

# The Commercial

WINNIPEG, MARCH 13, 1883

## TAKE STOCK.

The majority of business men in Winnipeg and throughout the Province do, we believe, take careful reckoning of the amount of stock they have on hand at regular stated seasons of the year. By doing so and by carefully examining their accounts, they can find out exactly what their business has amounted to since the last time of stock taking, and whether it has been a profitable one or not. The task is not a very pleasant one, and involves considerable labor of an irksome character. But this is no reason why it should not be done with the utmost thoroughness, or why it should be slipped over as something to be avoided. He who takes stock and balances his books regularly works at a great advantage over a rival in trade who is content with doing the work half and trusting to guess-work for the balance. This slipshod manner of conducting business is the cause of many failures that occur. The merchant does not become sufficiently intimate with his business in all its ramifications to be able to tell exactly what classes of goods have been the most profitable for him to handle, or which are proving a drag by sticking too long on the shelves. This class of business men go on from year to year in this way. As long as they can meet their liabilities without much difficulty they are content, though they never know whether they are actually solvent or not. An evil day comes along, and the burden having become too great, they go to the wall. They are surprised at the unexpected turn in their affairs, and realize, when too late, that their easy-going, happy-go-lucky way of doing business has been the great barrier to success. Their books are in such a confused state that it is next to impossible to straighten them out. The accumulation of old stock which should have been got rid of long ago, even at a sacrifice, when sold only realizes a small percentage of the original cost, and then when the estate is wound up, the merchant is left without a cent, and his creditors also sustain serious loss.

The importance of regular and systematic stock taking and straightening up

of accounts cannot be too strongly impressed upon all business men. It is necessary to insure that success which every one who follows mercantile pursuits desires.

## THE HOP INDUSTRY.

That the soil of Manitoba is especially adapted to hop culture is abundantly proven by the profusion with which wild varieties of this useful plant grow in various parts of the Province. The attention of some capitalists is already being turned in that direction, and inquiries have of late been freely made as to where the most suitable localities for developing the industry are to be found. The circumstances to be desired in locating a hop yard are rich soil, shelter from high winds and proximity to some district where labor is plentiful. Boys and women form the army of hop-pickers generally, as it is necessary on the ground of cheapness. Male labor would be altogether too costly in this country to be used with profit. There is plenty of the class of labor wanted in our towns, and in the Indian reserves, which could be made available. Proper soil can be had in many parts, and the shelter necessary from timber belts is also not hard to find. There are several locations throughout the Province than which none could be better in this respect, and where hands for the picking season can be easily got.

Hop culture has of late been an exceedingly profitable business. Many farmers in Washington Territory and Oregon have been devoting their attention to it. This year the crop in the districts mentioned was estimated at over 2,000,000 pounds. The greater part was sold at 75 cents per pound, and those not disposed of that price are held for higher figures. Marvellous stories are told in all the hop growing districts of fortunes made during the present hop boom. Hop yards in Minnesota and other Northern States have also yielded large profits to their owners.

The demand at home is increasing every year, and a considerable local supply could be easily disposed of. We commend the consideration of the development of this industry to our capitalists. In this country there is scarcely any limit in the extent to which the resources of the fertile soil may be brought. We are told that in many districts lots of money might

have been made last season in securing the wild crop so profuse was the growth.

## IMMIGRATION.

From every part of the Old World come reports of a volume of immigration to Manitoba and the North-west far in excess of any previous year in our history. The Government and the railway companies, backed up by the steamboat corporations, are sparing no effort to place before the inhabitants of the overcrowded centres of Great Britain and Europe the advantages this country offers to those in search of a new home. Their efforts have been crowned with most satisfactory results, and in the course of a month or two we will begin to witness the fruits of their labors. Old Canada will also contribute largely of the bone and sinew of her population to swell the ranks of those who, by direct honesty and industry and intelligent labor, are to make the vast extent of our fertile lands extending from the Red River a thousand miles away to where the shadows of the Rockies fall athwart the prairie, yield up its hidden stores of wealth. An advance guard two hundred strong has already arrived, and these will be followed closely by hundreds more. The tide of Old Country immigration will not set in for a month to come, but with its advent there will be witnessed an influx of honest hearts and willing hands unparalleled in the annals of any country. Last year the immigration was very large, but this year it will be manifold greater.

The Government should make every preparation for the reception of these people. Those from the Eastern Provinces have no difficulty in looking after themselves and their interests, but the stranger who hails from a foreign shore, and landing in a country and amongst a people so widely different in all habits of life and modes of business, is not so situated. The immigration department have done but half their duty when they have brought him to this country. Every facility should be afforded for giving all necessary information as to where he should go and what to do when he gets there. Already large provision has been made in this direction, but the increase in the number to be attended to promises to be so great that there is always a danger of inadequacy in this respect. A helping hand on arrival, and the utmost vigilance in seeing that a fair start is secured, is all that is