaving grain in the stook instead of stacking it to await the coming of the threshing. The wet weather which has prevailed this month and is still prevailing is damaging much of the grain crops which

were evidently considered very small potatoes by those in authority at Washington. Our pleas for reciprocity, or measures of trade reciprocity, were hardly received courteously, and were always sat upon very vigorously. When the late Hon. George Brown sent to Washington with proposals for freer trade relationship, he was so coolly received that the press of that day represented him as having been kicked out of the country.

Now matters are a little different. We in Canada are not sitting about our position as concerns trade with the great republic to the south of us. The opening up of our own western provinces and territories has given the merchants, manufacturers and financial men of the older eastern provinces an opportunity to expand their operations without looking to a foreign country. We are now prosperous and contented, and are growing rapidly in population and wealth. Like Meg, after she had refused the hand of Duncan Gray, the thinking people among our neighbors to the south are beginning to consider what they have missed by always repelling our overtures for freer trade intercourse. Please see an article from the Minneapolis Commercial Bulletin dealing with the question of "Reciprocity with Canada." The Minneapolis Journal is not quite correct in some of its statements, as for instance its refer-

and advises a conciliatory spirit in winning back the good will and the trade of the government to the north. He believes that concessions should be made by the representatives of the United States in the matter of reciprocity trade regulations, and points to the fact that here is a government at the very door legislation referred to, was one of our best customers, and is likely to become so again, as soon as we can overcome the prejudice which was incited at that time.

Twin City wholesalers and manufacturers would find a large field open to them for an extension of their trade. If some of the retaliatory tariff measures adopted by the Dominion government were removed, and they could enter Manitoba and British Columbia on any thing like an equal basis, this is especially true in the farm implement trade, in hardware, and articles of iron and steel manufacture sold by our local wholesale houses. At one time our wholesale implement firms enjoyed a considerable trade in the country to the north, and the late great hardware firm of British Columbia purchased all its hardware from the firm bought in this country. Before the Dominion placed a high tariff on staple iron and steel goods, the firm increased practically all of its stock in the Minneapolis market, and is very much in fact, and is very much against the wholesale centres of Eastern Canada, visiting Minneapolis and St. Paul one or two years for the purpose of buying goods.

In all probability, were reciprocal relations established, Twin City wholesale firms could extend their trade in



Indian School, Brandon

might with a little extra labor and foresight have been safely in the stook. It is generally believed in the grain trade that leaving the grain in the stook will under the best of circumstances mean a difference in quality of at least one grade and when such weather as the country has been having lately intervenes it must mean serious loss to farmers who have left the wheat in stook. While damage certainly has been done by the recent rains, the low temperature which has prevailed has been the salvation of the exposed grain, otherwise damage from sprouting would have been very serious.

We are well aware that stacking the grain involves extra labor and time, both of which have been very scarce with Manitoba farmers this year. It does seem too bad though that where stacking could have been done with a little extra push it has not been. The loss by not stacking this year alone could not be made up for in the saving of labor by this practice during half a dozen succeeding seasons.

TRADE WITH THE UNITED STATES.

Our neighbors to the south seem to be considering the question of cultivating trade with Canada more seriously than they formerly did. Time was when Canadians were very anxious for liberal trade intercourse with the United States. We repeatedly made overtures to them in favor of freer trade intercourse. At that time we

ence to retaliatory legislation on the part of Canada. There is not a law in the Canadian statutes that can be construed as a measure hostile to or retaliating against the United States. We simply framed our tariff laws to suit our own circumstances, regardless of the United States or any other country. This is what a leading United States statesman said in reference to measures adopted by Congress which were supposed to be hostile to Canada. It is also a mistake to suppose that there is ill feeling in Canada toward the United States. Notwithstanding hostile tariff legislation, there never was a time when there was a more friendly feeling toward the United States, in Canada, than exists to-day. Following is the Commercial Bulletin's article:

"The subject of reciprocal trade relations with Canada is securing a great deal of attention these days, and is one which ought to be handled intelligently. Very wholesale and manufacturing firms in the Twin Cities that does not reciprocally can be arranged of our own state. Osborne Howe, vice-chairman of the committee on reciprocal trade relations with Canada, of the Boston Chamber of Commerce, has formulated a report of his investigations to his committee. He arrives at the conclusion that Canada must be placated to some extent before a basis of reciprocity can be arranged. The sentiment in the Dominion being somewhat against the Republic, adopted a tariff reduction measure several years ago, which changed the trend of trade from the United States to the other country. England. Mr. Howe maintains that the United States made a serious mistake in not making a purchase with the Canadian government at that time,

other branches. They might be able to sell crockery, chinaware, dry goods, boots and shoes, and many other lines of goods, as well as implements and hardware, and at one time they even an outlet in a new direction that would add still further to the prestige of Minneapolis and St. Paul as a wholesale market. The possibilities contained in reciprocal trade relations with Canada are large and comprehensive, and are worth more than a secondary consideration. And the more they are investigated, the more favorable will they appear from the standpoint of local firms. Twin City commercial goods jobbers, associations, and similar bodies of men, should take this matter up, and co-operate with the local laborers and manufacturers in all they possibly can, and it is none too early to begin the campaign along the lines suggested here. —Minneapolis Commercial Bulletin.

J. L. McKie, of J. L. McKie & Co., who opened in the wholesale fur and goods and small wares trade at Fort Arthur a short time ago, has been on a trip to New York to push forward more goods. The first season's trade of the firm having exceeded expectations.

Several important transfers of business property in Winnipeg are reported recently. The property at present occupied by the Lake of the Woods Hotel, which has been in operation since it was purchased by a Brantford man for the sum of \$22,000, an average of \$440 for each room, is now being occupied by the Bank of Nova Scotia is said to have changed hands at about \$800,000, making the purchase price of \$22,500. Both properties include the buildings and ground.