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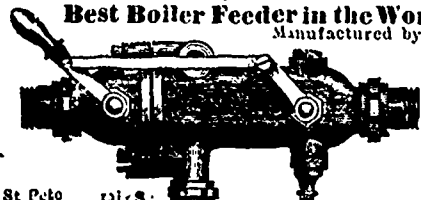
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Published by James E. Steen—Every Tuesday—Subscription, \$2 per annum

VOL. 5.

WINNIPEG, APRIL 5TH, 1887.

No. 27.

The Commercial

Journal devoted to keeping a comprehensive record of the transactions of the Monetary, Mercantile and Manufacturing Interests of Manitoba and the Canadian Northwest.

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WINNIPEG, APRIL 5, 1887.

Fat cattle bring 3½c at Brandon.

H. WILSON, tailor, Oak Lake, is dead.

B. GORDON will shortly open a wholesale grocery at Vancouver, B. C.

BATCHES of immigrants are arriving at the C.P.R. depot almost every day.

LAFAYETTE FRENCH, butcher, Banff, Alberta, has added groceries to his business.

WELLINGTON & MCKENZIE will open a general store at Calgary, about the middle of April.

A. E. SMITH, shoemaker, Virden, has bought out Louis Bourdon, Winnipeg, in the same line of business.

THE Thunder Bay Colonization has been changed in name to the Port Arthur Duluth & Western railway.

THE firm of W. E. Sandford & Co, wholesale clothing, Hamilton, will be incorporated as the Sandford Manufacturing Co.

JOHNSTON'S new hotel at Anthracite, Alberta, in the mountains, has been opened.

THE Rainy Lake Lumber Co's mill at Rat Portage will commence sawing about April 15th.

A. L. JOHNSTON, general storekeeper, Cartwright, Man., has sold out to Burk & Strome.

THE Winnipeg *Manitoban* will shortly take the morning field. The name of the paper may be changed.

DUNN & LINEHAM, butchers and stock dealers, Calgary, are having plans prepared for a block of three stores.

THE Rat Portage *Progress* has ceased to exist, and the *News* now occupies its place, published by Holmes & McCrossan.

HAZELWOOD & Co have opened a wholesale establishment in Winnipeg, in biscuits and confectionery, at 118 Princess St.

THE Rat Portage *News* reports that the Keewatin Lumber Co., will open a yard at Winnipeg, with R. F. Souter in charge.

REPORTS were coming in last week from various sections of the province and territories, that seeding operations had commenced.

THE Dominion Government has disallowed the act of the Manitoba Legislature, chartering the Souris, Brandon and Rock Lake railway.

THE journeymen tailors of Winnipeg, have gone out on strike, the employers having refused to accede to the demand for higher wages.

JAMES HAY & Co., furniture manufacturers, Woodstock, Ont., have opened a branch warehouse in Winnipeg, and are now ready for business.

THE value of property within the corporation of Calgary is placed at \$1,297,000. The rate of taxation will probably be about 10 mills for all purposes.

A CALGARY dealer has received orders from Victoria, B.C., for 500 beef steers. This does not say much for the condition on the British Columbia ranches.

THE Calgary *Tribune* says: Sir John Lister Kaye's foreman was in town last week and has decided to establish a farm of about 12,000 acres in the vicinity of Langdon. A staff of men will begin operations in a short time.

A PETITION is being circulated at Selkirk to be presented to the Dominion Government, asking that docks be constructed at that place.

THE following is the tariff of fares charged on the Saskatchewan and Western railway for passengers: First class, four cents per mile; Immigrants, two cents per mile.

THE Northwestern Railway Co will shortly have a handsome dining hall opened at the Birtle station. As the station is a mile from the town hall it will be of great convenience.

THE total amount of seed grain to be delivered at Regina station is as follows: Wheat, 6,468 bushels; barley, 693 bushels; oats, 10,727 bushels. About 250 farmers have now been supplied.

BUILDING material is said to be in good demand at Brandon as for the same time last year. It is thought that a considerable amount of building will be done this season notwithstanding the quiet times for the past year.

OWING to the death of Alfred Mackeand, the wholesale grocery firm of Turner, Mackeand & Co have been dissolved, and is now in liquidation. The surviving partners will carry on the business under the same firm name.

THE lumber mill men at Keewatin, which place is included in the municipality of Rat Portage, considered that they were taxed too heavily in proportion to other parts of the municipality and for the advantage they received in return. They objected to paying the taxes, and got up a petition to the Government, asking that Keewatin be formed into a separate municipality. The Rat Portage people objected strongly to the withdrawal of the mill men from the municipality, and a deputation was sent to Toronto to look after the interests of the council. A compromise has since been effected by the Rat Portage council agreeing to exempt logs and lumber from taxation; remit one-half of taxes on mill buildings, plant, etc., except school rates; and exempt all mill property from any debenture by-laws which may in future be passed by a majority of the people in the western part of the municipality. The arrangement will apply to all mill property in the township of Rat Portage.

— BROWNIGG will erect a hotel at Banff Springs.

TAYLOR BROS, butchers, Minnedosa, will open a branch at Birtle.

— FRENCH has opened a general store at Banff Station, Alberta.

ROOME & ROSANE have assumed control and re-opened the Royal Hotel, Lethbridge.

CRERAR & MYERS, barristers, Minnedosa, have dissolved partnership. R. H. Myers will continue the business.

UNDER the new quarantine Act several stations are to be established along the boundary line in the Territories.

WYATT & Co. are thinking of establishing a sash and door factory in connection with their Virden lumber yard; so says the local paper.

C. J. MICKLE, barrister, of Birtle, and John Crerar, bassister, of Minnedosa, have formed a partnership and opened offices at Birtle and Shoal Lake.

J. B. McMAHON has severed his connection with the Medicine Hat (Assa.) Times, and the stock-holders of the paper are on the lookout for another manager.

J. E. GELLY and H. Soucisse, carrying on business as contractors, at Winnipeg, have dissolved partnership, J. E. Gelly assumes the settlement of the business.

GEO. H. RODGERS & Co, merchants, Winnipeg, has bought out the grocery stock of A. B. Donaldson, at a rate on the dollar. The stock will be cleared out to allow of the use of the premises for other purposes.

At a public meeting held at Austin, Man., it was agreed to offer a bonus of \$3,000 for the erection of a flour mill at that place. A committee was appointed to endeavor to arrange for the establishment of a mill.

D. K. ELLIOTT, of R. J. Whitla & Co., wholesale dry goods, Winnipeg, left this morning for Europe, to make the purchases for the fall importations of the firm. Buying will be done on a large scale to meet the requirements of the large and growing trade of the house.

YOUNG, of the Northwest Central Railway Company, states that his company will be in a position to go on with the work from Brandon by the 1st of May. The line is to tap the road from Rapid City to Shoal Lake and proceed thence to Prince Albert.

GEO. H. WEBSTER, chief engineer of the Manitoba and Northwestern, authorizes the Portage Liberal to deny the report that 100 miles of that road will be built toward Prince Albert this season. The company has not yet decided as to what will be done this season.

THE Calgary Tribune estimates the wool crop of Alberta for 1887 at 164,000 pounds, from 27,350 sheep. The quality of this wool would rank Montana medium, and at an average value of, say, 16c per lb. would represent a total of \$26,256. The freight on that wool to Montreal would cost \$5,201.97, or just about 25 per cent. of the total value.

THE colonization committee of the Winnipeg Board of Trade met on Saturday afternoon. It was decided that the only thing which could be done to direct the attention of immigrants to the vacant lands surrounding the city, would

be to issue a short pamphlet. It was agreed that the city council should be asked to appoint a committee to work in conjunction with the Board committee, and place a small sum at their disposal to carry on the work, the Board having already incurred considerable expenses in securing a list of vacant lands, prices at which they were held, etc.

THE quarterly meeting of the Northwest Travelers' Association was held on Saturday evening. The membership of the Association was reported to be 4 life, 15 honorary and 125 active members. A letter was read from Geo. E. Tuckett & Sons, tobacco manufacturers, Hamilton, containing a donation of \$100 to aid in the establishment of the proposed library and reading room. The secretary stated the arrangements which had been made for reduced rates on the railways, and for the incorporation of the Association. A resolution was passed expressive of regret at the loss sustained to the Association through the death of the late Colonel MacKeand, one of the life members.

A DEPUTATION composed of S. J. Dawson, M. P., Major Macdowell, Geo. T. Marks and W. F. Davidson have been appointed by the Port Arthur Board of Trade, to urge upon the Dominion Government the necessity of dredging the harbor at Port Arthur, and also of enlarging the canals so that the produce of the Northwest could be shipped direct to the seaboard without transshipment. A deputation similar to the above, with the exception that the name of Jas. Conmee, M. P., was substituted for S. J. Dawson, was appointed to wait upon the Ontario Government and urge the granting of a bonus to the amount of \$4,800 per mile, to the Thunder Bay Colonization railway, or the Port Arthur, Duluth and Western railway. The latter deputation would also urge the establishment of a school of mines at Port Arthur, in view of the great mineral wealth of the district, and the probability of greatly renewed activity in mining during the coming summer. A committee was appointed to investigate with a view to having a permanent building erected for the use of the board.

THE Brandon board of trade seems to be an enterprising institution, and it will undoubtedly be able to to accomplish much for that ambitious and progressive trade centre. Last week's COMMERCIAL contained the annual report of the board, which presented a very full and interesting review of the trade of Brandon for the year, thus showing that the board intends to make itself more than an ornamental institution. The board has also taken the lead in endeavoring to secure the establishment of manufacturing industries at Brandon, in which direction it is hoped it will be very successful. Railway matters have also received a full share of attention, and a strong effort will be made to secure connection with Rapid City by railway. The people of Brandon are thoroughly sick of humbugging and scheming going on in connection with the proposed Northwest Central, and they are determined to take the matter in their own hands, and secure the road, independent of political wire-pullers. THE COMMERCIAL wishes the people of Brandon every success in this and other undertakings for the advancement of their city.

"NONE are so blind as those who will not see." The Toronto *Monetary Times* doggedly refuses to perceive the difference between the disallowance of railway charters granted by the Manitoba Government and the enforcement of the monopoly clause in the C.P.R. agreement. The *Times* is one of the few journals which has persisted in misrepresenting that the monopoly clause in the agreement between the Government and the C.P.R. Company is binding upon Manitoba. Notwithstanding the many declarations made by cabinet ministers and others, from the Premier downward, that the disallowance of Manitoba charters (for projected lines within the old boundaries of the province) was a question of policy, and in no way a "legal or moral" obligation, the *Monetary Times* continues to obstinately prate about buying off the C.P.R. monopoly "rights" in Manitoba. It seizes upon the letter recently directed by the Minister of Railways to the Brandon council, as an endorsement of its intenable assertions, and comments as follows: "The policy of the Federal Government on disallowance in Manitoba has once more been officially declared. The Minister of Railways and Canals has directed his secretary, Mr. N. P. Bradley, to reply to an inquiry of the Brandon City Council that he "is not aware that any change has taken place in the policy of the Government in reference to such railways." And he adds, significantly, that "he does not see how the Government could depart from its agreement with the Canadian Pacific Railway Company in that regard." There is only one way and that implies compensation, as the Winnipeg Board of Trade foresaw, but this way it would seem the Government does not feel that it would be justified in going." No doubt the *Times*, in its hostility to the interests of the Northwest, whether it be in regard to the Hudson's Bay Railway or freedom from railway monopoly, gloats with satisfaction over this letter. When a journal occupying such a position as the *Monetary Times* claims to fill, wilfully persists in following such a course of misrepresentation, there is little use in pointing out that the letter of the Minister of Railways cannot be taken as indicating the policy the Government may intend following in regard to charters for railways confined to the limits of the old province. Brandon is situated within the territory added to the province after the passing of the C.P.R. Bill, and it is therefore clearly the duty of the Government to disallow the charter for a railway proposed to run from that point to the United States boundary, this added territory coming under the monopoly clause of the C.P.R. agreement. The position taken in this matter by the *Monetary Times* can hardly come of ignorance, and therefore must be attributed to some sinister motive. The *Monetary Times* again repeats the falsehood that the Winnipeg Board of Trade suggested compensation to the C.P.R. to induce the Company to give up monopoly in Manitoba. The members of the Board would, to a man, oppose the granting of a single dollar to the C.P.R. to bring about such a result. It is certainly not honest in the *Times* to repeat this false statement, when it has been shown that it is exactly the opposite of the opinion of the Board so far as disallowance within the old boundaries of Manitoba is concerned.

Conditions of Winter Wheat.

Special inquiries made in regard to the condition of the growing wheat in the leading Western States indicate a fairly good general average condition. In Ohio the situation is good; but few localities reporting unfavorably. The same is to be said of most of Indiana, although there are slight drawbacks in some localities in the southern portion of the state, and few unfavorable reports from other districts. In Illinois there is a fairly good average condition, the exceptions being mainly in the southern counties. Missouri is almost uniformly favorable. Kansas averages poorly, the better localities being in the northeastern and southeastern counties, while the central and east-central counties report quite unfavorably. The Michigan crop is in good promise, but in Kentucky there is considerable complaint, with a better average condition in Tennessee. Our returns indicate the following averages for the states mentioned, as compared with 100 for strictly good: Ohio, 96; Indiana, 94; Illinois, 94; Missouri, 99; Kansas, 83; Michigan, 96; Kentucky, 87; Tennessee, 96.

The indicated area in winter wheat does not suggest much change compared with a year ago. In Ohio it appears to be fully maintained; some southern counties have decreased, which is more than offset by increase in central and northern counties. In Indiana there is no essential change; portions of the western counties have decreased, which is about balanced by some gain in other districts. There is some decrease in Illinois chiefly in southern counties. Missouri is somewhat variable, a reduction being indicated in some of the western-central counties and a few other localities, but the state averages about the same as last year. In most districts in Kansas there is a reduction, and the state is approximately 15 per cent, below last year, the northeastern and southeastern counties showing the smallest decrease. Michigan is about the same as last year. Kentucky about 5 per cent decrease, and Tennessee 8 to 10 per cent. decrease.—Cincinnati Price Current, March 17.

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The Commercial

WINNIPEG, APRIL 5th, 1887.

POLITICAL PARTY PREJUDICE.

Party prejudice is in this country the bane of our life. Its poison penetrates everywhere, creating contention and distrust. In the many legitimate subjects offered for controversy in political matters, one would think there would be sufficient sea room for the display of editorial ability, and for the manifestation of the opposition, egotism and verbosity of the political writer. But such is not the case. The political editor stands firm upon the belief that "no good thing can come out of Nazareth," and glaring through the party-colored goggles of political prejudice, he will ascribe some vicious intent to the most popular and potent doings of the party which he is bound to oppose, whether in the right or in the wrong. The political editor can seldom if ever be accused of approving of any act of the opposite party. If the move carries with it the clearest intention of wisdom of action and honesty of purpose, the miraculous perceptive faculties of the political editor will be brought into requisition, and beneath the surface will be discovered the unmistakable evidences of a plot. The political editor invariably detects the outlines of a scheme, which to the independent eye would have remained invisible. To the average political editor the word "charity" has become obsolete, or at least the principle which the word is used to designate has become an unknown commodity. He follows along in the well-worn rut of the party leaders, always fault-finding, always denouncing, always discovering the evidences of guilt, of crime, of trickery; but never approving, even if he have to contradict his own utterances to enable him to oppose the opposite party. Now is this manly? Is it a policy which should command the respect of an intelligent, educated and progressive people?

The Dominion elections in the Northwest Territories resulted as was to be expected, in the return of four supporters of the Government. Shortly after the elections, it was announced that the successful candidates would meet together for the purpose of adopting a common platform in the interest of the Northwest Territories. Forthwith the opposition papers pooh-poohed the idea of such a move and

intimated that the territorial members would not dare bring forth or support any measure not approved by the Government. This is following the true spirit of partyism, but it is not doing justice to the territorial representatives, whose action in this particular is worthy of commendation. Though supporting the Government on general principles, the members from the Territories have given evidence by their action that they will first uphold the interests of the important division which they have the honor to be the first representatives. In doing so they will be supported by the people of the Territories, who are perhaps more free from party bias than those of any other part of Canada. The province of Manitoba and the great territories to the west and northwest are bound together by common interests. The increased representation which this country will have in the next Parliament, through the admission of representatives from the Territories, should on this account be of great advantage to all concerned. THE COMMERCIAL would therefore suggest that the Manitoba members of Parliament be included in any understanding arrived at between Northwestern representatives for action in common upon questions affecting this part of Canada.

GRANTING A COMPENSATION.

In connection with the anti-disallowance agitation in Manitoba, which is now being vigorously discussed by the press from one end of the Dominion to the other, it has frequently been intimated that the only way to get over the difficulty would be to buy the C.P.R. Company off. In other words, that the Company should be given a consideration as an inducement that it should forego its opposition to the construction of competing lines of railway to the United States boundary. It has been clearly proved to the satisfaction of all those who evidently care to understand the question, that so far as the old province of Manitoba is concerned, the C.P.R. Company has no right, legal or otherwise, to ask for nor expect the disallowance of a single railway charter. Because the Dominion Government has adopted a policy of disallowance, which has up to the present time given the C.P.R. a monopoly in old Manitoba, it does not follow that the Government is under any obligation to the C.P.R. Company to continue on in the same line. Indeed, the Company is

under obligation to the Government for having protected it from competition up to the present time, without being in any way bound to do so. Further than this, Sir Charles Tupper, when Minister of Railways, made a statement on the floor of Parliament to the effect that, when the North Shore division of the C.P.R. was completed, disallowance would cease. The difference then, between disallowance in old Manitoba, and monopoly in the Territories and the added portion of the province being clearly understood, it is evident that the C.P.R. Company has no legal or moral claim for a single dollar in lieu of a cessation of disallowance. So far as the old province of Manitoba is concerned, the most strenuous opposition should and would be given to granting the C.P.R. any consideration whatever.

One report from Ottawa intimated that a proposition would be made in Parliament to grant the C.P.R. \$4,000,000 as a consideration for the surrender of the monopoly clause of its charter. This would be quite a different matter, as it would mean the surrender of monopoly privileges in the Territories and would have no reference to disallowance in Manitoba. This is a "consummation devoutly to be wished," in the interests of the whole country, and though the amount named seems somewhat large, yet it could not be expended to better advantage. It is an apparent fact that the Northwest has not made that progress which a few years ago was predicted for it. This country was looked forward to by Eastern manufacturers as a region which would soon support a large population, and afford an extensive market for their products. These hopes have not been realized to nearly as great an extent as was looked for, and that this is the case, disallowance and monopoly are in a large measure accountable. In the race for securing settlers between the Canadian and American Northwest, this country has been seriously handicapped, owing to the load of railway monopoly. To remove this burden would be to place our Province and Territories in a much better position for securing settlers than they now occupy, and the result would redound to the benefit of Eastern Canada as well as to the Northwest. Indeed, it is a question if the C.P.R. itself would not receive more benefit from the increased influx of settlers than from its monopoly privileges. The monopoly can be of little use to the company unless it has the traffic

to carry. If the removal of monopoly will tend greatly to the settlement of the country and the enhancement of the value of land (in which the company is largely interested) then it will be in the interest of the company to have monopoly removed. Disallowance in old Manitoba must cease, and if monopoly can be done away with in the Territories, so much the better. The attainment of such a desirable end is worth a sacrifice. The question as to what compensation the C.P.R. Co. should receive in lieu of the continuation of monopoly might be arranged by arbitration to advantage, and if awarded upon an equitable basis, it could not be so excessive as to render the payment of the award undesirable.

AN OBSTRUCTED VIEW.

The Toronto *Mail* has again taken up the question of disallowance, and in the course of a lengthy article says some things which are to the point and many others which are very irrelevant. The *Mail* commences with the assertion that "from an eastern point of view, disallowance is at once justifiable and necessary," and goes on to say:

"The ratepayers of the older provinces have incurred an enormous burden of debt for the purpose of opening up the Northwest; and it does appear ungrateful on the part of the Northwest settler that he should now turn round and seek to deal with Minneapolis, St. Paul and Chicago."

If disallowance appears necessary, from an eastern point of view, then only a very short-sighted view can be had from that point. It does seem absurd from any point of view, that the opening of a competing route to Eastern Canada, whereby the transfer of freight between the East and West would be cheapened and facilitated, would be injurious to the older provinces, yet such is the *Mail's* argument. But this is not all. The construction of competing lines of railways in the Northwest would tend to more rapidly develop and settle the country, thus enlarging the market here for Eastern people who have goods to sell to the Northwest. Moreover the incoming population would help to shoulder "the enormous burden of debt which the taxpayers of the older provinces have incurred." Further on in the same article the *Mail* says of the monopoly under which this country labors:

"Emigration to the Northwest is checked by this process of strangulation, and the settler already there is impoverished. Some day, if he can get the money, he will build a line to the frontier and defy the Government to tear it up; or else he will pull up stakes and go where he

can enjoy the right to deal with his nearest neighbors and to have free trade in railroads."

How absurd then in the face of its own statements, is the contention of the *Mail*, that monopoly is necessary in the Northwest in order that the East may retain its trade here. If monopoly is driving settlers out of the country, keeping new ones from coming in, and impoverishing those who remain, so that they are unable to purchase goods, what is the use of monopoly to the Eastern manufacturer? Were the picture drawn by the *Mail* entirely true, the East should be equally as anxious as the West for the removal of monopoly. The statement that the people of the Northwest wish to transfer their trade to cities to the south in the United States, is also not at all pertinent. It is nonsense to talk about transferring trade to American cities in the face of the existing protective tariff. Manitoba has now direct connection with the cities in the United States mentioned by the *Mail*, yet very little trade goes to them, and that only for goods not produced in Eastern Canada. What the people of Manitoba have been laboring for is a competing line with the C.P.R. to Eastern Canada, and the only way in which this can be immediately obtained is through the United States. Witness the following from the last annual report of the Winnipeg Board of Trade:

"Your Board is desirous of impressing upon the people of the older provinces, that its efforts to get free from railway monopoly are not dictated by any desire to make the markets of this province in the United States. On the contrary its sole aim is to secure railway competition between Manitoba and these older provinces, where the ties of Confederation and a system of national tariffs, point to us our natural markets. The Board adheres to the theory that transportation between the Northwest and the East, facilitated and cheapened, must necessarily increase the trade intercourse between the two."

It must surely appear sufficiently clear to the people of the East that the removal of monopoly would be to their advantage, as well as to the advantage of the Northwest. Briefly, railway competition would directly benefit the East and West alike, by cheapening and facilitating transportation between the two divisions of the country. It would increase the sale of Eastern manufactures here by rendering them cheaper and more readily obtained. Indirectly it would benefit the people of the east by greatly stimulating the development and settlement of the country here, thus enlarging the market for Eastern products. Again, it would greatly cheapen freight rates upon our growing exports, thus leaving our people a larger profit to invest in commercial commodities. If

the people of the East, like the *Mail* will continue to see differently, and clamor for the continuance of railway monopoly in the Northwest, then their view must be taken from a very low stump.

OVER-ANXIOUS.

Vice-president Van Horne, of the C.P.R. has grown very solicitous as to the future of Winnipeg. In his keen penetration he sees grave danger to the city looming up through the anti-disallowance agitation. In Mr. Van Horne's disinterested opinion, the doing away of disallowance would prove the ruin of Winnipeg. Railways would be built from the United States boundary to tap the country west of this city, and Winnipeg would lose her supremacy as the trade centre of the Northwest. Mr. Van Horne's great regard for the interests of Winnipeg would lead him to prefer to see the western country suffer from lack of railways, rather than that this city suffer. This is certainly good and kind in Mr. Van Horne, and it must grieve him very much to observe how blinded to their own interests are the people of the Northwestern metropolis. If Mr. Van Horne is really so solicitous of the interests of this city, let him use his influence in the direction of securing more liberal freight rates for our merchants, and people here will have more confidence in his pretensions. But to return to the question, THE COMMERCIAL does not agree with those who believe with Mr. Van Horne, that the entire removal of monopoly would injure Winnipeg. This city has now attained the position that any railway coming into Manitoba from the south, would be obliged to have connection with Winnipeg. With one or more competing lines into this city, our wholesalers would be in a better position than ever to compete for the trade of the country. The impetus which would be given to the development of the country through the abrogation of monopoly, would soon tell to advantage upon the trade of the metropolis. What would tend to develop the country and build up towns and cities in the western country, would help Winnipeg. A prosperous country would make a prosperous metropolis. But even should the opposite be the case, it would be a selfish policy which would keep back the entire country for the benefit of one city. But let disallowance cease in Manitoba, and monopoly also in the Territories if possible, and Winnipeg need have no fear, as to the result.

First-class in every Respect
Appointments Perfect.
Graduated Prices.



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BOOTS & SHOES,

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Smallwares, etc.

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Sparkling Lager Beer ! !

Is now ready for the Market at the

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Delivered anywhere in the City at \$3.50 per keg EQUAL TO ANY IMPORTED BEER.

Fine Stock Ales a Specialty.

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In Wood and Bottle always on hand.

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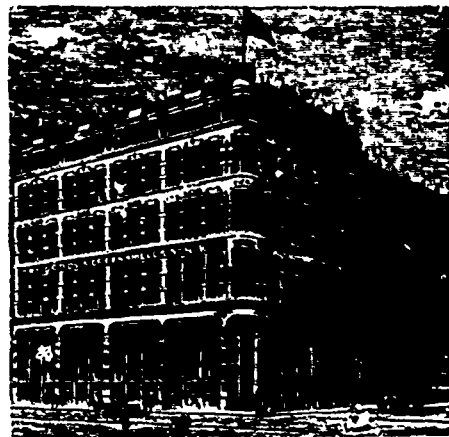
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A visit from our Manitoba Friends when in this Market is solicited.

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Crathern and Caverhill,
WHOLESALE HEAVY HARDWARE

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WHOLESALE SHELF HARDWARE,

WAREHOUSES, SAMPLE ROOMS and OFFICES:

Caverhill's Buildings, 89 St. Peter Street,

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Complete Set of Samples with

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ASSORTED PACKAGES ON HAND FOR COUNTRY TRADE
ORDERS SOLICITED.

WINNIPEG MONEY MARKET

As is usually the case, the last week in the month is about the slowest in the matter of collections, and last week was no exception. It closed a very poor month, so far as payments were concerned. Dealers are in hopes that the present month will prove something better. The week closed too early in the month to give an estimate as to how payments would be met. In the city money was as tight as ever, and bank managers were inclined to grumble at the number of renewals.

WINNIPEG WHOLESALE TRADE

The spring-like weather which set in toward the close of last week, was too late coming to show any noticeable effect upon the trade of the week. However, if matters should continue favorable, next week will probably show a livelier trade in those lines which depend upon warm weather to start a spring movement. There was very little change in the general condition of trade, as compared with the previous week, though in most lines the tendency was in the direction of greater activity. Taken altogether, however, the week was a quiet one, and, as compared with last year, the season is backward.

AGRICULTURAL IMPLEMENTS

The season's trade in agricultural implements has reached a stage far in advance of the same time last year. One large firm report orders already taken to amount to about 200 per cent. greater than up to the same date last year, and this seems to be the general condition of the trade. This, however, does not signify that the season's trade will show any great advance in the aggregate over that of last year. Indeed, most dealers take a conservative view, and usually consider that the total spring trade for this year will be very much the same in amount as that of 1886. The returns so far merely denote that dealers are away ahead in the work of taking orders, and have already done three-quarters or more of the entire amount of trade expected, whilst last year very little had been done up to this date. Binders have been in good request, and harrows and seeders have also sold fairly well. The summer trade in plows and wagons is expected to be larger than last year, owing to indications of a better immigration. It is also thought that there will be a great deal more breaking done the coming summer than last, as the dry weather of last year was greatly against breaking. If the weather is favorable, dealers expect a large call for breaking plows. In the matter of collections things are not so favorable. It is estimated that about 60 per cent of last year's paper has been met to date, which is not considered a very good showing.

BOOTS AND SHOES

Sorting trade in this branch has hardly commenced to move yet to any extent, but should the fine weather continue, it will not be long before some movement sets in.

CLOTHING

Travelers are still on the road and are sending in a few second orders for small parcels, the season being too early yet to expect much in the way of sorting trade. Quite a number of fairly large orders have also been picked up from

more conservative traders, who did not make their selections for spring stocks earlier. It will yet be a few weeks before sorting business will be at its height, with favorable weather.

CROCKERY AND GLASSWARE

Trade is still quiet in this branch, but some improvement was noticeable last week, and it is expected that matters will steadily improve from this time forward.

DRY GOODS

There is little of a new or interesting nature to report in connection with this leading branch. Sorting trade was still quiet up to the close of last week, both as regards the city and country business. Travellers were on the road, but were not sending in many orders. However, there is still plenty of time for a good season's sorting trade, and the weather has hardly yet been such as to favor an active movement. With a continuation of the weather prevailing at the close of last week, a more active trade will be done this week.

DRUGS AND CHEMICALS

Quotations show but slight change, as follows: Howard's quinine, 90c to \$1; German quinine, 70c to 80c; opium, \$4 to \$4.50; morphia, \$2 to \$2.50; iodine, \$4.25 to \$4.50; bromide potassium, 65 to 75c; American camphor, 40 to 45c; English camphor, 45 to 50c; glycerine, 30 to 40c; tartaric acid, 70 to 75c; cream of tartar, 35 to 40c; bleaching powder, per keg, \$8 to \$10; bicarb soda, \$4.50 to \$5; sal soda, \$2.25 to \$2.50; soda ash, \$3 to \$3.25; chlorate potash, 25 to 30c; alum, \$3 to \$3.75; copperas, \$3 to \$3.25; sulphur, flour, \$4 to \$4.50; sulphur, roll, \$4 to \$5.25; American blue vitrol, 6 to 8c.

FISH.

Fresh lake fish are somewhat irregular in quotations and supply. In fresh sea fish the tendency is easier as the weather gets warmer. Some sorts are out of the market. Oysters in cans were hardly to be had last week. Quotations were as follows: Lake Superior trout, 83c; Gold eyes, 1c; Whitefish, 6 to 7c; pickerel, 2c; jackfish, 1c. Oysters are quoted at 33c for standards, and 37½ to 45c for selects, according to quality. Bulk oysters, \$1.85 to \$2.20 per gallon, according to quality. Fresh sea fish are in the market and quoted as follows: Tommy-cods, 6c; cod, 8c; haddock, 8c; herrings, 25c a dozen. Smoked Finnan haddies, 10c; boneless fish, 6½c; boneless cod, 8½c; prepared herrings, 7½c; mackerel, 25-lb. kits, No. 1, \$2.50; other qualities, \$1.75 upward.

FRUITS—GREEN, VEGETABLES, ETC.

Choice apples were worth from \$6 to \$7 per barrel, but there is a considerable quantity of poor and damaged fruit in the market, which may be had at any price from \$1.50 per barrel upward. There are no greenings in good shipping condition. Florida and Valencia oranges are out; also Malaga grapes. Sorrento oranges were new stock, in good condition and choice fruit. Bananas, tomatoes, pineapples and rhubarb were the new things in the market, together with Tangers and California navel oranges. Quotation here are now as follows: Choice spies were worth \$7 per barrel; Baldwin's, \$6 to \$6.50; russets, \$6. Other quotations were as follows: Messina oranges, 200 count \$5.50 to \$6.50 per box; Sorrento oranges fine, \$5 to \$5.50 box; California Washington oranges, \$6.50 box; Tangers, \$6.50 box; Mes-

sina lemons, \$6.50 box; bananas, \$4 to \$7 per bunch; pint apples, \$9 dozen; tomatoes, 40c pound; rhubarb, 10c pound; Southern red and yellow onions, \$5.00 per 100 lbs; apple cider, \$10 per barrel.

FRUITS—DRIED, AND NUTS.

Cocoanuts are the only new thing in the market. Changes in quotations will be noted in figs, dates, dried apples and prunes, the two former easier, and the latter higher: Revised quotations are: Figs, Turkey, in boxes, 10 to 11c, new Elme figs in layers, 15 to 18c per lb, in one lb. to ten lb. boxes; Golden dates, 10c; Valencia raisins, \$2.40 to \$2.50; London layers, \$3.50; evaporated apples, 13 to 14c; dried apples, 7½ to 8c; new Turkey prunes, 7½ to 9c. Nuts are quoted: Peanuts, roasted, 18c; peanuts, raw, 15c; walnuts, 20c; almonds, 20c; filberts, 15c; Texas pecans, 18c; cocoanuts, \$2.50 dozen; maple syrup, \$1.30 per gallon, in 5 gallon tins, or \$1.25 in 15 gallon kegs; maple sugar 10 to 14c per pound, according to quality.

FURNITURE

There is some more appearance of life in this branch, and a few country dealers were in the city making selections. The city trade has remained very quiet, but a continuation of spring weather is expected to greatly change the appearance of things soon.

GROCERIES

Quotations are steady as follows: yellow sugar 6½ to 7c; granulated 7½c; lump sugar, 8½ to 9c; Coffees, Rio, 19 to 20c; Government Java, 30 to 35c, other Javas, 25 to 28c; Mochas, 31 to 34c. New season's teas are now quoted as follows: Japan season 1886-7, 20 to 45c; Congous, 1886-7, 20 to 60c; Indian teas, 35 to 50c. Old range, Moyunc gunpowder 25 to 70c; panfried Japan 23 to 45c, basket-fired, 25 to 40c; Ping Sucey young hyson, 25 to 35c; Moyunc young hyson, 25 to 50c; Season's congous, 1885-6, 20 to 55c. Syrups, corn \$2.25 to \$2.60; sugar, cane, \$2.10 to \$2.35; T. and B. tobacco, 56c per pound.

HARDWARE AND METALS

There appears to be considerable appearance of life in this branch, with the advent of spring weather, and in a short time a very active movement is expected. Quotations are very steady, and few changes are expected until navigation rates have been fixed. Prices unchanged: Cut nails, 10d and larger \$3.55 to \$3.75; I. C. tin plates, \$5.50 to \$5.75; I. C. tin plates, double, \$11 to \$11.50; Canada plates, \$3.50 to \$3.75; sheet iron, \$3 to \$4.50, according to grade; iron pipe, 45 to 50 per cent. off list prices; ingot tin, 28 to 30c per lb., according to quality; bar iron \$2.50 to \$3 per 100 lb; shot, 6½ to 7c a lb; tarred felt, \$2.75 to \$2.95 per 100 lbs; barbed wire to 7½c.

CANNED GOODS

Prices are generally firm. Tomatoes have advanced 25c per case. Salmon are strong, with advances expected. Prices are as follows per dozen: Salmon, \$1.70, mackerel, \$1.50, lobsters \$1.87, codlines (French) ½ tins, \$1.70, ¼ tins \$2.90, core oysters corn \$1.65, peas \$2.00, tomatoes \$2.00, baked beans \$2.75, corned beef \$3 to \$3.25, lunch tongues, 2 lbs. \$7.00; 1 lb. \$3.50. Fruit in 2 lb. tins, are quoted: pears, \$2.50 to \$2.75, strawberries, \$2.60 to \$2.75; plums, \$2.25 to \$2.50, peaches, \$3.75.

HIDES

A good many fallen hides have already commenced to arrive, which of course are poor stock grading 2 and 3. Prices as follows: Winnipeg

inspection. No. 1, 5½c; No. 2, 4½c; bulls, 3½c; calf, fine-haired real veal, 7 to 13 pound skins, No. 1, 8c; No. 2, 6c; sheep pelts, 30 to 65c; tallow, 3½ to 4c.

LEATHER AND FINDINGS

There is a considerable movement in this branch, and country shoemakers have commenced to lay in spring stocks of leather, prices are: Spanish sole, 28 to 32c; slaughter-sole, 33 to 35c; French calf, first choice \$1.35 to \$1.50; Canadian calf, 90c to \$1.00; French kip, \$1 to \$1.10; B Z kip, 85 to 90c; slaughter kip, 55 to 75c; No 1, wax upper, 45 to 50c; grain upper, 55c; harness leather, 33 to 35c for plump stock. American oak sole, 45 to 60c; buffe, 17 to 22c a foot; cordovan, 25 to 27c; pebble, 21 to 23c; colored linings 12.

PAINTS, OILS AND COLORS

Quotation here are unchanged and are now as follows: Turpentine, 80c in five-gallon cans, or 75c in barrels; harness oil, \$1.25; neatsfoot oil, \$1.50; linseed oil, raw, 68c per gal.; boiled, 71c in barrels or 5c advance in five-gallon lots; seal oil, seam refined, \$1.00; castor, 12½c per lb; lard, No. 1, \$1.25 per gal; olive oil, pure, \$1.50; union salad, \$1.25; machine oils, black 25 to 40c; oleine, 40c; fine qualities, 50 to 75c. Coal oils, silver star, 26c; headlight, 28c; water white, 30c. American oils, Eocene, 35c; water white, 33c; sunlight, 29c. Calcined plaster, \$3.75 per bbl; Portland cement, \$5 to \$5.50; white lead, genuine, \$7.00; No. 1 \$6.50; No. 2 \$6.00; window glass, first break, \$2.25.

THE MARKETS

WINNIPEG

WHEAT

Nothing new can be said about this market, and it would be only a repetition of previous reports to enlarge. A good deal of the wheat now in store for shipment will be held for the opening of navigation. Attention will be given principally to spring farming operations for the next few weeks, and should the weather continue favorable, a considerable amount of seeding will probably be done this week. It is generally conceded that there was more fall plowing done in the province last year than ever before, the season having been very favorable for that work, and should the weather continue good from this forward, crops will be in excellent shape so far as early seeding is concerned. Prices are little better than nominal at last week's quotations.

FLOUR

All the city mills have continued running, owing to the good demand for mill-stuffs, which are taken up clean every day, and more wanted. Flour is still dull, though an improvement is looked for in eastern markets. Quotations for broken lots to the local trade are unchanged as follows: patents \$2.25; strong baker's \$1.80; XXXX \$1.20 to \$1.30; superfine 90c to \$1.00.

MILLSTUFFS

In keen demand and unchanged in price, at \$14 for bran and \$16 for shorts.

OATS

Reported easier in tendency, but prices not altered, 44 to 45c being the price which car lots on track would bring.

OATMEAL

Prices hold steady at \$2.60 for standard and \$2.75 for granulated, in trade lots.

EGGS.

Eggs have been pouring in at a great rate from the country, and notwithstanding the prediction that prices would not go below 20c before Easter, prices tumbled at the rate of 2c a day last week, until by Thursday 15c was the regular price to the trade in car lots. The way in which receipts have commenced to come in all of a sudden, completely inundating the market, has been a surprise to dealers, who expected a more gradual growth in receipts. By Saturday dealers were selling case lots at 14c, with the feeling slumpy and further declines probable.

BUTTER

This market has not undergone any great change, the only perceptible difference being in the direction of an easier feeling. There were no purchases of large lots, and only the usual demand from the city trade for small quantities. About 18c appeared to be the established price for best qualities, with concessions for large lots, and it cannot be said that any quantity has sold over that price. Receipts of rolls have been fairly large, and stocks of pails and tubs are plentiful.

DRESSED MEATS.

The season seems pretty well over for dressed hogs, but the few small rail lots arriving were taken readily at 6c. Some lots of frozen beef were also offered, but found hard sale. Butchers do not care to take any more frozen beef this season. About 4½c was paid for good sides, and slow sale at that.

CURED MEATS

Prices steady at last quotations as follows: Long-clear, in lots of under 500 pounds, 10c; over 500 pounds 9½c; breakfast bacon, clear, 12c; breakfast bacon, unclear, 11c; spiced rolls, 11c; hams, 13½c; mess pork, \$18 per bar; best pork sausage, 8c.

LARD

Firm at the late advance, as follows: \$2.25 per pail of 20 pounds. Three-pound pails, 43c; five-pound pails, 65c each.

POTATOES.

A part car lot which arrived early in the week sold in small lots at 65 to 70c. At the close of the week 60c was about the ruling price, with the feeling easier and values expected to decline.

HAY

Was unchanged for pressed in car lots, at \$7 to \$8 per ton f.o.c., according to quality. On the market loads brought \$8 to \$9 per ton, but the disappearance of sleighing is expected to advance prices.

LIVE STOCK.

No lots of cattle have yet arrived in the market, but butchers have buyers out looking stock. From 4 to 4½c is believed to be about the range of prices for good cattle.

MINNEAPOLIS.

The local market has presented no new features, the past week, and closes a fraction below the opening. Bulls are scarce and do not talk much, but this in itself is the most bullish indication to be found. When sentiment seems to be pretty much all one way has usually been the time when the market went the other way, but there are no indications that this rule can or will work in that manner this time. The bulls grasp at the straw of an improved flour market, but an early advance in freight rates, will remove this from their grasp, as it promises to be followed by a very dull market, unless wheat declines to an extent equal to the advance in freights.

The highest and lowest wheat prices by grade on change during the week ending Mar. 30, closing prices, and the prices one year ago were:

WHEAT—	Highest.	Lowest.	Closing.	Mar. 31. 1896.
No. 1 hard	70½	70	70	85
" 1 northern	75½	74½	75½	80
" 2 "	73½	72½	73½	73

FLOUR.—This market has shown more activity and some large sales were reported during the week. Foreign enquiry has been moderate, at low prices, but the eastern demand has been fair, with prices a shade firmer and a reasonably good movement in all grades.

Quotations at the mills for car or round lots are: Patents, \$4.10@4.30; straights, \$3.90@4.10; first bakers', \$3.40@3.60; second bakers, \$2.90@3.20; best low grades, \$1.80@2.00, red dog, \$1.40@1.50, in bags.

These quotations are on flour in barrels, except as stated. The rule is to discount 25c per bbl for 290 and 143 lb jute bags, 20c for 98 lb cotton sacks, 15c for 49 lb cotton sacks, 10c for 24½ lb cotton sacks, and 15c for 49 paper sacks. In half barrels, the extra charge is 30c per bbl.

Northwestern Miller.

Telegraphy in the Northwest.

An important enterprise now approaching completion on the Pacific coast is a postal telegraph in course of construction between New Westminster, in British Columbia, and San Francisco. From the latter point to the British Columbia boundary is 1,100 miles, and from thence a connection is made by the Canadian Pacific telegraph system by the Fraser. All parts of the country from Victoria and other points on Vancouver Island and thence eastward to Winnipeg, are brought into direct communication with the Atlantic seaboard and European cables. The trunk line wires of the Postal Telegraph Company, which is independent of the Western Union Company, are wholly of copper, and weight over 770 lbs. to the mile.

—Ex.

Figure it Out.

The *American Grocer*, which has been giving this subject some attention suggests the following problems, to be worked out by merchants. "A retailer sells \$20,000 per annum, gross sales. His store expenses amount to \$1,500; drawn for personal use, \$1,000. What per cent of profit must he average on the goods sold in order to add \$500 to his capital?"

"A retailer sells \$20,000 per annum, gross sales, of which one-fourth is sugar sold at cost. His store expenses amount to \$1,500; drawn for personal use, \$1,000. What per cent of profit must he average on the cost of profitable goods sold in order to add \$500 to his capital?"

"A general storekeeper buys \$40,000 worth of goods per annum. He pays \$10,000 for his sugar, on which he makes a profit of 5 per cent. He pays \$15,000 for flour and provisions, on which the steady profit is 10 per cent. The balance of his purchases (\$15,000) consists of miscellaneous goods. What percentage of profit must he make on these miscellaneous goods in order to allow himself from the whole year's business \$5,000 for store and living expenses and \$1,500 for addition to his capital?"

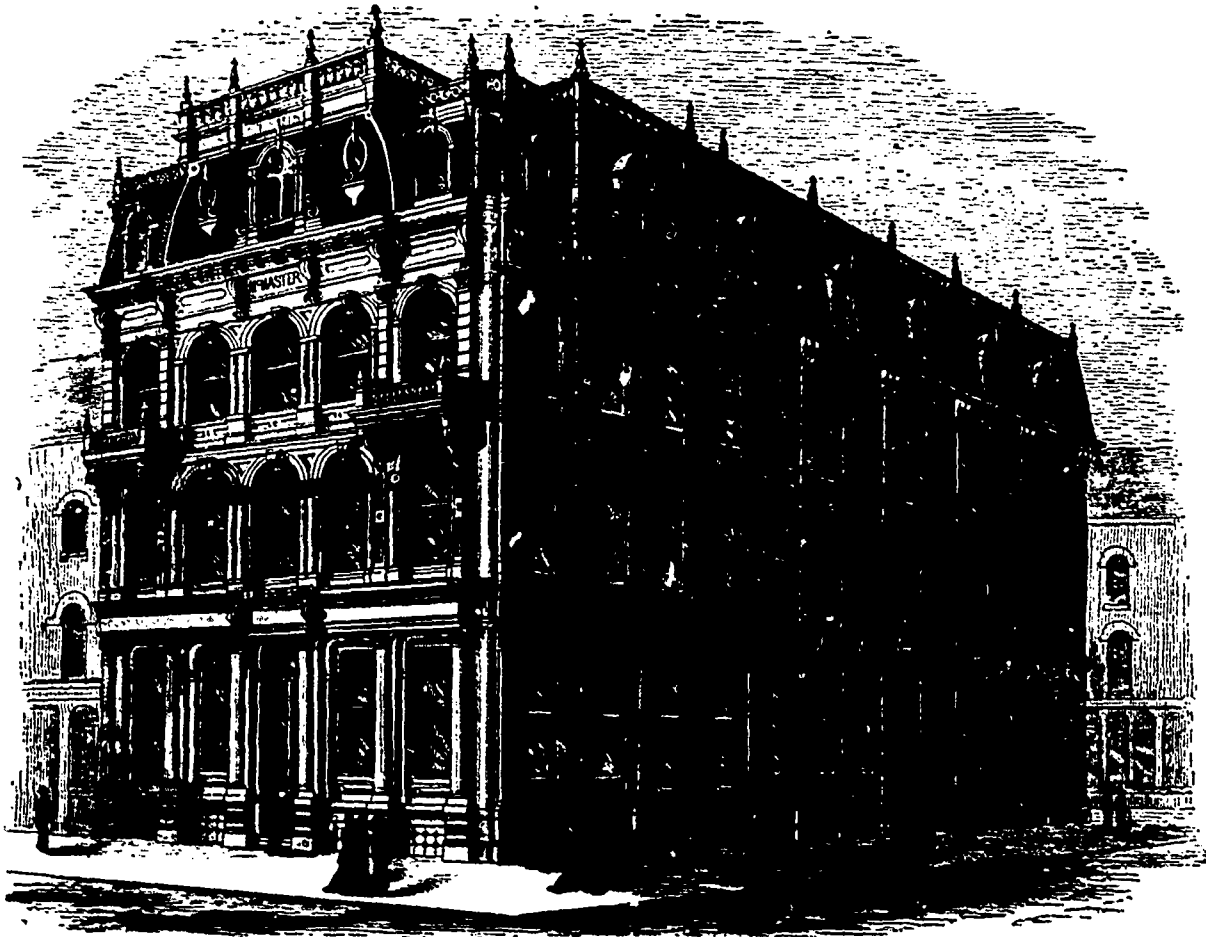
THE Dominion Government immigration buildings at Winnipeg, received a severe scorching by fire on Friday evening. The greater portion of the main building being wrecked. A vacant roller rink will be used for the accommodation of immigrants, until the damage can be repaired.

McMaster, Darling & Co.

J. SHORT McMASTER,
LONDON, ENGLAND.

SPRING, 1887

HENRY W. DARLING,
TORONTO, CANADA.



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CARPETS, OILCLOTHS, &c., &c.

☞ Special Attention is directed to our Stock of WOOLLENS and CLOTHIERS' TRIMMINGS for Merchant Tailors. ☞

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WHOLESALE DRY GOODS,
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 PORTLAND CEMENT, CANADA Cement, Water Lime, Whiting, Plaster of Paris, IRON, China Clay.

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JAMES GOODALL,
GRAIN & SEEDS
 COMMISSION MERCHANT,

Respectfully solicits consignments of WHEAT and BARLEY. Correspondence invited.
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MONTREAL.
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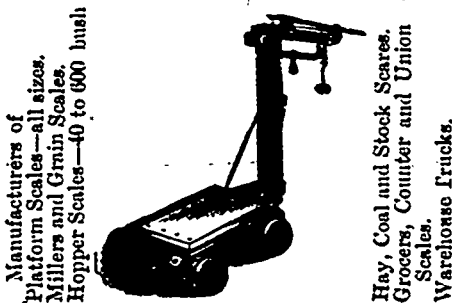
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 Dealer in Wool Bats & Mattress Material
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COSMOPOLITAN HOTEL,
 Opposite C.P.R. Station, - **Medicine Hat.**
 STRICTLY FIRST-CLASS.
 Large sample room for Commercial Travellers. Livery in connection.

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RICHARD & CO,
 Importers and Wholesale Dealers in
Wines, Spirits and Cigars
 365 MAIN STREET,
WINNIPEG.

EASTERN MARKETS.

CHICAGO

The heavy export for the previous week of 2,500,000 bushels, from the Atlantic ports, had some effect upon the wheat market on Monday. Heavy receipts in the Northwest, however, almost neutralized the benefit which might have been derived by bulls from the large and continuous export movement. May opened at 81½c and reached 82c. Trading was quiet throughout. Pork was neglected, but lard and ribs were fairly active, the latter two making sharp advances over Saturdays closing prices. Closing price were :

	April.	May.
Wheat	76½	81½
Corn	34½	39½
Oats	23½	28½
Pork	20.60	21.00
Lard	7.40	7.47½
Short Ribs	8.05	8.07½

Wheat was again quiet on Tuesday with prices confined to a narrow range. Speculation was almost dead. A good deal of discussion is going on relative to the amount of American wheat of this crop which will be required by the old world. It was shown that since July 1, 1886, 112,000,000 bushels of wheat, and flour, have been exported from this country. The bears argue that supplies of new Indian wheat will soon be pouring out to cut off the demand for American wheat, whilst the bulls estimate that from thirty to fifty million bushels will be taken. Provisions were dull and tendency easier. Closing prices were :

	April.	May
Wheat	76½	81½
Corn	34½	39½
Oats	23½	28½
Pork	20.60	21.00
Lard	7.35	7.42½
Short Ribs	8.02½	8.12½

Wheat advanced strong on Wednesday. May opened at 81½c, and advanced to 83c as the top price of the day, with sharp fluctuations. American markets were generally steady, and cables firmer, with reported damage to California and India wheat crops. Ribs were the only commodity in the provision line in which there was any activity. Closing prices were :

	April.	May.
Wheat	77	82½
Corn	34½	39½
Oats	23½	28½
Pork	20.60	21.00
Lard	7.37½	7.45
Short Ribs	8.10	8.22½

Wheat took a bulge on Thursday. May opened at 82½c, and June at 81c. Prices advanced 1c steadily, reacted ½c and again advanced. There was considerable trading at 83½ to 83¾c, between which range fluctuations were about confined. In the afternoon May advanced to 83¾c. June sold as high as 81½c, closing at 81½c. The bulge was caused by a feeling of speculative uneasiness, and bull rumors of cliques and syndicates, which started shorts buying. Closing prices were :

	April	May.
Wheat	78½	83½
Corn	34½	40½
Oats	23½	28½
Pork	—	21.00
Lard	7.35	7.42½
Short Ribs	—	8.25

Friday was a day of activity and excitement in wheat. May opened at 83¾c, and declined

½c. Heavy offerings followed but were all taken by the Clique and the market refused to break. Prices rolled upward until 84½c was reached, June only going to 82c. Trading was heavy. Prices then fell away rapidly to 83 for May and 81½c for June, but again advanced ½c for May and ¾c for June. In the afternoon prices gradually fell away. June closed at 81½c, July and September at 80½ to ½c. Provisions were inactive and pork entirely neglected. Closing prices were :

	April	May.
Wheat	77½	82½
Corn	34½	39½
Oats	23½	28½
Pork	20.75	21.00
Lard	7.25	7.35
Short Ribs	8.10	8.20

On Saturday, May wheat opened at 82½c, and reached 82¾c as the highest point of the day. There was not much variation in prices. June opened at 81½c and closed at 80¾c. Pork was unchanged throughout the day, and other provisions steady. Closing prices were :

	April	May.
Wheat	77½	82½
Corn	34½	39½
Oats	—	28½
Pork	20.75	21.00
Lard	7.25	7.35
Short Ribs	—	—

DULUTH WHEAT MARKET

Closing quotations for No. 1 hard at Duluth on each day of the week were :

	Cash	May.	June
Monday	—	79½	80½
Tuesday	—	79½	—
Wednesday	77½	79½	80½
Thursday	—	—	—
Friday	—	78½	—
Saturday	—	78½	79½

TORONTO.

WHEAT

Inactive and steady, No. 2 fall sold at 82c, No. 2 spring and red winter quoted at 81 to 81½c.

FLOUR

Dull at \$3.55 for superior extra and \$3.45 for extra.

OATMEAL

Unchanged at last quotations. Cars held at \$3.60 to \$3.65. Small lots, \$3.75 to \$4.25.

OATS

A car extra fine sold at 32½c, with average at 31½ to 32c.

APPLES.

Car sound fruit sold at \$2.60, no further offerings.

BUTTER

Demand for choice only. Morrisburg sold to local trade at 20 to 21c. Western rolls of choice quality brought 15 to 18c. Old rolls dull at 12 to 14c.

CURED MEATS.

Mess pork moving at \$16.50. Long clear bacon 8½c in case lots, 500 sides, 8½c; Cumberland, 7½ to 8c; pickled boneless shoulders, 7½c; smoked rolls, 8½c; bellies, 10 to 11c; hams, 12 to 12½c for smoked in small lots.

DRIED APPLES

Selling at 6c; with evaporated scarce at 14c.

HIDES AND SKIN

Unchanged at last quotations. One car of cured sold at 7½c, No. 1 quoted at \$7, No. 2 \$6, green calf, 7 to 9c.

LIVE STOCK

Some good cattle have been offered, and sold

readily. Good sold at 3¼ to 3½c; pick, 3¼ to 4c, with some extra steers at 4½c. Hogs held at \$4.75 to \$5 for mixed lots. Some choice medium weight brought \$5.25.

Self-Defense.

"Is it proper for a merchant to understand the art of self-defense, and is it proper for him to act on the defensive?" We answer both questions in the affirmative. At the same time we have no intention of taking up the subject and advocating it as the words "self-defense" are understood—that is as a "manly-art." Defense means protection from injury, and as merchants need to be protected, we see no good reason why they should not study self-defense and act on the defensive whenever they may be called upon to do so. There are not many instances in the life of a merchant where it is necessary for him to defend himself by using a club; but there are numerous cases where it is necessary for him to do so by saying "No"—with a big "N." A customer who has an oily tongue, whose words are as sweet as honey and whose persuasive powers are his stock in trade, may want accommodation for a few weeks in the shape of trust; the applicant, the merchant knows, is had pay, and one who may not pay at all, and that he should not trust him. It is just at this moment that the merchant should have a full knowledge of the art of self-defense, and protect himself by saying "No." If he does not he cannot protect himself from injury, consequently it is important that he understand the art of saying "No."—Another class of customers are those who are always sampling. They get a little of this and a little of that, and considerable of everything. A merchant's knowledge of the art of self-defense also comes in good play here. If the thing goes on, he cannot help being injured, and the sooner he acts on the defensive the better. The merchant buys and pays for all he gets, and he cannot afford to give away all his profits. It is, no doubt, an art to know just how to stop it, but the sooner he learns the art the better. There are always plenty of leaks in a store. The merchant buys, say 200 pounds of sugar and he sells it in small lots. How many keep a record to see if it holds out? To prevent an injury that might occur in that direction, learn the art of self-defense and keep a record.

Do you keep a cash account and do you balance it up every evening? If not, you need to learn the art of self-defense, because self-defense means protection. A merchant does not act on the defensive who does not know how to buy, when to buy and where to buy. This he cannot learn, and consequently cannot protect himself, except by procuring the regular publications devoted to his interests.—After knowing how to buy it is just as important to know how to sell. The merchant cannot protect himself who sells at less price than he pays, nor can he thrive if he sells at too large a profit. The nimble sixpence is better than the shilling, though if he did much of a credit business he had better take the slow shilling, "because," as said a storkeeper to us one day, "in case I fail it will make my assets larger." At the same time the merchant who does much of a credit business has not learned the art of self-defense with much success.—*T. S. Mercantile Journal.*

Business East.**ONTARIO.**

Jas. Leask, saw mill, Leaskdale, is dead.
 Irving Crossley, dry goods, Hamilton, is dead.
 G. A. Powell, grocer, Brussels, has closed up.
 B. H. Zeigler, carriages, Berlin, has sold out.
 H. J. Rattray, cigar dealer, Galt, was burned out.
 L. Lortie, saddler, Ottawa, stock seized for rent.
 E. Bain, grocer, Caledonia, has assigned in trust.
 G. A. Powell, grocer, Brussels, has assigned in trust.
 W. A. Baughart, tins, etc., Oil City, has sold out.
 Ann Fox, hotelkeeper, St. Catharines, has sold out.
 Edwin Plant, crockery dealer, Ottawa, has closed up.
 C. Fitzsimmons, dentist, St. Thomas, was burned out.
 Baudette & Co., sash factory, Ottawa, were burned out.
 G. R. Paris, general storekeeper, Bothwell, has sold out.
 J. C. Halliday, Jr., cattle food, etc., London, has sold out.
 J. & P. Brown, brokers, Toronto—James Brown dead.
 E. Morrish, grocer, Galt, has sold out to S. D. Bingham.
 Theophile Vian, shoe dealer, Ottawa, has compromised.
 John A. Schafer, grocer, Ingersoll, has assigned in trust.
 John J. Whalen, butcher, Prescott, has assigned in trust.
 A. B. McLachlan, tailor, Renfrew, has assigned in trust.
 J. W. Parish, furniture, Alliston, has assigned in trust.
 W. R. Baker, grocer, Paris, has sold out to Henry Reihder.
 C. Reinhardt, hotelkeeper, Guelph, has sold out to J. Hough.
 Warner & Co., gents' furnishings, Orillia, has assigned in trust.
 E. C. Phillips, shoe dealer, St. Thomas, has assigned in trust.
 Jas. Spratt, hotelkeeper, Brantford, is retiring from business.
 J. A. Karch, butcher, Kingston, has held a meeting of creditors.
 H. Meldrum, druggist, Toronto, has sold out to C. W. Crindeman.
 F. Pearce, general storekeeper, Minden, has sold out to Ed. Noice.
 Scott & Dunfield dry goods, St. Catharines, have assigned in trust.
 Thomas Downey, lumber, Toronto, has sold out to C. H. Edwards.
 Thos. Robson, flour dealer, Brantford, has sold out to Wade Bros.
 Dixon & Moore, woollens, Ruthven—style now Johnson & Moore.
 Singer Bros., dry goods, Oshawa, have sold out to Hillyard & Reid.
 Chas. Farrell, hotelkeeper, Brantford, has sold out to A. Johnson.
 A. E. Davis, livery, Belleville, was sold out under Chattel mortgage.

J. C. McArthur, grocer, Toronto, has sold out to C. E. Woolnaugh.
 H. Walder, Jr., hotelkeeper, Berlin, has sold out to Dopp & McGarry.
 W. E. McAllister, hotelkeeper, Durham, has sold out to James Black.
 D. W. McLeod, general storekeeper, Kirkhill, has assigned in trust.
 Geo. Smith, general storekeeper, Milton, has sold out to J. M. Bastedo.
 W. R. Phillips & Co., dry goods, Toronto, are removing to Brampton.
 Levi Elsley, general storekeeper, Mosborough, has sold out to Geo. Elsley.
 McClung, Jones & Co., general storekeepers, Port Perry, have dissolved.
 J. H. Belfrey, broom dealer, Brantford, has sold out to W. T. Wickham.
 Laing & McPherson, dry goods, London, advertise to sell out at auction.
 Brown & Weir, livery, Belleville, have dissolved; John Weir continues.
 Plastow Bros., plumbers, London, have dissolved; G. W. Plastow continues.
 Clerihew & Whaley, grocers, Brockville—style now Clerihew, Whaley & Co.
 G. F. Snelgrove & Co., staves, etc., Woodstock, have sold out to Geo. Deacon.
 Watt & Carr, planing mill, Wingham, have dissolved and style now Watt & Little.
 McLaren & Soby, hotelkeepers, Belleville, have dissolved; John McLaren continues.
 J. M. Nevills, harness dealer, St. Thomas, has sold out and gone to the United States.
 Grosch, Ralston & Co., felt boots, Chesley, have dissolved and style now is G. W. Ralston & Co.

Gurneys & Ware, scale manufacturers, Hamilton, have dissolved; E. & C. Gurney Co. continues.
 F. Schwarz & Son, cigar manufacturers, Hamilton, have dissolved; Fredrick Schwarz continues.
 E. W. Edwards & Co., tailors' trimmings, etc., Toronto, have admitted A. D. J. Meredith; style same.
 Leighton & Ewing, groceries and shoes, Orangeville, have dissolved; J. F. Ewing continues alone.
 Geo. Church, blacksmith and general storekeeper, Flamboro Centre, has sold out general store to J. T. Mitchell.
 A. Watts & Co., wholesale grocers and manufacturers of soap and candles, Brantford, are going out of grocery business.
 Climie & Clark, general storekeepers, Listowel, have dissolved; R. H. Climie retires and A. H. Climie takes his place; style same.
 The following were burned out at Aurora:—
 Wm. Boynton, grocer; Robt. Newbury, photographer; H. Ross, agricultural implements; Wells & Terry, butchers.

QUEBEC.

Chas. Dion, tailor, Three Rivers, has assigned in trust.
 P. G. Delisle, printer, Quebec, has assigned in trust.
 Elie Provoost, grocer, Montreal, has assigned in trust.
 Lepine & Fortin, butchers, Montreal, have dissolved.
 Lamontage Bros., contractors, Montreal, have dissolved.

Armitage & Cramer, milk dealers, Montreal, have dissolved.
 Black & White, teas and coffees, Montreal, have dissolved.
 Gaboury & Cadieux, carpenters, Montreal, have dissolved.
 B. St. Pierre, shoe dealer, Nicolet, has assigned in trust.
 Labbee & Co., hardware, Montreal, have assigned in trust.
 A. Byarelle, shoe dealer, Montreal—bailiff's sale advertised.
 Jbs. Desroches, general storekeeper, St. Janvier, is in difficulties.
 Larin & Pressault, wood and coal dealers, Montreal, have dissolved.
 F. S. St. Laurent, general storekeeper, Richmond, has assigned in trust.
 C. E. Dion & Co., general storekeepers, Tingwick, have assigned in trust.
 Geo. Darche, general storekeeper, St. Matthias, has assigned in trust.
 Porteous & Co., general storekeepers, Bryson, have called a meeting of creditors.
 T. E. Hanrahan & Co., brokers, Montreal—T. E. Hanrahan, of this firm, is dead.
 E. Beaulien & Co., general storekeepers, Somerset, are offering to compromise.
 O. Dufresne, Jr., & Bro., lumber, Montreal, have admitted C. A. Dufresne as partner.
 Matthieu & Gaguon, dry goods, Montreal, had their stock damaged by fire and water.
 Emile Guenette, general storekeeper, St. Dominique—demand of assignment made on him.
 F. J. Grauger, books, etc., Montreal, has admitted H. A. Granger as partner, under style Granger & Bro.

NOVA SCOTIA.

Cory O'Dell, grocer, etc. Annapolis, is dead.
 Hiseler Bros., hats, etc., Halifax, have assigned.
 John Roldolph Brown, —, Wilmot, has assigned.
 Geo. W. Suker, produce dealer, Halifax, has closed up.
 D. McDonald & Co., general storekeepers, Port Hood, have assigned.
 Mrs. Eliza Holmes, general storekeeper, Stellarton, is asking compromise of 50 per cent.

NEW BRUNSWICK.

T. G. O'Connor, dry goods, Fredericton, has assigned.
 R. A. & J. Stewart, lumber dealers, St. John, have assigned.
 Guy, Bevan & Co., timber dealers, St. John, have assigned in trust.

Heating Passenger Cars.

Out on the Northern Pacific Railroad experiments are to be made with a system of heating and lighting passenger cars from the outside in a way suggested in some of the Eastern newspapers immediately after the wreck and fire on Baltimore and Ohio Railroad. By this arrangement a special car or tender following the locomotive tender will be fitted up with heating and lighting apparatus for the whole train. It is to be built of iron, so as to be itself secure against fire in case of accident. The method of heating has not been determined upon, but the principle of carrying with the train a special car to furnish light and heat for the whole train is the new departure—that may be developed into something really useful.—*Ex.*

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 Games, Musical Goods, Accordions, Harmonicas, Violins
 and Sundries.

50 YONGE STREET,

TORONTO.

It is reported from Emerson, that the Emer-
 son and Northwestern railway promoters will
 renew their application for a charter, at the
 next Dominion Parliament.

Alberta Wool Growers.

A wool growers' association was recently formed at Calgary, to be called the Alberta Wool Growers' Association. The following officers were elected: President, F. White; Vice-President, E. B. Cochrane; Sec'y Treas E. Hope Johnston; Executive Committee—Messrs W. Rutherford, Jas. Martin, Jno. Porter, A. C. McDonald, A. E. Bannister, David Thornton, Judge Travis, Jno. Thompson, Thos. Anderson. The entrance fee was placed at \$5 The Calgary Tribune gives the following report of the meeting: A discussion then followed on various matters affecting the interests of the wool growers. Regarding freight rates, all those present thought the freight rate to Montreal, \$3.17 per 100 lbs, was absurdly high, and the committee was authorized to prepare a communication to the C.P.R. setting forth the desirability of the rate being reduced.

The question as to whether it would be better to breed for mutton or wool was also discussed. There was some difference of opinion, but the prevailing sentiment was that breeding an animal that would give good returns for either purpose would be the best. It was generally admitted that by the use of Shrop or other down rams they could breed a sheep that would give a good carcass, and also produce a large clip of good wool.

Some conversation was had regarding the best means of directing the attention of buyers and consumers to the supply to be had in Alberta. It was finally decided to draw up a circular letter from the association giving full information on this score, the circular to be liberally distributed in the east.

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MANUFACTURING CHEMIST,

WINNIPEG, - MANITOBA.

Insurance Briefs.

The Citizen's Insurance Company, of Montreal, has declared a dividend at the rate of six per cent. per annum, payable on 15th March.

The Royal Canadian showed a surplus over all liabilities, in 1894 of \$47,775.17, in 1895 it had grown to \$62,957.78, and now it amounts to \$95,656.26. The expenses were reduced to a much lower ratio than is usual with companies.

The Dominion Safety Fund Life Association, St. John, N.B., shows assets \$124,505.80, and liabilities, \$71,607.95. Surplus to policy-holders is \$52,837.85, and surplus over all liabilities, including capital, stock and guarantee fund, \$14,937.95.

A. Raymer of Potage la Prairie, Man., captured the second prize given by the Aetna Life Insurance Co. to the agent who procured the greatest number of policies during the year. The contest was open to all agents west of Montreal. Mr. Raymer's policies summed up to \$150,000.

The Minneapolis Journal says: Investigation reveals a state of affairs beggaring belief. The people of Minnesota have been duped into paying hard-earned money for insurance which seems cheap, but whose apparent cheapness is more than equalled by its utter worthlessness. The legislature is in session. It has the power to remedy the evil.

A sense of comparative security induced by an efficient fire department produces not only indifference to the benefits of insurance, but causes those who do insure to scrutinize closely the premiums they pay and to cut them down as far as possible, whereas a sense of danger causes the business man to apply at once for insurance, reckless of the cost of the premium.

The annual statement for 1886 of the business of the London Mutual Fire Insurance Company, shows that the company more than held its own last year. There was an increase of 742 policies, an increase of the amount invested in the company of \$1,652,408, which now amounts to \$4,261,232. The sum of \$14,000 was added to the surplus, now amounting to \$115,955 over all liabilities.

J. B. Carille, late of the North American Life Ins. Co., has begun to prepare the way for launching his new company, the Manufacturers' Life and Indemnity Insurance Co., to which reference has already been made in these columns. The amount of stock decided to be issued for the present, \$300,000, was all subscribed for in ten days from the time it was placed in the market. The total authorized capital is \$2,000,000.

In its annual report for 1886 the Mercantile Fire of Waterloo, Ont., shows a marked increase of business over 1885, and former years. The premiums of the year amounted to \$95,759.75, and the losses to \$60,214.18, which was more than the average rate of the company's experience. The gross assets amount to \$35,092.30, and after paying the usual dividend of eight per cent., and deducting the re-insurance reserve, the Mercantile has its capital intact and a net surplus of \$17,132.30.

The Western Assurance Company's thirty-sixth annual report, submitted at the annual general meeting of the shareholders showed that the business of the year was large and profitable. The capital has been increased to \$1,000,000, of which \$500,000 is paid up in cash. The surplus to policy-holders is \$740,391.50, and the surplus over all liabilities, paid-up capital included, is \$235,736.65. Last year two half-yearly dividends at the rate of ten per cent. were paid and the sum of \$75,000 was added to the reserve fund, which now amounts to \$735,000.00.

The fourteenth annual general meeting of the Hand in Hand company was held lately at Toronto when the directors report and financial statements therewith, showed that the income for the year was \$39,705.76; expenditure, including losses paid, cancellations, and all expenses amounted to \$21,718.18, leaving balance \$21,718.08, of income over expenditure. The assets, exclusive of subscribed capital, paid up, were \$51,234.22, and the liabilities, including capital paid up were \$31,748.61, leaving balance \$19,485.61, of assets over liabilities. The Hand-in-Hand is mutual and stock, with capital, \$100,000. It does fire and plate-glass insurance.

From the British North American's annual report it is seen that the fire premiums of the year, less reinsurance, amounted to \$768,218.88 the losses to \$492,613.84 or 64 per cent. of premiums. The marine business was not profitable. The severe storms towards the close of the season swept away the profits of nearly all the companies. In this case the premiums were \$131,797.37, and the losses \$100,285.44, or 75 per cent. of the premiums. But the condition of the company is seen in the final figures of the report which are, assets \$182,163.64, surplus over all liabilities \$206,193.86. The withdrawal from the European business, which has been a great clog on the company's progress, the closing of the general agencies in the United States, are good features in the conduct of the business—so too, in a marked manner, is the reduction of the rate of expenses from 32 per cent. to 28½ per cent.

Conference of Sugar Refiners.

The principle sugar refiners in Canada met in conference in the city on Friday, Saturday and Monday last, ostensibly for the purpose of discussing the equalization of freight rates over the Intercolonial Railway, but there can be no doubt that other important matters were discussed. Despite the National Policy, the fact cannot be gainsaid that the sugar refining industry in Canada has for some time past been a losing one, the losses in some instances having been enormous; and it is believed that this subject in connection with some proposed rein-

edy was not lost sight of at the above conference. Why the alteration from the old test, to that of polarization, caused an adverse difference of about \$200,000 in one year to one of our refining institutions. It is quite evident that if the sugar refining industry of Canada is to exist, some radical modification of the present system of things will have to be made. Our refiners have been handicapped by railway freights, an abominably slow service in hauling their goods from the seaboard to this city, besides having to contend with other drawbacks. The refiners down by the sea have their grievances also, and hence the amalgamation of their woes with those of their brothers in distress in our commercial metropolis. The Nova Scotia refinery however has startled its cofeeres with a genuine surprise, by declaring a dividend of 5 per cent., the opinion of the majority of the trade being that in order to pay a dividend in these times, it must be taken out of capital account. The Nova Scotia concern however may have discovered a wrinkle which all others missed, although we notice it was represented at the conference, 'delegats to which were the president of the Nova Scotia refinery, the president of the Moncton refinery, and the president of the Woodside refinery, Halifax. As an instance of the present deplorable condition of the sugar refining interests, we are informed on reliable authority, that a president of one of the refineries, refused to accept any salary during the past year.—*Montreal Trade Bulletin.*

Canned Goods.

Since the first application to practical purposes of the discovery, made by scientific chemists, that meat or vegetables packed in a partial vacuum in hermetically sealed packages, were preserved uninjured both in taste and nutritive qualities, the business of the great packing factories has steadily increased, and in order to keep pace with the enormously increased demand for this description of food product, new factories have sprung up all over the world where the fresh product hitherto either sacrificed in the local market or else permitted to go to waste, is now put up in cans for transport over thousands of miles to its new consumers.

It is comparatively only a few years since the roughly manufactured pemmican was the only species of preserved food available for hunters or explorers. This pounded beef and fat formed the bulk of the provisions served out to ships bound on arctic exploration, or on long whaling cruises, and was considered a triumph of preservative skill. Now every description of fruit or vegetable from the rarest to the most common can be obtained, ready packed for immediate use, at prices but little in excess of what they would bring in their natural state. Thanks to canned vegetables, the terrible scurvy which formerly decimated our seaman and formed the scourge and terror of all who from their surroundings were debarred from access to fresh provisions, is now a thing of the past, and ships can return from voyages of four and five years length without a case of sickness among their crew. Naturally the demand for canned goods is largest among the sparsely settled districts of our great Northwest, where vegetables of the less hardy kind are difficult of cultivation, and consequently it is encouraging to note that although as the work of settlement advances, the demand for canned goods increases, the price, owing to increased production, varies only in some trifling cases from those ruling at the same period of last year.—*Canadian Journal of Commerce.*