

THE COMMERCIAL

FINANCE AND INSURANCE REPORT

Subscription, \$2.00 per Annum in Advance.

Established 1852.

Published Weekly.

VOL. 21

WINNIPEG, CANADA, FEBRUARY 7, 1903

No. 22

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Tae tak' a look thro' oor big shop wad dae ye a waird' o' guid.

Ye can see a' the fashionable goods o' avery description—gleaned fra' a' the World's Markets—for the Spring and Summer Trade.

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—M. V.

THE COMMERCIAL

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

Twenty-First Year of Publication.

ISSUED EVERY SATURDAY.

Subscriptions—Canada and the United States \$2.00 per annum in advance; of U.S. 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 newsworthy or which profess to express the opinion of this journal, will not be inserted.

The Commercial certainly enjoys a 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 is the leading wholesale commission, manufacturing and financial house of Eastern Canada.

Office 36 and 37 Merchants Bank Building, Telephone 25.

D. W. BUCHANAN, Publisher.

WINNIPEG, FEB. 7, 1903.

EXPORT ROUTES.

The loading of a cargo of wheat and flour at Vancouver for export to South Africa by the ship Pythomee, will call attention to the possibility of largely increasing our exports of grain and cereal products from Pacific coast ports. The distance by the Canadian Pacific Railway from Vancouver to Fort William, on Lake Superior, is only 1000 miles. At present the export surplus of cereal products from Manitoba and the Territories goes to Fort William, where it is transferred to lake steamers for lower lake ports, thence by the Erie canal or by rail to an Atlantic port. A small portion of the crop goes all rail from interior points to Atlantic ports.

Dividing the distance between Vancouver and Fort William, we have, say 950 miles. This brings the entire grain districts of Manitoba and Assiniboia territory nearer Fort William than Vancouver. The western part of Assiniboia, west of Swift Current, is nearer Vancouver than Lake Superior, but this part of the territory is not a grain country and does not produce any grain for shipment. In the grain districts of Alberta, however, the situation is different. Settlement in Alberta has increased very fast of late years, and that part of the west will soon have a large surplus of grain for export. From Edmonton to Fort William, via the Canadian Pacific Railway, the distance is 1,450 miles, while from Edmonton to Vancouver it is 834 miles, making the latter port 616 miles nearer than the nearest Lake Superior port. Other grain sections of Alberta are relatively in about the same position as Edmonton in this respect. This shows that there would be an enormous saving in railway haul if the surplus of Alberta could be exported from Pacific coast ports. When the grain reaches Vancouver it is at an ocean port, while at Fort William it will be a long distance from the seaboard. The distance from Fort William by rail to Montreal is 907 miles, and Montreal is only a summer port. Fort William to St. John is 1,478 miles; to Portland, 1,283 miles, and to Boston, 1,339 miles. Thus, when the grain from our western prairies reaches Lake Superior, it is still from 1,000 to 1,500 miles say from the Atlantic ports by rail. Of course, as we

reach Atlantic ports. The water route via the lakes, however, involves three handlings of the grain. It is elevated at Fort William, elevated again at lower lake ports and again elevated at the ocean port, all of which adds to the cost of transportation to the ultimate market. By the Pacific coast route there would only be one handling. This further shows the great advantage there would be in shipping from Pacific ports, particularly for the western portions of the grain belt. By the Pacific ports there would be no necessity for storing grain over winter, to await the opening of navigation in the spring, as is the case with exports via the eastern lake route.

The difficulty, of course, regarding the Pacific ports is that our exports of cereals and cereal products go to the United Kingdom and western Europe, and this would mean an ocean haul around the continent, if shipped from a Pacific port. The chief prospect in working up an export trade via Pacific ports would be in a growth of trade with Australia, South Africa and eastern Asia. The construction of an isthmus canal, which would cut the continent of America in two, and also reduce the water route to Europe via the Pacific

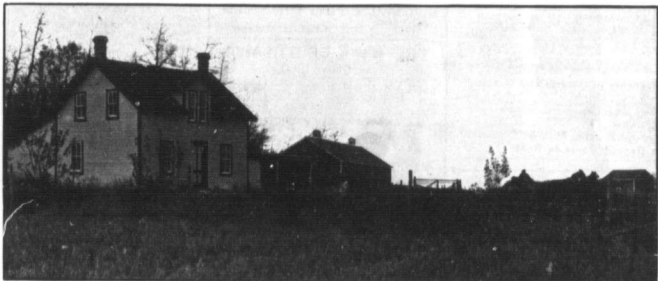
in Western Canada. Home sales of domestic makes no doubt increase in like proportion. In fact some of the Canadian factories were so busy with the domestic trade that they were able to give very little attention to export business. No doubt the growth of export business was retarded by the large demands upon manufacturers from the home market.

There are some peculiarities about our implement trade, as shown by the table of imports and exports. To a considerable extent our imports are made up of exactly the same class of goods as the exports. About the only difference is the brand, or the make. While our implements compete on even terms in foreign markets and are considered equal to the best, at home a number of people evidently believe that imported articles are better, for they pay the higher prices necessitated by the duty for the imported goods. While Canadian machines have taken the highest awards in foreign lands in competition with the world, at exhibitions and field trials, at home they are regarded by some consumers as inferior to foreign makes. Different makes of machines may perhaps be better adapted than others to conditions peculiar to certain

the report, without going into the question to any extent.

One point which is evident in the consideration of the question is the strong feeling of sympathy which exists among the members of the board in favor of British Columbia interests. It seemed to be the feeling that as it is a western interest which is concerned, it deserves the sympathetic assistance of the Winnipeg board in every way possible. There is another feature which is worthy of notice. This was voiced by Mr. Ashdown, and no doubt represented the general feeling of the members. Canada has at the present time a protective policy in effect. Whatever party politicians on either side may declaim, this fact remains. This being the case, why should not western interests be protected as well as eastern? The lead mining industry is a western interest. It is one of the very few interests which the west has, to protect. Then why should not be included in the general policy of protection?

The west is occasionally lectured by eastern journals and politicians for lack of sympathy for the "national" policy of protection. The people of the west have been told that they should submit to the payment of high



Manitoba Farm Homes—Residence of W. S. Randall, Shoal Lake.

by over one half, would perhaps permit of grain exportation even to Europe via Pacific ports.

EXPORT OF FARM IMPLEMENTS.

Canadian exports of implements and farm machinery are somewhat larger than many people imagine. Our exports of implements make about the largest item on the list of exports of finished goods. Some commodities classed as manufactures, such as wood pulp, for instance, show a larger volume of exports than implements, but these cannot be classed as finished goods. White wood pulp is in a sense a manufacture, it is in another sense a raw material. The following table shows both our imports and exports of implements for a series of years:

| Year. | Imports. | Exports. |
|--------|-------------|-------------|
| 1906 | 46,075 | 508,277 |
| 1905 | 48,469 | 703,362 |
| 1904 | 90,140 | 1,144,463 |
| 1903 | 1,238,858 | 1,847,223 |
| 1902 | 1,236,944 | 1,950,351 |
| 1901 | 2,025,468 | 1,230,800 |
| Total. | \$9,944,674 | \$9,983,171 |

It will be seen from this table that our exports and imports of implements practically balance, taking the figures for a series of years. Imports increased very largely last year, due no doubt to the great increase in trade

localities, and this may account in some cases for the preference for imported lines. The main reason for the imports, however, is probably custom. People often become wedded in their notions to a certain article which they have used, and they think no other is quite as good. They will have the particular article which they have used in the past, regardless of cost.

BOARD OF TRADE AND THE LEAD DUTY.

As will be seen by the report of the annual meeting of the Winnipeg Board of Trade, published in The Commercial this week, the board had declared in favor of protection for the lead industry. It must not be understood from this that the board is in favor of protection as a principle. The Commercial is well, of course, speaking officially for the board, but simply from a general knowledge of the facts which govern the situation. Outside of the committee of the board who undertook a study of the question, and possibly two or three others, it is not likely that the members had any very clear idea of the situation as regards the lead-mining industry in Canada. The committee reported in favor of protection for the lead mining industry and the board simply voted to endorse

duties in favor of eastern industries, because the east has expended much in developing the west. Western people as a rule admit neither the truth nor the logic of this statement. When it comes to the protection of a western interest, however, the boot is on the other foot. The result is that we see eastern interests are strongly opposed to this sort of protection. Eastern manufacturers who want cheap lead as a raw material, are the main obstacle in the opposition to the protection of the lead-mining industry. They will take all the protection they can get, but don't tax the materials they are obliged to purchase. This, of course, is one of the contradictory features of a protective policy. What is one man's manufactured product, is another's raw material.

Of course there are two sides to the question of protecting the lead-mining industry, and two very important sides, too. Like almost every other interest where tariff protection is concerned, a great deal can be said on both sides. The board, however, did not go into the question deeply and was influenced mainly by the considerations here stated.

The last day lies hid; therefore watch every day.

Lumber Industry Along Moyie River, northeast Kootenay is enjoying the benefits to be reaped from the vast amount of work being done throughout the district by the various lumber supplies. From Tochy on the west to Creston on the east, hundreds of men are engaged in cutting thousands upon thousands of feet of logs and drawing them into the mill ready for next season's cut. The heavy fall of snow six weeks ago, and the consequent wet season, have given the lumber industry the opportunity needed. Logging camps have been established along the Moyie, Kootenay and Elk valleys, and a vast amount of money is being paid out in wages. Coming as it does when mining is quiet, business continues good in nearly all the towns, and the prospects for a prosperous season next summer were never so bright in the district.

New lumber and the mill being erected by the East Kootenay Lumber Co. at Creston Creek, just west of Moyie, is well under way, and the machinery is expected some time ago. This is the contract for 750,000 ties for the C. P. R., probably the largest tie contract ever given to one firm in Canada.

The new mill at Wardner, that is being erected by the Crow's Nest Lumber Company, has a large force of men at work, and the building is well advanced within a few weeks. The machinery has been ordered, and will be placed in March. This mill will be one of the largest sawmills in the interior, and the company has several camps along the Moyie and tributaries cutting logs for driving next summer.

Many of the smaller streams throughout the district, that have been clogged with driftwood and brush from the mountains, are being cleared this winter and placed in condition for driving logs next summer. The winter of 1902-03, however, from the several mills of the district will require one or two special lumber jacks to transport the products to the markets east. In fact, already it is plain to be seen that it is no longer a question of next summer, but a question of the ability of the mill men to meet the demand.

Lumber interests alone promise a prosperous year for this district, and in addition to that is the increased activity throughout the coal areas, and an increased activity in paper and to some degree quartz mining.—Nelson News.

Great Activity in the Revelstoke Lumber Industry.

This year will see considerable development in the lumber industry in and around Revelstoke. Messrs. Ladgate will start work this month on their new mill at Arrowhead, which will be fitted with the most up-to-date plant. This mill will have a capacity of 25,000,000 feet a year. The Revelstoke Lumber Company's mill at Revelstoke is to be enlarged to a capacity of 45,000,000 feet a year, and additional planing and moulding machinery added. The Complex mill is expected to be enlarged to a capacity of 40,000,000 feet a year. The mill at Cambarone is to be equipped and improved in accordance with the promise made by Fred. Robinson and has been added to the plant.

With the Revelstoke and Yale-Comalona Lumber Companies mills the rest of the district next year will be little short of 100,000,000 feet, involving a pay roll of over \$500,000 a year. The Revelstoke and Yale-Comalona mills will have a combined capacity of 40,000,000 feet a year. The mill at Cambarone is to be equipped and improved in accordance with the promise made by Fred. Robinson and has been added to the plant.

Lumber in Manitoba.

E. P. Stephenson, crown timber agent, Winnipeg, reports as follows on the lumber sold in Manitoba during the month of May ending June 10, 1902. From careful compilation it is found that the following amount was disposed of during the month, principally in Manitoba, during the

year, the sales having been effected by the following manufacturers:

| | |
|--|--------------------|
| The Rat Portage Lumber Company, Port Arthur | 69,000,000 |
| The Keewatin Lumber Company, Keewatin | 20,000,000 |
| The Savoye Mills Lumber Company, Savoye | 5,000,000 |
| The Pigeon River Mills Lumber Company, Port Arthur | 10,000,000 |
| Vigars & Co. Mills, Port Arthur | 4,000,000 |
| Wabigoon Lumber Co., Wabigoon | 2,500,000 |
| Mills in British Columbia | 20,000,000 |
| Mills in Manitoba operating on Crown lands under license | 22,784,783 |
| Mills in Manitoba operating on Crown lands under permit (approx) | 5,000,000 |
| Mills in Manitoba, cut on homesteaders' free permits (approx) | 3,000,000 |
| Sawn lumber imported from the United States | 13,228,000 |
| Total | 185,512,783 |

For a considerable number of years past the mills at Rat Portage have cut largely of logs brought down the Rainy River from the State of Minnesota. Owing to the growing demand for lumber in that state and the Dakotas, and to the fact that timber which is tributary to our waters is becoming scarce, the importation of round timbers has greatly fallen in the last two years. The quantity

Mackenzie, Mann & Co. Fishers Siding, Sinclair River, 3,550,865. R. C. Dowson, Tps. 25 and 31, 25, W. 1, 200,000. Tps. 25 and 31, 25, W. 1, 200,000. Total, 24,290,869.

C. N. R. Extensions.

It was reported from Montreal early this week that the Canadian Northern Railway Co. had purchased the Great Northern Railway of Canada. The latter road runs from Quebec City to Hawkesbury. The latter place is located on the Ottawa river, between Montreal and Ottawa. At Hawkesbury connection is made with the Canada Atlantic, which runs to Depot Harbor, on Georgian Bay. The two roads thus form an important grain route between Georgian Bay and Quebec. A large quantity of grain is annually handled by the Canada Atlantic from Depot Harbor. The length of the line from Quebec to Hawkesbury is 225 miles.

The purchase of this line by the Canadian Northern Railway would indicate that the latter road intends pushing a connection through to the eastern terminus of its western line at Port Arthur. If the purchase of the Great Northern of Canada is followed by the purchase of the Canada Atlantic, as many believe it will, the Canadian Northern could put on a line of steamer between Port Arthur and Depot Harbor and thus have a through summer route under its own control, between the eastern provinces

country over. The general price situation remains strong, corn among the cereals, and cotton among the textiles leading. The portage trouble increases rather than grows better. This strength in cotton goods is in the east, the market for the advance shown this week in raw cotton market. Woolen goods for next fall are being pushed fairly hard for spring deliveries.

The general trade in Canada: Values are very firm in many lines, partly owing to increased demand for foreign goods and partly owing to the added capacity of domestic producers as compared with the increase in the past two years. Manufacturers of some lines of goods have withdrawn quotations. In other lines and cottons, there is talk of further advances. The movement so far in spring goods have been fully up to expectations, and it is said the season's trade will be as large as ever except in Lanes, is well employed, and there is no lack of orders. Railways are having all they can do to handle the offerings. Money steady. Mercantile offerings, 6 to 7. Time call, 6 to 6 1/2.

Western Canada Lands.

The amount of land sales by railway companies during 1902 was \$2,201,720 acres, amounting to \$7,746,108. The previous year the total sold reached 621,071, and the amount \$2,088,220.

The combined area of land disposed of by the interior department in Manitoba and the Territories, under homestead entry, sale and redemption of halfbred scrip and by the railway companies, gives a total area of 4,945,847 acres.

The number of homestead entries made during the twelve months ending June last amounted for 14,937 covering an area of 2,341,280 acres, which was an increase of 6,400 entries over the preceding year, and which itself the largest in the history of the department.

Since 1872, 111,093 homestead entries in all have been made, covering 7,864,081 acres. Of these the average of three years preceding 1903, 67,510 entries were made, covering an area of 10,862,000 acres, an average of 2,185 entries per year, covering an area of 468,000 acres. During the six years since 1894, 147,299 acres were made, covering a total area of 7,063,450, or a yearly average of 7,358 entries covering an area of 147,299 acres. The last three years there were 30,220 homestead entries recorded, as compared with 13,921 in the preceding three years, and 7,460 for the three years ending December 31, 1896.

The large increase in land sales during recent years may be taken as indicating the rapid settlement of the country. The only regrettable feature is the large area of lands which have been bought by speculators, who still hold the lands for an advance in price, to the detriment of the settler.

The Cockshutt Plow Co., Winnipeg, expect to occupy their fine new warehouse about Feb. 9.

The coal production in the province of Nova Scotia in 1902 was 1,000,000 tons, or 845,779 in 1901. In 1892 the total was 1,572,904.

The Great West Saddlery Co., Winnipeg, is sending out a souvenir of the trade, in the form of a miniature stirrup and buckle attached to a short leather strap. The buckle is a little article is quite a novelty in form.

The Canadian Manufacturers' Association has decided to meet in St. Paul, Minn., instead of another place than Winnipeg for its convention this year, owing to the lack of room in the city. Trouble of the same kind was experienced in Halifax last year and the managers of the convention are to have experience again. In the event of the western meeting being abandoned an excursion to the Pacific coast will be arranged.

WANTED—FAITHFUL PERSON TO trace for well established house in a few counties, calling on retail and wholesale agents. Local territory. Salary \$100 a year plus expenses. The advertiser is in cash and expenses advanced. Position permanent. Inquiries to Standard B. Co., 241 Rush St., Chicago.

SCENE NEAR CALGARY, ALBERTA.

brought in during the year was about 20,000,000 feet B.M.

The following is a list of the sawmills in Manitoba, all operated by steam, on June 30, last, with name, situation, mill location, limit and lumber manufactured, respectively.—Peter McArthur, Lake Winnipegosis, Lake Winnipegosis, 1,252,142. Wm. Robinson, Selkirk, Lake Winnipeg, 2,799,826.

James Drake, Bad Throat River, Bad Throat River, 695,798.

John Vanbur, Brandon, Duck Mountain, 4,406,204.

Daughlin Lumber Co., Riding Mountain, 2,505.

Kristian Fimsson, Icelandic River, Icelandic River, 11,175.

J. D. McArthur, Lac du Bonnet, Lac du Bonnet, 2,228,057.

Thomas & Co., Tp. 18, R. 3, east, Tp. 18, R. 2, east, 102,617.

Jos. T. Thomas, Tp. 18, R. 3, east, Tp. 18, R. 3, east, 18,848.

Stewart Thomas, Tp. 18, R. 3, east, Tp. 18, R. 3, east.

D. E. Bommer, Riding Mountain, Riding Mountain, 1,274,278.

A. L. Wells, Washow Bay, Washow Bay, 548,649.

and the west. It would also greatly reduce the mileage of new road to be built in order to give an all rail connection eastbound from Port Arthur. Mr. Booth, of the Canada Atlantic, however, practically says in effect that his road is not for sale.

Enterprise.

Many schemes for pushing business are worked out these days, but just a little the most "enterprising" we have yet come across is the modest modus operandi of the Three Girls Co. of Orillia, Ont. These three frisky young women advertise themselves as "The Three Girls." Their plan is to send through the mail a sample of their wares, such as a set of cut buttons, to men whose names they have obtained. A circular letter is enclosed asking the receiver to send the price of the articles, or if he does not wish to keep the goods, to return them. Of course only a brute of a man would return the buttons after gazing at the portraits of the three girls, which adorn the top of the circular letter.

"Searcher in fame, a common man's planation when a good man goes wrong. In this case we would wager a sixpence that the Three Girls Co. is a man, the portraits notwithstanding. If they are the genuine feminine article, they will not be long with the company, as no doubt offers of marriage will flow in freely by the time these circulars become freely circulated.

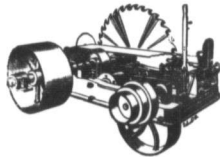
Trads Reports.

Among the industries in the United States no sign of flagging activity is noted. Iron and steel production is at its highest point, despite fact of shortages, and prices are higher. Activity in lumber is also noted the

Just as Easy

To have scientifically cut clothing in handsome and exclusive designs. That's our kind. QUALITY SUPREME. The kind any gentleman can wear.

DONALD FRASER & CO.
Manufacturers of Fine Clothing
WHOLESALE
WINNIPEG—126 Princess Street.
MONTREAL—502 St. Paul Street.



Saw Mill Machinery

Engines and Boilers
Steam Pumps and Heaters
Gasoline Engines
Elevator Machinery
Shingle Mills, Lath Mills, Planers, Mat-
chers and Moulders.

MACHINERY OF ALL KINDS.

Waterous Engine Works Co. Ltd.

WINNIPEG Man.



"HOWE"

GASOLINE ENGINES

are made by the same people who make the celebrated "HOWE" Scales.

They use less Gasoline, Run Cooler, Start Easier, Wear Longer, and give less trouble than any Engine on the Market.

The Stuart-Arbutnot Machinery Co., Limited
Sole Canadian Agents. WINNIPEG, MAN.

Hodgson, Sumner & Co.

DRY GOODS

SMALLWARES

FANCY GOODS

345, 347 and 349 St. Paul Street.
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Represented by A. F. Houston, Leland Hotel, Winnipeg.

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Have been appointed by G. Hartley, manufacturer of brooms, whisks and brushes, Fort William, as his wholesale agent in the west. All orders promptly attended to.

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We are now making up our Curling Brooms and have something new in a

ROUND OURLER

Just the thing for curling. Write for quotations

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Are now offering, at greatly reduced prices, the following lines:— CASHMERE and COTTON HOSE and HALF-HOSE, LACES, SILKS, CURTAINS, EMBROIDERIES, DRESS GOODS and SMALLWARES.

ALSO, our complete line of INDIAN GOODS, in POINT BLANKETS, RUGS, SHAWLS, STROUD LISTING, Etc., Etc.

Our Mr. Houston is now out, and will be pleased to be communicated with, care of—

LELAND HOTEL, WINNIPEG.



Why work under the disadvantage of a bad light? Try the

Angle Lamp

A superior light for stores, hotels, factories, halls, and the home. A soft, mellow, but brilliant illumination is produced by this lamp. All the disadvantages accompanying the use of coal oil done away with. Write

HILTON, GIBSON & CO. 24 Pacific Ave. Winnipeg. P.O. Box 231. Phone 282.

DRY GOODS TRADE.

Leading Goods for the Spring.

Stocks of dress goods for the spring are now pretty well completed, and others are coming forward freely, says the Toronto Globe. In plain goods, while there is a keen demand for cheviot, broadcloths, Venetian, Armano, and cloth, seletex, etc., there is also a growing feeling for something a little distinct from the plain styles, such as cloths, seletex, etc. There is also among the cloths in demand in this connection are snowflake mixtures, moirai, knicker, knicker, voile, silk voile mixtures, shown in black and white, gray and white, blue and white, and a few fancy colors including greens and alpacas are great favorites with buyers at present, and will be largely used in blacks, creases, and a few of the leading colors. Lightweight fabrics promise well. Crepe de chene, ge-sandines, estamines, voiles and declines, in plain and open work stripe effects, will probably have a large sale. The season for muslins is opening up well. Some special lines are being shown in printed goods on white cloth retail at 10c to 50c a yard. Blacks, muslins are in big demand, and accessories, mercerized mixtures, are offering to retail from 10c to 15c a yard. The market for muslins is very firm in sympathy with the strong tone of the cotton markets. Some advices tell of advances for muslins, and no values is looked for.

Dry Goods Trade Notes.

Broadcloths, venetians, mohairs and silicians have been in excellent demand. The majority of orders have waited for immediate deliveries.

Toronto dry goods houses report a steady development in the demand for spring goods. Owing to the unusually large demand, repeat orders are expected to show higher prices. Plain de note, duchesse, peach de geyne and soft, lustrous silks, both in plain and fancy weaves, are in good demand, and duplicate orders have been numerous. Several lines are reported as well sold up.

Some of the newest lace underwear shows a mercerized stripe in a very faint color. The stripes are widely separated, every other stripe being in a group hair line stripes interspersed by the solid stripe.

Grenadine, both in silk and wool dress goods, continues to have a good many followers in the States. Judging from the re-orders that have been placed, it is evident that it is considered as good property for the entire season.

Cashmere hosiery is very strong, with an advancing tendency in prices. Ribbons are selling freely. The coming season promises to be a big one for ribbons, as they are being used in such a large variety of ways. Prices of ribbons are very firm held.

The ready-made costume, suit, waist or wrap of to-day represents the highest art in the production of its kind. The talent of the world's best designers is employed in this line, and no time or money is spared to put these productions on a par with, and even in advance of the best custom-made garments.

Old Country prices for dress goods are steadily advancing, and jobbers say that almost every order they send out means an advance in price. In some lines of wools, the advance amounts now to more than 30 per cent. over old prices. These changes are due to the growing scarcity of wool, caused by the Australian drought.

There is no question but that shirt waists will be as much in demand as they ever were. They occupy a place that cannot be supplanted. Many women will purchase one or more shirt waists suit when the warm weather arrives, but there are often times when they will not take the place of the separate shirt waist, and the former will be a necessary, not a substitute to a woman's list of necessities.

The feature of cotton goods lately has been the very strong tone of the market for similar cotton goods, and the advances that have taken place in some leading lines. Wholesale firms advise received notices from the Canadian mills of an advance of 1/2 per cent. Cotton blankets have been advanced 5 per cent, and shirtings are 1/2 per cent dearer. The selling in the domestic markets for all lines of cotton goods is very firm.

Many of the spring skirt models follow the lines of the popular skirted model of the present season—diaplaits and box-plaits, shallow and deep, with or without yokes. When linings are used all the drop skirt will, as heretofore, prevail and this principally in conjunction with the woven goods such as estamines, grenadines, etc. For the most part the skirts will be unlined, the omission causing no loss in the "hang" of the garment, and some little lessening of the weight. Moreover the unlined skirt has found considerable favor in the eyes of the fashionable woman.

Grocery Trade Notes.

Rice mills are crowded with orders and are refusing to book further business. Prices are firm.

Private cables from Bourdeaux report that market as being closely sold up on Chabot shelled walnuts, with quotations showing somewhat above the equivalent of spot cost laid down.

The stock of cocoa in London, according to mail advices of the date of January 15 was 60,086 bags, against 83,325 bags last year, 64,727 bags in 1901, 80,586 bags in 1900 and 98,750 in 1890.

Mail advices from Sicily report that market as easier on dried Sicily and Bari almonds. The advices state that stocks of both descriptions are in fairly liberal supply for the season and holders are showing some anxiety to sell.

Hardware Trade Notes.

Canadian makers of rubber hose have advanced their prices about 10 per cent.

It is predicted that there will be an advance in cotton wrapping twine, cotton clothes line and cotton rope.

As a result of the rising turpentine market, varnishes have, during the past month or so become decidedly stiff in value. Eastern dealers are now quoting a rise of 10 to 20c per gallon in all turpentine varnishes.

Shoe manufacturers give as a reason for last week's advance in the price of shoe the higher cost of raw materials. They claim that pig iron, soft coal and coke are all costing much more now than they did when old prices were fixed. Sheet steel has also advanced 25 per cent.

The big lead concerns of the United States are forming a combination which will give them the control of the lead industry of that country. The corporation has been licensed in New Jersey under the name The United Lead Co. It includes twenty-five of the largest sheet, shot and lead pipe concerns in the United States.

Lumber Trade Notes.

By a vote of 47 to 0, and without debate, the State Senate of Minnesota recently adopted a resolution declaring that, as lumber was a natural product and a duty on it was not in accordance with the principle of protection, the senators and congressmen from Minnesota be requested to favor the entire removal of such tariff on lumber.

Live Stock Trade Notes.

The Argentine cattle question seems nearer settlement now, the South American government having at last issued a decree prohibiting the importation of live stock from all European countries (Great Britain, of course, excepted), and also the scheduled states of the United States. As the Argentine Republic has also withdrawn the rather hastily issued restrictions against Argentine beef coming from Great Britain, it now only remains for Mr. Hanbury to reciprocate by issuing an order rescinding his scheduling decree of 1900. It is doubtful whether he will do this before the re-assembly of parliament (17th February). Shipments from Argentina are not likely to begin sooner than 1st March.

Thomas Southworth, director of colonization and forestry of Ontario, in an interview with Mr. Simms, deputy minister of the Interior, asked him when in Great Britain to endeavor to get 10,000 agricultural laborers for Ontario, as the supply is not at all equal to the demand.

Bovril

Contains all the nourishing properties of the finest beef, in the most highly concentrated and palatable form at present known. Its warmth giving qualities render it especially acceptable in the cold weather. Grocers will therefore serve their own interests by keeping a plentiful supply on hand to meet the requirements of their customers during the coming winter.

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MONTREAL, 16 St. Helen Street.
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LONDON, ENG., 35 Milk Street.

SORTING

Your Sorting orders for the following lines respectfully solicited:

Felt Shoes of all kinds, Moccasins, Arctic Sox, Larrigans, Mitts and Gloves, Rubber Boots and Shoes of every description.

Thousands of cases of **Rubber Shoes** made by the Boston Rubber Co. of Montreal, Ltd., are in stock ready for quick demands. Our famous **Khaki Overshoes** are the hit of the season. Send your orders at once or any other time.

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RETAIL MERCHANTS

A Contented Customer

Good Advertisement

Have you in stock a supply of

EDWARDSBURG BRANDS SYRUP

Bbls., Hf. Bbls., 20, 10, 5 and 2 Lb. Tins.

CHOICEST QUALITY ——— PRICES LOW

REINDEER BRAND

**Condensed Milk
Evaporated Cream**

The standard brand of the **DOMINION** For sale by all Winnipeg Wholesale Grocers

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**WHOLESALE AGENT
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YOU WANT

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ALL KINDS ——— WRITE FOR SAMPLES AND PRICES

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THE CANADA JUTE COMPANY, LTD., Montreal

**THE W. E. SANFORD
MFG CO., LTD.
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Wholesale
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Offices and sample rooms in the Bank block, Winnipeg, corner of Prince and Bannatyne streets, where a complete set of samples can always be seen.

Western representative—W. Dunlop, Geo. Shaw, A. McAllister.

FRESH SEA FISH !

Cod, Haddock, Mackerel, Shad, Flounders, Tommy Cods, Herring, Smelts, etc. Get in an order for some of these early, and no matter how small it will be filled promptly.

We also have a shipment of eastern brook trout.

We want all the pigeons you can send us. Highest prices paid.

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

HICKS BROS. & Co.

TEA IMPORTERS

And wholesale dealers in

Fancy Groceries, Butter, Eggs, Cheese

Packers of Britannia, Beaver and Buffalo Brands of Packet Teas, and sole Agents for Thea, Lipton's Package Teas for Manitoba, W. Territories and British Columbia.

277 Rupert Street.

274 Pacific Avenue, Winnipeg

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Write business.
Develop, not work out a territory.
Grow with his work.
Make his policy holders recommend him to their friends.
Identify himself with the important men of his section.
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Has assets larger than those of any other life insurance company in existence and has paid policyholders more than any other company in the world.

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ANVIL
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ADDER
SHEARS
AXES—
each set
\$1.00
HILLS
HILL
No. 4, 40
BITS—
new
Journals
and
HILLS
HILLS
screws
per cent
one, 60
DILLS
60; Coy
turned, 85
DUTY
per cent
steel, 10
per cent
CARTE
diamond
and 5 per
cent, diamond
on list
CHAINS
1/2 inch,
and up,
\$2.50
per dozen
Iron ch
CUTTERS
COPPER
rod, per
FILLS
Nicholson
cent.
GLUE—
guine wh
GREAMS
gross, 15
duty, 1.50
GRIND
HARR
HARVEY
list, 10
HORSES
L. \$4.00
full keg,
1. \$4.00
steel, 15
HORSE
bands, 10
B. 75 box;
Nos. 8, 10
these prices
IB: 12 in
IRON—
E. 75, 100
ish iron,
1400
gauges, 14
American
range, 14
E: 30 gm
head, 50
Canada, 1
Initiation
Russian
NAILS—
10L, 25
10, 25
E. 25; 2 in,
10, 14
OAKUM
E. 75, 100
PICKS—
locks, 10
PIPE—
E. 25; 3, 4,
10, 15, 20,
E. 25; 2 in,
various—
E. 11
10 lb
PIPE—
10 large
PITCH
PLASTER
POULTICE
per roll;
lock, 10
RIVETS
ton, 75
duty, 25
E. 25; 10
per butt
12, 25; 10
ROPE—
10; B. 10
Manila, 10
SCREW—
per cent
F. 10, 15
E. 25; 25
SHELLS
gauges, 10
to cause
smokeless
E. 25; 10 gm
SHOT—
E. 25; 10 gm
SHOT
E. 25; 10 gm
SPECK
E. 25; 10 gm
SPECK
E. 25; 10 gm

Winnipeg Hardware and Metal Prices.
ANVILS—Per pound, 12¢ 1/2; anvils and vice combined, each, \$7.50.
ALGERS—Post hole, Vaughan's, each, \$2.00.
AXES—Bench, 40 per cent; chopping and pig iron; 100 lbs double bit, \$10 1/2 per dozen.
BRASS—100 per 100 lbs.
BELLOWS—100 per cent.
BELLING—Agricultural, 60 per cent; No. 10, 70 per cent; No. 12, 80 per cent.
BLANK—American, 65 per cent; Janitor's, 10 per cent; Gilmore's, 60 per cent.
BRASTON—45 per 100 pounds.
BOLTS—Carriage, 60 per cent; coach screws, 50 per cent; machine of 1/4, 1/2, 3/4, 1, 1 1/2, 2, 3, 4, 5, 6, 8, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 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We have the pure goods and are willing to pay \$1,000, if, on analysis, you find anything else than orange, lemon and sugar in our stock. Many makers use a pulp of unknown quality. We Guarantee OURS to be pure.

We have also the Bitter Oranges with which you can make marmalade yours.

Ours is put up in cases of 12 tins, to sell at 16 per case. The tins are airtight, and will keep the stock in any climate any length of time.



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THE WESTERN PACKING COMPANY

Our new abattoir on Alexander avenue is now completed and running, and we are ready to supply the trade both in the city and country, with fresh killed meat of finest quality. Mail orders given prompt attention.

We are also open to buy live or dressed hogs and all kinds of produce, paying highest cash prices for same.

Abattoir and Offices
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You get what you pay for and don't have to pay too much when you buy the OLD RELIABLE.

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Makers of Galvanized Iron,
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A. G. LESLIE & CO., Managers,
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E. H. BISSETT, Agent, Winnipeg

The Great-West Life ASSURANCE CO.

Has just completed its tenth year with business in force of over \$15,000,000.00, Annual premium income thereon over \$500,000.00. A record unparalleled in the history of Life Insurance.

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Brooms Brushes Baskets

We have the BEST quality and largest assortment of above lines.

WALTER WOODS & CO.
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Wooden and Willow Ware, Brooms, Brushes, and Grocers' Sundries.
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DONT PLACE YOUR ORDER

For GLOVES, MITTS, SOX and FELT GOODS until you see our line. We will have the best assortment on the road, comprising Berlin, Elmira, Manitoba's and Hamburg. In Gloves and Mitts we carry Clark's, Erb's, Balcer's, and a fine American line. We claim you can get better choice when you sell all the makes together. Our travellers will see you soon but cannot be every place first. Wait for him—it will pay you.

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Extra Fancy Navel Oranges Good Color
All sizes in stock.
Malaga Grapes
In kegs, finest "Heavyweight".
Choose Turkish figs, dates in bulk and packets, fancy apples for table or cooking. XXX stock all fruits in season in stock. Yours for business.

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SHIP YOUR

Raw Furs Hides Deerskins Wool and Senega Root

Direct To
NORTHWEST HIDE CO.
278 Rupert St., Winnipeg, and get highest market prices. Prompt returns made on receipt of goods.

We also handle
Poultry Butter and Eggs

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Telephone 652. P. O. Box 615.

SHIP YOUR RAW FURS

Hides, Deerskins and Senega
To McMILLAN FUR AND WOOL COMPANY
200 to 212 First Avenue North,
MINNEAPOLIS, MINN.

No duty on raw fur, deerskins, or senega.
There is a duty on green hides over 2lbs. and dry hides over 12lbs. of 15 per cent. of the Winnipeg wholesale prices, less freight to Winnipeg. Hides under these weights admitted free. WRITE FOR CIRCULARS.

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Be ready for it.

THE BOLE DRUG CO.
WINNIPEG, MAN

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MANITOBA.

A. E. Key will open a general store at Edmonton.

Mr. O'Donahue has opened a private bank at St. Jean.

John McQuay has become a partner of J. Burgess, butcher, at Minnedosa.

The Brandon city council will ask for tenders for a supply of cement.

John Brown has been appointed the heavy business of F. H. Hole at Minnedosa.

J. Cleveland has disposed of his hardware business at Holmfirth to A. Wade.

A. E. French has disposed of his grocery store at Minnedosa to Campbell Bros.

H. A. St. John has sold his jewelry business at Minnedosa, to his brother, F. St. John.

Over 250 crews are engaged in the whitish snow on Lake Winnipeg this winter.

E. L. Barrowclough, music dealer, Winnipeg, has taken E. Simple into partnership.

J. H. Campbell has purchased the Queen's hotel at Minnedosa and will open a hotel there.

Robert Hall has been elected mayor of Winnipeg, over J. Hanbury, by a majority of 84 votes.

The Dominion government has had under consideration the question of moving the duty from soft coal.

Notice is given of application for the incorporation of the Hartney Farmers Elevator Company, with a capital stock of \$20,000.

Martin, Hole & Wynne, wholesale druggists, Winnipeg, intend to build in the near future a large warehouse on Princess street.

W. C. Law & Co., who succeeded C. T. McColl, cigar, Winnipeg, have opened a sample room in the Sandford block, ground floor.

E. F. Hutchings will erect a new factory at Winnipeg, near the acres from his present one on Market street, near the Red river.

Notice is given of application for the incorporation of the Underhill Partners' Elevator Company, Limited, with a total capital stock of \$20,000.

Notice of C. W. Wagoner, general merchant, Eden, was sold at the rooms of Newton & Davidson on Wednesday and realized \$1,922.17, or \$7c on the dollar.

The John Watson Manufacturing Co. has favored The Commercial with one of its artistic calendars for 1905. The subject, "An Old Salt," is a fine one, and has been well treated.

Among the new warehouses to be erected at Winnipeg this year are: Marshall Wells; Sutherland & Campbell; Lido Drug Co.; Foley Ltd., and Alex. MacDonald's addition.

Bolding, Paul & Co., Ltd., Winnipeg, have moved to new quarters at 101 Albert street, which they have considerably more room than at their old location on Portage avenue.

Last month the customs duties collected at Winnipeg totaled to \$129,976.31, and in January, 1902, they were \$103,530.06, or an increase of \$26,446.25, or 25.53 per cent of the increase being 22.21.

Notice is given that applications will be made for the Manitoba legislature for an act to incorporate the Winnipeg Stock Exchange, with power to acquire property and to provide a suitable building or rooms for a stock exchange.

Thirteen trains of dogs, with five and six in each train, all gaily decorated with ribbons, etc., were started at Selkirk recently, laden with many thousands of dollars worth of furs for the Hudson's Bay company, from Norway House.

The Winnipeg city council is proceeding to erect three new fire-halls under authority of the December-by-law. One will be located at the north end, one at Ft. Rourke, and one in the western part of the city. Plans are now in preparation.

The beginning of this week there had been a record of coal produced in the Souris mines, Southwest Manitoba, 63,000 tons, an increase of 20,000 tons over the entire output of last season. Cars are now plentiful, and the coal is moving to market.

Notice is given that application will be made for the incorporation of

The Prairie City Loan Co. The capital stock is \$200,000 and the applicants seeking incorporation are: Campbell, A. E. Hovey, R. W. Hill, George B. H. and N. A. Cleveland, all of Winnipeg.

Sir Wilfrid Laurier has notified the Canadian Manufacturers' Association that they should receive a delegation from the manufacturers on February 10 in regard to the tariff. It is understood a large delegation will then visit Ottawa and make demands for more protection.

Gemson & Hague have moved their old and new saw factory to the old premises on Thistle street, a little farther east on the same street. This building is a large one of modern for the industry, giving ample accommodation for the sawing and finishing industry.

Receipts of the inland revenue division of Winnipeg for the month of January, 1902, were as follows: Spirits, \$28,573.80; malt, \$2,384.25; tobacco, \$15,611.17; raw leaf tobacco, \$1,430.10; cigars, \$2,545.50; miscellaneous, \$15; total, \$51,500.07. Receipts January, 1902, were \$44,211.96; increase, \$7,348.11.

Notice is given that application will be made for the incorporation of the Manitoba Flouring Co., with a total capital stock of \$50,000. The object is to carry on a business as building brick and stone. The amount of applicants are: Phil. Burnett, D. Wood, H. McCutcheon, Geo. A. Aisp, E. Cass and Theo. Boyd.

This will be an active building in Winnipeg. The C. P. R. and C. H. Improvements along will figure into it to the millions of dollars, besides which there will be numerous factories, warehouses, residences and public buildings started. Contractors estimate that there will be at least \$4,000,000 of new work completed this year.

J. S. Lardo, Canadian commercial agent in Australia, resigned his department of trade and commerce, and in three weeks of rain had resulted in a loss of \$1,000,000 of foodstuff and an increase in the price of flour. Manitoba flour is getting into the market. The amount of capital having been shipped to Perth, Western Australia.

Notice is given made for the incorporation of the Dominion Oxygen Light Co., Limited, the object being to supply lighting by means of a new invention in Montreal. The amount of capital stock shall be \$20,000, and the applicants are: A. F. Morey, Kansas City; Geo. Barker, Dauphin; E. F. Hutchings, Jas. Stuart, Dr. C. J. Jamieson and J. H. Leech, of Winnipeg, and W. J. Bruce, of Stouffville.

The D. McColl Co., Ltd., wholesale millinery, Winnipeg, are now about settled in their new quarters at 56 Albert street. They have two floors in this fine new block, which gives them more than double the space they had at their old location. The stock carried here will be increased in proportion to the increase in space. These new quarters are handsomely fitted up, well lighted, and admirably adapted for business for which they will be used.

Foley, Lock & Larson opened their wholesale grocery department on Market street, on the corner of Princess and McDermott streets, Winnipeg, in the building lately vacated by the Motor Co. & Motor Co. They have put in a large stock of new goods, and now have their stock complete in all their departments. Their old premises on Bannockburn street will be used as a shipping room. The other departments of the business will be at the grocery warehouse on Princess street.

Walter H. White, assistant engineer of the Winnipeg Power Company, has returned from Lac du Bonnet where he says work is progressing satisfactorily on the company's works. Some three carloads of machinery have arrived at the works, and are being teamed across to the site of the new power station, and much machinery is being ordered. Altogether there is a force of about seventy-five men now employed in the work on this dam, and it will be considerably aided when the rock work on the intake and tail race commences.

A week from next Tuesday (Feb. 17), the annual conventions of the western

live stock associations will commence in Winnipeg. The usual single fair rates will be observed from the railway companies, and it is expected that the attendance will be large. The associations participating in this gathering are the Cattle Breeders, the Sheep and Swine Breeders, the Horse Breeders, the Poultry Association and the Manitoba Veterinary Association. The programmes have been arranged with a view to the benefit and education of the stockmen, and the final results, there being nothing too heavy to deal with in the way of business, and the convention there will be given for the benefit of the stockmen a seven days' course in stock judging under the instruction of competent experts.

ASSINIBOIA.

J. J. Heaslip, dealer in hardware, implements and vehicles, flour and grain, etc., Alameda, has sold out his hardware business to Beach & Deyell. The two gentlemen have been employed with Mr. Heaslip for some time. Mr. Heaslip will continue his implement and grain business.

Dr. Elliott has been appointed a member of the Northwest executive council in place of A. L. Sifton, now chief justice. Dr. Elliott will be commissioner of the Northwest, and G. H. Bulvey, the present commissioner, will go to the bureau of public works, formerly occupied by Mr. Sifton.

ALBERTA.

H. D. Farris, of Wetaskiwin, has sold his implement business to S. C. Switzer, who will continue at the old stand.

C. W. Peterson, deputy commissioner of agriculture for the Northwest Territories, has resigned his position and will become secretary of the Calgary board of trade, and of the Calgary Inter-Western Pacific Exhibition Company.

BASKATCHEWAN.

Will & Mansfield have formed a partnership for the purpose of engaging in to implement business at Prince Albert.

NORTHWESTERN ONTARIO.

Men are so scarce that logging contractors in the Lake of the Woods and Rainy River, Ontario, have had to import men from Sault Ste. Marie and in other points in Ontario.

The annual meeting of the board of trade for the district of Rainy River was held in the town hall, Red Portage on Monday night. President W. G. Cameron presided, and the following were elected officers: A. Horn was elected president; A. Carmichael, vice-president, and John Dean, secretary-treasurer. For the council the following were elected: Geo. Drewwy, W. A. Weir, J. P. Bergmyer, W. G. Cameron, Wm. Marchand, Geo. P. Phillips, C. A. Neads, S. S. Cummins.

The annual meeting of the Rainy River Navigation Company was held on Thursday in Red Portage. The result of last season's business was very satisfactory. It was decided that, owing to the largely increased tourist trade, a new steamer of larger carrying capacity is required, and the directors were given authority to immediately to build one. The plans for a fine new steamer, capable of carrying from 100 to 200 passengers, and costing in the neighborhood of \$150,000, will be drawn up immediately. It is the intention to have the boat on the lake for the season of 1904.

Activity in the Stove and Graniteware Trade.

J. W. Driscoll, manager for the McClary Manufacturing Co., Winnipeg, returned from a trip east this week. Mr. Driscoll visited the southern route, and visited at St. Paul, Chicago, Toronto and other points, and also spent some time at his company's headquarters at London, Ont. Mr. Driscoll found the manufacturers very busy, and that there was about to be a large trade in the west this year.

At London the McClary Manufacturing Co. are building a new foundry, which Mr. Driscoll says will be the largest in the west. This will be completed and ready for work in two to three months. As soon as the new foundry is ready the old one will be

used to extend the enamelled ware and tinware departments. It is the intention of the company to double their capacity in these departments owing to the large demand experienced for tin plate. Much new plant will be put in, in the foundry and in the enamelled ware departments.

The receipts of the province in and stove, Mr. Driscoll says, are 25 per cent. in the high price of pig iron and other materials. The price of pig iron has advanced in the United States, and the price of iron in filling orders. His company has been importing iron from Scotland. The scarcity of the country and the back to manufacturers of iron. As showing the increased cost in manufacturing, Mr. Driscoll says that the price of coke has doubled.

BIG SPRING LUMBER TRADE.

Dealers Ask to Stock Early.

The effort is being made to induce the lumber dealers in Manitoba and the Territories to purchase their spring supplies of lumber at once, so that the lumber can be delivered in good time. Canadian Pacific Railway officials have taken the initiative in this matter. They say that there is a larger spring demand for lumber than is usual, owing to the large immigration which is contemplated. The railway company is anxious to have the lumber now, as later making the price of lumber start to rise, and especially toward the opening of navigation, when there will be a very heavy movement of traffic. Lumber dealers who do not deliver their cargo will be very scarce. Lumber dealers who do not deliver their cargo will be very scarce. Lumber dealers who do not deliver their cargo will be very scarce.

The retail dealers in the country, of course, object to ordering their supplies long before they require the stock, for the advance price of the railway, as this would mean that they would have to pay out the cash at once for the freight, and would so have to pay for the lumber one to two months before they are required. Negotiations are now in progress. Negotiators are being sent to try and arrange a basis by which the lumber can be used, without the necessitating the payment of freight, etc., earlier than usual. The retailers are being assured that they will not be called upon to pay the freight before April 1, and that the invoice will not be dated earlier than April 1, the usual time to be given from that date. This would simply be following the custom of the mercantile trade in several lines, in which orders are shipped in advance, and the invoice dated some time later. Negotiations are being carried on mainly with British Columbia millers, and the British Columbia millers. A lot of lumber and shingles are brought into the Pacific coast, and into British Columbia mills. The haul is a long one, and the millers' company does not want to send the cargo to British Columbia in the spring for lumber which will be used so badly here, if the lumber can be used now. Besides this, there are a number of millers who have already had to have gone out with grain and flour to Vancouver, and these could be employed to haul the lumber eastward. British Columbia lumber invoices are usually dated three months from date when the invoice is given, and the millers will agree to date April 1, three months, and the railway company will agree to have the freight paid to freight, dealers will place their orders at once.

There is almost a certainty that there will be an unusually large spring demand for lumber, which, under ordinary circumstances, will be met in earlier than usual. The Commercial was only the other day showing that the lumber trade in the United States which will send a large number of settlers into the country, inquiring as to the number in the district where the settlers were being sent. The lumber dealers throughout the country should be prepared for this demand.

The British board of agriculture has issued an order re-opening British ports to the importation of live stock from the Argentine and Uruguay, placing them on the same footing as Canada.

capped in this trade by the operation of the Manitoba Grain Act, which only permits an elevator to buy and sell one in a number of applicants for cars. In other words, if each of twenty farmers and an elevator place an order for cars with a railway station agent the elevator can only secure one car in fifty. In this place the other applicants, and, as farmers could not ship single cars to the Pacific coast to meet the Australian trade, it is apparent that either the grain buyer could not make any considerable shipment at once into the west, or the railway company would have to violate the Grain Act by giving a number of cars necessary for transport. It would, of course, be necessary to have elevator facilities at the coast, and arrangements have to be made by dealers to sack grain in their elevators where there are no proper facilities for such work, or ship to the coast and have the sacking done there. Still another barrier to this trade was the fact that while the trade commissioner of the department of trade and commerce in New Zealand was urging the board to expedite shipment of Manitoba grain, and informing the board that United States firms were doing the best to

Capture the Trade

the same department at Ottawa would not authorize the placing of a grain inspector at Calgary to handle this business. It is interesting to observe to trade nor showing any proper appreciation of the situation to have one part of a government department working so as to nullify the efforts of another officer of the same department. However, in spite of these unnecessary barriers to the proper development of our trade, and in spite of large shipments of grain have gone to Australasia, though it is true that under the existing conditions, our exporters found it necessary to make some shipments from here by United States railways via San Francisco.

Increased Storage Capacity.

A pleasing feature in connection with the grain traffic this season was the great increase of the storage capacity of the form of elevators located throughout the grain-producing districts in the interior. The total storage capacity of the present elevator system, including the terminal elevators at Port Arthur and Fort William, is now 34,800,000 bushels, an increase of 21,280,000 at this time last year. It is to be noted that several grain firms of the United States have operated in business here, and in most cases they have created a number of elevators at shipping stations.

Congested Railway Yards.

It has been very apparent for some years past, and especially during this last season, that greatly extended and better railway yard facilities were required in this city. On various occasions it was acknowledged by the Canadian Pacific Railway company officials that their yards here were congested with traffic. Much has been heard of the desirability that Winnipeg should be a large "sample grain" market, the form of grain traffic has been a great factor in making Minneapolis the milling centre it now is. The railways would not permit grain to be consigned to Winnipeg as an "order point," and hence all grain must be shipped direct to Port Arthur or Fort Arthur, otherwise the local rates from the shipping station to Winnipeg, and again from Winnipeg to the lake port, would be paid, and this is prohibitory. As it is at present, a carload of wheat which has just manifested in the programme for sale must be handled and sold on the basis of No. 1 northern, which is two cents lower in value, whereas if consigned to Winnipeg this description could be offered "on sample" in Winnipeg, a better price could be secured for the grain on its own individual merits. Practically all grain is handled in Winnipeg according to straight consignments, and hence to the range of particular grain between the minimum requirements of two definite grades of wheat, and hence difficulties, besides a shortage of yard facilities, in connection with making Winnipeg a sample grain market, but if proper stop-over arrangements were made there, it would be possible, but that the nucleus of a sample grain market would be formed.

The Toronto Conference.

The council have reported in detail on the conference and the boards

of trade at Toronto in June last, but I may be permitted to point out that this board's delegates rendered good service beyond formally presenting the views of the west on the subjects coming before the conference. They took every opportunity of impressing upon the representative business men from all the eastern provinces the resources and possibilities of western Canada, and afforded information which was eagerly received, and, judging from the many thanks they received, was much appreciated. One feature of the conference was the pleasure expressed at the per-

prepared, and be capable of taking an intelligent part in the discussions.

Honest Apple Picking.

One result of the action of the board last year was the greatly improved quality of the packing of apples shipped into and sold in Manitoba during the past season. For almost the first time it has been possible to purchase apples brought here from Ontario with a reasonable feeling of assurance that the fruit on the top of the barrel at least fairly represented the general contents. It is also satisfactory to recognize that the fruit inspector in this city is discharging his duties in a most commendable manner, losing no opportunity of protecting the public and the Winnipeg fruit dealers, who have hitherto been so largely at the mercy of dishonest packers.

Terminal Elevator Facilities.

It is to be noted that all the terminal elevators at Port William and Port Arthur are controlled by the two railway companies, and they practically monopolize the terminal grain handling business. This is not the case at Duluth, West Superior, Milwaukee and Chicago, where private companies are given full facilities by the railway companies to erect and maintain large terminal elevators at the lake front. It is understood that large terminal elevators to be operated as bonded public warehouses under the Government Grain Act should be erected by the railway companies would give assurance that the owners would not be handicapped in the matter of prompt an-

Winnipeg the chief place of business of many of those corporations whose main source of profit has been from business in the west.

A Desirable Change.

The Canadian Pacific Railway company will, no doubt, in the near future, find it most advantageous to direct operations from the centre of their system, than from an extreme point, in any event many questions directly affecting the western business that now are referred to Montreal should be decided here, a fact that is painfully realized by very many business men in Winnipeg, and

H. W. HUTCHINSON.

Vice-President Winnipeg Board of Trade.

have no doubt as well by the company's officials here. It might be thought that the uniform kindness and consideration extended to me during my term of office, and I also desire to thank the secretary for his very valuable assistance, and to congratulate the board on having such a thoroughly competent and efficient officer, upon whom, necessarily, falls the bulk of the executive work.

(Sgd.) JOHN RUSSELL.

President Thanked.

A vote of thanks was tendered the president, on motion of Mr. H. Miller,

JOHN RUSSELL.

Retiring President Winnipeg Board of Trade.

social intercourse enjoyed by the delegates representing every province in Canada.

Chambers of Commerce Congress.

I would like to call the particular attention of members of the board to the importance of the fifth congress of Chambers of Commerce of the Empire.

G. R. CROWE.

President Winnipeg Board of Trade.

regular delivery of cars arriving at the lake front. When there is such a demand for terminal winter storage it would seem that public policy demands that the fullest and freest facilities be afforded to any responsible persons or companies willing to erect terminal elevators; indeed, it has been suggested that the Dominion government should consider the advisability of providing terminal elevators at the lake front in the interests of the producers of the west; but much of the apparent necessity for such government action could be removed if the railway companies would afford facilities for the construction of proper terminals by private persons.

Railway Rights-of-Way.

The question of railways obtaining the right-of-way through the city, either across or along the streets, or otherwise, is a live one, and some system or plan should be adopted which would provide that the use of any right-of-way within the city be under a controlling power independent of any railway company, so that there might be a maximum of benefit and a minimum of injury or inconvenience to the city. It is very well secured, such a system, if it were introduced into the heart of the city for the multiplication of tracks or undue interference with the free use of the streets.

Hitherto a great deal of business transacted here by branch offices of financial institutions, has been controlled directly from their head offices in eastern provinces, but the present is an opportune time to make

C. N. BELL.

Secretary Winnipeg Board of Trade.

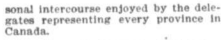
who spoke of the value which the food of information contained in the address would have in the future. Mr. G. R. Crowe, vice-president, in recognizing the motion, spoke of the earnestness with which the president had dealt with the elevator and grain business.

British Columbia Lead Industry.

The committee having this matter in hand reported the following resolution: "That inasmuch as the lead mining industry of British Columbia is in a state of depression, owing to it not being possible to produce lead in competition with the Mexican and European products, which enters Canada as white lead, at a duty of 5 per cent, less the difference of one-third, or one-third, at a duty of 15 per cent, or one-third, or a net duty of 10 per cent, or approximately \$5.00 per ton



JOHN RUSSELL.
Retiring President Winnipeg Board of Trade.



G. R. CROWE.
President Winnipeg Board of Trade.



ANDREW STRANG.
Treasurer Winnipeg Board of Trade.



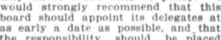
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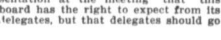
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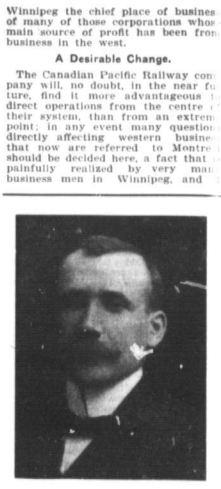
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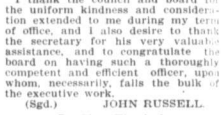
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Treasurer Winnipeg Board of Trade.



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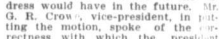
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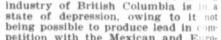
C. N. BELL.
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The corresponding duty in the United States is \$42.50 per ton.

That we consider it would be a great benefit to Manitoba, the N. W. T. and B. C. if the Dominion Government grant such measures of relief as to place the milling industry of British Columbia in a position to compete in Canada, thereby increasing the sale of lead mines, and thus providing and enlarging the market for our natural farm and ranching products.

Mr. Strang stated that there had been five previous meetings of the tariff committee, and it was not advisable that so small a number should be present on an important subject, and he was careful not to ask the government to impose higher duties. He said he professed to understand the business. He was not opposed to assisting the people of British Columbia to develop their mining interests and find a market for their products; still, he understood that, no matter what protection they had, they would not be able to manufacture and export to other countries; they would only get the home market, the only market was whether the government should tax the rest of the people, and he said he gave them that.

Mr. Ashdown noted that the recommendation of the committee be endorsed by the board. He was in the same position as Mr. Strang as to increased duties on products coming into the country, but unfortunately we have a protective tariff, and while that is the case and we have an industry in the west which can be developed and cast into a great boon to the population of the country, but which is languishing, he didn't know why we should not adopt the policy which is as pursued with others. If we were on a revenue tariff it might be levied on but with protection it was a pity to allow the lead industries of British Columbia to suffer. The manufacturers of Montreal and the seaboard wanted lead as raw material, and were not willing to allow it to be produced in the west as themselves; but while we have a protective tariff we should protect it.

Mr. A. L. Johnson said that previously to 1900 the lead was almost entirely shipped to the States notwithstanding the high duty, owing to favorable prices; but in January, 1900, the American States and Mexico were struck absolutely withdrew from purchasing Canadian product. As a result some fifty mines had to shut down, and there was danger of the industry becoming extinct. While 30,000 tons of metal were produced in Canada in 1900 last year, there was produced less than 12,000 tons. The consumption in Canada was about 10,000 tons of lead, which is today Mexican lead, which is corroded in the United States and brought into Montreal on a low tariff. The board of trade should point out strongly to the Dominion government the necessity of protecting this industry. He seconded the motion, which was then carried.

The annual report of the council of the board was adopted as printed. Mr. Strang, the treasurer, then presented his report, which was adopted. The receipts included the dues from 17 members.

Officers and Council.

Mr. G. H. Crowe was unanimously elected president and nomination by Mr. D. K. Elliott. On taking the oath of the honor done to the board for the first time, Mr. Crowe said that at the head of this commercial institution it was his duty to place him in trade which was not always held to a highest repute by some people. Though it was not a good thing for the country always fair, the grain trade was properly conducted, and had shown enterprising and endeavor to improve with the progress of the country. It had North-Western people, and that was their boast that Manitoba and the Northwest possessed the best system of elevators in the world, and some people had thought that it was not a good thing for the country. He thanked the board for recognition. He was a member of the grain trade as a full and proper person, and occupy the position of president of the board.

Three nominations were made for president, Mr. D. E. Sprague, Mr. W. M. Dreyer, Mr. W. H. Hutchison, by Mr. Sprague and Mr. H. W. Hutchinson, by Mr. J. H. Arnold. Mr. Sprague declining to run, and a ballot was taken, which resulted in the election of Mr. Hutchinson.

Mr. and Mrs. Strang were re-elected treasurer, and C. B. Bay, secretary, by acclamation.

The committee of Messrs. Johnson and Ashdown, a nominating committee was appointed, consisting of Messrs. Russell, Geogon, and Strang, to select sixteen members representative of the various interests of the board, to constitute a committee of five to meet the council for 1902. The following were appointed: G. F. Carruthers, president of H. J. Patterson, Mr. W. Sanford Evans, G. W. Dreyer, J. H. Hutchison, D. E. Sprague, J. Y. Griffith, G. H. Crowe, and C. B. Bay. Mr. Wm. Whyte, H. M. Belcher, John Russell, G. F. Bryan, and C. H. Enderton.

The following committees were elected, being, with a few changes, the same as those of last year:

Board of arbitrators, board of grain examiners, with the name of Mr. John Love substituted for that of Mr. T. W. Broody, deceased; committee on insurance; board of flour and mill examiners; board of hide and leather examiners; board of iron and steel, composed of all members of the board of trade engaged in this line of business; committee of the board, with Mr. Russell's name substituted for that of Mr. Bailey, and Mr. Mott's name substituted for that of Mr. G. H. Crowe, to investigate beet root growth, Messrs. W. Geogon, J. S. Atkins, John Russell and D. K. Elliott; railway and freight rates, Messrs. J. H. Ashdown, G. P. Galt, J. T. Gordon, D. W. Isole, H. Miller, H. H. Hutchison and W. Geogon.

On motion of Mr. D. K. Elliott, seconded by Mr. F. Patterson, the board resolved that the funds in the hands of the vacant lands committee (about \$100,000) be transferred to the council of the board, with instructions to deal with the matters before them as they saw fit.

The committee on fax manufacture was reappointed, to consist of Messrs. Russell, Geogon, H. W. Hutchinson and C. H. Enderton.

Committee on manufactures: Messrs. Russell, Geogon, H. W. Hutchinson, D. E. Sprague, G. F. Bryan, John Russell and E. L. Dreyer.

On motion of Mr. H. W. Hutchinson, seconded by Mr. A. L. Johnson, the board of trade representatives of all the different branches who are members of the board, to be known as the Canadian Board of Trade, to be known before the board a letter from the board of trade of Toronto, in reference to a Toronto all hands gathering, to be held in the next summer, cordial invitation was given to former residents of Toronto to visit their old home on cost-free terms.

Mr. A. L. Johnson called attention to the inconvenience of having no mail service on the Canadian Northern between this city and Carman. He asked that it be brought to the notice of the council of the board.

Messrs. Johnson, Ashdown, Strang, Russell and Geogon were appointed members on cost-free terms.

COUNCIL'S REPORT.

The following is a very full review of the report of the council of the board. The London, England, chamber of commerce has a permanent committee on tariff making. Before two sessions, with matters brought before the congress of the chambers of commerce of the world, the committee also deals with questions of interest to, or affecting the various parts of the world. A letter from the council was received from this committee advising the board as to the progress made in the various matters discussed at the last congress in London, and a committee of the council carried out the recommendations conveyed to it. The data obtained by the council will be of value in connection with the meeting of the congress in Montreal next August.

Mutilated Coins.

In April last the Halifax board of trade submitted for consideration to this board that representations should be made to the finance minister of Canada, in reference to the circulation of mutilated Canadian silver coin, and, after consideration, the board was of the opinion that the council, and a copy forwarded to the finance minister. The following is the opinion of the Winnipeg board of trade, the circulation of worn and mutilated silver coins is detrimental to the interests of the board, and that the boards of trade of

Canada should unite in memorializing the government asking for the introduction of legislation providing for the calling in of worn and mutilated coins, such coins to be redeemed at their face value, at the offices of the assistant receivers-general.

Intercolonial Railway.

At the annual meeting a copy of a resolution, passed by the Halifax board of trade, was submitted for consideration and referred to the council for report. The council approved a resolution which considered the whole matter very thoroughly, and recommended that the board reply to the Halifax board as follows:

"The Winnipeg board of trade concurs in the view that the Intercolonial is not a satisfactory factor in the transportation system of the country. And recommends that a thoroughly qualified expert in the management of railways be appointed to make a report on existing conditions, and what in his opinion would make the Intercolonial a paying concern and of the greatest benefit to the country, and also to study and make recommendations as to the best railway schemes for the consideration of the government and the people."

(1) As to how the Intercolonial could be extended so as to make it a factor in permanent competitive factors affecting the greatest bulk of Canadian traffic.

(2) As to how the Intercolonial decision of traffic agreements the government might make under present conditions, by virtue of the power of the Intercolonial to tend towards the same end as the above.

(3) What arrangement for the granting of rights, management or other powers over the Intercolonial would be feasible and calculated to benefit the transportation, or what running quired by other roads should be acquired by the Intercolonial, to accommodation of the committee. The recommendation of the committee was adopted, and the matter to the board at a general meeting of the board, also gave his approval. It may be noted that the action of the board in this matter was in complete accordance with the action of the board of trade in Eastern Canada, a copy being sent to the minister of railways and canals, in reply saying he would give it due consideration was returned, but nothing further was heard from him.

Dominion Board of Trade.

The matter of the advisability of the reorganization of the Dominion board of trade, before the war, at the last annual meeting, and was left in the hands of the council for action. The council has been from acting secretary of the Dominion board to appoint delegates to attend a general meeting to be held in Ottawa on March 4, 1902, but the council decided that it was not expedient should be operated on the lines laid down when the board was organized in 1871, and in view of the fact that no meeting has been held for a great many years.

A meeting of the Dominion board of trade was held in Ottawa, but the purpose of the meeting was the presentation of a memorial to the boards of boards of the Dominion was general, but the results convinced the council that to be a complete organization a general lines set forth in the communication to the minister must take place before any Dominion board can have a successful existence.

Proposed Commercial Reciprocity Convention.

In May last communication was received from the commercial club of Minneapolis, Minn., in which it was stated that the club was considering "the project of a convention for the discussion of the subject of trade relations between Canada and the United States, and of the advantages of some reciprocal trade agreement which will be of mutual advantage." It was further stated that the club desired to know whether this board would look with favor upon a movement for such a convention, and be represented should one be called. The council, after consideration, replied that the board would be pleased to be represented if they could be assured that any practical good result would be expected from the convention, and that the proposed convention of the subjects to be considered and the general nature of the proposed convention. The reply was that

no outline had been made by the club of topics to be discussed or resolutions to be presented, and that it was desired that what they desired to learn was whether the consensus of opinion should be in favor of such a convention, and the correspondence being laid before a general meeting of the board it was decided to advise the club that, unless the Minneapolis club could give some definite outline of the proposed convention, the board would be of interest seems to be taken at the present time in reciprocity with Canada, in favor of such a convention with the United States, and Americans seem especially desirous of having our trade relations with the United States for milling purposes, the Minneapolis millers and business men claiming that in any case, sooner or later, the hard wheat of the Canadian Northwest meets Minnesota hard wheat in the market of the world, and that it would be much better for the United States if Americans could secure Manitoba wheat, and exact a milling toll from it, quantities of wheat are now taken from Manitoba to secure the United States market for export "in bond" through the United States customs regulations.

Proposed Trip for Members.

In June last the council, after discussion, decided to send a party to the Hon. Clifford Sifton, minister of the interior, submitting to him a proposal that the board should be invited to the members of the Canadian Chamber of Commerce and of the Senate visit the coast of the United States, and the Pacific coast, to see the great work which might have an opportunity of learning the personal observation of the rapid development and growth of both Western Canada, it being thought that very many members of the board would never see the west. The council believes that great good would result not only to western Canada, but to the east, and that such an excursion could be arranged. Mr. Sifton, in reply, expressed his very cordial interest in the proposal, and suggested that it would be very difficult to bring the matter properly before the board, as the House was not in session, and the council decided to hold the matter in abeyance until the next session of the winter, and they recommended that the board be vigorously acted upon by the council.

Toronto Board of Trade Conference.

This board accepted an invitation to take part in a conference of boards of trade of the Dominion, held in Toronto, on the 17th inst., the president, Mr. W. Sanford Evans, and the secretary representing the board.

Many interesting subjects of Dominion and Imperial character were discussed by the conference, but, as an official report, including a verbatim record of the debates, has been published and distributed by the Toronto board of trade, the council do not consider it necessary to give any lengthy account of the proceedings. Several matters in which the delegates of the board took a special interest, and in connection with which resolutions were introduced by them, are reported on in detail under other headings in this issue. The resolutions were introduced by the first action upon which representatives of the commercial bodies of the Dominion were present, and had assembled for conference on the leading matters of interest affecting the trade relations of the Dominion, and it was the unanimous opinion of all the delegates that important results would be secured.

Sugar Beet Growth.

Early in the last year the standing committee on sugar beet growth effected an arrangement with the Manitoba government, whereby the sugar beets were grown under direction of the department at a cost of purchase of the seed, and carrying of the soil and conditions prevail. Carefully prepared directions were sent to each grower, and with the cultivation of the beets, and the experimental plots were visited by an official of the department during the season of growth. Late in the summer, samples taken from these test plots, were forwarded to the chemist of the Dominion Experiment Station, for analysis. A fortnight later, also, a second lot of selected roots were forwarded to the chemist of the factory to know that the chemist reports that, while the roots first forwarded were evidently pulled at too

STATISTICAL WHEAT REPORT.

WHEAT IN CANADA.

Stocks of wheat in Canada at principal points of accumulation are reported as follows:

| | |
|-------------------------|------------|
| Montreal | 20,000 |
| Toronto | 22,000 |
| Deer Harbor, Ont. | 184,000 |
| Winnipeg | 4,500 |
| Port Arthur and S. Wain | 5,000,000 |
| Winnipeg elevators | 250,000 |
| Manitoba | 13,500,000 |
| Total Jan. 21 | 19,500,000 |
| Total previous week | 17,300,000 |
| Total a year ago | 16,443,000 |

BRADSTREET'S REPORT OF STOCKS

Total stocks in the United States and Canada east of the Rocky Mountains, as reported by Bradstreet's Jan. 21, were 32,000,000 bushels, or against 31,554,000 bushels the previous week.

Total stocks in the United States and Canada a year ago were 31,231,000 bushels, according to Bradstreet's report.

Stocks of wheat at Pacific coast ports on Jan. 17 were 1,112,000 bushels.

THE VISIBLE SUPPLY.

The Chicago visible supply statement of stocks in the United States and Canada east of the Rocky Mountains, for the week ended Jan. 11, was 48,417,000 bushels, being a decrease of 88,000 for week against the visible supply. The visible supply of corn is 8,250,000 bushels, four years ago 8,342,000 bushels, five years ago 8,632,000 bushels.

STOCKS OF OATS AND CORN.

The visible supply of oats in the United States and Canada, as reported by Bradstreet's Jan. 11, was 41,600,000 bushels, compared with 42,820,000 bushels a year ago. The visible supply of corn is 8,250,000 bushels, compared with 11,622,000 bushels a year ago, according to the Chicago statement.

WORLD'S WHEAT STOCKS.

Stocks of wheat in America and Europe for the month for Europe Jan. 11, in each year for a series of years, was as follows—Bradstreet's report:

| | Bushels. |
|------|-------------|
| 1901 | 147,000,000 |
| 1902 | 156,000,000 |
| 1903 | 169,000,000 |
| 1904 | 167,000,000 |
| 1905 | 171,000,000 |
| 1906 | 152,000,000 |
| 1907 | 156,000,000 |
| 1908 | 194,000,000 |

WHEAT MOVEMENT.

The following table gives the receipts of wheat at the four principal United States spring wheat markets from the beginning of the crop movement, Aug. 1, 1902, to date, compared with the same period of last year:

| This Crop Last Crop. | 1902. | 1901. |
|----------------------|-------------|-------------|
| Minneapolis | 62,382,000 | 60,628,500 |
| St. Louis | 6,086,447 | 7,174,840 |
| Duluth | 2,312,247 | 3,523,819 |
| Chicago | 29,271,206 | 31,368,824 |
| Total | 127,367,599 | 115,566,819 |

The following table gives the receipts of wheat at the four principal United States winter wheat markets, from the beginning of the crop movement, July 1, 1902, to date, compared with the same period of last year:

| This Crop Last Crop. | 1902. | 1901. |
|----------------------|------------|------------|
| Toledo | 14,965,312 | 5,397,980 |
| St. Louis | 14,009,520 | 14,713,556 |
| Indianapolis | 3,191,371 | 2,862,987 |
| Kansas City | 21,984,758 | 16,082,858 |
| Total | 62,856,761 | 39,398,381 |

Winnipeg Grain Inspection.

During the week ending Jan. 21 there were inspected at Winnipeg 11,142 cars of grain comprising the following:

Wheat—No. 1 hard, 245 cars; No. 1 northern, 247 cars; No. 2 northern, 181 cars; 2 northern, 18 cars; No. 4, 75 cars; rejected No. 1, 6 cars; rejected No. 2, 6 cars; No. 6 grade; 1 car; feed, 8 cars; rejected, 1 car; making a total of 185 cars.

Oats—No. 1, 341 cars; No. 2 white, 3 cars; 3 white, 6 cars; rejected, 1 car; total, 92 cars.

Barley—No. 3, 10 cars; feed, 7 cars; No. 3 northern, 18 cars.

Flax—No. 1, 7 cars.

The total number of cars of grain inspected above was 1,102, of which 943 were from the C. P. R., and 159 on the C. N. R. road.

The foregoing figures bring the total inspection of wheat from the first of September, the beginning of the crop year, up to 32,851 cars, which converted into bushels give a total of 28,792,350.

The thought of a possible helpless old age gives all of us moments of anxiety.

Grain and Milling Notes.

It is said that Kerr Brothers, of Franklin, will erect a grist mill for McMartin station on the Canadian Northern Railway.

The flour mill at Yorkton, Assa., has been closed down, undergoing extensive improvements. It is now working again, the capacity of the mill to be more than doubled.

It is humorously reported that Germany will appoint a commission to hand-pick imports of grain from the United States, to see that no Canadian grain is worked in with the United States commodity.

The rate from New York on grain and flour to Australia is much lower as a rule than from Vancouver; thus the Manitoba product goes mainly by the longer route, via New York. Manitoba flour is now being sold in nearly every part of Australia.

The Northern Elevator Co. have started to build a 35,000 bushel elevator at Newdale, Assa. An American syndicate will build an elevator in the spring. The Lake of the Woods Milling Co. will build in the spring, also Panning and Hopper.

S. Spink has been confined to his home in Winnipeg for some time with inflammatory rheumatism. This is an old enemy of Mr. Spink's and has given him much trouble at times. He is now improving gradually and should be out again shortly.

The town council of Moosomin, Assa., has decided to submit a by-law to the ratepayers authorizing a bonus of \$1000 to the contractor who contracts to Messrs. Sutcliffe and Muir, of Minneapolis, to build a merchants' flour mill on its site. The gross increase will be taken on Feb. 23.

Elevator building will be actively pursued in the west this year. All of the companies will build more or less energetically and some have planned very extensive additions to their storage capacity. The gross increase will probably only be limited by the ability of contractors to secure men and material.

The Ogilvie Flour Mills Co. has begun construction on the Lachine canal connection with its water power privileges a large feed and cereal mill and in addition will shortly begin the erection of another large flour mill at the same point. The capacity of the company's Royal mill at Montreal is expected for the four principal United States spring wheat markets from the beginning of the crop movement, Aug. 1, 1902, to date, compared with the same period of last year:

Mr. Muir, foreman of the C. P. R. elevator at Fort William says the new working house of elevator D, erected by Barnhart & Secord, of Minneapolis, is one of the most modern and up-to-date elevators on the continent. The destroyed house was not to be compared to the new one, as in every particular the new machinery works perfectly, unloading cars and receiving grain faster than any of the present elevators there.

Geo. V. Hastings, manager at Winnipeg for the Lake of the Woods Milling Co., returned to his home at Montreal, V. A. Hastings, general manager of the company at Montreal, said that his return to the city has received word that he is making satisfactory recovery. Mr. V. A. Hastings' many old friends in Winnipeg will be glad to learn this. Mr. Geo. V. Hastings expects to visit Montreal again shortly, when he will probably be a trip of some two weeks.

Market Trade Bulletin: As long as the United States continues above an export basis, Canada will have a good chance of marketing a considerable portion of her surplus crop, and pretty well all the shipments of oat from the prairie and the latter figure bid with out getting the oats. In this market there has been very little change, sales of car lots in store having comprised at 35½c and 35c.

On Tuesday last week the mill and elevator of Robert Muir & Co., of Winnipeg, Man., were burned. The buildings burned included mill, cleaning house, elevator house, and had a track frontage on the spur of 180 feet. The construction was timber, metal

McLAUGHLIN & ELLIS
 Grain Exchange, Chamber of Com'rce, Minneapolis.
GRAIN
 Winnipeg. LIBERAL ADVANCES
 HIGHEST PRICES PAID
 References: The Canadian Bank of Commerce; Commercial Agencies.

THE NORTHERN ELEVATOR CO. LIMITED
 GRAIN.
 HEAD OFFICE WINNIPEG.
 Branch Offices:
 Montreal, New York, London, Eng.

ROBT. MUIR & CO.
 Grain Dealers and Millers.
 Shippers of Wheat, Oats, Barley, Flax, Flour, Bran, Shorts, Chop.
 Buy or sell on commission. Before buying or selling grain in car lots write or wire us for quotations. Advances made on consignments. Licensed and bonded.
 WINNIPEG, MAN.

ALEX. MCFEE & CO.
 GRAIN EXPORTERS.
 MONTREAL AND WINNIPEG.
 C. A. YOUNG, Manager.

THE DOMINION ELEVATOR CO. LIMITED
 GRAIN EXPORTERS.
 Office: 17,000,000 bushels.
 GRAIN EXCHANGE - WINNIPEG.

MANITOBA COMMISSION CO. LTD.
 (Licensed and Bonded).
 GRAIN DEALERS
 Members Winnipeg Grain Exchange and Clearing House. Liberal advances on bills of lading. Telephone 154. 301 Grain Exchange, Winnipeg.
 H. S. Paterson, Manager.

GRAIN COMMISSION MERCHANTS
 Winnipeg and Brandon.
WHEAT, OATS, BARLEY AND FLOUR.
 Correspondence Solicited.



WINNIPEG GRAIN AND PRODUCE EXCHANGE
 F. PHILLIPS, President.
 A. R. HARGRAFT, CHAS. N. BELL, Vice-President. Sec'y-Treas.

KIRKPATRICK & COOKSON
 MONTREAL.
 Consignments of Grain and Country Produce solicited.
 F.O.B. Offers of Wheat, Barley, Oats, etc., requested.
 Established 1850, Manitoba Grain Code used.

THE WINNIPEG ELEVATOR CO. LIMITED
 GRAIN EXPORTERS.
 Office: Grain Exchange, Winnipeg.

W. GIBBINS & CO.
 (Licensed and Bonded).
 GRAIN BROKERS AND DEALERS.
 Grain Exchange, Winnipeg.

Wheat, oats, barley, Flaxseed. Futures handled for local or United States markets. Correspondence invited. Liberal advances on consignments.

E. O'REILLY
 Of Jas. Richardson & Sons.
 GRAIN EXPORTERS.
 Offices: Kingston, Toronto and Gravel Exchange, Winnipeg.
 Cars or block lots. Please ask for quotations. Reference, Merchants Bank.

JAS. CARRUTHERS & CO.
 Limited.
 GRAIN EXPORTERS.
 MONTREAL TORONTO, WINNIPEG.

Sell your Grain through a Strictly Commission House.
 Highest prices obtained. Quick Returns.
 Consignments and Correspondence Solicited. Farmers need not wire for track bids.

THOMPSON, SONS & CO.
 GRAIN COMMISSION MERCHANTS
 WINNIPEG - - MAN.

British Columbia OFFICE OF THE COMMERCIAL

B. C. Business Review.

Vancouver, Feb. 2

The annual dumping of rank butter in the Vancouver market has continued in its usual way... The biscuit tin is not so bad. Everyone knows how butter absorbs and retains every other smell in its vicinity...

GREEN FRUITS—Lemons, \$2.50/100; oranges, \$1.90/100; seedling oranges, \$2.50/100... SUGARS—Powdered, 16c and bar, 65c; extra C, 44c; yellows, 4c... HARDWARE—Bar iron, base, \$5.00 horse shoe nails, discount 50 and 19 per cent...

British Columbia Business Notes.

G. F. & J. Gall are moving their Vancouver tea branch to larger premises. The big mill of the Kootenay Shingle company at Selmo was started up last Thursday...

A hitch has occurred in the deal for the acquisition of Deadman's Island for Theodore Ludgate's mill, Premier being refused from Ottawa that he was nothing further must be done until his return.

Oil shipments from Rossland and the Silver King in the fourth level of the Silver King mine, Nelson, at a depth of 100 feet are from eight to ten inches in thickness...

The snowfall in Rossland district is unprecedented and has interfered seriously with transportation. The Canadian Pacific has succeeded in keeping its line open by utilizing a rotary system of fifty men...

A chamber of commerce has been formed at Victoria. That city already has a number of trade organizations... J. L. Beckwith, president; Geo. Carter, vice-president; Jas. Forman, treasurer; A. J. Morley, secretary pro tem.

The ore shipments from mines in the Boundary district during the week ending Saturday amounted to 15,563 tons... The total shipments from Republic to date are 6,083 tons.

The following new companies have been incorporated: Piesie Manufacturing Company, Limited, with a capital of \$25,000... Workers Gold Mining Co. of Canada, Limited, capitalized at \$1,500,000...

Outlets for Canadian Grain.

A New York paper—the Scottish-American, has the following: It is said that speculators on this side of the line are greatly disappointed over the result of the schemes...

which American brewers used to take now goes to feed stock for shipment on the hoof and in the shape of cured meats. Thus, practically the barley duty simply adds to the competition which producers here have to contend with in foreign markets.

We have always maintained that reciprocity would be far more to the advantage of this country than it would be to Canada, and this barley phase is but an illustration; in fact, it is but the natural result of the development of Canadian industry.

Speculators here have also learned that the Canadian farmer is not the needy, hand-to-mouth individual they supposed him to be, but can bide his time just as well as any producer on this side of the line.

Movements of Business Men.

J. T. Gordon returned to Winnipeg this week from Mexico, where he has been visiting his ranch.

A. K. Morrison, manager at Calgary for the Margeson Fruit Company, is in Winnipeg at present attending the bonspiel.

C. A. Young, manager at Winnipeg for Alex. McFee & Co., grain merchant, returned last week from a holiday trip south. He visited various points in Florida, Cuba and the Bahamas.

become intelligent and thrifty. Education is compulsory there, and only one case of capital punishment has been known in eighteen years.

Among the callers at the Commercial office this week was Mr. T. Wilkinson, of Pense, Assiniboia. Mr. Wilkinson is engaged in the hardware line for the spring trade. He has only been engaged in business there for eight months, but in that time has evidently built up a good trade. He has also been obliged to erect a building having 50 feet frontage, two storeys high in order to properly house his stock.

Anthracite coal has dropped 50c per ton in Toronto. A. E. McKenzie & Co., seed merchants, Brandon, have issued their seventh annual catalogue. It is well printed and includes a great deal of valuable information.

At a meeting of the manufacturers of cotton goods in Montreal on Tuesday afternoon, it was decided to increase the price of low priced grey cottons. The advance will be from 2 1/2 to 5 per cent on the present catalogue rates.

General Manager McNeill, of the C. P. R., is now back in Montreal from his western trip. He states that his company will extend its Kirkella branch northward as rapidly as possible. The M. & N. W. branch will also be extended. Other proposed western improvements, as already announced, were spoken of. Mr. McNeill looks for another prosperous year in the West.

Shingles that Stand Every Test

That's what you're sure of when you buy

Best

They prevent fire, are lightning-proof, can't rust or leak, and give perfect satisfaction. Any handy man can put them on.

Made by Metallic Roofing Co., of Toronto.

MERRICK, ANDERSON & CO. BANNATYNE AVE., WINNIPEG.

**Carnefac Stock Food
Carnefac Poultry Food
Carnefac Worm Powders**

For Sale by all the leading
Wholesale Grocers.

Manufactured by
W. G. DOUGLAS, Winnipeg, Man.

W. C. MACDONALD, Actuary. J. K. MACDONALD, Managing Director.

**The Confederation
Life Association**

HEAD OFFICE
TORONTO

There are no conditions as to residence, travel or occupation in the Unconditional Accumulative Policies issued by this Association. They guarantee Extended Insurance, Paid-up Policies and Cash Surrender values.

Manitoba, N. W. T. and B. C.—Winnipeg Office, 467 Main Street.
CHARLES E. KERR, Sec.-Treasurer. DANIEL McDONALD, Manager.
HENRY WORSLEY, City Agent.

Brandon Office F. W. GILL, Cashier.

P. D. ROE, R. ABERNETHY, T. F. PATERSON,
President & Mgr. Vice-President. Sec. Treas.



Manager.

THE
**Canadian Pacific
Lumber Company**

LIMITED.

PORT MOODY, B. C.

Manufacturers of and Wholesale
Dealers in All Classes of
British Columbia.

**LUMBER, LATH, SHINGLES
MOULDINGS, Etc.**



Since writing our former "ad" there has been a number of changes around our plant. Our manager is now big enough to wear pants, and everything else has grown in proportion. We have added to our facilities for handling lumber a number of new machines, among them being a planer which will dress a timber 24 in. square.

HENRY BYRNES, Selling Agent, WINNIPEG.

**LEADING
COMMERCIAL HOTELS**

RED DEER, ALTA.

ALBERTA HOTEL.

BEATTY & BRINDLE, Props.

C and E dining hall, good sample rooms and every accommodation for commercial travellers and the general public.

EDMONTON

ALBERTA HOTEL.

JACKSON & GRIERSON, Props.

Sample rooms. Free bus. Livery in connection.

KAMLOOPS, B. C.

GRAND PACIFIC HOTEL.

F. A. BARNHART, Proprietor.

The best hotel in Kamloops. Ample accommodation.

T & B PLUG
AND
CUT
TOBACCO

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

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

HAMILTON.

TEES & PERSSE, Agents, 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 Skins and Tags furnished on application.

Office and Warehouse:

120-122 King St., Winnipeg, Man.

**MAGIC
BAKING
POWDER**

PURE AND WHOLESOME
ONE POUND CAN 25¢

E. W. GILLET COMPANY LIMITED
TORONTO, ONT.

LEITCH BROS.

Oak Lake

"Anchor
Brand" **Flours**

FROM NO. 1 HARD WHEAT.

Bran, Shorts and all kinds of
Chopped Feed and Grain.

ADDRESS

OAK LAKE, MAN.

**The Best Union Made
Overall in the West**

Mail orders promptly attended to.

**THE WINNIPEG SHIRT
AND OVERALL MFG. CO.**

Corner Main and James Streets.
WINNIPEG.

SADLER & HAWORTH

Tanners and Manufacturers of
Oak Leather Belting
Montreal and Toronto.

A. P. MACDONALD, Sales Agent.
Western Canada Block, Winnipeg.

**J. CLEARIHUE
Commission Merchant**

Fruits and . . .
All Kinds of Produce

Special attention given to consignments of BUTTER and EGGS.

Consignments received in all lines. Correspondence solicited.

VICTORIA, B. C.

P. O. Box 536.

WM. FERGUSON

WHOLESALE

**Wines, Liquors
and Cigars**

8th STREET, BRANDON

**Carruthers & Co.
TANNERS**
And Dealers in
Hides, Furs, Wool, Sheep-
skins, &c.
Consignments Solicited.
9th Street. BRANDON, MAN.

**The Globa Casket
London,
Ont. Company**

Manufacturers and Wholesale Dealers in
UNDERTAKERS' SUPPLIES.

Special to our Manitoba, Northwest and British Columbia trade:

Gentlemen—Your esteemed orders, entrusted to our Mr. J. H. Glass, are now being filled. As we desire to keep in profession, we mailed the demands of the constant touch with the demands of the ing up orders, mailed direct to us, while our representatives are at home, shall have our most prompt and careful attention.

THE GLOBE CASSET COMPANY

FRANK LIGHTCAP

DEALER IN

**HIDES, PELTS, WOOL,
SENEGA Etc.**

EXPORTER OF

NORTHERN FURS

Highest prices paid for consignments and returns promptly made.
Write for circulars containing market reports and full quotations.

172-174 KING ST., WINNIPEG.

P. O. BOX 484.

"Got a talking machine at home?"
"Yep."
"What'd you pay for it?"
"Nothing. Married it."

APPLES NOT WANTED IN THE WEST.

It may not be out of place at this time for The Commercial to utter a word of warning to Ontario apple shippers against sending any more fruit to the west which is not wanted. The sale will be found for the goods. Our periodical visits to the warehouses of Winnipeg and our advices from other storage points in the west demonstrate the fact that there are immense stocks of apples now on hand here, far more than enough to meet all legitimate demands for several months to come. A look at the advertising columns of our city daily papers will convince anyone that there are already too many apples in the country as the auction sale announcements are liberally besprinkled with notices of apple sales, and even at low prices which are being paid for the fruit in this way consumption is not stimulated to the point where present stocks will be taken care of. Most of the Ontario apples which have been sold here in the last year have been of decidedly poor quality and it is more than probable that further shipments would be no better, if not very much worse, in which case the shipper might better feed them to the pigs where they are as it is almost certain that an arrival in Winnipeg would have to be sold for less than the freight charges upon them. There are to-day in store in this city hundreds of barrels of apples which will never realize the costs against them and their quality is not the worst either. With this in view it does not seem out of place to warn the trade in the east against aggravating the situation by further shipments to an already unsatisfactory western apple market.

BIG FARMING SCHEME.

Another big farming enterprise in Western Canada is being placed on the British market. This is the British Canadian Wool-Raising Company, capital of \$1,000,000, divided into 200,000 shares of \$5 each. There are 90,000 shares held in reserve. The vendors, J. H. Brown, of Montreal, C. H. McHenry, chief engineer of the Canadian Pacific Railway, T. Mayne Daly, of Winnipeg; J. U. Gregory, of Quebec; William Johnston, of Winnipeg; Hugh R. Cameron, of Winnipeg; Mr. Carnegie, of Montreal. Two others will be elected by the English shareholders.

Big farming enterprises have not been a great success in the past in this country. Large individual farms, managed by the proprietor, have paid well, but farming by corporations has been a failure. Mismanagement and incapacity has ruined the best characterized such enterprises. British investors, who have had some experience with such enterprises, will doubtless investigate carefully before investing further in this class of stocks.

Our surest prospect in life is death. Friendship improves happiness and abates misery, by the doubling of our joy and the dividing of our grief. A man's riches are to be estimated rather by the fewness of his wants, than the greatness of his possessions. When you fret and fume at the petty ills of life, remember that the wheels which go round without ceasing last the longest.

INSURANCE

Insurance Notes.

"Her husband is absolutely worthless."

"How can you say that? He isn't at all well, and his life is insured for \$5,000."

The Northern Assurance Co., of England, has favored The Commercial with one of its calendars for 1903.

A deputation of insurance men waited on the minister of finance at Ottawa recently, to request that the company be given increased powers for making investments.

Henry Briggs, superintendent of the Winnipeg district for the Metropolitan Life, attended the annual meeting of superintendents of this company, held recently at the head office in New York city.

Adam Held, manager at Winnipeg, for the Royal Victoria Life, has returned from a business and pleasure trip east. Among other places he

year was presented by Manager W. P. Rundle. The reports showed that 1902 was by far the most profitable year the company has ever had, 50 per cent. increase in new business. The result of holding the directors for 1903 was the re-election of the 1902 board, and at the first meeting of the same board, the following were re-elected: president; G. A. J. A. Marshall, vice-president; W. W. Miller, treasurer; W. B. Butler, manager; Messrs. W. Forsythe, Jno. Macdonald and D. S. Lyon being the other directors.

His Honor Judge Walsh has delivered judgment for the full amount of the plaintiffs' claim in the case of Carruthers et al. vs. J. K. McLennan et al. The action was brought to recover the sum of \$171.32, being the balance of a claim against the Adam Forbes Company of Eastwell, Man. The stock, policy of Eastwell, Man. The stock, fixtures, etc., upon which the insurance was placed, were purchased by the defendant and the insurance was transferred, at defendant's request, to his clinic, who was the Adam Forbes Company, hence the action was brought against McLennan, who, it is alleged, agreed to pay it and got the benefit of the insurance during the

they will have something to show if they are in the land of the living, besides not insuring their boats, the use of tobacco. I think it a privilege to give my testimony freely on my part, and I hope that you gentlemen will take a common-sense view of it. Act promptly and insure, and be sure to buy tobacco as strong as alone.

Another Wholesale House.

J. C. Wilson & Co., Ltd., wholly owned by the late Montreal House, decided to open a branch in Winnipeg at once. Premises in the new block at 24, 26 and 28, and 30, Broadway, and will be filled immediately with a large stock of wrapping paper, stationery, general stationery, etc. Five floors will be carried. J. A. E. Holland, who has been with the company for about 25 years, has been appointed managing agent for the opening of the branch, receiving stock, etc. A full office staff will be employed at once, and two of the officers will be located at the office in the West. J. J. Binn, who has represented the company in the West since 1888 and who is now acting as a traveling salesman. Mr. Holland is the latter date he has been located at the headquarters of the company as general agent of the factory. From this it will be seen that he has a long experience of the business. The decision to open a branch in Winnipeg has not been made without having been fully considered by the company. It is an opportunity for some years, and they have now concluded that it is an opportunity to carry out their desire. The company is one of the best known in the Canadian paper trade.

Fort William Board of Trade.

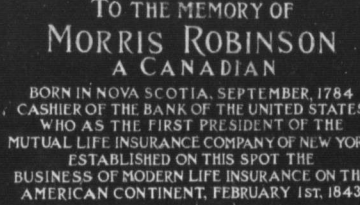
The annual meeting of the board of trade of Fort William was held on Monday evening. The president, John P. Wells, in his annual address, congratulated the merchants of the town for the continued prosperity of the town. He stated that the amount expended upon new buildings during the year had been \$150,000. The C. P. R. had also contracted for and commenced building a new station for \$1,000,000. The company had also decided to erect the year an expensive new station. The government has expended during the year nearly \$2,000,000 in dredging harbor improvements, making, perhaps the best inland harbor in the Dominion. The number of vessels entering the harbor during the year 1902 was 712, with registered tonnage of 281,000 tons and carrying crews of 63,620 men. "This is an increase in tonnage over 1901 of 120,000 tons." The amount of grain shipped from this port during the year was 32,300,000 bushels, of which 90 per cent, or over 29,000,000 bushels, was carried by the inland vessels; 1,000,000 was shipped by rail, but the balance by American vessels. The total tonnage of grain handled was 1,613,645 tons, made up as follows: Grain, 912,000 tons, made up of 500,000 tons of wheat, 412,000 flour, 105,000 tons; steel rails, 27,825 tons; oil, 6,480 tons; total, 1,613,645 tons. The number of iron works plants, owned and operated by the town, have had another successful year, being showing a small profit of \$100,000. The town has a fund. To these have been added thoroughly modern telephone systems, which are also showing reduced rates.

The new officers elected by the body were: John P. Wells, town president; E. R. Nutfield, vice-president; E. R. Wayland, secretary-treasurer; J. H. Turner, chairman of the board; H. Perry, E. A. Morton, G. W. Boyd, A. McJannet, W. P. Hornsby, C. H. Jackson, and J. T. Horne.

Among the matters of importance brought forward by the body was the question of securing a station of the Montreal Wireless Telegraphy Co.

"No great characters are formed in this world without suffering and denial."

The world's marching orders are "On to the grave," but watch your track and dodge the stumps.



TO THE MEMORY OF
MORRIS BROWN
A CANADIAN
BORN IN NOVA SCOTIA, SEPTEMBER, 1784
CASHIER OF THE BANK OF THE UNITED STATES
WHO AS THE FIRST PRESIDENT OF THE
MUTUAL LIFE INSURANCE COMPANY OF NEW YORK
ESTABLISHED ON THIS SPOT THE
BUSINESS OF MODERN LIFE INSURANCE ON THE
AMERICAN CONTINENT, FEBRUARY 1st, 1843

THIS TABLET ERECTED BY
THE CANADIAN SOCIETY OF NEW YORK
FEBRUARY 1st, 1903

Tablet placed in New York to the memory of a Noted Canadian, the Founder of Modern Life Insurance in America.

visited the head office of his company at Montreal.

When a man assures his life for the protection of his family he does well. How often do we permit the policies to lapse "temporarily," and die without assurance! The records of every life company indicate that there are tens of thousands of them.

F. D. McKinnon, of the Mutual Life of Canada, left Winnipeg this week for a month's holiday trip to California, where his family is spending the winter. T. R. Earl, superintendent of agencies of the Mutual Life of Canada, who arrived in the city on Friday, accompanied him as far as Vancouver.

The contest amongst the general agents and provincial managers of the Continental Life Insurance Co., as to who could take in the largest amount of paid-up business for 1902, has been won by Dr. E. A. Blakely, of this city, who put in more than twice as much paid-up business as any other general agent in Canada. The prize offered in this competition was a handsome gold watch, which Dr. Blakely expects to receive in a few days, the company having advised him that it is now on the way.

The Urban Mutual Fire Insurance Company of Portage la Prairie, held its fourteenth annual meeting on the 22nd, when the report of the directors and insurance statement of the affairs and standing of the company for the

time it was in force. McLennan resisted the claim on the ground that he had nothing to do with the plaintiffs in connection with the matter, but paid Clime the unearned portion of the policy on what is known as the "short rate" basis.

About thirty two years ago, says J. G. MacCrae, of Sarnia, Ont., I was a telegraph operator, and one day a number of us were chatting and smoking when the conversation turned to the cost of smoking and using tobacco. Someone remarked that he cost him from \$30 to \$50 each per annum. As I had not learned the habit, and being one of the youngest in the crowd, I made a joking remark, "Guess I won't learn to smoke; I'll just put my money now as much about insurance then as I do now. I put my joking remark out an endorsement policy for \$1,000. I kept paying \$31.78 for twenty years, and after the twenty years it was reduced to \$18 for ten years, when the policy became payable to my wife, and three years ago she drew the \$1,000. My reverse in business two years ago, the policy matured came back on us, but this policy money helped to give me another start in business. It is sometimes easier to give and advise them instead of learning to smoke to put the money in an insurance policy. In twenty or thirty years

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F. W. Thompson Interviewed.

The Montreal Gazette interviewed F. W. Thompson, vice-president and general manager of The Ogilvie Flour Mills Company, on his return from a two month trip to the Old Continent and obtained a number of interesting statements and comments from him. Mr. Thompson said it was most gratifying, while abroad, to find that the commercial importance of the Dominion of Canada in its relations to the Empire was becoming more fully realized. This being so, he believed, to the loyal support given by the Mother Country during the late war.

There is, therefore, a stronger sentiment in favor of Imperial Industries as against those of foreign countries, but still very recently the average Englishman had been very little looking with equal favor upon the products of home or foreign manufacturers, and even now it is but a very small proportion of the total population who appreciate the real benefits to be derived from this sentiment to the Empire as a whole.

Much of this ignorance may be attributed to the fact that the powerful press of London, which largely moulds public opinion in Great Britain, devotes little or no attention to Canadian affairs or resources, while, on the other hand, columns are given to the affairs and development of Africa and the other colonies. Some means should be provided whereby the importance and value of Canada might be brought home to the people of the British Empire. There are, without doubt, from 2,000,000 to 3,000,000 of good citizens of the Dominion who might, to mutual advantage, be provided with good homes in Canada, as, in my opinion, to less than eighteen per cent. of the Canadian Northwest will be the third largest wheat producing territory in the world, and able to supply at least twice as much wheat as is now consumed annually in Great Britain, thus making the United Kingdom almost entirely independent of any foreign nation for her supply of breadstuffs, at present her most vulnerable point, and Canada being the nearest colony to the Mother Country, excepting Newfoundland, should therefore geographically be in the best position to accomplish this.

"Among the various classes of people whom it was my pleasure to meet I found a pronounced feeling for some form of preferential treatment of Colonial products, and, notwithstanding that nothing definite came of the recent conference of the colonial governments, I believe that ultimately this sentiment will crystallize into legislation which will secure the desired end.

"As an essential to the successful development of Canadian foreign commerce, both inland and ocean transportation facilities are of the utmost importance, and it is to be hoped our government will lose no time in so enlarging and improving the inland waterways, that the immense traffic which is being carried in the Northwest may be brought through Canadian channels to our own shores.

"Montreal occupies a unique position in being located at the meeting of the waters, and facilities should be provided that would enable lake vessels of large tonnage to load at Port William and discharge into ocean steamers at Montreal without breaking bulk en route as at present. Such an improvement would effect a saving in freights of nearly fifty per cent. over those now prevailing, a large portion of which would accrue to the benefit of the Northwest farmer.

"It is a national disgrace that a heavy percentage of the present traffic which transpires in the Northwest must find an outlet via U. S. ports because of a lack of proper facilities for handling through our own territory, and until such time as we provide proper facilities for handling this business, the increased traffic from our rapidly growing Northwest will all be diverted through United States ports, and they instead of Canada will reap the benefit of our growth.

"I firmly believe that as the marvelous undeveloped resources of Canada become known, the population will increase within a few decades to equal that of the United Kingdom, and that this development, the people of Canada should give this matter the highest consideration and the improvement of the St. Lawrence route their earnest support, nor should they at any time ignore the importance of adequate ocean steamship facilities.

"We are at present hampered in some valuable foreign markets by our inability to obtain equal rates of freight via Canadian ports, and in granting of subsidies by our government it should be stipulated that rates of freight from Canadian ports should not be higher than the net rates charged by lines of steamers plying from the North Atlantic to the United States, otherwise all-Canadian exporters will be handicapped in their foreign trade as against American competition.

"As to the establishing of a fast Atlantic line from Canada, which, as at present being discussed, I believe it to be a positive necessity in the interest of the entire Canadian commerce. On regard to the terminal ports of such a line, this should be left to the judgement of the high contracting parties."

Other features of Mr. Thompson's interview were given in last week's issue of the Commercial.

The Outlook for Wool Prices.

"The Australian drought still continues, after nine years of sunshine and but little rain. The effect of this dry spell will be felt in the wool market. Not only are the Australian sheep still dying in large numbers, but the fleeces, because of the protracted condition of both the sheep and their food, are lighter and of inferior quality. The wool which gave the Antipodian fleeces their fame, says the National Provisioner, "is too poor to stand the trip to the sheds or that cannot be drossed on account of the absence of fat, along the staple routes. In this plight Australia will furnish less wool this year. The tendency of this southern situation will be to give the wool market sustained strength and squeeze up prices a bit. Good crossbreds will be in demand. Argentine and continental wool conditions are not such as to be able to throw down the market. The warehouse woolsens giant is measurably removed, and the mills will have a run which will keep up the demand for raw material. The wool situation is a strong one and makes for continued high prices for good fleeces."

The Commercial Men.

Geo. Lennox, of Jas. McCready Co., Ltd., has his samples spread in the Sanford block this week.

W. J. Robinson, of Knox, Morgan & Co., is about to open a new branch which was lost in a storm, has turned up all right.

F. F. Johnston, representing P. Robertson & Co., dry goods Toronto, is in Winnipeg this week looking up business visitors.

W. T. Walters, of the W. R. Brock Co., Ltd., was at the company's sample rooms here this week. T. H. Wardell, of the same house, will be in the city next week.

W. J. Cooper, of the selling staff of the Winnipeg Rubber Co., Ltd., left on the 27th ult. for a visit to Montreal and Toronto. He will visit the office of the company in Toronto, returning by the States, calling at the principal American cities en route.

J. A. Knott, western representative of Archibald Paquet, manufacturer of furs, gloves, etc., Quebec, has opened a permanent sample room in the McClure block, Winnipeg. It is his intention to establish a regular branch of this business in Winnipeg. The upper floor of the new block at 31 Albert street, Winnipeg, is being fitted up for commercial sample rooms. The first sample rooms have been at a premium in Winnipeg for some time. A good, centrally located building, specially fitted up for sample rooms, would be a good investment in Winnipeg.

A Business Man's Tribute.

"You admire that musician?" "Very much," answered Mr. Cumroo. "For his compositions or for his performances?"

"Neither." "For his nerve in charging \$5 a seat."—Washington Star.

"I see the scoundrel in your face!" exclaimed the angry man.

"I am a personal reflection," said the other calmly.

"When the angry man had figured out that he was even angrier.—Chicago Post.

Highest Grade British Make WATERPROOF and Showerproof Garments. THE PREMIER Waterproof and Showerproof Garments. Standard of the World. WATERPROOF. ESTABLISHED 1873. GUARANTEED.

RUSHFORD AND WINONA WAGONS. No other as well proportioned for strength where strength is needed. Best Farm Wagon on the market to-day. Send for Catalogue to R. MCKENZIE - - Winnipeg Agent for Western Canada.

Prof. Fernow, director of the New York State College of Forestry, began a course of lectures last week in the engineering building of the school of mining at Kingston, Ont. In introducing the lecturer, Dr. Goodwin mentioned Prof. Fernow's twenty years' work in the United States, his leadership of the Division of Forestry in Washington, and later as director of the first forestry college to be established in the United States. He had done much to educate public sentiment and to inaugurate a rational treatment of forestry. Canada, one of the greatest of forest countries, needs for the introduction of forest education. This course is the first formal course of lectures on forestry in Canada.

to levy taxes in order to meet the heavy expenditure caused by the...

In view of the proposition so strongly urged by this board for many years...

Therefore, he is convinced, that in the opinion of this board any tax placed by Great Britain upon the products...

Lack of Post Office Facilities. In the early sessions of the last year...

Dear Sir, I have yours of the 19th, with which I am already seized in the process of the company's decision...

At a general meeting of the board held on the 10th October, the subject of the proposed reduction of rates...

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strued to ask that the customs permits should be sent from the customs house by a messenger regularly employed...

Freights on Grain. In February last the Canadian Northern Railway company reduced...

On Aug. 28 leading representatives and others interested in dairy products held a meeting at the board room...

Visit of British Journalists. A number of representatives of leading newspapers in the British Isles...

South African Exposition. A communication was received from the management of the South African exposition...

New By-Laws. At the last annual meeting a new set of by-laws for the government of the board was adopted...

B. C. Lead Business. For two years the important matter of the lead mining industry in British Columbia has been before this board...

is understood that the subject matter was referred to the various standing committees of the city.

Better Water Supply Required. The result of a meeting between representatives of the board and the Manitoba board of fire underwriters...

Creamery Freight Rates. On Aug. 28 leading representatives and others interested in dairy products held a meeting at the board room...

At a general meeting of the board held on the 10th October, the subject of the proposed reduction of rates...

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lumbia has been before this board in some way or other. The board has been asked to consider the representations from British Columbia...

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ELLIS & GROGAN
WAREHOUSEMEN
COMMISSION AGENTS, ETC.
CALGARY, ALBERTA.

We have made large additions to our warehouse accommodation, and are prepared to buy or sell consignments on commission, and do a general warehouse business. Cars distributed, etc.

The Agent...

Who sells FARM MACHINERY of our make, is selling the best made.

They have special features—"talking points"—that are absent on others.

It isn't possible to sell better machinery, because thought, intelligence and capital have been expended to make them efficient.

Get our catalogue—a complete descriptive look—on good machines.

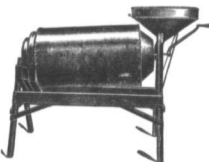
Frost & Wood Co.
WINNIPEG, MAN.

Best Improvements for Winnipeg.

Many rumors have been about for some time regarding improvements which the Canadian Pacific Railway Company will carry out in Winnipeg this year. While an official statement has not yet been made, a general idea of the work to be done is no way fairly well known. The prolonged stay of General Manager McNeill here would indicate that some very important plans are being worked out. Beyond this, it is known that secret negotiations have been going on between the Canadian Pacific Railway officials and the Winnipeg city aldermen for some time. It is now well understood that the work to be done by the company will include the following: A new passenger depot, with a separate building to be used as depot for immigration passenger traffic; a hotel to be erected near or in connection with the depot; railway car shops to be erected in a new location, and on a much larger scale than the present shops; subway for main street and probably for one or more other streets; large extension of Winnipeg yards, etc. It is also understood that the tracks through the city will be elevated five or six feet, so as to reduce the depth of the subways. The hotel, it is said, will be built on the Place Viger in Montreal. The cost of these improvements, it is said, will amount to \$2,000,000 or more. This work will have a great effect in building up the north end of the city. No doubt the necessity for acquiring a number of properties in the vicinity of the proposed works has made it desirable to keep matters as quiet as possible.

The estate left by the late Senator Wood, of Hamilton, Ont., is estimated to be worth between \$1,000,000 and \$1,200,000. Most of the estate, it is said, can be turned into actual money without loss, as the investments were largely real estate, which can find a ready market.

BEEMAN GRAIN CLEANERS
ARE THE BEST



They separate flax from wheat, wild or tame oats from wheat or barley, cockle and all foul seeds, clean flax, timothy, clover, etc., perfectly.

Want to raise your wheat from one to three grades by separating all frosted, sprouted or shrunk kernels?

Want to clean and stone your wheat at one operation? Want to sack your clean grain, tallings and screenings all at the same time?

DO YOU If so our **JUMBO** will do it for you. Write for catalogue and prices. Dealers make money selling our machines.

FACTORIES:
 Winnipeg, Man.; Minneapolis, Minn.
BEEMAN & CO.
 131 Higgins Ave., WINNIPEG, MAN.

Canada's Greatest Seed House

AWNLESS Brome Grass

A Grass for the Stock Raiser. Owing to the rapidly increasing herds of cattle and the lessening natural pasturage in the Northwest the interest in grasses and fodder is increasing each year. As a pasture grass Brome Grass for the Northwest is unequalled. It makes good hay, and immediately after cutting a fine growth of mature sprigs up, which remain green until the snow flies. Starting early in the spring again it is fit to pasture two weeks earlier than our native grasses. It is perfectly hardy, and withstands dry weather.

WESTERN RYE GRASS

One of the best western hay grasses. Produces an abundance of soft leafy stems and root leaves, and ripens a large amount of seed that is easily gathered. Gives good results as a pasture grass, especially for horses. GOOD SHEEP is the first consideration with the wise farmer. The quality of the seed we have to offer of these two magnificent grasses is the BEST OBTAINABLE. If interested, write us for price and samples.

The Steele, Briggs Seed Co. Limited.
WINNIPEG, MAN.

Don't be ...Hasty

Don't place your orders for Fall Underwear until you have seen our samples. Newest trimmings and qualities in Women's, Children's and Infants' Perfect Fitting Ribbed Vests, Drawers, Union Suits, Black Tights, etc. Men's Full Fashioned Shirts and Drawers in heavy "Winter Weights" and for "Spring." Our India Gauze guaranteed absolutely unshrinkable and all fine wool, stamped "CEETE." All our Full Fashioned goods have this tab sewn on. Our Travellers are now on the road with complete range of samples.

WARRANTED TURNBULL'S

The C. Turnbull Co. OF GALT
J. M. COOMBS. JOS. W. MAY,
 Winnipeg. 6 Bastion Square, Victoria, B.C.

MERCHANTS WHO HANDLE

LILY WHITE GLOSS STARCH

AND

CELLULOSE STARCH

Have the two best lines of Starch in the market. It will pay you to handle these goods. Customers appreciate good goods.

The Brantford Starch Works LIMITED
BRANTFORD, ONT.

The Great West Permanent Loan and Savings Co.
 Incorporated.
 Head Office: Y. M. C. A. Building, Winnipeg, Man.
 AUTHORIZED CAPITAL \$7,500,000

Permanent preference stock, one hundred dollars per share, bears 5 per cent. per annum, and is entitled to receive in addition to said 5 per cent. the entire profits of the Company. This stock may be paid for in full at time of subscription, or will be on the market at par but a very short time, as there is but a limited amount of this class of stock left.

Money to Loan on Easy Terms. For particulars apply to
W. T. ALEXANDER, Manager.
 274 Portage Ave., Winnipeg. Phone 1835. P. O. Box 172.

WINNIPEG PRICES CURRENT

ADVERTISE.

Businesses for Sale, Partners Wanted, Travellers Wanted, Business Wanted, etc. to Purchase, etc. in The Commercial. It goes into almost every place of business in Western Canada, from Lake Superior to the Pacific coast.

FLOUR MILL FOR SALE.

A splendid opportunity for investment. Just completed 25-barrel planimeter mill. Situated in prosperous village of Rongva River. Win and J. G. Grey's latest and most up-to-date machinery. 500 bushel elevator in connection. Also 600 bushel elevator on track. Mill at present in running night and day. A large area of best wheat growing land tributary to this point. No other mill nearer than 100 miles. Fuel plentiful and cheap. Situated on bank of river. Excellent water supply. Steam power plant by Cowan and Co., Ltd., Ont., Donksholms this year have 8,000 bushels wheat to grind. Large exchange trade with farmers. Good supply and demand for feed grain. Whole plant heated by steam and lighted by electricity. Reason for selling caused by death of proprietor. Price and terms may be had by referring to Mrs. Nancy Gable, Swan River, Man.

WANTED.

Partner with about \$100,000 or \$150,000 to invest, to manage a produce business in Vancouver or other good C. town. A good opening for a pushing young man with some experience in handling produce. Must be a total abstainer. Correspondence solicited. Sydney Chipchessell, general merchant, Chichester, Assm.

FOR SALE.

A small general store of merchandise in good running order in a young and growing settlement in Western Canada. Apply Box 10, care The Commercial.

FOR SALE.

On easy terms. In the town of Roston, Man., building and lot. Building size 24x24 two stories. Suitable for general store. Good opening. Apply to H. E. Smith, Roston, Manitoba.

FOR SALE.

The Austin Flour Mill and Elevator; capacity of mill, 150 barrels per day; of elevator, 4000 bushels. This is one of the most complete plants in the province, built on the banks of the general running stream, with private siding, track scales and large flour warehouse. Apply to W. C. FRENCH, Estin, Minn.



PANTS, SOCKS, OVERALLS, SHIRTS

Our stock includes every size. We can ship your order same day as received. Write for price list.

THE HOOPER MANUF. CO. LTD. WINNIPEG.

The Marconi Wireless Telegraph Company has decided that the charge for the transmission of messages would be 10 cents, as against the cable company's tariff of 25 cents per word for transatlantic telegrams.

Howard, Bartels & Co., of Chicago, have issued their "Red Book" for 1914, containing statistical information relating to stocks, cotton, grain, provisions, live stock and seeds, and the crops, imports and exports of principal countries.

We attract hearts by as qualities we display; we win them by the qualities we possess.

Kind words are the brightest flowers of earth's existence; they make a very paradise of the humblest home that the world can show.

He that cannot forgive others breaks the bridge over which he must pass himself; for every man has need to be forgiven.

GROCERIES.

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

Table listing various grocery items such as Apples, Raisins, Peaches, Corn, Flour, Sugar, etc. with prices per case or per bushel.

Canned Meats.

Table listing canned meats like Corn beef, Lard, Ham, etc. with prices per case.

Canned Fruit.

Table listing canned fruits like Apples, Peaches, etc. with prices per case.

Green Lard.

Table listing green lard products with prices per bushel.

Cereals.

Table listing various cereals like Split peas, Barley, etc. with prices per bushel.

Rice.

Table listing different types of rice with prices per bushel.

Cigarettes.

Table listing various cigarette brands like Athlete, Sweet Sixteen, etc. with prices per pack.

Cured Fish.

Table listing cured fish products like Finnan Haddie, etc. with prices per bushel.

Dried Fruits.

Table listing dried fruits like Currants, Raisins, etc. with prices per bushel.

Peas.

Table listing different types of peas with prices per bushel.

Apples.

Table listing various apple products with prices per bushel.

Pitted plums, Nectarines, Prunes, etc.

Table listing pitted plums, nectarines, and prunes with prices per bushel.

Matches.

Table listing various match brands like Pencil, Parlor, etc. with prices per case.

Nuts.

Table listing various nuts like Brazil, Peanut, etc. with prices per bushel.

Syrup.

Table listing different types of syrup with prices per bushel.

Sugar.

Table listing various sugar products with prices per bushel.

Maple sugar.

Table listing maple sugar products with prices per bushel.

Rock salt.

Table listing rock salt products with prices per bushel.

Assorted herbs.

Table listing various herbs like Allspice, Cloves, etc. with prices per bushel.

Pepper.

Table listing different types of pepper with prices per bushel.

China Blacks.

Table listing China blacks with prices per bushel.

Tea.

Table listing various tea products with prices per bushel.

Chewing Gum.

Table listing various chewing gum products with prices per bushel.

Shells.

Table listing various shells like Shellac, etc. with prices per bushel.

Flowers.

Table listing various flowers like Starch, etc. with prices per bushel.

Crystals.

Table listing various crystals with prices per bushel.

Leather.

Table listing various leather products with prices per bushel.

Chewing Gum.

Table listing various chewing gum products with prices per bushel.

Smoking.

Table listing various smoking products with prices per bushel.

Wooden Ware.

Table listing various wooden ware products with prices per bushel.

Brooms.

Table listing various broom products with prices per bushel.

Water Wagon & Co's list.

Table listing products from Water Wagon & Co. with prices per bushel.

DRUGS.

Table listing various drug products with prices per bushel.

Special at low world prices.

Table listing special products at low prices with prices per bushel.

For full price list.

Table listing products with full price list with prices per bushel.

Special at low world prices.

Table listing special products at low prices with prices per bushel.

For full price list.

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Special at low world prices.

Table listing special products at low prices with prices per bushel.

CANADIAN PACIFIC

Quickest and Best Route

To the

East and West

First-class Sleeping and Dining Cars on all through trains.

Tri-Weekly Tourist Cars East and West bound.

Round Trip Tourist Tickets

At lowest rates to all points in

- British Columbia
- Washington
- California
- Chira & Japan

Special attention paid to around-the-world passengers.

For full particulars apply at city office (or post office) or at depot.

C. E. McPHERSON,
General Passenger Agent,
WINNIPEG.

THE TWINE SITUATION.

The most welcome twin news that might be given to two factors in the trade would be an announcement of peace by the leading houses, pending which the trade lags and other manufacturers proceed with the utmost caution. They are the small manufacturers whose outputs have not been completed for by the chief manufacturer and distributor and the travelling salesman. No such news can be placed before them, however, since there is no evidence of a disposition to name names on the part of the big houses, and yet the leading concerns agreed upon a price before March 1, but these arose conditions which seemed to render it inadvisable to wait so long. It is not clear what the schedule agreement about the middle of February was some thing may occur this year, but the indications are that no prices will be forthcoming from the leading houses until some time in March. To show the uncertainty of this point, however, it may be added that prices

Office: 391 Main St. Tel. 464.

THROUGH TICKETS TO ALL POINTS EAST WEST SOUTH

California and Florida Winter Resort. Also to European Points. Australia, China and Japan.

Pullman Sleepers. All Equipment.

For further information apply to H. SWINPOD, General Agent, 391 Main Street, Winnipeg; or CHAR. S. FEE, General Passenger and Traffic Manager, St. Paul, Minn.

may be out in a week. But at this writing it is believed that the houses referred to have no intention of quoting prices before March.

The travelling salesmen, particularly, are desirous of being able to go out after business in true business style with the best prices their houses are willing to name. They are not particularly desirous of order mainly because the best class dealers have none of it. Many of this class of dealers are of the opinion that the time for price announcements has come, at least travelling salesmen so regard. At the Kansas City convention last week, personal inquiry indicated some who so believed, and others that were indifferent. None, however, approved the long delay in naming prices.

A few houses continue their efforts to obtain orders without price and some are quoting nominal prices when they are demanded. Such prices range from 10% to 11%. All are guaranteed, hence might as well be 20 cents. There is no market and no real prices, and will probably be none until the chief factors name their rates—Farm Implement News.

Implement Trade Notes.

The Frost & Wood Co. built large additions to their works at Smith's Falls, Ont., last year, and added greatly to their plant, but they find that they will have to extend materially again this year. They have prepared quite an extensive programme for further buildings this year. It is the intention to concentrate their business at Smith's Falls, and the factory now carried on at Oshawa will be moved to the latter place.

R. McLaughlin, of the McLaughlin Carriage Co. Ltd., of Oshawa, Ont., is in Winnipeg this week, en route to the local branch of his company here. Mr. McLaughlin just arrived in time to occupy an office in the fine new warehouse which his company has erected in Winnipeg, Manager R. McKenzie, of the Winnipeg branch, of Mr. J. C. Kenney, who has just got moved into the new building. Mr. McLaughlin will confer with McKenzie as to the requirements of the western trade, and meet the country dealers who will be in the city to attend the hospital. He does not intend going west of Winnipeg. McLaughlin says that the large factory just completed at their factory will give them plenty of room for the present. McKenzie says, in a large industry. They have experienced a remarkable growth of their domestic trade, and he has increased facilities now at their command, they expect to do more export business also. Their sales show that a market in South Africa, Australia, New Zealand and other countries. Their new factory, Mr. McLaughlin says, is equipped in up-to-date fashion, in the form of plant, fire extinguishers, appliances, etc. automatic sprinklers,



The "TL" Cigar

PURE AND SWEET.

You ought to smoke the T. L. Cigar, not only because of the exquisite Havana flavor, for which it is famous, and which all fastidious smokers prize so highly, but for the further and better reason that it is a mild and beautiful Cigar, free from rank heaviness, which makes imported Cigars so harmful to the nerves.

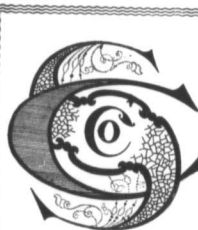
IT'S GOOD THROUGH AND THROUGH.

If your dealer is up-to-date, he sells it—all good dealers do.

WESTERN CIGAR FACTORY

THOS. LEE, Prop.

WINNIPEG



1903

Your orders for Blank Books of all kinds, Diaries, General Stationery, etc., solicited.

Order our Sports Scribblers—sure sellers! Full stock School Books and School Supplies generally

THE CONSOLIDATED STATIONERY CO. Limited

244 McDermott Ave.

WINNIPEG

hydrants and hose are available, and the building itself is so constructed as to greatly reduce the danger of fire.

Get in Touch With the World.

The man who gets "out of the swim" so to speak, who loses his touch with the great pulsing world about him, who secludes himself in his study or laboratory, and deals only with books and theories instead of with men and things, will soon find himself going down grade. It is not living in the world of yesterday, nor in the world of to-morrow, but in to-day's world, that we must know the world, and the day we are living in, and keep in responsive touch with the great movements of civilization. A great many men have lived in the past, and have been educated in me-

diaeval methods instead of modern ones. They have lived in history, spending their time in buried cities, in dead philosophies, in exhausted theories, until they are dried up. They have gathered all their nourishment from the past. They are as much out of place in the present as a bird of paradise would be at the north pole. Their physical sustenance is the only thing that ties them to the actual world of to-day. In the past, their reflections are all in the past, and yet they wonder why the world does not appreciate them, why they are not in touch with it, when the fact is that they are really strangers, with the tendency of the age, and with the great movement going on all about them.—Success.

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