

West Selkirk.

The town of West Selkirk is situated on the banks of the Red river about twenty-three miles north of Winnipeg. It is from here that the large fishing trade of Lake Winnipeg is handled and it is this trade that forms the chief support of the town. A large number of river and lake craft of all sizes are employed and at times West Selkirk presents more the appearance of a seaport than of an inland town. Fishing stations are located at different points along the lake, from where the fish are brought by steamers to West Selkirk where they are frozen and then shipped in car lots to the United States. Whitefish form the principal catch but sturgeon and other kinds are also caught. Considerable quantities of caviare are also shipped south each year, some 10,000 lbs. having been sent out this season. The fishing season this year ended about the first of July for whitefish, although a few are still being caught to supply the demand for fresh fish. The fish were very plentiful this year and the companies were able to get all they required earlier than usual.

There is also a good lumbering business here from here. Hooker & Co. have two mills, one on Lake Winnipeg and the other at this place, and W. Robinson also has a large mill at West Selkirk. The lumber is mostly shipped south to the States.

West Selkirk has good business representation including all branches of retail stores, newspapers, etc. J. P. Bowers opened a grocery last February. G. J. Sanders put in a stock of books and shoes, and J. Moran took over the general store business of Ryner & Co.

bably would reach \$25,000,000 with each acre.

The gold going from Dawson represents the Klondike mines, lying within a radius of fifty miles from Dawson, and its other output is based on the increase to the totals given in the foregoing for the three months and all other before the present month's shipments from other parts of the Yukon Territory, the name of the British possessions, the Klondike, which will increase the territory's totals perhaps less if not hundreds of thousands. The Klondike is the only mine in the Stewart river districts, if the data were at hand, might show material after all to the total.

The prospects for the winter operations in the Klondike are good. Henderson creek, a short distance up the Yukon from Dawson, is the latest stream stampeded. Fifty claims have been staked during this week and recorded at Dawson by men who went from the vicinity of the town.

Senega Still Higher.

Quotations for senega root in the New York market continue to advance, says the Oil, Paint and Drug Reporter, and very little root is obtainable on the spot, even at the prevailing high prices, which are higher than they have been since 1902, as the figures reprinted below will show:

Year.	High.	Low.	Year.	High.	Low.
1901.....	30	29	1902.....	30	29
1902.....	27 1/2	26	1903.....	30	29
1903.....	30	29	1904.....	30	29
1904.....	30	29	1905.....	30	29
1905.....	30	29	1906.....	30	29

The supply of the root in this market

the trouble and expense—knowing that he would eventually reap the benefit—on sending an experienced traveler who speaks the language, and carries with him catalogues and samples. The catalogues are in Portuguese or Spanish, the weights and measures are according to the metric system, and the prices quoted are in Portuguese currency. The traveler in question ascertains the tastes and prejudices of prospective customers, and generally comes to a thorough understanding with them; he further finds out as far as possible what, if anything, is being done by other competitors, and acts accordingly. The traveler is authorized by his principal at once to take orders on arrival at his destination, and to grant fair business credit, and he is certain to have previously made thorough enquiries as to the financial stability of those with whom he seeks to do business. The consequence is that he has no difficulty in obtaining satisfactory orders on his first visit, and he returns year after year to study after the requirements of his customers. These travelers do not come out with a view of doing business solely in Madeira, but from here they will probably go to proceed on a similar mission to the Azores. Numbers of trade catalogues, mostly of their tastefully and expensively bound, are sent to this consulate during the course of the year, but it is a rare exception to find one in Portuguese or Spanish. It is rather still, to find the weights and measures given in the metric system, and in no instance have we seen a British catalogue in which the prices were quoted in Portuguese currency. Another thing before handing it over to the British trade is

ent calf and kid. —Shoe and Leather Journal.

Don't Worry Him.

It is generally known that the largest and busiest men in trade are most readily approached by the man of the lesser 400. The greater the business capacity of the firm the more liberal you will find them in coming to a business proposition, providing, of course, that the person to be seen is not too busy to see him. If he has not got to approach him by the way of a messenger boy through an outer and an inner door, a partition and a cage, when word was returned "too busy" (the real fact of too busy, the party in question with his feet cocked up upon the roof-top meditating who would be the next victim he could vent his spite on.)

The above case happened in a fair sized factory whose credit apparently is good, else the drummer would not have attempted to sell him, or rather called at his place of business, but it is the prohibition of our scribbler that the place is dying of dead rat too much red tape and too little business. The firm in question travel two men themselves, whose expenses go on from day to day. Do they ever contend that the same treatment to their own men would soon drive them from the place? You increase your business by being affable and courteous; not grumpy and sour.

Don't be too busy to give the other fellow that is outside waiting for an opportunity to get a houseful of compliments of your time. His proposition may bring money and business to your factory.

Manitoba Farm Homes—Buildings of Jas. Armstrong, Portage la Prairie

Gold Shipments From Dawson.

Correspondence from Dawson under the date of the 5th September, state that gold shipments from Dawson to the outside world for the three months of summer of this year reached the magnificent total of \$18,033,000. The shipments by month were as follows:

June.....	\$5,018,000
July.....	\$7,255,000
August.....	\$5,760,000

Total.....\$18,033,000

The figures in the foregoing statement are from the gold commissioner's office. The government requires that all gold taken out of the territory must be accompanied by an export certificate, under penalty of a fine of \$100 for each ounce of gold exported. All this was required by the police previous to crossing the border for verification.

Together with the gold shipped out last May, before the export certificate requirement went into effect, and that which went over the ice in the winter, it may be said that Dawson has shipped \$19,000,000 this year.

The month of September being the last month of the year when shipments by steamer are possible before the river freezes, may be expected to furnish heavy consignments, perhaps two or three million dollars.

The results of the summer's cleanups may well add the total still more. The shortage of water until August and the many claims for the gold otherwise would have been big yields in June and July to August summer work. Rain helps the creeks and rivers materially. As a result, out of many of the hills and benches succeeded in getting the gold out of the water.

Conservative estimates put the year's output at \$20,000,000. Some persons think it may push the \$25,000,000 mark hard. If all the dirt now on the dumps could be washed, it prob-

ably would reach \$25,000,000 with each acre.

A few years ago the senega crop in Northern Minnesota, North Dakota and Manitoba amounted to between 300,000 and 400,000 pounds, but the production has been decreasing year by year as the ground has been plowed up, and the root to a considerable extent destroyed. It is estimated by a correspondent to this paper that the average annual consumption of senega is something like 250,000 pounds, and that the consumption is increasing as fast as the supply direct from Minnesota to China and Japan. The entire receipts of new root in the St. Paul and Minneapolis markets this year has not exceeded 30,000 pounds, and it is stated that only one dealer in the Northwest has a stock of the root, and the amount held by him is not so very large.

For some weeks it will be too late to dig senega, and it is not likely that any quantity will be dug in the interim. There would have been a falling off for labor at high wages in the harvest fields and the lumber regions. Our countrymen, however, when they are here and exporters attempt to secure supplies they will have to pay high figures, and will find that not much can be obtained at all. He also states that even if not more than a quarter of the usual amount is compared, it is like that the highest prices ever known will prevail.

Portugal (Madeira).

A consular report on the trade of Madeira for 1900 states that, but for one reason, there would have been a falling off in British trade with the island. Without doubt the bulk of it has gone to Germany, at the same time, however, the reason is this: In the first instance, the German merchant has for years previously made a close study of the local market. He has gone to

the objection to give moderate credit, the usual way of doing business being to send the bill of lading and the agent of the conveying vessel, with instructions to collect the money before handing it over to the purchaser of the goods. Another, and by far the most important factor, in the substitution in Madeira of certain British manufactured articles by goods of foreign origin, is the entire absence in the islands of the British commercial traveler. For a very great number of years no British traveler has visited Madeira, and the British consul is contenting himself with the island each year, thus visiting to take away fresh orders and to get the island to get the island each year.

Spring Shoe Samples.

There are not many very startling changes in styles for the coming season. In men's goods there is an accumulation of some of the striking modes of last season. In the last there is very little change, broad round shoes having the calf. The wide extension edge, both in the sole and the heel, are more prominent than ever. A feature being made of rope stitching and fancy cord edging and threads. Some extreme styles are shown in combination of various leathers, such as patent, box and doe skin, etc., with large eyelets. In women's goods a greater improvement is noticeable, a decided improvement in style and finish being effected. Some very natty lines are being shown in medium and high grade women's goods. The endless display imported goods to a large extent. We are glad to be able to predict a much better and more extensive range of lines for spring than usual. Dealers will be reassured in regard to late styles, as the public will not wait next season, and will doubtless follow the usual rule, their experience of the past season in ordering specialties like pat-

An employer cannot treat a salesman decent cannot treat his help home. If you don't believe it, pick out a man and study his character. Dollars to doughnuts it's so.—Glovers' Review.

Spring Foot Wear.

The question as to what shall be made for next spring has been practically settled, although there seems as yet to be some hesitation on the part of most manufacturers as to what place in the market the shoe of the manufacturers are in favor of bringing tan shoes back to the place they occupied in public favor, but the majority are simply sending out samples because customers demand them. The retailers are in favor of the tan shoe. When they opposed it so strenuously a year ago it was the idea that the smaller shoe could be carried if black shoes alone were in demand. It has been proven, however, that such is not the case, as so many patent leathers were introduced to take the place of tan. There is a great deal of dissatisfaction in handling tan goods than patents, and dealers are now anxious to retain the tan shoe. The conclusion of opinion seems to be that while considerably more tan shoes will be sold than last year, the tan shoe will retain the patent shoes will retain their popularity with a large portion of the trade. The solid shoes will be in demand, and the moccasin idea is still in the air. The medium and coin toes will prevail. Young tops are receiving more consideration than the others. Several manufacturers sending out samples.—Shoe and Leather Journal.

"All of you who never told a lie raise your hands," asked the teacher. "Please, ma'am," piped little Jimmie, "is it a lie if nobody didn't tell it?"—Ohio State Journal.