

wheat district lies the great grazing and mixed farming country of Westbourn. This country suffered severely from frost last year, but this season promises an excellent crop. Even barley and oats will yield well, and in these grains the country of Westbourn will be unexcelled by any district in the province, at least for the present year. Westbourn is especially favored as a stock and grazing country, being well watered and rich in meadow lands, dotted with bluffs of poplar and other trees. In regard to the stock interests, many of the farmers were found to be indignant at the report of their country given in the crop bulletins, issued by the manipulator of statistics for the department of agriculture at Winnipeg. Mr. Burrows puts the number of cattle in the country at 2,143, while it is claimed that there are that number within four square miles of Gladstone alone. In preparing statistics for a cheese factory it was found that there were 700 milch cows in the space of country referred to. The settlers also claim that acreage under crop is larger than last year, notwithstanding that the department crop reports show a considerable decline. In wheat it is claimed the acreage is about double that given. Westbourn is one of the oldest settled districts, and has suffered considerably from the second homestead provisions. Many of the farmers mortgaged their lands as soon as the patents were obtained and moved west to locate again, thinking they would be able to sell the first homestead at a handsome profit. The depreciation of property after the boom spoiled these hopes, and the lands are now vacant, and with taxes and interest accumulating upon them. This loss of the original settlers has proved a serious drawback to the development of the country, new settlers preferring to go further west for free lands, rather than purchase the mortgaged properties. The first settlers will also be the losers, many of them being settled in poorer western districts, while others will lose their old homesteads through foreclosure. Although the population is actually less than it was a few years ago, it is claimed that all the broken land has been kept under cultivation by those remaining and that the acreage has actually increased. Gladstone, once a lively village of some 600 inhabitants, has greatly declined in population, and many of the houses are vacant. The remaining stores report a very fair trade, and with the present crop prospects expect a much better business during the fall and winter. Mr. Baily is building a dining hall at the station here, which is badly needed. Mrs. J. Sharp has lately opened in the confectionery line. Gladstone, like many of the older towns of the province, has contracted a heavy debenture debt, which the place is now unable to carry, and what the outcome will be is not yet known.

Westward from Gladstone, a more elevated country is reached known as the Beautiful Plains, with the busy little town of Neepawa, as the chief business centre. This district produced good crops last year and escaped the frost, owing to the lighter soil upon which vegetation matures more rapidly, and the elevated position. This year the crops are not as promising in the immediate vicinity of the town, though it is said they are better both to

the north and south at a little distance from the railway the latter following a ridge of very light soil as it approaches the town. Wheat cutting was here going on actively during the last week of July. Neepawa is of recent growth, having been established since the railway arrived there, and is consequently free from the heavy debt of most of the older towns. Its citizens will do well to carefully guard the town in this respect, if they wish to grow and prosper.

The next point of interest on the M. & N.W. Ry., is Minnedosa, the largest, prettiest and most business like place on the line west of the Postage. Beautiful Minnedosa is so well known that it needs no description here. The merchants were found all feeling very cheerful in anticipation of fine crops and a good trade. Business for the past year is said to have been fairly good and better than the previous year.

In fact such a thing as a croaker was not met with. Many of the merchants carry large stocks and will stock up more fully this fall. The implement men report a fair seasons' trade, perhaps not as large as in former years, but a much better cash business and credits for short time only. The merchants here speak very favorably of the local wholesale houses, and declare their intentions of dealing as much as possible with the men who did not desert them during the time of general depression. Time was when there was great rivalry between Minnedosa and Odanah, two miles down the valley. This has now long since ceased and Odanah is no more. Mr. P. J. McDermott was the last to desert the ship, having held out at the latter place until about two months ago, when he moved his stock of general merchandise to Minnedosa. The saw mill at Odanah, owned by Mr. Colton, will be taken down and the machinery moved to a new location, not yet decided upon. The only industry of recent establishment in Minnedosa is a brewery, by Messrs. Sheriff & Davis. The brewery was erected during the present season and was put in operation in July, the product being now ready for the market. Both the proprietors are practical men and no doubt will succeed. It is thought that a bank would do a profitable business here. The want of such an institution is keenly felt, especially to the shipping interests, which is extensive in grain, live stock, etc. Minnedosa gives some evidence of the clashing of real estate interests during the early days. The town is also laboring under a heavy debenture and floating debt, which will severely test the energy of its enterprising inhabitants to overcome. The country around the town is well settled with a good class of Canadian, Scotch and English settlers, and farm lands are held at better values than in many other districts. A few sales have recently been made at good prices. The crops in the district average very good, and from Minnedosa, northward to the Riding Mountains, a distance of fifteen miles, through the Clan William settlement, the outlook was never better. At the time of writing considerable grain has been cut.

### Keep up with the Times.

The meditative merchant, in these days of business competition, is often induced to com-

pare the different systems of selling goods and keeping an active trade, with a view to find the best for his own purpose. He notices that there is a wide variety of methods and a marked difference in results. But he observes that like results do not always follow the same methods, and that the same plans work differently with dissimilar people. The more he considers these facts the clearer does it become that he can fix upon no system that will, without qualification, of failure, give certain and continuous business. Old houses in New York, once of great capital and experience, have passed out of existence because they made the mistake of adopting a system, and, thinking it infallible, would never give it up. The fact is that the system of this year may not be a good one for next year, and the method that a certain salesman may render wonderfully successful may utterly fail with scores of others. There is no course open for the enterprising merchant but to keep his own eyes and ears wide open, and adapt his methods to every new condition of affairs. He must not keep in any beaten track too long, and, above all things, he should beware of too much fondness for pet theories.—*Fabrics.*

When the employes of an Indiana furniture factory, operated by a German, struck for eight hours' work a day he granted it, but when they wanted ten hours' pay for eight hours' work he called them up and said: "My friends, maybe I do as you like. I have an order from Sbegago for ten dozen shairs. I will sheep him eight dozen and bill him for ten. If he doan kick on me it shows me not der rule works both vhas and ve vhas all right." It is needless to add that the idea didn't work.—*Wall Street News.*

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