

The Commercial

A Journal of Commerce, Industry and Finance,
especially 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 desk of the great majority of business men in the vast district designated above, and including northwestern 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, MARCH 21, 1892.

Immigration Work.

We hope the municipalities and boards of trade throughout the Canadian North-West are keeping an eye upon the work which this Canadian Pacific Exhibit Car is doing in the agricultural districts of Great Britain. A large part of its success in bringing home the resources of the Canadian Northwest to the minds of the agricultural population is due to the fact that the boards of trade of several of the Northwestern towns have readily co-operated in the collection of representative samples of produce. This is the best aid that the people of the Northwest can render to the cause of immigration, and the prominence given in each case to the exact locality of growth ensures to their respective districts an excellent advertisement among intending settlers. We hope the day is not far distant when the co-operation of the municipalities and other local bodies throughout Manitoba and the Territories will be sought to ensure the better reception of immigrants, and the establishment of some effective prepaid ticket system such as has done so much to people the western States of America. Sixty per cent. of the immigrants now entering New York are declared by the Immigration Commissioners to hold prepaid tickets sent to Europe by friends already settled in the United States.—*Canadian Gazette.*

The Estimates.

There is to be retrenchment all round in the Dominion Government during the coming fiscal year. The total expenditure is given at \$41,445,000, a decrease of \$2,000,000 compared with the previous year. The principal decreases, under the various heads, are as follows: Legislation, \$323,000; arts and agriculture statistics, \$199,000; railways and canals, \$122,000; public works, \$816,000; customs, \$45,000; rail-

ways and canals, \$245,000; railways and canals (capital account), \$1,029,000. There is a decrease of \$9,375 in the vote for the Manitoba penitentiary, but the total vote is \$54,000. This reduction is in the working expenses. The vote for the Winnipeg and St. Boniface hospitals is reduced from \$12,000 to \$8,000. It is a noteworthy fact that the vote to the Victoria which was \$1812 has fallen to \$600. In public works Manitoba only gets \$2,000 to complete public buildings generally. Under the same heading the Northwest gets \$49,000, compared with \$124,000 last year; \$30,000 of the former is a re-vote. There is an item of \$7,000 for the erection and maintenance of a fish hatchery at Selkirk, Man. The vote for the Indian department of Manitoba, Northwest Territories and Keewatin is \$374,000, a decrease of \$40,000. Under this heading the supplies to destitute Indians is increased to \$13,000, a total grant being \$218,000. Six hundred and seventy-five thousand is voted for the mounted police, a decrease of \$29,000. In the Winnipeg post office, third-class clerks experience a decrease of \$340.

"Nothing Pays Like a Bad Failure."

The above was a remark made by one of our prominent merchants who had been the victim of a number of bad failures, and can therefore speak from experience. He enumerated numerous instances in which parties who had failed and paid small dividends, who were better off a short time after their failures than before, while others managed to retain their fine residences and through favorable compromises at the expense of their creditors, continued in business, put on greater style, and launched out on a more extensive scale than ever. "I know," said the above merchant alluded to, "that in many instances bad failures have proved a paying trade, judging from the results immediately following the settlements of the insolvents referred to; and until our insolvent law is amended, we shall see repetitions of bad failures turned into a source of profit to bankrupts." There is no doubt a great deal of truth in this allegation, which demonstrates the urgency of legislative action being taken towards a radical reform in the present mode of dealing with bankrupt estates, which admits of settlements without any official investigation, and thus allows dishonest traders to escape their merited punishment, and enables them to start in business again to work further mischief and harass general trade. A leading banker of this city entreated us to continue advocating a new bankruptcy law, which would have for its object the repression of the many failures which now disgrace the annals of Canadian insolvency, by introducing more stringent measures against questionable practices on the part of bankrupts, and thereby secure greater protection to fair traders who are too often made to suffer for the misdeeds of a class of reckless men who thrive under the present loose insolvency system. Men must be taught that bad failures are by no means profitable ventures.—*Montreal Trade Bulletin.*

A Growing Industry.

Bromley & Co., manufacturers of tents, mattresses, etc., Winnipeg, have recently moved from their old premises on McWilliam street, to the large Bathgate block on Princess street. In this fine block they have taken the corner store, corner Princess and 7th avenue. Here they have commodious quarters, having four floors including basement, each floor being 90 by 22 feet. Even this large space is found none too roomy to accommodate the growing business. Mr. Bromley has been quietly building up this business for years.

Entering on the ground floor from Princess street, the first thing that meets the eye is a large array of mattresses, which are made on the premises, while on the opposite side of the room is the stock of woven wire mattresses. There are also samples of various other articles manufactured on the premises, such as folding

beds, camp beds and stools, stretchers, children's beds, cribs, etc. In the rear of this floor is the apartment where the mattress filling is done. An elevator reaches all floors. Miscellaneous stock is carried in the basement.

On the first floor above is the principal manufacturing department. Here the woven wire goods are made. Mr. Bromley brought in machinery last year for the manufacture of these goods, and now the trade is supplied with these wares of home make, whereas, the large demand for this class of goods was formerly supplied with imported stock. This is one of the important features of the business. Over 1,000 wire mattresses have been made since the machinery was brought in. Tents, awnings, and other work is made on this floor. The Commercial writer was shown a little machine for stitching carpets, which could almost be carried away in the overcoat pocket, and yet it cost \$150 cash. On this floor to be handy to the workers, is carried a considerable stock of tickings, pucks, sail cloth, curtain goods, etc. Also wooden parts of spring mattresses, beds, etc. The top floor is used for storage of hair, wool, cord, rope and other requisites of the establishment. Altogether the appearance of the establishment indicates a prosperous and growing business.

New York Fur Prices.

The New York *Fur Trade Review* quotes the following prices for No. 1 skins only, unless otherwise stated:—Bear black, northern, \$12 to \$23 per skin; cubs and yearlings, \$5 00 to \$12; Pacific coast \$10 to \$23; brown bear, \$10 to \$14; grizzly bear, 10 to \$15; cubs do 3 to \$3; fisher, northwestern, 4 to \$3; Pacific coast, 4 to \$6.50; pale do 3 to \$5; other, northwestern, large, 7 to \$10; Pacific coast, 6 to \$3 50; beaver, Canada, Northwest, and Rocky mountain, \$3 50 to 4 per lb; No. 2 do, \$2.50 to 2.75; No. 3 do, \$1.50 to 1.75; No. 4, 60 to 90c lb; cubs and kits do, 75c to \$2.25 lb; beaver castors, \$4 to 6 per lb; silver fox per skin, \$20 to \$100; Arctic coast do, \$20 to \$6; cross fox, \$3.50 to 8; Pacific coast, \$3 to 7; red fox, Lake Superior, Minnesota and Northwest, \$1.50 to 1.70; Pacific coast, do, \$1.40 to 1.60; grey fox, northwestern, 75 to 85c; Pacific coast, 60 to 70c; marten, northwestern, 80 to \$2.50; mink, northern and Pacific coast, 70c to \$1.20; eastern do, 75 to \$2.50; kunk, black, cased, northern, \$1.20 to \$1.30; half stripe, do, 70 to 80c; full stripe, 35 to 40; raccoon, northern, 60 to 90c; Pacific coast, do, 50 to 65c; muskrat, eastern and Canadian, winter, 14; fall 10c, spring, 17c; northwestern, do, winter, 12c; fall, 7 to 8c; spring, 15c; lynx, northwestern, large, \$3 to \$4; wild cat, northern, 40 to 80c; house cat, black, 20 to 30c; mixed colors, 5 to 10c; opossum, large prime northern, 28 to 30c; badger, prime, \$1 to \$1.25; do, unprime, 5 to 20c; sea otter, large dark and silvery, \$100 to \$200; medium, do \$50 to \$85; brownish, do, \$10 to \$25; rabbits, 1/2 to 1 1/2c; wolf, timber, northwestern, \$2 to \$2.75; wolf, prairie, 30c to \$1; wolverine, northern, \$3.50 to \$5; deer skins, 22 to 32c per pound; buckskin, 70c to \$1 per pound; antelope, 10 to 25c per pound; elk, 10 to 20c per pound.

A. C. Miller & Co., canned goods packers, Ontario, are starting another factory at Binghamton, and James Abing, formerly with that firm, will put up goods in Belleville this year.

W. Boulter, president of the Canadian Packers Association says the meeting of Canadian packers will be a large and important one. In addition to other matters to be considered, the association will discuss a scheme to send a representative to Great Britain to introduce Canadian canned goods. The exports to Great Britain have been growing the past few years, and it is believed that if a man was sent over to push sales, the business could be largely increased. Mr. Boulter sent a trial shipment to Japan last fall and recently received word that the goods had given satisfaction.