

THE COMMERCIAL

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

Eighteenth Year of Publication
ISSUED EVERY SATURDAY

SUBSCRIPTIONS, CANADA AND UNITED STATES
\$2.00 PER ANNUM IN ADVANCE OR \$2.25 WHEN
NOT SO PAID; OTHER COUNTRIES, \$2.50 PER
ANNUM IN ADVANCE.

*Changes for advertisements or stops should be in
not later than Thursday Morning.*

Advertisements purporting to be news matter,
or which profess to express the opinions of this
journal, will not be inserted.

Office: 181 McDermot Street.

D. W. BUCHANAN,
Publisher.

The Commercial certainly enjoys a very much larger circulation among the business community of the vast region lying between Lake Superior and the Pacific Coast than any other paper in Canada, daily or weekly. The Commercial also reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

WINNIPEG, JUNE 2, 1900.

REVIVAL IN BUILDING.

Notwithstanding the prevailing high prices of lumber, hardware and other classes of building material the present promises to be an active building season in Winnipeg, and many of the country towns of Manitoba. Already in the city some of the large new buildings projected for this season's construction are under way and owing to the dry weather rapid headway is being made. Besides these a considerable number of more or less expensive dwelling houses are being constructed. Winnipeg needs a large number of new buildings of various kinds. The stores, dwellings, etc., built in the boom days are rapidly becoming unfit for use and will have to give place in the near future to a better and more enduring class of buildings, having all modern conveniences. Not only is this the case, but the city is growing so that it has now exceeded in population the capacity of its building to contain it, and it is a most difficult thing to find a vacant house or store. In consequence of this rents have gone up quite 20 per cent., and it has once more become possible to make good profits out of renting dwellings and stores. Much the same state of affairs exists in the country, where many of our country towns have outgrown their first generation of buildings and are experiencing quite a revival of the building business. People who have been living in the country for any length of time have gathered around themselves a considerable amount of property of one kind and another and are able to finance for new buildings to better advantage and in many cases to pay for them outright. There does not appear to be

the slightest danger of the mistakes of the early eighties, which led to so much boom building and consequent ruination, owing to the inability of people to carry their real estate holdings, being repeated in Manitoba as the present revival in building is based on a legitimate increase in population and will not any more than keep pace with the growth of the country.

THE TRAVELLER AS A COLLECTOR.

One of the bugbears of the commercial traveller in the business of collecting, which he is sometimes required to undertake. Some travellers make good collectors, but the majority make very poor ones, and for what seem to them good reason. They do not care to jeopardize their chances of making new sales by a too earnest effort along the line of pressing for payment of some old account. The average retail dealer of any kind is a decidedly sensitive creature as a rule, and needs considerable petting to keep in good humor, and the traveller who is unfortunate enough to give him a bad quarter of an hour over an account is likely, when he next asks for an order, to get turned down. For this reason most travellers make poor collectors. Sometimes, however, it happens that a house will strike a genius who can both sell and collect with equal facility, but it is only rarely that this combination is obtained. Mostly when a man proves to be a good salesman he manages it by standing in with the customer, which means that collections are left in the background, and when one proves to be a good collector it is either because he determines to keep a clear slate and let the future take care of itself, because the merits of his goods are such that the retailer must have them, or because he is a genius in this particular calling.

Winnipeg Board of Trade.

An important meeting of the council of the Winnipeg board of trade was held on the afternoon of Wednesday, the 23rd ult., a report of which was unavoidably crowded out of last week's Commercial. At the meeting correspondence was read between the board and Premier MacDonald in reference to the appointment of an official assignee for the province, which indicated that legislation will be passed shortly embodying the views of the board in the matter. Representations now being made by the board of St. John, N. B., to the Dominion government for the repeal of the duties upon empty packages such as fruit baskets and boxes which have no commercial value were endorsed. The correspondence re the late Territorial insolvency act was read and the action of the officers in the matter approved. A. Strang, delegate to the Grand Forks waterway convention, reported on that gathering. It was reported that the C. P. R. had agreed to remove an objection-

able freight regulation affecting mixed carlots. The board's action re addressing freight packages in full was reported to have met with general approval throughout Canada. L. A. Nares was appointed delegate to the fourth congress of chambers of commerce to be held in London, England, June 26 to 29.

C.N. Bell, secretary of the board, reported on the result of his recent trip to Ottawa. Among other things this report dealt with Manitoba export statistics. In the past much of the grain and produce of Manitoba exported to other countries has figured in the Dominion returns as from Quebec and other eastern provinces owing to the system of compiling statistics which places the exports to the credit of the province in which the shipping port is situated. In this way Quebec gets credit for much of the exports of Manitoba. The minister of customs has promised to remedy this, and is now working out a scheme for doing so. In the matter of branch post offices in Winnipeg such representation has been made to the postmaster-general that he has promised as many branch offices as the Winnipeg inspector shall recommend. As a result of Mr. Bell's efforts for the establishment of flaxseed inspection for Manitoba, a bill has been passed through both houses at Ottawa embodying the recommendations of the board. Another important reform is in regard to the inspection of grain in the Manitoba division. The minister has agreed to instruct all grain inspectors to specify the exact amount of dirt or foreign seeds to be cleaned out of grain which has been ordered by them to be cleaned. A conference was held between Mr. Bell and the member for Winnipeg re the inspection of apples and Mr. Bell reports that Mr. Puttee is carefully watching western interests in the matter. Mr. Bell interviewed the postmaster general on the question of better service on the Emerson branch of the Northern Pacific railway, with the result that reform has been promised. In the matter of customs duty being collected on the commissions of agents buying foreign goods for Canadian firms, Mr. Bell interviewed the minister of customs, but no concessions could be obtained in this matter. The final paragraph of Mr. Bell's report dealt with the question of inspection of grain at Montreal. The corn exchange of that city have asked for and obtained a bill providing that all foreign grain passing through Canada for export may be inspected at Montreal and certificates of grade issued. Interest was taken by the Winnipeg board in this matter owing to an effort having been made by some members of the Montreal exchange to have the bill also provide for inspection of Manitoba grain at that port. This idea did not, however, in the meantime gain favor with the majority of the Montreal exchange to have the movement did not result in anything.

On Tuesday afternoon of this week a meeting of the full board was held which is reported as follows: The president, D. K. Elliot, occupied the chair and on calling the meeting to order gave a summary of the actions of the council since the last meeting of the board. Amongst other matters the question had arisen of a delegate to the London congress of chambers of commerce and Mr. Nares had been asked to represent the Winnipeg board of trade. A delegation from the council had waited upon Mr. Mellen during his visit to the city regarding the rebuilding or deposition of the ruins of the Manitoba hotel. They had been