

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in Western Canada, including the part of the territory of Lake Superior, the Province of British Columbia, and the Territories.

Tenthly Year of Publication.

ISSUED EVERY SATURDAY.

Subscriptions—Canada and the United States, \$2.00 per annum in advance. Outside of these not so paid; other countries, \$2.50 in advance.

Changes for advertisements or stops should be made not later than Thursday morning.

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

The Commercial certainly enjoys a very large circulation among the business community of the west region lying between Lake Superior and the Pacific coast than any other paper in Canada, daily or weekly. The Commercial also reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

Office 210 McDermott St. Telephone 224.

D. W. BUCHANAN, Publisher.

WINNIPEG, JANUARY 4, 1902.

THE YEAR.

The year 1901 has been one of remarkable expansion throughout western Canada. While all Canada has enjoyed a year of general prosperity, development and advancement has been more marked in the West. The year opened with not the best prospects for the great prairie grain districts, owing to the fact that the crop of 1900 was about the poorest on record in the country being due to exceptional dryness. Notwithstanding this situation, the country has made great advancement during the year, and as to make up for the shortage of the previous year, the soil has during the last season brought forth some abundantly. The crop of 1901 has been a magnificent one, and has brought prosperity and contentment to thousands.

The most noticeable feature of the past year has been the large immigration of a fine class of settlers from the United States, with a promise of a continuation of this movement with augmented volume for the future. This indicates that our neighbors to the south are learning of our great resources and possibilities. They have been flocking all over the prairie region from Winnipeg to the Rocky Mountains, and thousands of them have located here permanently. The construction of the second railway connecting the prairie region with the head of navigation at Lake Superior, is another great event of the year. Other railway work of a less important nature has been carried on in many parts of the country.

Land sales have been very large. The Canadian Pacific Railway land sales for the year were \$30,000 acres, that is about double any preceding year. This is an index to land business generally.

In Winnipeg there has been a decided expansion in business and population. Bank clearings here for the year were \$127,711,158, compared with \$103,042,782 for the previous year, which may be taken as an index to the growth of the city.

THE GRAIN BLOCKADE.

The announcement was made early this week that the Canadian Pacific Railway elevators at our lake ports were practically filled with wheat. It was a foregone conclusion that in a short time after the close of naviga-

tion the lake port elevators would become blocked, and this has now happened. While the elevators were not actually full at the time of writing, there was enough grain in transit or ready for shipment to fill all available space. The capacity of the Canadian Pacific Railway elevators is nominally something over 5,000,000 bushels, but the actual capacity is not greater than about 5,000,000 bushels, allowing for waste space in different grades. The new Canadian Northern road, which is now about completed to Lake Superior, has an elevator of 1,500,000 bushels capacity under construction, but this will not materially help the situation, especially as the Canadian Northern will carry wheat to Port Arthur which now goes to Duluth. There is now apparently nothing but a general grain blockade in sight. Many country points are now blocked, and the quantity that can be moved by the all-rail haul to the seaboard is so small that it would be impossible to keep the markets open in that way. There is, however, apparently very little demand for shipment all-rail, and prices offered are not satisfactory. Even if the grain could be sent out in this way, it would not pay the farmers to sell on this basis. It will in all probability be more profitable for the farmers to carry the grain themselves until navigation opens again. Even if they could dispose of their crop on the present basis, it would not likely be as profitable to them as to hold the grain themselves.

FIRST THROUGH TRAIN.

The first through train over the new Canadian Northern line between Winnipeg and Lake Superior left Port Arthur Tuesday morning about 10 o'clock. On reaching about 12 miles east of Port Arthur it was found that there was still some 1,800 feet to finish. A halt was made there over night and amid appropriate ceremonies the last rail was laid at 10:47 a. m., New Year's day, when the train proceeded on to Winnipeg.

ENTERPRISE.

Enterprise is attractive. Consumers prefer to buy from retailers who show enterprise in their business management. Retailers in their own like to see evidence of enterprise displayed by the wholesale houses with whom they deal. A travelling man met a representative of The Commercial on the street in Winnipeg one day and after some conversation he found that our house has discontinued its advertisement in "The Commercial". The Commercial representative replied that he did not know, and told the traveller to ask his own business manager. "Well," replied the traveller, "I have just returned from a city through the Kootenay and Boundary districts in British Columbia, and I have been asked this question several times by our customers. One even went so far as to intimate that we ought to show more enterprise as he liked to see the houses which he purchased from represented in his trade papers."

This is not a manufactured story, but an actual occurrence, giving the conversation almost word for word. We have in this issue of The Commercial two advertisements which show special enterprise on the part of our jobbers. On pages 416 and 417 will be found an interesting announcement to the dry goods trade by R. J. Whitla & Co., limited. No enterprise shows up more, consists less,

and gives better returns than Judiciously advertised. A fine warehouse appeals only to those who come to see it, but the advertisement goes out to see the customer. The first issue of The Commercial contained an announcement from R. J. Whitla & Co., and they have never been out of the Journal since. With the result they are thoroughly satisfied.

The other special announcement which we wish to draw attention to comes from a completely new house. See pages 420 and 421. The new wholesale business of J. L. Melke & Co., Port Arthur, has been established about a year, though the name has been familiar for many years. Northwestern Ontario for throughout Mr. Melke has been a long time in business at Port Arthur, and is also well known in Winnipeg, where he had important business interests.

A GREAT EVENT.

The last spike in the Canadian Northern railway line, in the long link between Winnipeg and Port Arthur, Lake Superior, was formally driven on Monday, at Antkottkan, in the presence of a distinguished party of the promoters of the road and their friends. The spike, though formally the last one, is not actually so, as some little work remained to be completed to make connection unbroken. On Monday evening a banquet was held at Port Arthur, in honor of the event, which is one of vast importance to the West, signifying the construction of the second vital link between the great prairie country of Western Canada with Lake Superior, by a road which is likely to become a transcontinental line within a few years.

POWER FOR WINNIPEG.

"I am happy to be able to announce here-to-night that the question of the supply of electrical power, which will enable Winnipeg to successfully compete with any manufacturing city in this Dominion, has been solved and that preparations are now under way to establish a plant which will furnish this city with motive and illuminating power at half the present cost." The statement above was made by P. W. Thompson, manager of the Ogilvie Milling Co., at the Travellers' banquet in Winnipeg on Monday evening last. Mr. Thompson is interested in one of the companies which proposes developing one or more of the several large water powers within easy distance of Winnipeg.

Toronto Travellers.

Toronto, Dec. 28.—An exceedingly satisfactory report of the year's business was made by President M. C. Ellis at the annual meeting of the Commercial Travellers' Association of Canada yesterday. The statement of the board of directors showed the total atton at the present time is \$486, being an increase of \$40 over last year. Mortuary benefits during the year were \$24,028, was put aside for the permanent reserve fund. This maximum mortuary benefit for 1902 was again fixed at \$37,024. Dealing with the matter of improvement in the country hotel accommodation, the directors advised members to report any objectionable features to the Board.

In discussing the new railways of the west President Ellis said he felt justified in saying that wholesale and manufacturing firms would soon find it necessary to double their travelling staffs now working north and westward to the Pacific coast. It would reap the full measure of trade which would follow construction and settlement.

The officers elected by acclamation were: President, J. B. Ellis; first vice-president, William Caldwell; second vice-president, John McQuillan; treasurer, James Caldwell; secretary, J. B. Ellis. The following were re-appointed secretary. The other elections resulted as follows: Toronto board of directors, J. B. Ellis, Gibson, Louis A. Howard, L. Duncan, H. Goodman, George West, Robert Keyes, W. A. Leonard, J. B. Ellis, Hamilton board: First vice-president, James Hooper; second vice-president, Fred Hickey; J. H. Herring, W. G. McGee, J. B. Ellis, Kingston board: Directors, J. B. Ellis, W. H. Graham, W. S. R. Murch.

Rossland Mining Strike.

Ottawa, Dec. 28.—A detailed report on the Rossland strike by the deputy minister of labor, Mr. W. L. M. King, appears in last month's issue of the Labor Gazette. Mr. King narrates the circumstances under which the strike was ordered. In brief, he says sympathetic strike of the members of the union at Northport, who went on strike some time ago, and the settlement of the demand for (2) the increase in the wages of muckers from \$2.50 to \$3 per month, and (3) to end future discrimination by the company against members of the union. Of the three the most important, discrimination, was probably the most important cause, it having been a real grievance to the union for some time past. When the strike was declared on July 11 over 1,000 men in all were out, including not only the employees of Le Roi mines, but all classes of employees of Le Roi mines in Rossland, and employees of the War Eagle and Centre Star mines, and the employees of smaller mining plants in the city. Immediately after the strike was declared, the properties were closed entirely, and remained closed for some time.

When Mr. King arrived at Rossland on November 1, he found the mines Nos. 1 and 2 were each working, and the management claimed to have between 500 and 600 men at work. When asked for a statement of their own policy, Mr. King, the managers of Le Roi Co. wrote that their mines were in full operation, and the employees were satisfied with the hours of labor and the wages paid, and were working peacefully. In view of these facts they felt it was unnecessary to discuss a past condition of affairs, which no longer concerned the company. The managers of the War Eagle and Centre Star companies wrote that there was an abundant supply of labor, and they were able to operate their mines whenever they felt disposed to do so. They, too, deemed useless a discussion about the past condition of affairs. The executive officers of the union refused to call a meeting at which Mr. King might read these communications and make a statement. There was also a refusal to allow the deputy minister of labor to see whether or not the strike was peacefully terminated. In justification of their position, the union stated that to declare this strike at an end, without having some definite acknowledgment from the mining companies as to what they were prepared to do, would be tantamount to considering the increase demanded for the wages of the muckers, would be to leave in a precarious position the interests of the muckers in other mines in British Columbia, and that consequently it was necessary to have to be perpetuated indefinitely.

Since Mr. King's report was submitted to Mr. J. B. Ellis, the year continued at Le Roi mines Nos. 1 and 2, and the pay roll of each of these mines indicated that the employees employed during the past month have been nearly equal to the number employed during the month of December. Had not commenced at the War Eagle and Centre Star mines at the close of the month, but that negotiations already begun for the unwatering of these mines, and that it was expected that they would recommence work early in the month of December. The Nickel Plate and Erie manufacturing companies, affected by the strike, had about 600 men at work at the close of the month. The mine at the end of the month and the War Eagle and Centre Star mines state that they have been obliged to refuse a large number of men for work at the mines, especially from men seeking positions as muckers.