

SEVENTH ANNUAL REPORT

— OF THE —

Winnipeg Board of Trade,

TOGETHER WITH A STATISTICAL REPORT OF

THE CITY'S TRADE FOR 1885,

*As adopted at the Annual Meeting, held February 26th, 1886,  
also a Historical Sketch of*

THE COMMERCIAL GROWTH OF THE PAST 16 YEARS.

ISSUED BY AUTHORITY OF THE BOARD.



Winnipeg:

PRINTED AT THE OFFICE OF "THE COMMERCIAL," JAMES STREET EAST.

1886.

# 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
do do . . . . .	1885

### COUNCIL FOR 1886.

KENNETH MACKENZIE, *President*. J. H. ASHDOWN, *Vice-President*.

F. W. STOBART, *Treasurer*.

JAMES E. STEEN, *Secretary*.

R. J. WHITLA.

G. F. GALT.

G. R. CROWE.

L. M. JONES.

A. MACKEAND.

W. F. HENDERSON.

G. J. MAULSON.

W. F. LUXTON.

W. A. HASTINGS.

S. A. D. BERTRAND.

G. F. STEPHENS.

JAMES REDMOND.

## THE CITY OF WINNIPEG.

The trade growth of the city of Winnipeg is only a repetition of what has taken place in a number of western American cities during the past fifty years, and is simply a record of that indomitable energy and push, which made great cities where unbroken natural wilds existed within the memory of some people who are still living.

In the fall of 1870 Fort Garry, now Winnipeg, had a population of only 215 souls outside of the military then stationed there. About fifteen small mercantile institutions outside of the Hudson's Bay post were in existence, and but for the place being the seat of a newly formed Government it was no more nor less than a lively frontier village. But its growth from that year was exceptionally rapid, and in 1874 when the name of the place was changed to Winnipeg, and a city charter secured, the population had reached about three thousand, the number of buildings of every description over nine hundred, the mercantile houses to over one hundred, and the value of assessed property within the new corporation's limits \$2,076,018.

From this year dates the history of Winnipeg proper, and with the exception of the rush and inflation of the boom of 1881, that history has been one of steady commercial growth.

By the year 1875, the value of the city's imports had reached the sum of \$1,248,309, while its exports showed a value of \$588,958. The value of assessed property in the city was \$2,762,414, and by the close of the year the population was close upon 5,000 souls.

The year 1876 showed steady progress, and in 1877 the population had increased to about 6,500, and the value of assessed property to over \$3,000,000. The business institutions had increased to over 200, and included two chartered bank branches, one private bank, two flouring mills, one lumber mill and several other industrial concerns of less note. Up to that year the only means of

communication with the east and south was by the Red River in summer, and by ordinary road vehicle in the winter. With the opening of 1878 however, the construction of the St. Vincent branch of the C.P.R. was pushed with energy, and in the fall of the year railway communication was completed.

With the advent of the railway the growth of Winnipeg was even more rapid than before. In 1879 the population had reached 8,000 and the value of assessed property nearly \$3,500,000, and by the middle of 1880 the city contained some 12,000 people, had assessed property to the value of over \$4,000,000, and contained over 400 business institutions of all classes, which included several wholesale mercantile houses, three chartered bank branches, two private banks and quite a number of industrial institutions, which employed over 600 artisans. Towards the close of this year the first symptoms of inflation were visible, but no dangerous tendencies were developed until the summer of the following year had been entered upon.

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 whom 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."

Chartered bank branches in city, 9; Loan companies doing business, 8; Manufacturing concerns, 39; Wholesale mercantile concerns, 50; Retail, 170; Miscellaneous trading, 104.

Volume of wholesale trade, 1881 .....	\$6,236,000
Volume of retail trade, 1881 .....	5,908,000
Manufacturing, including tradesmen, 1881 .....	6,676,000
Miscellaneous, 1881 .....	1,300,000
Estimated loans at close of 1881 .....	4,900,000

Every western city of any consequence has had its time of reaction or set-back, and in this respect Winnipeg was no exception to the rule. The city had its day of boom in the latter portion of 1881 and the spring of 1882, when the most unnatural state of inflation was reached. In a little over a year the population of the city increased from 12,000 to 25,000, and a perfect mania of speculation set in. Real estate rose to fabulous values, and funds from all parts of Canada as well as from Britain and the United States flowed into the city to be used for the wildest of speculative purposes. To such an extent did this go that at one time the deposits in the different banks of the city aggregated in the neighborhood of \$6,000,000. That the affairs of trade should escape contamination with such evil influences, was more than could be expected, and shrewd business men saw clearly how the whole fabric of Manitoba commercial affairs was becoming honeycombed with speculation. The cost of living too rose to ransom figures, and the crowded state of the city forced up rents to fabulous figures and thus stimulated the real estate speculation craze. Still during this year of wild speculation great progress was made throughout all Manitoba. Thousands of settlers came to the country and located permanently, and the transfer of the construction of the Canadian Pacific Railway from the Dominion Government to a powerful Syndicate created a general belief that the period of rapid Northwestern progress had set in, and that in this city and country there existed the best field for profitable investment.

The year of 1882 opened with speculation at its highest pitch, but with the spring break up came a collapse, and the balance of that year was a period of rapid contraction of values in every line. Still the solid progress which had been made was too great to allow of a sudden collapse, and the decline was so gradual that the real pressure of contraction was not felt until 1883. The business done in 1882 may be guessed at from the following statement of the year's business at the Winnipeg Customs House:

## GOODS IMPORTED.

Goods imported (dutable).....	\$6,402,158.00
“ “ (free) .....	1,768,820.00
Total imported.....	\$8,170,978.00

## GOODS ENTERED FOR CONSUMPTION.

Goods entered for consumption (dutable)....	\$7,454,221.00
Goods entered for consumption (free) .....	1,968,820.00
Total for consumption.....	\$9,223,051.00
Duty collected .....	1,585,456.96
Goods entered for exportation .....	472,021.00

Still the signs of coming depression were plain during 1882 to men of foresight, and that year furnished an insolvency record (the first for three years) of twenty-eight failures in the Northwest, with aggregate liabilities of \$290,000. Real estate was still at the very pitch of inflation, and the assessed value of the property in the city at the close of the year was fixed at the extraordinary high figures of \$30,000,000. It was evident then to all who looked calmly at the state of affairs that the strain could not be borne much longer.

As was anticipated the year 1883 was one of crash in Winnipeg and Manitoba generally. Inflated values had to give way to a more natural order of things, and in the transition many a man had to go to the wall. During the first quarter of the year there were forty-seven failures in the whole Northwest, during the second forty-five, during the third eighty-seven and during the fourth fifty-three. The record of trade casualties for the year stood as follows: Failures in the Northwest 232; aggregate liabilities

\$2,869,000. Failures in Winnipeg 101; aggregate liabilities \$1,750,000. During this year of crash-values were steadily making their way from inflation to a natural level, and by the close of the year they had arrived very close to the latter.

The year 1884 was entered upon in Winnipeg with trade affairs pretty well purged of speculation, and during the first half of it business was somewhat prostrated from the effects of the preceding year. Still the work of recovery was going on slowly and silently, and by midsummer a perfectly healthy though not very active state of trade had been reached, while towards the close of the year a feeling of returning confidence had become general. The year's business in the city can be summed up in brief in the following figures taken from the report presented to the Winnipeg Board of Trade at its annual meeting held on February 3rd, 1885:

Trading institutions of every class .....	912
Wholesale mercantile houses .....	75
Retail " " .....	408
Manufacturing " " .....	167
Miscellaneous " " .....	262

BUSINESS DONE IN 1884.

Wholesale mercantile .....	\$14,220,098.00
Retail " " .....	5,809,900.00
Manufacturing, contracting and building (not included in mercantile) .....	2,550,000.00
Miscellaneous .....	500,000.00
<b>Total</b> .....	<b>23,079,698.00</b>
Value of imports .....	2,239,611.00
Customs duties collected .....	509,516.81

In 1885 business in Winnipeg made considerable progress, although the outbreak of rebellion away in the Northwest made a bad interruption, and just as the spring was about to open up, and the prospect looked brighter than it had done for four years, military preparations for crushing the rising occupied the attention more than business, and completely staggered many branches of trade. For weeks in March and April the sound of the bugle was more familiar than the clang of the hammer, and by the close of the

latter month the city had sent to the front some two thousand men as soldiers, teamsters, transport men and other branches of the service. Such an exodus had a very bad effect upon the retail trade of the city, there being so many less to supply with the necessaries of life, not to mention the comforts and luxuries.

On industrial affairs the effect was also unfavorable, and so many artisans went to the front, that quite a few manufacturing concerns were practically at a standstill for three or four months.

On the wholesale trade after the first shock was over, the effect was not so unfavorable, although the lines dependant upon building and contracting suffered very severely, as no building was undertaken until after midsummer, and heavy undertakings of every kind were postponed until after the return of the troops from the front.

The recovery in the city's trade since the close of the rebellion has been very marked and rapid, but it would be unwise to calculate all as an index to what we are to expect from this time forward. Into the last four or five months of the year were crowded quite a portion of the business which should have been done in spring and summer, and the rush thus caused in many branches is too easily mistaken for signs of permanent activity. Still Winnipeg's trade has recovered amazingly during 1885, and the recovery has been more in the direction of safety and confidence, than in magnitude of turn over. The statistical report of the city's trade for the year will be found elsewhere in this work, and its figures corroborate what we now state.





## BOARD OF TRADE.

On Tuesday, January 26th, 1886, the annual general meeting of the Winnipeg Board of Trade was held in the board room, the chair being occupied by the president, Mr. Kenneth MacKenzie. The meeting was the largest since the organization of the board in 1879, and furnished a strong proof of the interest which is being taken in furthering the business interests of the city.

The business of the meeting comprised the election of office bearers for 1886, and other general matters, besides the presentation of the following reports: First the report of the board's labors for the year; the report of the Treasurer, and the statistical report of the city's trade for 1885. All three are here given in full.

### SECRETARY'S REPORT.

To the President and members of the Winnipeg Board of Trade:

Your council beg to submit this the seventh annual report of the Winnipeg Board of Trade.

The duties and labors of your board commenced last year, when there were evident signs, that the cloud of depression, which had for two years hung over this city and province, was likely soon to clear away, and a period of prosperity be entered upon, and although the work of commercial recovery has had its interruptions, it is pleasing to know it has made considerable progress.

About the first act of the past year was the publication of the board's report for the former year, together with a statistical report of the city's trade affairs for the same year, which was issued in pamphlet form and distributed liberally and widely over this continent and Europe.

Your board deemed it advisable early in the year to co-operate with the boards of Montreal and Toronto, in pressing once more upon the Dominion Government the necessity of the passing of some act which would compel the equal distribution of insolvent estates. With this aim a petition was circulated and signed by the leading business men of this city, and forwarded for presentation, along with similar documents from other boards in Eastern Canada.

Judging that there was little or no hope of securing the passing of such an act during the past session of the Dominion Parliament, your board also petitioned the Manitoba Government in favor of the passing of an act similar to the "Creditors Relief Act" of Ontario, which would in a measure take the place of more comprehensive insolvency legislation, such as would be expected from Ottawa.

As you are all aware, no legislation on insolvency was undertaken last session, and your board's representations to the Local Government, while they elicited liberal promises from Attorney General Hamilton, brought no legislative relief.

Another matter brought prominently before your board and which received attention, was the question of immigration for the province. Your board appointed a committee, who in company with another committee of the City Council pressed the matter upon the Local Government, showing how the immigration to this country from all parts has for years been carried westward into the Territories, to much less desirable homes than could be found within Manitoba. The organization of the Government immigration bureau was undertaken, showing that the Government had at least some desire to accomplish what was pressed upon them by the committee of your board and others.

A piece of very unjust and mischievous legislation enacted during the last session of the Local Legislature, and known as the administration of Justice Act, met with the prompt and determined opposition of your board. Said Act contained exemption provisions, which were of an unwarrantable nature in themselves, and were so arranged as to apply to debts contracted before the passing of the measure, showing evidently that as a whole the

Act was a matter carefully studied in the interests of the dishonest, and for the injury and loss of the industrious, and interfered seriously with the trade arrangements of the Province. Your board at considerable expense and much trouble opposed the measure, and forwarded to the Minister of Justice at Ottawa a petition calling for its disallowance, signed by three thousand three hundred and forty (3,340) citizens of the Province, which was presented by your president, accompanied by one of the most influential deputations that could wait upon the honorable gentlemen. Your board regret to state however, that while the honorable minister and the right honorable the premier of the Dominion admitted the injustice of and condemned the act complained of, no disallowance of the measure could be secured at Ottawa.

Your board are pleased to state that the long-delayed appointment of Capt. Clark as grain inspector for this province was made in time for the opening of the present grain season, and that a system of grain inspection here has already done much to bring that trade into thorough organization.

In connection with this same matter your board of grain examiners, through your secretary, have been in frequent communication with the department of Inland Revenue, regarding the amendments to the Inspection Act passed at the last session of the Dominion Parliament, and in no small measure are we indebted to its efforts for an amended inspection act, which while it may have some defects, is framed so as to guard well the interests of both grain dealers and growers in the Northwest.

At the request of the leading hide dealers and butchers of the city your board took steps for the appointment of a hide and leather inspector for this city. A board of examiners was appointed, and candidates for the position examined, resulting in the unanimous selection of Mr. W. J. Bird, a selection which your board ratified, and which your secretary has placed before the Department of Inland Revenue at Ottawa in regular form. As yet Mr. Bird's appointment has not taken place, but the delay has not yet been greater than is generally experienced in connection with such appointments.

During the past summer and fall several prominent individuals

from Ottawa have visited this city, and your board have not been slow to impress matters in the interests of Manitoba trade upon such. A petition asking for the discontinuance of the railway disallowance policy of the Dominion Government, which has been such a burden on the trade of the province, was presented with the signatures of the best men of this city attached, to the Honorable the Minister of the Interior during his late visit, and elicited from him an expression of the hope and belief that the policy of the Government would soon cease to call for the maintenance of this railway restriction.

A deputation from your board also waited upon the same gentleman and the Honorable the Minister of Militia, to press upon both the necessity of the early settlement of claims for losses sustained by men in trade during the late rebellion, and for goods supplied and services rendered by the same class during its suppression. Both gentlemen promised that no unnecessary delay in such settlements should occur.

Your board have heard from time to time the complaints of the business men of this city regarding unnecessarily high rates of insurance, and have had a committee at work in conjunction with the city council to secure a reduction of those rates from the companies doing business here. Their efforts have in some measure been seconded by the local Board of Underwriters, and there is a probability that more or less of a reduction will soon be made. Your committee, however, deem it wise that this matter should be persistently pressed.

Complaints from the importers of this city against the uncivil and arbitrary conduct of the heads of the Customs Department here had become so numerous that a short time ago your board were compelled to memorialize the Hon. the Minister of Customs for the removal of the collector and surveyor at this port. A committee appointed to look into this matter reported most unfavorably with regard to both of these officers, and furnished voluminous correspondence of the most convincing character in support of their report. Your board, therefore, reluctantly forwarded the same, with a request for the removal of these officers, to the Minister of the Department.

By the terms of a recent order of the Governor General-in-Council, the inspection and other arrangements connected with the grain handling in Manitoba are practically entrusted to the care of this board, and through the medium of your board of examiners these have been carefully looked after. Two of their number were sent to Toronto, in October last, to look after Manitoba interests in the fixing of grain standards for the present season. They have also examined and recommended a candidate for deputy inspector at this city, the ratification of which will be asked from this board. Applications for similar officers at other points have been made, and the work of examining and recommending such will have to be attended to and the results brought before you for ratification.

Numerous other matters have received the attention of your board and council during the past year, among which may be mentioned the efforts put forth for securing reduced freights on grain on the Canadian Pacific Railway by all rail to the east; the efforts late in the season for the organization of an elevator company, and construction of a storage elevator, which, while unsuccessful for the time, had the effect of causing the work to be taken by another party, a member of your board, to whom is due the credit of supplying the first storage elevator for Winnipeg; also the efforts for the establishment of a system of daily trading meetings of the board, which, if not yet reached, promises to be in the very near future.

These and other efforts have contributed to make a year of activity for your board, and a year in which the good work of organization has made great progress; so that in entering upon 1886 with the prospect of the commencement of construction of the Hudson's Bay Railway and other great public works, and the certainty of open railway communication to the Pacific as well as the Atlantic, the machinery of your board stands in order to enable you to grapple with questions affecting the city's trade interests in connection with these great undertakings.

In looking back over the events of the year, your board will find much cause for congratulation, but also some cause for regret,

and among the latter the most powerful is the fact that 1885 supplies this board with a death roll.

Early in the year Mr. James Sutherland, of Sutherland & Campbell, wholesale grocers, passed from among us after a severe and lingering illness. Near the close Mr. Wm. Higgins, wholesale boot and shoe dealer, was numbered among the unfortunate victims in the wreck of the steamship "Algona." Both were active members of this board and enterprising business men, who had made their way forward to a front place in Winnipeg's mercantile ranks. Their loss is much felt in a growing city like our own, and all the more so when we consider that neither were taken from the number of our own aged veterans, but were both among our young, energetic and ambitious business men. Let us hope that at the close of 1886 we shall have no such record to look back over.

Your council and officers desire to express their gratitude for the implicit confidence reposed in them while acting for the board during the past year, and have pleasure in submitting this report for your approval.

JAMES E. STEEN,

*Treasurer.*



## TREASURER'S REPORT.

-1885.-

By balance on hand from 1884 .....	\$ 23.77
Fees from 116 members at \$10 .....	1,160.00
	<hr/>
	\$1,183.77

To rent of board rooms .....	175.00
Printing and postal cards, including annual report .....	254.00
Advertising .....	40.25
Extra services employed .....	36.50
Legal services .....	50.00
Postage and miscellaneous .....	30.25
Secretary's salary balance from 1884 .....	30.00
Secretary's salary in full, 1885 .....	500.00
Balance on hand January 26th, 1886 .....	67.77
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	\$1,183.77

E. T. SMART, }  
 J. J. KILGOUB, } *Auditors.*

JAMES. E. STEEN,  
*Secretary.*



STATISTICAL REPORT

—OF—

❖ WINNIPEG'S TRADE ❖



FOR 1885.

In entering upon statistics of the trade of Winnipeg for 1885, the further enquiry is prosecuted the more contradictory are the facts to those in former years. The year has been a peculiar one in many senses, and its effects upon trade have been in keeping with other spheres.

On the surface of affairs there seems but little change in trade matters since the last report was presented to this board. The number of trading institutions in the city has changed very little, there being at the close of 1885 some 898, or fourteen less than at the close of 1884. One or two institutions of moderate importance have disappeared, and others have taken their place, while the bulk of those which have fallen out have been very small concerns of no trade consequence.

Nor does the change in the figures of the aggregate business of the city give any cause for wonder, although there has been considerable changing of places as to the importance of several branches. This is clearly discernible in the figures of some of the leading branches of wholesale trade, where reliable statistics can be obtained, and is shadowed if not made plain in retail lines.

The past year closed with 87 houses in Winnipeg which do more or less of a wholesale or jobbing business, which shows an increase of twelve over the figures of 1884. There have been no new concerns during the year, but fourteen have added jobbing to their retail trade, while two wholesale concerns have gone out of business.





The 87 are divided as follows: In grain, grain products and milling, nine; in groceries and provisions, sixteen; in dry goods and clothing, eight; in lumber and lumber manufactures, including furniture, twelve; in hardware, metals and stoves, ten; in farm machinery, seven; in boots and shoes, harness and leather goods, four; and miscellaneous, nineteen.

In 1884 the grocery and provision trade showed the largest aggregate of business, but this year it has to give place to grain, grain products and milling, which comes to the front with an aggregate business of \$3,518,452, divided as follows: Wheat, 3,455,400 bushels, at a cost of \$2,033,600; oats, 599,450 bushels at a cost of \$259,860; barley, flax and other grains and seeds to a value of \$141,100; flour, 474,160 bags at a value of \$923,892; oatmeal, bran, shorts, chopped grain and other grain products of a value of \$160,000.

Groceries and provisions although taking a second place during 1885, show an increase in aggregate over 1884, and figure up to \$3,397,846.

The third in the list in 1884 was the lumber trade, but in 1885 that place is taken by dry goods and clothing, with an aggregate business of \$1,594,450.

Lumber and lumber manufactures take the fourth place with an aggregate of \$1,257,000, and are very closely followed by hardware, metals and stoves with a total of \$1,226,000.

Farm machinery takes the sixth place with a total of \$1,064,327, while there is quite a wide gap between that and the next on the list, namely, boots and shoes, harness and leather goods which foot up to \$517,000.

The remaining nineteen houses are spread over a number of branches, including paints and oils, stationery, crockery and glassware, wines and liquors, fruits, etc., and they show an aggregate business for the year of \$1,263,000.

Thus the aggregate wholesale trade of the past year foots up to \$13,848,075 or \$372,023 short of that of 1884, which reached \$14,220,098.

This deficiency is made up as follows: Lumber shows a decrease of \$1,302,300; hardware of \$277,273; farm machinery

of \$39,200, and boots and shoes, harness and leather goods of \$33,500; making a total of \$1,652,323 in these four branches.

On the other hand the grain and milling business shows an increase of \$562,932; groceries and provisions of \$243,500; dry goods of \$5,450, and miscellaneous lines of \$458,400, giving a total increase of all lines of \$1,280,282.

A very slight study of the events of the past year will furnish somewhat of a key to the above figures. The outbreak of rebellion in March last had a staggering effect upon trade of every kind in this city, and although some of the branches quickly recovered, those connected with building operations suffered severely for a long time, and it was only with the return of our victorious volunteers, when midsummer had passed, that attempts were made to carry out a few of the building contracts, which, early in the year, it was the intention to have entered upon. It is not to be wondered at, therefore, that there has been such a marked decrease in the lumber and hardware branches. The whole building operations carried on in the city during the past year had a value of not more than \$190,000, and if we add the full contract price of the new post office, somewhere about \$125,000, we have an aggregate of only \$215,000, the smallest for the city since 1880.

The decrease in farm machinery, and the improved state financially of our farmers, compared with a year ago, can only be reconciled by a reference to that legislative monstrosity, the new exemption law, which has curtailed the farmer's credit, and benefited only the dishonest in the Province.

Before entering upon the retail or manufacturing interests, we shall refer to the export trade of the city, which has received special attention in the compiling of this report, and has been as closely sifted as the opportunity for securing facts and figures would allow.

As a matter of course wheat is our leading article of export, and during the year houses in this city sent out 2,220,600 bushels at a value of \$1,422,690. The export of oats reached 110,500 bushels at a value of \$42,330. The exports of barley, flax and other grains and seeds reach an aggregate value of \$49,200. The year's exports of flour reached 210,765 bags at a value of \$416,600,

while in oatmeal, bran, shorts, chopped feed and other grain products they reached \$85,000. The other exports from the city consist of linseed oil and oil cake, potatoes, butter, hides, furs, and fresh fish of which last named alone, nearly 1,500,000 pounds went out during the year. Exact figures as to those miscellaneous exports cannot be reached, but a careful approximation places them in the neighborhood of \$165,000. Thus the aggregate value of exports in 1885, so far as could be discovered, reached \$2,180,820, and in saying exports, only what was forwarded to the Eastern Provinces, the United States, or the Old World is included, and the shipments to the territories to the west and northwest of Manitoba are not taken into account.

It must be acknowledged that the results of the whole year's retail trade are rather disappointing, if we start with the impression given by the general activity during the closing months of the year. It must be remembered that during the first half of 1885, when some 2,000 men from this city, as soldiers, teamsters and others were at the front, retail business generally was in a very depressed state, and although during fall and winter a very rapid recovery set in, the aggregate trade of the year furnishes no figures over which to be enthusiastic.

As was done a year ago, we received figures from a fair representation of the leading branches, and have made a careful approximation of the business done by the balance, the only course by which the aggregate of business done can be reached in retail lines. The number of institutions has decreased some 20, the figures of 1884 and 1885 being respectively 408 and 388 concerns. The results of figures secured and general inquiries made show that over thirty per cent. of these show an increase of sales, a little more than thirty per cent. have fully held their own, while over thirty-five per cent. show a decrease, although in no instance have we found the latter very marked. Taking the last year's figures as a guide, namely \$5,809,600, it would be about fair to place the aggregate for 1885 at \$5,500,000.

In entering upon the manufacturing interests of the city, the same course of approximating has to be followed, although in quite a few branches reliable figures can be secured.

The lumber firms of the city employed during the year about 200 hands, or some 80 less than in 1884. The total cut is included in the wholesale figures of the trade.

In the milling business there has been an increase in the number of hands employed, the number in 1885 being about 120, while improvements have been made on some mills, which have raised the gross capacity of flour production to nearly 1,250 barrels a day. The value of manufactures in this branch is also included in the wholesale review.

In iron and metallic manufactures generally, there has been a very pleasing change for the better since the beginning of 1885. The value of manufactures has increased at least 35 per cent., and the number of hands employed have increased in proportion, and now number about 500, while the value of output is in the neighborhood of \$675,000.

Among other branches we have the printing press and its associates, which employ over 100 hands, and earned very close upon \$250,000.

Brewing and the manufacture of aerated waters, cordials and so forth, employed nearly 100 hands, and show an aggregate business of about \$194,000.

The other branches go to make up a total of manufactures outside of what is included in the mercantile figures of about \$2,200,000.

The value of city trade for 1885 may be summed up in the following concise table :

Wholesale mercantile .....	\$13,848,075
Retail mercantile .....	5,500,000
Mixed mercantile .....	850,000
Manufacturers .....	2,200,000
Building, contracting, etc .....	325,000
Miscellaneous institutions difficult to classify ..	600,000
	<hr/>
	\$23,533,075

From the facts and figures placed before you now there are points to be drawn which it would be well to study. The most prominent one is that the work of exporting our products has progressed fairly well, and that of paying off the balance against the country

has fairly commenced. Another pleasing feature is, that while in other affairs the city's trade shows a falling off from the previous year, in manufactures there has been an increase in value of the aggregate in most branches. We are more in want of manufacturing institutions than any other class, and while we may feel satisfied with what has been done by those in existence during the past year, we must bear in mind that outside of a second pork packing house and a small factory for making stovepipe elbows no manufacturing institutions worthy of notice were added during 1885.

Another point is strongly defined in the fact, that our grain business has already shot ahead of all other branches in importance, and which is, that our greatest hope for future prosperity depends upon our making the city a grain centre.

But these facts and figures also sound their note of warning. They show that we have reached safety, but by no means the rushing state of business some sanguine people among us are ready to believe, and reports of which are by far too freely circulated at present.

Our efforts ought to be made for the securing of industrial institutions in our midst, and extending our grain handling facilities, for there we have a field open for both enterprise and capital. But it is only just to ourselves as well as others to state, as the foregoing facts clearly prove, that in mercantile life the field here is filled at present.

We have reached trade safety, but we must now beware and not open the gate to trade recklessness. All trade openings in this city are by no means closed, but the selection still open is undoubtedly outside of the purely mercantile field.

JAMES E. STEEN,

*Secretary.*





## OPENINGS IN WINNIPEG.

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When we assert that the mercantile field is filled at present in Winnipeg, and state that there are still many promising business openings in the city, we feel bound to mention some of the openings most inviting to intending investors. This we propose to do, and in so doing we have no intention of picturing the city as a place where any class of manufacturing concerns would prove lucrative. On the contrary it is the desire of the members of the Winnipeg Board of Trade that no hot-house plant of an industry should be established here. There is no necessity in this city for anyone to start into a branch of general manufactures, and expect without some special advantages to compete with the low-priced labor centres of the east. There are numerous branches in which advantages in raw material and otherwise are so much in favor of local manufactures that competition from outside could be met with ease, and thoroughly checked if necessary. A few of the lines in which such advantages exist we shall now quote.

### *A STARCH FACTORY*

could scarcely fail to be a profitable undertaking in Winnipeg. Year after year hundreds if not thousands of bushels of potatoes are allowed to freeze and rot on account of the expense of providing frost proof storage for them. The fabulous crops, which can be raised of this root around the city make it a simple matter for them to be supplied at very low prices and still be a profitable crop. The benefit of an ever-ready market is all that is necessary to stimulate potato growing to an extent that would supply unlimited raw material for such factories, and at figures such as would make the industry profitable. If the manufacture of potato starch can be made profitable in any country it surely should in one where nearly eight hundred bushels of potatoes have been



raised on one acre in one year, and four hundred and fifty bushels are only a good ordinary crop. Winnipeg lies in the very heart of such a country

Another branch of industry which could not fail to pay under proper management is

#### *PAPER MANUFACTURE.*

Close beside the city thousands of tons of straw are annually burned, which could be used in the manufacture of wrapping paper, while the kind of timber necessary for the manufacture of pulp papers grows in abundance on the banks of the Red and Assiniboine rivers which form a junction in the city. The market for print papers in the Northwest now calls for over six tons daily, and for wrapping and other cheap lines it is practically unlimited. The questions of raw material and a market for sales are therefore settled so far as this industry is concerned

#### *A DISTILLERY*

is an institution which could be made very profitable in this city. The manufacture of spirits from wheat, which has been so successfully carried on in Ontario would start here with double advantages in the matter of a supply of raw material, while other grains used in distilling are equally cheap and plentiful.

#### *PORK PACKING*

is already going on in this city, and at the rate at which beef and pork production is going on in the surrounding country, there must soon be an effort made for the curing and canning of beef, while pork packing should extend into a prominent industry.

The foregoing are all industries which might be floated with comparatively small capital, and increased as necessity demanded. There is one great industry, however, which should attract men of liberal means, namely: iron smelting and manufacture. On the shores of Lake Winnipeg, which is only thirty miles from the city, lie unlimited deposits of the richest iron ore on this continent, all of which are of easy access. That the manufacture of iron from this ore would be profitable, may be judged from the fact that a company are now about to erect works at

Fargo of this class, and the ore to be smelted there will be brought from Lake Winnipeg. If smelting works will pay 250 miles from ore deposits, Winnipeg works should surely pay 200 miles nearer the source of ore supply. This is a matter worthy of the consideration of men of capital looking for profitable investment.

Perhaps the best opening in this city for investment is in the supplying of storage elevators. The grain exports of Manitoba have risen from nothing to over 5,000,000 bushels; the necessity for such institutions must soon be very pressing. That Winnipeg is the point for their location may be assumed from the fact, that every bushel of grain exports from the country west, passes through the city.

We might mention numerous other industries, which would be profitable, but the foregoing are sufficient to show that in Winnipeg outside of the purely mercantile line, openings for business undertakings are numerous and promising.

There are some points now settled which are specially favorable to the location of manufactures in Winnipeg. A great one is that of an abundant and cheap supply of fuel. Besides having wood at from \$2.50 a cord upward in unlimited quantities, a first-class coal is now offered in the city at \$6.50 per ton, and inferior qualities at a smaller figure, and there is every reason to hope that before the close of 1886 lower prices than these will be reached.

Another point is the question of a supply of labor at hand. The city has now over 25,000 of a population, and has quite a large laboring class located in it. There are branches of skilled labor which it might be necessary to import, but for the regular unskilled labor, the supply is now sufficient to do away with all inconvenience on that head.

Looking at matter from an unbiassed point of view, the prospect is not one to invite investment in general manufactures where keen competition in prices exists. But in Winnipeg there are many industrial openings with advantages at hand, in which men of moderate capital might engage with profit, and in which small beginnings are almost certain to reach great results.