

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and commerce in Western Canada, including that part of Ontario west of the Province of Ontario, Manitoba and British Columbia and the territories.

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Advertisements purporting to be news articles, or to profess to express the opinion of this journal, will not be inserted. (Office 210 McMorat St. Telephone 224.

D. W. BUCHANAN,
Publisher.

The Commercial certainly enjoys a very much larger circulation among the business community of the vast region from Lake Superior and the Pacific coast than any other paper in Canada. It is the Commercial which reaches the leading wholesale, commission and financial houses of Eastern Canada.

WINNIPEG, SEPTEMBER 14, 1901.

THE COMMERCIAL.

The fact was briefly noted in last week's issue of the Commercial that the number marked the commencement of the twenty yearly volume of the Commercial at the place to change a little upon the event and draw the reader's attention to some of the many improvements which have been made in both the matter and make-up of this journal since its first number was issued just twenty years ago this month. To begin with, it may be worth while noting that while Winnipeg is one of the youngest of wholesale centres in Canada, its only newspaper The Commercial is one of the oldest publications of the kind in the world. During the twenty years of its existence it has never missed an issue and has furnished a continuous and accurate record during all that time of the markets and trade news of this city. It has taken part in every important discussion touching the material interests of the west and has often been the medium through which most important information on such matters has reached the public. It has increased over three times in size and has often issued special numbers containing annual board of trade reports, etc., which for size and typographical appearance were quite as good as the best of the east could produce. In addition to its regular news service The Commercial has from time to time given its readers specially written articles by its own travelling representative on various parts of the western land, which, if gathered together, would make a more complete record of its towns and districts, their progress and prospects than can be found anywhere in print. These special articles include every section of the country from Port Arthur on the east to Victoria, the capital city of British Columbia, away at the western extremity of the Dominion. During the past two years the work of publishing these letters has gone on continuously and scarcely an issue of the paper has gone out in that time without an illustration on that some part of the west. Many of the illustrations used in these letters are from our own photographs and have never appeared anywhere else in print. As for the interesting columns of "The Commercial" they have come to be regarded as

an almost complete directory to the best jobbing houses of this city; and many advertisers give positive assurance that they get at the whole trade of this country with announcement more quickly and thoroughly through these columns than in any other way. As to what The Commercial expects to do during the coming year it will be better to let the results speak for themselves.

THE PEDDLERS.

Complaints are beginning to come from country parts of the province from the fact that peddlers are flocking from the south and east, attracted by the reports of good crops, and are making nuisances of themselves around villages and farm houses, besides cutting into the trade of local stockeepers. This is not a new complaint in Manitoba, but the nuisance is likely to be more pronounced this year than before, as the number of peddlers is increasing. As a rule, itinerant traders of this kind are not the most desirable people in the world, and there are not above a dozen, if they get a chance, although, on the other hand, it must be conceded that there are some honest people among them. But the principal objection to their presence in the country is the fact that they take business away which rightfully belongs to the local stockeepers, and they are not to be found if the goods they supply are not satisfactory and exchange is desired. It has also been proved that they are merely a blind by which he is enabled to gain access to houses while the men are away and terrorize the women into buying goods which they do not want. For these reasons, the stockeepers' peddling business should be made as stringent as possible.

THE CATTLE TRADE.

The export cattle trade of Western Canada promises to be as large if not larger than ever this fall and will add not a little to the surplus of cash which the people of the west will be able to expend in expansion of their holdings. The only drawback to their holdings is the fact that the season is a month or more later than usual which will crowd the shipments into a very short space of time and make it extremely difficult to get the cattle out before navigation closes. Already the movement has become so large that all available cattle space in Atlantic steamers is being monopolized by western cattle and rates are being advanced owing to the active demand. Cattle are pouring through the Winnipeg area in a constant stream. Dealers are kept busy looking after all the shipments which offer and the next two months promise to be the busiest on record. All the well known cattle districts are now shipping, including the Southern Manitoba, Yorkton, Prince Albert, Hatfield, Western Assiniboia and Alberta. The cattle are in fairly good condition and are improving right along. The opening of the shipping season did not find them so fat as the earlier summer seasons promised, owing partly to an unfavourable weather but condition, and some of the cattle coming forward are as fine specimens as could be found anywhere. Prices this year seem to be holding up well and are better in this market than they have been a year ago. The stockeepers have been worth 3 1/2 per cent weighed off cars here which is 1/2 cent better than the price of a year ago.

AN ALLEGED PEACH SCOP

A silly story regarding an alleged peach deal in this city was given publicly by one of the city dailies a few days ago. The substance of the story was that by a clever ruse of a consignment outside of the local fruit exchange the price of peaches had been cut from \$1.50 per case to 90 cents, and the inference was drawn that members of the exchange had been obliged to relinquish the profits in order to keep outside of them from taking away their business. The facts of the matter are very different, and no one who is at all familiar with the fruit trade would be taken in for a moment by the yarn with which the daily paper reporter was stuffed. It is true that peaches were brought into the city which could be profitably jobbed at \$1.20 per case, while at the same time the regular trade price here was \$1.50. But the difference was in the quality of the peaches. The \$1.50 peach was a thoroughly sound Ashland peach, well adapted for preserving and better worth the money than the other peach, worth the 90 cents, for which some of them were ultimately sold. These Ashland peaches were never cut in price at any time, notwithstanding statements to the contrary. The peach which was offered at \$1.20 by the outside concern was of another variety which is not generally regarded as good for preserving and which careful houses would not usually buy for that purpose. This variety the exchange was not handling at the time of the cut, although there was one car here on consignment to a leading house awaiting an opening in the market. This car was sent on from Minneapolis, where there has been a heavy glut of that particular variety of peaches. These peaches were worth here \$1.00 per case and were used to meet the alleged cut of the outside concern, so that the members of the exchange were not out anything by the deal, and got their regular price right along for best peaches. The statement that peaches were sent out from the exchange at 90 cents per case by the outside concern to fill orders that it had taken at \$1.20 was a pure fabrication.

MANITOBA OATMEAL.

Manitoba oatmeal will once more become a product in the markets. The crop failure last year proved very disastrous to the oatmeal mills. The quantity of oats available was very limited and the flour for milling was obtainable. The result of this was that the mills were obliged to close down and the people of the west have been obliged to consume meal imported from Eastern Canada or the United States during the past year. This undesirable state of things will now be brought to a speedy termination. A fine crop of good oats has been secured this year and the mill will be started up at once. The Ogilvie Milling Co. of Winnipeg is the largest and best equipped mill of the kind in Canada, was put in operation this week. Other mills in Manitoba will be started at once. There are oatmeal mills at Pilot Mound, Postage in Prairie and Brantford, Manitoba, besides the mill in Winnipeg, all of which are in good condition and fitted with modern machinery. There is also a good mill at Strathcona, Alberta, Edmonton district, which is comparatively new and likewise supplied with modern machinery. These oatmeal mills will all have

question as to the supply of raw material, and there is sure to be a good market for the product. The oat crop in Eastern Canada and also farther south in the United States is not a good one this year, both as regards quantity and quality. The oat crop of Ontario is said to be about the best, although these are inferior for milling purposes. Manitoba oatmeal may therefore be in demand for shipment east this year, as well as for the home market.

Inspecting Western Lands.

L. A. Hamilton and C. P. R. Land Commissioner Griffin have arrived in Winnipeg to inspect the land through 500 miles of what Mr. Hamilton says an American would call "the finest block of land that lies out of doors." This land comprises about 25,000,000 acres and was covered by the top C. P. R. officials from Westland through Battiford east, north to the Vermilion lakes, across into the Red River valley, through Saskatchewan river, from there south to the Trapping lake district, and east again to Saskatchewan. "The object of our journey," said Mr. Hamilton, "was to note the results of the process of this district for settling settlers, and also to find out what openings there were for new openings. About every seven had not been over this ground before and it was to him a trip of great value in the world. We found that settlers have pushed their way in and are located not only on land all along the railway but 100 miles on each side of it. The soil in all parts we saw is of the richest, and timber and water plentiful, except an eastern tract lying north of the Eagle Hills, where timber is scarce. In the Battiford district, south of the mill, we saw very good fields of excellent grain being grown, but in the majority of the farms we saw very little of the chief industry. Settlers are pushing their way out from Calgary and Edmonton, and are pushing their way out 100 miles from the railway." "I came throughout this district," Mr. Hamilton said, "and found it plentiful, in fact too plentiful. We were told that the prairie chickens were so thick, that many of the settlers had to raise among them had developed and they were dying off in thousands. This, I am sure, is due to the ravages of the disease which is wrought by the bacteria after feathered game. There is no scarcity of fresh meats, however, and in many of the farming districts or ranching properties the owner has his own game preserve."

"On this tract of twenty-five millions of acres there is no reason," concluded Mr. Hamilton, "why five hundred million barrels of wheat could not be raised and this will be the case some day not far distant."

New Wheat.

A liberal movement of new wheat began about the end of last week. On Monday of this week there were about 100,000 bushels of new wheat, all of which was new crop. The inspection showed a fair prospect for the new crop, although there was no considerable amount of it. The new wheat from the river and a line drawn north and south from the Vermilion lakes, north and north of the main line of the Canadian Pacific, was in good condition, many badly bleached ears of wheat, grading No. 2 northern, have come from the river and in Manitoba showing that the grain has been standing too long in the stock. While there has been much rain, what rains we have had has come with warm weather, and it has been found that the grain is in good condition. Much of this bleaching could have been avoided, if farmers had not been so anxious to get their wheat off their hands, but instead of throwing it stand in the stock until a freshening outfall comes along. It is to be expected that the marketing is often more than lost by the reduction in quantity of the grain from what it stands in the stock until it can be threshed.