

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in Western Canada, including that portion of Ontario west of Lake Superior, the Provinces of Manitoba and British Columbia and the Territories.

Eighteenth Year of Publication
ISSUED EVERY SATURDAY

SUBSCRIPTIONS, CANADA AND UNITED STATES
\$2.00 PER ANNUM IN ADVANCE OR \$3.25 WHEN
NOT SO PAID; OTHER COUNTRIES, \$2.50 PER
ANNUM IN ADVANCE.

Changes for advertisements or stops should be in
not later than Thursday Morning.

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

Office: 181 McDermot Street.

D. W. BUCHANAN,
Publisher.

The Commercial certainly enjoys a very much larger circulation among the business 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 reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

WINNIPEG, JUNE 9.

A PROSPEROUS BANK.

Elsewhere in this issue of The Commercial we present a report of the proceedings at the annual meeting of the Dominion Bank which was held last week in Toronto. This prosperous institution has found the claims upon it increasing to such an extent that the directors considered it necessary to ask the shareholders to authorize an increase of \$1,500,000 in the capital, which makes the total of that account now \$3,000,000. With increased responsibilities the directors have thought it necessary to fix the rate of dividend at 10 per cent. per annum and allot all surplus earnings as bonuses which opinion was concurred in by the shareholders. Heretofore, owing to its small capital and excellent management this bank has regularly paid 12 per cent. per annum to its shareholders, which was certainly a very satisfactory return. The presiding officer at the annual meeting stated that the decision to fix the dividend at 10 per cent did not imply any expectation of reduction in earning power as on the other hand the board anticipated increased rather than diminished earnings, but with the capital doubled a settled rate of dividend would give better satisfaction. The statement of the bank speaks for itself and readers would do well to peruse it carefully and note the favorable state of the various accounts. It is gratifying to know that not a little of the past year's success has been achieved by the Winnipeg branch and that the increase in capital has been partly rendered necessary by the demands of the west. The new premises at Winnipeg which are shortly to be occupied will give

additional facilities for transacting business here, and will, when finished, rank among the finest in Canada.

Dr. Saunders on the Crop Outlook.

Dr. Saunders, director of the Dominion experimental farms, was in Winnipeg on Tuesday on his way back to Ottawa, from a visit to the Brandon, Indian Head and Agassiz farms. The Commercial had the pleasure of an interview, during which Dr. Saunders stated that the west is in fine shape this year in every respect excepting for the drouth in the wheat belt and the prevailing high winds. He thinks that the winds have been more injurious than the want of rain. At Indian Head he found the young wheat blades withered to some extent, but the roots are still strong and vigorous. Rain would start growth again, and as the crops were put in much earlier than usual, they still have a chance to mature in good time. The trees and shrubs at the experimental farms are standing the dry weather well.

Winnipeg City Council.

The regular fortnightly meeting of the Winnipeg city council was held last Monday evening. The board of works recommended a number of sidewalks, sewers and pavements for construction. The fire, water and light committee recommended that the tenders of Miller, Morse & Co., Jas. Robertson & Co., J. H. Ashdown, and G. D. Wood & Co., and the Imperial Oil Co., for the supply of hardware, oils, etc., for the waterworks department, be accepted in respect to the articles upon which each tender is lowest, orders for which each tender is at the same rate to be equally divided between them.

The city solicitor was instructed to prepare a by-law in accordance with the recent act of the provincial legislature permitting municipalities to pass measures providing for the early closing of stores. The solicitor was also instructed to prepare legislation permitting the city to exempt the Y. M. C. A. building, now in course of erection, from taxation so far as it is used for strictly association purposes. A number of by-laws were read and acted upon.

British Columbia Produce Trade.

It would seem as if very few of the business men handling farm produce throughout Manitoba and the Territories are acquainted with the British Columbia markets, either as regards the quality or the volume of the trade done. And this trade is only in its infancy, as every year sees new sections of country being opened up, as well as a marked growth in the older sections as development of the mines proceeds, so that before many years this province is sure to contain a large population, who will be largely dependent upon outside markets for their food supplies. Of course in some sections of British Columbia farming to a certain extent is done and there is still room for a considerable growth in this industry, but the area of arable land is comparatively limited and there can never be sufficient quantities of produce raised to supply the demand. At the present time considerable quantities of hay, vegetables and some grain and fruit are being shipped from the Okanagan valley to West Kootenay and the Boundary district, but when it is taken into consideration that almost the entire

population of that valley is engaged in farming it will be seen that with the growth of the mining industry there, these shipments will gradually decrease. In the country surrounding Kamloops and Ashcroft large numbers of cattle are raised and shipped principally to the coast, while in the Fraser river valley and at some points along the coast, mixed farming is very extensively carried on. In some seasons they are able to almost entirely supply the local market with hay and vegetables, and for two or three months of the year they supply sufficient quantities of fresh eggs and butter for local consumption, but for the remainder of the year supplies come from all over Canada and from the south, and even Australia contributes its share. In the interior of the province also, large quantities are imported from the states, in fact for a few months in the spring the supply, especially of eggs, may be said to be drawn entirely from the south. This is no doubt due to the fact that the spring is earlier there and fresh eggs and butter can thus be obtained sooner than in Canada. Farming is receiving more attention each year and the amount of produce raised is being largely increased, but it is a question if this increase is not more than offset by the growth in the population. On the coast practically all the grain and food stuffs not raised locally are imported from the south. This, however, cannot be remedied until a lower freight rate is put into effect.

This market could and should be almost entirely supplied by Manitoba and the Territories, but as things are at present only a small proportion comes from there. As has been said, there will be an immense market here for all kinds of farm produce before many years and it would be well for our western dealers to make a bid for it.

The first thing to be remembered is that nothing is too good for this market, in fact it is almost useless to send anything but the very best. It costs just as much to bring in a tub of poor butter as the same quantity of first grade and the difference in price, therefore, is so small comparatively that every one would rather pay the few cents additional and get the good article. We have heard of numbers of instances where consignments of butter and eggs have been sent from Manitoba or the Territories to commission merchants or other dealers here for which very small returns were received, the blame for which was laid on the shoulders of the British Columbia merchant. This, however, can be traced in almost every instance to the lack of knowledge in regard to the requirements of the market. Another cause of disappointment to shippers has been owing to lack of proper attention to packing. Butter is often shipped in the first box that comes to hand, regardless of whether it is suitable for the purpose or not. One instance at least was found in which the butter had been packed in a case formerly containing rubber boots. Boxes and tubs should be clean and tight, a hole in the lid or side may prove a considerable loss to the shipper. Some places prefer to have the butter packed in pound prints, in others they ask for the brick shape, while in others still they desire the tub, so that this would have to be learned from the consignee. But for shipments, especially to the mining camps, two things should always be remembered—send nothing but the best and see that it is well packed in suitable vessels.