

# THE COMMERCIAL

A recognized authority on all matters pertaining to trade and commerce in Western Canada, including that part of Ontario and Lake Huron, the Province of Manitoba and British Columbia and the Territories.

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Advertisements purporting to be new matter, or which profess to express the opinion of this Journal, will not be inserted.

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D. W. BUCHANAN,  
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## THANKSGIVING DAY.

Thursday next, the 28th inst., being Thanksgiving Day, will be duly observed by The Commercial, its offices and printing operations being suspended. Advertisers desiring to change their advertisements in any way will please send copy one day earlier than usual.

## WANT RECIPROCITY WITH CANADA.

The movement in the United States in favor of reciprocity with Canada, is assuming organized form. Last week we reported the interview which representatives of leading United States boards of trade had with the president upon this subject. The remarks of the president were naturally very guarded and non-committal and might mean anything or nothing. The president practically refused to discuss reciprocity with Canada or any other single country, though he is known to be strongly in favor of the principle in a general way. This reluctance is no doubt due to party exigencies. It is hinted that the next campaign cry of the Republican party will be reciprocity, not particularly with Canada, but as a general policy. In the meantime it is thought that the value of reciprocity as a campaign policy might be somewhat impaired by entering into any arrangement with Canada at the present time.

The important feature of this reciprocity movement, so far as Canada is concerned, is, that it has originated and is being carried on in the United States. In previous movements, it was always Canada which sought reciprocity, but our efforts met with little sympathy from the United States. Now the tables are somewhat turned. Of recent years our efforts at trade expansion have been in other directions, and little has been heard here of reciprocity with the United States. This situation is due to the hostile tariff policy so long followed by the United States in dealing with Canada. Our trade has grown rapidly and our country has been prosperous in spite of the tariff barriers to trade along our southern boundary, and we have found out by experience that we can live and prosper notwithstanding the tariff laws of the great republic. At the same time we believe Canadians will feel anxious to meet the United States in a friendly spirit, when the people of that country are ready to consider the question of freer trade relationship in a liberal spirit.

In view of the efforts of our people in the past and in view of the present public sentiment in this country, we believe that the next proposal for any

measure of reciprocity should come from the United States. When such a proposal comes, it is ever so easy, it should be considered on its merits and in a friendly spirit. Canadians, however, are not likely to enter into any trade compact with the republic, which would involve higher duties, or be likely to uphold the protective policy in either country. We are not open for any international protective policy compact. Nor are we ready for any reciprocity arrangement with the United States, which would interfere or restrict trade with any other countries. If the United States is ready to scale down its duty on Canadian products, we would probably be willing to cut something off our tariff on United States products, though it should be borne pointed out that as our tariff is much lower now than that of the republic, on commodities passing between the two countries, we should not be expected to reduce our tariff like proportion to possible reductions in the United States. The kind of reciprocity we want is therefore simply a scaling down of the tariff on commodities passing between the two countries. Any high tariff compact or American Zollverein proposals would meet with but little favor in this country.

## BEST SUGAR.

The first beet sugar factory in Ontario will be in operation at Wallaceburg next year. The buildings are now in course of erection and arrangements have been made with the farmers of the surrounding territory to grow the necessary supply of beets for the factory.

In the United States the production of beets and the beet sugar has proved a very profitable business, for both the growers and refiners. Though the industry is a comparatively new one, it has made wonderful progress within the last few years. Beet sugar factories are now being started in many states. Canada has been very slow to take hold of this industry, but the wonderful reports of the success of the industry in the United States has stirred up quite a feeling throughout Ontario in favor of the establishment of factories. Many districts preliminary steps have been taken looking to the establishment of beet sugar refineries. The first thing necessary in this direction is to ascertain the adaptability of the district for the production of beets. This can only be done by experimenting on a liberal scale in growing the beets. It is necessary that the soil of the district should be adapted to the growing of beets containing a liberal percentage of sugar.

The slowness shown by Canadians in taking hold of the beet sugar industry is probably due to the failure of the beet sugar factory established in Quebec some years ago. The great success attained by the industry in the United States during the last few years, has, however, again drawn much attention to the matter.

It is believed by those who have looked into the question, that the beet sugar industry could be profitably established in Manitoba. The Winnipeg board of trade took the matter some time ago and endeavored to induce the provincial government to have proper tests made to discover whether or not we can grow the beets of the right kind here. The growing of beets is a very particular matter. In order to make a proper test, it would be necessary to have the beets grown under the directions of an expert, and

a large number of tests should be made in different sections. It is to be hoped the government will be prepared to take hold of this matter in a businesslike way next spring. The production of sugar beets in districts adjacent to factories has proved wonderfully profitable to the growers. Almost fabulous stories are told of the value per acre of beets produced. It is therefore worth while making a thorough test to see what we can do here in the way of producing high grade sugar beets.

## TERRITORIAL GOVERNMENT.

The future government of our great Territories lying between Manitoba and British Columbia is attracting much attention of late. The region has about outgrown the present form of Territorial government, and the people are looking forward to an early change. They believe that the time has arrived when the question of provincial autonomy of the Territories should receive serious consideration. The most perplexing question about provincial autonomy appears to be as to how the Territory should be divided, or whether it should be divided at all. There are those who think that one vast province should be created, which would include the territories of Assiniboia, Alberta and Saskatchewan. Others favor a division into two or more provinces. Considerable sectional feeling is apparent in these divisional proposals. Residents of the larger towns in the east, west or north respectively, would like to have a division with their own town as capital of a province. Aspirations of this nature are quite pardonable.

Another proposal has been to extend the boundary of Manitoba westward, thereby adding the eastern portion of Assiniboia to Manitoba, and erect the remaining portion of the territories into one province. This proposal, when first made, seems to have provoked quite a hostile feeling among the people in the section proposed to be added to Manitoba. They evidently did not relish the idea of being added to Manitoba, so far as could be learned from the utterances of their public men and the press. Recently, however, an invitation has been extended to the premier of Manitoba, by the people interested, to address them on the question of including their district in Manitoba. Premier Roblin has accepted this invitation, and the matter will be publicly discussed at Indian Head shortly. Whatever is done in the matter of provincial autonomy, we hope will be in line as nearly as possible with the wishes of the people themselves. We do not believe the people of Manitoba would favor any extension of territory westward, unless the people of the districts interested were desirous of coming into the province.

## MONEY IN OATS.

The high prices now ruling for oats this season will enable western farmers to dispose of their holdings of this crop at very profitable prices. The oat crop in the United States and also in Eastern Canada this year has been disappointing, both in quantity and quality. High prices have prevailed in United States markets for some time and the tendency of late has been steadily upward. The weekly telegraphic reports of the markets at Toronto and Montreal, give us regularity in The Commercial, will show how prices have been ruling at those points, as well as in leading United States markets. Our reports show that

at Montreal oats gained 1 to 6 during October, per bushel, an advance having been made almost every week during that month. For the week ended November 9 there was a further gain of 1 to 1 1/2 cents, and for the week ended Nov. 16, a gain of 1-2 to 1 cent per bushel. This advance at Montreal is only an index of what has transpired at other leading markets.

These high prices for oats will enable our farmers to sell their surplus of oats for shipment eastward at very profitable prices. As a rule oats could not be exported from the West at very profitable figures for the growers, but this year is an exception. There is now a good demand from Eastern Canada for oats grown in Manitoba and the Territories.

The effect of the high prices of oats in the east is shown in the efforts to fill an imperial government order for oats for South Africa, in Alberta. The government offered 27 cents per bushel for the oats on track at Edmonton district points, but as soon as the market opened it was discovered that this price was much below the regular commercial value of oats of a similar quality, for shipment eastward. The government was therefore obliged to advance his quotation to 30 cents, to be nearer in line with regular commercial values. The government contract calls for a sample almost equal to a No. 1 grade.

The high price for oats ruling this season will be a great boon to the farmers of Northern Alberta, who have produced an enormous crop of fine oats. In that district oats is a much more important crop than wheat, and the big price is right in "the mill" of the farmers of that section.

## Insurance Notes.

H. M. Taylor has been appointed manager of the Great West Insurance Company for British Columbia.

H. Brock, manager of the Great West Life Assurance Company, is in British Columbia making a tour of inspection of the agencies of the company.

The Equitable Life Assurance Society, of the United States, is advertising for a manager for Manitoba and the Northwest Territories.

George R. Woods, managing director of the Continental Life Insurance Company, of Toronto, was in Winnipeg this week, returning from a trip to the States. He states that his company proposes to loan money at reasonable rates in this province.

Deputy agents have been appointed in Victoria, B. C. by the Continental Life Insurance Company, of Toronto.

A. Lindback, manager of the Policy Holders' National Union, of Toronto, is here, and intends establishing a branch in Winnipeg. The union employs experts to examine policies and point out to the holders clauses with which they do not favor. B. C. members do not live up to, losing, in consequence, their claims in case of fire. It does not work, as the insurance companies, but assists them by reducing losses, by means of legislation which is secured by the union with the object of minimizing fire risks.

W. E. Johnson, inspector of agencies for the Equitable Life, is in Winnipeg this week on one of his periodical visits. His special mission here at the present time is to secure the appointment of a manager for this territory. For some time the company has been without a manager in the territory for which this city is headquarters. Mr. Johnson was much pleased with the progress made in Winnipeg since his last visit here, and he thinks that a great future is in store for the city.

Buyers in Ontario have been paying 60 to 70 per cent live weight for export to Great Britain.