

The Hudson's Bay Company Pioneers in Canadian Trade Who Have Also Done Much to Modernize Canadian Business.

Operating Some of the Best Equipped Departmental Stores in America. New Stores in Calgary, Edmonton and Vancouver. Biggest Fur Traders in the World—150 Fur Trading Posts in Canada and Labrador. Land Departments. Managed by Capable Commissioners in Each Department.

THE HUDSON BAY COMPANY.

The Trade Revival editions of The Journal of Commerce would be incomplete without a reference to the Hudson's Bay Company, a company which was doing business in the western provinces, long before the first trans-continental railway had crossed the Canadian prairies. The history of the Hudson's Bay Company is closely interwoven with the history of Canada. Long before it was known that the prairies could produce wheat and root crops and graze cattle, this company, the pioneer trading company of the Dominion, had its agents scattered throughout the northwest territories. It is largely due to these early Hudson's Bay Company pioneers that the fertility of the western soil was discovered. Most of them were men of hardy Scotch and English stock.

But the Hudson's Bay Company has not allowed its age to be its chief attractions. Year by year they have kept apace of the times, assisting in the development of the Canadian west as no other company has, with the possible exception of the Canadian Pacific Railway. In their lands department they laid out magnificent town sites and both the town sites and agricultural lands were sold on easy and attractive payments. In their stores department they have kept abreast of every new idea with the result that to-day the Hudson's Bay departmental stores are among the best in America. In their fur trading department they have held the reputation which has been theirs for so many years, a reputation for fairness in buying the raw furs, and for expert skill in making the furs ready for the retail market.

Incorporated under Royal Charter, the Hudson's Bay Company has withstood the test of time. They have passed through periods of prosperity and of depression in Canada, but backed by shareholders in the Old Country who have never lost faith in Canada, the Company has added its share to the development and progress of the Dominion.

The Fur Trading Posts.

Originally the Hudson's Bay Company were almost exclusively fur-traders. They were among the pioneers who introduced various wearing apparel, manufactured products and food stuffs among the Indians, in the days when such exchange was more acceptable than money, since in those days there was no place to spend the money. The company are still fur-traders and the popularity which they won in the earlier days has been maintained in a century of progress.

To-day the Hudson's Bay Company has approximately 150 fur trading posts of which about 30 are in the Province of Quebec, 28 in Ontario, 16 in Manitoba, 15 in Alberta, 16 in British Columbia, 14 in the North West Territories, and 3 in Labrador. No company in America has such an elaborate chain of fur trading posts and few if any companies in the world, have had such an important share of the fur trading business.

The Hudson's Bay Company distributes their furs among the various fur dealers of the world, the chief fur clearing house being in the Old Country.

Hudson's Bay Stores.

The Hudson's Bay Departmental stores are now among the best equipped on this continent. It has been a long jump from the little log trading stores of years ago to the big four to six storey brick and stone blocks which house the present stores. The Company has so improved its departmental stores that frequently they have been accused of being ahead of the times in the cities in which they have from time to time improved the service.

When the real estate boom had long since subsided and when building operations in the west were being curtailed, the Hudson's Bay Company erected a number of new stores. In Calgary they erected a handsome store of such elaborate design and equipment, that Calgarians themselves suggested the store was too big for the city. At the same time the Company was making big additions to their store in Edmonton, which included big building additions and a complete renovation of the interior and exterior of the old building, which was itself a four storey brick structure occupying half a city block. The Edmonton and Calgary stores are among the finest departmental stores in Canada.

Another new development in the stores department was the erection of the handsome new building in Vancouver. Started before the outbreak of the war, this building was carried on to completion and has been opened in the past year. It is the finest departmental store building in British Columbia, and is another evidence of the faith in the Canadian provinces which is held by the men behind the Hudson's Bay Company.

The Winnipeg stores of the Hudsons Bay Company has always been one of the most popular shopping places of Winnipeg, the Company giving there the same quality of service which has marked all their stores as shopping places for people who care. In other smaller towns and cities there are Hudson Bay Stores and without this company's stores, the earlier settlers would have had a hard time getting along in the newer settlements. They have also been first in equipping stores in the Peace River country. But not content with being first, they have succeeded also in being "BEST" when increased population has called for improvement.

The Land Departments.

The land departments of the Hudson's Bay Company has been as valuable to the settlement of the Canadian west as has the stores and fur departments. The Company never lost an opportunity in laying out their town-sites carefully and with regard to future development, and the Hudson's Bay townsites have never been hastily or carelessly put on the market. In selling farm lands and town properties, the Company has always given gen-

erous terms of payment and has always treated its purchasers with every courtesy. Since the commencement of the war, the Company has had thousands of dollars withheld in land payments, but in every possible case they have given due consideration to the conditions caused by the war and have acted generously with their overdue land debtors.

The Hudson's Bay Company is in a position to offer more expert advice on western agricultural lands than almost any other one company in Canada. The pioneers of the Company were also the pioneer land settlers. The company has valuable townsite and agricultural lands for sale in every one of the western provinces, and the investors looking for locations which should prove valuable after the war, are likely to get safer treatment from this pioneer company than in dealing with companies of recent birth.

Directorate of Business Men.

The directorate of the Hudson's Bay Company is made up of men who have years of business experience. The commissioners for each department have been chosen with care and with a view to always making better the service to the Company's many patrons. An example of this may be seen in the stores department which under H. E. Burrbridge has become second to none on this continent. N. H. Bacon, Commissioner of the Fur Trade Department has had under his care the overseeing of one of the biggest fur trading chain of posts in the world. Mr. Bacon had been one of the most enthusiastic commissioners for the Hudsons Bay Company and has been largely responsible for the maintenance of the very friendly relations which have continued to exist in every locality where the company has its fur trading posts and for the success of every department of the fur trading business of the company. 150 fur trading posts in addition to the various duties connected with the bringing of the furs to the markets, including the exporting to the Old Country, etc., is no small care, and in addition to these duties, Mr. Bacon is also agent for the Company in New York.

The people of Canada will always feel a pride in the Hudsons Bay Company, a Company which though the pioneers in the settlement of the west, have not grown mouldy with age, but have done more to improve the conditions of the west through their departmental stores, lands and fur departments than any other one Company in the Dominion.

The Directors of the Company are as follows:—R. M. Kindersley, Governor; Charles V. Sale, Deputy Governor; Committee: Vivian H. Smith, Sir William Mackenzie, C. Lubbock, Richard Burrbridge, A. M. Nanton and Hewitt Skinner; Advisory Committee in Canada, A. N. Nanton, Chairman; G. Allan, George F. Galt, Commissioners; Land Department, J. Thompson with H. F. Harman, Assistant Commissioner; Stores Department, H. E. Burrbridge; Fur Trade Department, N. H. Bacon, also Commissioner for New York Agency.