

# 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, FEBRUARY 20, 1893.

## United States Quarantine.

Something has at last been done in the direction of quarantine legislation. The Senate early in the week substituted the bill passed by it some time ago for the House bill, and the bill as passed by the Senate was two days later passed by the House, and will doubtless be signed by the President. As already explained in these columns, this measure makes it unlawful for any merchant ship or other vessel from any foreign port or place to enter any port of the United States except in accordance with its provisions, and with such rules and regulations of state and municipal health authorities as may be made in pursuance of or consistent with it, under a penalty not exceeding \$5,000, and provides that every vessel at any foreign port clearing for any port or place in the United States shall be required to obtain from the United States consular officer of the port of departure, or from the municipal officer where such officer has been detailed by the President for that purpose, a bill of health, in detail, in the form prescribed by the Secretary of the Treasury, setting forth the sanitary history and condition of the vessel, and that it has in all respects complied with the rules prescribed for securing the best sanitary condition of the vessel. It further gives the Secretary power to remain infected vessels arriving at any port not provided with proper facilities for treatment to the nearest national or other quarantine station, and to direct vessels to undergo quarantine at state or local stations where sufficient quarantine provision has been made, gives the President power to suspend immigration in certain cases, and directs the Marine Hospital Service to co-operate with and aid state and municipal boards of health in the execution and enforcement of the rules and regulations made by the Secretary of the Treasury.—Bradstreet's.

## Canal Tolls for 1893.

An extra of the Canada Gazette issued to-day gives the tariff of canal tolls for the coming season as follows: For the season of 1893 the canal tolls for passage of the following food products, wheat, Indian corn, peas, barley, rye, oats, flax seed and buckwheat, for passage eastward through the Welland canal, shall be ten cents per ton, and for passage eastward through the St. Lawrence canal only ten cents per ton; the payment of said tolls of ten cents per ton for passage through the Welland canal to entitle these products to free passage through the St. Lawrence canals. This removes all discrimination against the United States. Last year all grain transhipped at Ogdensburg, N. Y., paid 20c per ton, and in regard to shipments to Montreal the Government made a rebate of 18c per ton. Now grain will be transhipped at Ogdensburg, the toll only being ten cents, the same rate without any rebate being levied on all shipments to Montreal. This arrangement means that Canadians this year pay ten cents per ton instead of two cents as last year. The discriminating toll imposed upon Canadian shipping at the Sault Canal, by the United States, will, it is understood, now be removed.

## Montreal Board of Trade.

At the recent annual meeting of the Montreal board of trade, President E. B. Green-shields made a very lengthy and interesting address. Being the 50th anniversary of the formation of the board, he said that the council had thought it a proper time to give a history of the board, and this would be found in the annual report for 1892.

Referring to the trade of the city, he said: "Taking a brief glance at the trade returns of Montreal, we find that the exports in 1892 were \$45,600,000.00, six millions more than in 1891, and in that year they were seven millions more than in 1890. The imports were a little less in 1892 than in 1891. The ocean tonnage in 1892 was 1,036,000 and number of vessels 735, against 938,657 tons and 725 vessels in 1891. The year 1892 is the first in the history of the port when the tonnage exceeded 1,000,000 and the exports were over \$45,000,000. I may also mention that in 1891 the value of manufactured goods was \$72,000,000. Thirty years ago it was \$5,000,000. The revenue of the city in 1891 was \$2,440,000. In 1844, two years after the Board of Trade was incorporated, it was \$98,360. The figures show the rapid growth of the city of Montreal and of its trade."

## The Patronizing Merchant

There is nothing so ridiculous and so easily discernable in a merchant as an air of patronage towards customers. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bumpiousness, and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities and is and always has been possessed by the men and women that the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bumpiousness and is as different from the inherent quality as the sweet violet is different from the violet of the millinery counter.

The bumpitious merchant in his vanity reckons himself somewhat of a philanthropist. His behavior towards his customers is offensive to those amongst them who are of a keen or sensitive nature. In his overweening vanity he reckons himself the patron and the customer

the beneficiary. Every action of his conveys that expression. When he is sympathetic he is condescendingly so; heartiness is luring and often vulgar; his insincerity is apparent, for humanity is a distinctive judge of disposition and character. The patronizing merchant is a humbug.—Exchange.

## Aluminum.

The advance in the number and variety of uses to which aluminum is being turned day after day is extraordinary. The metal was practically not known until the present century was six or seven years old; and aluminum works were not started until 1859, when an humble plant was erected in England for the manufacture of the metal. It had a struggle for existence until 1885, when it collapsed.

That same year, however, aluminum manufacture was commenced both in Germany and in the United States, and in both countries it has flourished greatly. It is what is known as the "Cowles patent" process that was started originally here, the process being a reduction of the metal from alumina under the intense heat of electric currents. For the last four or five years, a second company known as the Pittsburg Reduction Company, has been in operation in the same manufacture. Both of these companies, we understand, are going to make exhibits at the Chicago Exposition; and the aluminum display will probably yield in interest to nothing shown at the Fair.

Large quantities of the metal are used for soldiers' accoutrements, both infantry and cavalry, in Germany, as the accoutrements made of it greatly relieve both man and horse of the load they have to carry. A yacht and a racing shell are both being constructed of aluminum under the auspices of a Philadelphia boat-builder, the completion of the shell in particular being watched by oarsmen all over the country with intense eagerness.

The grill-work around the elevator shafts and along the hallways of the new Venetian and Monadnock buildings in Chicago are of aluminum. It saves polishing and washing, and only an occasional dusting is required to keep it clean and bright. A Chicago dealer has given an order for the manufacture of 20,000 kodak cameras of the new metal, which will be lighter and stronger than those ordinarily made. Bicycle wheels have been made of it; but they are not strong enough when constructed of unalloyed metal, and the alloy of another metal adds weight.

A company has been formed in East St. Louis for the manufacture of aluminum table ware, and they expect that their venture will be an immense success.—Price Current.

## Pork Packing and Provisions.

The marketing of hogs the past week has been very light, indicating a total of but 190,000 handled by Western packers, which compares with 270,000 the preceding week, and 315,000 last year—making a total of 4,140,000 since November 1, against 6,985,000 a year ago—a decrease of 125,000 for the week, and 2,845,000 for the season, compared with last year. The quality of hogs is unusually variable, with a large proportion of light weight and young stock. Prices are further advanced, reaching as high as \$8.65 at Chicago, where there is a premium being paid over other markets, to secure supplies from the small offerings now available. While the receipts at Chicago continue small the shipments from that point have been well maintained, leaving a limited number for local killing.—Cincinnati Price Current.

At the January fur sales of the Hudson's Bay Company in London the skins offered realized £91,700. At last year's prices the result would have fallen £84,700. This shows a gain of £7,000, owing to the advance in prices.