

nursery stock. On the other hand, nursery stock brought from the States to the south, where the climate is more like our own, has proved quite valuable here. The present law prohibiting the importation of stock from the States, however, has shut out our people from this valuable source of supply. It is greatly to be desired that every facility should be given for the carrying on of experiments of the nature referred to. Our people need more fruit than they have been able to secure in the past, and it is quite certain that if the right kind of stock can be secured, a large measure of success will result from the efforts to grow fruits in Manitoba. It is greatly in the interest of the country at large that these experiments should be encouraged. The lack of sufficient fruit is now one of the drawbacks of the country. The prohibitory law was intended to prevent the introduction of the San Jose scale. The nurseries in the states just south of the boundary are probably as free from this disease as are the nurseries of Ontario.

Those being the views of The Commercial, as expressed on previous occasions, it is with pleasure that we note that at the meeting of the horticultural society, held in Winnipeg last week, a resolution was unanimously carried urging the government to admit nursery stock to Manitoba from the adjacent states. It is to be hoped the government will take action on this matter in time to allow of the importation of stock from the states to the south of us in time for planting this spring.

FAILURE STATISTICS.

The Bradstreets Company have issued a compilation of figures relating to failure statistics, in which failures are considered under almost every possible heading. While the little booklet only covers a few pages, it represents an immense amount of labor in collecting and tabulating the figures. Failures in the United States and Canada are classified as to cause, such as incompetence, neglect of business, fraud, etc. From one table it is interesting to learn that in Canada there were 1,306 failures last year, out of a total of 91,859 business concerns, which was a remarkably good record compared with previous years, as in 1896 there were 2,204 failures, out of 82,978 business concerns. Of the total of 10,948 failures in the United States and Canada last year, 7,629 had less than \$5,000 liabilities, and 10,234 had less than \$5,000 capital, showing that the vast proportion of failures are small affairs. In Canada 74.1 per cent of the failures were ascribed to lack of capital, the next largest number being attributed to incompetence, or 9.4 per cent., which is less under this heading than we would suppose, though possibly some of the failures attributed to lack

of capital were due to some extent to incompetence as well.

Opening for Investment.

To the Editor of The Commercial.

Dear Sir:—I notice by a Winnipeg paper of a recent date, that the demand for confectionery has been much greater than usual and you attribute it to the prosperity of our people. This is no doubt true in regard to the Dominion as a whole, but does not quite apply to Manitoba and the Northwest Territories. The greater portion of our people are great lovers of good fruit, but unfortunately the fruit of 1899 crop brought into Winnipeg, particularly apples, have been of a very inferior quality (this is no fault of the importers). The season was very dry in Ontario so that the apples did not develop properly and the result is the fruit was very poor. In the absence of the best of fruit the people fell back to confectionery, the demand for which has been steadily increasing for many years until it has now assumed very large proportions. The demand for factory biscuits is quite as great as that for confectionery.

Our local manufacturers cannot produce anything like the quantity required west of the great lakes, and in consequence of that fact we find no less than thirteen firms from eastern Canada, three firms from England and some from the United States doing business in this part of Canada so that an enormous amount of money is sent out of Manitoba and the Northwest Territories each year to support an industry that can be carried on in our midst with very great advantage, both to the city and country. I believe the value of the biscuit and confectionery used in this country exceeds a million of dollars annually. Another good factory would be a great acquisition to the city, and would give employment to a considerable number of people. The time is now ripe for some good enterprising business man or men to move in the matter before other places in the province or Territories cut off the opportunity.

CONFECTIONERY TRAVELLER.

Seeds and Garden Tools.

Most kinds of garden and field seeds are to cost more money this spring. The crop of seed beans is said to have been a failure along with the general shrinkage in bean crops and as a consequence these sell higher now. The retail price for spring orders is to be \$5.50 per bushel as against \$2.75 a year ago. Peas will cost this spring \$4.00 per bushel, as against \$2.75 a year ago. Timothy seed is higher to the extent of about 10 per cent, making the price \$3.00 per bushel for best and purest, with lower grades in proportion. Brome grass is one of the kinds of seed which has become cheaper as it is now produced here. Last year it sold at 20c per pound this year the price is 15c. Buyers can prepare to pay more for onions. Up till last year these were plentiful and cheap, but crop damage and increased demand has affected the price for this year's supply and they are now higher. Set onions are worth from 10 to 20c, and potato onions 20c per pound. Fodder corn will sell about the same as last year, namely, \$1.50 per bushel. Garden tools and utensils have advanced in price for the same reasons that agricultural implements are higher. Seed drills and cultivators are five to

ten per cent dearer than a year ago, and there has been a general advance of about the same amount in all kinds of garden tools and utensils.

The Horse Situation.

A prominent southern horse dealer and breeder in speaking recently of the horse markets of the west, said:

"It surely needs no argument at this day to persuade our farmers to raise more good draft horses. The market has materially advanced and is still advancing under a steady, active demand for export and home use. The supply of horses in the United States is fully 3,000,000 short of what it was six years ago. These simple facts speak for themselves, and when to these conditions is added the great increase in population, the large and growing export trade and the unmistakable return of prosperity to the country at large, no intelligent man can doubt that draft and coach horses will still increase in value and continue high for many years to come. The Chicago market furnishes an excellent guide to breeders, as they can there see for themselves any day what class of horses brings the most money. Next to the high-stepping coach or carriage horse (frequently the get of Hackney sires) the heavy draft horse, possessing good bone and substance, invariably sells the highest. Bays and browns, with heavy, flat bone, and a reasonable amount of silky hair on legs, are preferred by the majority of foreign buyers, but all colors except light grays, are good sellers, if the animal is only sound and right. Now is the time to get a good stallion into your district and commence breeding. The cattle-men neglected breeding for a good many years, and with what result? A shortage in the supply and steers selling at \$6 a hundred and upward to-day. The horse-men invariably abandoned breeding from 1893 to 1897 and the inevitable shortage is already sending prices up also. A very few years from now horses will be higher in price relatively than cattle are to-day. Remember this."

A Western Seed House.

Western Canada abounds in examples of industries which have grown from very small beginnings to proportions which enable them to compare favorably with similar industries in almost any other part of America. Most of the well-to-do people in its cities and towns and on its farms had very little to start with when they came here and likewise its leading jobbing and retail business concerns had very small beginnings indeed. This has been exemplified more than once in these columns lately in descriptions which have been given of representative business concerns of Winnipeg. This week our subject is the leading seed house of the west, that of J. M. Perkins, situated on Market street opposite the city hall. The seed from which this business has grown was an investment of five dollars in a stock of flower and garden seeds away back in 1885. That was all the money Mr. Perkins had and he preferred not to use his credit to enlarge the stock. With five dollars' worth he opened in a little place on the south end of Main street and commenced to do business. His venture was a success, and has continued to grow and expand. Besides seeds, Mr. Perkins has been handling flour and feed ever since he had any money to invest in them and has built up a good trade in that line. This,