

EIGHTH ANNUAL REPORT  
—OF THE—  
WINNIPEG BOARD OF TRADE

TOGETHER WITH A STATISTICAL REPORT OF

THE CITY'S TRADE FOR 1886,

*Adopted at the Annual Meeting, held Feb. 1st, 1887.*

ISSUED BY AUTHORITY OF THE BOARD.



WINNIPEG:  
PRINTED AT OFFICE OF "THE COMMERCIAL," JAMES ST. EAST.  
—  
1887.

# WINNIPEG BOARD OF TRADE.

## OFFICERS AND COUNCIL.

### PAST PRESIDENTS.

|                              |      |
|------------------------------|------|
| HON. A. G. B. BANNATYNE..... | 1879 |
| A. F. EDEN.....              | 1880 |
| W. H. LYON.....              | 1881 |
| JOSEPH MULHOLLAND.....       | 1882 |
| C. J. BRYDGES.....           | 1883 |
| KENNETH MACKENZIE.....       | 1884 |
| do do.....                   | 1885 |
| do do.....                   | 1886 |

### COUNCIL FOR 1887.

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L. M. JONES, *Vice-President.*

F. W. STOBART, *Treasurer.*

CHARLES N. BELL, *Secretary.*

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GEORGE J. MAULSON,

R. T. RILEY.

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J. H. Ashdown.

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James Bissett,  
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N. Boyd,  
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Jos. Campbell,  
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J. H. Chambers,  
H. S. Champion,  
S. P. Clark,  
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A. B. Coblenz,  
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G. R. Crowe,  
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C. S. Drummond,  
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J. Galt,

W. Georgeson,  
Thomas Gilroy,  
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W. C. B. Grahame,  
W. S. Grant.

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Thomas S. Richardson,  
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F. B. Ross,  
S. A. Rowbotham,  
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*List of Members.*

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Andrew Strang,  
William Simpson,  
S. Spink,  
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R. J. Whitla,  
H. N. Williams,  
John Williams,  
Geo. D. Wood,  
H. Woods.

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## Winnipeg's Trade Growth.

Although the village of Fort Garry was the leading Hudson's Bay post in the Northwest away back in the beginning of the present century, the trade history of Winnipeg really commenced in 1870, after the collapse of the first Riel rebellion.

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

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

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

The year 1876 showed steady progress, and in 1877 the population had increased to about 6,500, and the value of assessed property to over \$3,000,000. The business institutions had increased to over 200, and included two chartered bank branches, one private bank, two flouring mills, one lumber mill and several other industrial concerns of less note. Up to that year the only means of communication with the east and south was by the Red River in summer, and by ordinary road vehicle in the winter. With the opening of 1878 however, the construction of the St. Vincent branch

of the C.P.R. was pushed with energy, and in the fall of the year railway communication was completed.

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

With the year 1881 the famous Winnipeg boom set in, and the state of inflation reached before its close can be better remembered by those who were resident here, than described now that it is past. There can be no doubt, but the city and surrounding country made during that year unprecedented progress of a lasting description, and the influx of actual settlers who had come to remain in the Northwest, and grow up with it, was immeasurably greater than that of any preceding year. The boom, therefore, although carried to the most crazy excess, was not a bubble without substance. The energetic manner which the new C.P.R. Syndicate commenced the work of railway extension, which up to that year had been carried on in a half-hearted and irresolute manner by the Dominion Government, gave an impetus to the boom, and in a few months inflation was at its height, and permeated every branch of business more or less. Prices of goods in mercantile lines were inflated as well as real estate, and money seemed to purchase very little of anything. Before the close of the year the city's population had reached nearly 20,000, some 5,000 of whom were floating idlers attracted by the speculative mania.

An index to the enormous increase in the general business of the city is to be found in the following statistics, which we take from a work published early in 1882, entitled "Winnipeg and her Industries."

Chartered bank branches in city, 9; Loan companies doing

business, 8 ; manufacturing concerns, 39 ; wholesale mercantile concerns, 50 ; retail, 170 ; miscellaneous trading, 104.

|                                                |             |
|------------------------------------------------|-------------|
| Volume of wholesale trade, 1881 .....          | \$6,236,000 |
| Volume of retail trade, 1881 .....             | 5,908,000   |
| Manufacturing, including tradesmen, 1881 ..... | 6,676,000   |
| Miscellaneous, 1881 .....                      | 1,300,000   |

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

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

in 1882 may be guessed at from the following statement of the year's business at the Winnipeg Custom's House.

## GOODS IMPORTED.

|                                |                |
|--------------------------------|----------------|
| Goods imported (dutiable)..... | \$6,402,158.00 |
| " " (free) .....               | 1,768,820.00   |
| Total imported.....            | \$8,170,978.00 |

## GOODS ENTERED FOR CONSUMPTION.

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

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

As was anticipated, the year 1883 was one of crash in Winnipeg and Manitoba generally. Inflated values had to give way to a more natural order of things, and in the transition many a man had to go to the wall. During the first quarter of the year there were forty-seven failures in the whole Northwest; during the second forty-five; during the third, eighty-seven, and during the fourth, fifty-three. The record of trade casualties for the year stood as follows: Failures in the Northwest, 232; aggregate liabilities, \$2,869,000. Failures in Winnipeg, 101; aggregate liabilities, \$1,750,000. During this year of crash, values were steadily making their way from inflation to a natural level, and by the close of the year they had arrived very close to the latter.

The year 1884 was entered upon in Winnipeg with trade affairs pretty well purged of speculation, and during the first half of it business was somewhat prostrated from the effects of the preceding year. Still the work of recovery was going on slowly and silently

and by midsummer a perfectly healthy though not very active state of trade had been reached, while towards the close of the year a feeling of returning confidence had become general. The year's business in the city can be summed up in brief in the following figures taken from the report presented to the Winnipeg Board of Trade at its annual meeting held on February 3rd, 1885:

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

BUSINESS DONE IN 1884.

|                                                                              |                 |
|------------------------------------------------------------------------------|-----------------|
| Wholesale mercantile.....                                                    | \$14,220,098.00 |
| Retail ".....                                                                | 5,809,600.00    |
| Manufacturing, contracting and building (not<br>included in mercantile)..... | 2,550,000.00    |
| Miscellaneous.....                                                           | 500,000.00      |
| Total.....                                                                   | \$23,079,698.00 |
| Value of imports.....                                                        | 2,239,611.00    |
| Customs duties collected.....                                                | 509,516.81      |

In 1885 business in Winnipeg made considerable progress, although the outbreak of rebellion away in the Northwest made a bad interruption, and just as the spring was about to open up, and the prospect looked brighter than it had done for four years, military preparations for crushing the rising occupied the attention more than business, and completely staggered many branches of trade. For weeks in March and April the sound of the bugle was more familiar than the clang of the hammer, and by the close of the latter month the city had sent to the front some two thousand men as soldiers, teamsters, transport men, and other branches of the service. Such an exodus had a very bad effect upon the retail trade of the city, there being so many less to supply with the necessities of life, not to mention the comforts and luxuries.

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

On the wholesale trade, after the first shock was over, the effect

was not so unfavorable, although the lines dependent upon building and contracting suffered very severely, as no building was undertaken until after midsummer, and heavy undertakings of every kind were postponed until after the return of the troops from the front.

The recovery in the city's trade after the close of the rebellion was very marked, but it was also rather misleading. In many lines of trade which had been staggered and partially dormant, the bulk of the business of the year was crowded into the last four months of it, and thus an abnormal activity was created. Under ordinary circumstances this would have introduced some recklessness, but after three years of depression, people in business were too cautious to allow themselves to be thus misled, and no evil results followed.

The year's business as summed up in the annual statistical report presented to the Board of Trade was as follows :

|                                 |              |
|---------------------------------|--------------|
| Wholesale mercantile .....      | \$13,848,075 |
| Retail mercantile .....         | 5,500,000    |
| Mixed mercantile .....          | 850,000      |
| Manufactures .....              | 2,200,000    |
| Building and contracting .....  | 325,000      |
| Unclassified institutions ..... | 600,000      |
| Total .....                     | \$23,333,075 |

The aggregate value of the exports of the year was \$2,180,820 and represented by flour, wheat, oats, barley, flax, linseed oil, oil cake, potatoes, eggs, butter, hides, furs, fresh fish, etc.

The business of 1886 will be found in detail in the following reports, presented to and adopted by the Board at the last Annual Meeting.

## The Annual Meeting.

The regular Annual Meeting of the Winnipeg Board of Trade was held on Tuesday, February 1st, 1887, in accordance with the by-laws, and was attended by the largest gathering of members ever seen at any meeting of the Board.

The business comprised the election of office-bearers for the ensuing year, the names of whom are given in the opening pages of this work, the reading and adoption of the report of the Council, the Treasurer's financial report, and the statistical report of the trade of Winnipeg in 1886, all of which are to be found in full in the following pages.

In accordance with a motion passed by the annual meeting, the appended annual reports of the Committee of Grain Examiners, and the Committee of Hide and Leather Examiners, which were presented to, and adopted by the Board at its half-yearly meeting on July 20th, 1886, are included in this work, and follow in detail.

## Report of the Council.

Your Council take pleasure in presenting this their eighth annual report.

Freed from the troubles and interruptions of the regular flow of business affairs, which the rebellion of 1885 brought during that year, your Council felt from their election in the opening of 1886, that they were entering upon a year in which the trade progress of the city of Winnipeg and the whole Northwest, could be materially aided by the efforts of those interested therein. They laid out for themselves and your Board a year of activity and persevering effort, and results have shown that their calculations were properly based.

Scarcely were the necessary changes in the by-laws of your Board made, which the altered circumstances of affairs dictated at the last annual meeting, when your Council were called upon to look after the Board's interests and the interests of the importers of the city, in connection with an investigation ordered by the Minister of Customs, in response to a report adopted at a previous meeting of the Board, and forwarded to said Minister, in which the removal of the Collector and Surveyor of Customs at this port was asked for.

Your Council undertook the duty of substantiating the Board's charges against these officials, by employing council and bringing forward witnesses, in support of every charge made.

The investigation—a lengthy one—was conducted by your Council in a spirit of fairness to all concerned, and only with a desire to get clear of the friction which existed between the importers and the heads of the Department here, and were careful to bring forward only witnesses of undoubted integrity.

As yet the Department of Customs has furnished your Board with no report upon the investigation, and given no intimation of any decision arrived at on the subject, although your Secretary has several times by letter asked for such a report.

It is satisfactory to note, however, that changes are about to

be made in the Winnipeg Customs House, which will, we hope, remove all cause for friction between the Board and that Department, and thus leave the Board, as its members desire it to be, working in harmony with every department of the Dominion Government.

Very early in the year your Board were brought face to face with the annoying question of discriminating freight rates against Winnipeg on the C.P.R. The Winnipeg City Council very considerably appointed a committee from their number to co-operate with the Council of the Board upon this question, and render any assistance within their power. The joint meetings of the two bodies resulted in the determination to send a deputation from both bodies to the C.P.R. authorities at Montreal, to press for a readjustment of freight rates, and to wait upon the Dominion Minister of Public Works, to press upon him the necessity for improvement of the Red River so as to give free navigation from Lake Winnipeg to the International Boundary Line.

In dealing with this question of discriminating rates on the C.P.R., your Council had to guard against what C.P.R. officials evidently wished to place upon the Winnipeg Board, namely, the odium of trying to secure better rates for this city at the expense of other cities and towns west of here. Every effort was therefore made against such a course being adopted, and a committee was appointed to draft a circular, explaining the position of the Board, a copy of which was mailed to every person or firm in trade west of this city.

The result of the Board's long-continued efforts in this direction was, that on June 1st the C.P.R. management conceded to this city and other leading points on their main line west of here, a reduction of fifteen per cent off freight rates to all points in the west. This concession, while falling considerably short of anything like what was due to the wholesale trade of this city, was at least an acknowledgement of the justice of the claims so persistently maintained by your Board.

Your Council kept steadily in view the necessity of securing some amendments to the dishonest and mischievous legislation in connection with the relationship of debtor and creditor passed during the 1885 session of the Local Legislature, and appointed an efficient

committee to wait upon the Local Government and press for such amendments. This committee, after using every endeavor in their power, secured only some empty promises from members of the Government, none of which were fulfilled, and it was made plain to all interested, that neither the Government nor the Legislature had any intention of removing any of the objectionable features of the laws complained of.

Another grievance which has been kept in agitation by your Board and Council, is the disallowance of Manitoba railway charters calculated to bring relief from the burden of railway monopoly under which the province suffers. During the year the Board have used every possible effort to get relief from this, and by resolution, appealed to the City Council of Winnipeg, asking that representative body to offer a liberal bonus to any company, independent of the C.P.R., which would furnish a line of railway connecting the city with other routes to eastern markets.

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 adhere to the theory that transportation between the Northwest and the east, facilitated and cheapened, must necessarily increase the trade intercourse between the two.

Another point on which the position of your Board is too frequently misrepresented on this question, is that it is accused of demanding from the Dominion a concession, which would entail repudiation of a fair agreement between Canada and the C.P.R. Company, whereas the Board has at no time demanded anything beyond the right of Manitoba to charter railways to the southern boundary of the original province, a limit which is included in no agreement between the Dominion and the C.P.R. Company, but which is kept closed against railway construction by a Government Policy which has a crushing effect upon the Northwest, is detrimental to the trade interests of the Dominion, and instead of being a guard to, is in reality a drag upon the prosperity of the C.P.R. Company.

Another important matter, which early in the year received attention from your Board, was the question of the drainage and colonization of the vacant lands around the city. Your Board, by resolution, expressed its decided opinion as to the duty of the Local Government, to undertake this work of drainage and colonization, and appointed a committee to wait upon the Provincial Premier and his colleagues to press the matter upon their notice—a work said committee attempted, but without success. In fact, your Council cannot but state their opinion, that their appeals during the past two years to the Local Government and the now defunct Legislature, have met with no favorable response and even scant courtesy. It is to be hoped, however, that with two members of the Board holding seats in the newly-elected house, our future claims will receive more consideration.

Later in the year, your Board made another effort in the direction of colonization, and appointed a committee to collect facts about the vacant lands around the city, and in other ways see what steps could be taken to accomplish such a work. This committee has been at work upon this difficult and intricate undertaking, and although they are not yet in a position to present a full report upon the subject, they have gathered sufficient information to satisfy themselves and your Council, that a colonization movement having the support of those concerned, and backed by the proper legislative powers, cannot but be successful, and accomplish a great work for the city of Winnipeg and the whole province.

This committee have received offers of nearly one million acres of vacant lands within twenty-five miles of Winnipeg, which the owners are prepared to sell. In a few instances of land-owners living away out of the country, and unacquainted with the great changes in values, which have taken place since the "boom" of 1881, prices far too high are asked, while in the bulk of the offers the figures quoted are moderate. Those with inflated ideas are, with very few exceptions, owners of small patches, so that taking them into a calculation of the average price of land within twenty-five miles around the city, they do not materially raise the figure reached. A calculation of the average price, including such offers, would place it in the neighborhood of six and a half dollars an acre. But the committee felt warranted in reporting to your Council, that farms

for thousands of settlers can be obtained within the limit stated, at from two to five dollars an acre, thus completely refuting the untruthful statement circulated by enemies of this country, about the fabulous prices lands are held at around this city, and establishing the fact that close to Winnipeg, the central market of the Northwest, farms for settlers can be had at lower figures than are asked by colonization and other corporations for much inferior lands in new, sparsely-settled and far-distant portions of the Northwest.

Your Board have watched with interest the efforts being made for the construction of a railway to the Hudson's Bay, and are pleased to note that a commencement has been made with that great work. In the early part of the past year, with a view of stifling false rumors of the Board's indifference as to the work, a resolution was passed at a general meeting and forwarded to the President of the company then in England, which clearly expressed the fullest faith in the undertaking, and a desire that further Government aid should be extended thereto.

Your Board and Council have watched with interest the working of a system of grain inspection at this city, and the results of the past year have gone to prove, that it has been of incalculable value to both producers of and dealers in grain in this province. The protection of the grain interests has entailed considerable labor on the part of the officers of the Board and particularly on the Committee of Grain Examiners. In July last that Committee presented an elaborate and valuable report on the grain inspection and movement during the year ending 30th June, 1886, which report the Board unanimously adopted, and it is now included among others of its records.

Your Committee of Grain Examiners also selected and sent three of their number to represent Manitoba, in the work of selecting grain standards, to govern the inspection of the present year. These three representatives had pleasure in reporting on their return from the meeting of different Board representatives, held in September last, at Toronto, for the purpose stated, that the interests of the Northwest received every consideration from eastern representatives, and the opinions of our Manitoba delegates were taken as a guide in connection with the selecting of Northwestern standards.

In July last your Committee of Hide and Leather Examiners

also presented a full report of the working of inspection in that department, and a report from the Inspector for the closing half of 1886, will now be laid before you for your approval.

In connection with both grain and hide inspection the smoothness which has characterized their working during the past year has been phenomenal. In hide inspection there has not yet been a single case of appeal from the decision of the Inspector, while of the thousands of certificates issued by the Grain Inspector and his deputy, only three have been called in question, since the establishment of inspection here, and in no case have your Committee of Grain Examiners sustained an appeal against the Inspector's certificate.

The question of extensive stock yards for Winnipeg is one which for the first time received the consideration of your Board during the past year. Your Board appointed a deputation, who waited upon Messrs. Van Horne and Olds of the C.P.R., and received assurances that, to any person or company, making an effort in this direction, the company would grant the right of unloading, culling, and re-shipment of cattle on their way to the east, at a merely nominal charge above through rates, thus allowing similar advantages to those given to millers, of grinding grain in transit. Mr. Van Horne assured the deputation, however, that the railway company would not let the management of such yards pass out of their own hands. Your Board have therefore brought this question to a clear understanding, as to how Winnipeg stands as to facilities for locating stock yards.

Your Council found it necessary during last fall, to inquire into the unsatisfactory mail service then in existence in Southern Manitoba, where mails were still forwarded by stage instead of rail. The Council memorialized the Postmaster-General upon this grievance, and received prompt attention to their request, and a speedy removal of the grievance complained of.

Recently your Council have had their attention directed to the extraordinary and unnecessary risks run by wholesale merchants, in crediting retail dealers throughout the country, who were inadequately insured against fire, or not insured at all. The necessity for procuring some regular system of information, by which amount of insurance carried by country merchants could be ascertained was

keenly felt, and your Council asked the co-operation of the Winnipeg Board of Fire Underwriters, which was cheerfully accorded, and arrangements are now being made, by which the desired information can be secured.

Through a communication from the Saint Paul Chamber of Commerce upon the subject, your Board have recently been asked for an expression of opinion upon the desirability of reciprocity with the United States. Your Council, while agreeing that the Board should express its opinion upon this subject, have deemed it unwise to bring the matter up for discussion in the Board during the present state of political excitement preceding the Dominion Elections.

There have been numerous other matters, which have engaged the attention of your Board and Council, and among the number that of securing permanent offices for the Board. Through application to the City Council, the Council have secured the present quarters, so that for the first time the Board meets in rooms which are exclusively its own.

While the year has been one of activity and perseverance on the part of your Board, it has also been one of progress, prosperity and reward. The report of the Treasurer for the year will show that financially the Board never was in a better position. The roll of membership has been steadily lengthening out, and now carries one hundred and forty-eight (148) with their fees paid up to date; while the proposed changes in the Winnipeg Custom House, the concession of reduced freight rates on the C.P.R. to all points west, and the fact that in the present political contest, no candidate for parliamentary honors in this province dares to differ from the views of the Board on the question of railway disallowance, all combine to show, that the labors of your Board during the past few years are now beginning to bear fruit. The statistical report of the city's trade which the Secretary has prepared goes to show that there has been no small degree of prosperity in trade circles of the city, so that altogether the Board has good reason for congratulation, while it has during the year received much encouragement to persevere in its good work. In closing, your Council find special cause for congratulation in the fact that the Board's record for the year furnishes no death roll of members. All of which is respectfully submitted for your approval.

KENNETH MACKENZIE,  
*President.*

JAMES E. STEEN,  
*Secretary.*

## Treasurer's Report.

### RECEIPTS.

|                                                                                   |            |
|-----------------------------------------------------------------------------------|------------|
| By cash on hand .....                                                             | \$ 67.77   |
| " subscriptions from 147 members.....                                             | 1,695.00   |
| " cash from Toronto Board of Trade, for collecting<br>grain standard samples..... | 115.80     |
| " interest on bank account.....                                                   | 5.40       |
|                                                                                   | <hr/>      |
|                                                                                   | \$1,883.97 |

### DISBURSEMENTS.

|                                                        |            |
|--------------------------------------------------------|------------|
| To advertising meetings .....                          | \$ 55.50   |
| " Secretary's salary .....                             | 500.00     |
| " Custom House investigation .....                     | 215.00     |
| " Commercial printing account .....                    | 173.25     |
| " postage, telegrams, etc .....                        | 77.45      |
| " expenses of delegate to Ottawa .....                 | 158.25     |
| " R. D. Richardson, printing charter and by-laws ..... | 35.50      |
| " expenses of collecting grain samples .....           | 126.84     |
| " James Campbell, services re land circular .....      | 25.00      |
| " rent.....                                            | 75.00      |
|                                                        | <hr/>      |
|                                                        | \$1,440.79 |
| To balance on hand .....                               | 443.18     |
|                                                        | <hr/>      |
|                                                        | \$1,883.97 |

F. W. STOBART,

*Treasurer.*

## Statistics of Winnipeg's Trade.

In once more presenting a statistical report of the trade affairs of Winnipeg for the past year, it is well at the outset to state that the same must necessarily be incomplete and wanting in many valuable details. Knowing this, the aim this year in the work of collection and compilation has been first to reach as near as possible to the volume of business and value of exports during the past year, and in the second place to draw inferences therefrom as to where our trade affairs can be stimulated and assisted.

This, year, like previous ones, the work of collecting and compiling facts and figures brings to the surface new or unnoticed features, and makes plain symptoms which are a fairly accurate guide to the state of our commercial affairs generally. These symptoms and features are referred to in detail later on in this report, but it is well to state at the outset that with scarcely an exception they point in a favorable direction.

The year 1886 has been one of moderate prosperity and steady improvement in our trade affairs, but it has not been sufficiently so to allow of any jubilant feeling, or to wipe away the lingering impression, that our commercial system is still under some pressure.

The year closed with about the same number of trading institutions in the city, with which it opened. There have been quite a number of small concerns, which have disappeared, only to be succeeded by other similar institutions, while one prominent mechanical and two important mercantile concerns have retired from the field. One or two mercantile concerns of some consequence have sprung up, while at least two have glided from a purely retail into a partial jobbing business, so that altogether on the surface of trade affairs scarcely any change since a year ago is apparent.

The year 1886 closed with some eighty-eight mercantile houses in the city doing more or less of a wholesale business, and this number is divided as follows: In grain, grain products and milling,

ten ; in groceries and provisions, fourteen ; in dry goods and clothing, eight ; in lumber and lumber manufactures, including furniture, twelve ; in farm machinery and implements, including carriages, nine ; in hardware, metals, stoves and such goods, ten ; in boots and shoes, harness and leather goods, four ; and miscellaneous, two.

In 1886 as in 1885 the grain and milling business takes the lead in aggregate turn over for the year, the figures for the past year being \$3,812,319.

Second in importance comes the fourteen houses in groceries and provisions, with an aggregate business for the year of \$3,559,507.

From this there is a very heavy drop to dry goods and clothing, the third on the list, which furnishes an aggregate business of \$1,668,290.

Lumber stands fourth on the list, with an aggregate of \$1,432,000, while close behind it comes hardware and metals with a total of \$1,396,180.

Farm machinery and carriages has a total of \$1,265,660 ; boots and shoes, harness and leather goods, \$521,000 ; and the twenty-one miscellaneous houses, which embrace paints, oils and colors, crockery, stationery, drugs and chemicals and several other minor branches, show an aggregate of \$2,003,400, making a grand total of wholesale business done in the city during the year, of \$15,659,356, or an increase of \$1,811,281 on the figures of 1885.

The gratifying increase is made up as follows : In grain and milling, \$293,967 ; in groceries and provisions, \$161,661 ; in dry goods and clothing, \$63,840 ; in timber, lumber manufactures and furniture, \$175,000 ; in farm machinery, carriages and other vehicles, \$201,233 ; in hardware, metals, stoves and such like, \$170,000 ; in boots and shoes, harness and leather goods, \$5,000 ; and in the miscellaneous branches above mentioned, \$740,000.

The increase in the value of grain and mill products, although not as large as might be looked for, is after all quite encouraging, when we consider that during the entire year there had been a depressed state of markets, the average price of wheat and flour having been lower than during any former year since regular markets were established in the western portion of this continent. Had prices been anywhere near to those of 1882 or even 1883, the aggregate value of business done in this branch of trade would have ranged from four and a half millions to five millions of dollars.

The increase in the quantity of flour which has been sold here is mainly due to the increase of the quantity sent in by millers west of here, and proves that the city is fast becoming a central market for those in smaller places in and beyond the province. With the growth of the milling industry throughout the Northwest, this will doubtless keep increasing, and soon it may become an absolute necessity for this Board to look to the organization and maintenance of an exchange for the handling of grain, meat and mill products.

The increase in the aggregate sales of dry goods has been reached, despite the fact that one leading house retired from the field early in the year.

There is nothing remarkable about the other increased aggregates until we reach that under the heading of miscellaneous. To farm machinery there is added this year carriages and such vehicles, which make up one-third at least of the increase over 1885, while the fact that building operations in the city increased from \$184,000 in 1885 to \$462,500 in 1886, will account for the improved aggregate in lumber and hardware.

Under the head of miscellaneous\* the increase of \$740,000, or about 45 per cent on the figures of 1885, is the most remarkable circumstance connected with the wholesale trade. A closer inquiry shows that the bulk of this increase has been included in lines which are included in the category of luxuries, which would clearly indicate that among the masses of the people money has been much more plentiful than in 1885.

Each year investigations show new articles of export, while the volume of former ones keep swelling. Three years ago our exports included very little outside of wheat, flour and furs, and the aggregate value of all did not exceed \$1,500,000.

During the past year the value of hides, wool, furs, tallow and such goods, (outside of the Hudson's Bay Company's exports) which went out of the city exceeded \$296,000. Butter, cheese, meats, oil cake, linseed oil and fish, reached the neighborhood of \$327,000. Some 5,000 live hogs at a value of over \$37,000 was the first year's export of live stock, while numerous other minor articles added some \$25,000 more to our export business, which, exclusive of grain and breadstuffs, thus aggregate some \$485,000.

The exports of grain, flour and other breadstuffs show a marked

increase in quantity compared with those of 1885, which is mainly due to the fact before stated, of the city becoming rapidly the centre from which outside men send their mill and other products, sometimes to the glutting of our local market. During the year there were exported by houses here, 2,954,210 bushels of wheat, at a value of \$1,631,560; 104,000 bushels of oats, at a value of \$34,200; 131,664 bushels of barley, at a value of \$46,170; 383,600 sacks of flour, at a value of \$707,300, and oatmeal and other produce, not included in any of the foregoing statements, to the value of \$61,560, thus giving a total value of exports for the year of \$2,965,790, or an increase over the figures of 1885 of \$795,780. The increase of 173,000 bags of flour is one item which will account for a very large proportion of this general increase, and quite a large share of this flour was the product of country mills, exported by parties resident in Winnipeg.

In summing up the retail-mercantile business of the city, the only method that can be followed is to make a careful approximation, which is, however, a much easier one than it was in former years, owing to the increased information at command. A circular, with a blank attached, asking for information necessary, was mailed to every retail concern in the city, and the result was clear and lucid returns from over one hundred and sixty, while quite a number of others furnished incomplete information. A personal inquiry from forty-two houses in different branches of trade brought out that eight of the number reported an increase of business over 1885 of twenty-five per cent. or over; twelve reported an increase of ten per cent. or over; sixteen reported matters much the same as the previous year, and only six reported a decreased volume, two of which were quite heavy. Taking all the information at hand into consideration, the retail trade of the city should show an increase of at least half a million dollars on that of 1885, or to make an aggregate of fully \$6,000,000. This moderate increase is by no means an index to the improved state of retail business throughout the city, the feeling generally being one of confidence and security all round, while the number of shaky concerns is now reduced to a healthy minimum.

Another class of institutions which it is difficult to classify have shown considerable signs of prosperity. When, for instance, six

hotels in the city can be found whose aggregate business foots up to over \$250,000, some estimate can be formed of the generally safe and fairly prosperous condition of business generally. Of these miscellaneous institutions there are over one hundred in the city, and their aggregate business for the year exceeds one million dollars.

In manufactures the city does not make a very favorable showing in proportion to its population and other interests. The invariable conclusion of distant capitalists, who have visited this country on the lookout for locations for extensive industrial investment, is that it would be unsafe to risk their funds in a country which is at the mercy of one railway corporation. Whatever truth or nonsense there may be in this fact so stated, it is beyond contradiction, that railway monopoly is an effectual barrier to foreign industrial investments in this province. While this fact does not justify the industrial tardiness of people in this city, it at least takes away a great incentive to enterprise in that respect. It is not to be wondered at, therefore, that we have made but little progress in manufactures during 1886.

The lumber industry has shown a better tendency during the year, and now, that all the old stock, which for three years lay like a load on our market, has been absorbed, we may look for rapid improvement and increase in the year's cut for 1887. The figures of this branch are included in those of the wholesale mercantile.

Our milling industries, with the exception of oil milling, have held up well during the year, while flour milling has shown an increase. The figures of these are also included in the mercantile statement.

In iron and metallic manufactures generally, the business of the year has been satisfactory, although one of our large concerns has pulled stakes and left. More hands were employed in these lines throughout the city than during any year since 1882, and the average increase in business reported brings the figures of the year's aggregate up to fully \$750,000.

The manufacture of beer, ales, aerated waters and such beverages employed during the year 120 hands, and shows an aggregate business of \$202,000.

The printing press, with the bookbinding and its other associates, shows a very decided improvement in every respect upon 1885,

the aggregate turn over of business being close upon \$310,000, while the hands employed reached 125. It would be impossible to get at the exact figures connected with the dozens of small institutions which employ mechanical labor; but an approximation of these, added to the business of about a dozen institutions of some consequence in different branches, would furnish an aggregate of close upon one million dollars.

The pork and other meat-packing industries included in this general aggregate would furnish a total business of over \$110,000. Thus the manufactures of the city during 1885, exclusive of those included in the foregoing mercantile statements, would show an aggregate business of about \$2,262,000.

To these items it will be necessary to allow a business of at least \$750,000 for the Hudson's Bay Company, from which no figures were obtained, which might be added to the unclassified business. We can thus, by a short table, reach the total business of the city as follows :

|                                                               |                    |
|---------------------------------------------------------------|--------------------|
| Wholesale mercantile.....                                     | \$15,695,356       |
| Retail mercantile.....                                        | 6,000,000          |
| Unclassified .....                                            | 1,750,000          |
| Building, etc.....                                            | 462,000            |
| Manufactures not included in mercantile state-<br>ments ..... | 1,262,000          |
|                                                               | <hr/> \$26,133,856 |

This grand total shows an increase on the figures of 1885 of \$2,800,781, and on the figures of 1884 of \$3,054,158.

These figures require no lengthy appendix. They have their bright side and they have their dark one, and they are made brighter by the fact that sales in almost every line of business have been made at moderate profits during 1886, and the long, continued contraction of mercantile values has come to an end, and values are on the upward turn, thus ushering in a state of mercantile prosperity the merchants of this city know how to appreciate.

It is unfortunate that one exception to this rule is the grain and milling interests, the principal item of our merchandise and export. Prices still hold to the bed rock level in this branch, and the fact casts a darkening shade over every other branch of trade.

We can, however, vary the abuse to which the miller and grain man is so frequently subjected, by complimenting our Manitoba millers upon having in one short year driven United States mill products out of the British Columbia markets, where before they held undisputed command. This confirms the belief that once better prices for our products come, our millers will see that we share in all the advantages of the long-wished-for advances.

In closing this report we must express regret at the want of progress in manufactures this city displays. It must be acknowledged that great difficulties have to be contended with in this respect, but after all is considered, the opinion is sustained that we have not made the progress within our reach, and this Board should, now that it is in a position to give better attention than ever before to industrial progress, make the work one of its greatest aims.

JAMES E. STEEN,

*Secretary.*

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REPORT  
OF THE  
**Hide and Leather Examiners.**

*To the President and Members of the Winnipeg Board of Trade.*

Your committee of hide and leather examiners beg leave to submit this their first annual report :

When appointed a year ago, the first duty of your committee was to examine candidates for the office of hide and leather inspector at this city, which was done, and Mr. W. J. Bird selected as the most suitable for the position, which selection your board afterwards ratified.

Although no delay took place in recommending Mr. Bird to the Department of Inland Revenue for inspector here, it was not until the beginning of April last that that gentleman received his appointment, since which time he has maintained a regular system of inspection.

Between the 8th of April, 1886, the date when Mr. Bird commenced operations, and the 10 day of the present month, that gentleman has inspected 3,169 hides and calf skins, the grading of which were as follows : 1,627 of No. 1, 1,231 of No. 2, 253 of No. 3, and 58 damaged. The fees received by him during this period were \$158.45.

The above figures refer only to hides and calf skins, no sheep pelts having been inspected. Neither have the trade demands of the city or province caused as yet any necessity for leather inspection.

Your committee are aware that, as yet, hide inspection is somewhat of an experiment in this Province, its existence being too short to allow of any definite conclusions being arrived at as to its value to the country. Still they are satisfied that it has already developed satisfactory symptoms, indicating that in time it will prove a great benefit to the hide trade, and the inspector and men and firms connected therewith intimate, that already they can see an improvement in the condition of hides coming to market, which is much more marked in connection with the hides furnished by the city dealers than in those coming from the country.

Your committee desire to state that since his appointment, there have been no appeals from the inspection of Mr. Bird, and no complaints of any kind brought before their notice.

Your committee would much rather that this report had been more elaborate and exhaustive, but the time from which conclusions can be drawn being so limited, they must content themselves with this meagre one, and leave to their successors the work of enlargement, which a more extended experience will enable them to carry out.

All of which is respectfully submitted.

F. OSENBRUGGE,  
*Chairman.*

## Report of the Grain Committee.

*To the President and Members of the Winnipeg Board of Trade.*

In submitting this their first annual report, your committee of grain examiners wish to state, that their labors since their appointment have been confined almost exclusively to the work of organization, which has progressed well during the past twelve months.

The first work in which your committee engaged was the collection of samples of grain from which to select the standards for grading during the year. This they attended to, and in compliance with the provisions of the inspection laws, they sent two of their number to Toronto in September last who assisted, with delegates from other boards, in selecting the standards to regulate the inspection of the year.

The unfortunate frosts of August last, which caused considerable damage to grain crops, made this work of selecting standards a difficult one owing to the fact that the inspection laws made no provision for the grading of frosted or otherwise damaged grain, beyond rating all as no grade, and adding the inspector's notes regarding its defects. The deputation to Toronto in conformity with the instructions of your committee, and with the concurrence of delegates from other boards made arrangements for the recognition during the year for three qualities of frosted wheat, namely, number one, two and three, and this arrangement has been found of great value to grain dealers and raisers of this province, while it furnished a basis upon which the management of the Canadian Pacific Railway made rebates in freight on damaged grain, which undoubtedly were a great help to the farmers of this country, and were so arranged as to cause no inconvenience or financial delay to parties exporting grain.

Your committee felt relieved when the long delayed appointment of Captain Clark as grain inspector for Manitoba was made in time for the opening of the grain season of 1885, and they are satisfied that a system of inspection in this Province has already

done much towards the organization of the grain trade, and has been much appreciated by all connected therewith.

Following up the appointment of an inspector, an application was made for the appointment of a deputy inspector at Portage la Prairie, and an applicant was examined but found deficient in the qualifications necessary for the incumbent of such a position.

The selection of a deputy inspector for this city was also undertaken, and after passing a very high examination Mr. David Horne was recommended, which recommendation your Board ratified, and the Department of Inland Revenue, with commendable promptitude, has since confirmed the selection and made the appointment.

The result of the season's inspection up to the tenth of the current month, according to a report taken from the books of the inspector and his deputy, are as follows :

Grain of all kinds inspected here, 3,668 cars, containing 2,409,200 bushels. Of this 3,536 cars containing 2,298,400 were wheat, 106 cars containing 84,800 bushels were barley, and 26 cars containing 26,000 bushels were oats.

Up to the close of April last the movement eastward on the C.P.R. of wheat was 2,933,744 bushels. From that date to the present month exact figures as to the movement cannot as yet be had, but a fair approximation would raise the aggregate about three and a quarter millions of bushels.

These figures do not include wheat exported in a manufactured state, nor uninspected wheat used by the mills in the city of Winnipeg and other portions of the Province. Nor do they include wheat now in storage at points west and in this city, so that they furnish no direct key to the surplus of wheat from the crop of 1885. The figures on flour exports are not within the scope of your committee's duties, but enquiries made at exporters place them for the season up to the 10th of this month as somewhat over 400,000 bags, which would represent over one million bushels of wheat. The exports of wheat from the crop of 1885 up to the date mentioned, manufactured and unmanufactured, may safely be placed at about four and a quarter millions of bushels, and inquiry shows that there is still about half a million bushels in store in the Province, besides what is still held by farmers.

Your committee take pleasure in stating that although the year

was a very trying one on inspection, and especially a newly established system of inspection, results have been of the most satisfactory character, and not a single dispute regarding the grading of sound grain has occurred, while those regarding damaged grain number only five, and were without exception instances in which damaged grain had been kept a long time in transit, one case being a car of No. 2 frosted, which was five and a half months in transit in a box car. Your committee therefore desire to express their complete satisfaction with the working of inspection in this Province, and their opinion, that all seeming friction will disappear with time and experience.

There are some points, which your committee wish to impress upon this Board, so that their successors may be in a position to profit by their experience of the past year. One is the necessity for this Board sending every year as large a delegation as possible to the annual meeting at Toronto for the selection of grain standards. Another is the necessity for procuring as large an array as possible for samples from which to select these for Northwestern standards, and of securing a good supply of the latter once they are fixed and selected. To insure the smooth working of the present inspection law, these points are very necessary, and if properly attended to, will enable Manitoba to work thoroughly in harmony with eastern inspection districts.

All of which is respectfully submitted.

GEORGE J. MAULSON,

*Chairman.*