

THE COMMERCIAL

FINANCE AND INSURANCE REPORT

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WINNIPEG, CANADA NOVEMBER 2, 1901.

No. 9



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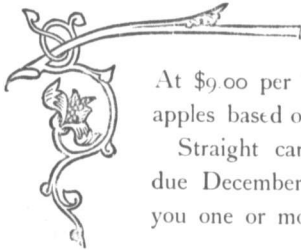
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A Talk on Tea.

Among the guests at the Clarence hotel is Mr. S. T. Nishimura, formerly of Yokohama, and now of New York, a representative of one of the leading tea exporting firms of Japan with agencies all over the continent. Tuesday evening during a conversation with a reporter he narrated some of the interesting features of the tea industry in Japan. "Our largest competitor is, of course, Ceylon and India and I travelled through Japan last year," Mr. Nishimura said, "lecturing on what must be done to lessen the cost of manufacture to bring the price down low enough to compete with these other markets. Japan undoubtedly is the only country in the world where real green tea is used. We cannot make so good a black tea as in Ceylon, but they cannot owing to the nature of their soil and climate cultivate green tea. China green tea is artificially colored and has not the fine flavor of the Japan tea. In Ceylon the reason they are able to send out a less expensive article is that they have machinery. At home the work is all by hand labor and wages run from 20 cents per day up.

"This is higher than used to be by about 10c per day. All labor through-out Japan is higher. This was owing to the habits of the people after the war, when the indemnity was paid to Japan. Times were good and living better. Before the war the potato was of the kind—but the sweet potatoes, which used as the staple food among the working classes, but now they must have rice, and rice is about four cents a day dearer than potatoes. On a cent a day the Japanese working man used to live very nicely. It costs him five cents now.

Speaking of the tea cultivation, Mr. Nishimura explained that the best leaves are raised from the oldest trees. "There are some trees as old as ten years," said Mr. Nishimura, "and these are no higher than about three or four feet, but spread out. Tea from such a plant is worth from \$12 to \$15 per pound. It is taken without sugar or cream, for tea in our country is not drunk the way you use it. The bitter flavor of the tea is spoiled when taken mixed up with sugar and cream, but, of course, like the taste for wine or a cigar, must be cultivated."

Mr. Nishimura conversed with us almost freely, his slight accent was not that of a Japanese, but of a Frenchman. He explained that in a civil service office where he was employed he conversed in English with a Frenchman and unconsciously acquired his French accent. He did not notice this until he arrived in America.

Work on the C. P. R. bridge over the Red river, at Winnipeg, will be completed about Jan. 1.

Commercial circles in Glasgow, Scotland, are commenting in a flattering manner upon the delivery at the Clyde of 100 more tons of pig iron from the furnaces of the Dominion Iron and Steel Co. at Sydney, Cape Breton. This makes the total amount received from Sydney so far this season reach the total of 18,400 tons.

The inland revenue department is "after" cigar manufacturers who place labels or brands on their cigars which would mislead consumers as to who is the manufacturer of the cigars. It is an offence against the criminal code to use a label or brand which would indicate or lead people to suppose that the goods are manufactured by some other person or in some other place than by the actual manufacturer.

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**Musical
Instrument**

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THE COMMERCIAL.

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Twentieth Year of Publication.

ISSUED EVERY SATURDAY.
 Subscriptions—Canada and the United States, \$2.00 per annum in advance, or \$2.25 when not so paid; other countries, \$2.50 in advance.

Changes for advertisements or stops should be in not later than Thursday morning.

Advertisements purporting to be news matter, or which profess to express the opinion of this Journal, will not be in series.
 Office 219 McDermott St., Telephone 224.

D. W. BUCHANAN,
 Publisher.

The Commercial certainly enjoys a very much larger circulation among the business community of the West, ranging between Lake Superior and the Pacific coast than any other paper in Canada, daily or weekly. The Commercial also is the leading wholesale commission, manufacturing and financial house of Eastern Canada.

WINNIPEG, NOV. 2, 1901.

COLLECTING BAD DEBTS.

There are many plans for collecting bad debts, but it is not infrequently happens that debt-collecting schemes have been declared illegal by the courts. Those who think of resorting to extreme measures for collecting accounts, should make careful inquiry as to the legality of the proposed action, before embarking therein. Every now and again we learn of instances where the debtor has turned upon the creditor and had him punished by law, for an illegal act in the name of enforcing payment of an account. From the standpoint of the creditor, it seems hard that the law should be invoked to shield parties who are evidently willful "dead beats." At the same time there are instances wherein the law seems to throw its formidable protection around such persons, though the intention is not to shield the "crook" so much as to protect the honest, but unfortunate man. It is, of course, difficult often for the law to distinguish between the unfortunate debtor and the willful "dead beat."

The plan of advertising delinquent debtors has been more than once declared illegal, with disastrous results to the advertisers.

One plan of protection from bad pay customers, which is giving good results, is to have the formation of associations among business men. When a customer turns out bad pay, his or her name is given to the secretary of the association, who notifies all the members. In this way the business men are soon informed of those who are likely to refuse to pay, and accordingly "worked" half a dozen or more persons, one after another, for large amounts. Recently a local association has been operating to check such fraudulent custom, with good results. When a customer proves bad, it is easy matter to report the name to the members of the association, and thus place other merchants upon their guard against such an one. It is quite right that merchants should seek to protect themselves in this way. This is a form of combination which seems quite legitimate. If merchants gener-

ally could agree to work together on this basis, they would be saved against many bad accounts, and this would be far better than devising schemes to collect such accounts.

Associations, however, must be very careful as to the means they take of collecting or enforcing payment of accounts due to members. Two or three instances have recently been reported in the United States where the courts have declared against acts done in connection with associations of this nature. In one case a party who had been reported to the secretary of the association as a delinquent, brought action for libel and secured a verdict in his favor. It appeared, however, that in this case, the party was reported from malicious motives. The custom of using printed matter an envelope, such as "bad debt collecting agency," etc., and sending such matter to delinquents, has also been declared libellous by the courts.

While business men may work together to advantage in protecting themselves against making bad accounts, the merchants in this matter go much farther than this in enforcing payment of accounts. At the same time, when the better class at least of slow or bad pay customers learn that to neglect to pay an account will mean that their names will be handed around amongst the merchants in this unattractive way, they will be very likely to make a strenuous effort to meet their obligations. Merchants who report bad accounts, should be very careful that the account is correct, and that they are not influenced by any other motive in so reporting their delinquent customers.

AGRICULTURE IN THE FAR NORTH.

The United States government has been making some exceedingly interesting observations and experiments as to the agricultural possibilities of Alaska which indicate that that region is not so inhospitable as some of us have been supposing. It may not be generally known that the government of that country has been maintaining for some time past a system of experimental stations in the interior and along the valley of the Yukon river. These have done much to demonstrate the fact that grains, grasses and vegetables—especially vegetables—may be easily grown even in close proximity to the Arctic circle, and some really surprising results have been obtained during the past summer. The past season is not so unfavorable one for gardening or agriculture as has been late, yet, notwithstanding this drawback, potatoes, cabbage, cauliflower, beets and other vegetables were produced and in regular use by the middle of August at the government stations and church settlements. At one of the stations rice was successfully grown from seed sown last fall and was ready for harvest in July, while spring-shoulder barley ripened about the middle of August. Oats and wheat were expected to mature later. In addition stations and church settlements the government officials observed a large quantity of hay land in the lower Yukon valley upon which wild hay had grown in some places to a height of over six feet. It may be assumed that if these things are true of the United States territories it will be true of our region and similar conditions will be found to prevail in the Canadian Yukon, and it may in the not distant future be found that the supplies of these commodities for the sustenance of man and beast in that country can be successfully

raised there instead of having to be transported long distances at great expense, as is the case at present.

INSURANCE

INSURANCE AS A COMMERCIAL FACTOR.

What does the business man know as to insurance? The answer to that question was well defined by Mr. Harlow N. Higginbotham, of the firm of Marshall Field & Co., Chicago, in an address at the annual meeting of the Fire Underwriters' Association of the Northwest in Chicago, describing the effect of a study of the insurance from the standpoint of a business man. There was a man who, at the time of the address referred to, had had an experience of forty years in commerce, during all of which time, as he said, insurance against fire had been an ordinary as a system of currency, as regards the protection against loss of the property of customers, yet he was obliged to acknowledge that in all of that time he had given hardly a moment's thought to the vastness of insurance in the business world.

Mr. Higginbotham's address is reported in "Insurance Engineering," which contains a number of very valuable contributions relating to the insurance. In considering insurance from a business man's standpoint we are reminded that "I have brought home to myself its agency as a commercial factor, and I am amazed at its importance and nature. As a matter of fact, it would be impossible to carry on business without insurance against loss by fire. It would so disturb various of all property that it would materially interfere with the best part of money credits, which are such a vast and now would be almost impossible. It would practically reduce a business to a cash basis and limit the volume of business almost to stagnation.

From a realization of the prime necessity of insurance, consideration of the subject naturally leads us to think of the vastness of it as a branch of trade, as a great division of our commercial system, and then naturally follows an attempt to ascertain so great a factor in our business life is controlled and directed wisely and to proper regard for the moral and financial welfare of the people. Thus, in a moment, I find myself confronted by a great business problem, involving a matter of the greatest importance to myself and every other business man, and yet a question to which I have hardly given a moment's thought during the forty years I have employed its privileges and enjoyed its protection.

"I am aware, of course, that the insurance interests of this country are thoroughly organized with various boards and committees and commissions; that there is state supervision in the different commonwealths, and that the idea of national control has been considerably agitated; but I have failed to learn the exact facts of the people who employ insurance, extensive property interests, that are covered by insurance have not devoted attention to the theory or the practice of insurance, or have considered it a public question. I find, also, that economic writers have taken up the subject in discussing problems in which insurance is so intimately and essentially involved. It is possible to regulate a thing too much. It is possible to regulate a subject too much. It is well, perhaps, to let well enough alone; but in my own behalf I feel obliged to say that I have a realization of my deficiency in this regard.

"From the date when assurance of property against loss by accident was first undertaken in London in 1700, I think, insurance has been considered merely as a speculation based upon certain calculations of chance on a moral and physical hazard. This was partly so, and partly not so. By an adjustment of premium-percentage to an estimated percentage of liability of accidents, a design was applied to a certain area or number of cases, individuals were then, as now, protected from total loss of property by fire from a fund created by assessment. It was then, as it is now,

in reality a mutual protective association. The collection of the collective premiums paid individual losses and the expenses of carrying on and administering the profits of the association. I say that notwithstanding the company is a private concern, considered for the profit of its stockholders, the relations between the insured and the insurer are essentially cooperative and of the benefit of both. The company is for the purpose of supplying temporary deficiencies for the theory of the insurance, which may more than pay losses and expenses. Any plan of insurance should be prudent, satisfied in its own mind. Mr. Higginbotham referred to the consideration of insurance, either over insurance or under insurance, in giving credit to customers, saying that a business that will not enable a man to insure is not worth having and should be promptly discontinued; and, in conclusion, gave some wholesome advice to companies and agents, regretting that there seems to be a moral antagonism and a suspicion of integrity on either side of an insurance contract—Insurance Chronicle.

INSURANCE NOTES.

Jas. Craig, superintendent of agencies for the Explorer Life Insurance Co., of Toronto, returned to Winnipeg from southern Manitoba this week.

The Great West Life Assurance Company's Toronto office has moved into larger quarters in the Canada Permanent buildings on Toronto street.

The master in chambers has adjourned for argument before a high court judge the motion by the Royal Victoria Insurance Co., to strike out the alleged embarrassing paragraphs of the statement of claims in Rev. Father Brophy's suit for \$75,000 damages on the life of the late Alce Cromar, of Parkdale, Ont.

W. D. Campbell, manager of the Elder-Doniphan steamship line at Montreal, has gone to Ottawa to lay before the government a statement in regard to the excessive insurance which is paid on the St. Lawrence, which he says must be adjusted quickly or the trade via that route will be ruined.

An addition has been recently added to the building of the Mutual Life Insurance Company in the city of New York, the building covers an area of about 100 feet below the surface of the ground. The building is eighteen stories high and covers a ground space of 16,000 feet. In the foundations 2,000 tons of steel, 20,000 barrels of cement and 100,000 yards of bricks have been used.

That Canadians as a people believe in life insurance is demonstrated by the fact that the per capita insurance of the population of the Dominion has increased in 25 years from \$21.36 to \$79.82. The total amount of life insurance in force in Canada at date of issue was \$431,000,000, of which 92 per cent is carried in Canadian companies, as against 25 per cent, two-thirds of the total value of the balance of business now in force 28.8 per cent is carried by United States companies and 9.2 per cent, by British companies.

Alberta Oats for South Africa.

Last week we referred to the daily paper reports that the Dominion government had agreed to purchase oats from Alberta to South Africa. We stated that the report was likely an error, and that the Dominion government and this view of the matter has turned out right. Prof. Robertson, who is looking after the matter, says that the hay is bought in the eastern provinces. He has gone to Alberta, where he has inspected the quality of the hay and has bought a million bushels of oats. He reports that the government will purchase the hay and enable him to pay a fair price for the oats in the west.

Cotton Stock Still Declining.

Montreal, Oct. 28.—Dominion cotton stock declined to 48 to-day. It closed last week at 50, and through ago the stock was quoted at 88.

The Toronto Furnace and Crematory company have completed the erection of a crematory plant for the city of Winnipeg.

Furs of the Upper Yukon.

United States Consul J. C. McCook writes under date September 19—

Dawson is the central market for a vast extent of fur-bearing country, stretching from the Mackenzie Basin to the coast range and from the Porcupine to the Hootalinqua. In this area, perhaps 1,000 men are engaged in hunting and trapping, exclusive of the Indians; and from Dawson, fully 40,000 peltries are annually exported to the great fur markets of London and New York. The industry yields a revenue every year of nearly \$350,000.

The season is now at hand when the hunters and trappers are moving their outfits to the various rivers and streams where they will winter, and men are leaving town almost daily for their long sojourn amid the "great white silence." In most cases the work of reaching their destination is of an intensely arduous nature, as they must

price, and in most cases dark-colored fur is worth much more than the lighter varieties.

The local dealers say the pelts in this vicinity are of better quality and obtain higher prices than those taken along the lower Yukon and on the Alaskan coast. The hair is softer and more glossy in appearance.

In varieties, marten are the most numerous, and black fox are the scarcest. The latter is the most valuable of all, a good pelt readily bringing \$300; and muskrat is the least costly, being worth only 4 cents.

The favorite rivers among the trappers are the Pelly, White, Stewart and Porcupine, while game hunters prefer the Klondike and Forty Mile, because of their accessibility to a ready market. The Big and Little Salmon, Hootalinqua, Chandalar and Selwyn rivers are also frequented by many trappers, while a goodly band is scattered along the Yukon itself. The Peel and other

gray, number shipped, 25 to 40; price, \$100 to \$200; black, number shipped, 7 to 7, price, \$200 to \$300.

Lynx.—Mostly from along the Dalton trail, number shipped, 2,000; price, \$1 to \$2.50.

Wolves.—Black and gray, mainly near the mountains; number shipped, 2,000; price, \$1 to \$2.50.

The Similkameen Country.

Geo. R. Philp, of Princeton, B. C., talking to a Toronto Globe reporter a few days ago, says that great development is expected to take place in the Similkameen shortly. This valley lies south and east of Hope station, and a railway to open it up is almost assured for the near future. The Crow's Nest line, the southern division of the C. P. R. has reached midway, and a line is projected thence across country

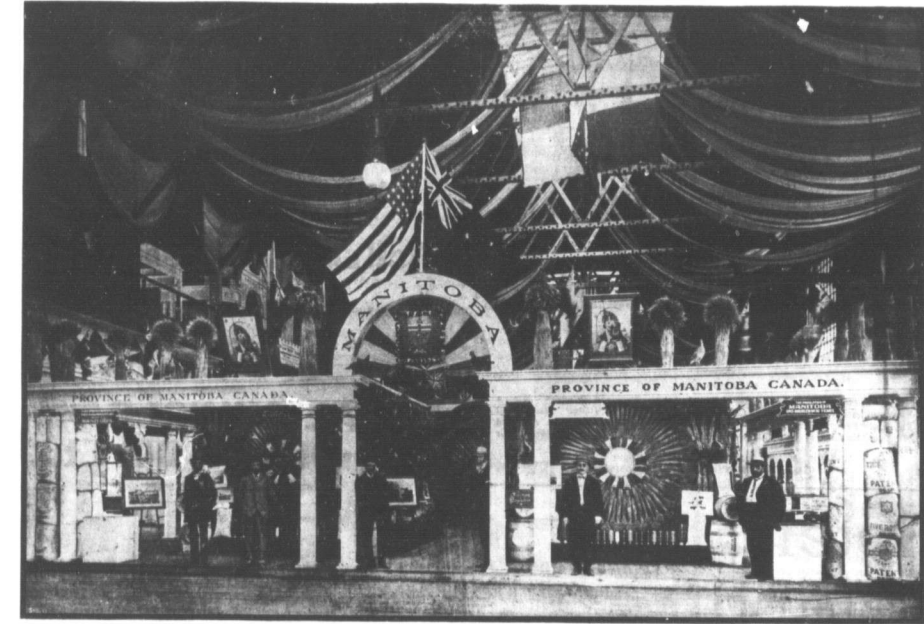
Kootenay Mining News.

Rossland, B. C., Oct. 28.—The ore shipments from the Rossland camp for the week ending Saturday totaled 5,620 tons, made up as follows: Le Roi to Northport, 2,000 tons, to Trail 1,840, Le Roi No. 2 950 tons. The total for the year to date is 242,378, and for the period since work was resumed on September 1, 23,070 tons.

Since work started 625 men have applied for work and this is approximately the number at present working.

The Nickle Plate mine is being unwatered and work will be resumed on Nov. 4. This will add substantially to the weekly shipments.

Grand Forks, B. C., Oct. 28.—During the week ending Saturday the Granby smelter treated 4,882 tons of ore, an average of 690 tons daily. This beats all previous records for the same period by 97 tons. The grand total to date is 243,075 tons.



Manitoba's Exhibit at the Pan-American Exposition, 1901

take their canoes to the head waters of the swift-foot streams, make long portages, and penetrate pathless woods. But no hardships daunt these Yukon trappers, and they well deserve the success they so frequently achieve.

In the local fur market, London quotations govern. These are fixed twice a year—March and August—by a board of principal dealers in that city, and prices are gauged according to that scale in all parts of the world except Russia. The present rates, compared with last year's prices, show an increase on bear, beaver, otter and mink, with a decrease on silver-gray fox, marten, wolf and wolverine. On most other peltries, quotations are the same. A wide difference is often noted between the maximum and the minimum figures; this is due to variations in the grade and quality of the fur, and to the time of the year in which the animal was caught. For instance, pelts of bears caught in the spring, just after the hibernating process is over, are worth much more than those secured in the fall, because their fur is soft and thick, instead of harsh and thin. In all pelts, winter fur commands often three times as much as summer fur in

streams flowing into the Mackenzie Basin are also considered choice trapping grounds.

The annual production of the different varieties of pelts, their market value, and special facts distinguishing their distribution are given as follows:—

Bear.—Black, silver tip, brown grizzly and cinnamon; found all over the country from March to November; number shipped, 3,000; price, \$10 to \$25. It takes an exceptionally fine skin to bring more than the maximum figure.

Beaver.—On all streams, but chiefly numerous on White, Pelly and Stewart rivers; number shipped, 2,500; price, \$3.50 to \$7.

Mink.—On all streams; number shipped, 1,500; price, \$1.50 to \$3.

Marten.—On all streams; number shipped, 25,000 to 30,000; price, \$3.50 to \$12.

Otter.—On Pelly and along the Yukon, most of the pelts coming from below Dawson; number shipped, 200; price, \$4 to \$8.

Foxes.—Red; number shipped, 2,000; price, \$1.25 to \$2.50. Cross, number shipped, 650; price, \$3 to \$11. Silver

to Hope, and there are one or two other projects also on foot for supplying this valley with railway facilities. Some of its resources in ore are very rich. Within the boundaries of Princeton there is a fine bituminous coal deposit on the banks of the Similkameen river, with a fifteen-foot solid seam of what has been reported to be excellent coking coal. All around Princeton are minerals that require smelter treatment. In the Hope mountains at Summit City camp are rich galena ores, some of which run 200 ounces to the ton in silver. Copper Mountain, on the Similkameen, has a dyke of gold-copper ore from one to one and a half miles wide. The Sunset mine, the most highly developed in this range, is down 200 feet, and has done a lot of cross-cutting that has developed the fact that the ore is in great volume. To the northwest in the Nicola country, at Appen Grove, and elsewhere there are deposits of native copper, pease-copper in white quartz, grey copper and hornite, all of which contain very high values. In the case of one property of grey copper ore a bond of \$60,000 was offered this season and refused by the prospective owners.

The wall paper factory of Colin McArthur & Co., Montreal, was completely gutted by fire on Monday.

The strike at the Montreal Cotton Co.'s mills at Valleyfield has been settled through the intervention of the Dominion government labor bureau.

\$100
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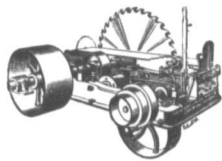
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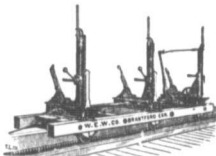


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J. W. McMARTIN, British Columbia.

Sample Room 6 Sanford Block, Winnipeg

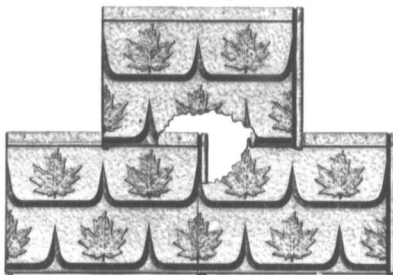
McKENNA, THOMSON & Co.

425, 426, 427 St. James St., Montreal

MANUFACTURERS OF FINE READY-TO-WEAR CLOTHING

METAL SHINGLE AND SIDING CO. Ltd.

PRESTON, ONT.



SAFE LOCK SHINGLES. This cut shows the locking device on all four sides.

MANUFACTURERS OF

SAFE LOCK SHINGLES
METALLIC CEILINGS
METAL SIDING, &c.

For prices and full particulars apply to

W. G. McMAHON, 246 McDermott St., Winnipeg

McClary's Famous Hot Air Blast Heaters

BURN HARD, SOFT OR SOURIS COAL



This stove has been constructed especially for the Trade of Manitoba, the Northwest Territories and British Columbia.

By the arrangement of the Air Inlet at the top of stove and the position of smoke-pipe collar and damper, smoke is made to pass through the fire and be consumed.

A ventilator in the top inlet keeps gas from accumulating. The air passing at the top being first heated brings about the most perfect combustion possible, as it supplies a fresh discharge of oxygen at the very point of combustion. The amount permitted to go through the fire can be accurately regulated by the Air Inlet.

The down draught in this heater warms the floor, where the heat is most needed, and in this respect it is superior to a base burner. It practically consumes its own smoke.

Is supplied with Nickelated Fancy Swing Top, Air-Tight Screw Damper, Direct and Indirect Drafts.

A Powerful Heater and a Great Saver of Fuel

Descriptive Pamphlet and prices to the trade sent on application.

THE McCLARY MANUFACTURING CO.

183-185-187 Bannatyn Ave. E., Winnipeg

London Toronto Montreal Vancouver St. J. Ho, N.B.

THE W. E. SANFORD MF'G CO., LTD.

HAMILTON, ONT.

Wholesale Clothing Manufacturers

Offices and sample rooms in the Sanford block, Winnipeg, corner of Princess and Bannatyn streets, where a complete set of samples can always be seen.

Western representatives—H. Kite, W. Dunlop, Geo. Shaw, A. McAllister.

SHIP YOUR

SENEGA ROOT

—TO—

FRANK LIGHTCAP

Dealer in

HIDES, PELTS, WOOL, ETC.

Exporter of Raw Furs.

Highest market prices paid for consignments and returns made promptly. Write for circulars containing Market Reports and latest prices.

172-174 KING ST., WINNIPEG. P. O. Box 484.

WHEELLOCK ENGINES

Ideal Engines, Gasoline Engines, Boilers, Pumps, Waterwheels, Oatmeal Machinery, Flour Mill Machinery, Wood-working Machinery, Wood Bin Split Pulleys, Iron Pulleys, Shafting, Hangers, Gearing, Friction Clutch Pulleys, Saws and Vault Doors—made by Goldie McCulloch Co., Galt.

THE BURRIDGE CO.

Office and Warehouse
132 Princess Street, Winnipeg
Telephone 1202

Winter Overcoats



We have a large and well assorted stock of FALL and WINTER OVERCOATS, READY MADE CLOTHING, GENTS' FURNISHINGS, and SMALL WARE. When in the city call and see our goods. They will satisfy you. Mail orders given prompt attention.

EASTERN CLOTHING HOUSE

J. GENNER, Prop.
223 Alexander Ave. Winnipeg

Great West Saddlery Co., Limited

WINNIPEG, MANITOBA

The Largest and Most Up-to-date Business Capital \$750,000 in Canada

Our saddles good, made of leather and wood.

Make riders shout with glee. Smooth and bright; strong but light. Those made by the "G. W. S. Company."

Our harness best, that stands the test. However severe it be. Construction strong; never wrong. Those coming from the "G. W. S. Company."

Our collars you know; they fit just so. And their quality, you'll agree, is no fake, like others make. For they're made by the "G. W. S. Company."

Our trunks and valises; the very best made. They'll suit you to a tee. Handsome, neat and can't be beat. Furnished only by the "G. W. S. Company."

Now dealers shrewd, please be subdued; And to this factory bow. Their saddlery sells, you're treated well. By this wondrous "G. W. S. Company."

Send for our new and beautifully illustrated Catalogue and Price List—Free.

Great West Saddlery Co., Ltd.

122 and 124 Market St. East.
WINNIPEG, MAN.

SPECIALLY MADE FOR FAMILY USE.

OGILVIE'S FLOUR

ALWAYS ASK FOR OGILVIE'S.

THE MUTUAL LIFE OF CANADA

Formerly . . . THE ONTARIO MUTUAL LIFE . . . OF CANADA

Is noted for its favorable rates, high dividends and honorable dealing. It is a Company of Policy-holders, by Policy-holders, for Policy-holders—and a "Policy is It Pays."

BY WAY OF CONTRAST

Death and expense rate per 1,000 for last 10 years:	
Leading American Companies, average	22.87
Leading Canadian Companies, average	18.27
The Mutual Life of Canada, average	13.50
Interest earned on Assets last 10 years:	
Leading American Companies, average	4.03
Leading Canadian Companies, average	5.51
The Mutual Life of Canada, average	6.51

Winnipeg Branch—McIntyre Block. F. D. McKINNON, Prov. Mgr.

J. S. LANGLOIS & CO.

Manufacturers of High-Class, Fine and Medium Grade

BOOTS and SHOES

156 Charest Street QUEBEC

Our representative for Manitoba, the Territories and British Columbia is Mr. J. H. GLASS, who will call upon you in due time.

THE HIGHEST STANDARD OF EXCELLENCE

IN

3

Trade Winners



3

Trade Winners



3

Trade Winners



They delight and satisfy consumers For sale by all Winnipeg Wholesale Grocers.

E. NICHOLSON

WHOLESALE AGENT

115 Bannatyne St. East, Winnipeg

CANADA JUTE CO. LTD., MONTREAL

WHEAT
BRAN
SHORT
POTATO



FLOUR
JUTE
AND
COTTON

PRINTING A SPECIALTY

HESSIANS
TWINES

Complete Stock Carried
in Winnipeg
Prompt Shipment

E. NICHOLSON, Agent, 115 Bannatyne St. E., Winnipeg

THE IMPERIAL

WHOLESALE FRUIT AND PRODUCE COY

We handle all kinds of green fruits and are prepared to fill your orders for same promptly.

We also buy or handle on commission or anything in the way of country produce at highest cash prices and lowest rates of commission.

Settlements made promptly.

880 Elgin Avenue, Winnipeg.

"What is more cheering than happy lusty youth?"—*Alcove.*

And the way to make this "lusty youth" is to partake of pure, wholesome, strengthening "food"—liquid "food" as well as beef and mutton. Malt and hops, "well and truly" brewed, produce this delightful "food" beverage—known as

THE REFINED ALE

"which sparkles like champagne."

E. L. DRFWY Manufacturer and Importer, Winnipeg



Somerville
Steam Marble and
Granite Works

SOMERVILLE & CO., PROP.

BRANDON, MAN.

Estimates given on every description of Monument, Headstone or Fence.

This monument, 97 feet 8 inches in height, manufactured of Manitoba granite, was erected by us in Brandon cemetery during 1899.

W. R. JOHNSTON & CO.

(Late Livingston, Johnston & Co.)

Wholesale Manufacturers

READY MADE **Clothing**

Corner Bay and Front Streets

TORONTO

Western Representatives: A. W. LASHER, W. W. ARBEY & CO.

WM. FERGUSON

WHOLESALE

Wines, Liquors
and Cigars

8th STREET, BRANDON

SADLER & HAWORTH

Fornely Robin, Sadler & Haworth

MANUFACTURERS OF

LEATHER BELTING

MONTREAL AND TORONTO

JOHN A. CARRUTHERS, Selling Agent,
130 King street, Winnipeg, Man.

Winnipeg Hardware and Metal Prices.

ANVILS—Per pound, 10012½; anvil and anvil block, each 8½ lbs.
ANCHORS—Post hole, Vaughan, each \$8.00.

STEEL BOILER PLATES—3½ inch, \$5.50; 3/8, 5/8 and thicker, \$3.25.
TIN—Lamb and Flag, 50 and 20 lb in cans, per lb, 30c.
TIN—Lamb and Flag, 50 and 20 lb in 104, 12x12 and 14x14, \$5.50; 1 X, same as above, 100 lbs, 100 lbs, 2x2, 12x12 sheets to load, 5.10; 1 X, box, 2x2x2, 12 inch, \$12.00.

DRIED FRUITS—Raisins, Valencia, selected, new 7½¢; line of salt, 60¢;
FRUIT—California Raisins, 7½¢;
FRUIT—California Raisins, 7½¢;
FRUIT—California Raisins, 7½¢;

IRON—Canadian pig iron in world \$18.00;
IRON—Canadian pig iron in world \$18.00;
IRON—Canadian pig iron in world \$18.00;

IRON—Canadian pig iron in world \$18.00;
IRON—Canadian pig iron in world \$18.00;
IRON—Canadian pig iron in world \$18.00;

Toronto Groceries.

STARCH—Granulated, 100 lb, Toronto, \$4.80;
STARCH—Granulated, 100 lb, Toronto, \$4.80;

Toronto Hardware Prices.

IRON—Canadian pig iron in world \$18.00;
IRON—Canadian pig iron in world \$18.00;

Toronto Hardware Prices.

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Toronto Hardware Prices.

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IRON—Canadian pig iron in world \$18.00;

Toronto Hardware Prices.

IRON—Canadian pig iron in world \$18.00;
IRON—Canadian pig iron in world \$18.00;

Apples

Are scarce this year, but we have, nevertheless, secured a good supply of finest, and are prepared to fill orders for Snows, Gravenstins, Spies, American fanes and all well known varieties at lowest prices.

Green Fruits of all seasonable varieties constantly in stock.

Cape Cod Cranberries

First car unloaded this week. Finnan Huddle and Oysters now in stock.

THE **MAGPHERSON** FRUIT CO.
LIMITED.

491 Main St., Winnipeg

We have a good stock

Robin Hood Smokeless Powder, Loaded Shells

Write for prices.

MARSHALL-WELLS CO.

WHOLESALE HARDWARE.
WINNIPEG.

DRUGS

We now have a fresh stock of heavy drugs, such as EPSOM SALTS, SULPHUR, Saltpetre, and Borax, not excelled in point of purity. Low prices for quantity.

Write for quotations.

The Martin, Bole & Wynne Co.

WHOLESALE DRUGGISTS
P.O. Drawer 146. WINNIPEG

Sanderson's Steel FOR TOOLS, DIES, DRILLS, Etc.

The oldest and most reliable make in the market. Full assortment in stock at Montreal.

CAMBRIA STEEL

Machinery, Tire, Sleigh Shoe, Toe Caulk, Spring, Cultivator, &c. Cold Rolled Shafting and Finished Agricultural Shapes.

A. C. LESLIE & CO., Agents, Montreal

Boots and Shoes and Maple Leaf Rubbers

Our Stock is now complete and mail orders will be shipped same day as received. An immense stock—of Felt Sox, and Felt Boots and Moccasins. We have two lines of Job Men's MOCCASINS, small eyelet, \$7.50, large eyelet, \$8.00. These lines are worth \$10.00. Remember we are headquarters for all kinds of MOCCASINS. Our travellers are now out showing spring samples. We are sole agents for J. A. M. Cote and the Maple Leaf Rubber Co.

THE KILGOUR-RIMER CO. Ltd., Winnipeg

Don't Forget DAISY AND AMERICA BRAND RUBBERS AND OVERSHOES

If you are in need of Leather, Felt or Rubber Boots and Shoes, we can supply your wants Stock is complete and prices right. See our new samples for spring including **OUR OWN MAKE** of hand made Goods. Travellers now on the road.

A TRIAL SOLICITED

H. G. MIDDLETON & BRO.

139 ALBERT STREET
WINNIPEG
P. O. BOX 523

Adjoining Leland Hotel.

"What do you think of civilization?" asked the fat and prosperous Chinese laundryman of the impoverished friend whom he was visiting in Peking.

"I guess," was the thoughtful answer, "that it all depends on whether you go after it yourself or wait here and have it brought to you."—Washington Star.

"He told me that I was one woman in a thousand," said the lady who had caused her husband's arrest for bigamy.

"And," she continued, while a bitter smile wandered across her face, "from the way the returns are coming in I am inclined to think that he was literally and mathematically correct."—Baltimore American.

Two workmen were discussing serious subjects. Quoth the younger: "I say, Bill, what are these 'here joint stock companies'?" "Well, I'll explain it to yer. You an' Jim an' half-a-dozen more of your mates put up a penny each, an' buys two ounces of bacca, an' a clay an' I sits down an' smokes the pipe an' bacca. D'ye see?" "Yes, but where do we come in?" "Oh, you're the shareholders. You fellows looks an' an' spits."—Ex.

"What is the saddest work of fiction you ever read?" "The cool book," answered the young woman who had not been married very long. "Not more than one in ten of those pieces comes out right."

CHOICE ODORS

Eastman's Perfumes

IN FANCY BOTTLES AND IN BULK.

J. L. MEIKLE & CO.
PORT ARTHUR
ONT.

S. Greenshields, Son & Co.

Wholesale . . . MONTREAL

**DRY GOODS
MEN'S FURNISHINGS
CARPETS, ETC.**

Winnipeg Sample Rooms
412-414 McIntyre Block

Represented by—R. B. GALLAGHER, G. M. NEWTON, A. C. RUSSELL

HODGSON, SUMNER & CO.

Importers of Domestic, British, French, German and American

**Dry Goods
Men's
Furnishings**

SMALL WAIVES
AND FANCY
GOODS

347 and 348 St. Paul Street
Montreal

Represented in the West by
A. C. McLAUCHLAN, Box 330, Winnipeg

HICKS BROS. & CO.

TEA IMPORTERS
And Wholesale Dealers in

Fancy Groceries, Butter, Eggs, Cheese

Packers of Britannia, Beaver and Buffalo Brand of Branded Tea and Sole Agents for These, Lipson's, Package Teas for Manitoba, N. W. Territories and British Columbia.

244 Princess St., Winnipeg

WINNIPEG, MAN.
YARMOUTH, N. S.

The Redding Shoe Mfg. Co.

Wholesale . . .

BOOTS and SHOES

A boon to the merchants of Manitoba and the Northwest.

All solid, honest goods, at right prices.

Where you can do your sorting at a day's notice.

No better goods in the market.

Travellers are now out. See their samples.

P.O. BOX 753

TEL. 1347

veal, 6 to 8c; mutton, 10c, lamb, 11 to 12c; hogs, 10c.
HIDES—Receipts are increasing and old weather, which may set in any day, will mean winter killing. Prices remain unchanged as follows: No. 1 hides, 6c; B delivered here; No. 2, 5c; No. 3, 4c; Blue, 3c; Alge and calf, 2c; same price as hides; deakin, 25c; pig, stunks, 5 to 10c; horse hides, 25 to \$1.00.

TALLOW—The local price for tallow is 3c per pound, but buyers for shipment must say they cannot pay more than 4c.

WOOL—None offering.
SENNECA ROOT—Business this week has been confined to a very limited number of transactions, all of which have been between local houses. There are three good sized lots in the hands of local jobbing houses have been bought at prices ranging from 40 to 47c according to quality. The total amount of root involved would be about 2,000 pounds. The general idea of value today seems to be about 45c per pound for clean, dry root delivered here.

LIVE STOCK.

CATTLE—Shipments this week have been heavy and the quality of the cattle shows improvement. Export steers sale steady at 34 to 35c per pound washed off cars here. Butchers' cut range from \$2.35 to \$2.75 per hundred-weight. There is no stocker business doing.

SHEEP—The market is well supplied and prices are steady. Choice mutton lots are worth 45c per pound washed off cars and lambs are worth 5c.

HOGS—The market is free liberal. Packers quote 6c per pound for best weights off cars here, delivery next week.

MILCH COWS—Supply is limited and there is not much demand. We quote \$30 to \$40 per head, according to grade.

HORSES—Work horses are fetching all the way from \$125 to \$200 each, according to weight and quality.

SENNECA ROOT.

In regard to the seneca situation the M-Millan Fur & Wool Co. say that they have been offering high prices for shipments of seneca root, and have received a good many shipments in response, but the lots are very small, and they cannot get enough to fill orders. The root costs them higher than quotations because it has to be put up in new burlap in compressed bales. This is an additional cost. "From what we can learn," they say, "the root in the Northwest, States and Canada is concentrated in two parties' hands, one of them in the Twin Cities and the other in Winnipeg, and they have not much there is so little root coming in that those parties have the situation in their own hands, both buying and selling."

Raw Fur Prices.

Following are current quotations for raw furs delivered at Winnipeg.

Kind	Size	Price
Bulger, prime	\$ 25 1/2 50
Bear, black, small	5.00 10.00
Bear, black, middling	10.00 15.00
Bear, black, large	15.00 25.00
Bear, brown, small	5.00 10.00
Bear, brown, middling	10.00 15.00
Bear, brown, large	15.00 22.00
Beaver, small	1.50 3.00
Beaver, middling	3.00 5.00
Beaver, large	5.00 7.50
Fisher	4.00 9.00
Fox, silver	25.00 120.00
Fox, cross	5.00 15.00
Fox, red	1.00 3.00
Lynx	1.00 3.50
Marten, large, dark	6.00 10.00
Marten, large, brown	4.50 7.00
Marten, large, light	3.50 5.00
Mink	1.00 2.50
Musquash, winter75 .08
Musquash, spring94 .10
Otter	5.00 12.00
Skunk	1.00 2.50
Wolf, timber25 .75
Wolf, prairie	1.50 2.00
Wolf, prairie50 1.00
Wolverine	2.00 4.00

Note.—The above prices are those obtaining in Winnipeg for prime skins only. Allowance must be made for age, color, and inferior skins may only be purchased at lower prices, according to their value, in proportion to the above quotations.

W. T. Gowdy, of Vernon, B. C., has purchased a saw mill plant from the Winous Engine Works Co., Winnipeg. The mill will have a capacity of about 15,000 feet per day.

Weather and Crops.

There was a slight break in the weather this week, light rain having been reported from several points the first of the week. There was, however, very little interruption to threshing from stalks, as there was not enough rain to materially delay stalk threshing. Threshing from stock, however, was interrupted for some days, but was resumed again actively later in the week. The stalks are now well cleaned up in many districts in Manitoba, but there is still quite a lot of grain in stock in some parts of the Territories and in a few sections in Manitoba. Farmers have been stacking as well as threshing, and have even been taking advantage of the bright moonlight nights to continue work.

The Labor Market.

There is just as active a demand for labor as ever. A large number of men are wanted for railway work in the West, for British Columbia particularly, where work will be carried on all winter. Agents are also trying to procure men for railway work south of the boundary in Montana and other states. The demand is now on for men for the woods for the winter, for getting out ties, cordwood and sawlogs. Good men can obtain \$30 to \$35 per month, with board for the woods. For railway work, \$2 to \$2.25 per day, board about \$5 per week. Threshing and farm work gives employment to all available help in that class of work.

A dividend of 5 per cent. has been declared upon the paid-up stock of the Bank of Montreal for the current half year.


LADIES'
Fancy Hair Pins
and Combs
 TO SELL AT FROM
 5c TO \$5.00 EACH
J. L. MEIKLE & CO.
 PORT ARTHUR



CROSSES
 AND
FINIALS

OUR Catalogue shows a big collection of fine designs in these ornamental pieces.

We can't describe them fairly without your seeing the illustrations—but wherever such goods are needed for the artistic completion of a building, you'll find the assortment we offer both pleasing and economically reliable.

They are made of Copper or Galvanized Steel, and present a very wide choice of graceful designs.

Write us about them.

METALLIC ROOFING CO.
 WHOLESALE MANUFACTURERS LIMITED,
 TORONTO, CANADA.

THOS. BLACK, Soleing Agent, 151 Bannatyne Ave., Winnipeg

BOSTON RUBBERS

Our sorting stock is heavy and all orders will have immediate attention. Our discounts can be had on application. Send for illustrated catalogue. Every pair of BOSTON RUBBERS FULLY GUARANTEED.

Felt Shoes, Moccasins, Sox

We can supply all grades of these goods at lowest prices. Prompt shipment always.

FOR SPRING

If you inspect our spring samples of Leather Boots and Shoes now on the road, you will not doubt be satisfied that they are as strong a line as is being sold by any house in the trade. Winnipeg shipment. Saves Freight.

ARTHUR CONGDON
 Princess Street, Winnipeg.

British Columbia

OFFICE OF THE COMMERCIAL

B. C. BUSINESS REVIEW.

Vancouver, Oct. 28.

Owing to high prices for potatoes... British Columbia... potatoes... market... 30 cents... 40 cents...

The grade most of the greatest interest... Canadian waters in the halibut banks... British Columbia... fishery...

Again at Vancouver a United States company... halibut a year, duty free... British Columbia... fishery...

PRICES AT VANCOUVER.

By wire to The Commercial. Trade is moderately active... GRAIN—Wheat, 52 c per ton... FLOUR—No. 2, 82 c per ton...

sheep, pigs, November killed... SHEEP—100 lbs. live... PIGS—100 lbs. live... CHICKENS—100 lbs. live...

CHICKENS—Manitoba, 12c; Ontario, 10c... EGGS—Large, 12c; Small, 10c... BUTTER—No. 1, 20c; No. 2, 18c...

GRAIN—Wheat, 52c; Oats, 35c; Corn, 25c... FLOUR—No. 2, 82c; No. 3, 78c... LARD—No. 1, 15c; No. 2, 14c...

FRUITS IN THE KOOTENAY. Special to The Commercial. Trade is steady. Manitoba creamery butter... British Columbia... fruit...

BRITISH COLUMBIA NOTES. Alex. McLean, boot and shoe merchant... O. N. Jaxon, Peoria, has sold his mill plant... British Columbia... notes...

The shipment of ore over the Kaslo & Slokan railway... The return for last month from the Ymir net profit was \$226,000... British Columbia... notes...

The Texas group in the Slokan, has been under bond... The total amount of ore shipped from the Slokan and Slokan City mining division... British Columbia... notes...

The Payne Mining Co. will erect a concentrator of 100 tons capacity at the terminal station of their gravel railway... British Columbia... mining...

The ore shipments from the Boundary mines for last week were as follows: The Cariboo, 17,752; Windfall, 16,800; Shovel, 15,000; B. C. Mines, 14,500; Mother Lode, 13,500; No. 7 Mine, 12,500; Sulphur, 11,500; Total, 107,052... British Columbia... mining...

Excitement continues over the gold find in the Cariboo... In the case of Albert Geiser, heavily fined for an infringement of the Allen Act... British Columbia... mining...

In the matter of J. Calabro and T. M. Bostland, the directors of the Bostland Mines Union... British Columbia... mining...

A third matter arising out of the Bostland Union troubles was an application on behalf of the Le Roi Mining Company... British Columbia... mining...

Commenting editorially on the admirable report of the provincial government of Ontario in the mines department... British Columbia... mining...

MINING MATTERS.

Ontario at the Pan-American Exposition. Commenting editorially on the admirable report of the provincial government of Ontario in the mines department... British Columbia... mining...

It is to be regretted that other provinces of the Dominion showed less interest in the exposition... NORTHWESTERN ONTARIO. Some rich iron claims are reported to have been located this season in the

country adjacent to Fort Frances. These go from 35 to 80 per cent and one location is 300 to 400 feet wide... British Columbia... mining...

Circulars have been sent to shareholders of the new company... The intention is to install a stamp mill and all necessary machinery... British Columbia... mining...

MISCELLANEOUS MINING. John McDonald, president of the John McDonald, president of the United Corporation of London, England, an expert in gold mining... British Columbia... mining...

Movements of Business Men.

Henry Saxe, of M. Saxe & Sons, wholesale clothing, Montreal, was in Winnipeg this week, returning from a trip to the coast... British Columbia... mining...

David McKean, teller in the Bank of Hamilton, Winnipeg, has been promoted to position in the head office... British Columbia... mining...

The production of anthracite coal in Pennsylvania this year will be the largest in the history of the trade... British Columbia... mining...

WANTED—SEVERAL PERSONS of character and good reputation in each state in the country required to establish branch agencies... British Columbia... mining...

Assorted Cases Silverware \$19.60 L. MEIKLE & CO. PORT ARTHUR



Souvenir Hot Blast

STEEL AIR-TIGHT STOVES

Of all varieties and price. Examine the aspect of our Coal Hot Blast.

Dealers who wish to control the Stove trade can undoubtedly do so with these lines. Write us.

The Gurney Stove & Range Co. Ltd.

WINNIPEG

A. CARRUTHERS & CO.

Dealers and Exporters of

Hides, Wool, Sheepskins,

Tallow, Seneca Root and Raw Furs

Liberal advances made on shipments against Bill Lading. Wool Sacks, Hide Ropes and Tags furnished on application.

Office and Warehouse: 120-122 King St. WINNIPEG, MAN.

Wholesale

We supply all out of town merchants with a full line of

Jewelry

at wholesale prices. Write for particulars.

D. R. DINGWALL Ltd.

424 and 584 Main St., Winnipeg. Sign of the Street Clock.

Excelsior Cement

Makes the strongest and most desirable walls and floors for buildings. Full descriptions.

Manitoba No. 1 Hard Wall Plaster—

Up-to-date Plaster for finishing walls. Made in Manitoba by

THE MANITOBA UNION MINING CO. Ltd.

Office—214 Grain Exchange, Winnipeg



The most popular Cigar in Western Canada. A satisfying, full, sound smoke. Your dealer sells it.

THOS. LEE, Prop.

WESTERN CIGAR FACTORY, Winnipeg, Man.

TRADE



MARK

Horse Nails

with the "C" brand and our name on the box, have our absolute guarantee that every nail is perfect.

They are hot forged from the best Swedish Charcoal Steel Nail Rods, combining the best process and the best material known for making a horse nail.

They will wear longest, as they are the toughest, and drive easier than any other, by reason of their faultless design and perfect hardened points.

Every dealer in horse nails will find it to his advantage to sell our "C" brand in preference to any other, as they are the best known to the Farrier trade, and conceded by them whenever used, to be the most satisfactory nail to use.

They are to be obtained from nearly all the leading wholesale dealers in Canada. If you cannot get our "C" brand on order from them, do not accept substitutes, but apply direct to us.

Canada Horse Nail Company

Montreal

Established 1865.



An Appetizing Morsel

We are just opening a fine line of new season, fresh cured fish, in Yarmouth Bloaters, 60s; St. John Bloaters, 100s; Kipperd Herrings, 50s; Whole Cod, etc. Fresh Smoked Finnan Haddies, choicest in the market.

Orders—no matter how small—carefully attended to.

W. J. GUEST Wholesale Fish, Game, Poultry, etc.
602 Main St. Winnipeg

SOURIS COAL

The best and cheapest fuel in the market.

Shipped direct from mines at Roche Perce to all points in Manitoba and the Territories.

Souris Coal Mining Co. Ltd.

Winnipeg Office

P.O. Box 744

447 MAIN ST.

WINNIPEG PRICES CURRENT

GROCERIES

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

PURE GOLD FLAVORING EXTRACTS

The best kind for you to sell
The people want them
Why not give the people what they ask for?
Good profits for you !!!

PURE GOLD CO'Y, Toronto

Cleaned Goods Per case
Apples, 2 1/2 d. ... 40 75
Apples, green ... 35 50
Apples, yellow ... 35 50

California Evaporated Fruits
Peaches, peeled ... 15 10
Peaches, unpeeled ... 10 15
Pears ... 10 15

Mathias Per case
Telegraph ... 4 35
Telephone ... 4 35
Tiger ... 4 35

Brasil Per pound
Targona Almonds ... 17 15
Brazilia ... 17 15
Peanuts, green ... 9 50

Syrup
Extra Bright, per lb. ... 3 35
Medium, per lb. ... 2 75
Major, each 1 doz. gal. ... 25 00

Sugar
Extra Standard Gran. ... 5 05
Extra Ground ... 4 95
Powdered ... 6 50

Salt
Per sack ... 1 90
Per barrel ... 16 00
Common, fine ... 1 00

Spices Per doz.
Assorted Herbs, 1/2 tin ... 75 00
Allspice, whole ... 18 00
Cinnamon, whole ... 18 00

Cured Fish
Pineau Haddock ... 12 50
Bonnie's Hake, per lb. ... 05 05
Codfish, whole cases, 100 lbs. ... 05 00

Dried Fruit
Currants, Flaxtrials, 1/2 tin ... 7 75
Currants, head ... 7 75
Raspberries, 1/2 tin ... 7 75

Meat
Hams, Val. Layers, per box ... 30 25
London Layers, 10 lb. boxes ... 40 00
Imperial, Cabinets ... 60 05

Dried Fruit Per pound

China Blacks—
Choice ... 35 40
Medium ... 35 15
Low ... 35 00

Tobacco Per pound
T. & B. 35, 40, 45 and 50 Cads. ... 00 71
Lily, 50, Cads. ... 00 64

Per case
T. & B. Mahogany Chewing, 1/2 or 10 ... 00 62 1/2
T. & B. 1/2 pag. cut ... 00 56

Per pound
Pomery, 10 1/2 ... 7 75
Caramel, Bars, 7 1/2 ... 4 75
Curry, Bars, 10 1/2 ... 4 75

Per sack
Virgin Gold, 3 1/2 ... 09 00
Virgin Gold, 4 ... 09 00
Build Eye, 1 1/2 and 1 1/2 ... 09 00

Per barrel
Black Prince ... 40 00
White of London ... 40 00
Our Own ... 35 00

Per doz.
Pails, 2 hoop clear ... 1 05 00
Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

Per sack
Dairy, white duck sack ... 00 49
Dairy, common, fine job sack ... 00 43

Per pound
Pails, 2 hoop clear ... 1 05 00
Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

Per sack
Dairy, white duck sack ... 00 49
Dairy, common, fine job sack ... 00 43

Per pound
Pails, 2 hoop clear ... 1 05 00
Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

Meats Per pound

China Blacks—
Choice ... 35 40
Medium ... 35 15
Low ... 35 00

Tobacco Per pound
T. & B. 35, 40, 45 and 50 Cads. ... 00 71
Lily, 50, Cads. ... 00 64

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Dairy, white duck sack ... 00 49
Dairy, common, fine job sack ... 00 43

Per pound
Pails, 2 hoop clear ... 1 05 00
Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

CURED MEATS, ETC.

Lard, in pale, per str. ... 2 75
Lard, pure, in 1 doz. ... 2 75
Lard, in pair, per 50 lbs. ... 2 75

Per pound
Pails, 2 hoop clear ... 1 05 00
Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

Per sack
Dairy, white duck sack ... 00 49
Dairy, common, fine job sack ... 00 43

Per pound
Pails, 2 hoop clear ... 1 05 00
Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

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Pails, wire hoop ... 1 05 00
Star fire ... 1 05 00

Per sack
Dairy, white duck sack ... 00 49
Dairy, common, fine job sack ... 00 43

JOHN W. PECK & CO.
MONTREAL WINNIPEG
Vancouver
Manufacturers of
Clothing Fur's
Shirts
Dealers in
Men's Furnishings,
Hats, Caps

Wholesale Fancy Goods
All lines shown on our Representatives, now in stock.
Letter orders receive prompt attention.
J. L. MEIKLE & Co.
Port Arthur, Canada

WANTED - RESPONSIBLE MANAGER
charge of distributing depot and office in Canada to further business interests of Applicant must have \$10,000 to \$20,000 cash, and good standing Ad dress: Post P. O. Box 1151, Philadelphia, Pa.
WANTED - SEVERAL PERSONS OF character and good reputation to act each one in this country required to represent and advertise and establish wealthy business houses of solid financial standing. Salary \$1800 weekly, with extra profit and advance in cash on bonus additional, all payable monthly. Wednesday direct from head office. It is not a job, but a business. References. Careful self addressed stamped envelope. Manager, 310 Canton Building, Chicago.

LIST NOW OPEN

FIRST ISSUE OF \$20,000

15 per cent Preferred Stock in lots of 200 shares AT PAR of \$1.00 each.

SECOND ISSUE OF \$20,000

15 per cent Preferred Stock in lots of 1000 shares at 50c advance above par.

THIRD ISSUE of Preferred Stock reserved for further consideration.

THE KEIZER BRICK MACHINE & MFG. CO. Ltd.

WINNIPEG, MANITOBA

Incorporated under and by virtue of The Manitoba Joint Stock Companies Act.

BOARD OF DIRECTORS:

PRESIDENT AND GENERAL MANAGER, D. A. KEIZER
 VICE PRESIDENT G. O. LEARY
 CHAIRMAN OF AUDIT J. W. HORNE
 TREASURER W. J. BOYD
 SECRETARY C. J. BROWN
 BANKERS—BANK OF NOVA SCOTIA, WINNIPEG

CAPITAL STOCK, 200,000 SHARES OF \$1.00 EACH

PREFERRED STOCK

This stock preferred as to Dividends of which there are	96,000 shares
Common Stock	104,000 "
	200,000 "

COMMON STOCK

The common stock is to receive a dividend after the preferred stock has been paid 15 per cent on the face value of shares, and when the dividends shall reach above 15 per cent over the whole capital stock, preferred and common share all dividends equally.

DIVIDENDS

\$13,400 are required to pay a dividend of 15 per cent on 96,000 shares.	
\$30,000 " " " " " " " " " " " "	200,000 "

The KEIZER BRICK MACHINE is guaranteed to make 200,000 PRESSED BRICK per day at a cost of \$2.50 per thousand in kiln, burnt, and allowing a clear profit of \$5.00 per thousand it requires:

2,680,000 brick to create a \$13,400.00 dividend.	
6,000,000 " " " " " " " " " " " "	\$30,000.00 "

Or about THIRTY DAYS RUN.

The Company anticipates a run of 100 days per season, or 20,000,000 brick, and at a profit of \$5.00 per thousand, which equals \$100,000 per season, that is 50 per cent on the whole capital stock.

As per charter and assignment, the right to manufacture, use and sell the Keizer Brick Machine has been purchased from the inventor, for common shares of the Company.

CHARTER

(a) Permits the manufacture of the Keizer brick machine, and all other kinds of machinery, stoves, furnaces, and tools either for use of the Company or for sale, and to sell or exchange the same.

(b) To build and erect foundries for casting the various parts of such machinery, stoves, furnaces and tools; and machine shops for constructing and completing the same, and to equip, operate and maintain such foundries and shops with the necessary machinery, implements and appliances and to carry on a general foundry business.

(c) To build and erect or acquire by other lawful means, all kinds of buildings, blocks and structures of every nature, either for the use of said Company, or for sale, lease or exchange, and to sell, lease or exchange the same.

(d) To manufacture brick for the use of the said Company, or for sale, and to sell or exchange the same.

(e) To carry on a general store business.

(f) To acquire by purchase or other lawful means any plot or plots of land for establishing brick yards or erecting any buildings thereon, and to sell or exchange the same.

ATTENTION is called to prices of brick in the City of Winnipeg:

COMMON BRICK sell to members of the Brick Association at \$8.10 per 1000.
 IMPROVED PRESS BRICK range in prices from \$20.00 to \$50.00, according to quality and color.

In conclusion we are safe in counting upon large sales for the reason that the highly finished press brick made by the Keizer Brick Machine will take the place of common at the price of the latter.

Applications for stock may be made to

Or D. A. KEIZER,

Pres. and Gen. Mgr., 490 Main St., Winnipeg. Telephone 857.

HUNTER COOPER & CO.,

908 McIntyre Block, Winnipeg.

Prominent Implemant Dead.

Toronto, Oct. 28.—Mr. W. E. H. Massey died at 4 o'clock this afternoon of a fever, after an illness of a month, during the greater part of which time he had been in a semi-comatose condition.

He was born April 4, 1864, in the village of New Castle, Ont., where his father was later made a baronet. He was in business as a manufacturer of agricultural implements. When Walter Massey was only five years of age he removed from Canada to Cleveland, Ohio. He was educated in the public schools of Cleveland and also in the Military Academy, where, in addition to the usual branches of a liberal education, he received a thorough practical training. In 1882 the business of the Massey Manufacturing Company, which three years previously had been transferred to Toronto, and where a large factory had been built, had grown to such an extent that Mr. H. A. Massey returned to Canada to give it his closest attention, and brought his family with him. Walter, who had a predilection for literature, scientific research and mechanical engineering and who had further pursued studies in these directions, entered Boston University in 1883. His elder brother, Thomas A. Massey, the general manager of the company, died in 1884, and he was at once called home to succeed him in the management of the business. He became director and secretary-treasurer of the business. In 1887, and in 1888 he made a tour of the world and established agencies of the works in many lands. In 1881 he assisted in forming the Zulu and the Harris Company, and in 1890, on his father's death, became president of the company.

The late Mr. Massey was also president of the City Dairy Company, Limited, Toronto, and the City Power Co., Limited, Brantford, director and secretary-treasurer of Massey & Massey Co., Limited, Hamilton, and director of the following companies: Bain & Co., Ltd., Woodstock; National Trust Co., the Carter-Cummins Canadian Bank of Commerce, the Insurance Agency of the Corporation, first vice-president of the Toronto board of trade. He was a member of the Ontario Agricultural Society, a regent of Victoria college, a trustee of the twentieth century club, a member of the Young Men's Bible League of the Central church. At his stock farm, "Dextonda," he had a fine herd of horses in Canada. Mr. Massey, formerly Miss Ruyie Denton, of Boston, Mass., and four children, survived.

New Steel Corporation.

Cleveland, O., Oct. 28.—A special to the Leader from Youngstown, O., says: "With the opening of the new year will be organized one of the greatest steel corporations in the world. Capitalists in every city and throughout the Mahoning valley, who are experienced in the steel business, will be largely interested as stockholders in the new corporation. The men who were largely responsible for the great success of the underlying steel companies constituting the United States Steel corporation, who are now the controlling forces, will be prominently identified with the new enterprise. Independent steel corporations, which have raised large fortunes from their business and plants over to the United States, are now concentrating the large stockholders in the new concern, the president of the corporation, and the capital stock will be \$2,000,000. Little interest will be taken until a charter for the corporation is secured, under the laws of New Jersey."

Canadian Trade in Mining Machinery.

In his latest report to the Canadian Mining Association, Secretary B. A. T. Bell says: "Coincident with the great expansion in mineral development in Canada, there has naturally been a correspondingly heavy trade in equipment, mining mills, and smelters with mining machinery and supplies, a business in which our Canadian manufacturers have more than held their own. The manufacture of many lines of high class mining machinery has grown rapidly during the last few years, and which we have throughout the Dominion. Our mining establishments, in which in point of engineering skill, equipment, and capacity to turn out the work, we compare favorably with the large works of our enterprising neighbors across the line. Natural gas has not yet been able to fill all the varied requirements of our mines and

smelters and a very large trade is done with the United States and other countries, as a reference to the following official statistics of the imports during the year ended June 30th last, will show: During this period there were imported in greater part, mining and smelting machinery of a value of \$724,187, compared with \$209,800 in 1906, and \$208,757 imported in 1907, and \$128,790 brought in 1908. Of the free entries the United States supplied \$250,000, compared with \$10,380 in 1906. The distribution of this machinery was as follows in 1907:—Nova Scotia, \$20,826; British Columbia, \$182,027; Ontario, \$224,946; Quebec, \$30,601; New Brunswick, \$10,245; Manitoba, \$1,000; Northwest Territories, \$674; Yukon, \$3,754. These figures, however, convey but an approximate idea of the great importance of our mining industry in its relation to the trade and commerce of the country. For we find scattered throughout the trade and navigation records numerous entries not included in the statement.

A Disinfectant.

The Revista Minera Metalurgica y de Ingenieria, de Madrid, the leading journal of its class in Spain, speaking of prevention of incrustation of steam boilers, says:

The use of zinc to prevent the oxidation of iron in steam boilers has been known for some time, but its use in steam boilers has greatly increased during recent years. Heretofore, zinc has been employed in an irregular way, only in the shape of raw pigs, but after many experiments made by the society of Engineers of the "Sociedad de la Vieille Montagne," which have since been confirmed by the British Admiralty, and a national French marine, and many great maritime companies, it has been established that compressed zinc, in the form of thin plates for application as an inside boiler lining is greatly superior to the other methods. In fact, the galvanic current developed transforms the pig or raw zinc into a more porous substance, and the metallic zinc molecules are isolated one from the other by the corrosion which is quickly produced. In this way, the zinc, which causes the generation of the electric current, on the contrary, resists the spongy internal corrosion, as it corrodes only the surface, being very slowly consumed and being capable of conducting the current as easily as the metallic zinc. The application of the laminated plates is very simple. They are applied to the walls of the boilers by means of strips and are so distributed that the galvanic action is exercised in an even way, when possible, over the entire surface of the iron. When oxidized, iron is produced in any part of the boiler, it is because the protective zinc plate is too far away. By this employe it of pressed zinc the incrustation of the boilers is avoided, and at small cost.

Canadian Wood Pulp.

The Monthly Bulletin of the French Chamber of Commerce at Montreal indicates that the production of wood pulp or cellulose has within recent years become one of the most important industries of the Dominion. The pulp avia encountered no serious competition in the European markets, and its pulp was used by the paper manufacturers. But a new competitor has now arisen, Canada, and especially the province of Quebec, is exceptionally suited to produce the pulp. Its immense forests contain an almost unlimited supply of the best substances suitable for being transformed into pulp paper. Moreover, all paper manufacturers admit that the white spruce of Canada yields a pulp which is superior to that of Norway and Sweden, and which commands in the English market particularly, a higher price than the produce of the Scandinavian peninsula. As to quality and quantity, Canada possesses great advantages over the United States concerning the manufacture of paper. Canada has a great many water routes which afford excellent means for floating the wood to the places of preparation. The report states that in 1890 France imported 80,078,311 kilos of mechanical pulp worth 17,215,994 francs of which 56,294,250 kilos, came from Sweden, and 5,045,350 kilos from Germany. Of the same kind France imported 46,424,355 kilos, worth 16,712,720 francs, of which 11,624,710 kilos came from Germany, and 1,390,000 kilos from

Norway, 6,915,774 kilos from Sweden, 3,904,407 kilos from Austria-Hungary, 3,243,606 kilos from Switzerland, and 2,845,453 kilos from Belgium. The industry of Canadian pulp should attract capitalists who are desirous of making investments, which under certain conditions may turn out profitable. The example of the Americans is imported from the government of Canada, where they establish works for the preparation of the pulp.

unload the tank into the car. These warehouse tanks and portable elevators could be used by individual farmers or groups of farmers, who could haul their grain to the railway siding, elevate it into the tank, and when the necessary quantity of grain has been moved in the tank it could be quickly loaded into a car, thus enabling the farmers to ship their own grain. Or they could also be used by small dealers, for the purpose of receiving shipping grain.

The inventor of this system claims that grain can be handled at a minimum cost by using these tanks and portable elevators. It was the intention to have a supply of these and the smaller tanks for farm use ready for this season, but owing to the strike of steel workers at Pittsburgh and the enormous demand for steel, it was found impossible to procure a sufficient supply of steel in time to make the tanks. Next year, however, the inventor hopes to be able to supply these tanks, and also the portable elevator, to meet all requirements.

Traffic from Eastern Canada to Fort Erie and Port Arthur, being rather very heavy. There is said to be more freight handling than the regular lake lines can offer.



Portable Farm Granaries.

The question of farm granaries is an important matter for western farmers. Many of our farmers are not supplied with suitable grain storage buildings. Mr. Arthur Atkinson, a well known Winnipeg grain man, some time ago secured the patent for a portable grain tank for farm use. These tanks are constructed entirely of metal, and they are light, strong and durable. Being made of galvanized steel they do not rust from exposure. The capacity of each tank about 25 bushels. The tank can be moved about by placing it on a pair of skids. Farmers usually stack their grain in groups of four or five, and these tanks are arranged to hold a little more grain than is usually contained in four stacks. A tank can be placed at each group of stacks and the grain can be run directly from the thrasher into the tank, thus saving the labor of bagging. In the exact quantity of grain placed in each tank will be ascertained by measurement, it is not necessary to measure the grain as it comes from the machine. Each bushel in height represents 40 measure, and if the grain is not in a straight line measurement are avoided, and there is no need to keep account of bags, bushels, etc., as the grain is in the tank to be measured. The placing of the grain in storage direct from the machine, saves much labor. The tank is fire proof, vermin proof, and weather proof, so that there is no trouble with the grain after it is threshed. The tank can be locked up where it stands and left until the farmer is ready to use it. The grain ventilation is provided for. A cut of the tank is shown herewith.

Besides the portable grain tank, Mr. Atkinson has also planned a larger tank of a similar pattern, for placing at railway sidings. This tank is intended to be used in connection with his portable elevator, another invention which he has patented. This larger tank is called the warehouse tank. It is intended to be placed on a strong foundation six feet from the ground. The tank will hold something over 1,000 bushels, or more than the capacity of the largest grain car. The elevator is the largest grain car. The elevator elevates 2,000 to 2,500 bushels per hour. The elevator is light and portable and can be moved about as easily as an unloaded lumber wagon. The elevator hopper is attached to one end of a wagon, and the grain can be shoveled or dumped from the rear of the wagon into the hopper. It saves the labor of lifting the grain over the side of the box. The machine then elevates the grain into the warehouse wagon. The wagon remains on the level, thus avoiding the necessity of the elevator being in a steep grade. The elevator, as has to be done under the present system of receiving grain, often runs in a string of elevating hoppers. The elevator can be used to

PPES

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FROM

50c to \$5.00

J. L. MEIKLE & CO

PORT ARTHUR

OVERALL CLOTHING

Overalls
Pants

Smocks
Shirts

OUR GOODS ARE WELL MADE. They will please your customers. You will be pleased yourself. Send us your orders. Satisfaction guaranteed.

The Hoover Mfg. Co. Ltd.

Maw's Block, Winnipeg.

FOR RENT OR SALE

General store, sale or rent, handsome double front, Main street, facing station Oak Lake, in occupation of Mr. Arthur Thompson for last five years, doing splendid business at this stand, and removing with the new firm, will be offered at same price. Good chance for new owner. Good ground with growing and stock raising facility. For terms write Mr. James McDrew, the owner, P. O., Oak Lake, Man.

SITUATION WANTED.

Experienced Bookkeeper seeks re-engagement. Disposing of stock, books, fixtures, etc. J. E. C. Carr, of Commercial Office, Winnipeg.

PARTNERSHIP

WANTED—A PARTNER WITH FROM \$1,000 to \$2,000 cash to invest. Dry goods man preferred; for a general store business. Apply to Box 20, Swan River, Man. Partner can be either active or silent.

AGENCY WANTED.

Traveler having connection with city and country grocers, ware, or commission or to represent. Address "Traveler," care of The Commercial.

Glove Making.

Most people believe that France is the glove-making country par excellence, but this view is incorrect if we accept inventions as authority. Thus, that perennial champion of Germany has the largest number of concerns engaged in the making of leather gloves of any country in the world, the number being over 1,100. Of these 1,000 are engaged exclusively in the making of kid gloves. There are something like 100 tanneries for kid and forty tanneries for shoe-making leather. There are eighty-five glove concerns that work exclusively for export. Of the other countries, Austria-Hungary has 350, France, 225, England, 190, Italy, 140, and Sweden, Norway and Spain, being 50 and 60 glove manufacturing firms each. Russia has only about 20. There is in Germany no important glove-making center, the industry being scattered. In Austria the glove-making centers are Prague and Vienna. In France, Paris, Grenoble and Chaumont; in England, London and Worcester; in Italy, Naples, Milan and Turin; in Sweden, Stockholm and Malmo; and in Belgium, Brussels.

Special Opening Days.

Many retail merchants have an idea that they would lose ground with their trade if they did not hold special opening days in the spring and fall, and at other seasons of the year. Says the Commercial Bulletin of Minneapolis: Special opening days have a distinct purpose in modern merchandising, but there is a danger that they may be carried too far, and, therefore, they should be used with extreme care, and in such a manner as to be in reality an advertisement.

When a merchant moves to a new location, or when he opens up a new store it is proper that he should have an opening day when all his present and prospective customers should be invited as his guests to inspect the new place of business, and should be made acquainted with the merchant's facilities for doing business. On such an occasion as this it is proper to have a "grand opening," with a great flourish of trumpets, involving a considerable expending of money. The windows should be especially decorated for the occasion, the clerks should put on their best Sunday clothes, and their best, and should constitute themselves a reception committee, an orchestra may be hired, and various souvenirs may be distributed—not expensive ones but sufficient to be regarded as a keepsake, and as a remembrance of when and where they were obtained.

Then, after all these arrangements are made the store may be opened for all day, or during the afternoon and evening, or the evening only. All prospective and old customers should be invited to call and inspect the store, the stock, and the equipment of the place of business. Whenever possible, the merchant's facilities for doing business may be explained to the visitor, but without tiring the latter. This sort of an opening only occurs once or twice in a lifetime, or at the most not more frequently than a couple of times of several years. It will prove a good advertisement.

There should also be an opening in connection with the millinery department both spring and fall, but other than an careful and complete display of millinery lines, I would suggest that, no very great expense be involved. And another fact in connection with the millinery opening, I believe that the merchant should have a sufficient corps of salesladies and men who can wait upon the people that desire to buy millinery lines at that time. For the millinery opening, neat and attractive invitations should be generously issued to all who may be induced to call.

But a general opening of an established store several times a year is to be condemned, and it will be found upon close investigation that it is not a profitable investment. The store is closed for a day, and ordinary trade is put at much inconvenience, while the display cases, the windows, and the shelving are being dressed for the occasion. Then comes the opening night or afternoon, and the merchant goes to great expense in engaging an orchestra, and in securing souvenirs for free distribution, in planning elaborate window displays, in expending advertising, and the store is opened. A crowd rushes through the place, glancing at this and that, but this crowd invariably makes direct for the

souvenirs. The souvenirs are all given away, the orchestra and other expenses must be paid, but no goods have been sold, and the merchant to sell his goods must still resort to extensive advertising in order to accomplish this. The general store opening for an established business is being more and more discarded, that is as it was formerly conducted. If an opening can be arranged so that the goods department, with only a limited expense, and during which goods are sold to all who care to purchase it may be practicable, but the opening during which nothing is sold, and which is accompanied by heavy expense will be found to be a source of loss. If the "grand opening" craze prevails in your neighborhood, and you feel that you have got to keep up with the procession, have a quiet conference with the several department store managers, the general store managers, or the dry goods store managers, and try and get them to agree to forego the pleasures of openings in the future. If they are the right kind of men they will rise up and call you blessed, and if they are not, after you have used your best endeavors let them go ahead with their openings, but you reduce your opening days to the minimum. You will be doing business when they are looking around at their receivers.

Shipbuilding in Japan

The Japanese dock-yards, according to a report of the Austro-Hungarian consul, are not yet in a position to accept orders with all modern requirements without foreign help. The Japanese machine makers, especially, are not yet equipped with all modern machinery. But there is a great interest taken in shipbuilding in Japanese business circles. The dock-yards in the harbor of Nagasaki are an important feature; but as they are in the hands of wealthy merchants the financial result of these shipbuilding establishments are not publicly known. So much, however, is certain that the owners do not fear any expense incurred to increase their works, and do not hesitate to accept orders which apparently can leave but little profit. In any case, the future prospect of these undertakings, which are much favored by government, are very excellent. The dockyard at Nagasaki is a position to build at the same time four ships with a length of 100, 100, 50 and 300 feet respectively. In fact the yards at Nagasaki are larger than the Japanese government ones and all others in East Asia. The extension covers 60 acres and the average number of workmen is 3,000. Besides small vessels above of over 2,000 tons are built, which do the journey between Japan and Europe satisfactorily. At the present moment the ships building at this yard represent over 18,800 tons, the largest being 6,240 tons with 5,000 indicated horse power.

The business failures in Canada last week numbered 20, as against 29 the previous week, and 28 the same week a year ago.

The enlargement of the coal facilities at Fort William is being considered by the Canadian Pacific Railway officials. The capacity there now is about 200,000 tons, and this will be increased by about 50,000 tons.

Walter Suckling, one of the best known real-estate agents in Winnipeg, died in St. Louis, Mo., last Sunday. He suffered a stroke of paralysis some months ago and went to St. Louis to have an operation performed.

LEADING COMMERCIAL HOTELS**WINNIPEG**

HOTEL LELAND
Headquarters for commercial men.
CITY HALL SQUARE.

DRYDEN, ONT.

DRYDEN HOTEL
A. R. HUTCHINSON, Prop.
Headquarters for commercial and mining men and the general public.

RAPID CITY

QUEEN'S HOTEL
THOS. EVOY, Prop.
Headquarters for commercial travelers. Free bus meets all trains.

BIRTLÉ

ROSSIN HOUSE
B. FENWICK, Prop.
Good accommodation; telephone connection with the station; sample rooms; inside closet. Livery in connection.

YORKTON

BALMORAL HOUSE
McDOUGALL BROS., Props.
Good sample rooms and every accommodation for the general public. Heated by furnace and lighted by acetylene gas.

TERREHNE

LELAND HOTEL
W. F. LEE, Prop.
First-class accommodation for commercial travelers.

GLENBORG

QUEEN'S HOTEL
M. E. NEVINS, Prop.
Best hotel on the Glenboro branch. Three large and first-class sample rooms.

NAPINKA

HOTEL LELAND
B. HALLONQUIST, Prop.
First-class in every department. Sample rooms. Every convenience for the traveling public. Opposite C. P. R. depot.

DEBORLAINE

PALACE HOTEL
LAIRD & McGARVEY, Props.
New building, new furnishings, furnace heating, acetylene gas. First-class. Large sample rooms.

MACGREGOR, MAN.

THE STANLEY HOUSE
E. WATSON, Prop.
First-class accommodation for travelers. Comfortable sample rooms. Livery stable, feed stable in connection. All kinds of traveling attended to.

ELKHORN

HOTEL MANITOBA
W. J. DIXON, Prop.
New building; new furnishings; large heating; acetylene gas. First-class. Large sample rooms.

FELMING

WINDSOR HOTEL
W. GEO. CLEVERLY, Prop.
New management. Rates \$1.25. Renovated and refurbished. Comfortable sample rooms. Livery stable. Livery and feed stable in connection. Inside closet.

ROSTHERN

OCCIDENTAL HOTEL
H. A. McEWEN, Prop.
New house. Up-to-date appointments.

PRINCE ALBERT

PRINCE ALBERT HOTEL
DAVID POLLOCK, Prop.
First-class accommodation. Good sample rooms for commercial men. Bus meets all trains.

RED DEER, ALTA.

ALBERTA HOTEL
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