

# The Commercial

A Journal of Commerce, Industry and Finance, specially devoted to the interests of Western Canada, including that portion of Ontario west of Lake Superior, the provinces of Manitoba and British Columbia and the Territories.

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The Commercial certainly enjoys a very much larger circulation among the business community of the country between Lake Superior and the Pacific Coast, than any other paper in Canada, daily or weekly. By a thorough system of personal solicitation, carried out annually, this journal has been placed upon the desks of the great majority of business men in the vast district designated above, and including northwest Ontario, the provinces of Manitoba and British Columbia, and the territories of Assiniboia, Alberta and Saskatchewan. The Commercial also reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

WINNIPEG, OCTOBER 17, 1892.

## Fur Trade News.

C. M. Lamson & Co. will hold their sales of general furs on Nov. 21 and 22, when raccoon, skunk, opossum, mink, martens, sable, grey, red, and white fox, bear, wolf, wallaby, wombat, Chinchilla monkey, otter, and Thibet lamb will be offered. On Nov. 23rd, 7,500 Alaska, 30,000 Copper Island, and 20,000 South Sea, Cape Horn, and Northwest coast seal skins will be offered.

The London correspondent of the New York *Fur Trade Review*, writing on September 16, says: "The depression from which our trade has been suffering for the last three or four months has not as yet entirely disappeared, although we are pleased to say there is at last evident signs of vitality which we trust will be maintained. There is no doubt that a great deal of the shyness on the part of buyers has been caused by the uncertainty as to what would really go this autumn, and although we have now reached a point when our furriers should be very busy, indeed, there are some only working half time, whilst others are standing still for want of knowledge as to what to manufacture. This, of course, does not apply to the fur-lined mantle trade, as we have already pointed out in our previous letters, this branch of the trade is certainly having the pull this year. The open-fronted jacket with roll collar, which was so much in vogue last autumn, is again coming to the front and some good orders have been placed this week for this style of garment, most of them being trimmed with nutria, whilst a few have been trimmed with skunk-dyed opossum or black Australian opossum. Our West End trade still keeps very much behind and some of the general houses have been compelled to reduce expenditures by discharging some of their people, and this is certainly what we do not

expect at this time of the year. Sussliki Linings.—It is very strange how this article fluctuates. It is but two months ago they were selling at 7s. 6d., and although the demand to day is just as good, the price has tumbled down to 5s. 6d. and 5s. 9d. Squirrel Look Linings.—Although no fresh goods have been allowed to come from Nijni, prices are not so firm to-day as they were last month, and should the restriction be taken off there is no doubt we shall see prices very much easier. Mink are in very good demand, dark skins being very much sought after. Mink tails.—Last year there was absolutely no sale for these goods and thousands of good tails could be had here from 2½d to 3d per tail, whilst to-day 1s can be had for only middling quality, the best fetching as high as 1s 6d. Grey Fox.—The demand exceeds the supply. Musquash is still selling pretty freely; natural black skins have been enquired after recently, but of course there are very few in this market.

The Leipzig (Germany) correspondent of the *Fur Trade Review* writing on Sept. 11 says: "We shall have no Michaelmass Fair in Leipzig this year, as it has been prohibited in consequence of the fear of cholera; the extent of the disease at Hamburg has caused the authorities of numerous German cities to adopt rigid measures to avoid its further spread. Some of our more cautious citizens have succeeded in having measures adopted prohibiting the importation from Russia of bristles and horse hair, and now seek to have furs also excluded. We do not think they will gain their purpose, or keep the goods from entering the city after they have been permitted to pass the frontier. A number of the usual visitors to the Michaelmass Fair have arrived at Leipzig to secure supplies; our business, however, is not much better than in August. Mink has met with a pretty good demand. England and France show some interest for mink linings of medium quality. Our German furriers buy mink cautiously, but take fair supplies as the article is in favor for men's coats. Mink tails are in good demand for France and the United States, and some French buyers who have been here caused the market to become somewhat excited. Good tails are worth here from 1 to 1½ marks. Marten is in very moderate request, only small parcels being taken for German consumption. Red fox has sold to a limited extent for Turkey. Otter and lynx sell slowly. Black bear, newly imported, found ready buyers, owing to scarcity. Musquash sells slowly; the parcels of black linings prepared during the summer remain in stock, though prices are very low. American collectors should be careful to avoid offering high figures for the new season's catch of skins. Black musquash skins and linings have been in excellent demand for France, and also of late for England, and the stock is nearly sold out. Raccoon is lower and medium sorts has sold fairly well, and better grades will be in good request as soon as the sale of dyed skins actually begins. Skunk is in limited demand; good stocks of dressed skins have been prepared for the usual winter consumption. White skins have been dyed skunk color, but without remarkable success. Skunk-dyed opossum is also in good request. Fresh supplies of Australian opossum have been in active demand for the customary locations. Several important purchases of nutria skins have been made by Leipzig and foreign retailers. The demand for Japanese fox has declined. Very little business has been noted in European furs; stone marten is neglected; pine marten has been in request for Russia; marten tails neglected; land otter and mottled cats quiet; black cats in better demand. The trade in Russian and Siberian furs quiet; parcels of squirrel sacs in pairs have been ordered for France and England; prices being a little lower than in the spring. German-worked squirrels have, as usual at this period of the year, been purchased for France, Austria and Germany; belly sacs are in better request than back sacs. Sussliki linings are offering in good quantities, but no sales effected, owing to absence of orders from abroad. Marmots are now dyed black,

and are freely taken by mantle manufacturers. White hares are dull; superior black dyed hares have been taken for Vienna, and lower grades and silvered sorts for Berlin. Parcels of white foxes have been purchased for dyeing, making the article a little firmer. Moufflons in very moderate request, and prices moderate. There is a demand for Thibet lamb skins and coats of super quality—some astonishing fancy colors in combination are shown. Sable tails are in continuous demand for Paris, and black dyed Persians are taken to some extent for the same place and Austria. Trade in Astrakhan quiet. Siberian and Russian bear taken for England. Russian wolf in no demand. Badger taken for France in moderate quantity; large parcels of this article remain on hand in this market.

The New York *Fur Trade Review* for October says: "Business shows considerable improvement as the trade advances and the change for the better is general. Workmen, especially cutters, are in request, and in many instances work is being conducted both day and night to fill orders promptly. New styles of long seal garments are received with gratifying favor; mink also maintains its prominent position as a popular article. The fashionable capes, chiefly in long designs, are made up in a variety of furs, ranging from seal to coney. Manufacturers of cloaks continue to take large supplies of furs; a very large proportion of the finished goods purchased by cloak houses are secured at their own prices, and consequently the usual dissatisfaction prevails among furriers catering exclusively to this trade. This branch of the fur business has, in fact, been conducted throughout the season without a living profit as a result of the new and increased competition. Seasonable weather and a reasonable fair demand will doubtless result in an advance in prices, as stocks of all furs are unusually light."

## Montreal Iron and Metals Market.

In shelf hardware and jobbing houses report satisfactory orders for all lines of goods, from chains and axes down to locks and bolts. In pig iron and crude material, however, business is dull, and buyers do not show much anxiety about stocking up. Advices from primary markets are easy on the whole, but there is a scarcity of special grades of Stoch pig, which has stiffened prices on them somewhat. No. 1 Summerlee is very scarce on spot and in Glasgow it is firmly held. In fact \$20 is the price asked now, and in case of importations dealers have had to consent to exchange from Summerlee to Langloan and equal brands to secure prompt shipment. Commoner brands are more easily got, but there is very little of them in stock in Montreal. Round lots of Carbrooc have sold ex wharf at \$18 to \$18.50 and Englington at \$19. Sales of Nova Scotia siemens have been made at \$19.50.

In tin plate there is little doing. The canning business is over and this demand does not recommence until January next. Stocks here are plentiful and prices easy, round lots of coke changing hands at \$3.25, but most sellers are holding at \$3.35 to \$3.40. A number of works are closing down in Wales, and this is expected to reduce production and bring about better prices later on. Charcoal, little doing, prices steady, \$3.90 to \$4.25.

Terno plate dull and nominal at \$7 to \$7.25. Bar iron furnishes no feature, ruling steady at \$1.85 to \$1.90.

Copper and tin are reported buoyant on the other side, but the market is very dull here. Tin is quotable at 22½ to 23, and copper at 12½c.

Lead is perfectly flat, and only one transaction was heard of for the week, 3c being the basis.

Canada plates are inactive, but unchanged, \$2.55 to \$2.60.—*Gazette*.