

THE COMMERCIAL

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

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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, NOVEMBER 10.

IMPROVING CANADA'S COLD STORAGE FACILITIES.

Considerable success has followed the efforts of the Dominion government to establish a system of cold storage for the handling of Canadian fruits and other products by which they can be shipped to British markets and laid down there in good condition. It is stated that the fruits which have this year been shipped from Canada to England by the boats equipped with refrigeration facilities under government auspices have been arriving there in perfect condition and have created something of a sensation among dealers and consumers on the other side by reason of their fine flavor and superiority in every way over the fruits to which they have been accustomed there. Ontario pears have been arriving in England during the past six weeks or more in perfect condition and have been very favorably received. They are said to excel the French pears and, in fact, every other variety of pear heretofore offered in British markets. The effect of this success of the Canadian fruits in England has been to awaken the British people to the resources of Canada in the fruit growing line and competitors to the necessity of looking to their laurels. What is true of fruit products in this respect is also true of dairy products. Canada enjoys now a most enviable reputation abroad for the quality of her butter and cheese. Her success at the Paris exposition with these has added to this good reputation. This success with both fruit and dairy products is due primarily to the intrinsic excellence of the products themselves and secondarily to the improved facilities which have been provided on the government's initiative for carrying the goods to market. The inauguration of the refrigeration system on steamers plying between Canada and England dates back to 1897 and each year since then has seen an increase in the quality of the goods handled. Improvements are being made each year which add to the efficiency of the system, the whole business being under the supervision of Prof. Robertson.

It is gratifying that such success has attended the establishment of a cold storage system and that the fine quality of Canada's fruit, dairy and other products is becoming better known in consequence. If any fault can be found with the government's course in regard to developing these latent resources it is that it has not endeavored to develop the home as well as the

foreign market for these goods. Canada has in the great prairie region of the West, which is by nature debarr'd from enjoying the luxury of locally grown fruits, a market for these which in proportion to population consumes a larger amount than any of the markets into which such diligent and commendable efforts are being made to introduce her products. At present much of the fruit consumed in Western Canada is imported from the United States and the quality does not compare at all favorably with similar fruits grown in Ontario, but by reason of superior shipping facilities, packing of the fruit, etc., these have been able to obtain greater favor than the Ontario goods. If the government would interest itself in the development of this western market for fruit we venture to say that it would prove to be a better and more remunerative one than even the British markets in which such strenuous efforts have been made to obtain a foothold. Not only from Ontario but from British Columbia too, where many very nice and saleable fruits are grown, fruits could be shipped to the prairie country in perfect condition if good cold storage facilities were available and would find ready sale in almost unlimited quantities.

NORTHERN MANITOBA.

This week we devote a considerable space to an article describing the country which is being opened up by the Canadian Northern railway. Unlike all the other railways in Manitoba, the general course of this road is in a northerly direction. The Canadian Pacific railway has three great trunk lines across Manitoba running westward from the Red River. Later the Northern Pacific Company built a road in the same direction, south of main line of the Canadian Pacific Railway. The Northwest Central and the Manitoba Northwestern lines also run in the same general direction from east to west. These roads, with a number of other shorter lines, form a network of railways between the Red river and the western boundary of the province, giving almost every district in this part of the province excellent railway facilities. After all, however, the region, which is so well served with railways, is only a small portion of the province. All the country west of the Red River, and south of the Manitoba Northwestern will be found to comprise less than one-fourth of the entire area of the province. It has remained for the Canadian Northern to strike out in a new direction into the north country.

Northern Manitoba is in its physical conditions quite different from the southern portion. Instead of mostly open prairie land, as in the south, the northern part of the province is largely wooded, though owing to destructive bush fires, considerable areas of timber lands have been burnt over within recent years, and the new growth is yet small. The timber is spruce, tamarac, poplar, birch, etc. The country is also more rugged than the south. There are large bodies of water in northern Manitoba, including the large lakes, Winnipeg, Manitoba and Winnipegosis, besides many smaller lakes. There are also a greater number of rivers and streams than there are in the south. A series of plateaus exist in the north, and these were heavily timbered, and still have some heavy forests, where fires have not swept the country. From these wooded elevations, known as Riding mountains, Duck mountains, Porcupine hills, etc., issue many rivers and streams.

In many respects Northern Manitoba is a more interesting country than the

south. More diversified in its physical conditions, it abounds in variety of both vegetable and animal life. To the settler seeking a home in the new west, northern Manitoba has many inducements to offer. There are large areas of excellent agricultural land, with abundance of wood and water everywhere, and in most districts there are flat hay lands which afford large crops of natural hay each season, making it an ideal country for mixed farming. Settlers are going into the country opened up by the Canadian Northern, and soon we will have centres of population and flourishing settlements in the north as well as in the older districts of the south.

The illustrations given with the article on the country tributary to the Canadian Northern railway, will convey an idea of the way towns grow up in Manitoba. All these little towns are of very recent growth, some of them having only been called into existence within a few days or weeks at the most.

THE AGONY OVER.

The country has passed through the turmoil of another general election, and most people, particularly business men, will be glad that the excitement is over. The government has been sustained by a large majority, and this probably means that there will be very little change in our tariff policy or other matters affecting the commercial interests of the country for some time to come. The return of the government by a fair majority was generally considered as the probable outcome of the campaign, in the best informed circles. The period of marked prosperity through which the country has been passing, was no doubt a great feature in favor of the government. There is nothing like "hard" times to make the people dissatisfied with existing conditions, political and otherwise, and the government which is obliged to appeal to the country during a period of depression, is in an unfortunate position, regardless of the fact that the government may not be in any way responsible for the stringent situation. On the other hand, the government which can appeal to the people during a period of prosperity, has at least the great factor of a contented people in its favor.

B. C. Salmon Cannery Association.

Vancouver, B. C., Nov. 3.

A salmon cannery association, to complete entirely the organization of the former cannery combine, has been the subject of several meetings at which the entire Fraser river interests were represented, during the last week in Vancouver. The reason why the proposal has fallen through is owing to a conflict of interests in Puget Sound and Victoria.

The last meeting, at which the matter was discussed, was held on Thursday. The proposal was to form what would be a second edition of the Alaska Packers' association to control the business of the entire river and of its 43 canneries. The arrangement was all but completed, when a stand taken by R. P. Rithet & Co., of Victoria, who handle a large amount of the salmon pack, put an end to all proposals of the kind for the coming season at least. Mr. Rithet signified his willingness to enter the combine, but with one understanding. That was that all the business in connection with the sale of the pack and its shipment to the old country should be handled by his firm in Victoria. This could not be agreed to by the Vancouver members, many of whom wished to back out of the arrangement at once. Mr. Rithet owns very large cannery interests on the Fraser and his co-operation was necessary to the success of the scheme, which was practically dropped and the ordinary combine will continue to exist until the end of next season at least.

The scheme formed in Vancouver for the pooling of the cannery interests was a strong card in the proposed

management of the river in future years.

A prime provision of the arrangement was that each member of a cannery should practically sell out his cannery, as it were, to the big concern or pool, and should receive no cash, but a proportionate number of shares in the whole company. The canneries were all to be valued by a committee of four, and this arrangement should be considered as satisfactory by everyone. Then the new combine would have other powers much more than last year. In the season just passed, every canneryman ran his own establishment pretty much as he liked, regarding only the price of fish set by the combine and other general arrangements. But he managed all his own business for himself. The new company, however, was to do things on more of a syndicate plan. In the first place the committee of management were to have the power to replace the present owner of the cannery with a new manager, if such were thought advisable. Then it was considered best that probably half a dozen of the establishments would be closed up entirely for a season or two. The price of fish would be regulated, and other matters would be attended to in a manner at present impossible under the combine system that has been in vogue for the last two and especially the very last season. The labor question, which caused a great deal of trouble, during the past season, was not, however, considered when those negotiations were being talked of.

Then there would be a general purchasing agent, who would be expert in such matters, and in taking large supplies for a cannery it was expected that there would be no trouble in affecting a large saving in this regard alone. It was also the plan to have a representative in the old country, who would dispose of the pack there. This particular detail was one feature that would have had to be left out, if the arrangement that Mr. Rithet suggested, and which it was wished to avoid, had been left out. The suggestion that an association somewhat similar to the Alaska Packers' association having practically fallen through, for the reasons given above, a committee was formed for the purpose of making a closer arrangement in the combine.

Important Implement Gathering

The city of Milwaukee, Wisconsin, had the honor last week of entertaining the seventh annual convention of the National Association of Agricultural Implement and Vehicle Manufacturers of the United States, and judging from the reports of the meeting which are now being published, the gathering was a notable one. The convention dates were October 31 and November 1 and 2. The gathering was called to order on the first day by President W. C. Norris, who then delivered the annual address, in the course of which he commented very strongly on the importance of the reclamation of western arid lands as a means of opening up fresh markets for agricultural implements and vehicles. He referred to the official estimate of 74,000,000 acres as the amount of land capable of being reclaimed by irrigation which would be sufficient to support 50,000,000 people, to show what possibilities there are in this field of enterprise. Other matters touched upon by the president in his address related more particularly to the trade as carried on in the United States. The secretary of the association reported an increase in membership which has now reached the respectable total of 373. The treasurer's report showed a balance of cash on hand after all expenses for the year had been paid.

On the second day of the convention railroad freight rates came in for a considerable share of discussion and complaints were made of sharp advances in a number of the implement schedules. The matter of closer relationship between the manufacturers and dealer was favorably discussed. Such other matters as waterways and international commerce, state and national legislation, national and international exhibitions, patents, all came in for a share of attention. Altogether the gathering seems to have been a most successful one, both as regards the accomplishment of its primary purpose and also as a social reunion of the men who stand at the head and front of this important national industry of the United States.