

### One Price.

*Boots and Shoes* has the following: "There is one pleasing feature about the retail trade, generally in all lines, which no observant person can fail to notice—that is the one-price system. A few years before this system became popular with retail merchants, scarcely a sale was made without an attempt on the part of the customer to beat the dealer down in his prices. It was customary then for the dealer to ask more than the regular price for an article, knowing that he would have to come down a peg or two in the price before making the sale. But as before intimated, all this has been done away with. Now a child may go into any respectable retail store and purchase an article as cheaply as a grown person. There is one price for all, and when prices are reduced, they are reduced for everybody."

It is true that is the fact and whatever may be the cause, it is certainly a great improvement on the old way of haggling about prices. Probably the smallness of profits has something to do with this change. Another thing, "business is "business" now and people don't have time to buy goods the old way.

### Keep Posted.

A shoe retailer of this city, located on one of the great business thoroughfares, stated not long since, that he took two shoe journals, but that often neither one of them was opened. They went into the waste basket without so much as being unwrapped. One knowing this fact might inquire: Is he a live man and does his establishment do a profitable business? The apathy of such a man ought to be of itself an answer to such a question. He is not, by any means. Not many blocks distant from this store is another, of probably three times the size. A visit to it at almost any time, would find the proprietor so busy as hardly to be able to give you a word, while his clerks are as wide awake, alert and busy as himself. This man does a rushing business and makes immense profits; yet he takes and reads all the shoe journals published in the country. He knows his business and is all the time trying to find out every new thing that comes along. It is natural to expect to find such a man doing a good business and the other not. The man who won't use all the means in his power to learn everything he can about his business is bound to make more or less of a failure.—*Leather Gazette*.

R. IRONSIDE will again engage in the lumber business at Manitou.

A BUSH fire, ignited from a passing train, did great damage at Ottertail, B.C. Carlin & Lake estimate their loss at \$1,600 and the loss to the Ottertail Mining & Milling Co., whose mill, camps, offices, etc., and 40,000 feet of lumber and 30,000 feet of logs were totally destroyed, amounts to between \$45,000 and \$50,000.

GOVERNOR OGLESBY, of Illinois, has signed the bill for the suppression of bucket shops. The measure is now a law and will go into effect July 1st. The vigorous enforcement of its provisions will result in the closing up of every bucket shop in the State, and every bucket shop agency or bureau.—*Daily Business*,

### More Combination.

One of the most interesting features of mercantile economics in recent days is the development of combinations, side by side with competition, as an element in determining the course of industry and trade. We are all familiar with combinations in the business of transportation, and of late years in several important branches of manufacture, some striking examples of combination have made their appearance. While such combinations were established for a temporary purpose they did not excite very great attention except at intervals. Latterly, however, a tendency is noticeable to establish them on a permanent basis in the line of what are known as trusts, of which forms of combination the Standard Oil Trust, the American Cotton Oil Trust and the American Cattle Trust are examples. The most recent addition to the list of these great combinations is a Rubber Trust, which seeks to control the rubber industry in America. The plan includes the control of the manufacture of all rubber goods, the monopoly of the importation of crude rubber, the fixing of the market value of both crude and manufactured goods, and the control of workmen engaged in the industry, so as to prevent successful attempts at strikes. The fixing of the legal status of these trusts is something that yet remains to be done. They promise to furnish some highly interesting problems for solution by the statesman and the economist in the near future.—*Bradstreet's*.

THE *Industrial News*, of Winnipeg, has been enlarged.

JOHN McDUGALL will shortly occupy the Birtle hotel, at Birtle, Man.

T. F. PATTERSON, furniture dealer, Birtle, Man., is erecting new premises at that place.

PRICES paid at Virden, Man., last week were: Wheat, 65c; oats, 45 to 50c; butter, 12½c; eggs, 8c.

HENRY CRICK has opened in the grocery provisions and men's furnishing lines at Calgary.

GEO. P. GINSON, of Brandon, has leased T. Grummett's blacksmith shop at Rapid City, Man.

A CIVIL engineer from Montreal has been making a block plan of Brandon for the use of fire insurance companies.

THE Regina & Long Lake railway is being put in shape for running traffic. The road was closed during the winter.

AT Viola Dale gophers tails are equivalent to cash. A storekeeper there last month took in 10,000 tails, equal to \$200, in exchange for goods.

FORT QU'EPPELLE *Vidette*: The copious showers of the past week have been of immense benefit to the growing crops, and there is every appearance of a bountiful harvest.

R. JOHNSON, late of Johnson & Davidson, of the Queen's Hotel, Qu'Appelle Station, Assa., has bought out the livery business of L. W. Mulholland of the place named.

MANWARING & WRIGHT, general storekeepers, Birtle and Solsgrith, have withdrawn from business at their Solsgrith branch store, which will be continued by James Anderson.

A FIELD of wheat near Regina was 10 inches high last week.

THERE is talk of re-organizing the Portage la Prairie fire brigade.

THE first flour from the new Rapid City mill was placed on the Brandon market last week.

A LARGE amount of timber has been destroyed by bush fires at the Red Deer, north of Calgary. That section of country was suffering from rain.

THE Marquette flour mill at Portage la Prairie has been leased by Geo. W. Bourne, who was head miller while E. McDonald had the mill.

THE Brandon council and board of trade have decided to hold a monthly cattle fair, the first Wednesday of each month, beginning on the first Wednesday in July.

THE Portage la Prairie *Liberal* says:—Farming land is being bought up in this district with astonishing rapidity and the prices paid are good. This is an indication of returning confidence and shows that the Portage and vicinity has about recovered from the effects of "the boom."

THE Portage la Prairie oatmeal mills commenced work again on Wednesday and will run for three or four weeks, when the proprietors will reconstruct the interior of the mill to make room for the new machinery which they intend to put in. Everything will be in operation in time for the summer's harvest.

VANCOUVER, B.C., *News*: The Moodyville sawmills are working night and day at present to keep up with the demand for lumber and to hasten the loading of the vessels now taking in cargo at their wharf. This is rendered absolutely necessary, as a number of vessels are now under charter and are on their way to this port to load at the company's mills.

THE *Birtle Observer*. An early seed time with ground dry and mellow, warm weather with frequent and abundant rains, have been most favorable to the growing crops of the country. There is every prospect of an early and a heavy harvest, as grain will have matured long before the usual time of frost. Of all kinds of roots there will be an enormous yield; pasturage could not possibly be better and those who keep many cows are receiving large supplies of milk and butter.

THE Woolgrowers' Association of Alberta met in the Royal hotel last night with the president, Mr. White, in the chair and Geo. Hope Johnston acting as secretary. There were present about fifteen of the woolgrowers of the district. After some discussion it was resolved to send a bale of 200 lbs. of wool of a fair average sample to Halifax, England, to ascertain what prices might be expected for next year. Mr. Rutherford was authorized to make up the bale and to forward the same, the association to pay all expenses in the matter. The question of this year's sale was then taken up, and the secretary was authorized to communicate with the different buyers informing them that the woolgrowers would be in Calgary with a sample of their clip on the 15th of July, and that no wool would be sold before that time. B. W. Godsal was elected a member of the association. It is estimated that the clip this season will amount to 150,000 lbs.—*Calgary Tribune*.