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*First Report of the Board published
in pamphlet form. 524
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*Burroughs
25th June 1898.*

*Chas W Bell
Secretary*

SIXTH ANNUAL REPORT

—OF THE—

WINNIPEG

BOARD OF TRADE

TOGETHER WITH A STATISTICAL REPORT OF

THE CITY'S TRADE FOR 1884.

*As adopted at the Annual Meeting, held FEBRUARY 3rd, 1885,
Also a Historical Sketch of its*

COMMERCIAL GROWTH

During the past fifteen years.

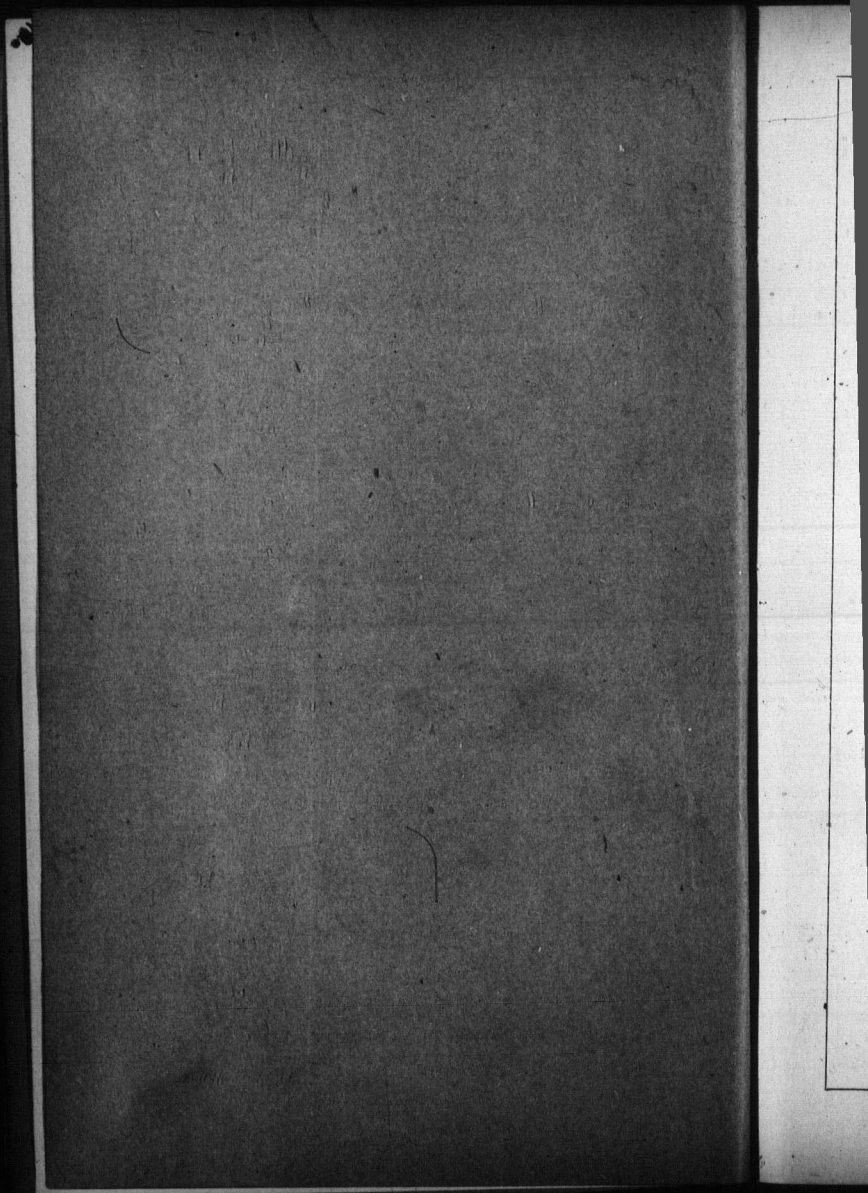
ISSUED BY AUTHORITY OF THE BOARD.



WINNIPEG:

PRINTED AT THE OFFICE OF "THE COMMERCIAL," 4 JAMES ST. EAST.

1885.



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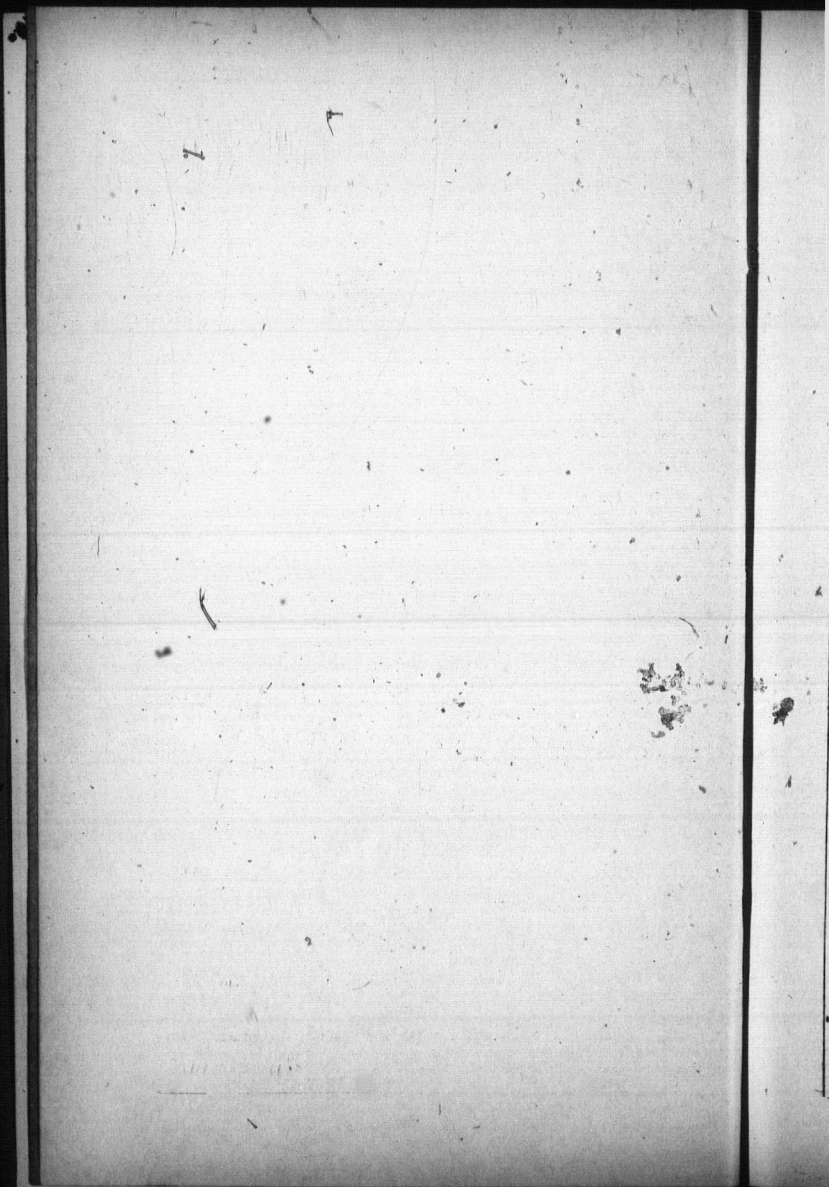
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WINNIPEG BOARD OF TRADE.

OFFICERS' AND COUNCIL.

PAST PRESIDENTS.

HON. A. G. B. BANNATYNE,	1879
A. F. EDEN,	..	..	1880
W. H. LYON,	..	..	1881
JOSEPH MULHOLLAND	..	..	1882
C. J. BRYDGES	..	..	1883
KENNETH MACKENZIE	..	..	1884

COUNCIL FOR 1885.

KENNETH MACKENZIE, *President*, S. O. SHOREY, *Vice-President*.

JAMES E. STEEN, *Secretary-Treasurer*.

J. H. Ashdown.
R. J. Whitla.
A. MacKeand.
G. J. Maulson.
Andrew Strang.
G. F. Stephens.

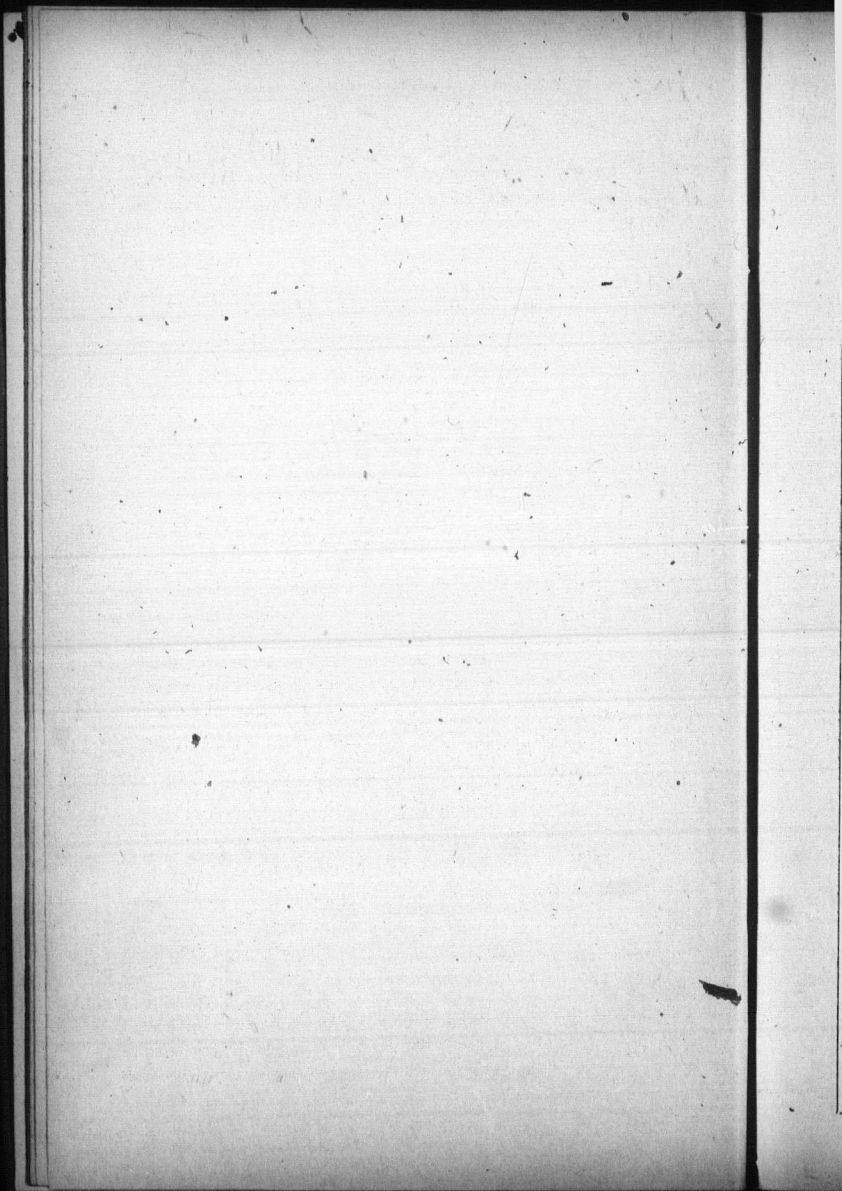
G. F. Galt.
L. M. Jones.
W. F. Henderson
W. F. Luxton.
S. A. D. Bertrand
James Redmond.

LIST OF MEMBERS.

Adamson, R.	Grant, W. S.
Andrews, George	Grundy, W. P.
Ashdown, J. H.	Gilroy, Thos.
Bathgate, R. D.	Harvey, J. G.
Bathgate, Wm.	Hastings, W. A.
Bawlf, N.	Healy, J. A.
Bell, C. N.	Henderson, W. F.
Bertrand, S. A. D.	Higgins, Wm.
Bissett, E. H.	Holiday, J. McL.
Bissett, James	Hutchings, E. F.
Brock, J. A.	Housser, J. H.
Brydges, C. J.	Johnson, W. N.
Brydon, W.	Jones, L. M.
Buchanan, F. W.	Kilgour, J. J.
Burridge, James	Lewis, L. M.
Carman, J. A.	Luxton, W. F.
Campbell, Joseph	MacKeand, A.
Carruthers, G. F.	MacKenzie, K.
Champion, H. T.	Marshall, John
Clark, Wm.	Mather, J. B.
Coblentz, A. B.	Matthews, A. C.
Cummings, S. S.	Matthewson, F. H.
Douglass, Alex.	Maulson, G. J.
Drewry, E. L.	Miller, D.
Driscoll, J. D.	Mitchell, W. J.
Drummond, C. S.	Moor, J. A.
Elliott, D. K.	Mulholland, Jos.
Fiumerfelt, A. C.	Murchison, K.
Fox, C. H.	McArthur, A. A.
Fraser, Donald	McBain, A. C.
Galt, John	McBain, D. G.
Galt, G. F.	

McCreary, W.	Rowe, Amos
McDonald, A.	Rublee, M. W.
McFarlane, J. F.	Ryan, Thos.
McKechnie, John	
McKenzie, D. L.	Scarth, W. B.
McKenzie, Fred.	Sharp, H. E.
McMillan, D. H.	Shorey, S. O.
	Spink, —
Nairn, Stephen.	Steen, Jas. E.
Nanton, M.	Stephens, G. F.
	Stobart, F. W.
Ogilvie, W. W.	Strang, Andrew
Ogilvie, John	Sutherland, J.
Orsenbrugge, F.	Swinford, H.
Osborne, John	
	Taylor, Thos.
Parsons, S. R.	Tees, James
Patton, F. L.	Thompson, W. J.
Pearson, Alf.	Turner, J. L.
Pearse, John	
Porter, James	Waterous, F. J.
Powis, E.	Watson, W.
	Whitla, R. J.
Redmond, James	Williams, H. N.
Richard, J. A.	Wood, George
Richardson, R. D.	Woods, Harry
Riley, R. T.	Wright, Archibald
Roche, C.	
Ross, T. B.	





THE CITY OF WINNIPEG.

So much has been written and said about the City of Winnipeg, favorable and unfavorable, that people at a distance are unable to form any correct idea of it, or a reliable opinion as to its prosperity and future prospects. This uncertainty in the minds of strangers is no doubt due mainly to the reports of the city, and in fact the whole Northwest, which have in the past been circulated for purely speculative purposes, and with the intention of booming, and those equally opposite and damaging statements which have since been spread around by ruined and disappointed speculators. Such conflicting accounts have, no doubt, a very bad effect upon the city, and the province of which it is the capital, and it is with a view of reaching facts and figures in connection with the commercial history that the Council of the Winnipeg Board of Trade authorize the publication of this sketch in connection with their reports to the Board for the year 1884. The facts and figures here given have been carefully gathered from unquestionable sources, and as they relate almost exclusively to every-day affairs of trade, they will form an index to the commercial progress made by the city during the past fifteen years.

Although the Hudson's Bay Company have had a post at Fort Garry, in the southern part of the city, since the year 1812, the history of Winnipeg as a town dates back only to 1870, when Sir Garnet Wolseley crushed the Riel-O'Donahue rebellion. In the spring of that year the business places in the village of Fort Garry numbered eighteen, and the total buildings outside of the fort, twenty eight, while the census returns in the fall showed a total population of 215 outside of the military stationed in the place. The manufacturing institutions were a tannery and a harness shop. From this year

forward it became a fixed belief among the people of the place that it was going to advance to a city of some importance in a comparatively small number of years, and that Manitoba was destined to be a rich, populous and prosperous Province. Faith in the place soon spread to the east, and in the fall of 1872 the Merchants' Bank established the first branch of a chartered bank, and from this onward eastern capital began to be freely invested in the town and Province.

It is not necessary for us to follow minutely the additions of new industries to the city during the next few years. Sufficient to say that Winnipeg's industrial progress was steady although not rapid, and in 1874, the year in which the city was incorporated, the number of buildings within her limits was over nine hundred, twenty-seven of which were occupied by manufacturing industries, over one hundred by mercantile concerns, and the balance as offices, hotels, boarding houses, dwellings and so forth. The population of the city was about three thousand seven hundred, and the value of property assessed within its limits \$2,076,018.

Notwithstanding the terrible convulsions that shook the whole monetary system of America and Europe during the years 1873 and 1874, the year of 1875 opened with bright prospects for the City of Winnipeg and the Province of Manitoba. True it is that foreign capital did not come freely to assist in their development during that year and 1876, but the residents of the city were now convinced that it had a great future, and showed that they had enterprise enough to give material aid in the great work. The number of new enterprises were not so numerous, as during 1874, but older business men were fast adding to their trade. The most valuable addition to the machinery of business was the establishment of the Ontario Bank branch. The Red River had five passenger and three freight steamboats plying upon it, whereas only one made occasional trips five years previously. The work of city improvement had also been going on apace. That summer a new city hall had been erected, and other corporation expenditures added to the price of its construction, made a

total of nearly \$90,000. The value of the imports at the port of Winnipeg for the year ending June 30th, 1875, not including goods from Canada, was \$1,248,309; the exports for the same period were value for \$588,958, and the duties collected \$171,430.76. The value of assessed property was \$2,763,414, and the population of the city numbered about 5,000.

In 1876 the city's progress in commercial and industrial affairs was steady, and that year two flouring mills were constructed which had an aggregate capacity of nearly 400 barrels a day. The population made material gain, and the value of property assessed that year was \$3,031,585.

In the year 1877 the first determined efforts for railway communication with the eastern world and through the province were made, and as early as February of that year the citizens offered a bonus of \$200,000 to any company that would construct a railway from the city to the western boundary of the province, but it was not until near the close of the following year that the St. Vincent branch of the C.P.R., connecting with the St. Paul, Minneapolis & Manitoba Railway at that town was completed, and through rail communication to the eastern portion of the continent secured. That year the population of the city increased to about 6,500, the value of property to a little over \$3,000,000. The tax receipts amounted to \$66,478.68, and the civic expenditure to \$55,569.07.

In 1879 progress was very rapid owing to the impetus which railway communication gave to business, and by the close of the year the population had increased to 8,000, and the value of assessed property to \$3,415,065.

During 1880 the city's progress was unusually rapid, and her population increased with amazing rapidity being at least 12,000 by midsummer, while the valuation of assessed property was fixed at \$4,006,160. By the close of the year railway communication was complete to Rat Portage on the east and Portage la Prairie on the west.

With the year 1881 the famous Winnipeg boom set in, and the state of inflation reached before its close can be better remembered by those who were resident here, than described

now that it is past. There can be no doubt, but the city and surrounding country made during that year unprecedented progress of a lasting description, and the influx of actual settlers who had come to remain in the Northwest, and grow up with it, was immeasurably greater than that of any preceding year. The boom therefore, although carried to the most crazy excess, was not a bubble without substance. The energetic manner which the new C. P. R. Syndicate commenced the work of railway extension, which up to that year had been carried on in a half-hearted and irresolute manner by the Dominion Government, gave an impetus to the boom, and in a few months inflation was at its height, and permeated every branch of business more or less. Prices of goods in mercantile lines were inflated as well as real estate, and money seemed to purchase very little of anything. Before the close of the year the city's population had reached nearly 20,000, some 5,000 of which were floating idlers attracted by the speculative mania.

An index to the enormous increase in the general business of the city is to be found in the following statistics, which we take from a work published early in 1882, entitled "Winnipeg and her Industries."

FINANCE.

We find four chartered banks represented and doing business in Winnipeg, whose aggregate capital foots up to \$20,000,000, and whose reserve funds add to that nearly \$2,500,000 more. The private banking firms number six, and their aggregate responsibility, which in their case is practically their capital, amounts to close upon \$900,000. That all the different banking institutions are doing a thriving business may be judged from the fact that their offices give employment to 66 persons including managers.

Next in financial affairs to the banks, come loan and investment associations, of which there are eight who have their head-quarters for the Northwest in Winnipeg, and their aggregate capital amounts to \$9,750,000. The funds of such in-

stitutions are invested in mortgages and such securities all over the Northwest, and this city may be considered their distributing point for that region. The funds so invested by them at the close of 1881, aggregated \$2,580,000, and in connection with these tall figures, it must be remembered that three of these institutions have been doing business only for about one year. In addition to these, there are two wealthy insurance corporations, who have between them over \$800,000 invested in similar securities.

In approximating the amount of private capital invested throughout Manitoba, and through agents in Winnipeg, we shall confine ourselves to money invested in loans, mortgages and such like. The figures in connection with the purchase of real estate it is impossible to get at, and they would appear fabulous, could we reach them.

We find some twenty-four different business men or firms in the city, who make a regular business of placing funds for individuals, and a careful approximation of the amount invested by them during the last year, would place the figures at a little over \$1,100,000. It must be kept in view, however, that of these twenty-four some seven have commenced operations within the last six months, and as many more during twelve months.

The amount of funds invested in this manner by private individuals, and not through regular channels, we are safe in approximating at \$500,000, which would bring the total amount invested in Northwestern securities through Winnipeg agencies at \$4,980,000, over seventy-five per cent of which has been invested during the year 1881.

Huge as these figures appear, they are carefully compiled, and in every case are, we assert, within the actual facts, while the manner in which capital is now seeking investment in this city and province warrants us in predicting that the figures for 1882 will be fully double those of 1881.

To give any idea of the amount of business done in real estate during 1881 would be simply impossible. Property changes hands so frequently that a record of business done is

beyond our power of supplying. There are at present 80 persons or firms whose regular business is real estate, and in summing up the aggregate value of the sales of 20 of the leading ones during the year may reach a sum of nearly \$9,000,000. Further investigation in this branch of business would be futile.

MANUFACTURES.

The number of institutions in Winnipeg which can be classed as manufacturing is 93, although there are some 22 institutions such as butchers, bakers, and the like, who employ a considerable amount of skilled labor, but cannot be classed under this head. There are also a number of railroad and other contractors who, altogether employ over 1,000 hands, but he cannot be reckoned as part of the manufacturing interest. The above number of institutions, therefore, are strictly manufacturing, and employ each and all male or female skilled labor. These altogether, give employment to 2,730 persons and the value of their products for the year 1881 amounts to \$6,976,000. In the number of hands employed the lumber business stands first, the employees connected with it numbering 695, while the value of such manufactures for 1881 foots up to \$2,245,000. In these figures we include everything connected with the manufacture of lumber, goods or material, except the making of house furniture. The representatives of old Tubal Cain, by which we mean all institutions connected with metallic manufactures, carriage and wagon makers included, stood on the list, the disciples of the antedeluvian artificer, number 296, while their products for 1881 had an aggregate value of \$1,093,000. There are several industries which compete closely for the third place, and among the number that of dress manufacture, in which we include every class of wearing apparel for men, women and children. This industry had its origin among the fig leaves of Old Eden, and it has lost none of its importance by its long travel to the metropolis of the Northwest, where it gives employment to 212 hands, male and female, the value of whose products for the year 1881 reached

\$461,000. In connection with figures on the city's manufactures it must be borne in mind that 34 of the 93 institutions above mentioned have sprung into existence within the last 12 months, and 19 since the first of June, 1881, while several institutions of magnitude have been so recently started that they are not included, and among this number is the new roller mills at Point Douglas, whose manufactures for the current year will, in all probability, have a value equalling at least one-third of the entire manufactures of the city for 1881.

WHOLESALE MERCANTILE.

In Winnipeg we have over fifty institutions that can be classed under this head at present, while there are numerous others which are steadily gliding from retail into wholesale houses. The value of the sales made by the wholesale houses of the city during 1881 is \$6,236,000, and their area of operations extends from Lake Superior to the Rocky Mountains, and from the Dominion boundary line to Hudson's Bay. There are twenty-six houses who send out regular travelling men, and these itinerant heralds of commerce hailing from Winnipeg number thirty-eight. In this latter figure we do not include casual travelling men, such as farm machinery agents, otherwise the number would be nearly trebled. Nor do we include branch establishments or resident agents in other towns in the Northwest, of which there are over seventy representing the mercantile interests of Winnipeg. The leading branch of the wholesale is groceries, while dry goods and hardware struggle hard for the second place. A number come forward for the fourth place, and among the rest there is a hard struggle between leather (including harness) and potent liquids, with the odds slightly in favor of whiskey and its associates. Of clerks, book-keepers, travellers and such like, the wholesale business of the city furnishes employment for a little under 400.

RETAIL MERCANTILE.

It is impossible to do anything but approximate the amount of business done in the retail establishments of this city. A

compilation of figures regarding two-thirds of the number and a careful approximation of the business of the remaining third would place the business for 1881 at \$5,908,000, while the number of institutions which are classed under this head is somewhat over 170, while the number of clerks, bookkeepers, and so forth, that they employ is over 700. Last of all we have a profusion of business concerns which it is impossible to classify. These include hotels, saloons, livery stables, omnibus and dray lines, transportation companies, and such like, and they employ altogether not less than 450 hands, while the volume of their business for the last year is underrated at a value of \$1,300,000.

In our wholesale summary we include nearly \$900,000, which figures also in the manufacturing department, but we are warranted in calculating that there are outside items of business beyond our reach which will fully make up that sum, therefore, we sum up the whole volume of business done during 1881 at \$20,120,000, a sum which represents only mercantile, manufacturing and strictly commercial transactions.

RAILWAY, REVENUE AND OTHER STATISTICS.

Figures in connection with the above branches are a very reliable index to the trade of the city and we subjoin the following:

The Canadian Pacific Railway Company received at Winnipeg during the last seven months of 1881, 130,655 tons of every class of freight, and forwarded 37,875 tons.

The steamers of the Northwest Navigation Line carried from here during the season of 1881 about 3,360 tons and delivered here a little over 10,000 tons. The line operated by the Hudson's Bay Company, and the other three lines calling at this port, delivered somewhere near 35,000 tons, and received over 10,000 tons, making the steamboat freights received at the city over 13,360 tons, and delivered here over 45,000 tons.

The value of imports at Winnipeg from outside of the Dominion of Canada during 1881 amounted to \$2,994,838, and

the duties collected on same to \$652,898.28. The imports from Eastern Canada it would be impossible to estimate the value of, and the only index to their quantity is to be found in the foregoing freight statistics.

Although with the opening of 1882 the inflation in real estate collapsed, that year was by no means one of depression in Winnipeg. Quite a large number of mercantile and manufacturing undertakings were set on foot in the city, and the floating population seemed during the summer rather to increase than decrease; so much so, that in the month of July there were over 25,000 persons in the city, and several thousands of these lived in tents during the summer months. The resident population and number of business concerns had increased so rapidly during the fall and winter of 1881, that people were contented, and in many instances thankful, to carry on business and reside in shed-like buildings, many of which could scarcely be rented now for stables. With the opening of spring, 1882, the work of constructing buildings of a more substantial nature commenced in earnest, and they did not require to be built on speculation, as the majority of them were leased by intending tenants before construction had proceeded very far, and sometimes before it had commenced. The real estate boom was thus succeeded by something like a building boom, and there were still many persons living in the city who firmly believed that the collapse of the former was only temporary, and that a return of inflated prices was only a matter of a few months, or a year at most.

The rapid construction both eastward and westward of the Canadian Pacific Railway also brought a large floating, and by no means impecunious, population to the city; so that altogether 1882 was by no means a dull year in mercantile circles, and, could reliable figures have been reached, it would no doubt have shown an aggregate of business done fully as great as that of 1881. Still, the state of trade was far from being healthy. Inflation permeated its every branch, and the cost of living was so high, that shrewd business men could see plainly what a revolution was necessary before a normal

state of affairs could be reached. Hundreds of immigrants were weekly passing through the city to seek homes on the prairie farther west; but its reputation for extortionate charges had been told and magnified to them, and they passed through it as rapidly and with as little delay as if it were a plague-stricken district through they must pass, but in which they need not linger.

The business done in the city in 1882 may be guessed at, if not reached, by the Customs statement of imports and duties collected, which was as follows :

GOODS IMPORTED.

Goods Imported (dutiable)	\$6,402,158 00
Do. (free)	1,768,820 00
Total Imported	\$8,170,978 00

GOODS ENTERED FOR CONSUMPTION.

Goods Entered for Consumption (dutiable)	\$7,454,231 00
Do. do. (free)	1,768,820 00
Total for Consumption	\$9,223,051 00
Duty Collected	\$1,585,456 96
Goods Entered for Exportation	\$ 472,022 00

Notwithstanding these figures, symptoms of the coming reaction were felt towards the close of the year. A number of the smaller business men of the city found themselves hopelessly tangled with real estate speculations, and when the opening of 1883 was reached, it was found that the year just passed through, unlike the two immediately preceding it, had an insolvency record, there having been in the city 19 failures, with aggregate liabilities of \$201,000, the figures for the whole Northwest being: Insolvencies. 28; Liabilities, \$290,000.

It would not be out of place to call 1883 the year of crash in Winnipeg's history. As it wore on, the work of separating legitimate trade from speculation progressed, and the process was anything but helpful to the former. The fact forced itself gradually upon the most unwilling minds, that the col-

lapse of real estate speculation was to be permanent, and men who, early in 1882, were ranked as wealthy, entered upon 1883 with bankruptcy staring them in the face.

That contraction should follow inflation is accepted as an axiom of commerce by many, and it was certainly the experience of the city of Winnipeg in 1883; and the city was only an index of the unsafe state of affairs all over the Northwest. When the 1st of April was reached, it was found that there had been 47 failures in the Northwest, and nearly one-half of the number in Winnipeg during the first quarter of the year; and the gross liabilities of the 47 exceeded \$400,000. During the second quarter the depression became deeper, and 45 failures were recorded, with gross liabilities of \$596,000. The month of July was entered upon with a dread of panic hanging over the country, and business men who were weak financially soon found it impossible to stand the pressure. Banks and other financial institutions which had encouraged and fostered the reckless inflation of boom days, were now mercilessly exacting in their demands, and many a man, who in a more confident state of trade could have weathered the pressure with honor, was forced to insolvency. Nevertheless, the number of men who reached failure through purely trade misfortunes was singularly small, over 90 per cent. of the insolvents having succumbed to the pressure of a real estate or other speculative load. There can be no doubt that a tremor ran through the whole fabric of Northwestern trade when the business misfortunes of the third quarter of the year were published, showing 87 failures, with aggregate liabilities of \$1,458,000; and, as before, the city of Winnipeg had its full proportion of this crash. Depression then seemed to have spent its force; and although the last quarter of 1883 was one of great stringency, comparative safety had evidently been reached, and the number of failures dropped to 53, and their aggregate liabilities to \$415,000. The Northwestern failures in 1883 were thus 232 in number, and their aggregate liabilities amounted to \$2,869,000; while the proportion contributed by Winnipeg was 101 failures, with aggregate liabilities of \$1,750,000.

While trade was making this black record, a great revolution had been going on in other affairs in the city. Speculative extortioners had been nearly all swamped in the crash, and rents of business buildings and residences dropped gradually down, until in the opening of 1884 they were at less than half their boom prices. Speculators who had figured upon cornering markets in necessaries of life produced at home, were sadly disappointed, and the price of almost every commodity included in what is termed living declined rapidly in value, so that 1884 was entered upon with everything connected with trade affairs in a healthy if not a prosperous state, and as a natural consequence solid if not rapid progress was made during the year, the details which will be found in the appended statistical report of the city's trade, as presented to the Winnipeg Board of Trade, at its last annual meeting, held on February 3rd, 1885.



SECRETARY'S REPORT

—OF—

THE BOARD'S WORK FOR 1884.

Your Council beg to submit this the sixth yearly report of the proceedings of the Winnipeg Board of Trade.

The labors of your Board began last year in a time of great agricultural and commercial depression, and of general business anxiety.

The first matter forced upon the consideration of your Board was the question of Hudson's Bay navigation. Resolutions favorable to the scheme of building the line of railway to the northern seaboard were unanimously passed, in view of the impetus which such an enterprise would give to the agricultural and commercial development, not only of the Canadian Northwest, but those portions of the neighboring states and territories lying north of the 45th parallel of latitude.

In view of the benefits likely to accrue from this scheme to our neighbors in the south, your Board sent a deputation to a convention at Grand Forks, where it was received with every token of sympathy and good-will ; clearly showing that the inhabitants of that locality consider the scheme to be to them a matter of the highest commercial importance.

As proving the faith of Minnesota and Dakota in the ultimate success of this enterprise, it is noteworthy that large sums are being spent to improve the navigation of the Red River from Grand Forks northward to our boundary line.

Your Board, at great expense considering the resources at command, published and largely circulated a work on "Northern Waters," compiled, at the request of your Board, by Mr. Chas. N. Bell, vice-president of the Historical and Scientific

Society of Manitoba. Your Board are well aware of Mr. Bell's qualifications for the work, and it is gratifying to know that two important organizations of Great Britain have at once shown their interest in the scheme, and their appreciation of Mr. Bell's research, by electing him a Fellow of the Royal Colonial Institute, and a Fellow of the Royal Geographical Society.

The necessity for local and branch railways formed another consideration of your Council. Strong representations were made early in the year, through Captain Scott, M.P., to the proper quarter; through that gentleman your Council received an assurance from the General Manager of the C. P. R. that an extension of at least 100 miles of the South Western would be built. This promise, judging from the recent utterance of President Stephen, is likely soon to be redeemed.

Your Board has had before it the question of elevators for the storage of grain within the city. This matter has been fully discussed, and though the scheme has been deemed to be of great importance both from an agricultural and commercial standpoint, the depression through which we have passed rendered the carrying out of the enterprise impossible during the past year. Good hopes are now entertained that a storage elevator of at least 500,000 bushels capacity will be erected in the city in time for next season's crop.

The matter of the C.P.R. Company purchasing all its supplies in eastern markets received the attention of your Board. A deputation from your Council had a satisfactory interview with the railway authorities on the subject.

One of the most troublesome questions largely affecting our mercantile interests has occupied the attention of the Board—that of the discriminating freight rates of the C.P.R. against Winnipeg, given to shippers from the east to points west of this city. Your Council has had considerable correspondence on the subject with the General Manager of the railway. The result so far has not led to any satisfaction.

In connection with the same delegates were sent to St. Paul to interview American railway managers regarding rates of

freight in conjunction with a steamboat service from St. Vincent to this point. Though the arrangements made did not prove quite satisfactory, they gave considerable relief to importers of heavy goods.

During the summer your Board took up the question of land grants to local railways, and urged upon the Government that instead of charging one dollar per acre the lands granted under this arrangement should be given free, as a means of inducing construction. It is satisfactory to note that the Dominion Government has since moved in this direction.

The matter of the improvement of river navigation has also had attention. Your Council presented to Sir Hector Langevin, while here, a memorial on the subject, and received from that Minister the promise of careful consideration of this very important question.

Your Council had under consideration the necessity of having an inspector of grain at this point. In concert with the grain committee, your Board recommend Mr. Wm. Clark to the Department of Inland Revenue, for the appointment to the position. The appointment has not yet been confirmed, as important legislation with reference to grain inspection will early occupy the attention of Parliament. It is believed that the amended Act will be highly favorable to the grain interests of the Canadian Northwest. Pending his appointment as Government Inspector, Mr. Clark is acting as grain examiner for the Board.

The necessity for a bankruptcy law, and for clauses therein having special application to the Northwest, has been carefully considered by your Council. A sub-committee appointed for the purpose has drawn up a report on the subject. This committee is working in unison with the Boards of Montreal, Toronto and Hamilton in urging the matter upon the Dominion House.

At the earnest solicitation of many citizens outside its membership, your Board reluctantly took up the question of civic representation. A convention under its auspices was held, re-

sulting in the nomination of a "Citizens' Ticket." The outcome has been the election of a City Council composed almost entirely of these nominees, and there is now reason to believe that the city has entered upon an era of civic retrenchment and reform.

Attention has been given to the question of Land Law amendment. Resolutions in favor of the Torren's system of land transfer have been adopted.

Your Board and Council have given attention to numerous minor matters, among which may be mentioned the law regarding the stamping of weights on canned goods, an enactment likely to prove an annoyance and persecution to many of our traders. Through correspondence with the Department of Inland Revenue your Council have secured delay in enforcing this Act. There is a probability of amendments being introduced the present session which will do away with its objectionable features.

The compilation of statistics of the city's trade has been undertaken this year, for the first time. The figures are herewith appended.

The Treasurer's statement, appended, shows your Board to be in rather a weak position financially. While there has been a large addition of new and active members, a very large number of old members has been struck off the roll. Your Council, however, desire to express the belief that the strength and usefulness of the Winnipeg Board of Trade will steadily increase, and that this organization will become more and more a power for good not only to the city but to the Province at large.

All of which is respectfully submitted for your approval.

JAMES E. STEEN,

Secretary.

TREASURER'S REPORT..

—FOR—

1884.

To Cash on hand	\$297 55	
" Membership Fees	810 00	
" Sales "Our Northern Waters,"	277 50	
		————— \$1,385 05

By Rent Board Room	\$100 00	
" " Hall—Convention	30 00	
" Doorkeepers, "	8 00	
" Compiling and Publishing "Our } Northern Waters," }	535 00	
" Postage, Telegraphs, etc.	43 00	
" Advertising and Printing	62 30	
" Secretary's Salary	470 00	
" Delegation Expenses	112 48	
" Cash on Hand	23 77	
		————— \$1,385 05

A. A. MCARTHUR, }
 WM. CLARK, } *Auditors.*

STATISTICAL REPORT

—OF—

THE CITY'S TRADE FOR 1884.

In endeavoring to reach statistics and other facts regarding the trade of the city during the past year two features stand out prominently to view. The first, that the city is rapidly passing through a state of transition—from an importing to an exporting centre—and second, that caution has been the leading characteristic of the past year's transactions.

On the surface we find the first proof of this in the customs' returns for 1883 and 1884. In 1883 the value of our imports amounted to \$4,464,844, while in 1884 imports only reached the value of \$2,239,611. The duty collected in the former year reached \$1,024,142.70, while in the latter it amounted only to \$509,516.81.

On the other hand the crude index which customs' returns furnish as to exports, shows that in 1883 these amounted to \$584,049, while in 1884 they reached a total of \$979,719. The lesson learned by these figures finds verification in almost every branch of the city's trade.

At the close of 1884 we find 912 trading institutions in the city, or about fourteen less than at the close of 1883. Of this number there are about seventy-five which can be considered wholesale or jobbing mercantile houses, and about twenty-five of these are exclusively wholesale establishments. It has been a comparatively easy matter to reach the figures of the trade done during the past year, as information has been most willingly given in almost every case. Inquiry into the details of the work of the various branches here included shows the following results:—

First in importance comes the grocery and provision trade, two practically inseparable branches. The thirteen houses in these lines show aggregate sales for the year of \$3,154,346.

Second in importance comes the grain and milling interest. The seven houses representing these branches show an aggregate of business to the amount of \$2,955,522.

Third on the list comes lumber and manufactures. In this line the nine institutions carrying on this business show an aggregate of sales amounting to \$2,559,300.

Next comes dry goods and clothing. The nine houses engaged in this business show an aggregate of sales for the year of \$1,589,000.

Following close upon this comes hardware, stoves and metal goods, the ten houses in which show a turning over of \$1,503,600.

Farm machinery ranks next in importance, the seven houses in this branch of trade having done an aggregate business of \$1,103,200.

Boots, shoes, harness and leather goods are represented by five houses, whose aggregate business for the year foots up to \$550,500.

Beyond this point there is considerable difficulty in making a classification. The remaining fifteen houses represents paints, oils and colors, crockery and glassware, stationery, wines and spirits, and other lines, the aggregate sales of these for the past year reaches a total of \$804,600.

The gross aggregate of the wholesale and jobbing trade of the city thus reaches the grand total of \$14,220,098. It must be remembered, however, that many of these houses do also an extensive retail business, for which a deduction of nearly three millions must be allowed. The net wholesale business would therefore be something in the neighborhood of eleven millions and a quarter.

RETAIL TRADE.

It is impossible to reach absolute facts in connection with retail business. It has therefore been necessary to reach figures by careful approximation.

There are in the city 408 purely retail establishments, and of these only some 60 could be depended upon for exact figures. These 60 houses show an aggregate of sales amounting to \$2,309,600. The approximate figures of the remaining 348 are very considerable, and it will be below the mark to place the total in this category at \$2,750,000. To this should be added the estimate of the business done by the Hudson's Bay Company (that firm having refused the information), equal to at least \$750,000. This gives a grand total of sales in the city for the past year of \$5,809,600.

MANUFACTURING INTERESTS.

The manufacturing interests of the city, if not very great, are varied, and range from the factory employing a hundred hands down to the blacksmith's shop with its single assistant.

The milling interest is represented by three institutions having a capacity of 1,100 barrels per day, and employing 105 hands. The figures in this branch are included in the wholesale report.

The lumber manufacturing interest is represented by five establishments, and gives employment to 280 hands. The figures in this branch also are included in the wholesale report.

In iron and metallic manufactures there are 69 places of business, large and small, employing 407 hands. The products of this industry for the past year exceeded \$500,000.

In addition to the foregoing there are 90 miscellaneous firms, mostly small, giving employment to about 275 hands. This is exclusive of branches such as tailoring and needlework, in which about 140 persons, male and female, are employed. Neither does it include printing and its connections, in which 170 employees are engaged.

To this may be added building and outdoor contracting, for which the tenders let in spring amounted to \$1,500,000, fully one-half of which has been carried through during the past year.

The gross aggregate of the above interests not included in the wholesale mercantile statement represents a turnover of \$2,550,000.

MISCELLANEOUS.

There are numerous establishments in the city, such as hotels, restaurants, storage warehouses, etc., which it would be almost impossible to classify, the total earnings of which for the year would certainly exceed \$500,000.

The gross business of the city for the past year may be summed up as follows :

Wholesale Mercantile	\$14,220,098
Retail	5,809,600
Manufacturing and Contracting (not included in Mercantile).....	2,550,000
Miscellaneous	500,000
	\$23,079,698

The foregoing figures do not include any of the business of the Canadian Pacific Railway connected with their workshops, round-house, or other arrangements, which maintain in the city a working population of nearly 2,000.

During the past twelve months the Canadian Pacific Railway handled from stations on the Western Division 3,000,000 bushels of wheat, 1,500,000 bushels of barley and oats, and 320,000 sacks of flour ; and carried for export from the Province 1,200,000 bushels of wheat, 550,000 bushels of barley and oats, and 50,000 sacks of flour.

The record of commercial disaster may fitly close this report, as in it will be noted a comparison of figures which clearly shows that the city is making steady headway to a high standard of credit. The failures during 1883 numbered 101, with liabilities amounting to \$1,750,000 ; while the figures for 1884 show the number of failures to be 42, with liabilities amounting to \$504,758.

All of which your secretary respectfully submits.

JAMES E. STEEN,

Secretary.

The figures contained in the foregoing report, while they give in dollars and cents the city's trade for the year just past, are after all but a crude index to its commercial progress. The first quarter of the year had scarcely passed, when it became evident that trade was fast rising out of the depths of depression in which it had been steeped. Insolvencies in mercantile circles became few and far between, and business men of every line began to gain fresh confidence. The work of reducing the cost of living had been going on steadily. Rents of business buildings and residences kept falling, until now they will compare favorably with those of eastern cities. The opening up of coal-mines west of the city settled the question of a plentiful and cheap supply of fuel, and men began to look around for manufacturing enterprises in which to engage. During the year a linseed-oil mill, an oatmeal mill, a pork packing-house, and several minor industries were added to the city's list; while the old Hudson's Bay flour mill was cleared of its old-fashioned stone machinery and fitted up as a roller-process mill. Many of the smaller manufacturing concerns which had been silent since the summer of 1882 were again set in motion; and in many other ways signs of returning industrial prosperity were to be seen. The recovery which took place in every branch of trade during the summer months, when but little if any was looked for, was a source of agreeable surprise to many who in the spring predicted otherwise; and when at the close of the third quarter of the year it was found that the insolvency figures for the whole Northwest during that period were only 7 failures, with total liabilities of \$49,884, the business men of Winnipeg breathed freely, and rightly concluded that commercial danger was over. Altogether, 1884 was a year of training as well as transition in Winnipeg. While it was the year in which the city passed from commercial danger to safety, it was also the one in which its business men were purged from recklessness in every way, and started upon a course of true economy.

WINNIPEG'S PROSPECTS.

It is usual in writing of the prospects of a western city, especially on the other side of the International Boundary, to extend an invitation to all who will come, and hold out alluring inducements to men of every station in life. Such a system, however, is usually the one followed where speculative aims dictate the invitation, and the profit of a few schemes is all that is desired. As this sketch is published under the auspices of a purely trade organization, and with a view of benefiting only trade interests of a legitimate character, such a course cannot be followed. It is only justice to those who have any desire to locate in the Northwest to frankly acknowledge that in mercantile pursuits the city of Winnipeg holds out little attraction to new-comers. In short, that field is filled at present, and to add materially to the number of purely mercantile institutions in the city would not be to the profit of either those now here or those about to come. The acknowledgment is doubtless an unusual one; but it is an honest one, if it is unusual.

It must not be concluded from the above concession that there are no openings for business enterprise in Winnipeg. On the contrary, there are few cities on this continent where greater advantages are offered for industrial undertakings. The days of extortionate prices for everything are gone in Winnipeg, and there is now an opportunity for a large laboring population to live comfortably, with a moderate remuneration for their toil. The food for a working community can be produced here cheaper than in any other part of the Dominion; so that the objection of too high labor cannot now be urged. Male, female, and juvenile help can now be secured,

while the scarcity of the two last-named was a serious drawback two or three years ago. Then the difficulty of a supply of coal at a moderate price is now solved by the opening up of rich mines in different parts of the Northwest, where inexhaustible quantities can be procured.

It may be asked what manufacturing branches would pay here; and it may be remarked that the same inquiry has been put forward in the early days of every manufacturing centre in the west. With the labor and the coal at hand, capital, enterprise, and mechanical skill are all that are wanted to make branches of manufactures remunerative, which many consider impossible. But then the item of raw material for numerous branches is produced at hand, and in some instances is allowed to go to waste. A milling centre can be built up here with profit to all who engage in it; the straw and poplar-wood are at hand for the manufacture of pulp paper, and the city is now large enough to supply rags with which to make a better class of paper. Potatoes enough to furnish the bulk of the raw material for a starch factory are allowed to freeze and rot around the city every year; while the cool climate will produce a quality of flax which could be profitably utilized in the manufacture of textile goods. These are only a few of the industries in which the raw material can be had in abundance from local sources, and at prices sufficiently low to ensure successful competition with older manufacturing centres in the east. Of the field for the consumpt of industrial products it is unnecessary to speak. A country like the Northwest, with its ever-increasing demand for goods of every class, furnishes a market constantly widening in area, and multiplying in the variety of its wants, and offers unequalled opportunities to manufacturers who are prepared to study its requirements and advance with its progress.

To the capitalist Winnipeg offers advantages to be found in few other cities in the Dominion. The days of corner lot and paper town speculation are gone, but the city is the centre of a growing commercial system, in the building up of which funds can be safely and profitably employed. Safety is one

of the leading inducements now offered to the capitalist, instead of loss being one of the almost unavoidable consequences of investment as in boom days. While the city and its affairs were in the hands of reckless speculators, the funds of the speculative visitor were freely invested, and as freely lost here. But it is the funds of the thrifty and prudent, that are now solicited, and investments suitable only to such people's ideas are offered. The work of wresting the city and its affairs from the hands of speculative schemers, difficult though it has been, is now accomplished. They have been steadily weeded out of every branch of business, and in the month of December, 1884, the citizens headed and led by the Board of Trade, at their municipal election, swept the last vestige of reckless, extravagance and dishonesty from civic government, and placed reliable and competent business men in charge of their municipal affairs, thus dealing a death blow to a class, who had long weighed like a load upon the city, and retarded its progress. Winnipeg has had its day of rule by gambling speculators and scheming adventurers, but that day is gone. Its merchants, manufacturers, mechanics, financiers and such like are now the power that shape its destinies. In short Winnipeg is now safe in the power of its industrial population, and a city ruled by this class cannot but offer safe and profitable investment for the funds of capitalists.

