

## THE COMMERCIAL

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

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Advertisements placed in the news matter of this journal, which profess to express the opinion of the Commercial, will not be published.

The Commercial certainly enjoys a very large circulation, the circulation of the business community of the vast region lying between Lake Superior and the Bay of Fundy, and the only other paper in Canada, daily or weekly. The Commercial also publishes advertising which includes commission, manufacturing and financial offices, and is published by Merchants Bank Building, telephone 224.

D. W. BUCHANAN,  
Publisher.

WINNIPEG, MAY 20, 1902.

## EXAGGERATED REPORTS OF STOCK LOSSES.

As usual the press reporters made a mountain out of a mole hill in the matter of damage to western stock from the snow storm which visited the range country two weeks ago. Their first reports, which were scattered broadcast over this continent, would have led to the belief that millions of sheep and young cattle had perished in the storm; now they are shamefacedly admitting that the actual loss was slight and mostly confined to stock cattle in transit. The manager of the Cochrane ranche, which is one of the largest in Alberta, gives a specific denial to the reports of loss and many other ranchers have corroborated his testimony.

As a matter of fact conditions were never more favorable for this important industry than at present. The cattle, especially, are in fine condition and the winter and spring losses have been light. A larger number of stockers than ever before have been taken into the range country from Manitoba, Eastern Assiniboia, Ontario and Mexico and with the exception of those which perished on the cars or in the wayside corrals during this storm they are all doing well. With favorable weather from now until the end of July, when the range cattle are usually ready to ship, this should be a year of splendid results from the cattle industry and the horse and sheep ranchers, while not so numerous, should be no less successful, as there is now a good demand for all that they have to sell at prices which must be satisfactory.

## MONEY IN SENECA ROOT.

Country merchants should do what they can to encourage the digging of seneca root this year. To a large extent it rests with them what the output of root will be as diggers depend upon the merchant to keep them posted as to prices and to market the root for them after it is dug. A little attention to this subject on the part of the storekeepers will make a material increase in the revenue of Manitoba and the Territories from this source. It is really surprising how much money the country can derive from a good root crop when prices are as high as they promise to be this year. Manitoba and the Territories are fast becoming the principal source of supply for this important commercial commodity and there is a good demand for all that can be produced. The boys on the farms can make root digging a source of considerable revenue by devoting their spare time to it and the country merchant is the one who should point out to the farmers and the diggers who have within the past years become part of the population of this country are making good money

every year digging root and we understand that it is principally the women and children who dig it. Why could not the boys and perhaps the girls of all the settlers give some time to the industry. If present prices continue it would pay them well.

At the date of our last advices from Minneapolis, good, clean, dry Manitoba root was worth 70¢ per pound delivered there. As it only takes a few cents per pound to lay root down in that city from here there should be a good profit in digging at this price. Of course, it may be expected that any abnormal increase in the production would result in lower prices and the normal level is very much below the value of to-day, but those facts need not deter anyone from securing all they can and it does not seem likely in view of the demand for labor in other directions that there will be any great increase in the number of root diggers as compared with last year when the present high level was established.

There are a number of responsible houses in Winnipeg and Minneapolis

of the business fabric is largely based. This very conservatism, as their part is already beginning to show its fruits in a reduction in the number of curbstone speculators who have been infesting this city for several months past. These people find that they cannot live off each other and they have not been able to set so many of those who have money to speculating as they expect and in consequence they are beginning to disappear. They will not be missed.

So long as "go slow" continues to be the policy of the business community we may view the genuine expansion which is now going on without misgiving, confident that the reaction when it comes will not result in any serious business disasters.

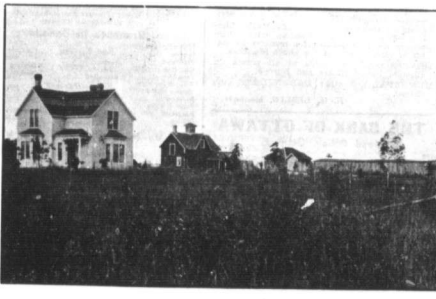
## TO FARMERS AND STOCK-RAISERS.

Addressing a public meeting of farmers and stock raisers at Moose Jaw, Assn., on May 20, Prof. W. H. Coard, of the Northwest, Agricultural College, of Regina, exhorted upon those engaged in raising cattle for beef the absolute necessity for feeding their

stock and commodities, even to our native places, on an implement of all kinds, equal in every respect to the original article which they now supply every where, because of owing to our lack of foreign banking facilities and lax methods of business in securing and holding foreign trade, we fail to hold against those we have enabled to compete with us for the markets of the world.

The American manufacturer of machinery seemingly has no following for the Yankee maker of commodities. Entire shoe-making plants are sent to England for installation, and even so far as to the British manufacturer, and so popular is the American "boot," as it is called abroad, that the Yankee manufacturer of shoe-making machinery is successful in compelling the British shoemaker from his shoddy all other machinery from his factory. These American shoe plants in Great Britain, being much nearer the continental market than our own, are successfully competing in many quarters where "American" shoes (made in England) are becoming quite as popular as the genuine article.

When American men began to lay down tools in Vladivostok and Port Arthur for the Russian government at the same time that they were acquiring the same articles in Germany, there was an immediate overhauling



MANITOBA FARM HOMES—WM. CHAMBERS, OAK LAKE.

who are ready at all times to receive consignments of root from country points, either from storekeepers or private shippers and who will make satisfactory return for all that may be entrusted to them. This matter is worthy of attention and with fine weather and active digging this country should be able to turn a good portion of its root crop into cash this year.

## THE BUSINESS OUTLOOK.

One of the best signs in connection with the prevailing good times and business expansion is the thoroughgoing caution with which the solid business people of the country are marking their business policy. While they are not afraid to embrace each new opportunity which presents itself and have met every legitimate demand upon them in the way of trade extension they have not failed for a moment to keep their affairs well in hand and to remain prepared for any sudden change that might present itself. This sound business policy is the best guarantee we have that there will be no widespread disaster when the high pressure which is at present so marked in nearly every department of business shall have subsided. That there will be many people caught unprepared when the reaction comes there is no manner of doubt, but we think it safe to say that the victims will not include many of those who conduct the better class of business concerns and upon this fact the safety

stock to a finish, pointing out that at the present time an unfortunate custom prevails of neglecting to grow any grain in order to finish off the beasts, the sequel being that some of the most promising western animals got into the hands of United States stock buyers at poor rates, were conveyed into the States, there fattened on grain and sent to the British and other choice markets as American beef, where they realized those high prices which were the envy of the Canadian, who, while protesting, failed to apply simple commonsense, while they had in their own hands, by securing the finest breeds, feeding them on the best known methods and finishing them for export.

In dairying, Dr. Coard advocated care in the selection and caution in the handling and cleanliness in everything.

In the matters of crop raising, he said farmers must exercise discrimination in the selection of crops for cultivation and a determination to secure at minimum cost a maximum amount of product, and to attain the summit of agricultural economies.

## U. S. TRADE COMPETES WITH ITSELF.

American commerce, after a period of foreign expansion that astonished our citizens fully as much as it startled those of European countries, suddenly finds itself face to face with toppling exports. Not only is there an almost unprecedented falling off of orders for machinery from Europe, but we are once more importing pig iron instead of sending it abroad. This becomes possible as a result of our equipment of the factories, foundries, mines and machine shops with American machinery, enabled us to Europe to day to manufacture cheaply American

of German machine shops, and while the process of re-equipment with American installations progressed, our exports of machinery increased by leaps and bounds. Now, however, it is Germany that lays down tools in the Far East at the price it costs us to manufacture them, and we are doing the overhauling and installing of new machinery to compete with our machinery in German workshops. The days of our "commercial walk-over" have passed. We did make Europe up and she now fights us with our own weapons.

It is an ill wind that blows good to no one. Our manufacturers now, awake to the fact that they have equipped Europe with installations as perfect as any in America, are thoroughly overhauling their own workshops, so that notwithstanding the falling off in our foreign export trade, domestic orders promise to keep our great steel industries at full pressure for months to come filling domestic orders and preparing America for her next conflict with the world for commercial supremacy abroad. We are now merely eyeing a breathing spell while the steel barons put new rivets in our armor between the rounds—Alexander H. Ford, in Collier's Weekly.

For the benefit of the Canadian deputations who will visit Montreal to attend the Congress of Chambers of Commerce the railways announce that they will grant a 25 per cent. discount on round trip on the certificate plan, good to arrive three days before the congress and to remain three days after its close. This reduced rate will be given only to duly accredited congress delegates and their wives, when accompanying them, for a continuous passage (without stop over) going and returning over the same route.