

The Commercial Men.

The subject of illustration this week has been for the past six years connected with the trade here. Mr. Tugwell is an expert tea man. He acquired his experience in this branch in London, the great tea market of the world. In that city he worked his way all through the various departments of a leading tea house, from office boy upward to the position of an expert tea trader and blender. After coming to Winnipeg he was for some years with MacKenzie & Mills, and later with K. McKenzie & Co. Mr. Tugwell is now doing southern



E. TUGWELL.

Manitoba for A. J. Crighton, wholesale merchant, of Portage la Prairie, who makes a specialty of teas.

A. C. McLaughlan, western representative of Hodgson, Sumner & Co., went west this week on a business trip.

W. Millar, of Hamilton, Ont., has arrived in Winnipeg, to look after the interests of the Empire Tobacco Co. here, and will make his permanent headquarters in this city. He will be assisted on the road by W. A. Lawson, of Winnipeg, who has accepted a position with this company. Thos. Downes, who so successfully introduced the Empire Tobacco Co.'s goods here, goes east for the company.

Among the recent changes of eastern commercial representatives coming here, we note that Jas. P. Martin, who is now amongst us, is this season representing the Tetrault shoe Co. of Montreal, a concern well known in the West, and it is safe to say that Mr. Martin's connection with them will improve their reputation and increase their volume of business. One feature of this company's manufactures is non-squeaking or silent shoes and boots. This is well ordered, as the goods do not require to squeak or make any noise so long as represented by Mr. Martin. He will furnish all the noise necessary and let the trade know the full value of his wares. His numerous friends will not only wish him success in his new position, but contribute towards that success.

WINNIPEG CLOSING WHEAT.

A sale was reported this morning at 68¢, but other business was done at 68 1/2¢. No. 1 hard, Fort William, spot or October delivery, which was about the general idea of values, though exporters are not buyers at that figure except to fill space. Freights were quoted steady at 4 3/4¢ Fort William to Buffalo.

New York Wheat

New York, Oct. 16.—Wheat, Dec. opened 76 3/8 to 1-2c, closed 76 3/8c b. May opened 79 1-2c, closed 79 5/8c b.

New York, Oct. 17.—Wheat, Dec. opened 75 3/4c, closed 75 5/8c. May opened 79, closed 79c.

New York, Dec. 18.—Wheat, Dec. opened 75 3/4c a, closed 76c b. May opened 79 to 1-8c, closed 79 5/8c b.

New York, Oct. 19.—Wheat, December opened 75 5/8c, closed 75 5/8c; May opened 79 1-8c, closed 79 1-2c.

New York, Oct. 20.—Wheat, Dec. opened 75 3/8c a, closed 75 1-8c a. May opened 79c a, closed 78 5/8c b.

New York, Oct. 21.—Dec. wheat closed at 75 1-8c and May at 78 5/8c.

Chicago Board of Trade Prices.

Chicago, Oct. 16.—Wheat, Dec. opened 71 3/4 to 5-8c, closed 71 1-2c a. May opened 74 7-8 to 3-4c, closed 74 5-8 to 3-4c. Corn, Dec. opened 31 to 30 7-8c, closed 30 3-4c b. May opened 32 to 31 7-8c, closed 32c b. Oats, Dec. opened 22 3-4c, closed 22 3/4 to 7-8c. May opened 24 1-4c, closed 24 1-4c b. Pork, Dec. opened \$8.02 1-2, closed \$7.97 1-2. Jan. opened \$9.45, closed \$9.40. Lard, Dec. opened \$5.27 1-2, closed \$5.22 1-2. Jan. opened \$5.40, closed \$5.35 to \$5.37 1-2. Ribs, Dec. opened —, closed \$4.77 1-2c a. Jan. opened \$4.92 1-2, closed \$4.90 b. Flax, cash N. W. \$1.27 b. Oct. \$1.24, Dec. \$1.25 1-2.

Chicago, Oct. 17.—Wheat, Dec. opened 70 7-8c to 71c, closed 70 5-8c. May opened 74 1-8 to 1-4c, closed 74 1-8 to 1-4c. Corn, Dec. opened 30 5-8 to 1-2c, closed 30 3-8c a. May opened 31 3/4 to 5-8c, closed 31 5-8c b. Oats, Dec. opened 22 3-4c, closed 22 1-4 to 3-8c b. May opened 24 1-8c, closed 23 7-8c. Pork, Dec. opened \$7.92 1-2, closed \$7.95. Jan. opened \$9.35, closed \$9.37 1-2. Lard, Dec. opened \$5.20, closed \$5.22 1-2. Jan. opened \$5.32 1-2, closed \$5.35. Ribs, Dec. opened \$4.77 1-2, closed \$4.75. Jan. opened \$4.87 1-2, closed \$4.90 to \$4.92 1-2. Flax, cash N. W. \$1.30. Oct. \$1.28, Dec. \$1.26.

Chicago, Oct. 18.—Wheat, Dec. opened 70 7-8 to 3-4c, closed 71 1-8c a. May opened 74 3-8c, closed 74 3-4 to 7-8c b. Corn, Dec. opened 30 3-8c, closed 30 3-8c. May opened 31 3-4c, closed 31 3-4c b. Oats, Dec. opened 21 1-4 to 3-8c, closed 22 1-2c a. May opened 24 to 23 7-8c, closed 24 to 1-8c. Pork, Dec. opened \$7.95, closed \$7.95. Jan. opened \$9.37 1-2, closed \$9.40. Lard, Dec. opened \$5.22 1-2, closed \$5.22 1-2. Jan. opened \$5.35 to \$5.37 1-2, closed \$5.37 1-2. Ribs, Dec. opened \$4.75, closed at \$4.92 1-2.

Chicago, Oct. 19.—Wheat, December opened 70 7-8c to 3-4c, closed 71c; May opened 74 1-2c, closed 74 3-4c. Corn, December opened 30 1-4c, closed 30 1-4 to 5-8c; May opened 31 5-8c, closed 32 1-8c. Oats, December opened 22 3-8c, closed 22 5-8c; May opened 23 7-8c to 2-4c, closed 24 1-8c to 1-4c. Pork, December opened \$7.97 1-2, closed \$7.85, January opened \$9.40, closed \$9.36 to 32 1-2. Lard, December opened \$5.22 1-2, closed \$5 3/4 1-2; January opened \$5.37 1-2. Ribs, December opened \$4.75, closed \$4.67 1-2; January opened \$4.92 1-2, closed \$4.87 1-2.

Chicago, Oct. 20.—Wheat, Dec. opened 70 1-2, closed 70 1-4 to 3-8c. May opened 74 1-8c, closed 74 to 1-8c. Corn, Dec. opened 30 1-2, closed 30 1-2c b. May opened 31 7-8 to 3-2c, closed 32 1-8 a. Oats, Dec. opened 22 1-2, closed 22 1-2 to 5-8c. May opened 24, closed 24 1-8 to 1-4c. Pork, Dec. opened \$7.82 1-2, closed \$7.82 1-2. Jan. opened at \$9.30, closed \$9.30. Lard, Dec. opened \$5.15, closed \$5.15. Jan. opened \$5.30, closed \$5.30. Ribs, Dec. opened \$4.65, closed \$4.67 1-2. Jan. opened \$4.85, closed \$4.85 to \$4.87 1-2. Flax, cash N. W. \$1.32 1-2. Oct. \$1.32 1-4c a. Dec. \$1.30 1-2. Jan. \$1.32 a.

Chicago, Oct. 21.—Wheat opened at 70c for December option and ranged

from 69 7-8 to 70 1-4. Closing prices were:

Wheat—Dec. 69 7-8c, May 73 3-4c.

Corn—Oct. 30 5-8c, Dec. 30 1-2c.

Oats—Oct. 22 1-8c, Dec. 22 5-8c.

Pork—Oct. \$7.75.

Lard—Oct. \$5.12 1-2c.

Ribs—Oct. \$4.70.

A week ago December option closed at 72c. A year ago December wheat closed at 67 3-4c; two years ago at 60 1-2c; three years ago at 69 3-4c; years ago at 60 1-2c, and five years ago at 52 1-4c.

CHICAGO FLAX MARKET.

Chicago, Oct. 21.—Flax seed closed to-day at \$1.29 1-2 for cash; October \$1.28 1-2, and December \$1.27 3-4. This shows an advance of 4 1-2c on the week.

DULUTH WHEAT MARKET.

No. 1 northern wheat at Duluth closed as follows on each day of the week:

Monday—Dec. 68 1-2c; May 72 1-4c.

Tuesday—Dec. 67 7-8c; May 71 5-8c.

Wednesday—Dec. 68 1-4c; May 72 1-4c.

Thursday—Dec. 68 1-8c; May 72c.

Friday—Dec. 61 2c; May 71 1-2c.

Saturday—Dec. 67 1-8c, May 71 3-8c.

Cash No. 1 hard closed on Saturday at 68, and cash No. 1 northern at 67c.

A week ago December wheat closed at 69 1-8c. A year ago December wheat closed at 65 3-4c, two years ago at 89 5-8c; three years ago at 69 5-8c; four years ago at 60 1-2c, and five years ago at 52 1-4c.

LIVERPOOL PRICES.

Liverpool, Oct. 20.—Wheat, spot No. 2 red western winter dull at 6s 11 1-2d; No. 1 northern spring dull at 6s 2d.

Liverpool, Oct. 21.—Market closed 1-4d lower.

MINNEAPOLIS WHEAT.

Saturday, Oct. 21.—No. 1 northern wheat closed to-day at 66 3-8 for December; cash No. 1 northern 66 3-4.

MINNEAPOLIS MARKETS.

Compared with a week ago flour is 15c to 25c lower, flax seed 11c higher, butter 1-2 to 1c lower, seneca root 2 to 3c higher.

Flour—Price in barrels: First patents, \$3.50 to \$3.75; second patents, \$3.30 to \$3.55.

Milled—Shorts in bulk, \$10.75; bran in bulk, \$10.50, corn feed, \$12.00 to \$12.25 per ton as to quality.

Oats—No. 3 white, 23c.

Barley—37 to 42.

Corn—Quoted at 29 1-2c for No. 3.

Flax Seed—\$1.24 per bushel.

Eggs—16 to 16 1-2c for strictly fresh including cases.

Butter—Creamery, 21 to 22 1-2c for choice to extras; seconds 18 to 20c; dairy, 19 to 21c for choice to fancy; seconds 16 to 18c.

Poultry—Live chickens, 6 to 7c; spring chickens, 8 1-2c; turkeys, 6 to 10c. ducks, 5 1-2 to 6 1-2c; geese, 7c.

Potatoes—New, 15 to 20c per bushel for car lots.

Hides—Green salted hides, 9 3-4c for No. 1; 8 3-4c for No. 2; steers over 60 lbs, 9 1-4 and 10 1-4c; sheepskins, 25 to 30c each; veal calf, 10 1-2 and 12 1-4c for No. 2 and No. 1; tallow, 3 1-4 to 4 1-4c; seneca root, 30 to 35c.

A. B. Clark, of Clark Bros., wholesale stationers, Winnipeg, has returned from the west, where he has been for the past three months, much improved in health.