

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in West-Canada, including that part of the fair west of Lake Superior, the Provinces of Manitoba and British Columbia and the Territories.

Twentieth Year of Publication.

ISSUED EVERY SATURDAY.

Subscriptions—Canada and the United States, \$2.00 per annum in advance, or \$2.50 when not so paid; other countries, \$2.50 in advance.

Changes for advertisements or stops should be in not later than Thursday morning.

Advertisements purporting to be news matter, or which profess to express the opinion of this journal, will not be inserted.

Office 219 McTearnet St. Telephone 221.
D. W. BUCHANAN, Publisher.

The Commercial certainly enjoys a very much larger circulation among the business community of the east region lying between Lake Superior and the Pacific coast than any other paper in Canada, and of weekly newspapers elsewhere. It reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

WINNIPEG, OCTOBER 12, 1901.

NEW FRUIT REGULATIONS.

The Northwestern Fruit Jobbers' Association, which includes the leading wholesale fruit handlers of Minneapolis and St. Paul, has adopted a new rule regarding allowances. It claims on shipments of fruit. This rule applies to country customers largely, and is intended to correct some of the abuses which have grown up in the fruit trade. The wholesale fruit dealers claim that of late the retailers make a practice of refusing shortages on fruit in excess of what is actually secured, waiting until the fruit has been resold to customers before making their claim for shortages, thus compelling the wholesale dealers to allow the claim or involve themselves in a long dispute or legal controversy. The wholesale dealers decided, therefore, that they will allow no claims for shortages unless made within 24 hours after the receipt of the goods. This, it is claimed, will cause no hardship on retailers who are honest in their business methods, which, of course, includes the large proportion of those in the trade. "Traveling salesmen shall not have authority to make any settlements of claims for rebates, and shall not entertain any claims or receipts any of their employees without special instructions. All rebates for allowances to be made in writing within 24 hours after receipt of goods, and it is specially requested that full particulars be given regarding the condition of the goods as: "Box of oranges received, containing fourteen bad oranges, for which I believe am justly entitled to a rebate of twenty cents."

We mention this action of the southern dealers for the reason that some course will shortly have to be adopted for the regulations of the trade here. The wholesale trade in this city has some difficulties to contend with as those in Minneapolis and will watch with interest the results of this latest corrective measure. If it is considered similar action will be taken here.

THE JUMP IN SENEGA.

Last week we noted a sharp advance in the price of senega root, amounting in all to about 11c per pound, which advance was put in force here by Minneapolis buyers,

The Winnipeg trade while ready to buy root at current quotations, have not fully agreed to the advisability of such a radical advance as this. Root is of course very scarce here owing to the weather for some weeks past having been unfavorable for digging, and there is not very much to buy at any price. It is the opinion of some in the trade though, that this extreme quotation would not hold if any quantity of root were to offer and country shippers would do well to remember this. All root on hand should be marketed promptly while the high price holds good. The year has been an off one so far as this market is concerned and high prices now mean found money to any person holding root. The dig has been so exceedingly light that it is safe to offer almost any price in order to clear up stocks available, and there is no danger of a glut being created by renewed digging.

THE CATTLE TRADE.

By far the most important feature of business this week has been the

and at no time since the export shipments commenced have the numbers of cattle passing Winnipeg been up to last year's mark. The railway companies may be doing all that can be under existing circumstances to get the cattle out, but that all is evidently not enough, and a valuable industry is being seriously checked in consequence.

Fur Trade in British Columbia.

The special correspondent of the New York Fur Trade Review at Victoria, contributes the following letter as the last issue of that publication: A local fur dealer who has just returned from the Klondike, in an interview given to your correspondent, says that Dawson City is the central market for a vast extent of fur-bearing country, comprising many thousands of square miles, stretching east and west from the Mackenzie basin to the coast range, and north and south from the Porcupine to the Hothellum. In this area fully a thousand men are engaged in hunting and trapping, exclusive of the Indians, and from Dawson, its fur output fully 40,000 peltries are annually exported to the great fur markets of London and New York. The industry in this

supply running short. She brought 704 skins to show for her season's work since last March. She sailed from here on March 12, for 600 skins of the British Columbia and Oregon coats, she started for 100 skins of the seals, whose seals were found to be plentiful, and gave her bearings before entering the Bohring sea who was bound to her catch, and then started for Ounahling to join the fleet going in to the Bohring sea who were bound to enter there in August. She, however, only hunted for sixteen days in the Bohring sea before she was obliged to return. The weather was bad in the Bohring sea, and she did not gettings only 28 skins in the sea. She had no braced skins.

Several of the British Columbia sealers who were spoken in the Bohring sea, the Arletis having sailed on August 16, and when she was spoken later by a hunting the Bialeki, she reported 211 on August 21. The Penelope had 125 on August 15, and the Diana, Enters, Annie R. Pain and Viva each had 80 on the 14th, and the Horvalls was spoken with 100. Captain Brown says there are more seals to be seen in the Bohring sea than last year, but they are very scarce due to the fact that it was rather early in the season. The weather in the Bohring sea was not so low as the greater part of the time. There is only one vessel patrolling the sea on behalf of the United States this year, the U. S. S. Manning, the Thetis and Bear, which were at Ounahling in the Bohring sea, were bound to go into the Bohring sea, having gone further north, the Thetis to Cape Horn and the Bear to the channel. The only British cruiser patrolling the sea was the H. M. S. Condon.

The Royal Visit.

The accompanying illustration is a half-tone engraving from one of the best of the numerous photographs taken during the civic ceremonies in connection with the recent visit of the Duke and Duchess of Cornwall and York to this city. Although the picture is a 125 photo, the original of this engraving is so clear that the features of most of the persons on the platform are distinctly recognizable. The photo was taken by Geo. A. Lester, manager of the Keweenaw Land Company, and for press here, one of the cleverest artists in the city.

Low Ocean Grain Freight Rates.

Commenting editorially on the wheat situation the Montreal Trade Bulletin in its issue of last Friday says: "The phenomenally low ocean freights from American ports have diverted some heavy lines of new Manitoba wheat from this port to Buffalo and from present appearances a very large proportion of the new crop will be moved via Buffalo and New York, which if rates had been any better would have come this way. Regarding this unfortunate condition of the ocean freight market, a writer that he never remembered it being in such a demoralized state as at the present time. He says that the possibility of improvement in the near future, and the strange part of it is, that exporters at present, although low rates, are not anxious to engage freight ahead of immediate shipment. The fact is that the rates are 1000 across the Atlantic all summer for 5c per 100 lbs and I should like to know if you do not agree with me. Here at the same time admitted that Boston and New York were taking grain at 10c per 100 lbs. The fact is that in London, and that at even these unprofitably low rates it was difficult to secure commercial rates. It is simply unique from the vessel-owners standpoint, and this in face of probably the best rates in the world. The United States and Canada ever before known."

It is reported from Tacoma, Wash., that in the boring of a well in a diamond drill, a piece of wood was discovered at a depth of 300 feet. Though it was in a fair state of preservation it was very rotten. It is believed to be about one log six feet in diameter was cut through; the wood of it still held in place, and it is being preserved much of its primitive toughness.



Receiving the Duke and Duchess of York at Winnipeg.

controversy between the cattle dealers of the West and the Canadian Pacific Railway Company over the transportation of cattle to Eastern markets. A full report of the case is given in another part of this issue together with the proceedings at the board of trade council meeting where the trouble was discussed. The cattle men claim that the trade is being ruined by slow and unsatisfactory shipping, and they are backed up by the Winnipeg board of trade. The Medicine Hat board which represents an important cattle section, has also endorsed the statements of the cattle men. The fact that those trade bodies have backed the complaints lends all the weight that is necessary to that side of the case. The Canadian Pacific officials on the other hand say, that the statements of the cattlemen are greatly exaggerated and in some cases incorrect. The officials of the company are at present collecting evidence to support their contention. Until both sides have been fully heard it will be difficult to properly decide as to the merits of these complaints, but in the meantime it is apparent that the movement of cattle have been very slow this year. The season opened late to begin with,

district alone yields yearly a revenue of nearly \$250,000. The season is now at hand when hunters and trappers are moving their outfits from Dawson to the various rivers and streams where they will winter, and almost daily they are leaving the Klondike capital for their long sojourn amid the great white alps. In most cases the work of reaching their destinations is of an intensely arduous nature, as they must pole their canoes up to the head of the softest streams, make long portages, and penetrate paths scarcely trodden. But these Yukon trappers are a chery lot, no hardships daunt them, and they derive a great satisfaction from their frequently achieve. In the Dawson market the outside prices govern sales. The dealer there say that the pelts in the Yukon are of better quality, though and command a better price than those caught in the Lower Yukon and on the Alaskan coast. The hair is softer, and has a more glossy appearance. The muskoxen are the most numerous in the Yukon district, and black fox the most valuable. The average of the former produced every year and six or seven of the latter. The general run on most of the fur is from 2 to 1000 to 3,000 each. Black fox is the most valuable, a good pelt bringing \$300, and muskrat is the least valuable, being worth only a few cents. The first of the Bohring sea fleet returned home yesterday. "The Saucy Lass" (Captain Harry Brown) was obliged to return because of the foul