

WINNIPEG SECTION

330 SMITH STREET. Phone 6312.

Representatives:
JOHN MACLEAN and G. W. GOODALL
In Association with
The Market Record and The Daily Grain Letter.

WESTERN CROP SITUATION.

Farmers are Seeding Now—Real Estate Active—Coal Strike Serious—Western Notes.

Winnipeg, April 29th.

In the Brandon district a few farmers have begun seeding. Seeding will not be general in Manitoba until the end of the week. Some say that the lateness of the season is really cause for encouragement, as never has there been, they say, a backward season which was not followed by large crops. The wheat mathematicians are beginning to figure on the increased acreage this season; in Manitoba they claim the increase will amount again to about 10 per cent., but for Saskatchewan the estimates vary from 40 to 60 per cent. increase. The total wheat acreage in Saskatchewan during 1906 amounted to 1,730,580, according to the government figures, as compared with 1,130,084 acres in 1905, an increase of 53.10 per cent. These large increases are sufficient in themselves to show the rapid development of the grain producing industry in Western Canada, particularly in Saskatchewan and Alberta. The largest increase in cultivation in Saskatchewan will be in the territory between the North and South Saskatchewan River. It comprises what is commonly known as the Goose Lake and Eagle Lake districts, and is settled chiefly by farmers from the Western States.

Value of a Homestead.

Real estate in all its branches is active. During the past few days there has been good demand for Winnipeg inside property at steady advances. Last week the south half of section 9, township 11, range 4 east, was sold by R. Gunn for \$300 per acre, making a total of \$96,000 for the half section. This land is within three miles of the city limits.

It was homesteaded by Mr. Gunn some years ago, and has been occupied by him ever since. The situation is immediately north of the site of the new Grand Trunk Pacific shops. Mr. G. W. Andrews negotiated the sale, and is largely interested in the syndicate of Winnipeg interests which are dividing the farm into factory sites and lots. There is a big demand for property in the vicinity of the Grand Trunk Pacific shops, the company having started to grade in that direction.

In Alberta and British Columbia the seriousness of the coal strike is fully realized.

Coal Strike is Serious.

It is estimated that when the crop of 1907 begins to move there will be fully 10,000,000 bushels of the 1906 crop in the farmers' hands; and that at the present time the wheat in the country amounts to some 30,000,000 bushels. Even if the railways had a full supply of coal they could not move this vast amount, and every day that the strike continues means 200,000 bushels of wheat left in the country. This does not take into account the barley, oats and flax yet to be shipped out.

The demand for lumber in Western Canada this year is greater than ever, and the British Columbia mills are filled with orders, so badly needed on the prairies. The railroad has refused to accept any freight from the mountain mills until there is a more plentiful supply of coal. Flour mills are working night and day to fill large orders for the Orient, but unless the cars come from the West laden with lumber they cannot return with the flour and wheat for the Far East. When the railroads were opened after the winter blockades, they were kept busy in supplying the demands for fuel, and were not able to get any supply ahead, so the present strike has left Western Canada almost entirely without fuel to run the various industries.

Express Tariffs Discussed.

Messrs. Mackenzie & Mann have sold to J. A. Foley and S. Ferrie the south and east additions to North Battleford. These additions consist of 1,000 lots, and the price paid was \$100,000.

The Winnipeg Wholesale Implement Association discussed at a recent meeting the Canadian express tariffs and freight classification. The president, Mr. C. H. Whitaker, presented a full report, which had been sent to the railway commissioners in relation to Canadian express tariffs. Comparisons indicated that Canadian shippers are paying a much higher rate of toll on express shipments than shippers of similar commodities in eastern Canada or in the United States.

WOMEN IN BANKING LIFE.

By Mrs. E. B. B. Reesor.

(Manager Women's Department, Crown Bank of Canada.)

Some women in the United States have risen from positions in the savings bank departments to cashierships in the general banking business, and to other high places. Just what their duties are, I do not know, but a woman who holds a high position in the financial world must be a brainy woman; more than that—she must be a woman of keen intuition, good executive ability, and excellent judgment. A man to rise to the highest position in a bank, must be head and shoulders above the ordinary, every-day man. He must be a square man, yet an "all round" man. He must know men and understand matters. He must be in touch with the big questions of the day—and alive to the little ones.

His finger must be on the pulse of the stock market, but no nearer. He must know the values of commodities, both staple and special; be conversant with the tendencies of affairs in other countries, understand local conditions, values in real estate, the standing of business men, indeed, the everything that affects money. And all things do that. His judgment must be almost unerring; his heart may not interfere with his head. Keen, decisive, tactful, courteous; these are but a few of the attributes of the chief of a bank.

The money in his care is money in trust. It belongs to many people. It is to be invested. To invest it well, he must be and know all those things. He dare not invest it as though from a personal point of view. It must be placed where the people to whom it belongs can obtain it when required. There are numerous permanent investments he must not touch. The securities upon which he may make investments are only those that can be easily realized. A cash reserve is a necessity, as are call and short loans. His duty it is to anticipate a business failure, a poor crop, a run on the market, which mean a withdrawal of money. Yet it is necessary that a large amount be out at good paying interest.

Woman's Heart Rules Her Head.

Knowing this little about the qualities that go to the making of a chief man in a bank, I find it difficult to determine just what are the requirements of a head woman in a bank. The knowledge that men gather upon such matters has been gained by constant intercourse with business men for years—has been handed down from father to son in the days long before women had ever been thought of in business life. A woman's heart generally rules her head. It is a blessing for the world that it does; though sometimes inconvenient for the woman. Her intuition is keen, but it exercises itself upon people—not affairs. Even then, what she does not want to see, she will not see. Her ideals inspire her and she does the most foolish things in loyalty to those ideals. Knowing this combined strength and weakness of my own sex, I ask,—is our judgment reliable? Even though we possess the necessary knowledge—is it unbiased?

I do not write of those women who have overcome the obstacle of the heart—who never make mistakes; but simply of women who have made heart blunders, perhaps suffered for them—who are human. So I cannot discuss the woman who is chief of a bank; I have never met her. I can talk, though of a Women's Department in a bank, and, I believe that such a department belongs peculiarly to the bank of which I am an official. In the different departments of this institution there are now seventeen young women as officers, and more than one hundred men. The men will receive an education in finance, and, as there is only one chief, they will, as they receive promotion, become competent to manage, and pass on to other important positions awaiting them. And women will remain.

Women Have Every Chance of Success.

The right kind of young woman is eagerly sought. Not every one possesses the qualifications that go to the making of a banker. The young women who enter a bank have every chance to go forward, for they have begun with the intention of making banking their profession.

In the rigid training there is no difference made between the young women and the young men. It is the policy of the bank to keep their officials in their employ. Among the officers there is not that feeling that they are machines which may be replaced at any minute. They are part of the institution. Not only do they receive the best training that it is possible to get, but personally their interests are the bank's interests. The bank as an institution exercises an almost parental supervision over them. When application for a position is made to the manager of the Women's Department, it undergoes a strict scrutiny in many ways.

A young woman whose application is accepted has a recommendation that is worth much to her.

Hundreds apply for bank positions; the appointments are few. But even then, it is difficult to secure the services

of those possessing the banking business. A woman when she first gains the confidence of the institution which she is loyal to, it is simply a matter of time before confidence does not be money does, though you

Women Prefer to Talk

The woman banker guarantee bond, and being capable herself of doing of her guarantee bond her position. Some young stenographers. Their of a junior, or beginner and money to perfect the posed to be capable of requires constant train mon-sense, willingness to She is given full scope of promotion that come

The general manager important position, and varied. The confidence may be asked of her, a is a high appreciation responsible for the work ers under her charge.

The savings department the most important position. She entered the and has worked her way stood that patience, quick-wittedness, are responsible for the money seen easily of what good made.

Should All Be On Promotion?

It is to the bank's on the promotion list. to go ahead; it wants to young women who fulfill who leave the affairs of home affairs outside; the and condemn; those who to talk; who can obey, i mand—who can go ahead.

We are proud of our have proved faithful, and No comparison is made by the young men. A done—there is no better

Besides having the bank, and assuming the manager of the Women customers upon matters women who may become desire to talk over on business—to find out obtain advice upon various of their affairs with woman. If they want to round a curve, they know comes to the bank just dread which often exists with a man who gives in they have said is put fewest possible words, answer is given without

Bank Advertising, Inter

The advertising has and women interview the matter. The necessity more necessary every profession in itself. The ever is said of a banking original and worth real that anyone else has same, but it must be seen Women are doing this ment also acts as the ad

There is still another of the women's de for the numerous branch quarters in these branch pleasure of the head of

This is, in brief, a not much, for the real sphere, but enough to sh