

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in West Canada, including the whole of the Maritime west of Lake Superior, the Province of Manitoba and British Columbia and the Territories.

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D. W. BUCHANAN,
 Publisher.

The Commercial certainly enjoys a very large circulation among the local news community of the vast region lying between Lake Superior and the Pacific coast, than any other paper in Canada daily or weekly. The Commercial also enjoys the leading position in commerce, manufacturing and financial circles of Eastern Canada.

WINNIPEG, OCT. 26, 1901.

BUY AT HOME.

A prominent Winnipeg retail merchant made an appeal a short time ago through the daily press to the people of the city to patronize their home industries in the way of retail stores and not to send their money east for goods which can be bought just as cheaply and as well at home. It is a regrettable fact that a great deal of this sort of buying is done by the people of not only Winnipeg but of the Western Canada. In the early fall and Christmas seasons when money is plentiful and the great bulk of the shopping is done it is no uncommon thing for orders ranging in value from \$25 up to \$150 and \$200 to be sent to Montreal from people living in Manitoba or the Territories, and orders for smaller amounts than the above are quite numerous. These purchases are mostly made on catalogue quotations and cover almost every line of goods worth mentioning. The consequence is that western merchants both in the city and country are robbed of just so much business which legitimately belongs to them. The aggravating feature of all this is that the buyer gains nothing at all by the mail order business and is more often than not a loser. It stands to reason that goods bought from catalogue are far less likely to prove satisfactory than when the purchaser has had a chance to examine them for himself before buying. It very often transpires that the article is not what it appeared to be in the catalogue and could have been bought at home for less money. A few cents gained on one article will not make up for the overcharges which are usually made on others in a long order and inferiority in the goods often reduces what appeared to be a saving to a positive loss. And when the purchaser takes into consideration the fact that the local storekeeper whom he has passed by in the hour when he has a little ready cash to spend has perhaps carried him in more than one season of adversity the strain of arguments against this unprofitable practice is about complete. In conclusion it may be said that if current reports are to be believed the retail merchants themselves have not all been perfectly free from this objectionable practice and some of them set their customers a very bad example in this respect. We know of one man who has to be delivered of dry goods in business in Winnipeg who habitually

places his personal clothing orders with eastern tailors and who has been known to declare that there is not a tailor in Winnipeg who can make a decent suit of clothes. Of course such statements are very far from being the case and betray a most lamentable want of patriotism and consistency on the part of that particular man. As a matter of fact this city has just as decent a suit of clothes makers in the east and while the quality may not be so handsomely fitted up the quality of the work they turn out will compare more than favorably with anything the east can produce. From this it will be seen that even in any line circles there are some erroneous ideas which will have to be exploded before the retail merchant of the west will fully come into his own.

REAL ESTATE CONDITIONS.

The real estate men and loan companies of Western Canada have experienced a welcome change in the conditions surrounding their business during the past two or three years in the fact that whereas before it was a most difficult thing to find purchasers for farm and city property at any price, to-day the difficulty seems to be to find property for the purchasers who are flocking into the country. This has probably been the largest year in the history of the business so far as transfers are concerned, and in every respect the real estate business of the country is in better shape than for a long time. Choice residential property in the city has met with ready sale throughout the year and the loan companies have taken advantage of the opportunity to unload much of the property they have been carrying since the depression of several years ago. They have made the price of this property so reasonable in many cases that it has attracted a much of the property to continue to hold for themselves. For the most part loan companies have been inclined to discourage building lately as they would rather give a man a good bargain on some of the houses they hold for sale than lend him money with which to build a new place. Most of the purchases of Winnipeg real estate made this year have been decided bargains so far as prices go. Many of the old houses, which have changed hands have been thoroughly overhauled and modernized and there is a decided improvement to be noted in the residential properties of the city.

CHEAP COAL.

One of the features of the fuel trade of this country is the growing demand for the lignite coal which comes from the vicinity of Estevan in Southwestern Saskatchewan. It is now quite a number of years since this coal was first rendered accessible by the extension of the Souris branch of the Canadian Pacific Railway to Estevan, and during most of those years it has been steadily growing in favor especially with the consumer in rural parts of Manitoba, until to-day it is one of the most important fuels on our list. The quality of the coal has not always been satisfactory but with increased knowledge of the veins, better handling facilities and more suitable storage granaries has reached a degree of satisfactoriness with the ordinary consumer which ensures a steady demand for the coal in future. The price, \$1.00 per ton for car loads at the mine, is low when compared with other fuels, as on this basis it is the best delivered to the consumer in Winnipeg for \$4.50 per ton. This is

the actual price of the coal here to-day.

It is fortunate for the people of this country that we have such a supply of cheap coal convenient to our markets as there is no doubt that it has some effect in holding down the prices of other fuels. The Pennsylvania anthracite and bituminous coal fields are owned by one of the most despotic monopolies on this continent and it might be expected that were it not for the presence of extensive coal beds in the prairie regions of both the United States and Canada which render the settlers to some extent independent of that source of supply there would be no mercy shown in regard to the price of coal. As it is the price is kept just as high as the competition of western coal will permit. On this side of the boundary there is good reason to expect that as time goes by our own fuel resources will be more and more exploited, until the coal of the transcontinental monopoly will be practically shut out altogether.

FINANCIAL.

WINNIPEG BANK CLEARINGS.

Returns for the Winnipeg Clearing House for the week ending Thursday, show as follows:

Week ending Oct. 24, 1901.	\$	347,710	
Corresponding week, 1900.	\$	2,284,910	
Corresponding week, 1896.	\$	3,269,074	
The monthly totals are as follows:			
1901	1900	1899	
Jan.	\$ 9,923,258	\$ 9,969,077	\$ 7,083,922
Feb.	7,158,275	6,732,962	6,289,471
Mar.	7,829,052	7,209,942	6,776,121
Apr.	7,829,292	7,091,570	6,916,831
May	8,081,957	7,972,575	7,472,855
June	8,081,957	7,972,575	7,472,855
July	9,213,148	9,976,425	8,109,595
Aug.	9,324,746	8,173,607	7,966,291
Sept.	10,436,250	9,879,147	8,289,159
Oct.	10,183,477	12,689,000	9,000,000
Nov.	10,436,250	11,435,219	9,000,000
Dec.	10,989,325	12,969,965	9,000,000
Totals	\$106,956,702	\$107,786,814	

FINANCIAL NOTES.

W. Macdonald, accountant of the Imperial Bank's Edmonton branch, has been promoted to the position of manager of the newly established branch at Ferguson, B. C. He left to assume his new duties on Wednesday last.

S. Burpe, manager of the Bank of British North America at Dawson City, passed through Winnipeg this week en route for Ottawa. Mr. Burpe has been transferred to Vancouver and will return in about two weeks to enter upon his new duties.

At the last meeting of Winnipeg City Council the following were passed through their first and second readings to raise \$50,000 to build and equip four suburban fire halls and to construct foundations under the north and south halls and to purchase a dynamo and engine for extra lighting; also to raise \$44,714 for the purchase and installation of new water plant and water pipes and new services.

INSURANCE

THE RULING PASSION.

The life insurance agent was at the end of a long and creditable life, and his clergyman had been deputed to tell him that death was at hand. The information was tenderly conveyed and calmly received, and then the good man continued: "I feel sure there is peace and happiness for you, brother. The faith and a busy man, and I believe that this should be bright and fair." "But how about yourself?"

"The clergyman's face conveyed a mild astonishment and inquiry. "I'm talking about that policy you have had been in force for so long. Is all ahead 'bright and fair' for you with no life insurance? I'm leaving plenty of it for my family, but

where would yours be if we were to change places?"

"It is a simple thought," said his friend, "and I will attend to it at once."

"No time like the present," said the agent. "The application is in my desk over there. Suppose you fill it out now, and the doctor in the waiting room will examine you right off. I insured him the second day he called after I was in the office. If you don't think you'll never regret it, and it will help you out on the new business for the end of the year. Good-by."

INSURANCE NOTES.

W. J. Rossall, of Toronto, has arrived in Winnipeg to do a policy with the Mutual Life Insurance Co. of Canada.

The Peoples Life Insurance Co. has been granted a license to do business in Manitoba. D. R. Bruce, Winnipeg, is their agent.

The insurance losses in the big fire of last week at Sydney, N. S., are larger than was at first anticipated, and the total for all the companies represented is \$224,000.

Not 40 pay the life insurance premium when it becomes due is to be a great extent what you have already paid, and to stop the good work you intend to carry out. Remember that life insurance is a system of saving that has never been equaled by any other method.—The Statement.

Mr. Harlick, a resident of Philadelphia, is the oldest annuitant in The Mutual Life on October 7, 1883, depositing the sum of \$5,500. He has been drawing \$475 annually from the company ever since. The amount up to date stands: Paid The Mutual Life, \$35,500. Received 41 annual payments of \$175, \$10,475. Account in favor of Mr. Harlick, \$13,975.

Alberta Oats and Hay.

The daily papers announced with big headlines that the western Dominion government had arranged for the export of Alberta oats and hay to South America. It is probable that some error about this. Those familiar with commercial conditions would at once have seen that the export of hay from Alberta to South Africa, it is not at all probable that hay can be included in the shipments. If the government has arranged for the export of Canadian hay to South Africa, it will probably be secured in Quebec or some other eastern province, and not in the West. It is very likely to sell at export prices in the West this year, as we have a surplus, they can of course be exported on a commercial basis, without government aid.

Anthrax Scare All Over.

The Anthrax scare in the range country is completely over, says Dr. Dunlop, in this edition. The government veterinarian, A. Flock of sheep belonging to the Canadian Land and Fur Co., which was the cause of the scare, numbered 16,000, but only 2,500 were lost, the rest were innocuous. The sheep which were found to be very successfully. As the prairie has been burnt over and other measures taken to control the disease, no further outbreak may be considered over.

The Dominion Trading Stamp Co., Limited, has announced its intention to fight the legality of the "Anti-Trading Stamp Act," passed at the last session of the Ontario legislature, which empowered municipalities to prohibit the use of trading stamps and to control the production of them.

Signal hemp is 2c higher in price this fall than it was last year at this time which some take as an assurance that binder twine will be higher next year. It is said that the United States manufacturers have practically obtained control of the production of this raw material.

It is stated that owing to the scarcity of men the Dominion Railway to Lake Superior will not be completed until the end of the year, and possibly not starting so long in January. The company say they cannot obtain men, even at the high wages of \$2 per day.