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FINANCE AND INSURANCE REPORT

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WINNIPEG, CANADA, SEPTEMBER 12, 1903

No. 53

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ALWAYS AT THE TOP

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**SHIRTS
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CUFFS

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VANCOUVER.**

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and progress in Western Canada, including that part of Ontario, west as far as the Province of Manitoba and British Columbia, and the Territories.

Twenty-First Year of Publication.

ISSUED EVERY SATURDAY.

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Changes for advertisements, or rates, should be sent later than the previous week.

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

The Commercial ceases to carry a very much larger circulation among the business community of the vast region lying between Lake Superior and the Pacific coast than any other paper in Canada, daily or weekly. The Commercial also reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

Office, 38 and 37 Merchants Bank Building, Telephone 224.

D. W. BUCHANAN,
Publisher.

WINNIPEG, SEPTEMBER 12, 1903.

TERRITORIAL WOOL CLIP.

The wool clip of the ranching sections of the Northwest Territories is always a subject of interest to the commercial community, and it has been the practice of The Commercial to report each year from those who handle the wool an estimate of the total quantity. There has been at times a good deal of misrepresentation as to the amount of wool produced in the Territories, and some extravagant estimates have been made as to the totals. This year we have seen figures given for individual districts which were very wide of the mark and which, if they should find any credence in market circles, would have a depressing effect upon the price. Fortunately, this has not happened, as buyers were very closely informed before they bought much wool as to just what quantity there would be in each section.

A careful estimate of the wool clip this year in the different ranching sections places the quantities as follows:

	Pounds.
Swift Current, Assn.	40,000
Winnipeg, Assn.	90,000
Wahs, Assn.	125,000
Edifice Hat, Assn.	150,000
Lethbridge, Alberta.	42,000
Stirling, Alberta.	42,000
Miscellaneous	16,000

Total

Total	900,000
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Of course it will be understood that these divisions are rough ones, and have been made to cover in some cases large stretches of territory and perhaps several shipping stations. For instance the figure given opposite Stirling covers practically all of the Mormon colonies, although some of the wool would be shipped from other stations. We believe that the total given is very close to the mark, and may be taken as accurately representing the 1903 production of ranch wool.

We have no doubt, but that the friends of this industry will be disappointed at this showing. It would have been better had there not been a spring loss of sheep in the spring storms. Large numbers of full-crown sheep were lost in these, besides an exceptionally heavy percentage of lambs. It is said that these losses and the general opinion of the sheep-raising industry have discouraged the ranchers, and that a number of them are selling their flocks and going out of the business. It is to be hoped that this statement will bear modification. Certainly the industry has not been so prostrated as in some cases seem to imagine.

The average weight per fleece of this territorial wool has been found to be from 4½ to 6 pounds, and not very

many lots would reach this latter figure. One fine lot was found to weigh out 5½ pounds per fleece. These figures are below the current estimate, but they are based on the actual shipping returns, and are correct.

The average price of wool is about 2c per pound above that of last year. This must have been a satisfactory increase to the ranchers, as it would help to recoup them for the loss of so many sheep in the spring. The price was a direct result of the improvement in the demand for woolen goods and especially of Canadian wools.

THE COTTON GOODS OUTLOOK.

The Canadian cotton mills make a good argument in defence of their recent action in advancing the price of cotton goods. In fact, their argument not only justifies the advance already in effect, but would give warrant for still further advances if they should decide to make any. It is shown that present prices for direct delivery cotton goods in Canada represent 6c per pound for the raw material, whereas the actual price of raw cotton to-day, laid down in Canada, is 13c per pound. The lowest price at which it can be bought for foreign delivery is equivalent to 11c delivered. Manufacturers say that at present prices, the consumer is getting the cotton goods at 4c per pound less than they should be sold for.

Mills have not very much raw cotton on hand, and the new crop is far from being in a safe condition yet, so that there is plenty of chance for further advances in the raw material. At present the American crop prospect is uncertain, but the yield will not be above the average, and an average crop will not be any more than sufficient to supply the current demand, in view of the increased consumption incidental to good times. This means that present prices for raw cotton may continue indefinitely, and in this belief many mills are reducing their output in order to husband the supply of raw stock now on hand. A number of mills have closed down entirely for this reason. These will not come into the market again until prices suit them.

These facts may help western traders to understand a situation which has been the subject of much misrepresentation. Those who are in the position of having to buy cotton goods should watch the market closely. The crop situation will bear special scrutiny, as upon the events of the next three or four weeks will depend very much the course of the market for another year.

A GOOD AD.

It was a happy thought which prompted Mr. Bell to make the comparison of Winnipeg's wheat shipments with those of Chicago and Duluth, which we give on another page. The comparison is a striking one, and shows most convincingly how rapid the advance has been in the production of this continent to more northerly latitudes. Chicago is no longer the leading city of this continent in respect to wheat trade, and not even Duluth is now superior to Winnipeg. The fact that this city has obtained what is tremendously increased again this year, and in a few years all United States lake ports combined will not be receiving so much wheat as the city of Winnipeg. The advantage is perhaps not so important as one as it appears, but it is suggestive nevertheless, and the advertisement which Mr. Bell's comparison gives is the best this city has ever had.

CROP REPORTS.

Edmonton—Advices from all parts of the district indicate that probably 25 per cent of the grain is now cut. Barley is being cut at a considerable percentage of the wheat; but few fields of oats are cut yet. It does not appear that the unfavorable weather of the past few days has as yet had any serious results in preventing the maturing of grain. Should the district be favored with the usual September weather for a few weeks, the gross harvest of the grain will be at least reach the average.

Sidney—The fine weather last week enabled the farmers to make good progress. All the cutting is done and nearly all are busy stacking. Three threshing machines are at work. Wheat is turning out about 20 bushels per acre, and some has been delivered to the elevators. What is coming in is loaded direct on cars.

Sintaluta.—Many farmers finished cutting last week. By the end of this week but little, if any, will be standing. On Thursday and Friday nights of last week there were light frosts, but it is not so serious as to be of any value, whether or not any damage was done.

Broodview—Unfavorable weather causes harvesting to proceed slowly. The earriest of the grain in this district have practically finished wheat cutting and stacking, but some are in. In Landsdowne, to the south, our heaviest wheat growing section, wheat cutting is nearly begun, and many fields are still green.

MacGregor.—The first wheat of the season was harvested on Saturday. It graded No. 1 hard. Threshing would have been in full swing but for the heavy rains of the night and Monday morning. Many of the farmers are fully half done stacking, others might have been far advanced, but are waiting for stook threshing. There has not been enough threshed out yet to form an idea of the yield, but it will be. All grain is cut and in good order.

Little.—The crops, despite the changeable weather, have been pretty well cut close to town, and on the plains the crops are practically all cut, but in some quarters there is considerable still standing. Taking the district as a whole a little more than half of the grain has been cut, and the rest would have been if the weather had permitted. A frost occurred on Saturday morning of a few degrees, which played havoc with garden stuff, but, fortunately, not doing much damage to the grain remaining on the ground. It was severe enough and the grain being in an advanced condition. The elevators are being put in shape and are ready for the season's crop. There are three elevators at the railway track and the mill, which has a storage capacity of about 120,000 bushels.

Alvander.—Wheat cutting is finished and nearly all the rough grains are cut. Wheat was getting in good shape for threshing on Saturday evening, but Sunday morning a heavy rain occurred, which lasted for about ten hours, and will again delay threshing days or a week. The rains are giving up hopes of getting any one hard this season.

Emerson.—The average yield of wheat in this district is estimated to be most sanguine expectations and is now placed at 26 bushels per acre. Numbers of farmers report yields as high as 32 and 34 bushels of wheat per acre of summer fallow, and 30 bushels is quite common. The good prices for cereals this year has caused general satisfaction, and numbers of farmers are being induced to open their bank accounts to a considerable extent as a result.

Strathcona, J. W. T., Sept. 7.—Report shows that the rain Sunday evening last, and did some damage, but it was not excessive. A report of slight frost from the farm at Stoney Plain, Rabbit Hill and Sandy Lake sections of this district was experienced here Wednesday night but not sufficient to injure the crops and the garden stuff is mostly too advanced to be injured.

Wolesey, Sept. 7.—Carter Thompson, of Ellsboro, began threshing to-day. The average yield about the middle of the week. About seventy-five per cent of the grain is cut. There was a slight frost Friday night, but it did not do damage as far as known at present.

Marlopolis.—The late rains are retarding both stacking and threshing operations. Those intending to thresh out of the district are completely idle, they having no ground to cut meanwhile. With a fair wind it is expected that stacking will commence at once. Rain is to be apprehended greatly as very little more would cause the wheat to grow in stocks.

Dominion City.—During the past week the rain has been coming on extensively throughout the district with another good week of fine weather in prospect. The wheat in the fields. The grain is turning out a good average and the quality is high. On Tuesday last H. Carson's outfit threshed 2,460 bushels in 9 hours 45 minutes, including two stops. There is still a quantity of barley and flax still to cut, but some of it has been slightly touched by the frost the past few nights. The heavy downpour of rain has for the present put a stop to all work. The Haderichs society have purchased a J. I. Case outfit, driven by a gasoline engine, which is the first of the kind in the district. A quantity of grain which will be drawn to this point will be considerably less than that of last year. The elevators at Ridgeville and the higher price paid there. A number of the farmers are well on with their fall plowing.

St. Andrews, Sept. 7.—Harvesting is progressing rapidly. Cutting is nearly all done, excepting a few farms. Stacking is now the order of the day. Threshing will start the end of the week.

Cypress River.—All the grain in this district has been threshed and stacking is the order of the day. The grain is turning out better than farmers expected, but is mostly grading 1c in the north. Wheat is mostly graded 18 to 20 bushels per acre. Oats 35 to 40 bushels per acre. All the machines were running on Friday and Saturday night, the heavy rain of Sunday night will stop operations for a few days. An ideal drying weather they will not start before Friday.

Saskatoon. The slightest rain does damage from frost as yet, but to tender garden stuff. Wheat is probably in the best of condition. It will be a fine sample though much is cut rather green. Continual rains have retarded ripening and many fields of oats are still quite green. Some warm weather is now wanted to complete ripening.

MILLINERY OPENING.

The annual fall millinery opening of The D. McCall Co.'s Winnipeg branch was held on Saturday evening, Thursday. The attendance was larger than ever, and the opening a most satisfactory one. The display of hats was complete, embracing everything suitable for western trade. The prevailing styles were fully described in last week's issue of The Commercial. The hats are large, and the collection feature is the flaring front, which is being worn in preference to the bucket-brims. Black is the prevailing style still, with black and white, and white and gray are given small way. Other colors are shown, but are not prominent. The trimming is very conservative, and is almost everything known to the milliner's art. Birds are again becoming very common, and are not a pleasing feature. Feathers are also shown quite largely.

There is a very large and very popular, and this season they are nearly all stiffened to shape rather than being left in the soft, floppy style of last winter. The trimming of all the hats is massive. The real to-wear and outing hats are nearly all of camel-hair felt, either shaped into the actual hat or into a shape which is put on over a buckram shape. The large, low, bell-shaped crown is being worn in the hats. White, brown and gray are the popular colors. The decorative are cord, quills or very small birds.

The shipment of cattle from Boston to the west is being increased to 400 head and the ocean freight on the same was 40c per head. There has been a large quantity of cattle shipped to the above port this season from American ports, owing to the scarcity of stock in the middle of the season, so no duty on foreign cattle entering Antwerp now those who have been from the west did not do so, as prices have ruled high.

C. P. R. REFUND STOCK.

Montreal, Sept. 7.—The 22nd annual report of the Canadian Pacific Railway company for the year ending June 30, 1902, was issued to the shareholders to-day. The financial statement shows a net earnings for the year of \$15,836,845, and surplus for the year, after the payment of all fixed charges and dividends, of \$3,975,760, has already been published in detail. The working expenses for the year amount to \$1,547 per cent. of the gross earnings and the net earnings to 36.63 per cent.; as compared with 62.44 and 37.56 per cent. respectively in 1901.

Year's Expenditures.

After referring to the acquisition of several branch lines the report says: "The residue of the issue of preference stock previously authorized by you for the purpose of the company amounting to \$73,082,000, was created and sold during the year. Four per cent. consolidated refund stock to the amount of \$764,350, was also created and sold and the proceeds were used to cover the cost of the bonds of the steamships and for the acquisition of the bonds of other companies whose lines are operated in connection with the interest on which had, with your authority been guaranteed by the company. The amount of the year amounted to 2,630,617 acres for the price of \$3,066,673, being an average of 557 acres per acre."

During the year the guarantee of your company as to interest was entered into by the bonds of the Minneapolis, St. Paul and Sault Ste. Marie Railway company to the amount of \$1,000,000, and the cost of the 122 7/10 miles of additional railway constructed by that company.

To meet the present requirements of settlers, many of whom came to the country during the past two years, your directors authorized the construction of a railway between Regina on the main line and Arcola, the proposed terminus of the branch, a distance of about 113 miles, and an arrangement has been made whereby the railway will be extended an additional distance of 33 miles. The construction of these lines and to authorize the creation and support of sufficient bonds for the purpose. The original \$25,000,000 of 5 per cent. land grant bonds has been authorized. For company securing them has been cancelled. There remain outstanding \$15,000,000 land bonds, bearing interest at the rate of 3 1/2 per cent. per annum as guaranteed by the Dominion government. The proceeds of the sales of these bonds will be deposited with the Dominion government for the purchase of the terms of the statute Five hundred thousand dollars have thus been deposited during the past year, and the amount due on deferred payments will go far toward liquidating the whole amount in the next few years, when the residue of your lands will be relieved of the mortgage and the bonds will become a simple obligation to pay. In the meantime the government pays interest on the deposits at the rate of 3 1/2 per cent.

Steamship Line Bought.

Under the authority of the resolution passed at the last annual meeting, your directors purchased fifteen steamships, constituting that company's Canadian-Atlantic line, and the purchase of the vessels and the good will of the sellers being \$1,417,500 sterling. The amount hereinafter advanced and advanced from your surplus earnings pending the issue and sale of 4 per cent. consolidated refund stock, in the like amount, which you will be asked to authorize at this meeting. An understanding has been reached in the loss of one of the freight steamers. The amount required in excess of the refund stock to replace the vessel, will, of course, be charged against the revenue.

Of the proceeds of the sale of the refund stock, there had been expended to the end of the fiscal year \$17,228,963, and the amount of the refunding of the cars and locomotives undivided amounted to \$4,221,805. Since then additional advances have been placed to the amount of \$1,351,000, and it is proposed to continue the policy of refunding the cost of the stock equipment as rapidly as circumstances will permit, until the company is well ahead of the commitments it has assumed. These contracts have been filled, the proceeds of the issue of common shares

as well as the amount of \$3,000,000 appropriated from surplus earnings, will have been expended.

Work For New Ships.

The cost of cars and locomotives purchased during the last couple of years has been substantially increased. The cost of the cars and locomotives of many of them outside of Canada and paying the Canadian duty on their importation. In the near future, when your own shops have been completed, and when you will be able to build yourselves more of the cars and locomotives required, thus saving the expense of importation, you will be in a position to add to all orders which have been placed up to this time. Many of the new cars, on which actual capital has been expended, are being carried out on a more comprehensive scale than was originally contemplated, and the increase of nearly 50 per cent. within three years of the original cost would annually have made it imperative that you should for the convenience of the public and your own interest, and to the benefit of the country, should provide for the most forthwith many additional facilities, calculated to assist in promoting the traffic, and to the benefit of the handling of your traffic, that under ordinary conditions might have been spread over a longer period.

Expenditure at Terminals.

Notwithstanding your large outlay in the past for tracks, buildings, and other improvements at the important terminals like St. John, Montreal, Toronto, Ottawa, and Winnipeg, the facilities at many of these points are quite inadequate for increased demands, and as a result there is frequent congestion, resulting in inconvenience and expense to everybody concerned. With a view to remedying the conditions, and in order that the service to the public should be of the highest standard of efficiency may be continued without cessation, you will be asked to authorize the expenditure of an amount not exceeding \$4,500,000.

CONSOLIDATED LAKE SUPERIOR COMPANY.

Sault Ste. Marie, Ont., Sept. 8.—An account has been received from the Consolidated Lake Superior Company to the iron and steel trade in general and to the province in particular has been received from the Consolidated Lake Superior Company's mines, 21 miles from the Sault, on the Algoma Central railway, a present contract with the Consolidated Lake Superior company to sell the entire output. This bargain for the result of the purchase of the company proving by an expenditure of \$70,000 that there is a high grade Bessemer quality iron ore in Lake Superior.

Mr. E. A. Sjöstedt, chief metallurgist of the Consolidated Lake Superior Company, and Mr. F. E. Lewis, steel plant superintendent, visited Looon Lake this week for the purpose of investigating the facilities of the company for mining and shipping. As quickly as possible the officials wish to get 1,500 tons sent to the steel furnaces at the Sault.

Not many people realize what the iron ore resources of the Consolidated Lake Superior company have arisen from the fact that the company has ore of its own. The famous Helen mine, valuable as it is, is too high in phosphorus for the steel trade. The company has been able to send out rails that were not so good as those that were not so good as those that were never have been necessary. The final and full reorganization scheme would be the Canadian Sault rested on the discovery of a Bessemer mine in Canada. The company has sent out a dozen exploring parties for a couple of years, failed to find what they wanted. The company has been content to quietly about its business, and months of unremitting work has satisfied the steel trade that the company will receive the Looon Lake ore for a great deal less than Mesaba range ore could be had. The fact that the company has saved the situation for the Sault and Ontario.

This mine was located by a Michigan man named George Wagner in 1881, and until a few months ago it was left to the Mesaba range. The way of transporting stuff over the side of mountains between it and the steel mills was the Algoma Central railway was built 200 miles through the wilderness of Algoma to bring Mi-

chipleton ore to the Soo, and the track passed within a mile and a quarter of Looon Lake. The work was begun then, and that it has resulted most satisfactorily may be seen from the fact that the Looon Lake Consolidated has just signed a contract to take all the ore the mine can produce at a steady rate.

When Mr. Wagner ran across the Looon Lake proposition in 1881, he had no money and a half-bred with him. It was towards the end of October when he struck the ore. The formation, a slate, was the same as that of the famous Negaunee. After a few days' exploring he did not wish the men to know any more about the ore. He wanted to find, he set them to work laboriously sinking a lot of holes around on the west side of the mountain.

Then he hit on an iron outcropping as he got to work himself, he spent a night on the work and only left when the approach of December made it imperative. But when he departed, he was positive he had found a great body of high grade Bessemer ore.

Mr. Wagner quickly interested Mr. Brewster, a resident of Marquette, Mich., who was so impressed with his report and the prospect of building a railroad to the mine. Engineers were sent out and the Looon Lake Superior, at Coulis Bay. Their low-grade estimates were \$1,000,000. This settled the whole question. It was too much, so for twenty-one years the mine was deserted. Then the Algoma Central was pushed northward from the Soo by Mr. Clergue and his associates. The Looon Lake Superior Consolidated, and the chance came to open up the mine. A spur from the Algoma Central has been built to Looon Lake.

VALUABLE GOLD FIND.

REVESTEKO, B. C., Sept. 8.—W. H. Pool, of Vancouver, and Young Calgair, arrived here last night from Poplar Creek with specimens of gold ore. The ore has been located on a claim which Pool and Young recently acquired. A further examination of the ore, which was taken out for analysis, was taken out revealed the astonishing fact that the specimen, which was found with coarse vein, was impregnable with coarse vein, some of it standing out like iron ore, could be pried off with a jack knife.

The specimen, along with a dozen others of almost equal richness, were shown the chamber of commerce delegates, whose special train pulled into Revelstoke shortly after Messrs. Pool and Young arrived from the south. The sight of so much gold in its native state aroused great excitement among the Britishers, all of whom were eager for particularly about the wonderful new gold fields and how to reach it. Mr. Pool, who is a miner of twenty-five years' experience, is of the opinion that the rich veins will continue with the depth attained. In support of this he mentions the fact that the vein was in rich at the base as on the summit. The fact that the vein was in rich in over 40 feet, with the same rich quartz throughout its whole length. He says that the ore is not so good as the gold is evenly distributed through the white and brown quartz, and is not found in pockets, but exists throughout the ledge over a distance of a thousand feet. The amount of ore that has been stripped or is exposed. He exhibits essays of galena and telluride ore from the Poplar Creek mine, which runs \$340 to the ton and the latter \$1500. Mining experts, who have seen the ore, estimate the quantity of gold in sight at from \$1,000,000 to \$4,000,000. The exploration has been continued, and will be unabated, every train bringing in from 20 to 50 people. Men with loaded traps are being sent out every night and day to prevent the gold being stolen.

BEANS BACKWARD.

A New York authority says "Michigan is having extremely unfavorable weather for the bean crop. In some of the prominent heavy bean regions rains have added to an already critical condition. Instead of the crop going forward we are having continued

complaints from parties who are in position to know the situation and who are not interested in Wisconsin, New York, Canada, as well as Michigan points, all give us one thing, 'crop going backwards.' There is no doubt in our own minds but what high prices must prevail this coming season, indeed we doubt it. There is no sure in some of the shipping districts. In addition to the eastern situation, we are in California small white districts and it looks as though a little heavy bearing might be affected."

WINNIEP AS A WHEAT CENTRE.

Mr. C. N. Bell, secretary of the Winnipeg Grain and Produce Exchange, has addressed the following interesting letter to the city press, under current date:

"I think that but few of our own people fully realize the volume of grain that is exported from Manitoba and the Northwest Territories. The data relating to the grain inspection in this city during the grain fiscal year ending 30th August, 1902, reveals the fact that Winnipeg receipts of wheat for export to the grain inspectors in this city during the grain fiscal year ending 30th August, 1902, has been compiled that Winnipeg receipts of wheat for export to the grain inspectors in Chicago or of Duluth-Superior. Following are the figures:

	Bushels
Winnipeg, wheat	51,533,000
Duluth-Superior, wheat	42,406,925
Chicago, wheat	41,400,000
Duluth-Superior, wheat	41,400,000
Chicago, wheat	41,400,000
Winnipeg, wheat	51,533,000
Duluth-Superior, wheat	42,406,925
Chicago, wheat	41,400,000
Duluth-Superior, wheat	41,400,000
Chicago, wheat	41,400,000
Winnipeg, wheat	51,533,000
Duluth-Superior, wheat	42,406,925
Chicago, wheat	41,400,000
Duluth-Superior, wheat	41,400,000
Chicago, wheat	41,400,000
Winnipeg, wheat	51,533,000
Duluth-Superior, wheat	42,406,925
Chicago, wheat	41,400,000
Duluth-Superior, wheat	41,400,000
Chicago, wheat	41,400,000

	Carb. Bush.	Per Cent.
One hard	1,337	2,719, 000
Two hard	1,337	2,719, 000
Three hard	1,337	2,719, 000
Four hard	1,337	2,719, 000
Five hard	1,337	2,719, 000
Six hard	1,337	2,719, 000
Seven hard	1,337	2,719, 000
Eight hard	1,337	2,719, 000
Nine hard	1,337	2,719, 000
Ten hard	1,337	2,719, 000
Eleven hard	1,337	2,719, 000
Twelve hard	1,337	2,719, 000
Thirteen hard	1,337	2,719, 000
Fourteen hard	1,337	2,719, 000
Fifteen hard	1,337	2,719, 000
Sixteen hard	1,337	2,719, 000
Seventeen hard	1,337	2,719, 000
Eighteen hard	1,337	2,719, 000
Nineteen hard	1,337	2,719, 000
Twenty hard	1,337	2,719, 000
Twenty one hard	1,337	2,719, 000
Twenty two hard	1,337	2,719, 000
Twenty three hard	1,337	2,719, 000
Twenty four hard	1,337	2,719, 000
Twenty five hard	1,337	2,719, 000
Twenty six hard	1,337	2,719, 000
Twenty seven hard	1,337	2,719, 000
Twenty eight hard	1,337	2,719, 000
Twenty nine hard	1,337	2,719, 000
Thirty hard	1,337	2,719, 000
Thirty one hard	1,337	2,719, 000
Thirty two hard	1,337	2,719, 000
Thirty three hard	1,337	2,719, 000
Thirty four hard	1,337	2,719, 000
Thirty five hard	1,337	2,719, 000
Thirty six hard	1,337	2,719, 000
Thirty seven hard	1,337	2,719, 000
Thirty eight hard	1,337	2,719, 000
Thirty nine hard	1,337	2,719, 000
Forty hard	1,337	2,719, 000
Forty one hard	1,337	2,719, 000
Forty two hard	1,337	2,719, 000
Forty three hard	1,337	2,719, 000
Forty four hard	1,337	2,719, 000
Forty five hard	1,337	2,719, 000
Forty six hard	1,337	2,719, 000
Forty seven hard	1,337	2,719, 000
Forty eight hard	1,337	2,719, 000
Forty nine hard	1,337	2,719, 000
Fifty hard	1,337	2,719, 000
Fifty one hard	1,337	2,719, 000
Fifty two hard	1,337	2,719, 000
Fifty three hard	1,337	2,719, 000
Fifty four hard	1,337	2,719, 000
Fifty five hard	1,337	2,719, 000
Fifty six hard	1,337	2,719, 000
Fifty seven hard	1,337	2,719, 000
Fifty eight hard	1,337	2,719, 000
Fifty nine hard	1,337	2,719, 000
Sixty hard	1,337	2,719, 000
Sixty one hard	1,337	2,719, 000
Sixty two hard	1,337	2,719, 000
Sixty three hard	1,337	2,719, 000
Sixty four hard	1,337	2,719, 000
Sixty five hard	1,337	2,719, 000
Sixty six hard	1,337	2,719, 000
Sixty seven hard	1,337	2,719, 000
Sixty eight hard	1,337	2,719, 000
Sixty nine hard	1,337	2,719, 000
Seventy hard	1,337	2,719, 000
Seventy one hard	1,337	2,719, 000
Seventy two hard	1,337	2,719, 000
Seventy three hard	1,337	2,719, 000
Seventy four hard	1,337	2,719, 000
Seventy five hard	1,337	2,719, 000
Seventy six hard	1,337	2,719, 000
Seventy seven hard	1,337	2,719, 000
Seventy eight hard	1,337	2,719, 000
Seventy nine hard	1,337	2,719, 000
Eighty hard	1,337	2,719, 000
Eighty one hard	1,337	2,719, 000
Eighty two hard	1,337	2,719, 000
Eighty three hard	1,337	2,719, 000
Eighty four hard	1,337	2,719, 000
Eighty five hard	1,337	2,719, 000
Eighty six hard	1,337	2,719, 000
Eighty seven hard	1,337	2,719, 000
Eighty eight hard	1,337	2,719, 000
Eighty nine hard	1,337	2,719, 000
Ninety hard	1,337	2,719, 000
Ninety one hard	1,337	2,719, 000
Ninety two hard	1,337	2,719, 000
Ninety three hard	1,337	2,719, 000
Ninety four hard	1,337	2,719, 000
Ninety five hard	1,337	2,719, 000
Ninety six hard	1,337	2,719, 000
Ninety seven hard	1,337	2,719, 000
Ninety eight hard	1,337	2,719, 000
Ninety nine hard	1,337	2,719, 000
Hundred hard	1,337	2,719, 000

	Carb. Bush.	Per Cent.
Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
Duluth-Superior, wheat	41,400,000	80.34
Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
Duluth-Superior, wheat	41,400,000	80.34
Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
Duluth-Superior, wheat	41,400,000	80.34
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Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
Duluth-Superior, wheat	41,400,000	80.34
Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
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Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
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Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
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Duluth-Superior, wheat	41,400,000	80.34
Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
Duluth-Superior, wheat	41,400,000	80.34
Chicago, wheat	41,400,000	80.34
Winnipeg, wheat	51,533,000	100.00
Duluth-Superior, wheat	42,406,925	82.31
Chicago, wheat	41,400,000	80.34
Duluth-Superior, wheat	41,400,000	80.34

SUITS THAT SUIT



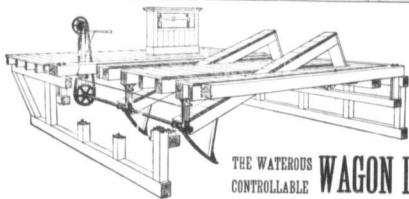
In colors that hold, and qualities that stand hard usage. This also applies to our Pants, etc.

DONALD FRASER & CO.

Manufacturers of Fine Clothing

WHOLESALE

WINNIPEG—126 Princess Street.
MONTREAL—502 St. Paul Street.



THE WATEROUS
CONTROLLABLE **WAGON DUMP**

Perfectly safe—fully controllable—perfect self-locking device.

WATEROUS ENGINE WORKS CO. LTD. WINNIPEG MAN.

GET
THE
BEST

The Stuart Machinery Co. Ltd.

SUCCESSORS TO

The Stuart-Arbutnot Machinery Co., Limited
764-766 MAIN STREET, WINNIPEG

MACHINERY

Flour Mill Machinery Repairs and Supplies.
Elevator Machinery Repairs and Supplies.

HOWE GASOLINE ENGINES

GRAIN CLEANING MACHINERY

RECEIVING SEPARATORS
A LARGE STOCK OF "EUREKA" CLEANERS
Also, ONE No. 7 "MONITOR" CLEANER at a bargain.

The Manitoba Iron Works, Limited

WINNIPEG, MAN.

Office & Works, 901 to 907 Logan Ave. West.

United Fruit & Produce Co. LIMITED.

FANCY ONTARIO
TOMATOES

75 cents per basket on arrival.

FANCY APPLES

\$4.50 per bbl.

WHOLESALE.

245 Main Street. Winnipeg.

PLEASE NOTIFY.

Subscribers to The Commercial are requested to notify the office of any irregularity in the receipt of their paper.

Pearl Necklets

Owing to the increased demand for Pearl Necklets we have bought very largely, and are now showing a very complete line at all prices in strands from one to twelve, and in several qualities.

Prices quoted on application.

D. R. DINGWALL, Ltd.

Wholesale Jewellers.

424 and 584 Main St. Sign Street Clock.



WAREHOUSES:

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LADY VERA 5 Gore Cheviot Skirts

Cut with 10-inch Flare, hem trimmed with 7 rows of stitching, in Oxford Black and Navy. Can be retailed at \$2.00.

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ERNEST S. HARRISON CO. Ltd. Electrical Engineers

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THE Straight B. & C. Front LONG HIP CORSETS

No Brass Eyelets



Just a Loop Lacer

Wholesale Dry Goods Dealers. Can supply you, or write to—

BRUSH & CO., TORONTO

J. J. W. Deuchar, F.F.A., F.I.A., General Manager and Actuary of the Norwich Union Life Assurance Company, speaking of Investments says:—

"It may serve to indicate the great importance of obtaining a good return on the investments. If it is realized that one per cent. of increased interest on the funds of a company will, on the average, have as great an effect as a saving in expenditure equal to 10 per cent. on the premium income, while, if an office could count on realizing 5 per cent. interest in place of 3, it might reduce its premiums some 30 per cent., or double its bonuses."

Mr. Deuchar does not name The Great-West Life; but the above statement exactly describes the happy position of its policy-holders.

Dry Goods Trade Notes.

Hall weevil is doing considerable damage to the cotton crop in Texas. This pest has spread itself over 80 countries.

The retail demand for dry goods in Ontario is such that wholesale dealers anticipate a very large fall and winter trade.

Canadian mills have put up a variety of woollen cloths this season suitable for fall and winter wear which is proving extremely attractive to buyers and the trade in these is now very active.

The situation in gloves, and hosiery and underwear is very firm now. This applies not only to domestic goods but to imported goods. The leading hosiery lines will probably carry good advances, and of course in such a case when present stocks are exhausted, the wholesale houses would have to advance their prices to protect themselves.

Winnipeg jobbing houses are unable to secure fresh stocks of white and grey materials owing to the fact that an exceptionally heavy demand has drained the market. Expenses on these lines are invariably met with the response that delivery cannot take place until the first of next month. As always a large demand for these blankets from railway and other companies and the prevailing scarcity may result in hardship to the men in these camps.

The Chamber of London, England, of July, 1903, states that the question of reorganizing in the cultivation of cotton in British Guiana is receiving serious consideration; that the country is admirably adapted for cotton growing, and that former plantations were on estates which exported 100,000,000 pounds of cotton annually. The principal drawback to the adoption of cotton cultivation, on a large scale is the scarcity of reliable labor; it is a great lack of employment for the women of the peasant class and growing cotton leads, cotton being a very laborious business to such people. A cotton growers' association has been started in Barbicee and the Ministry of Agriculture, the Commissioner of the Imperial Department of Agriculture for the West Indies and the enterprises the weight of his support.

THE GROCERY TRADE.**Dried Fruit Market.**

The Denla market for the season 1903 for new crop Valencia raisins opened this week, says the Montreal Gazette, and the first cable on standard brands was received here on the 22nd inst., which quoted prices for shipment by the first direct vessel to this port as follows: Layers, 250 6/4; selected, 250 6/4; fine off stalk, 20 6/4, and off stalk, 16 6/4. These figures, as compared with the opening ones of the season show a decline of 40 per cent., which was fully expected, as the prospects this year are for an average crop was a very small one. The above prices were known to the wholesale trade as soon as received, but notwithstanding the fact that the market was better than a year ago, it did not seem to be any inducement to buyers, as no business up to the present has been done, but some active buying is anticipated within the next few days, as stocks of this grade of fruit are high both here and throughout the west.

There has been no important change in the market here is quiet, the demand for new crop fruit being somewhat limited with fine Florida raisins at 115 6/4, Raisin at 115 3/4, and Vostiza at 21s for shipment by first direct vessel. In the first part of the season the market was reported slightly easier, but late cables to hand advised a very active market tendency. Early cuttings of the new fruit showed up as to color, though somewhat disappointing in quality. There has been no rain to interfere with the drying of the fruit; therefore, it is anticipated that the crop will be in quality quite equal to the best of years above the average in this respect. The retention has, as anticipated, been fixed at 20 per cent. and the Current Bank will be forced to buy 10,000 tons, of which some less to take from the market. The market shows above comparative requirements. Even this quantity, however, may prove to be too large an estimate, as it is expected that

France will be a buyer of considerable extent during the coming season.

Grocery Trade Notes.

Oilmeal is the per barrel higher in Twin City markets. Cable advices received from the east state that the second crop of Finlay's peas is poor in quality.

The supply of Spanish olives in Provence is light, and the new crop promises to be small and of inferior quality. Opening prices for canned herring salmon were announced in Twin City jobbing circles last week. They are from 12c to 14c higher than last year. Buyers regard them as almost prohibitive.

The New York market for raw cane sugar has continued steady at the late advance and the course of values from crop to crop will depend very largely upon the demand for refined sugars during the next two months.

The total French River salmon pack for the season up to Aug. 29 amounted to 197,768 cases. Canners had secured for a pack 98,000. The weekly eye pack amounted to 150,981 cases; spring and cobow salmon, 1,450 cases; and 1,250 cases.

The stock of old crop walnuts is exhausted in France, and the new crop will not be offered until the quality is the same as the old. The time of shipment, New Tarragona and Iviza almond nuts will not be shipped from New York until the end of September.

Advices from Cuba say of the cane crop. The weathering continued propitious for grinding several plantations kept on sugar manufacturing until the middle of the season in spite of the advanced period of the season, and it is reckoned on this account that the total production will likely go over 550,000 tons.

Cape Cod cranberry growers have estimated a crop of 50,000 barrels from members reporting, as against 61,754 barrels from the same territory last year. The middle of the season this season's crop 8 to 12 per cent. smaller than last year. The whole world's production of the United States is given at 7,000 barrels larger than last year.

Latest mail advices to hand from Kobe on Japan rice say: "Incassant rains and floods have done considerable damage to the rice crop in the market firm, and owing to the supply being small, it is difficult to procure, and the weather is now becoming drier, and we have enjoyed a fair share of sunshine during the last few days, which has certainly improved prospects."

Mr. Licht says in his recent report concerning the sugar crop: "The advance in the agricultural yield is estimated at present moment at 10 to 15 per cent., and the contents of sugar at 5 to 12 per cent. in Austria-Hungary in both at 20 to 25 per cent. but in France, with about 18 per cent. less of sugar yield, at 8 to 10 per cent. less. Things in Belgium, Holland, Sweden and Denmark, as also in Russia, are more or less similar to what they are in Germany. In the case of the above backwardness in both agricultural weight and contents of sugar in the whole of the world, the result of the small minor cultivation, there would be thus at the present moment an advance in the crop of 25 per cent. above, as it is 10 to 10 per cent., which yet, as pointed out before, according to the weather during the next eight weeks, may suffer considerable alterations."

Hardware Trade Notes.

The advance in turpentine prices noted in the Commercial Appeal was the result of a speculative movement in the market at Savannah, Ga. The market here is quiet, and which is being squeezed and the advance here was almost equalled in line with the report of the primary market during the week.

Implement Trade Notes.

It is said that about 20 carloads of twine are being carried over in Minneapolis. receipts of manila fibre at American ports has led to the belief that twine will be cheaper next year.

Boot and Shoe Trade Notes.

The supply of rubber continues scarce and makers of footwear are but indifferently supplied for the coming season. For 10 years, the

BUFFALO

The Royal

Howitzer

Grain Reager

Patented and Manufactured by
H. R. IVES & CO.
MONTREAL.

Guaranteed to give more heat, with less fuel, than any other Heater on the market.

DAVID PHILIP, Agent,
185 Lombard Street,
Winnipeg, Man.

WRITE FOR CATALOGUE.

Amazon now being explored may increase the supply.

Factories are now making up their samples for spring. They are to be on sensible lines and freak designs will be conspicuously absent. There will be a few novelties, but nothing startling. The materials will be carefully selected in all lines and the workmanship improved wherever possible. Tan shoes will find a small place in the offerings. Military and French heels will both be shown.

The popular demand in finer lines for tan and colored shoes has been sufficiently marked during the past summer to lead to a limited opening season for the coming spring season. There is no doubt, but that the ridiculous extent to which the old color shoes was carried a few seasons ago is responsible for the sudden demise of this sensible vogue. The number of shades shown, the unreliability of the color and the general cheapness of the style combined with the unprofitableness to shoen makers of the business. Within the past two seasons there has been a tendency to return to the old color shoes of the better class, which will doubtless find enlargement in the coming season's trade. One of the difficulties has been the securing of permanent shades in chrome stock, the shoes showing a tendency to fade out or bleach. With genuine Russia leather this is not the case, and of chrome leather it is doubtful if success in this difficulty must be fully met. Canadian Shoe and Leather Journal.

Grain and Milling Notes.

Work has been started on the new flour mill at Arcola, Assa.

The Arrow Milling Company has greatly improved its plant at Hirtle, Minn. Comfortable new machinery has been added.

State officials report that there is considerable disease in the flax of North Dakota. The wilt has damaged the crop very seriously in some parts and is more or less prevalent in other parts. Fomalin is the remedy recommended for the trouble.

Notice has been received at Winnipeg of the completion of a new elevator at Point St. Charles, Ont. Its capacity is 525,000 bushels. This will be used for storage and transhipment of wheat from Point Edward to the St. Clair river, near Sarnia. It is a Grand Trunk point.

The Canadian route via Montreal is now handling American corn in cheaper than Boston, Baltimore or New York. The board of trade reports up to August show that during the present year 9,000,000 bushels of wheat and 4,000,000 bushels of corn have passed through the port of Montreal, compared a little more than 1,000,000 bushels of wheat and 4,000,000 bushels of corn shipped from Boston.

A deputation from the Port William board of trade intervention the council of the Winnipeg Grain Exchange on Wednesday in connection with their movement to secure the terminus of the Grand Trunk Pacific on the east side of the river at Port William.

The following resolution was passed and ordered to be sent to Charles M. Hayes, general manager Grand Trunk, Montreal: "That, without in any way attempting to suggest to the Grand Trunk and Pacific Railway where the terminals of such railway should be located on Lake Superior, this exchange desires to state that it will be glad to have the Grand Trunk and Pacific established in as close proximity to the elevators already there as can be conveniently arranged."

Lumber Trade Notes.

The lumber market at nearby points in the United States has weakened considerably and prices on timber and dimension are \$1.50 to \$2 per thousand lower. Whether this drop is a forerunner of large ones does not appear but it may safely be assumed that lumber will not go up again in the near future. Stocks appear to be larger and the outlook is for a picture of coast lumber.

Local builders will be interested in the announcement of the shipping manufacturers who are members of the British Columbia Lumber & Shingle Manufacturers' Association, who have reached an agreement among themselves relative to the allotment of the cut of Canadian shingles to the capacity of the mills. For instance, the mills having the greatest capacity will be reduced to cut in the ratio that the smaller mills are curtailed in production. The scheme is satisfactory to all concerned, for it will come into effect just as soon as the mills again commence cutting shingles on the Canadian coast, Victoria Colonist.

The minority stockholders of the Consolidated Lake Superior Company have started a movement with a view of having the appointment of a receiver for that concern. They complain that the management has refused to refund made upon it, and that the books of the company have been spirited away to Canada. The minority stockholders have granted the receiver for that concern. They claim that the management has refused to refund made upon it, and that the books of the company have been spirited away to Canada. The minority stockholders have granted the receiver for that concern. They claim that the management has refused to refund made upon it, and that the books of the company have been spirited away to Canada. The minority stockholders have granted the receiver for that concern. They claim that the management has refused to refund made upon it, and that the books of the company have been spirited away to Canada.

RETAIL MERCHANTS
IN MANITOBA AND N. W. T.

Benson's Enamel Starch

REDUCED FROM
3⁰⁰ Per Box of 40 lbs. TO **2⁵⁰** Per Box of 64c. Package

FOR SALE BY ALL WINNIPEG AND WESTERN WHOLESALE GROCERS.

With Your Next Order have shipped a box of **BENSON'S ENAMEL**

E. NICHOLSON, WHOLESALE AGENT, WINNIPEG

SELL ONLY THE BEST

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For Sale by all Winnipeg and Western Wholesale Grocers

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Office and sample rooms in the Sanford block, Winnipeg, corner of Princess and Barnaby streets, where a complete set of samples can always be seen.
Western representative—W. Dunlop, Geo. Shaw, A. McAllister.

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WINNIPEG, MAN.

Manufacturers of

**SASH DOORS
SHOW CASES
STORE AND BAR
FITTINGS, Etc.**

Offices and Mills, corner of King and Sutherland.

WE WANT.

Seneca Root

Don't sell before first wiring or writing for prices.

Largest exporters of Seneca in the West. Also dealers in—

Hides, Wool, Raw Fur, Etc.

Get your name on our mailing list and keep posted.

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Highest Grade British Make

"THE PREMIER" Waterproofs are guaranteed not to harden and to be thoroughly WATERPROOF.

"PREMIER"
WATERPROOF AND SHOWERPROOF GARMENTS
Established 1875.
Standard of the World.

Prompt attention to Mail Orders.

Showrooms: 216 Portage Ave. Trust and Loan Building WINNIPEG.

Just a Few Staples

Order Quick to Ensure Prompt Delivery.

Fruit Jars and Rings.
Butter Tubs and Butter Ware.
Fly Pads and Paper.
Ice Cream Freezers.
Boss Washers and Wringers.

WALTER WOODS & CO.

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Brooms, Brushes, Baskets, Wooden Ware, Store Fixtures, etc.
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T & B PLUG AND CUT TOBACCO

Try the new fours. They are giving entire satisfaction. Pays the retailer a handsome profit.

THE GEO. E. TUCKETT & SON CO., LTD

HAMILTON.
TEES & PERRISE, Agents, Winnipeg.

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LIMITED

MANUFACTURERS OF ..

**LUMBER,
LATH, SHINGLES,
SASH,
DOORS**

AND ALL KINDS OF WOODWORK

Head Office and Mills at RAT PORTAGE, ONT.

WINNIPEG OFFICE, Room 53 Merchants Bank Building.



We are now in a position to supply any quantity of Fresh Lake Winnipeg Fish and British Columbia Halibut and Salmon.

All Fish, Game, Poultry, etc., in season.

Send in your wild pigeons.

W. J. GUEST Wholesale Fish, Game, Poultry, Etc.
800 Main St., Winnipeg.

OUR

Montana Crab Apples

are being shipped this week. Will start filling orders about 20th.

Send your orders along. Season is short supply light. Per case

\$2.25

No Reduction in Lots.

THE **MACPHERSON FRUIT CO.**

LIMITED.

493 Main St., Winnipeg

Get Prices on

Air Tight Heaters Threshers' Supplies

Headquarters at

MARSHALL-WELLS CO.

WHOLESALE HARDWARE
WINNIPEG

Good Judges Always Ask for

WESTERN STAR BRAND Hams, Bacon Lard

Put up by

The Western Packing Co.

OF CANADA, LTD.

Abattoir and Offices: Alexander Ave. West.

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GREENSHIELDS LIMITED

Successors to S. Greenshield, Son & Co. MONTREAL

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Represented by—R. R. GALLAGHER, G. M. NEWTON, A. C. RUSSELL, J. E. WALKER.

"Fleur De Lis" Galvanized Iron

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NOT a second quality.
Every sheet guaranteed.

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NOW IN STOCK

Peaches, Plums, Pears, Apples, New Potatoes, Melons, Oranges, Lemons, Bananas, Tomatoes, Blueberries.

THE IMPERIAL FRUIT & PRODUCE CO. LTD

WINNIPEG, MAN.

BOOTS AND SHOES SPRING AND SORTING

Our 5 travellers are now out for Spring business and will call on you in due course. We strongly advise you to wait as we are showing the best values in Boots and Shoes ever carried.
Remember we carry the largest stock West of Montreal and can fill your Sorting Orders at once.

87 Princess St.
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The Kilgour Rimer Co. Ltd.

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Importers and Wholesale Dealers in all kinds of

China Glass and Earthenware

358 Main Street.
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SHIP YOUR

FURS AND SENECA

HIDES AND DEERSKINS

Special prices for fine winter-caught lots of furs. We are paying 6c lb. delivered in Minneapolis, for good, clean, thoroughly dry seneca; 5c for poor. Freight Winnipeg to Minneapolis 8 lb. per cwt.

McMILLAN FUR AND WOOL COMPANY

200-212 FIRST AVE., NORTH, MINNEAPOLIS, MINN.

Write for circulars.

THE BRUNETTE SAW MILL CO. LTD.

SAPPERTON, NEW WESTMINSTER, B.C.

MANUFACTURERS AND DEALERS IN

FIR CEDAR
Dimension, Boards, Flooring, Dimension, Boards, Siding, Ceiling, Siding, Ceiling, Etc. Etc., Mouldings, Shingles, Etc.
DOORS AND FINISHINGS OF ALL DESCRIPTIONS.

DUNCAN SING AIR

General Agent for Manitoba and Territories.

Orders Promptly Attended To. Office: Cor. Higgins and Gladstone Sts. P. O. Box 721. Winnipeg.

Senega Root

WANTED

We pay highest market prices and can use any quantity. Send us a trial shipment. If you have a few hides to offer write or wire us.

North West Hide Company

BOX 616

278 RUPERT STREET



WASHINGTON PLUMS & PEARS FREESTONE PEACHES ONTARIO BASKET TOMATOES PEARS BBL. APPLES now in stock

Bright & Johnston
WINNIPEG.

TORONTO WHOLESALE TRADE.

(Special to The Commercial.)
Toronto, Sept. 12.—Dry Goods: A larger number of buyers were here this week than ever before. Flour sales were heavy. Prices generally firm.
Hardware: Metals are more active and prices somewhat higher.
Groceries, quite active. Sugars unchanged. Canned salmon and vegetables very firm.

TORONTO GRAIN AND PRODUCE.

(Special to The Commercial.)

Toronto, Sept. 12.—Offerings of wheat are larger, but prices hold firm. Manitoba wheat is quiet. Flour in short supply.
Offerings of butter are more liberal. Eggs are in demand for winter storage.
Receipts are as follows:

Wheat—75½ to 76c for red and white, middle grades; spring wheat, 72 to 73c east; Manitoba, No. 1 hard, 78c; No. 1 northern, 75c; 2 northern, 74½c; lake ports, quoted in transit, 84c.
Oats—white, 20c to 20½c.

Barley—No. 3 extra is quoted at 42 to 43c, and middle grades, 41c.

Flour—90 per cent. Ontario patents, \$3.00 to \$3.05 in buyers' hands, middle grades. Choice brands are held 12c to 20c higher. Manitoba, No. 1 hard, \$4.45 to \$4.55 for Hungarian patents held \$4.15 to \$4.25 for strong bakers in car lots.
Receipts—Ontario, 10,000 bushels; Toronto, 100,000.

Manifured—Shorts, 41¢ per ton, and bran, 41¢ per ton. Manitoba feed, 41¢ for cars of shorts and 41¢ for bran, cars included. Toronto, 41¢.

Patmeal—\$3.75 for cars and bays and \$3.00 in wood for car lots. Toronto.

Hay—Car lots of track, \$9.00 per ton for No. 1 timothy.

Case lots, new laid, 16c per dozen.

Butter—Dairy lots, 16c to 16½c; 1½c and pails, 14c to 14½c; creamery, tub, choice, 17½c to 18½c; prints, 19c to 20c.

Cheese—11 to 11½c for finest.

Hides—1sters for No. 1 green cows; No. 1 steers, 8½c to 9c; calskins, 10c; No. 1 and 2, 8c; steerings, 7c; 30c each; lambskins, 50c each; tallow, 3c for rendered.

Beans—Washed, 10½c to 10½c; 17½c; un-washed, 9½c to 10½c.

Beans—\$1.75 per bushel for job lots of chick-peas, and \$1.00 to \$1.50 for unpeaked.

Apples—Evaporated, 6 to 6½c; dried, 2½c; new apples, choice, 20c; pear, 14c to 15c.

Maple Syrup—\$1.10 per imperial gallon in bulk or gallon tins.

Honey—4 to 4½c per gallon in bulk; in frames, \$1.00 to \$1.50.

Potatoes—55c per barrel for choice Ontario stock in car lots.

Poultry—Prices are steady at 63 to 72c per pair for fresh chickens; turkeys, 12 to 15c per pound.

MONTREAL GRAIN AND PRODUCE.

(Special to The Commercial.)

Montreal, Sept. 12.—Rolled oats are steady. Butter is quiet. Cheese quiet ¾ to ½c advance.

Oats—No. 2 white, old crop, 37 to 37½c; export, new, No. 2, 35 to 35½c.

Barley—No. 3, 31c; 4c, 31c.

Manifured—Manitoba patents, \$4.50 to \$4.60; Manitoba shorts, \$3.75 to \$3.80; white patents, \$3.50 to \$3.60.

Rolled Oats—\$3.75 to \$3.80 per barrel, and \$1.80 for bags.

Manifured—Patmeal, bags included, \$1.75; shorts, \$1.60 per ton; Ontario bran, in bulk, \$16 to \$18 per ton; shorts, \$18.00 to \$19.00.

Baled Hay—No. 2, 2.80 to \$10 per ton. Cheese—Finest Ontario, 11½c to 11½c; finest Quebec, 11c; Township, 11½c.

Butter—Creamery, 16½c to 20c for best brands, 18c to 19½c; dairy, 15½c.

Potatoes—80 to 85c per bag in a job-bulk.

Eggs—No. 1 candled, 15½c per dozen. Maple Syrup—70 to 75c for large tins.

Honey—White clover comb, in large sections, 12 to 13c.

Manifured—Fresh killed, \$8.50 to \$8.75 for best weights of abattoir stock.

Hides—No. 1 beef hides, 9c; No. 2, 8c; No. 3, 7c; and lambskins, 7c; lambskins, 25c; calskins, 11c for No. 1 and 9c for No. 2.

TORONTO LIVE STOCK.

(Special to The Commercial.)

Toronto, Sept. 9.—Receipts at the stock yards on Tuesday amounted to 34 cars, including 1,299 sheep and lambs and 483 hogs.

The market for exporters ranged nominally from 2 to 4c.

The butchers' trade was active, and prices were firm. We quote:—Best butchers' long, \$4.15 to \$4.50; fair to good, \$3.40 to \$3.90; rough and inferior, \$2.40 to \$3.15.

Sheep continued steady, and an improved demand for lambs, with firmer prices, was reported from the following: Lambs, \$3.75 to \$4.10; export ewes, \$3.30 to \$3.50; bucks, \$2.50 to \$2.75.

Calves were steady at \$2 to \$10 each, and 4½c to 5½c per lb.

The market for hogs was weak, at last week's quotations and the prospects were for lower prices. We quote: Selects, 10 to 200 lbs., \$3.25; fats and lights, 8½c.

PRIDAY'S MARKETS.

(Special to The Commercial.)

Toronto, Sept. 12.—Receipts at the stock yards yesterday amounted to 34 cars, including 1,299 sheep and lambs and 483 hogs.

Export cattle were in good demand, but few really choice offered; market, 11½c to 12c.

Butchers' long demand good. Top cattle brought \$4.10 to \$4.50; fair to good, \$3.40 to \$3.90; stockers and pickers, \$2.40 to \$3.15.

Sheep continued steady, and an improved demand for lambs was reported from the following: Lambs, \$3.75 to \$4.10; export ewes, \$3.30 to \$3.50; bucks, \$2.50 to \$2.75.

Calves were steady at \$2 to \$10 each, and 4½c to 5½c per lb.

The market for hogs was weak, at last week's quotations and the prospects were for lower prices. We quote: Selects, 10 to 200 lbs., \$3.25; fats and lights, 8½c.

MONTREAL LIVE STOCK.

(Special to The Commercial.)

Montreal, Sept. 8.—The offerings of live stock were 300 cattle and 500 sheep and lambs, and 500 hogs.

The market was not an important change to note. The supply was good, for which the demand was good, and prices ruled steady. Top cattle sold at 3½c to 4c; medium at 3c to 3½c; and inferior at 2½c to 3c.

Calves were in good demand, and sheep brought 3½c per lb., and lambs 3½c per lb. The calves offered were only of medium quality and they sold at from \$2 to \$5 each, and the supply was not so large, for which the demand was good and prices were unchanged at 5½c to 6c.

TURKEYS MARKET.

(Special to The Commercial.)

Montreal, Sept. 11.—Receipts of cattle at the East End wharf, totalled 560 sheep and lambs and 400 hogs.

Butchers' cattle were firm. No prime calves offered. Best brought 4c. Choice lots of steers for export, 4½c; calves, 2½c to 4½c; sheep, 2½c to 3½c; lambs, 3c to 4c; fat hogs, ranging at 5½c to 6c.

HOGS AND HOG PRODUCTS.

(Special to The Commercial.)

Toronto, Sept. 12.—Hog products are in good demand and firm.

Dressed Hogs—\$8.75 to \$8.25 for best weights on the street.

Pork—Canadian short cut, \$21.50; heavy mess, \$20.00; clear, \$19.00.

Smoke and Dry Salted Messes—Long cut, \$19.00; short cut, \$18.00.

Hams, 13 to 14½c; rolls, 11 to 11½c; shoulders, 10½c; backs, 15 to 16½c; and hocks, 10 to 11½c.

Meats out of pickle are quoted at less than smoked.

Lard—Cheese 9½c; tins, 9½c, and pails, 10c.

THE CHEESE MARKET.

(Special to The Commercial.)

Liverpool, Sept. 8.—Cheese, finest white, strong, 52s; finest colored, strong, 50s.

London, Sept. 8.—(Special.)—No. 1 Swiss boarded and sliced, 9½c; best to-day. August cheese all sold and salesmen apparently not anxious to offer September's.

Sherbrooke, Sept. 8.—(Special.)—At the Dairy Board yesterday afternoon there was a good demand. A. W. Grant bought 108 boxes of boxes 10 to 16½c; B. Allan, 87 boxes of "sliced" butter, 10 to 12½c; C. W. Grant bought 108 boxes at 10½c; Lovell & Co., 131 boxes at 11½c.

BRITISH LIVE STOCK MARKETS.

(Special to The Commercial.)

London, Sept. 7.—The market has been weak and lower for cattle since this day week, but to-day trade showed some recovery and prices improved, they being only ½c to ¾c per lb. lower than a week ago, with sales of choice American at 12c, and

Canadians at 11½c. Sheep are unchanged at 12c.

Liverpool, Sept. 7.—A weaker feeling has also prevailed in this market and prices for Canadian cattle show a decline of ½c per lb. compared with a week ago, with sales of choice at 11½c.

FRIDAY'S CABLE.

(Special to The Commercial.)

London, Sept. 11.—Canadian cattle, 10 to 11c; United States, 11 to 12c, estimated dressed weight. Sheep, 11½ to 12½c.

LONDON SHEEP.

(Special to The Commercial.)

London, Sept. 11.—The closing figure for September option was \$8 5/4d.

FLAX MARKETS.

(Special to The Commercial.)

Chicago, Sept. 11.—Close: Flax, cash \$1.00; Sept. 9½c; Oct. 9½c.

Duluth, Sept. 11.—Close: Flax, cash \$1.00; Sept. 9½c; Oct. 9½c.

Minneapolis, Sept. 11.—Close: Flax, cash 9½c; to arrive 9½c; Sept. 9½c; Oct. 9½c.

MINNEAPOLIS MARKETS.

(Special to The Commercial.)

Flour—First patents, \$4.40 to \$4.60; second, \$4.20 to \$4.40; third, \$4.00 to \$4.20.

Milwaukee—Bran, bulk, \$13 to \$13.50; shorts, \$15 to \$15.25.

Corn—No. 2, 26c; do, yellow, \$2.50, per 100 lbs.

Corn—5½c for No. 3 yellow.

Oats—36c to 36½c per bushel of 32 pounds, for No. 3 white.

Barley—Quoted at 43c to 45c.

Hay—Timothy, \$9.00 to \$11.50 per ton; prairie, \$7.50 to \$8.50 per ton, as to quality.

Butter—Creamery good to choice, 17c; for doing, 16c; dairy, good to choice, 14c to 15c; seconds, 13½c per pound.

Eggs—Straitly fresh, case included, 17½c per dozen.

Live Poultry—Turkeys, 12½c; geese, 6c to 7c; spring chickens, 8c.

Eggs—Strictly fresh, case included, 17½c per dozen.

Vegetables—Potatoes, 50c per bushel; sweet potatoes per bush, \$5.00.

Hand picked, \$2.25 to \$2.60 per bushel.

Hides and Pelts—Green salted heavy steers, over 60 pounds, No. 1, 8½c; California, \$4.25 to \$4.75; pens, Bartles, \$2.75 per box; apples, fancy, \$3.50 to \$3.75 per barrel.

Salmon Prices Fixed.

It is learned that the members of the Fraser River Fish Producers' Association this morning held an important meeting of importance because the question of prices of salmon was discussed.

It is believed that prices were fixed, but the figures are unavailable at this time, as the association does not wish them made public at this juncture.

The total pack of the Fraser River during the season just closed, according to report, is now available.

The pack on the north coast of the northern provincial coast, has not yet received from the north.

The total pack of the Fraser River by report, is 197,708 cases, made up as follows: Sockeyes, 105,018 cases; spring salmon, 4,450 cases; and hump-backs, 450 cases. This count will later be amended by the case count.

The total pack of the Fraser River was 327,085 cases, of which 203,477 cases were sockeyes, and the remainder hump-backs.

From information at hand concerning the estimated pack on the northern coast, it is not believed that more than a quarter of a million cases will be available for the English market, while the American market will require a sufficient pack to supply the home demand, after disposing of what they require in Australia and at other points.

In view of this most apparent shortage of the world's pack of salmon,

prices on that commodity are bound to go up immediately. One result of this shortage will be that half-dressed packs of salmon landed in England will be disposed of easily, and will be a clean sheet to work on next year.—Vancouver Province.

WEATHER AND CROPS.

Progress with the harvest is slow. An all day rain over the whole country has retarded the movement in England, and it was Thursday before the fields were dry enough to permit a start to be made. The temperature is low and frosts are occurring at many points. It is probable that a rainy season will prevail, especially in Assiniboia where there is still much cutting to be done. It is reported reliable predictions that frosts have also been experienced in Saskatchewan and Northern Alberta. In the latter it is expected that there will be considerable frost wheat. There are also reports of sprouting although not so extensive as the weather is cool.

Threshing proceeds in a desultory manner. The weather will permit a more active movement in the west, but much more general and if granted fine weather there will be a heavy rush of grain. Beans and oats are also beginning to move.

Late Western Business Items.

R. C. Brown & Co., stock brokers, have discontinued operating a branch at Winnipeg.

The partnership heretofore existing between J. T. Morice & F. C. Hubbard, lawyers, Winnipeg, has been dissolved.

A company represented by E. W. Zink, of Minneapolis, has entered into an agreement with Fort Frances, Ont., to develop water power at that point.

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ADVERTISE.

Businesses for Sale, Partners Wanted, Traders Wanted, Businesses Wanted to Purchase, etc. In The Commercial. It goes into almost every place of business in the West (from Canyon Lake Superior to the Pacific coast.

FOR SALE.

A good going general store business on the main line C. P. R. (important town). The general store is a fine, well equipped investment for a man with limited capital. Particulars on application to A. H. The Commercial, Winnipeg.

WANTED.

Party with milling business to take interest in merchant mill business. Splendid chance for profitable investment. Address H. C. D., care of the Commercial, Winnipeg.

FOR SALE.

General Store Business in Reston. Good stock. Good weather. New brick store for sale or rent. Satisfactory reasons. John White, Reston.

FOR SALE.

A general store in Southern Alberta, adjoining C. and E. Railway. 20 miles from the next store. An important business. Address R. F. King, De Winton, Alberta.

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WANTED.

To handle side-line. Light samples. Quick selling goods. Apply L. C. V. care The Commercial, Winnipeg.



DENIM PANTS, SOCKS OVERALLS, SHIRTS

Let us have your fall orders early to avoid disappointment. We are very busy now and expect to be more so.

THE HOOPER MANUFACTURING CO. LTD. WINNIPEG.

Railway and Traffic Matters.

Work on the Canadian Pacific Railway extension from Yorkton, Assn., for N. latitude, will be finished this year.

It is expected that the extension of the Canadian Northern Railway to Saskatoon will be finished this year.

The Dominion government is contracting for a direct steamship service to France. There are to be 18 trips in each year, 12 in summer and 6 in winter months.

It has been generally supposed that the White Post and Yukon Railway was the most northerly road in the world. This is not so, as the honor belongs to the new railway across Lapland. This line, running from the north limit of the Gulf of Bothnia, via Umeå, to the north end of the Ofotenfjord, opposite the Lofoden Islands, passes the line of 68° N. latitude, while the White Pass Railroad is below 60 deg.—Montreal Gazette.

Articles of Incorporation of the Minneapolis, St. Paul and Great Northern Railway Company, the formal consolidation of the four roads embraced by the Soo system, were filed this week. The roads, besides the Soo, are the Minneapolis and Pacific, and the Minneapolis and Northwestern. The new corporation has a capital stock of \$21,000,000. W. D. Washburn, Thomas Lowry and ex-Gov. J. S. Pillsbury are among the incorporators.

The exports of cattle for the month of August from the port of Montreal were 25,553 head of cattle and 7,721 sheep, as against 12,808 cattle and 4,532 sheep for the same month of 1910, showing an increase of 10,745 cattle and 2,888 sheep. The total exports for the same date were 41,511 cattle and 28,699 sheep, as compared with 43,340 cattle and 23,253 sheep for the same date of 1910, showing an increase of 50,811 cattle and 4,741 sheep. Of the cattle shipped this season there were 28,508 head from the United States.

GROCERIES.

Prices to retail dealers for ordinary lots, with usual discounts for cash or large lots.

CANNED GOODS.

Table listing various canned goods such as Apples, Peaches, Beans, Tomatoes, etc., with prices per case.

CANNED MEATS.

Table listing various canned meats such as Corn beef, Ham, Sausages, etc., with prices per case.

COFFEE.

Table listing various coffee products such as Green Rio, Other grades, etc., with prices per lb.

CERIALS.

Table listing various cereal products such as Split peas, Pot barley, Pearl barley, etc., with prices per sack.

CIGARETTES.

Table listing various cigarette brands such as Old Judge, Athlete, Sweet Sixteen, etc., with prices per M.

CURED FISH.

Table listing various cured fish products such as Finnan Haddock, Boston Haddock, etc., with prices per lb.

DRIED FRUITS.

Table listing various dried fruit products such as Currants, Filletras, Raisins, etc., with prices per lb.

EVAPORATED FRUITS.

Table listing various evaporated fruit products such as Peaches, Apples, Apricots, etc., with prices per lb.

PRICES TO 90.

Prices to 90 for various goods, including Flour, Tea, etc., with prices per unit.

MATCHES.

Table listing various match brands such as King Edward, Victoria, etc., with prices per box.

NUTS.

Table listing various nut products such as Brazil, Walnuts, etc., with prices per lb.

EXTRA BRIGHT, PER LB.

Table listing various nut products such as Macadamia, Almonds, etc., with prices per lb.

ROCK SALT.

Table listing various rock salt products such as Common fine, Common coarse, etc., with prices per lb.

ASSORTED HERBS, 1/4-LB. TINS.

Table listing various herb products such as Assorted herbs, Garlic, etc., with prices per tin.

ALICAPES, PURE GROUND.

Table listing various alicape products such as Alicapes, pure ground, etc., with prices per lb.

CHINA TEA.

Table listing various tea products such as China tea, Choice, etc., with prices per lb.

TOBACCO.

Table listing various tobacco products such as Lily, Choice, etc., with prices per lb.

LEATHER.

Table listing various leather products such as Harness, Union oak, etc., with prices per lb.

FISH.

Table listing various fish products such as Whitefish, Fresh caught, etc., with prices per lb.

CHEWING TOBACCO.

Table listing various chewing tobacco products such as Cannon, Currier, etc., with prices per lb.

SMOKING.

Prices for smoking products such as Empire, T. C., etc., with prices per unit.

WOODEN WARE.

Table listing various wooden ware products such as Pails, Wire hoop, etc., with prices per unit.

WATER GOODS.

Table listing various water goods products such as Extra O. K. Pacific brooms, etc., with prices per unit.

BROOMS.

Table listing various broom products such as Extra O. K. Pacific brooms, etc., with prices per unit.

DRUGS.

Table listing various drug products such as Alcohol, Balsam, etc., with prices per unit.

REDUCTIONS FOR UNBROKEN PARCELS.

Table listing various drug products with price reductions for unbroken parcels.

CARNEFAC STOCK FOOD

ALL THE LEADING STOCKMEN USE IT.

Following is a copy of a testimonial received from the Dentoria Park Farm. Read it:—

The Carnefac Stock Food Co.,
65 Front Street East,
Toronto, Ont.
Dentoria Park Farm,
East Toronto, Ontario.

This is to certify that we have been using "Carnefac Stock Food" in connection with our milk cows, horses and young growing stock; we have given it a good trial, and can freely recommend it to all leading farmers and stockmen who are looking for a first-class tonic for all classes of stock.

(Signed) J. B. KETCHEN,
Supt. Dentoria Park Farm.

THE CONFEDERATION HEAD OFFICE LIFE ASSOCIATION TORONTO

W. H. BEATY, President.
VICE-PRESIDENTS.

W. D. MATTHEWS, FRED'K WYLD,
W. C. MACDONALD, J. K. MACDONALD,
Actuary. Managing Director.
There are no conditions as to residence, travel or occupation in the Unconditional Accumulative Policies issued by this Association.
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CHARLES E. KERR, Sec.-Treasurer, DANIEL McDONALD, Manager.
HENRY WORBLEY, City Agent.
Brandon Office F. W. GILL, Cashier.



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**FRUITS AND ALL KINDS
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Oak Lake
"Anchor Brand" **Flours**
FROM NO. 1 HARD WHEAT.
Bran, Shorts and all kinds of
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FALL MILLINERY OPENING
Tuesday, September 8th.
and following days we will make a grand display of the season's most advanced novelties in French and American Patterns, Hats, and all lines of correct millinery material.
The trade cordially invited.
The D. McCall Co., Limited
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An immense assortment of
BRIAR,
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Including the famous G. B. D. Brand.
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is the best medicine on earth for Diarrhoea, Dysentery, Summer
Complaint, Colic, Pains in the Stomach, and all Bowel trouble.
Ask for Bole's Spiced Blackberry Brandy and do not take
anything else. There is nothing can take its place.
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Six Dozen. We will Pre-Pay same.
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Western Shipping Capacity

Both the C.P.R. and the C.N.R. contend that this year they are well equipped to handle the crop. The Canadian Pacific railway has been turning out from their Montreal shops and from three foreign shops box cars all the year as fast as they could be made; and has had orders placed for about ten thousand new cars. Of course, there has been a certain amount of wearage in the cars that were used last year that will make them unfit for service this year, but the equipment is nevertheless much larger than it was in 1922. The C.N.R. also state that they have this year besides a much larger area of territory covered by lines a much larger number of cars and locomotives to handle the crop.

From inquiry at the office of the railways here it is learned that this year there will be the largest increase in the tonnage of Canadian bottoms that has ever taken place in one year in the history of this country. Last year there was a total tonnage of Canadian vessels carrying grain alone about 1,700,000 pounds. This year there has been an increase in the space that has brought the total up to 2,660,000 pounds in the fleet of thirty-two vessels. There have been eight new vessels added this year, which means about 300,000 pounds increase. The new boats are The Midland King, the Iriquois, the Weaford, and the Relief, and are especially large vessels that will carry each about 100,000 pounds capacity.

The increase in the number of loaded cars has not taken place this year in is keeping with the other advances that have been made in the snipping facilities. Along both lines last year there were about 200. The increases made this year bring the number up to 400, there having been 200 new ones put in during the course of construction. The system of loading from the wagon to the car this year was given a trial last year, and whether or not it was successful is hard to say owing to the fact that there was shortage of cars everywhere and all felt the effects of this. It is contended that it would be impossible to make the entire crop by this method, but at the same time there will be no need this year, for those who wish to use the loading platforms cannot complain that they are not being given the opportunity to do so if they wish, for the railway companies have lived up to the letter of the law in the matter.

By the time that navigation on the lake closes the total capacity at Port Arthur and Fort William for close to 15,000,000 bushels. The "E" elevator on the C.P.R. elevator "E" will give to that port at Fort William a capacity of 2,000,000 bushels. The "D" Canadian Northern new elevator of 2,500,000 bushel capacity to be completed by January 31st will bring their total capacity close up to 6,000,000 bushel.

In the increase in elevator capacity this country has been noted as a point of congratulation and it has been demonstrated that nowhere in the world is there a better equipped elevators to be found than that of the Canadian Northwest. The increase in 1923 is principally owing to the number of American firms that have opened up here. On every branch line to railway stations new warehouses and elevators have been built. On the C.P.R. there have been applications for about 400 sites for elevators and warehouses and from the books of the company it is shown that about 150 new elevators have been built.

At interior points along the latter road the increase in storage capacity total up to 6,000,000 bushels. While along the C.N.R. the increase is put at 625,000 bushels, bringing the total up to 27,938,400 bushels at in-

terior points and the total capacity, including every point east of Winnipeg amounting to 29,333,400 bushels. These figures are not official and were compiled before the full returns received from outside points. The annual statement which is made up from the office of the assistant freight traffic manager of the Canadian Pacific railway will be issued in about a week, but from advance reports, which are to be included in this report, it is believed that figures as furnished in the accompanying tables are correct. The increased capacity given in the C.P.R. tables do not include the warehouses, which when added give the totals as stated. The C.N.R. elevator warehouse list is given in full as this list has not been published before. It includes all storage facilities.

Storage Capacity in 1922.

From the office of the assistant freight traffic manager of the C.P.R.	
Along the Canadian Pacific Ry.—Winnipeg East	Capacity—80,000
Port Arthur	5,500,000
Fort William	5,500,000
Winnipeg	730,000
Total	
West of Winnipeg in Manitoba	1,634,300
Broadview Section (Kemnay to Winnipeg Beach Section)	77,600
Tulon Branch	108,000
Emerson Branch	87,000
Souris Branch	1,607,800
Waskada Branch	185,000
Snowlake Branch	159,000
Maple Section	81,000
Minnesota Section	1,947,700
Capreol Section	325,000
Millwood	782,700
Waldow Branch	205,000
Estevan Section (Bassett to Pierson)	775,000
Armad—Armad to Siouxclair	87,000
Portage Extension	735,000
Kirkella Extension	60,000
Total for Manitoba (west of Winnipeg)	
Northwest	12,654,400
Broadview Section (Fleming to Broadview Section)	685,000
Moose Jaw Section	1,200,000
Swift Current Section	120,000
Yorkton Section (Bassett to Yorkton)	413,000
Armad Branch	683,500
Armad Branch	365,000
Prinse Albert Branch	67,000
Edmonton Branch	620,000
Macleod Branch	30,000
Crow's Nest Line	9,000
Total for the N. W. T.	
Recapitulation	25,409,400
West of Winnipeg	17,130,000
Total	42,539,400
Canadian Northern Railway—East of Winnipeg—Capacity—1,500,000	
Stetbach	30,000
Total east of Winnipeg	
West of Winnipeg—	1,300,000
Emerson Branch	485,000
Emerson Branch	230,000
Hartley Branch	1,394,000
Carman Branch	397,000
Delta Branch	355,000
Neepawa Branch	214,000
Total west of Winnipeg	
Grand total	4,085,000
Recapitulation—	1,300,000
East of Winnipeg	3,385,000
Total	4,085,000

New Elevators Along the C.P.R.

Below is given the list of new elevators erected, or in course of erection, along the C.P.R. in Manitoba and the Territories. These do not include the warehouses, which are included in the storage capacity at interior points. It will be noticed that the new elevators have been erected mostly on the lines of road recently constructed especially along the Kirkella extension

Station.	Owner.	Capacity.
Austin—Rogers Bros.	25,000	
Alexander—McLaughlin	25,000	
Colman, Elm Co.	25,000	
Armad—Northern Elevator Co.	25,000	
Armad—Stead and Herriott.	25,000	
Armad—Imperial Elevator Co.	25,000	
Armad—Stead and Herriott	25,000	
Arrow River Elevator Co.	25,000	
Arbrow—Thorburn & Sons	25,000	
Balgoin—The Lawson Elevator Co.	25,000	
Boissevain—J. A. Cameron	25,000	
Boissevain—Stead and Herriott	25,000	
Berford—Lake of the Woods	25,000	
Andrews and Gage	25,000	
Eladworth—Hugh and Ellis	25,000	
Bonington—Can. Elevator Co.	25,000	
Bredenburg—Montgomery and Woolley	25,000	
Belle Plaine—Ogden Mill Co.	25,000	
Condie—Crown Elevator Co.	25,000	
Craven—C. C. Turner & Co.	25,000	
Crown Elevator Co.	25,000	
Hall and McNab	25,000	
Carl—W. H. Norris	25,000	
Porteus & Hamer	25,000	
Lowler Bros.	25,000	
Imperial Elevator Co.	25,000	
Clouston—West Elevator Co.	25,000	
Corona—Colonial Elevator Co.	25,000	
Coalbrook—Gould	25,000	
Trusdell Elevator	25,000	
Farmers' Elevator Co.	25,000	
Clark's Sliding—Nors & Gage	25,000	
Campan—Northern Elev. Co.	25,000	
Lake of the Woods	45,000	
Imperial Elevator	25,000	
Camron & Young	25,000	
Crest—Canadian Elevator Co.	25,000	
Crowley—Western Elevator Co.	25,000	
Clearwater—Colonial Elev. Co.	25,000	
Cypress River—Colony Elevator Co.	25,000	
Carroll—Crown Elevator Co.	25,000	
Carroll—Milling Co.	25,000	
Carman—C. E. T.	25,000	
Dundas—W. J. Spruling	25,000	
Donald—Imperial Elevator	25,000	
Duck Lake—Northern Elev. Co.	25,000	
North Star Elevator Co.	25,000	
Drinkwater—A. G. Sage	25,000	
Duffrost—Northern Elev. Co.	25,000	
Eladworth—Hall & McNab	25,000	
M. Hanson	25,000	
Can. Elevator Co.	25,000	
Deloraine—Northern Elevator Co.	25,000	
Crown Elevator Co.	25,000	
McCauley—Lake of the Woods	25,000	
Imperial Elevator Co.	25,000	
S. Leadbetter	25,000	
Eladworth—Northern Elevator Co.	25,000	
Disley—Crown Elevator	25,000	
Davidson—Crown Elevator Co.	25,000	
Debus—March Bros.	25,000	
McLaughlin & Ellis	25,000	
Stead & Herriott	25,000	
Estevan—N. Elevator	25,000	
Elm Creek—Stead & Herriott.	25,000	
C. E. Taylor	25,000	
Esterhazy—Applications for sites amounting to 325,000 bushels.	25,000	
Construction in course of construction at the point on Kirkella branch are:		
Co. of the Lake of the Woods Milling	25,000	
Winnipeg Elevator Co.	25,000	
North Star Elevator Co.	50,000	
North Star Elevator	25,000	
M. A. McMillan	25,000	
March Bros.	25,000	
Stead & Herriott	25,000	
Imperial Elevator Co.	25,000	
A. Kelley Milling Co.	25,000	
Export Elevator Co.	25,000	
Fleming—Farmers' Elevator Co.	25,000	
Frohiser—Northern Elevator Co.	25,000	
Imperial Elevator Co.	50,000	
Andrews & Gage	25,000	
Glenbrook—Crown Elevator Co.	25,000	
Colonial Elevator	25,000	
Glenbrook—Colonial Elevator	25,000	
Glen Ewen—Northern Elevator	25,000	
Imperial Elevator Co.	25,000	
Andrews & Gage	25,000	
Lake of the Woods	25,000	
Colonial Elevator Co.	40,000	
Crown Elevator Co.	60,000	
McLaughlin & Ellis	60,000	
Grand Coulee—Jos. Glenn	25,000	
Imperial Elevator Co.	25,000	
Givry—Imperial Elevator Co.	25,000	
Grayson—March Bros.	25,000	
Stead & Herriott	25,000	
Gainers—Stead & Herriott	25,000	
Imperial	25,000	

Hague—Hall & McNabb	25,000
Turner Elevator Co.	25,000
Northern Elevator Co.	25,000
North Star Elevator Co.	25,000
Crown Elevator	25,000
Holland—Jas. Sanderson	25,000
Holmfeld—Imperial Elevator Co.	25,000
Armad—Imperial Elevator Co.	25,000
Hirsch—Winnipeg Elevator Co.	25,000
Northern Elevator Co.	25,000
Imperial Elevator Co.	25,000
Havelock Elevator Co.	25,000
Wm. Robb	25,000
Canadian North West Co.	25,000
Havelock—Lake of the Woods	25,000
Winnipeg Elevator Co.	25,000
Pewees Bros.	25,000
Northern Elevator Co.	25,000
Imperial Elevator Co.	25,000
M. E. McMillan	25,000
A. Cameron	25,000
March Bros.	25,000
Imperial Elevator Co.	25,000
Haley—Canadian Elevator Co.	25,000
North Star Elevator Co.	25,000
Holland and Cypress River—Colonial Elevator Co.	25,000
Lake of the Woods	25,000
Western Elevator Co.	25,000
Havelock Elevator Co.	25,000
Inglis—Jos. Glenn	25,000
Indian Head—Lake of the Woods	25,000
Wm. Hastings	25,000
J. M. Anderson	25,000
Stead & Herriott	25,000
Irving—Stead and Herriott	25,000
Kirkella—Lake of the Woods	25,000
Winnipeg Elevator Co.	25,000
Northern Co.	25,000
Killmarie—H. D. Foley	25,000
H. Hanson	25,000
Colonial Elevator Co.	25,000
Kilaly—March Bros.	25,000
Stead and Herriott	25,000
Imperial Elevator	25,000
La Saie—Imperial Elevator Co.	25,000
Larriere—Colonial Elevator Co.	25,000
Winnipeg Elevator Co.	25,000
Lauder—Imperial Elevator Co.	25,000
Farmers' Elevator Co.	25,000
Winnipeg Elevator Co.	25,000
Lumadon—Crown Elevator Co.	25,000
Hall & McNab	25,000
Ogilvie Milling Co.	25,000
Langenburg—McCormick, Haw Co.	25,000
Little Farming	25,000
Imperial Elevator Co.	25,000
Lake of the Woods	25,000
Imperial Elevator Co.	25,000
Andrews & Gage	25,000
Lyleton—Ogilvie Milling Co.	25,000
Winnipeg Elevator Co.	25,000
Marquette—Ogilvie Milling Co.	25,000
Millstone—A. C. Dugan	25,000
Imperial Elevator Co.	25,000
A. J. Lavoie	25,000
Northern Elevator Co.	25,000
Imperial Elevator Co.	25,000
McHugh, Christenson	25,000
Medora—Imperial Elevator Co.	25,000
Colony Elevator Co.	25,000
Manor—Western Elevator Co.	25,000
L. Sharpe	25,000
Imperial Elevator Co.	25,000
Mather—Lake of the Woods	25,000
Imperial Elevator Co.	25,000
McLaughlin & Ellis	25,000
Andrews & Gage	25,000
Imperial Elevator Co.	25,000
Macoun—Western Elevator Co.	25,000
Wm. Robb	25,000
Manson—North Star Elevator Co.	25,000
M. E. McMillan	25,000
L. Leadbetter	25,000
Armad & Herriott	25,000
Imperial Elevator Co.	25,000
McDonald—Northern Elevator Co.	25,000
Colonial Elevator Co.	25,000
Holly & Williams	25,000
Northern Elevator Co.	25,000
Imperial Elevator Co.	25,000
Stead & Herriott	25,000
Nings—Winnipeg Elevator Co.	25,000
Newland—McCormick H. Co.	25,000
A. C. Dugan	25,000
Ogilvie Milling Co.	25,000
Naperville—Imperial Elevator Co.	25,000
Imperial Elevator Co.	25,000
Norfolk—Lake of the Woods	25,000
Wpg. Elevator Co.	25,000
Imperial Elevator Co.	25,000
North Star Elevator Co.	25,000
Northern Elevator Co.	25,000
Imperial Elevator Co.	25,000
March Bros.	25,000
Stead & Herriott	25,000
Imperial Elevator Co.	25,000
Oak Lake—Colonial Elevator Co.	25,000
Oxbow—F. Stephenson	25,000
Oringer—Turner Elevator Co.	25,000
Northern Elevator Co.	25,000
Oak River	25,000
Crown Grain Co.	25,000
Oak River	25,000
J. W. Cummings	25,000
Percival—Winnipeg Elevator Co.	25,000
Northern Elevator Co.	25,000
Imperial Elevator Co.	25,000
Pilot Mount—Dow & Currie	25,000
Imperial Elevator Co.	25,000
Andrews & Gage	25,000

Table listing various elevator companies and their locations, including Trussell Elevator Co., Northern Elevator Co., and others, with associated numerical values.

Table listing various elevator companies and their locations, including Miami-Dominion Elevator Co., Winnipeg Elevator Co., and others, with associated numerical values.

which the salesman's wife would not use for the price of a sausalin coat. ... Very plainly, no honest man desires to give a recommendation without encouragement, and, I repeat, the confidence is, in this connection, misused in the ordinary interpretation of another, mutual confidence is the highest of all.

MUTUAL CONFIDENCE.

There is an old saying, that "Personal confidence is the basis of business credit." But in the natural growth of language this good word "confidence" like its sister word "trust" has come to have an objectionable meaning. From its true sense of perfect faith and security in another, the business world has given it the taint of misplaced trust. And so there is a swindle called the "confidence man" and the swindler who plays it called the "confidence man". Occasioned, not often, one of these swindlers has been the guinea of a commercial traveller. In case you have never met with one of this species, I will give you the methods by which he may be identified.

When a stranger calls on you and asks you to buy a quantity of worth of jewellery or it may be face powder, in a revolving show case, to be paid for on delivery, and he asks you to order which you have not read, you have an opportunity to be the two-partner. In the first place, you are smooth salesman take your order for two boxes of Porto Rican soap and in 15 minutes he will be collecting for it. For you, you have bought two cases of soap and one case of experience.

Port Arthur—Can. Nor. R'y A.1,100,000
Can. Nor. R'y B. 2,250,000

(Continued on page 1326.)

UNITED STATES IMPORTS OF IRON AND STEEL.

Importations of iron and steel into the United States in the fiscal year 1903 are larger than in any preceding year since 1891, and with that single exception are larger than at any time within the past twenty years. In only seven earlier years in the history of the country have the importations of iron and steel been as large as those of the fiscal year just ended.

The total value of iron and steel imported in the fiscal year ended July 31, 1903, as shown by the figures of the Department of Commerce and Labor, through its bureau of statistics as \$51,811,312 against \$47,180,247 in 1902, \$17,875,769 in 1901, and \$12,100,440 in 1899. Running back through the import record from 1850 down to 1903, the only years in which the value of iron and steel imports exceeded those of 1903 are 1872, when the total was \$55,940,188; 1873, \$59,308,348; 1874, \$39,144,050; 1875, \$44,477,188; \$47,976,897; 1882, \$58,658,646; and 1891, \$65,544,272.

When the importations of iron and steel have occurred, it will be seen, in periods of exceptional business but only on former occasions have such large importations been made in the face of so great home production of iron and steel. In 1891, when the importations were two million dollars greater than in the previous year, the total home production of pig iron was only 8 1/2 million tons, while that of 1902 was over 17 million tons, or double that of 1891. In the period from 1850 to 1883, when the importations of iron and steel were larger than those of 1903, the total home production averaged about four million tons per annum, or less than one-fourth the annual production of the present time, and in 1872 and 1873, when the importations slightly exceeded those of 1903, the pig iron production averaged only 2 1/2 million tons annually, against 17 millions at the present time.

This large increase in the importation of iron and steel is chiefly in the pig iron manufactured grades. Pig iron increased from 158 thousand tons in 1902 to 956 thousand tons in 1903, the value being in 1902 less than 3 1/2 million dollars, and in 1903 nearly 17 millions. Bar iron increased from 49 million pounds in 1902 to 56 millions in 1903; and steel ingots, blooms, slabs, billets and bars, from 202 million pounds in 1902 to 256 million, the value increasing from 3 1/2 million dollars in 1902 to nearly 10 millions in 1903. Steel rails increased from \$371,463 to \$2,874,188, and scrap iron and steel, not only for remanufacture, increased from \$763,753 to \$2,919,258. These five classes of iron and steel—pig iron, scrap iron, bar iron, steel rails and steel ingots, blooms, billets and bars—when combined show an increase in 1903 as compared with 1902 of \$24,296,427, while the total increase in all iron and steel during the year is \$24,427,935. The one class of importations of iron and steel which shows a marked reduction is tin plates, of which the total importation fell from 199 million pounds in 1902 to 100 million in 1903, the value from six million dollars in 1902 to a little over three millions in 1903. The table which follows shows the imports of iron and steel by articles in 1903 compared with 1902:—

	1902.	1903.
Iron and steel imports—		
Pig iron	\$2,252,544	\$23,278,778
Pig iron	\$2,267,172	16,850,692
Scrap for manufacture only	1,989,263	2,018,918
Bar iron	1,092,031	1,444,468
Halfway bars	371,622	2,874,188
Steel—		
Ingot and or roll	178,200	95,864
Billets and bars	3,806,375	9,834,126
Iron or steel	601,340	451,951
Tin and tinned plates and sheet	4,065,624	3,300,915
Wire rods	802,236	1,137,270
All other	622,201	462,944
Manufactured iron and steel—		
Castings	477,778	26,405
Chains	40,778	40,000
Culchery	1,706,654	1,762,700
Flat iron	2,280	480
Furnaces	1,135,088	730,877
Hammers	1,496,472	4,985,285
Nails, hand sewing and	408,979	486,977
Saw blades	282,979	225,544
Shotgun barrels	1,240,537	5,200,512
All other		
Total, excluding ore.....	\$27,180,247	\$51,811,312

THE BEAN CROP.

J. B. Stringer, of Chatham, Ont., writes: "We are very sorry to have to report that prospects for the next crop of beans are very much impaired since one week ago, owing to drenching rains, that have occurred almost continually over that period. A considerable acreage got pulled just previous to the bad weather setting in, and to-day (Saturday) we hear the farmers talking of the weeds' commencing to burst from the pods. To-day's reports from the country have brought about a very decided change in sentiment. Growers and dealers would realize that beans will see a big advance. We have had reports to-day from Michigan points, their crop being apparently in such danger as ours.

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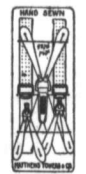
Men's Furnishings



If you find that your stock in any line is short, send us a trial sorting order. It will receive our immediate and careful attention, and will give you satisfaction. Some of our lines are:

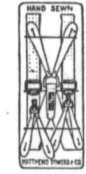
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ARGENTINA'S MEAT EXPORT.

Extraordinary progress has been made in recent years in Argentina in the production and export of beef and mutton. Mr. Herbert Gibson, who makes a report on the subject in the North British Agriculturist, states that whereas in 1895 it was difficult to get 40,000 head in all Argentina, that were fit for the British market, the output since then has increased to 40,000 head per annum, and last year it totalled 250,000 head. Mr. Gibson asserts that Argentina's export of beef and mutton will continue to go up by leaps and bounds. Indeed, he considers it not unreasonable to believe that by the end of the present decade Argentina

will be able to export to the European market—which practically means the British market—less than 10,000,000 hundredweight of beef and 5,000,000 hundredweight of mutton, or about double the total quantity of beef and mutton which this country at present requires to import annually in order to meet the wants of its seeming population. The resources of Argentina are practically unlimited and they have been immeasurably developed in recent years by the wholesale laying down of Argentina's lands to a very nutritious leguminous crop, which enriches the land with nitrogen accumulated from the atmosphere and is, through its deep-rooting habits, practically uninjured by drought. There ap-

pears to be no reason to doubt that the exports of beef and mutton from Argentina will continue steadily to increase. Indeed, it seems clear enough that between Canada on the one hand as exporter of wheat and Argentina on the other hand as an exporter of meat, the British farmer will before long have to face a keener and more cutting competition than ever before.

He—I have been trying to find some trace of my ancestors. She—Indeed! Did your ancestors wear traces?—Yonkers Statesman.

Mrs. Sharp—What is a great, stout, healthy man like you begging for a Bulky Braces—Only two cents, mum.—Chicago Daily News.

are the men who inspire confidence because they are the men who are worthy of it.

I speak to you from fifteen years' experience during which time our country has passed through the most remarkable period of its history. After the prosperous 90's we were suddenly plunged into a financial crisis. Those of you who were in business at that time need no reminder of its bitter experiences. During this period lessons were learned which even the unsurpassed prosperity of the present day do not efface. Not the least valuable lesson you learned was that some wholesale houses and their salesmen were only fair-weather friends, who in your time of trouble deserted you. You also learned that these men who during your prosperity saw you divide their orders with unscrupulous and undeserving transients now had it in their power to help or to hinder you, and to their credit be it said that they were, almost without exception, ready, yes, eager to aid. You realized for the first time that the regular salesman, who from week to week had solicited your business and whom you regarded simply as a "drummer" was to his house not only their salesman, but in a sense their credit man. He it was who when mercantile reports were damaging, told his employers of his belief in your integrity, your ability and your grit, and persuaded them to extend to you courtesies and credits which, save for him, you would never have received. In those days it was worth while for you to confide in him and make of him your close and trusted friend.

It has been my experience that the most successful merchants on my trip are those who by the exercise of due discretion have selected the men and the firms from whom they sell buy and have given them steady patronage making their accounts worth the having.

Let me bring this matter of selling goods home to you. Who are your best customers and whom do you favor? Do you care much for the business of a man who drops in now and then only to buy some small article on which you are making a special price? Do you select the best butter and the

choicest fruit for the customer who gives you only a little of his trade? Do you give your best efforts to the occasional purchaser or to the continual who calls on you, do you endeavor to favor those buyers who are your regular and your reasonable customers?

I shall never forget what our manager, Mr. Triebel, once told me. Said he: "Harry, when you have something extra good for the trade don't run after those men who rarely give you an order, but give it to your regular customers. They are the men entitled to it."

Gentlemen, isn't it worth while to determine which is the most trustworthy representative of the several lines you carry and be his regular customer?

If it is, then take this man into your confidence and make him feel that the success of your business partly depends on him.

You will both be benefited.

STEAM AND SAILING VESSEL TONNAGE.

According to Lloyd's Register, the shipping of the world consists of 23,943 steamships and sailing vessels, representing a tonnage of 33,943,131 tons. This fleet is divided as follows:

Steamers	Number	Tonnage
Sailing vessels	11,781	27,183,326
	12,162	6,659,765
Totals	23,943	33,843,131

These figures show an increase over last year of 315 vessels and of 294,368 tons. The advance, however, is entirely in steamships. Not only were there fewer sailing vessels built in 1902 than in any previous period in the history of the industry, but a large decrease took place in the number and tonnage of those on the registers of the various countries—230 vessels and 118,000 tons. Of the total tonnage of 33,843,131, nearly one-half is owned in the United Kingdom and colonies. A year ago that country had in its possession nearly 15,500,000 tons of shipping tonnage, but its tonnage for the first time exceeds 16,000,000. Upward of 14,000,000 of

the tonnage is composed of steamships leaving less than 2,000,000 tonnage in sailing ships. The rest of the nations combined have more than twice as much sailing tonnage, but on the other hand, their steam tonnage falls short of that of the United Kingdom by more than 1,000,000. The following are details applicable to countries possessing over or close upon 100,000 tons of shipping, in the order of precedence:

Flag	Tonnage	Flag	Tonnage
British	16,008,374	Dutch	654,842
American	3,811,863	Danish	521,247
German	3,333,247	Aus-Hun	517,697
Norwegian	1,623,749	Belgian	377,977
French	1,622,016	Brazilian	355,092
Italian	1,150,233	Turkish	344,614
Russian	809,443	Portuguese	301,244
Spanish	784,417	Argentine	95,730
Japanese	728,213		
Swedish	721,138		

The Chinese, who come next, have only 600,000 tons, and the other smaller powers are much below such figures. So far as this table is concerned, it shows that all the countries named have increased their shipping tonnage during the last year.

TRADE MISMANAGEMENT AND ITS ATTENDANT CONSEQUENCES.

There can be much said upon the subject as we travelling men view it. Hardly anyone can better pass judgment upon such a subject than we who mingle among so many different classes of people daily. We find a marked contrast among merchants in different parts of the country in which we travel. They differ as much as chalk does from cheese. One class of merchants we find they have on hand, and if stock runs low they replenish, and you always find what you want in their line when you visit their place of business, ready to serve you. They always have a good trade, plenty to do with, pay all their obligations promptly and are termed successful business-men.

You will find another class of merchants, clever, good-natured, don't care souls, you visit their place of business and they ask you to come to their place down. There is where you will gener-

ally find them, in the rear of their store, sitting in a back doorway (if the weather is warm) catching the cool breeze as they pass by, or if it be the winter time, they are sitting before their large stoves, smoking their pipes. You ask them whether they are so, and they don't know whether they are or they take a long breath and stretch themselves, attempting to stretch themselves, attempting to stretch it too much exertion, and finally tell you they know now. They know about the stock that they do themselves, he will wait on you. In buying goods they are the same way, they expect you to sit down and wait with them for a day; they consider your time worth nothing; they don't have time just then to look over their stock to see what they want. You are going to stay a day anyway, whether you feel so inclined or not; anyway, you can come in to-morrow and they will be better prepared to meet you. This style of merchant has no pride in his stock of goods; they are thrown together in any old way and his store indicates the character of the man, and as a general rule, you will find him slow in meeting his obligations, and he is considered an undesirable person to do business with. His trade, since his first commenced business, has decreased, instead of increasing, and he wonders why it is, and to yourself it is a mystery. He is a man who has no pride in his business at all. He is, perhaps, one of the oldest merchants in the town, and had he been the right spirit from the commencement of his business career, he might have commanded the largest trade in the section in which he lived.

We will carry ourselves to suit into another class of merchants and sell into their places of business. Here we find men that are hustlers by nature, but lack in many cases good business judgment, especially in the manner of receiving strangers. The travelling man is the best friend they have outside their own families, and if they could only be made to realize the fact they would be inclined, I think, to assume a different manner towards him. They little realize the position in which they place themselves with the travelling man and the outside world, and little do they seem to care. It is the

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almighty dollar that they are after. The minute you enter their place of business you discover that air of independence of poor management on their part which will impress you that among the rich and prosperous ones, still, you will always find them the busiest people on earth. They can find no time to talk business with you; they must wait upon every customer that enters their place of business. They will let their clerks stand around and look on and will make it a point to do this, especially if you are waiting to see them. You are wishing that they would give you a few moments of their time, so that you could go about your business. At last you succeed in getting their attention; you are in hopes that nothing more will occur until you are through, but, to your sorrow, some old woman comes in to see about some over-charge on her last month's bill; this must be straightened out at once. Your man is gone. This transaction takes another half hour of your time, and still you are waiting. Meanwhile you become impatient at the way you are served, and finally your patience

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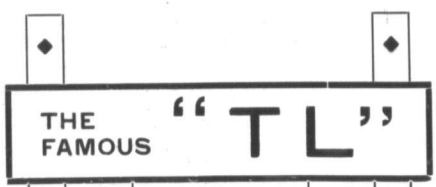
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becomes exhausted and you leave the place in disgust, feeling that a half day has been lost, swearing vengeance on such a man, and resolving in your mind that you will get even with him for causing you to lose so much time.

I do not wish you to misjudge the trade in any way, but the great majority of merchants among the retail trade especially are lax in their methods of doing business. I have had experience with one man who is noted for his discourtesy to the travelling man. To such an extent has he carried this that very few of the fraternity will call on him. Many a man who has paid his first visit to him has been entirely baffled out. I heard of this gentleman some time before I paid him a visit, and with a firm resolve I determined to stand his bluff and sell him goods, which I did and have done since. His insolence was enough to cause many a man to turn on his heels and leave, or cause him to wish that his mother never taught him to say, but as he observed, I was as good as the emergency called for, he tumbled to himself and bought a bill of goods and has been on the best of terms with me since.

The merchant who will not spare time enough to extend the hand of welcome to the travelling man, and, if he is busy, to appoint a time when he can be seen, lacks good business judgment and cannot expect to succeed in business. The most prosperous business men are those who use a lot of policy in their business transactions. Some little thing of the value of the travelling man's time: at the same time, if they had men on the road, they would expect them to earn their money.

Another great lack of business judgment on the part of the merchant is the way he treats his business correspondence. He makes an order by mail which is not fully understood by the party receiving it, which necessitates correspondence before the order can be filled. This causes delay in the shipment of the goods. The retailer, in sending the order, imagines that the manufacturer or jobber should know exactly what he wants when he has stated that he desires the same amount, style, pattern, etc., that he received several years before. He thinks that the party receiving the order should remember about it, and when the answer comes back to him for fuller explanations in regard to time, etc., he treats the letter with contempt, curses the entire outfit, and declares he will never transact that party again. Time rolls on, and the receiver of the order protests that he has no time to receive from his customer. He writes him another very polite request; still he does not receive a reply. He writes to himself: "Let them look it up if they want to know so bad." The party who is not heard from by their customer, write him to know what is the matter, thinking his letter may have been miscarried. Mr. Re-



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tailor sits down with fire in his eyes and countermands the order, and places the order elsewhere; this time he is more particular and fully describes what he wants. It is shipped promptly. He now makes it a point to interest every travelling man who comes along in his story about the treatment he has received at the hands of this particular house, when the entire fault lay with him.

It is a hard matter to decide what remedy could be applied to the better management of business. There are so many different people in the world and all do not have the same ideas about the way business should be conducted. I suppose it will always be so as long as the world lasts.

My idea, however, is that every man contemplating doing business should take a thorough business course, the same as a man does to fit himself for a profession. I think that we would then have a much better class of business men who would make a success of what they undertook.

At the present day a vast proportion of our merchants in all parts of the country lack the necessary business training to make them successful.—Oklahoma in The Sample Case.

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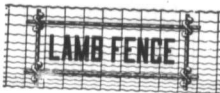
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