

tion for all the good business to be had, and there is no wide opening for any new competitors for business. Indeed we would not advise any new companies to enter the field under present circumstances.

Winnipeg as a Trade Centre.

It is hardly necessary to devote much space here to show that Winnipeg has become an important wholesale trade centre. Those who will take the trouble to turn over the pages of this number will find abundant evidence of this fact. The advertisements to be found in this issue, set forth more plainly than could be done in words, the importance of the wholesale trade of this western metropolis. Though it is not many years since straight wholesale establishments first began to be established here, now about every branch of trade is well represented. Dry goods, clothing, fur goods, groceries, boots and shoes, fancy goods, smallwares, stationery, hardware, paints, oils, drugs, fruits, leather, lumber, furniture, crockery and glassware, jewelery, agricultural implements and other branches of trade are all represented by from one to a dozen houses in each branch. In fact the city has become a recognized wholesale centre of really great importance. Altogether there are not less than 100 wholesale and jobbing houses in the city. Many of the wholesale houses carry large stocks, and goods are handled at prices which compare favorably with other markets. Country merchants who carry large stocks of general goods, can come in here and purchase everything they require in the wide range of goods handled.

During the last year or two there has not been much change in the wholesale trade of the city. The number of business institutions of this kind was up to the requirements of the country in most branches, and matters have therefore remained in almost a stationary state. The increase in the number of houses has not been rapid during the last year or two. In fancy goods and smallwares, one warehouse has been closed during the year. This is the house of Hodgson, Sumner & Co., the Winnipeg house being a branch of the firm of the same name at Montreal. The firm, however, will still continue to do business in the west, and will maintain an agency and sample rooms in the city. An important addition to the wholesale trade of the city will be made by the location here of the wholesale drug and sundry house of Dawson, Bole & Co. of Regina. This firm with a view to the further extension of business, has decided to move to Winnipeg early in the spring.

In the agricultural implement branch there has been more change, several new firms having established their headquarters here. The implement and farm machinery trade is designed to become a very important item in the wholesale trade of the city. Nearly all the implement manufacturing concerns of Canada now have general agencies in Winnipeg, through which the western trade of the respective firms is managed. Already the trade in implements is very large, and as the population of the country increases from the annual immigration, so will the demand for manufactures of this

nature increase. The general agencies at Winnipeg control the entire trade of the country westward to the rocky mountains.

In produce and commission business the trade of the city is certain to greatly increase. There are now a number of produce and general commission dealers having business places in the city. Large quantities of eggs, butter, cheese, poultry, etc., are handled, and the business is fast increasing. A few years ago this class of commodities was handled principally by wholesale grocers. Those were the days when butter, cheese, etc., had to be largely imported to supply the local demand. Now these products are in excess of local requirements, and there is a surplus for export. This surplus will continue to increase, until a great wholesale produce trade centre has been built up here. This is one of the branches of trade which is destined to become of vast importance in time.

In the grain trade it is hardly necessary to say that this city will soon become the largest grain centre in Canada, and one of the largest on the continent. Indeed it has practically already become the principal wheat market of Canada. The transactions in wheat in the Winnipeg grain exchange are now larger than in eastern cities. This season, owing to the light crop, business in the exchange has been light, but with a good crop next summer, the Winnipeg grain exchange will be the most active institution of the kind in Canada.

The fur trade is another important item in the trade of the city. In this line Winnipeg is conceded to be the largest primary market on the continent. There are a large number of buyers in the market here, thus always ensuring good competition and good prices. This fact is recognized by country traders and dealers who have furs to dispose of, consequently they ship their furs from long distances to this market for sale. Where the business centres, there the best prices will be secured, and this has been shown in past years in the case of prices realized for furs sent to this market. For furs, Winnipeg is the market for almost half the continent. Westward nearly to the Pacific coast, eastward from the great district of Algoma, and northward an indefinite distance, furs are drawn to this market, and put up for competition among our buyers, and the best prices are always assured.

Another branch of trade which is assuming importance is that of pork packing. Several houses are engaged in this industry, and the business is growing. It is expected that it will be extended to canning beef and other meats before long. The advantages for such an industry are many. The supply of meats available for the purpose is becoming large. Manitoba exported trainload after trainload of cattle eastward last fall, besides a number of trainloads exported from the territories, which passed through here. Large stock-yards are necessary here for the transshipment of cattle and to allow of giving them a rest and feeding them before shipping east. Plenty of meat for curing and canning is therefore assured. Animals which become disabled and rendered unfit for further shipment could be used here. The development of the great mining district to the east of Winnipeg, and also the great mineral

regions of British Columbia to the west will provide a large market for cured and canned meats.

While Winnipeg has not become a manufacturing centre which might be called of great importance, yet it is pleasing to note that some progress is being made. We now have quite a number of manufacturing institutions of one kind and another. One of the latest industries to be established in the city is the Royal Soap Company's factory. This institution was formerly located at St. Boniface, on a smaller scale than at present. The factory at St. Boniface was burned out, and a new factory was established in Winnipeg, and put in operation a short time ago. The industry is now in a thrifty state, and turning out a large amount of goods. Carriage manufacturing is also extending some, though the bulk of the goods of this class is still imported. A number of other branches of manufacture are carried on successfully, and new industrial establishments are being added to the list from time to time, and further additions will continue in the future, in spite of the assertion sometimes made that Manitoba can never become a manufacturing country, nor Winnipeg a manufacturing city of any importance. Winnipeg possesses an important item in the water-power on the Assiniboine river, within the city limits. The works necessary for the utilization of this power are likely to be constructed very shortly, and it is expected the city will derive great benefit therefrom. When the work of building the dam and canal is carried out, the city will be in a position to offer special advantages to manufacturers in the direction of cheap motive power.

Altogether, though the number of wholesale and manufacturing houses have not increased very fast during the last few years, steady progress has been made in extending and developing business in these branches. The trade will continue to expand in proportion to the settlement of the great prairie region of Western Canada. With such a vast territory through which to extend her trade, the future of the city is assured. At present the total number of business institutions in the city, wholesale, retail and manufacturing, is about 1,000.

Western Newspapers.

The *Herald*, a paper published at Battleford, Saskatchewan territory, has just recently entered upon its twelfth year of publication. What is chiefly of interest in connection with this announcement is the fact that the *Herald* is the oldest paper in this great prairie country, west of Winnipeg. At the time the paper was started, there were no other papers in the country outside of Winnipeg. This was before the construction of the Canadian Pacific railway, and the few settlements in the country were located at points along the rivers, thus it comes that the earliest settlements in the territories were located along the Saskatchewan river, a considerable distance north of the present principal line of settlement along the Canadian Pacific. Battleford was selected as the first capital of the Territories, and it was the seat of government the time the *Herald* was started. Since the opening up of the country to the south of the railway, the northern settlements have not