

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 vast region lying 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 majority of business men in the district designated above, 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, SEPTEMBER 20, 1897.

BUYING LAND

The high prices obtained for wheat this season has created quite a strong desire among the farmers to increase their land holdings. A farmer from a western point, who was in the city this week, stated that he had offered a neighbor \$25 per acre for his land, as he was desirous of adding to his farm, but he could not get the land. From other sources we learn that the farmers are buying considerable land adjoining their farms, where unoccupied lands can be obtained. While new settlers are seeking more remote or unsettled districts, the old resident farmers are endeavoring to pick up available lands in their districts.

LAND SALES

The improved situation in Manitoba is shown by the large increase in land sales this season. Nothing indicates confidence in the country better than land sales, as it shows that people have come to stay. Mr. Griffin, of the Canadian Pacific Land department, informs The Commercial that their sales have been very much in excess of last year, and last year was considered a good year, sales being in excess of most previous years. The land sales to the end of July aggregated \$298,000, or almost equal to the total sales for 1896. The August sales this year exceed August of 1896 by threefold. The best part of the year is to come

yet, the fall months being the big months for sales of farm lands. From other sources we learn that the sales of land in the Winnipeg district this season are vastly in excess of previous years.

PROSPEROUS CANADA

The large crop in Ontario this year has already created a great improvement in business there, and all reports speak of good times. In Toronto, where the jobbing trade, particularly in the dry goods branch, has been depressed for some time, reports are now very hopeful. With both the East and the West enjoying prosperous times, Canada should make great advancement during the next year.

THE NEW TARIFF

All new subscribers to The Commercial will be supplied with a free copy of the new Canadian tariff, in handy pamphlet form. The complete tariff is given, word for word, and not a mere summary of the act. Send in your subscription and receive a copy of this useful and convenient pamphlet. Subscription price \$2 per year in advance. Six months, \$1.

BRITISH COLUMBIA FRUIT

The McPherson Fruit company, Winnipeg, has received another car of British Columbia fruit, which has turned out in a very much better condition than the first car which arrived here this season. This is, perhaps, partly due to the car being later and firmer varieties, but evidently more care has also been exercised in handling the fruit. The lot consisted of pears, prunes, crabs and apples. The pears were of the bartlett variety and were very good, though some had evidently been over ripe when shipped. Some were in baskets and some in half boxes. There were some very good apples in the lot, but some were quite scabby, showing that the trees require spraying at the proper season. Some of the plums or prunes were also over ripe, but most of the boxes were in fair condition and the fruit looked very nice. The crabs were in baskets and plum crates. The fruit did not show the care in packing which is given to the fruit received here from the Pacific Coast States, but it showed an improvement on former shipments. It had too much of the appearance of being poured into the packages, while in the case of California fruit, each pear, peach or plum, as the case may be, is placed carefully by hand. The consignment shows that British Columbia can produce some very choice fruit, and with the skill of handling which will come of experience, we will no doubt be able in time to secure a considerable por-

tion of our requirements from the Pacific province.

BIG LEATHER DEALS

Several big deals in leather have been reported from the East lately. The boot and shoe manufacturers have been making their purchases for the spring trade, and in view of the expected higher prices for leather and favorable prospects for business, the purchases have been unusually heavy. Big leather deals, however, have not been confined to Eastern manufacturers. E. F. Hutchings, wholesale saddler, Winnipeg, has recently done some very heavy purchasing of harness leather, amounting to four carloads, and aggregating about \$25,000. This is a very heavy transaction for harness leather alone, and it cleaned out a number of Ontario leather markets to supply the quantity required, supplies having been drawn from Toronto, Berlin, Orillia and Meaford. The purchases strengthened the Ontario leather markets to such an extent that prices have since advanced there 1 to 2 cents per pound.

DOES WHEAT GROWING PAY

This question is one of importance in Manitoba, and it is one which has been answered frequently in the negative as well as in the affirmative. Some writers have contended that it does not pay, but practical experience seems to be against the latter contention. During a series of years in which low prices have ruled, the farmers of Manitoba have been steadily improving their position and forging ahead. Of course our farmers have not depended on wheat alone, but at the same time wheat growing has by all odds been their chief dependence. It seems impossible that our farmers could have prospered the way they have, if wheat growing even at the low prices ruling of late years did not prove generally profitable. Much of course depends upon the individual. Some men fail in business where others have done well, and some farmers, through bad management, lack of knowledge, or perhaps unavoidable misfortune, will barely be able to maintain themselves, while others will go ahead and prosper.

But whatever may be said about the profit in growing wheat in recent years of low prices, there can be no question regarding the profitable nature of the industry in a year of good prices, like the present. A Manitoba farmer sold 22 cars of wheat in Winnipeg last Tuesday at 97 cents per bushel, delivered afloat Fort William, or equal to 84 1-2 cents per bushel on track at the country point whence they were shipped. This farmer has raised 17,000 bushels of wheat this year, and he had the wheat threshed