

# The Commercial

A Journal of Commerce, Industry and Finance, specially 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.

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*The Commercial certainly enjoys a very much larger circulation among the business community of the country 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 desks of the great majority of business men in the vast district designated above, and 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, JUNE 19, 1893.

## Cordage Reorganization.

There are no new developments in the affairs of the Cordage Company on Saturday. Wall street, however, was more or less favorably impressed with the suggested plan of reorganization, which contemplates an amalgamation of the large companies not now in the Trust with that organization.

These concerns are, it is claimed, sufficiently strong in themselves to defeat the reorganization of the Trust on a paying basis, unless consolidated or incorporated with it. What lends credit to the rumor that the plan will be carried out is the recent compact entered into between John Good and Receiver Young of the Cordage Company, to sustain the price of binder twine. The two competing interests in this arrangement were brought together by Washington E. Connor, who is interested in the matter on behalf of the stockholders.

The large creditors of the Cordage Company are said to favor the idea of its rehabilitation upon the lines stated. If the shareholders succeed in securing a recognition in the committee it is believed that the common stock will cease to be regarded as a speculative football in the market and assume a fair degree of stability.—New York Bulletin.

## Salting Hides.

During warm weather it is necessary to have green hides salted promptly or they will spoil, but hides can be shipped green in the winter season in a frozen state without salting. To cure a hide properly it is first necessary to trim it by cutting off what does not belong to the hide, such as horns, tail-bones and sinews, then spread the hide on the floor and sprinkle salt evenly and freely over the flesh side. In this way, pile one hide on the other, flesh side up, head on head, tail on tail. Stretch out the flanks and legs so as to give the hides a chance to drain. It will take a week or more to cure hides thoroughly.

When hides have laid over a week in salt, they will then do to tie up and ship, after having shaken off the surplus salt.

For a larger heavy hide it will take about a pail of salt, and a less quantity for a smaller hide or calfskin in proportion to size.

## A Man who will Succeed.

"Now, if you will show me where the burglars got into your store," said the detective, "I will see if I can find some clew."

"In a minute," said the proprietor. "I am working at something a little more important than hunting for a clew just now. Take a seat."

And while the detective waited the merchant wrote as follows at his desk.—

The man who broke into Katzenhefter's store on the night of the 15th and carried away a silk hat, a pair of French calfskin boots, a fur-trimmed overcoat, a black broadcloth suit and two suits of silk underwear, was a black-hearted villain and scoundrel, but a man whose judgment cannot be called in question. He knew where to go when he wanted the finest clothing the market affords.

"Jacobs, he said to the book-keeper, "send a copy of this to all the papers in town, and tell 'em I want it printed in big black type to-morrow morning. Now, b.-. Hawkshaw, I am at your service."

## More About Canned Salmon.

Last week *The Grocer* referred to the fact that very low offers had been made in Montreal by the agents of Pacific coast canners on canned salmon, and they have been repeated this week; in fact canned salmon is one of the interesting points of the grocery market just at present. It is alleged, in support of these low offers, that the parties making them have strong belief that there will be a large run this season, but this the more conservative traders characterize as pure bosh, and hold that these offers are simply the rankest kind of speculation. The people who are most put out by them are the buyers who placed their orders for June and July delivery on the basis of \$4.40 to 4.50 for favorite leading brands, and \$4.20 to 4.30 for seconds. This is fully 35 or 40 cents above the basis on which present offers are being made at the coast, for, as we noted last week, \$1 per dozen was being quoted, which would permit of goods being laid down in Montreal at \$4 to 4.15, as to brand, and this is naturally very annoying to those who booked at the higher quotations. However, before the season is wound up they will not have the same reason to complain, for it is claimed that a good many of these low offers have been made, as we intimated last week, by canners who determined to get orders at any cost, and resorted to this cutting to do so. With regard to the prospects of a large run, advices from the coast do not furnish any reason why prices should be so abnormally below those of last year. The pack, according to recent advices, is placed at about the same as last year. During April the pack was somewhat more than in April, 1892, but during May it kept falling off every day, and was at the end of that month about the same; in fact, the anticipations, according to letters to brokers in Montreal, were that their correspondents would not be surprised if there was a shortage by June. The water was reported to be rising rapidly at the end of May, and the rivers to be full of rift, which seriously interfered with the fishing of all kinds. Numbers of traps had been totally destroyed, seining was out of the question, and gill netters were using lots of wad, and having a very hard time of it. This information does not furnish ground for low prices, and it will be interesting to note how, if it proves to be correct, the makers of these low offers will fare when it comes to a question of delivery.—Toronto Grocer.

## Keep Money Moving.

Conditions, not theories, now affect the financial world, and it is far more important to study the needs of the existing situation, and to act wisely, than to theorize on the causes which have led to the monetary disturbances now upon this and other countries. The disturbances are traceable to many causes, and they are conditions that come about with much regularity in the affairs of men.

The impulse of the masses in such times is to lock up such money as they possess, at least to a large extent—and it is this very action, becoming prevalent incident to the feeling of distrust, that aggravates and promotes the tendency to financial strain and distress.

The obligations of one person to another in the matter of indebtedness of more or less extent, is practically universal, and is a feature of the exchange between labor and capital, and between producer and consumer, the world over. The function of money is to promote the adjustment of these exchanges, and anything that occasions in any important degree of stoppage in the passage of such money from one to another tends to bring about disorder and distress.

The policy to be pursued, to modify such distresses, and to promote the speediest return to normal conditions, is that of prompt payment of all monetary obligations, as far as possible, which action facilitates ability all along the line to do likewise. "Pay your bills" is a good motto to be guided by at all times, and notably so when such action is more than ordinarily important, as now.—Cincinnati Price Current.

## Bananas will be high.

So says the *Produce Bulletin*. The latest correspondence of the banana brokers of New Orleans indicates an advancing market in bananas. Cargoes are arriving not more than one third their usual size, and the demand has increased to such an extent during the first half of this week that orders cannot be filled. "The reason for this," said Geo. W. Martin this morning, "is an account of the revolution in the central part of South America. One of the largest banana boats down there was recently seized and made into a war vessel; and the workmen on the plantations have been drafted into service. This is the season, too, when men are most needed to harvest the fruit. Under these conditions boats must go to a good deal of trouble in order to get even a part of a cargo. None but regular customers can buy bananas in New Orleans at present, and I do not believe any but the big city dealers are getting them. The grade of the fruit is better than usual, for there is only time to harvest the best stock."

"I am already asking \$2.50 for the best bunches, which are almost as large as you are," said J. B. Hoxie in speaking of bananas. "This is the time when everyone is beginning to eat the fruit, and the demand will continue to increase. There is a scarcity in Chicago, and I have no doubt prices will be advanced still higher. The best grades sold in New Orleans yesterday for \$1.50 from the importers."

Three very handsome folders have been issued by the Northern Pacific railway, giving details of arrangements for World's Fair visitors, and Yellowstone Park and Alaska route trips planned by the Company. Parties intending to make any of these trips, should secure the folders.

Wilson Hall & Co., colonial merchants and bankers, 63 Queen Victoria Street, London, England, have changed the style of their firm to Henry W. Hall & Co., but no alteration will be made in the management of the business, which will remain as before.