

# The Commercial

A Journal of Commerce, Industry and Finance, especially 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.

FIFTEENTH YEAR OF PUBLICATION.  
ISSUED EVERY MONDAY.

SUBSCRIPTION, \$2.40 PER ANNUM, (in advance).

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The Commercial certainly enjoys a very much larger circulation among the business community of the vast region 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 lists of the great majority of business men in the district designated above, 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, APRIL 19, 1897. 3

## Manitoba.

Winnipeg retailers are troubled over a civic by-law preventing them from displaying goods on the street which is to come into force later on.

The contract for supplying books for the Winnipeg public library for the current year has been awarded to Russell & Co.

J. W. McLeod, hotel, Alexander, is advertising his business for sale.

Edgar & Co., tailors, Carberry have moved to Dauphin.

Anderson & Graham general store-keepers, Carman, have dissolved.

W. M. Lawrence, hardware, Winnipeg, is advertising his business for sale.

Munt & Co., liquors, Winnipeg, are advertising their business for sale.

## Alberta.

The Dominion public works department has agreed it is to build a combined railway and traffic bridge over the Saskatchewan river at Edmonton, if the town will give \$25,000 toward its construction. The offer will be accepted. It is hoped that this will speedily be accomplished, thus carrying the railway to the north of the great Saskatchewan, and into the old town of Edmonton. The next move northward will no doubt be to build the railway as far as Athabasca Landing where it will connect with a vast inland system of navigation, stretching away to the Atlantic ocean.

## Assiniboia.

A report from Regina on April 12, says: plowing has commenced in several sections of the district, and it is expected that by the 25th of the present week it will be general. At first of the season, to your correspondent's knowledge, was on Saturday, the third, when one farmer reported having ten acres seeded down.

## Ontario Insurance Acts.

Quite a ponderous volume of no less than 120 large pages of printed matter is being put through the usual course of three readings in the Legislature, for the consolidation of all the Insurance Acts in force in the Province. The Bill is in charge of Hon. Mr. Gibson. It contains 196 sections, most of them with numerous sub-sections and tables, rates, forms and schedules. It opens with seven pages of definitions as to the meanings of all sorts of technical terms used in the measure, forming quite a dictionary. There are 56 such words or phrases thus dealt with, section two having that many sub-sections. Then it deals in turn with joint stock, and mutual, and cash-mutual fire insurance companies, life and accident and guarantee companies, and friendly societies. All these are required to be registered, as heretofore, and most of the clauses are merely copied from the existing enactments. Some new provisions, however, are made, of considerable consequence, especially to life and assessment companies.

We notice an important omission affecting some life and assessment insurance companies, which has the effect of interfering with the validity of contracts subsisting for many years, between such companies and their members in this province. In 1893 it was enacted that despite of what might have been agreed upon with the insured, as stated in their policies, they should, if living in Ontario, be entitled thereafter to pay their premiums any day within thirty days after the date specified in the policy itself, provided "the event upon the happening of which the insurance money becomes payable has not yet happened." In the consolidation (section 148) that proviso is left out, and the effect will be that if the insured should die even twenty-nine days after he had refused to renew his policy, or membership certificate, any beneficiary may mail or pay the past due premium and revive the insurance. This does not effect such companies as voluntarily give thirty days grace for payment, and most of the regular companies have long been in the habit of doing that.

An important new provision is made for admitting friendly or assessment societies of other provinces to registration in Ontario on reciprocal terms, but with a rather serious proviso. That is, such society must "provide for its contracts upon lives to at least the extent of collecting from its members premiums not less than those set out in Schedule A." This schedule practically sets up, for the first time in this province at all events, a Government standard of premiums, and therefore we quote a few figures from it promising that the expenses are to be provided in addition to collecting and accumulating these rates, upon the ages at entry. Opposite age 20 we find \$10.55; age 25, \$12.42; age 30, \$14.81; age 40, \$20.18; age 45, \$21.66; age 50 \$30.72; and at age 55, \$38.95, in each case for \$1,000 of policy. These figures condemn those in use by probably every fraternal society now operating in Ontario, and especially to the new scale adopted by the A. O. U. W. The I. O. F. rate at age 20 is only \$7.20 or \$8.35 below the standard, and the Home Circle rate is only \$6 up to age 25, or about one-half the Government standard of solvency. At the age 36 the I. O. F. rate is

\$9.60, and the Home Circle's rate the same, while the standard calls for 17.42. One or the other must be a good way out, but the Government scale has the solid rock of experience beneath it, and people will now be able to judge of the ultimate success or otherwise, of societies which bid defiance to all rules of safety.

## Trade with Canada and Mexico.

There is no trade quite so profitable as next door trade. Trade with Canada or with Mexico is carried on at much greater advantage than trade with England, France or Germany. The trade of New York, New England, Pennsylvania, Ohio and lake shore States with Canada and the trade of Louisiana, Arkansas, Texas and California with Mexico is more readily managed and is more in consonance with the laws of trade gravitation than is trade between widely separated parts of the Union.

It may be set down as a commercial maxim that there is no trading where there is not resulting mutual advantage to the traders. Whilst the experiment of reciprocal trade with Canada lasted the exchange of commodities grew apace. Before the passage of the McKinley act of 1890 the exports from Canada to the United States were as large as the exports of that country to Great Britain, and we enjoyed an answering market in Canada for our products. Since 1890 we have driven Canadian export trade to Great Britain, until it exceeds the exports to this country three times. The excess in favor of Great Britain, is over \$20,000,000.

Our farmers should understand that they do not escape Canadian competition by driving Canadian wheat; barley and other farm products into the Liverpool market. They might better meet Canadian competition at Buffalo, Detroit or Duluth, and buy from the Canadians cheap lumber and fish. A tariff war such as the Dingley schedules will precipitate between this nation and adjoining nationalities will advantage nobody. It will be precisely as if a string of custom houses should be erected between Pennsylvania and New Jersey or between Ohio and Indiana to harry and obstruct the free trade which the people of those States now enjoy.

The failure of our government to enter into new reciprocity arrangements with Canada and Mexico, and to pull down every obstruction to the exchange of commodities in so far as it might be able to obtain the consent of the Governments of these countries, is a failure not only of statesmanship but of ordinary horse-trading capacity.—Philadelphia Record.

## Grocery Trade Notes.

Owing to large supplies of maple products, prices are lower at Montreal. The demand is fair, and sales of syrup were made at 50c per small tin, 55c to 60c for large, and at 4 1/2c to 5c per lb., in wood. Maple sugar sold at 6 1/2c to 7c per lb.

The Montreal Gazette of April 12, says: "The feature of the local provision market is the stronger feeling for smoked meats, and prices have advanced 1/2c to 1c per lb., with sales of hams at 10c to 12 1/2c, and bacon at 10 1/2c to 11 1/2c per lb. Prices are: Canadian pork, \$12 to \$13 per barrel; pure Canadian lard, in pails, at 6c to 6 1/2c and compound refined at 4 1/2c to 5c per lb., hams, 10c to 12 1/2c, and bacon 10 1/2c to 11 1/2c per lb.