

beginnings of such interests exist at Fort William, and the near future promises great strides of development in that line. And there are reasons why the town by the Kam, will be a dangerous competitor with the city by the Red. Its situation where water transport ends and rail begins, offers advantages in transshipment and handling of freights. Winnipeg must look to more than her laurels. As long as the grain traffic all comes to Fort William, so long will it be a dangerous rival to Winnipeg as a centre of grain men. Already nearly every grain man in the west has an agent at Fort William, and it has been asserted that soon every grain firm will have a branch office at Fort William, and that such a move will in a short time be followed by making that point the headquarters of all the important grain firms and the western offices will become the branches. This may be rather too strong, but it is of course possible, for there are advantages in being right where the wheat is transhipped, and grain men realize this. However, it was a prejudiced resident of Fort William who ventured the suggestion.

There is a market in Fort William for no small amount of western produce, the single item of cattle averaging two cars per week. R. Spofford is a local dealer and jobber, who brings in a good many and sells to local butchers. Alex. Spiers, of Griswold, Man., also takes shipments to Fort William for sale. A much larger market could be opened up, including vegetables, dressed meats, shipped in cold storage, etc., in the summer season, but the freight rate from Winnipeg equals navigation rates from Toronto, with eastern prices a shade lower on many lines.

One of Fort William's oldest industries is the large sawmill and lumber business of Graham, Horn & Co. The firm has been 21 years in business here and have a wide reputation through the west as straightforward and thorough business men. They have an average season's cut of 8 or 10 million feet of lumber, mill run. Their mill is fitted with band saws, and in the cutting season they give employment to 100 or more men. The planing mill, turning, etc., which are carried on more or less regularly all year, employs 20 to 25 men. Just now they are in the woods with 120 men getting out logs for next season's cut. They expect to have an extra large run of logs this season. They are now cutting on Pine river, down which the logs are run to the lake and then towed into the Kaministiquia to their mill, a total distance of some 50 miles. Their stock of lumber is practically shipped out, having all been sold off last season, so that they will have to wait for next season's cut. All their lumber is kiln-dried before shipment, the apparatus for that purpose being an important part of the plant. This is a desirable feature as the improvement in results from using stock so seasoned is apparent to any one who has seen green lumber shrink in new buildings under the hot western sun. Graham, Horn & Co. have other large interests in Western Ontario and have also the Brown ranch at Lethbridge.

The Jno. King Co.'s departmental store is one of the largest retail establishments in the west. This year the premises were enlarged and the buildings improved, the cellars were extended under the entire space covered by the buildings, the bonded warehouse was made double in size. An-

other large warehouse was erected. The retail business occupies three large stores, both flats being crammed full of goods. The basement which is full size, is used for storage largely and will hold twenty cars of merchandise, and when I saw it, it was full. The company carries a \$50,000 stock and does a jobbing trade west to Rat Portage. Mr. Jno. King, the head of the firm, is his own business manager and no detail is too small for his attention. He is a native of Quebec and in spite of his name is a thorough French-Canadian. He has been in Fort William a long time and the business he has built up shows his ability.

There are some fine brick blocks in the town, notably the H. B. Co.'s stores at the east end; the block occupied by Ray Street & Co., W. F. Hogarth's store, the Bank of Montreal block, and the new Victoria block, built by Joss. G. King, of Port Arthur. This handsome building is fitted up in most modern and artistic style throughout, electric lighted, steam heated and finished in a style that vastly improves the appearance of stocks displayed in the stores it contains. There are three firms occupying splendid quarters in this block:

James Miller, grocer, lately of Hamilton, Ont., where he still carries on a business, opened out in November with a very choice and varied stock of groceries. Mr. Miller was here six years ago, and returned east, but has thought better of it and came west again. The W. H. Whalen Co., successors to Hamilton & Whalen, dry goods, millinery and house furnishings, occupy the next store with a very up-to-date stock. Routledge & Jackson, gents furnishings, boots and shoes, occupy a double fronted store, the last in the block. Upstairs they have a customs tailoring department. They carry a heavy stock in their exclusive lines.

H. Murphy and A. H. Brown are two butchers and jobbers in stock, doing good business and carrying large stocks. Mr. Brown has installed in his store a model meat chopper, running noiselessly. It is made by C. Wilson & Son, Toronto, and is in the form of a steel bowl into which a curved chopper strikes, a cog-wheel turning the bowl slowly at the same time. The most interesting feature is that Mr. Brown has an electric power connected to run his machine, replacing the old style "armstrong" motion.

W. F. Hogarth has a large grocery stock and also handles flour, feed, etc. Speaking of the supply of such articles of produce as butter, Mr. Hogarth said he bought most of his butter in the east while navigation was open, and laid in a large supply before the season closed. Freight rates were against western produce. A factor in the supply that was coming to the front was local production, he said. There are considerable areas of farming lands in the Thunder Bay district and in the vicinity of the town some farming is being done, and gradually people are going into dairying. Mr. Hogarth has one man who has made a specialty of butter, and gone into the production on a rather extensive scale. Of course he makes nothing but an A1 article, equal to choice creamery, and Mr. Hogarth places every pound of it at a good price, and could sell many times more if he had it. The H. B. Co.'s store is a large brick block of two double stores. Mr. Marriott is the local manager, and the company car-

ries a very large stock. Some small fur trade is still done here.

The Windsor Hotel, Queen's, and Kaministiquia are the principal houses in the town, the latter a very large one, being owned by the C. P. R., and occupied by R. Smith, a well-known C. P. R. contractor. The Windsor is owned by M. T. Gorman, who is an old-timer, having been in business when West Fort was the town. Phillips & Co. run the Queen's. Both hotels give very good accommodation.

The Daily Journal is published by Routledge and Smith, who have a very complete printing plant, and are thorough practical men. J. C. McNally, a clever young newspaper man, is editor, and handles the news as well as moulding public opinion. Mr. McNally is a Winnipeg boy and was connected with the press here and in Chicago.

Winnipeg Industries.

One of the growing industries of Winnipeg is the wood working establishment of La Londe & Milord, located on the west side of Main street, just north of the Canadian Pacific railway. The factory is well supplied with machinery, including planer, moulder, scroll saws, jointer, mortising machine, rip and cross cut saws, turning lathes, shaper, boring machines, spindle chuck, etc., all from the works of Macgregor, Gourlay & Co., of Galt. One of the specialties of the firm is the manufacture of show cases of all kinds, for which they now fill orders from all parts of the west. Special attention is also given to store and office fittings, and all kinds of specialties in wood work are done.

Implement Trade.

Mr. H. W. Hutchinson, of the Fairchild Company, Winnipeg, reports that the fine weather early in the week led to an urgent demand from country dealers for supplies of spring farm implements, and they were shoving out goods as fast as possible. A little colder weather, Mr. Hutchinson said, would do the implement men a good turn, as it would give them more time to handle the spring business. When the spring comes in so early the farmers all want their goods at once, and it is difficult to supply the trade as fast as the goods are wanted. Trade so far has been good, Mr. Hutchinson said, their sales in a jobbing way to date showing up very well.

The March Canadian.

The Canadian Magazine for March is a handsome and interesting number. Jean Blewett, Charles Lewis Shaw, Fergus Hume and Winifred Graham contribute entertaining stories. Thos. Hodgins, Q. C., writes of "British and American Diplomacy Affecting Canada," showing how Canada lost the territory now known as Michigan, Ohio, Indiana, Illinois and Wisconsin. John A. Cooper reviews McCarthy's Life of Gladstone; Pierre Marot writes of Dreyfus, Zola and France; and Thos. E. Champion gives the first of three historical articles on the Anglican Church in Canada. The illustrations are numerous and include a fine pen and ink sketch of a hockey match. Everybody should read this national publication.