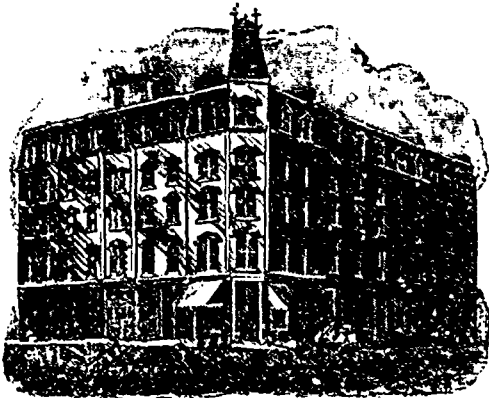


—THE—
Clarendon Hotel,



WINNIPEG.

Opened April 1st, 1888.

(The proprietors have closed the New Douglass House)

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large scale. In British Columbia, there are three tanneries in Victoria, and one at New Westminster. These are principally carried on in connection with the manufacture of boots and shoes. In Manitoba a little tanning has been done on a small scale, but in the Territories nothing has yet been attempted towards developing this industry. In the western portion of the Territories the conditions are most favorable for the establishment and growth of this industry. There is first an already considerable and rapidly increasing supply of hides and sheep skins, whilst the neighboring mountains afford an abundant supply of hemlock bark. Water powers abound everywhere in the mountains, and could be utilized in grinding the bark. A tannery at a point on the main line of the C. P. R., say Calgary, for instance, would be well located for obtaining the bark at a minimum cost. One advantage in connection with tanning in the West would be the superior quality of the hides, which are freer from grubs and other defects than hides from cattle raised in southern climates. The

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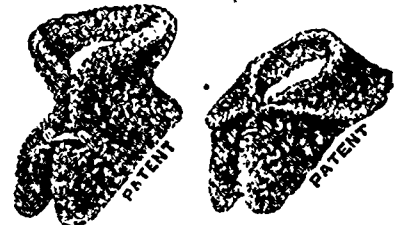
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etc.

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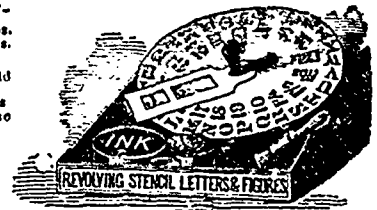
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quantity of leather used in the ranching country of the West is very large, in proportion to population, leather leggings and other articles in leather being largely used.

A NEW YORK COMMERCIAL exchange says: "Little by little 'time' is being shortened and the retailer wonders why this is thus. The jobber is making a discount inducement for prompt cash. The trade, generally, is getting on a firmer and better basis every year. The same sum of money is buying a greater quantity of goods each year. Spot cash is on deck!" If the same could be said of trade in Canada, the outlook would be satisfactory indeed, in comparison with what it really is. In fact almost the opposite has been the case. Credit is certainly far too cheap in this country, and almost ninety-nine out of one hundred commercial disasters can be traced to this fact. The situation has become almost alarming owing to the long credit system. It is not the wholesaler alone who suffers from the cheapness of credit. To retail dealers it is as great a disadvantage. Many a retailer who would have done a successful business if obliged to purchase for cash, or on short time, is induced to overload himself

with liabilities on account of the long credits offered. Then the retailer who buys on long credits, is more liable to dispose of his goods too freely upon credit, often resulting in serious loss. The retailer who finds himself in a cramped position financially, will receive more liberal treatment from his creditors if he can show that his assets are largely in stock and very light in book debts. A large amount in book debts is invariably regarded as the very worst asset a dealer can show. Then the long credit system tends to unduly stimulate competition, resulting in compromises and failures, which are a great injury to the retail trader who endeavors to pay 100 cents on the dollar. The dealer who pays in full for his goods can hardly be expected to compete with the man who gets over head in debt and is finally given his stock at 50c in the dollar. All these evils are largely traceable to too cheap credit, and the direct loss to the wholesaler or manufacturer only represents the commencement of the trouble.

Policies of insurance, being in the words of the insurers, are to be construed against them in case of doubt.