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WINNIPEG, FEBRUARY 20, 1893.

United States Quarantine.

Something has at last been done in the direction of quarantine legislation. The Senate early in the week substituted the bill passed by it some time ago for the House bill, and the bill as passed by the Senate was two days later passed by the House, and will doubtless be signed by the President. As already explained in these columns, this measure makes it unlawful for any merchant ship or other vessel from any foreign port or place to enter any port of the United States except in accordance with its provisions, and with such rules and regulations of state and municipal health authorities as may be made in pursuance of or consistent with it, under a penalty not exceeding \$5,000, and provides that every vessel at any foreign port clearing for any port or place in the United States shall be required to obtain from the United States consular officer of the port of departure, or from the municipal officer where such officer has been detailed by the President for that purpose, a bill of health, in detail, in the form prescribed by the Secretary of the Treasury, setting forth the sanitary history and condition of the vessel, and that it has in all respects complied with the rules prescribed for securing the best sanitary condition of the vessel. It further gives the Secretary power to remain infected vessels arriving at any port not provided with proper facilities for treatment to the nearest national or other quarantine station, and to direct vessels to undergo quarantine at state or local stations where sufficient quarantine provision has been made, gives the President power to suspend immigration in certain cases, and directs the Marine Hospital Service to co-operate with and aid state and municipal boards of health in the execution and enforcement of the rules and regulations made by the Secretary of the Treasury.—Bradstreet's.

Canal Tolls for 1893.

An extra of the Canada Gazette issued to-day gives the tariff of canal tolls for the coming season as follows: For the season of 1893 the canal tolls for passage of the following food products, wheat, Indian corn, peas, barley, rye, oats, flax seed and buckwheat, for passage eastward through the Welland canal, shall be ten cents per ton, and for passage eastward through the St. Lawrence canal only ten cents per ton; the payment of said tolls of ten cents per ton for passage through the Welland canal to entitle these products to free passage through the St. Lawrence canal. This removes all discrimination against the United States. Last year all grain transhipped at Ogdensburg, N. Y., paid 20c per ton, and in regard to shipments to Montreal the Government made a rebate of 18c per ton. Now grain will be transhipped at Ogdensburg, the toll only being ten cents, the same rate without any rebate being levied on all shipments to Montreal. This arrangement means that Canadians this year pay ten cents per ton instead of two cents as last year. The discriminating toll imposed upon Canadian shipping at the Sault Canal, by the United States, will, it is understood, now be removed.

Montreal Board of Trade.

At the recent annual meeting of the Montreal board of trade, President E. B. Green-shields made a very lengthy and interesting address. Being the 50th anniversary of the formation of the board, he said that the council had thought it a proper time to give a history of the board, and this would be found in the annual report for 1892.

Referring to the trade of the city, he said: "Taking a brief glance at the trade returns of Montreal, we find that the exports in 1892 were \$45,600,000.00, six millions more than in 1891, and in that year they were seven millions more than in 1890. The imports were a little less in 1892 than in 1891. The ocean tonnage in 1892 was 1,036,000 and number of vessels 735, against 938,657 tons and 725 vessels in 1891. The year 1892 is the first in the history of the port when the tonnage exceeded 1,000,000 and the exports were over \$45,000,000. I may also mention that in 1891 the value of manufactured goods was \$72,000,000. Thirty years ago it was \$5,000,000. The revenue of the city in 1891 was \$2,440,000. In 1844, two years after the Board of Trade was incorporated, it was \$98,360. The figures show the rapid growth of the city of Montreal and of its trade."

The Patronizing Merchant

There is nothing so ridiculous and so easily discernable in a merchant as an air of patronage towards customers. It is a species of vanity which is as ludicrous as it is disagreeable. This weakness is called bumptiousness, and is repelling to the general run of customers, who are quick to distinguish it from a pleasant presence. A pleasant presence in the store is one of the essentials towards the success of a merchant. This essential of a pleasant presence is made up of simplicity. Just that and nothing else. Simplicity is the most charming of all qualities and is and always has been possessed by the men and women that the world deems great. The simple man is natural and is possessed of a suavity which is real. Assumed suavity is generally made up of bumptiousness and is as different from the inherent quality as the sweet violet is different from the violet of the millinery counter.

The bumptious merchant in his vanity reckons himself somewhat of a philanthropist. His behavior towards his customers is offensive to those amongst them who are of a keen or sensitive nature. In his overweening vanity he reckons himself the patron and the customer

the beneficiary. Every action of his conveys that expression. When he is sympathetic he is condescendingly so; heartiness is luring and often vulgar; his insincerity is apparent, for humanity is a distinctive judge of disposition and character. The patronizing merchant is a humbug.—Exchange.

Aluminum.

The advance in the number and variety of uses to which aluminum is being turned day after day is extraordinary. The metal was practically not known until the present century was six or seven years old; and aluminum works were not started until 1859, when an humble plant was erected in England for the manufacture of the metal. It had a struggle for existence until 1885, when it collapsed.

That same year, however, aluminum manufacture was commenced both in Germany and in the United States, and in both countries it has flourished greatly. It is what is known as the "Cowles patent" process that was started originally here, the process being a reduction of the metal from alumina under the intense heat of electric currents. For the last four or five years, a second company known as the Pittsburg Reduction Company, has been in operation in the same manufacture. Both of these companies, we understand, are going to make exhibits at the Chicago Exposition; and the aluminum display will probably yield in interest to nothing shown at the Fair.

Large quantities of the metal are used for soldiers' accoutrements, both infantry and cavalry, in Germany, as the accoutrements made of it greatly relieve both man and horse of the load they have to carry. A yacht and a racing shell are both being constructed of aluminum under the auspices of a Philadelphia boat-builder, the completion of the shell in particular being watched by oarsmen all over the country with intense eagerness.

The grill-work around the elevator shafts and along the hallways of the new Venetian and Monadnock buildings in Chicago are of aluminum. It saves polishing and washing, and only an occasional dusting is required to keep it clean and bright. A Chicago dealer has given an order for the manufacture of 20,000 kodak cameras of the new metal, which will be lighter and stronger than those ordinarily made. Bicycle wheels have been made of it; but they are not strong enough when constructed of unalloyed metal, and the alloy of another metal adds weight.

A company has been formed in East St. Louis for the manufacture of aluminum table ware, and they expect that their venture will be an immense success.—Price Current.

Pork Packing and Provisions.

The marketing of hogs the past week has been very light, indicating a total of but 190,000 handled by Western packers, which compares with 270,000 the preceding week, and 315,000 last year—making a total of 4,140,000 since November 1, against 6,985,000 a year ago—a decrease of 125,000 for the week, and 2,845,000 for the season, compared with last year. The quality of hogs is unusually variable, with a large proportion of light weight and young stock. Prices are further advanced, reaching as high as \$8.65 at Chicago, where there is a premium being paid over other markets, to secure supplies from the small offerings now available. While the receipts at Chicago continue small the shipments from that point have been well maintained, leaving a limited number for local killing.—Cincinnati Price Current.

At the January fur sales of the Hudson's Bay Company in London the skins offered realized £91,700. At last year's prices the result would have fallen £84,700. This shows a gain of £7,000, owing to the advance in prices.

SPRING TRADE, 1893. HEADQUARTERS FOR

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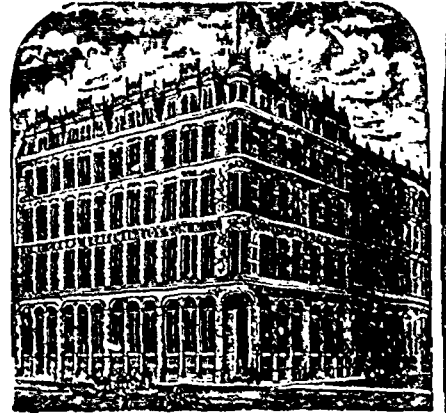
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WINNIPEG, FEBRUARY 20, 1903.

REDUCING THE TARIFF TAX.

Finance Minister Porter's budget speech delivered at Ottawa on Tuesday last, will be somewhat disappointing to those who expected a number of reductions in the tariff this session. The important changes in the tariff number only two. The first item dealt with is that of coal oil, the duty upon which amounted to 7 1/50 per gallon, besides which there was a duty upon the barrels and an inspection fee, amounting in all to equal to a tax of about 9 cents per gallon. The inspection fees and barrel tax will now be removed, leaving only the straight duty of 7 1/50 cents per gallon. This should be ample protection to Canadian producers, and if it is not their industry is not worth protecting. If the home industry cannot stand with a tax of 7 1/50 cents in its favor, the entire duty had better be removed and allow the industry to collapse; 7 1/50 cents per gallon is quite enough for the Canadian consumer to pay to protect this industry. The reduction in the tax upon oil, however, is really greater than is apparent. Under the present regulations the importation of oil in tanks is prohibited, and it is only admitted in barrels. The removal of the prohibition against oil in tanks, will effect a saving in freight and other expenses, which should still further cheapen the price of imported oil.

Binder twine was next dealt with, and the minister announced that the duty of 25 per cent upon the article would be cut in two, leaving the duty at 12 1/2 per cent. This concluded the list of proposed changes in the tariff this session. The government intend evidently that the consumer shall feel thankful for small favors, for the present at least. The three years exemption from duty on mining machinery not manufactured in Canada, when imported from the United States, expires next month. It is also proposed to ask parliament to extend this exemption for three years longer.

The immediate changes in the duty will, we have said, be disappointing to many. Quite a feeling has been created of late that the present session of parliament would be marked by a considerable measure of tariff reduction. The hope, however, is held out that this is to come soon. The minister explained that a thorough revision of the tariff would be made next session, and in the meantime an enquiry is to be made into the entire subject, so says the finance minister. This is evidence that the government is alive to the growing feeling in favor of tariff reform, and we will probably have a royal commission appointed to do the country, under the alleged reason of enquiring into the working of the tariff. One reason for staving the matter off, is no doubt to await the result of the advent to power of the Cleveland administration in the United States. The government will then have an opportunity of patterning after the tariff legislation over the way. At the same time, we do not see that it is necessary to wait a year to enquire, before making desirable changes in the tariff. The

government have had the past year to enquire into tariff matters, and they should be prepared to submit at once, such reductions as the present situation demands. An unjust tax should not be paid a moment longer than it can be got rid of.

THE CATTLE QUARANTINE.

The announcement which came from Washington a short time ago, that Canadian cattle destined for the United States would be subject to a quarantine of ninety days, came as a genuine surprise. The reason given for the declaration of this quarantine is the alleged existence of pleuro-pneumonia in Canada. This is an outcome of the scheduling of Canadian cattle in British markets. Last fall, it will be remembered, great excitement among cattle shippers was caused by the announcement that the British authorities had discovered cases of pleuro-pneumonia among some Canadian cattle imported into England. This led to the immediate application of restrictive measures imposed upon Canadian cattle in British ports. There was considerable controversy over the matter at the time, expert authorities having differed as to the diagnosis of the disease. The best of the evidence submitted in the case was decidedly in favor of the Canadian contention that the disease discovered was not pleuro-pneumonia at all, but a comparatively harmless disease of another type. However, the embargo upon Canadian cattle in British ports still remains, notwithstanding the declaration that the dreaded disease does not exist in any part of Canada. The British authorities remain firm, though it is hoped that the restrictions will be removed by the opening of the next export season for Canadian cattle. The restrictions, if continued, will shut off the export of stockers, as Canadian cattle will have to be slaughtered on arrival in British ports. Under such conditions it will be impossible to ship stockers or lean cattle for feeding in Great Britain, which has been a considerable feature of our export trade in the past. THE COMMERCIAL believes, however, that it would be more profitable to Canadian farmers to finish their cattle for the market before selling, and therefore we do not regard the killing of the stocker trade with complete disfavor.

Now comes the quarantine of Canadian cattle shipped to the United States, on the assumption that pleuro-pneumonia exists in Canada, on account of the declaration of the British authorities that the disease had been discovered among some Canadian cattle in that country. As regards the export of Canadian cattle to the United States, the quarantine will make little difference, as the McKinley bill has already succeeded in wiping out our exports of cattle to the States. Canadian shippers, however, have been in the habit of shipping cattle in bond through the United States for export to Great Britain, via the port of Boston or other United States ports. The quarantine order will effectually stop this route for exports, and confine Canadian shippers to Canadian ports. It is feared that this may affect freight rates from Canadian ports. As Canadian shippers will not be able to avail themselves of freight rates offered from United States ports, they fear that this cutting off of competing routes may lead to higher freight rates from Canadian ports.

RECLAIMING ARID LANDS.

A great work has been done in the states east and west of the Rocky mountains in rendering arid lands fruitful by means of irrigation. THE COMMERCIAL has frequently referred to irrigation in the United States, as a means of drawing the attention of our own people to the subject. We have in Western Canada large areas of country where the rainfall is more or less deficient for agricultural purposes. If these lands could be successfully irrigated, it would be a great thing for the country. There is no scarcity of land yet, nor will there be for years to come, which is adapted to cultivation without irrigation; but even if the area of available land were much greater than it really is, this would afford no good reason why we should sit quietly down and await the exhaustion of such vacant lands, before attempting to solve the question of making our arid or partly arid regions available for cultivation in all seasons. THE COMMERCIAL is therefore pleased to notice any movement in the direction of rendering the dry sections more fruitful.

Of late an effort has been made by some of the western people to press the subject upon the attention of the Government, and in this matter it is only proper that the Government should take the lead. In the United States the Government has not been slow to undertake measures in the direction of furthering irrigation in the dry regions. In Colorado there is a large area, known as the Colorado desert, which is unproductive, and an effort has been made to induce the federal government to enter upon an extensive system of reclamation by means of irrigation, but so far without success. It was claimed by some that the land was of too slight value to make it worth while to attempt its irrigation. Last year the Colorado river overflowed its banks in consequence of exceptionally high water, and spread over a considerable portion of this desert. The consequence is that a heavy growth of grass has sprung up upon this arid soil, thus showing that with proper irrigation the soil would be productive.

The dry regions of Western Canada are not to be classed as desert land. They produce a good growth of grass, without irrigation, and are valuable as they are for grazing purposes. Good cultivated crops have also been produced in some years; but the average rainfall, one year with another, is not sufficient to render the cultivation of the soil fairly successful. There is no question as to the quality of the soil here. In the dry regions of the United States there are large areas which would be unproductive, even if supplied with water, as the soil is useless. With our lands it is different, the only requirement being more water. Neither are our lands entirely arid, but simply deficient in average precipitation. In some years very little artificial irrigation would be required.

Good land once successfully irrigated is more valuable than land which does not require irrigation in average seasons. Even in districts where the average rainfall is quite sufficient for agricultural purposes, there are extremes of undesirable weather. Sometimes there is too

much rain, or the rain comes at undesirable times. Then again, there will be dry spells of weather when rain is needed. All countries which depend upon the rainfall for agricultural purposes will have these difficulties to put up with, no matter how favorable the average climate conditions may be. With dry lands which can be conveniently irrigated, all this is avoided. In the latter case there is no fear of rain when it is not wanted, and the water can be turned on exactly when it is wanted. In countries depending upon the natural rainfall for moisture, rain is the greatest factor in the production or destruction of crops. If the farmer could have control of the rainfall, supplying or withholding as the country required it, the greatest difficulties which beset the farmer would be removed. To hold the key to the rainfall would leave very little to be desired by the farmer in the line of weather conditions. In the case of irrigated lands, this is practically the situation, as the supply of moisture to the crops is under control.

THE COMMERCIAL hopes to hear of great progress in the work of irrigation in our dry regions. There are no doubt large areas which can be successfully irrigated, thereby enabling the settlers in those districts to follow mixed farming as a certainty, instead of having to depend upon stock raising alone.

MANITOBA WATER POWERS.

A conference was held at Portage la Prairie last week between delegates from the municipal councils of Brandon, Portage and Winnipeg, regarding the question of utilizing the water-power of the Assiniboine river. This river affords water-power at various points along its course, and it has been proposed to utilize this water-power by the construction of dams at the three points named. The greatest difficulty in the way of carrying out such works is found in the fact that the river is classed as a navigable stream, and the Government has refused to sanction the construction of dams upon the river unless a canal is provided to furnish a passage for boats around the dams. The cost of building these canals would be so great that it deters those interested in undertaking the work. The conference held at Portage was for the purpose of taking joint action to induce the Government to declare the stream closed for navigable purposes, and allow the construction of dams without enforcing the building of boat canals in connection therewith.

The facts in connection with the navigation of the Assiniboine river are as follows. The river has not been navigated since 1892, and the depth of water has not been sufficient to permit of its navigation to any extent since that year. Previous to 1892, during a period of abnormally high water, it was navigated to some extent; but there were no railways in the country then. Now the river is paralleled by two railways as far as Portage la Prairie, and by one railway beyond the latter place. The course of the river is exceedingly tortuous, making the route by the river about three times the distance by rail. With these railways now in existence, it is not at all probable that the river would be navigated,

even if a period of high water should again render it temporarily navigable. The steamers which formerly navigated the river are now out of use, and new steamers would not be built for the purpose of navigating a river which might only be available for a month or so during a single season once in a decade. The fact that the Red river, a far more valuable stream for purposes of navigation, has not been navigated above Winnipeg for many years, indicates the slight probability that any attempt is likely to be made to navigate the Assiniboine.

The real value of the Assiniboine river lies in its water-power, and not in its navigability. The utilization of its water power would be of vast value to the towns along its course, and to the country at large. It appears evident that the wise course would be to permit the construction of the proposed dams, without the requirement that expensive canals should be built. To adopt the opposite course is simply to prevent the utilization of by far the more valuable features of the river, for the purpose of maintaining the purely nominal value of the stream.

GRAIN TRADE LEGISLATION.

The Minnesota Legislature, now in session, is greatly exercised over proposed legislation affecting the grain interests. There is a clamor for legislation alleged to be in the interest of the farmer, and opposed to elevator men and the railways. Some very peculiar measures have been proposed, some bills going almost so far as to propose that the state should undertake to handle the grain trade. At least this is the principle of some of the measures. One plan is to provide for a line of state elevators. Another bill proposed to give the counties power to go into the elevator business. Another bill provides that all elevators along the railways be placed under state supervision. It also proposed to pass legislation to compel railway companies to furnish sites for grain elevators or warehouses to any party or parties, for buildings with a capacity of not less than 5,000 bushels. With all these bills under consideration, our neighbors to the south seem determined to pass some kind of a measure in the line of grain trade legislation, and the most likely form is a bill to provide for state supervision of the elevators.

SMUT IN WHEAT.

A paper was read at a meeting of the South Brandon farmers' institute some time ago, by Wm. Hull, upon smut. His theory is that smut is not a fungus, and that therefore the bluestone treatment to prevent smut is useless. He advised farmers not to bother with bluestoning their wheat, as it could do no good. THE COMMERCIAL will not enter into a discussion as to what smut is, but Mr. Hull is certainly wrong in his theories. It has been proved over and over again, as conclusively as the fact that two and two make 4, that bluestone does prevent smut. Whatever Mr. Hull's theories may be, the fact cannot be disputed by any person open to listen to reason, that the proper treatment of seed with blue-

stone will insure immunity from smut. The fact exists, and has been proved year after year, that the treatment of seed in this way will prevent smut. If any farmer has failed in obtaining this result, it is because his treatment of the seed has not been thorough, or the bluestone used was not of good quality.

It is to be regretted that this paper by Mr. Hull has been published throughout the country, as it may induce some farmers to foolishly neglect this sure means of preventing smut. F. T. Shutt, chemist at the Central experimental farm at Ottawa, comments very severely on the paper by Mr. Hull. He says in his closing sentence: "The whole world of botanical and microscopic science proclaims in words that admit of no doubt the character of the smuts. They are undoubtedly fungi and propagated by spores. I would urge upon you the necessity of impressing upon our farmers the value of the bluestone treatment, if our future crops are to be saved from smut."

MARKET PECULIARITIES.

The style of package has a great deal to do with the sale of most classes of goods. Manufacturers who do an extensive trade well understand this. In undertaking to cater for a new market, the first move of the manufacturer should be to learn the style of package required for that market. Neglect of this point frequently leads to failure and loss, where a little regard for the peculiarities of the market would have brought about success. Superior products are sometimes passed over, and an inferior article taken, simply because the style of package does not suit the requirements of the market. The manufacturer who would do an extensive and widely distributed trade in package goods, must, therefore, study the peculiar requirements of each market.

Even in our own country there is a wide difference in the requirements of various markets, in the matter of style of package of some of our most staple goods. To show this we do not require to go beyond the leading commodity of flour. Beginning at the extreme east, we find that the trade demands that flour shall be put up in barrels. Millers who do a maritime province trade understand this. Coming east to Montreal the trade calls for 140 pound sacks principally. Toronto and west requires 140 pound sacks, and a considerable number of 98 pound sacks. In Winnipeg the trade takes 98 and 49 pound sacks. In British Columbia, the Victoria market calls for 49 pound sacks, but they must be in jute only, whereas the usual rule is to make 98 pound sacks of jute, and 49 and 24 pound sacks of cotton. On the mainland of British Columbia the 49 pound sack is what is wanted also, but, unlike Victoria, a cotton sack only is wanted. This shows some of the peculiarities of our own market in such a staple commodity as the staff of life. Manufacturers in other lines of goods have also to provide for similar conditions. When it comes to the export flour trade still further styles of packages have to be provided. The export trade is usually done in jute sacks, and the British market requires 280 and 140 pound sacks. A barrel of flour is always net weight, but a sack is always gross weight.

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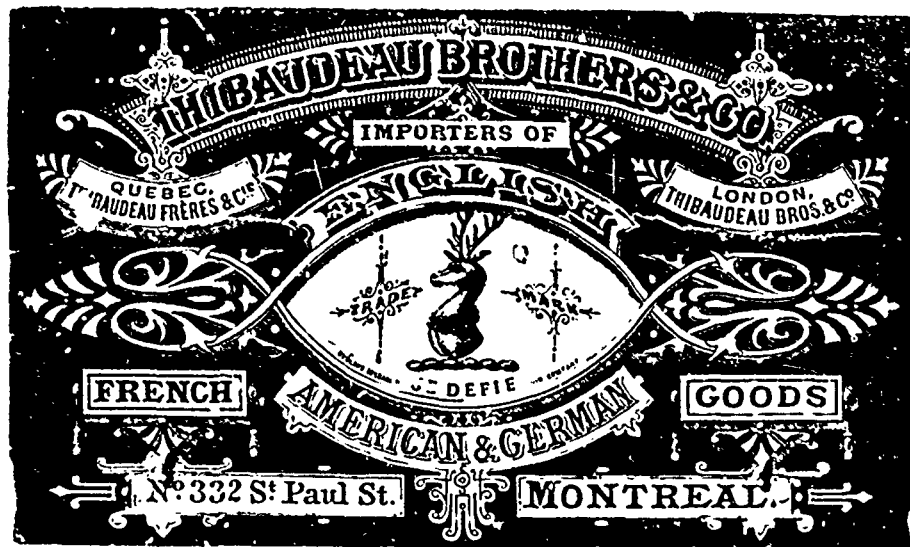
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1lb, 1lb and 2lb Metal Canisters, packed 48lb in case.

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Manitoba.

Thos. McNicol, general store, Oak Lake, has assigned.

Another proposition is up for the establishment of a binder twine factory in Winnipeg.

P. Butchart intends moving from Glenora to Glenboro, where he will engage in the furniture business.

The stock of N. N. Cole & Co., merchant tailors, Winnipeg, was advertised to be sold on Feb. 18 by auction.

Olliver Johnston and A. E. Thompson of Melita have formed a partnership, and are going into the implement business.

J. K. Griffin & Co., pork packers, Winnipeg, contemplate establishing a large slaughter and summer packing house in Winnipeg.

The proprietor of the property at Brandon occupied by the Beaubier house, which was burned lately, intends to rebuild in the spring.

The stock of A. M. Knight, Boissvain, will be offered for sale by auction at Winnipeg on Feb. 21. Stock and store fixtures, \$3,757; book debts, \$3,111.

A bridge across the Red river at Winnipeg will be built at once by the Norwood land company, to cost about \$50,000. W. G. Reid of Montreal has been given the contract.

"Dealers state," says the Pilot Mound *Journal*, "that there are a large number of excellent cattle in this district, and the animals will be ready for market during the coming summer."

The sale of school lands took place at Brandon on Tuesday. There was but one parcel put up that brought more than the upset price. There were twenty-two quarter sections sold, amounting to 3,486 acres, the sum realized being \$24,609 or an average of \$7.03 per acre. There were but two of the parcels that brought over \$10 an acre. Nearly every parcel sold was bought by a farmer or a farmer's son.

A statement of the assets and liabilities of the firm of Smith & Sheriff, agricultural implements and machine shop, Brandon, has been submitted. Net assets are placed at \$36,939. Stock represents \$11,167; book debts, \$4,911; property, \$11,103; bills receivable over \$50,000, etc. Liabilities are placed at \$63,011; largest item being \$17,939 to merchants' B. There are a large number of small liabilities, ranging from \$25 up to \$1,000, and a few in excess of \$1,000.

The seventh annual meeting of the directors of the Portage Farmers' Mutual Insurance company was held recently. Manager M. B. Snyder submitted his annual report, showing an increase of business of some \$130,000 during the past year, and the indebtedness of the company is practically nil. The following were elected: C. S. Green, president; G. Greenlay, vice president; M. B. Snyder, manager; directors, C. J. Green, Thomas Sissons, C. Braithwaite, Greenlay, Lytic, H. Grant and W. Wishart.

The annual convention of the Provincial Lumbermen's association was held last week in Winnipeg. Matters of interest to the trade were discussed and business prospects dwelt upon. The financial statement which was presented showed a balance on the right side. It was decided to engage a secretary for the association, who will devote his entire time to the business of the organization. The officers elected for the year are: A. Brown, Winnipeg, president; J. L. Campbell, Melita, vice president; J. B. Housser, Portage la Prairie; R. H. O'Hara, Brandon; P. Aitkins, Mor den; Jas. Boyd, Deloraine; J. M. Hall, Winnipeg, directors. It was decided to join the United Lumbermen's association which meets in Cleveland in October.

The Winnipeg civic legislative committee has decided to submit the following propositions to the legislature with a request that they

be incorporated in the municipal act: That the rate of taxation be 75c per square foot as the maximum and 80c per square foot as the minimum; that the tax on horses be \$10 for stallions, \$20 for speeding horses, and \$3 for other horses; that every street railway company be taxed \$150 per mile of track; that the Winnipeg Waterworks company pay \$3,000 per year on a basis of 30,000 of a population, and 10 per cent on the increase of every 5,000 population; the electric light companies pay \$300 on same basis, and \$125 for every 5,000 population increase; that electric and gas light companies pay \$1,200 and \$200 on 5,000 increase; that telephone companies pay \$600 and \$200 on the same basis. The tax per square foot of floor accommodation for business places is to take the place of the present unjust system of taxing stocks.

Alberta.

Edward Wright, tinsmith, Calgary, died suddenly last week of rheumatic fever.

Hall & Crawley, bankers, Calgary, have dissolved and Edmonton branch sold out.

Hutchings & Reilly, harness, Edmonton, have dissolved and Edmonton branch sold out.

S. Parrish has disposed of his business in South Edmonton to Dickson & Wilkie, who will continue it at the same place. Mr. Parrish has reserved to himself the business in flour, corn, feed and hay, which he will continue.

Speaking of the recent cold spell, the *Edmonton Bulletin* says: "The two weeks have been the coldest ever recorded at Edmonton. The thermometer went lower and remained low longer than it ever did since the government observatory was first established here in 1879."

Assiniboia.

The stock of R. A. Froyer, general merchant, of Oxbow, will be sold by auction at the office of the official assignee, Winnipeg, on March 1. Stock and fixtures amount to about \$7,000.

The McCormick Manufacturing Co., of Chicago, is said to contemplate establishing a branch of its great factory for harvesting machinery in Canada. An agent of the company is at present seeing Hamilton aldermen on the subject.

A Regina correspondent of the *Free Press* writes: "Reginians expect a considerable boom in building operations during 1893. While the value of last year's new structures was small compared with other years, being \$45,000, as compared to \$140,000 during 1891 (the latter amount including government buildings and sewer works), there are already several projects on foot which will cause next season's building operations to eclipse all previous years. The Episcopalians have almost completed arrangements for the commencement of a new church immediately after Easter. This will cost between \$20,000 and \$30,000. Charlie Howson has finished the basement of a hotel on the old Windsor site, and is advertising for tenders for its completion in the spring. It is altogether probable that another hotel will be built this year, which will bring the number of Regina's hostleries up to seven. G. W. Brown will build a terrace of four houses next summer. Lawton & Cayne will build a new business block, and among the other new creations promised for the season are the following: Major Montgomery, business block; A. L. Lunan, business block; Timin & Hoskin, addition to store; Western Milling company, enlargement of mill; C. P. R., new brick station; addition to Knox church; Bayne, McCounal & Smith, brick block; W. Mollard, W. C. Hamilton and T. Little, new residences; new court house, land and registry offices. Mrs. Doig, hostess of the Palmer, and formerly of the cremated Windsor, is taking steps to put up a \$30,000 hotel on the vacant lots north of the post office.

The British Grain Trade.

The *Mark Lane Express* of February 13, in its weekly review of the British grain trade, says: "English wheat has declined to 23s. in the London market, a fall of 4d., and has also declined 4d. in Lincoln. Red wheat has brought from 25 to 27s., while the average price of white wheat is 27s. Foreign wheat has declined 6d on several of the exchanges, owing to the weather. An increase of 93,000 qrs of breadstuffs afloat more than balances the decline in stock. Compared with the corresponding period last year the quantity of California wheat afloat is 251,000 qrs more than was afloat in 1892."

Price Cutting.

Price cutting is a serious evil in England as elsewhere, as appears from the following from the *Manchester Grocers' Review*:

"It [price cutting] is a terrible evil, the consequences of which have been manifest in the hopeless shattering of many a presumably flourishing business, and in the break-up of not a few homes, where otherwise there might have been content and happiness. Begotten of that fierce competition which year after year has been increasing in intensity, cutting has got such a grip on the grocery trade that nothing seems able to loosen, and with that grip upon its throat, the trade may well gasp its very life away. Everybody recognizes its deadly influence; every speaker and every writer will denounce it until one would think that out of sheer shame the wretched thing would die. But it does not. Speaker and writer, addressing men who know all about the peril they are running, and whose conviction of the truth of what is being uttered has been formed long ago, are still like men beating the air, for all the good they do, because, hideous as it is in appearance and effect, the dreadful thing lives on. Many men—we don't say all, because there are honest and honorable men to be found in every walk of life—condemn the practice, and then practice what they condemn, so that grocers' hearts may well faint within them at the prospect which opens out to their view."

There were considerable sales of the best brands of canned goods to-day to the jobbers by packers who are in the city attending the meeting of the association, says a Toronto paper of Feb. 11. There was a much better feeling in tomatoes, and some of the packers take a very happy view of the future and think that the entire pack will disappear before the new season opens.

The American steel barge company of Superior has contracted to build two vessels at Liverpool, England, on the general plan of Capt. McDougall's whalebacker. They will be put into the iron ore trade between Cuba and Philadelphia, and will be ready on July 1st. They will sail under the British flag. These vessels will be the forerunners of an extensive fleet to be built abroad at various seaports before the close of 1894.

The revenue of Canada for the month of January amounted to \$3,213,576, making for the seven months of the current fiscal year a total revenue of \$21,772,600, an increase in the revenue for the month of \$249,604, and for seven months an increase of \$806,545. The expenditure for seven months on account of consolidated fund amounted to \$19,189,893, a decrease of \$678,432 compared with the expenditure for the same seven months of the previous fiscal year. Thus, taking into consideration the increase in revenue and decrease in expenditure on consolidated fund, the statement shows a betterment by \$1,485,977 for the seven months of the current fiscal year. The expenditure on capital amount during this period was \$2,276,864, compared with a capital amount of expenditure of \$2,104,419, during the first seven months of the fiscal year of 1892.

BRITISH COLUMBIA.

[This department is in charge of R. E. Gosnell, who is permanently engaged as a regular member of The Commercial staff, to represent this journal in British Columbia. Parties in British Columbia who wish to communicate in any way with this paper, may apply directly to Mr Gosnell at Vancouver.]

The Beef Supply of the Coast.

Reports from the upper country vary very much. Some recent arrivals from the interior say that cattle will not suffer very much, and that when they left the live stock was in good condition, but the fact that feed at Ashcroft was \$35 a ton last week and that stock men have been on the coast looking for hay for feed does not look encouraging. Besides, if the recent storm was as bad in the interior as on the coast, and there is every reason to believe that the snow was deeper and the cold much more intense and prolonged, there can be but little hopes of the cattle being able to live through it. Even where feed existed, it would be difficult to drive cattle to it. There is every prospect, therefore, of a beef famine on the coast next spring, as reports in British Columbia are to the effect that stock in the Northwest are not faring better there than here, and quarantine stands in the way of imports. The Times, of Victoria, has the following editorial remarks on the situation:

"If we mistake not, the people of the coast, as well as those of Kootenay, will be treated to something like a beef famine this spring. The severe weather has already made serious inroads in both the British Columbia and Alberta herds, and the winter's ravages are not yet over. Recent advices from the interior are that the frost and snow have proved fatal to thousands of animals. This misfortune is to be deplored for the sake of the ranchers and also for the sake of the people on the coast, whose available beef supply is certain to be seriously reduced by it. American cattle cannot be imported alive, because quarantine here is virtually impossible. We may therefore look forward to beef being scarce and dear, as it will apparently have to come to us in the shape of carcasses from over the line. The outlook is not at all pleasant to contemplate, and will be apt to give our people a pointed interest in the study of quarantine vagaries."

The quarantine laws which stand in the way of import of cattle under circumstances of actual need, and where no earthly reason exists for keeping them out, cannot be regarded in any other light than as a barbaric system of reprisals on both sides of the line.

The Canned Fruit Business

The O'Kell & Morris Fruit Canning Co. held its annual meeting in Victoria last week, and it was stated that the financial statement showed a profit of 25 per cent on six months operations. Ten per cent of this was paid in dividends and 15 per cent carried forward to reserve fund. Considering all the difficulties surrounding the fruit canning business in B.C., the dearth of labor, lack of fruit of the right varieties, the limited market, etc., etc.—this seems to be rather remarkable.

Out of the directors' report the following extracts are taken:

"One of the first problems we have had to devote attention to has been to find a market for our products. Our principal sales so far have been in Victoria and Nanaimo, but we find that every year some \$15,000 worth of jams and jellies are imported for consumption in Victoria alone. We shall use our utmost exertions to develop the local market, and intend to go all down the line to Winnipeg, the Northwest districts not adapted for fruit culture offering a fine field for the distribution of our products. As we are the only manufacturers of orange marmalade in Canada, we expect to sell it from the Pacific coast through to the Atlantic.

THE

Rigby Porous Waterproof Cloth

Is worn by the most fashionable ladies in eastern cities for ulsters with deep military capes. These are an elegant garment and serve the double purpose of an ordinary ulster and waterproof combined. We are showing very handsome patterns in checks and plain effects all in six quarter goods. Sample clipping will be sent on application,

To the Trade Only.

—We have a full assortment of—

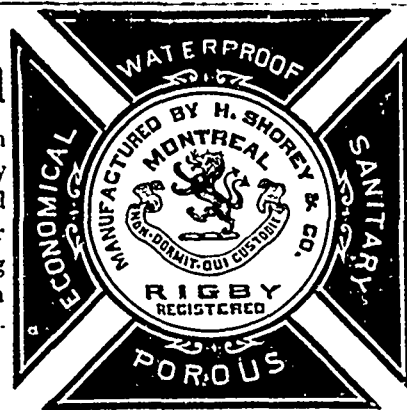
Rigby Tweeds in stock for Men's Suitings & Overcoatings

RIGBY CAPE and SPRING OVERCOATS, READY MADE

In a great variety of Patterns

(LETTER ORDERS SOLICITED)

H. SHOREY & CO.,
MONTREAL.



"But we have another important branch which should be carefully developed, and that is the putting up of whole fruits in cans with very rich syrup. California has had this trade principally in the past, for she sends to England every year about 140,000 cases and receives back some \$700,000. Anxious to build up an export as well as home trade, we sent four small cases, each containing six cans to four large buyers in England. They were whole fruits put up in cans and we have received flattering notices concerning them from the greatest market in the world."

Collecting Bad Debts.

An interesting decision was given in the Supreme Court of British Columbia the other day by Justice Walkem in *Wolfenden vs. Giles*, an action of alleged libel, arising out of the following circumstances:

Defendant is a collector of debts under the style of the British Columbia Mercantile Agency, the methods of whose business is evident from the following circular and poster, sent to the plaintiff:

Col. R. Wolfenden:

Dear Sir,
Enclosed find sample poster. You may still have your name lifted by paying the amount on or before the 27th inst., after which date the poster will positively be issued.

The object of advertising this and other claims for sale is that in default of payment by the debtors of the amount due by them in full, the largest possible amount may be realized by their creditors from the claims, and for no other purpose.

Yours truly, &c.

The "Poster" referred to was a large yellow bill containing the following:

ACCOUNTS FOR SALE.

VICTORIA, B.C., July 20th, '92.

The British Columbia Mercantile Agency offer the following for sale at their office, 16 Broad Street:

(Then follow several names, and then)
Col. R. Wolfenden, 125 Menzies St., Drug Bill.....\$ 9 67

The bill was not posted owing to an interim injunction issuing to prevent it. During the injunction proceedings it was made clear that a majority of the judges were of the opinion that the methods of collecting debts pursued by the British Columbia Mercantile Agency were most reprehensible, and now the judgment of Justice Walkem disposes of the question of the legality or illegality of such methods. The learned judge followed closely the decision given in the

CAUTION.

EACH PLUG OF THE

Myrtle Navy!

IS MARKED

T. & B.

In Bronze Letters.

None Other Genuine.

SMALL FRUITS.

Write for catalogue of Plants. I guarantee all Plants to reach Destination in good condition, and will forward post paid.

W. W. HILBORN, Leamington, Ont.

recent Ontario case of *Green vs. Minnes*, which was on all-fours with the present case. There the yellow posters and the threatening letters were used with the same effect, and the same disastrous consequences as in this case, the judges on appeal holding that the publication was clearly libellous and that the defendant, in order to successfully plead justification must prove the truth of everything contained in the alleged libel, even to the smallest particulars. His Lordship in this case decided that the publication was libellous, and that the plea of justification was not made out, and awarded the plaintiff \$50 damages, with costs on the Supreme Court scale, and granted a perpetual injunction against the defendant restraining him from further publication of the posters containing the name of the plaintiff.

C. P. R. Extension in British Columbia.

H. Abbott, general superintendent of the Pacific Division of the C.P.R., has returned from Montreal. He made the following statement to the press: "I am authorized to spend \$750,000 on the Pacific division this season in renewals and permanent improvements, replacing the wooden culverts and bridges with

(Continued on page 688.)

GORDON, MacKAY & CO
TORONTO.

Our Travellers are now out with
FULL lines of

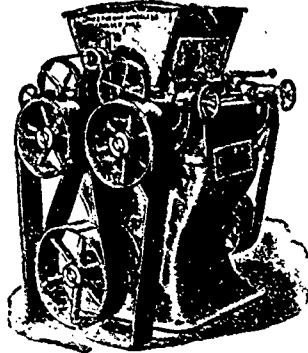
Staple and Fancy Dry Goods,
Woolens, Gents' Furnishings
And Small Wares.

Having the Largest Range we have
ever shown.

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back post office. P. O. Box 510,
WINNIPEG.

Stuart & Harper.



Engines, Boilers, Steam Pumps,
Flour Mill and Grain Elevators,
Agents for North American Mill Building Co.

Dodge Wood Split Pulleys and Rope
TRANSMISSIONS.

Electrical Machinery and Supplies.
Second Hand Machinery of Every Description
P. O. Box 693.

Office and Works, 758, 760 and 762 Main Street, **Winnipeg.**

Gillies' Series of Pens.

NO.	DESCRIPTION.	PER GROSS.
202	Railway Pen, fine point	40c
212	Peruvian Pen, medium point	70c
222	Queen Pen, fine point	70c
232	Ledger Pen, fine point	70c
242	Beaver Pen, turned up point	60c
252	Commercial Pen, medium point	60c
262	Electric Pen, fine point	60c
282	Public Pen, fine point	45c
302	Falcon Pen, medium point	40c
402	Lorne Pen, extra broad point	65c
602	Windsor Pen, medium point	50c

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BUNTIN, GILLIES & CO.

Wholesale Stationers, Paper, Envelope and
Account Book Manufacturers.
HAMILTON, ONTARIO.

BROWN BROS.,

Wholesale and Manufacturing

STATIONERS,

64 to 68 KING STREET, EAST,
TORONTO.

SPECIALTIES.

Account Books Paper—all kinds
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Wallets, Pocket Books
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Pocket and Office Dairies
Leather Goods Binders' Materials
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Wheat, Oats and Barley

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Sold Samples and Quotations to
Thomas McLaughlin, 210 Board of Trade, Toronto, Ont

S. A. D. BERTRAND,
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For the province of Manitoba, under the recommend
ation of the Board of Trade of the city of Winnipeg.
Insolvent and Trust Estates Managed with Promptness
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Special attention to Confidential Business Enquiries.
Corner 2nd. Avenue and 2nd St. North,
WINNIPEG, MAN.

Hudson's Bay Company,

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Registered Brands:

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Chopped Feed, Oats, Bran, Shorts, etc.

Sole agents in Manitoba, Northwest Territories and British Columbia for

MYERS ROYAL HORSE AND CATTLE SPICE

In use for a quarter of a century. For full particulars, circulars, &c.,
address Chas. H. Steele, Manager, Winnipeg.

5
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IN EVERY CUT.

LUMBERMEN
YOU CANNOT
AFFORD
TO WASTE THIS

SEND FOR
BOOKLET AND NEW
CATALOGUE

WATEROUS
BRANTFORD
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BRANCH OFFICE:
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WATEROUS ENGINE
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WINNIPEG, MAN.

CIRCULAR SAW MILLS,
BAND SAW MILLS,
PORTABLE AND STATIONARY

SHINGLE MACHINES
PLANERS, EDGERS,
EWART CHAIN BELTING.

REDMOND,
GREENLEES & CO.

—WHOLESALE—

HATS, CAPS
AND FURS.

134 Princess Street,
WINNIPEG, - MAN.

ROBINSON, LITTLE & CO.

—WHOLESALE—

DRY GOODS

343 and 345 Richmond St.,
LONDON, Ont.

Complete range of Samples with T.
H. Slater, Room "K" McIntyre
Block, Winnipeg.

WINNIPEG MARKETS.

[All quotations, unless otherwise specified, are wholesale for such quantities as are usually taken by retail dealers, and are subject to the usual reduction on large quantities and to cash discounts.]

SATURDAY AFTERNOON, February 18,

DRIED FRUITS—We quote: Dried apples 6 to 6½; evaporated, 8½ to 9; figs, layers, 10 to 13; dates, 6½ to 9c. Valencia raisins, \$1.75 to \$1.85; London layers, \$2.75 to \$2.80 box; Sultanias 9½ to 10c lb. Currants, 6½ to 7c; prunes, 7 to 9c. Evaporated fruits are quoted: Apricots, 19 to 2½; peeled peaches, 17½ to 18c; unpeeled peaches, 12 to 12½; pitted plums, 11 to 11½; cherries, 13 to 13½; pears, 12½ to 13c.

FISH—The advent of Lent has of course materially increased the fish trade and dealers are doing their best to keep a good variety in the market. Prices for fresh fish are: Jackfish, 3c pickorel, 4c; whitefish 5½ to 6½; trout, 9c; Cod 8c; haddock, 12½; halibut, 14c; B.C. salmon, 16c; tommy cods, 8c; herring, 40c dozen; smelts, 12½. Cured fish are quoted: smoked herrings, 20 to 25c box; smoked haddies 8 to 8½; Yarmouth bloaters \$1.50 per box; Labrador herrings, \$4.50 to \$4.75 per half barrel; boneless codfish 7½ to 8c pound; boneless fish, 6c lb; salmon, 10c lb; oysters \$2 per gallon for standards and \$2.25 for selects; can oysters 50c each for standards and 55c selects.

Green Fruits—Milder weather has rather improved business. Apples hold at steady prices, fancy stock, selected varieties, selling at \$4 per barrel, and other varieties \$3.25 to \$3.75 as to quality. Florida oranges of good quality held at \$5.00 to 5.50; Lemons, new Messinas, good, at \$5.50 to 6.00 Malaga grapes, \$10 to 11 per keg as to size of package; cranberries, \$10.50 barrel; do boxes, about one third of a barrel, \$4; California winter pears \$4.50 per box; Apple cider, 35c per gal.

Nuts—Prices range as follows: Almonds per pound, 16 to 18c; walnuts, per pound, 12 to 17c; pecans, 15c to 16c; filberts, 11 to 14c; Brazils 10 to 13c; peanuts, 14 to 15c; chestnuts, 14 to 15c; coconuts, \$9 to \$10 per 100.

SUGARS—Sugars are quoted in the Winnipeg market: Yellow at 4½ to 4¾; granulated at 5½ to 5¾; the inside price is 10c barrels, and ¾c higher for bags. Lumps, 6c; icing, 6½ to 7c; sugar syrups, 2½ to 3½; maple sugar, 9 to 12c a lb.

GENERAL WHEAT SITUATION.—Markets were closed in the United States on Monday, owing to its being a holiday. On Tuesday wheat opened about the same as Saturday's close and made a slight gain for the day, the general tendency being a trifle firmer, though July wheat at Chicago closed lower. Cables were lower. India shipments were 340,000 bushels—an increase of 260,000 bushels over the preceding week. The visible supply decreased 417,000 bushels, and a year ago decreased 1,359,000 bushels. The total supply was reported at 50,973,000 bushels and a year ago was 41,801,000 bushels. Wheat and flour on ocean passage decreased 2,560,000 bushels. On Wednesday United States markets were decidedly lower, prices having a wide range. At Chicago prices declined 2½c, but partially recovered later on. There was nothing in the way of news particularly important to cause the decline, and the drop in corn seems to have affected wheat sympathetically. Cables were irregular. There was more or less talk of damage to the winter crop, but nothing authentic was reported. On Thursday United States markets were dull and uninteresting, and without important change in prices. The break in prices on Wednesday has unsettled the markets. There was not much buying after the break in hope of a reaction, as is often the case, which indicates that operators have not got much confidence in the situation.

Exports of wheat, including flour, from both coasts, from the United States, for the week ending with February 16th equal 3,080,055

bushels, as compared with 3,031,000 last week. In the like week of a year ago the total was 4,402,000.

Total receipts of wheat at the four principal United States winter wheat points, Toledo, St. Louis, Detroit and Kansas City from July 1 to date are 65,549,999 bu, against 55,480,050 bu in 1892 and 21,291,819 bu in 1891. The total receipts at the four principal spring wheat points since Aug. 1, the beginning of the crop year foot up: Minneapolis, 43,888,067 bu; Duluth, 30,527,529 bu; Chicago, 44,176,096 bu; Milwaukee, 9,853,294 bu; making a total of 128,444,986 bu, against 119,749,614 bu during the same time last year and 61,135,996 bu in 1891.

LOCAL WHEAT—Business in wheat has got down to a low ebb, and there is very little moving in country markets. Country roads have not been good since the storms, and farmers are not delivering very much. Shipments are still less than country deliveries. Shippers are not making sales for shipment to any extent, and as there is some elevator space at most country points, the bulk of the grain coming in is going in to the store there. In fact there is no other storage accommodation now to be had, except what space remains in interior elevators, Lake Superior elevators being full. With the light deliveries, however, there is no immediate pressure for space. Prices are unchanged and range from 50 to 51 cents per bushel for good to choice samples of hard wheat, to farmers, in country markets.

FLOUR—The general report from the east is that millers are holding firmer. Local prices are not changed. Some attempt was made to boost up prices, but other mills refused to advance, and it has therefore been difficult to make any change. Prices here are quoted as follows to the local trade in small lots per 100 pounds: Patents, \$1.95; strong bakers' \$1.75; XXXX 75 to 95c; superfine 60 to 70c. Some brands nominally quoted 5c higher. Brands of some mills sell at 5 to 10c under these prices, even in small lots. Round lots at a discount under quotations.

MILLSTUFFS—No change to note in prices. We quote bran selling to local dealers at \$8 to 9 per ton, as to quantity, and shorts \$10 to 11 per ton.

Oats—Have been held firmer, owing to very light local offerings, from 24 to 26c per bushel of 34 pounds is being paid for leads on the market. In country markets prices are about as last quoted, or about 17 to 18c on track country points as to quality.

BARLEY—So little doing in this grain that it is difficult to quote prices. Cars on track held at 18 to 19c per bushel of 48 pounds.

GROUND FEED—There is the usual wide range in prices according to quality. Clear oat and barley feed brings \$12 to 14 per ton, as to quantity and quality. Mixed mill feed at \$9 per ton upward.

MEATS, ETC.—Rolled and granulated oatmeal held at \$1.80 to 1.90 per sack, according to brand, and standard meal 5c lower, these being prices to retail traders. Cornmeal \$1.65 to 1.70 per 100 lbs. Split peas \$2.60 to 2.65 per 100 lbs. Beans, \$1.75 to 1.90 per bushel. Pot barley, \$2.50 per 100 lbs. Pearl barley, \$4.00.

CURED MEATS.—The strength in hog products of course continues, and nothing but high prices can be looked for for this season at least, as the remarkably high prices paid for hogs all over the continent, on account of the falling off in the hog crop, will ensure high prices for a long time to come. A year ago mess pork at Chicago was selling between \$11 and \$12 per barrel. Now it ranges between \$19 and \$20 per barrel. There is not only a large falling off in the number of hogs packed in the great packing centres, but the average weights are also lighter than usual, thus making a reduction in two ways in the pack. Local prices are: Dry salt long clear, bacon, 11½ to 11¾; smoked long clear, 12½ to 12¾; spiced rolls, 12c breakfast bacon, 14½ to 14¾; smoked

hams, 13½ to 14c; boneless ham, 13 to 13½; mess pork, \$21 to 22 per barrel. Sausage quoted: Pork sausage, 9c; bologna sausage, 9c; German sausage, 9c; ham, chicken and tongue sausage, 9c per half lb. pickoff.

LARD—Lard has taken a very sharp advance. Prices have been jumped up a cent at a time east, and as predicted in THE COMMERCIAL a week ago, prices have advanced sharply here. Pure lard, in 20 pound pails, is now quoted at \$2.75 per pail, and compound at \$2.45 per 20 pound pail.

DRESSED MEATS.—There has been more frozen beef offering of late, and we quote the range of prices at 3 to 5c per lb., by the carcass. A little extra quality has gone at a fraction over 5c. Mutton is held at about 8c by wholesale dealers. Some very thin stuff has been offered, which sold considerably lower. Hogs are still a little higher, and range from 8 to 9c per pound—pickers prices. From 8½ to 9c is the general price for desirable qualities of packing hogs, in round lots.

BUTTER—From 18 to 19c is the highest price obtained by dealers, for selected dairy, selling to the local trade in very small quantities. Larger lots of good dairy have sold at 18c, and very fair lots at 17 to 18c. Round lots as they are received from the country would have to be extra good to bring 16c.

CHEESE—Slow and almost nominal at 10 to 11c per lb.

EGGS—Fresh have not been obtainable in any quantity and would bring a fancy price. Limited held higher at 20 to 22c as to quality and quantity.

VEGETABLES.—Prices are almost nominal. Potatoes 40c per bushel; turnips 25c bushel; cabbage 40 to 75c dozen; celery 30 to 50c dozen. Onions 20 to 20½c per lb. Carrots 3 to 4c a bushel; beets, 30 to 40c bushel; parsnips, 1½ to 2c lb. Spanish onions, \$1.50 per crate.

POULTRY—Firm and higher for desirable stock, offerings of fresh stock being next to nothing. Chicken, 13 to 14c; ducks, 12 to 13c; geese, 11 to 12c; turkeys, 13 to 14c. Stock offering and stocks in the city are in the hands of a few dealers, who are asking higher prices, but demand is slow. Quoted at 10 to 13c for chickens; ducks, 11 to 12½c; geese, 11 to 11½c; turkeys, 13 to 14c.

HIDES AND TALLOW.—Country frozen hides bring 3 to 3½c, uninspected as they run. We quote: No 1 cows, 3½c; No 2, 2½c; No 3, 2c; No. 1 heavy steers, 5c; No. 2 steers, 4c; No. 3 3: lb Real wool 8 to 13 lb skins, 4 to 5c per pound, or about 40c per skin. Kids about same as hides. Sheepskins worth 75 to 90c for full wool skins. A few very large full wool have sold up to \$1, but this was only for a very few extra fine skins. Tallow, 4½c rendered; 2½c rough.

WOOL—Prices here range from 9 to 10c for unwashed Manitoba fleece, as to quality.

HAY—Light offerings on some blustery days, but settled weather at once brings out large offerings of loose hay, which sells at \$4 to \$5 per ton. Baled held at \$4.50 to \$5 at point of shipment.

Winnipeg Wheat Inspection.

Below is shown the number of cars of wheat inspected at Winnipeg for five weeks:

Grade.	Jan. 14.	Jan. 21.	Jan. 28.	Feb. 4.	Feb. 11.
Extra Manitoba hard..	1	1	0	1	0
No. 1 hard.....	31	20	18	16	5
No. 2 hard.....	108	73	52	33	20
No. 3 hard.....	39	21	32	10	8
No. 1 Northern..	2	3	4	3	2
No. 2 Northern..	3	1	6	1	0
No. 3 Northern..	0	2	2	1	0
No. 1 White syle	1	1	1	1	0
No. 2 White syle	3	0	0	0	0
No. 1 Spring...	0	1	1	0	0
No. 1 Frosted...	12	9	0	4	2
No. 2 Frosted...	2	3	16	2	0
No. 3 Frosted...	0	0	1	1	0
Rejected.....	15	15	21	17	2
No Grade.....	3	24	11	7	4
Feed Wheat...	0	0	0	0	0
Total.....	225	173	193	96	43
Same week last year	513	405	542	424	377

Minneapolis Markets.

Following were closing quotations for wheat on Thursday, Feb 10:

Grades,	Feb.	May	July	On trk
No. 1 hard.....			69 1/2	69 1/2
No. 1 northern	67	67 1/2	72	68
No. 2 northern			61 to 65	

Flour—Millers generally complain that flour is very slow of sale, and, since much less is being currently sold than is made, old orders are being drawn on heavily to keep the mills going. A feeling apparently exists, among both home and foreign buyers, that a lower price or value must be reached, and they are taking no more flour than they actually require to meet current needs. The foreign trade is especially light, exporters laying much stress on the large stocks in sight in the United Kingdom, and, when bidding, offering, as a rule, much below what the miller is willing to sell at. What little demand there is from this source is about equally divided between patent and bakers. The demand for the latter grade is almost altogether confined to London and the continent. Prices, in sympathy with wheat, are a trifle lower than they were a week ago. London quotations per 280 lbs. c.i.f., are: Patent, 24s 9d to 26s; bakers', 17s to 18s; low grades, 11s 6d to 12s (nominal). Quoted here at \$3.75 to 4.10 for first patents; \$3.50 to 3.75 for second patents; \$2.35 to 2.50 for fancy and export bakers; \$1.20 to 1.45 for low grades in bags, including red dog.

BRAN AND SHORTS.—Millfeed was quiet and not changed in any important particular. Bran in bulk, and loaded on cars, brought about \$11 generally. Buyers demanded concessions to fill order, and there was some hesitation about buying at asking figures. Common shorts in bulk, \$11.25 to 12.00 asked.

Chicago Board of Trade Prices.

(Quotations below are per bushel for regular No. 2 wheat, which grade serves as a basis for speculative business. Corn and oats are per bushel for No. 2 grade; mess pork quoted per barrel, lard and short ribs per 100 pounds.)

There was no market on Monday on account of its being a holiday. On Tuesday there was very little change in wheat, May closing 1/4 to 3/8 higher and July 3/8 lower. Provisions were lower. Closing prices were:

	Feb.	May	July.
Wheat.....	75 1/2	78 1/2	78 1/2
Corn.....	43 1/2	46	46 1/2
Oats.....	31	34 1/2	—
Pork.....	—	19 27 1/2	—
Lard.....	—	12 50	11 92 1/2
Short Ribs.....	—	10 70	—

On Wednesday wheat was more active and with a much wider range in prices than has been the rule of late. Prices opened steady and then declined 2 1/2c, but reacted and recovered part of the loss, closing 1 1/2c lower for May option. Corn declined 1 1/2c, and the weakness spread to wheat. Closing prices were:

	Feb.	May.	July.
Wheat.....	74	77 1/2	77 1/2
Corn.....	42	45 1/2	45 1/2
Oats.....	30 1/2	33 1/2	—
Pork.....	—	19 60	—
Lard.....	—	12 82 1/2	12 32 1/2
Short Ribs.....	—	10 32 1/2	—

Wheat was dull on Thursday, and the market uneventful. The closing prices were:

	Feb.	May.	July.
Wheat.....	74 1/2	77 1/2	77
Corn.....	42 1/2	45 1/2	45 1/2
Oats.....	30 1/2	34	—
Pork.....	—	19 07 1/2	—
Lard.....	—	12 50	12 25
Ribs.....	—	10 32 1/2	—

On Friday wheat opened 3/8c lower and prices declined 3/8c more, and the closing was about 3/8c lower for May and 3/8c lower for July. Closing prices were:

	Feb.	May.	July.	Sep.
Wheat.....	73 1/2	77 1/2	77 1/2	70 1/2
Corn.....	41 1/2	45 1/2	45 1/2	45 1/2
Oats.....	30 1/2	33 1/2	34 1/2	—
Pork.....	—	19 77 1/2	—	—
Lard.....	—	12 50	12 52 1/2	—
Short Ribs.....	—	10 42 1/2	—	—

On Saturday May wheat opened at 76 1/2c per bushel, and after a narrow range in prices, closed at 76 3/8 to 76 1/2.

Duluth Wheat Market.

No. 1 Northern wheat at Duluth closed as follows on each day of the week:

Monday—Holiday.
Tuesday—Cash, 63c; May, 72 1/2c.
Wednesday—Cash, 67c; May, 72c.
Thursday—Cash 67c; May 72c.
Friday—Cash 66 1/2; May 71 1/2c.
Saturday—Cash 66 1/2; May 71 1/2c.

A week ago cash wheat closed at 68 1/2c, and May delivery at 72 3/8c. A year ago February wheat closed at 86 1/2c, and May at 91 1/2c.

World's Wheat Movement.

(From the Liverpool Corn Trade News, Jan. 31)

It was calculated at the beginning of the season that the importing countries would require certain quantities of wheat and flour during the twelve months, and we will now attempt to show how far they have fulfilled expectations in the first twenty-six weeks. We would point out, however, that considerable quantities of the wheat shipped for the United Kingdom originally have already been or will be diverted to the Continent, and that much of the wheat shipped to Belgium and Holland will find its way eventually to Germany and Switzerland.

	Approximate shipments 26 weeks.	Supposed requirements 26 weeks.
	Qrs.	Qrs.
United Kingdom	12,807,000	10,750,000
France	2,400,000	2,500,000
Belgium	2,205,000	1,800,000
Holland	1,929,000	1,000,000
Germany	717,000	1,350,000
Italy	2,632,000	1,850,000
Spain and Portugal	1,021,000	850,000
Greece	254,000	200,000
Scandinavia	401,000	300,000
West Indies, etc.	1,196,000	1,250,000

It will be seen that the United Kingdom, Holland and Italy have received far more than was allowed for them, and much of it will have to be carried as reserves, for even present low prices could not insure it being consumed. Whether these three countries have adopted a wise policy in loading up liberally at the present juncture remains to be seen.

The following shows how the exporting countries have fulfilled expectations during the early half of this season.

	Approximate exports 26 weeks.	Supposed surplus 26 weeks.
	Qrs.	Qrs.
U. S. and Canada	14,070,000	10,500,000
Russia and Black Sea	8,500,000	5,500,000
India	933,000	1,500,000
Argentina	268,000	750,000
Australasia	212,000	500,000
Austria Hungary	423,000	500,000
Egypt	43,000	100,000
Chili	105,000	250,000
Sundries	1,028,000	1,000,000

Such countries as Argentina and Australasia are only just entering upon their season and will soon make up for lost time. United States and Canada in six months have shipped 3,500,000 qrs. beyond expectation, and Russia and the Black Sea 3,000,000 qrs. India has fallen quite out of the race as a serious competitor, and Austria-Hungary looks like following suit.

Trade Report.

Bradstreet's weekly trade report, issued at New York on Feb. 13, says: "The features of the general trade situation this week include a check to business south and in portions of the west and northwest, because of unfavorable weather, resulting in bad roads. The leading grocery, staples, grain, cotton, pork, low grades of hogs and cattle are lower in price while advances are noticed in print, clothes, leather, lard, white pine lumber, rubber goods, and in Bessemer pig iron and steel at Pittsburgh.

The gross earnings of railway companies in 1892 furnish an aggregate of about \$980,000,000, a gain of about 5 1/2 per cent., but their total earnings last year were \$310,000,000, an increase very small. In 1891 the gain in gross over 1890 was 4 1/2 per cent., and in net the increase was 6.2 per cent. The decision of the administration not to sell bonds to protect the free reserve of the treasury created marked despondency in the speculative share market. The liquidation of holdings by operatives for the rise, and withdrawal of support from manipulated specialties resulted in active and nervous trading with a rapid decline of value, especially in the industrial group.

In the Province of Ontario the demand is more active for woollens and clothing, with improvement in leather and in the outlook for hardware. Wheat is weaker. In Quebec a better demand is noted for sugars and teas, and the shoe manufacturers are in receipt of good orders, while collections in this province are prompt. Those from British Columbia and Manitoba are reported unsatisfactory. In Nova Scotia, wet weather and bad roads have reduced the volume of trade within a week. Bank clearings at Halifax, Montreal, Toronto, and Hamilton aggregate \$18,058,000 for six business days ending Feb. 16th, a decrease of 9.5 per cent. from the total of the week before, but an increase of 13.2 per cent. as contrasted with the like total a year ago. Business failures in the Dominion this week number forty-four against forty-five last week, forty three in the week of a year ago, and fifty two two years ago.

The Manitoba Mines.

Some years ago the discovery of iron deposits in Black Island, Lake Winnipeg, gave rise to the hope that iron production might possibly become a profitable industry. There seemed at that time no doubt of the existence of the ore and the practicability of mining it, but the expense of transportation, either of the ore to a point of manufacture or of coal to the neighborhood of the iron deposit, put the idea of the utilization of the mines out of the question. If, however, the estimates of F. Proudfoot which he has issued in circular form are correct, the starting of a new and profitable provincial industry has become perfectly feasible. The factor introduced that brings that about is the possibility of delivering Estevan coal at Winnipeg or Selkirk at four dollars a ton. With this possibility verified Mr. Proudfoot's figures demonstrate that pig iron may be manufactured more cheaply in Winnipeg than at Three Rivers, Hamilton or St. Thomas, to say nothing of the long haul in shipping iron for car wheels and other uses from the east. If the development foreshadowed by Mr. Proudfoot materialize, the city of Winnipeg will immediately have to re-visit the question of the deepening of the St. Andrew's rapids from the comatose state into which it has fallen.—Free Press.

Effect of Government Figures.

With a shortage of 6,900,000 in the Government estimate of the number of hogs in the United States in 1876, compared with the number recorded in 1873, prices in Chicago advanced about \$5 per 100 pounds, selling as high as \$10, and with an increase in the government figures of 9,000,000 in 1879, compared with 1876, there was a decline of \$4, with an increase of 10,100,000 in the number reported on hand January 1, 1882, compared with January 1, 1880, prices showed an advance of \$3.50; best hogs selling in September, 1882, as high as \$9.35. The Government estimate don't seem to cut any figure with the course of values.—Drivers' Journal, Feb. 13.

Mr. Seeloy, of Morden, is at Minnedosa, Man., with the intention of starting a pump factory.

Postal Returns.

The auditor-general's report of last year's business in the Canadian post offices shows that Winnipeg now takes third place in the volume of business transacted. Last year Hamilton occupied third place, but the receipts here are growing each year and the Ambitious town is now relegated to fourth place. The gross revenue at the leading cities of Canada is set down as follows:—

Toronto.....	\$374,374 72
Montreal.....	333,593 55
Winnipeg.....	86,069 58
Hamilton.....	81,298 07
Halifax.....	43,982 07
London.....	56,203 15
Ottawa.....	53,064 10
St. John.....	46,890 59
Victoria.....	43,741 74
Quebec.....	41,550 00
Kingston.....	25,039 54
Brandon.....	14,536 44

A confectionery store has been started at Morden by Mr. Schneider.

W. D. Lambert, furniture, Boisvevain, Man., has formed a partnership with H. Bunting, to carry on the business, under the style of Lambert & Bunting.

The Dominion government has appointed John A. Kerr, hardware merchant, of Regina, immigration agent to Ireland.

The general stock of Newton & Co., Moosemin, Assa., who are giving up business, will be offered for sale at Winnipeg on Feb. 22.

H. A. Finch has purchased the branch harness and saddlery business of Hutchings & Riley in Edmonton. Mr. Finch has been manager for Hutchings & Riley since they opened business in Edmonton.

The shingle association being formed here, says a telegram from Vancouver, B. C., has fallen to the ground, through the refusal of the British Columbia Mills, Timber & Trading Co. to enter the combination.

WATER POWER.

THE Mayor and Council of the Town of Minnedosa, Manitoba, invite correspondence from parties willing to undertake the construction of a Dam and working of Water Power on the Little Saskatchewan River. On the basis of a Report and Plan prepared by Geo. H. Webster, Esq., C.E., Chief Engineer of the Manitoba & Northwestern Railway Company.

Mr. Webster's report provides for a Reservoir or Power Canal, 600 feet long, 150 to 200 feet wide, and of a minimum depth of 13 feet, with four good mill sites adjacent thereto, and states that there is every opportunity for the utilization of a splendid Water Power, estimating that the revenue derived at the low rental of \$10 per horse power from the 400 horse power to be provided will probably repay the whole outlay in three or four years.

The Report and Plan may be examined at the office of

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Clerk and Treasurer.

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SAMPLE ROOM—Room 1, McIntyre Block,
MAIN STREET, WINNIPEG.

C. P. R. Extension in British Columbia

(Continued from page 685)

iron and stone ones, and giving employment to a large number of men. The enlargement of the wharf at Vancouver will be proceeded with at once. Nothing will be done with the general offices in the city pending the action of the Northern Pacific in its constructions, should that road reach the city. Work will commence on the Vancouver and Puget Sound tramway as soon as the weather is propitious. The line will run along Granville or some parallel street to Hastings street, which vicinity will be the terminus. The Australian steamship service will not be put until after fast Atlantic service is established. The C. P. R. is negotiating with a view to operate the Spence's bridge and Nicola railroad after its construction. As soon as the people themselves decide the best route for running their line north from the trunk line into Cariboo, something definite will be done. From Kamloops along the Thompson river seems the most feasible route. Steamship service will be put on Okanagan Lake very soon. The outlook for the Okanagan country is very promising. There will be a line from Revelstoke to the Upper Arrow Lake. When actual development of the mines take place we shall, in short, do everything in our power to build up and develop trade between the coast cities, the mining camps and the wholesale centres. In Kootenay the C. P. R. has secured the control of the Galt road running from Dunmore in a southerly direction towards the Crow's Nest Pass, and 100 miles from it. This road will be extended in the spring and will also be carried in a northwesterly direction through Nelson and will eventually accommodate the miners in all parts of Southern Kootenay."

Brief Business Notes.

A move has been made in Victoria towards acquiring the charter and tramcar system of the Street Railway Co. of the city.

Sir Arthur Cowell Stepney has purchased a valuable property near Elgin, British Columbia, from Shannon & McLachlan, 600 acres, and paid for it \$30,000.

The chartered banks in Vancouver give notice that on and after March 1, they will only accept American silver at 20 per cent. discount.

The German ship Katherine, 1630 tons, Captain Spille, has loaded her cargo of lumber at Moodyville, and sailed for Iquique. She has on board 1,318,773 feet of lumber, 827,811 feet of rough, 483,209 feet of t. and g. flooring, and 10,753 feet of clear lumber. The cargo is valued at \$14,100.

The steamship Empress of China, due from the Orient on the 15th inst., has 1,150 tons of freight, 20 saloon and 400 Chinese passengers on board. The cargo is divided as follows: 800 tons of merchandise for overland points; 96 tons of silk for New York, 50 tons for Vancouver, and 50 tons for this city.

It is probable that the Revelstoke smelter will be in active operation before next winter. A. H. Holdich, chemical engineer, has received a communication from the office of the Smelter Co. in London, England, authorizing him to inspect the premises at once and forward a report as to repairs and additions required to put the smelter in complete working order.

The Treatment of Customers.

The whole duty of the dealer to his customer is not summed up in honest dealing, polite attention and prompt delivery of goods. It is required of merchants that they should at least provide sufficient room between the store counter and the merchandise to allow patrons to move about without being crushed by contact with each other, or without having clothing soiled by coming in contact with goods dur-

ing the busiest hours of the day. Some stores have so narrow a space between the counters that Saturday evenings are a trial to the patrons, a few people uncomfortably crowding the space and preventing others moving about to examine the articles which they wish to purchase. The appearance of a jam in a retail establishment will cause many women to avoid the place, even if the prices are below the range of neighboring stores, and the most desirable class of patrons is most likely to be thus repelled and driven to rival establishments. This objectionable feature of too many retail grocery stores, viz., want of sufficient room for customers, seems to be due to the high rentals of eligible store property in many cities. In New York city there are few jobbing houses that are not greatly hampered during the busiest season by want of space in the shipping and packing departments, and the attempt to do business in too cramped quarters is, in this case, as with many New York and Brooklyn retailers, to be attributed entirely to the high rents of business buildings. The result is, as regards the retail trade at least, that floor space that should be devoted to the accommodation of patrons, and which would enable the clerks to move about more quickly while waiting upon customers during rush hours, is covered with piles of goods, only a narrow pathway being left open between the door and counter. Such establishments are rightly denominated "stores," the term "to shop," as used by the fair sex, not strictly applying to trading with this class of retail establishments—they are simply places for the storage of goods, the sale of which cannot but be conducted with more or less difficulty.

The contrast between a store crowded with goods in the manner alluded to above and the best arranged establishment, is very unfavorable to the former. The most modern style of grocery store, with its surplus stock stowed away under counters, on shelves and in the basement, and a clear view afforded right through the store from end to end, invites new custom, while the over-crowded store repels it. If to the advantages of a clear floor be added seats for waiting customers, such as are to be found in some of the leading grocers' stores, the attraction for the best class of customers is irresistible, if other things are equal. The dealer who compels his female customer to stand while waiting a clerk's leisure, or while her orders are being filled, has hardly mastered the secret or art of selling goods. An old dealer who retired from business a few years ago, said to the writer recently: "If a customer is standing a salesman will have great difficulty in selling her a new brand of goods which his employer is eager to push; but give her a comfortable seat and, with a little tact, the clerk can sell her articles which she is not actually in need of." A little reflection will convince the reader that our friend has not exaggerated the advantages of the grocer who provides a sufficient number of seats for his patrons.

This feature of the retail business—the arrangements for the comforts of patrons who visit their merchant's place of business—is as important as the demeanor of the proprietor and his assistants towards the said patrons, or the method employed in the delivery of goods. It is a source of much complaint that too many grocers' customers do not personally make their purchases, but send servants or children with their orders. In this contingency the dealer has no opportunity to make sales of new articles of merit, the messengers not being empowered to make purchases on their own responsibility. If retailers wish their lady customers to visit their establishments they should make proper preparations for the accommodations of the desired visitors; not expect them to run the gauntlet of greasy butter tubs, dusty flour barrels, and toppling pyramids of canned goods, or to be hustled about by strangers while forced to stand for perhaps many minutes. Make a place worth a visit and purchases by proxy will become less common.—*Merchant's Review*.

Export Cattle Prospects.

Discussing the above subject the Montreal *Gazette* says:—"The shippers have about made up their minds that the British Government does not intend rescinding the order of last fall, scheduling Canadian cattle, and will go about making arrangements for the season 1893 with their minds made up in that direction. The *Gazette's* report from Ottawa published this morning convinced the shippers that it was no use hoping any farther. No good is expected to result from the conference between Mr. Gardner and the representatives of Scotch feeders and dock boards to-morrow. First, because the Government cannot afford so fall out with the English agriculturist, and second, because the Government has already too much important business on hand. The trade was never in such a hopeless position before. There are, at least, 60,000 head of fat cattle in the country which must be exported. These cattle must be shipped from Montreal, and at whatever rate the steamship companies choose to ask, the shippers being debarred from exporting via United States ports owing to the recent quarantine order. The feeders of distillery cattle will be the heaviest losers, these stores being bought at pretty high prices last fall. One effect of the state of affairs which now exist will be that Canadians who heretofore made a business of shipping Canadian cattle will go into shipping Americans, which can be landed in the British markets more advantageously than the Canadians. No stockers can be shipped out of Canada this year, which means that the farmers will have to hold over their young stock for another year."

Wheat at Duluth.

Wheat has ruled dull and steady here to-day, says the *Market Report* of November 16, opening easy at $\frac{3}{4}$ c below yesterday's close. All trading in May wheat up to noon was at the opening figures. Business was fairly active for May in small lots of 5,000 to 10,000 bus; no such round lots traded in as was the case here yesterday. Receipts here are unusually light. Mills are doing but little and trading and demand for cash wheat is almost nil. The afternoon session ruled very dull, but quite firm and the close was firm at practically yesterday's figures, except track No. 1 northern, which was $\frac{3}{4}$ c lower. Cash No. 1 hard closed steady and nominally unchanged at 69 $\frac{1}{2}$ c. Cash No. 1 northern Track wheat $\frac{3}{4}$ c lower. Regular, steady and unchanged from yesterday at 67. Cash No. 2 northern steady and nominally unchanged at 61 $\frac{1}{2}$ c. Cash No. 3 wheat nominally unchanged at 56. Rejected wheat closed nominally unchanged at 50 $\frac{1}{2}$ c. February wheats dull with nothing doing, both grades closed nominally unchanged from yesterday. No. 1 hard at 69 $\frac{1}{2}$ c. No. 1 northern at 67. May No. 1 hard without transactions, closed nominally unchanged at 74 $\frac{1}{2}$ c. May No. 1 northern opened easy and $\frac{1}{2}$ c below last night at 71 $\frac{1}{2}$ c, ruled very firm and steady and fairly active with numerous sales in small lots all at the opening figures. It closed firm with sellers at 72, practically unchanged from yesterday. July wheats were dull and neglected, without transactions both grades closed steady and unchanged from yesterday. No. 1 hard at 76 $\frac{1}{2}$ c. No. 1 northern at 74 $\frac{1}{2}$ c.

Millstuffs firm and unchanged at \$13.00 for bran and \$13.50 for middlings.

Bar and laundry soap were advanced another $\frac{1}{2}$ c at Toronto last week, and the discount on toilet soaps was reduced 10 per cent. This is owing to the scarcity of tallow. The manufacture of lard compound is now taking fully one half of the usual supply of tallow. The latter has advanced fully 50 per cent. since December, and it would cost 9 $\frac{1}{2}$ c to lay down here. It is not improbable that there will be a further advance.

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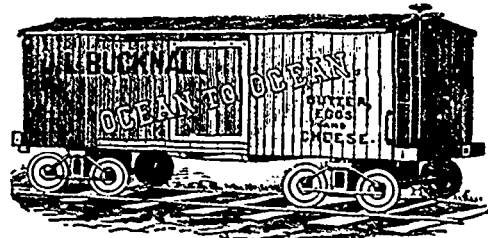
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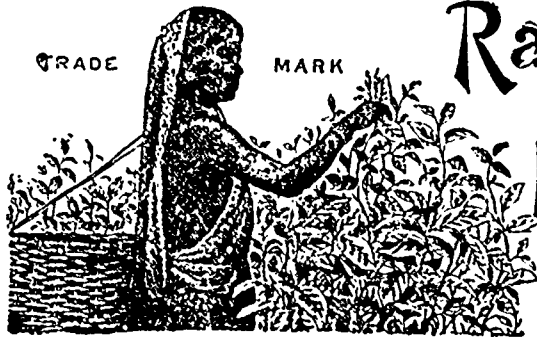
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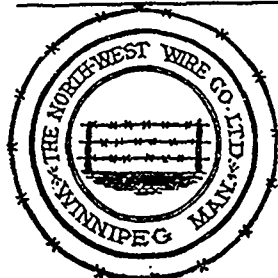
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Fermentative Changes in Tobacco.

The fermentative changes which the leaves of the tobacco plant are made to undergo before they are worked up and placed on the market are of the greatest importance in determining the quality of the tobacco. The changes in the properties of tobacco induced by the process of sweating were formerly supposed to be purely chemical, but some recent interesting investigations go to show that they are due to special micro-organisms. Sachsland recently read a paper before the German Botanical Society, in which he gave an account of some investigations which he has been conducting on the bacteria found in different kinds of tobacco. He has examined fermented tobacco from all parts of the world, and found large numbers of micro-organisms, although not generally more than two or three varieties in any particular brand. But what is of special interest is the discovery that pure cultures of bacteria obtained from one kind of tobacco, and inoculated into another kind, generated in the latter a taste and aroma recalling the taste and aroma of the tobacco from which the pure cultures are produced. Thus it may be possible to raise the quality of home-grown tobacco by inoculating it with cultures of the bacteria found in the finer-flavored foreign tobacco.—*Nature*.

Competition Among Retail Grocers.

A story is told of a Minneapolis dealer who hired only good-looking clerks with slight moustaches and lovable eyes. One of the recommendations of a clerk must be that he is an accomplished "masher." A clerk that cannot mash, flirt and roach down in his boots with his lung and hoist up a love sick sigh, stands no chance for a job. Well, why are all these accomplishments necessary? I will tell you—the clerks are compelled to flirt and fall desperately in love with the cooks of the various houses where they go for orders. The more mashes they make, the more promises of marriage they can show, the greater the salary such a clerk can demand. It is a well known fact that a cook can find fault with the groceries, and make it appear that they are of the poorest quality; she can make it appear so that her employers believe that they are being cheated, and induce them to trade elsewhere. Under the "masher system" introduced here all this is obviated, and the cook becomes a stand by. Unless she learns that her grocery boy is a gay deceiver her trade can be held for a long time. The clerks have become so crammed full of experience that this self-com occurs now. I heard of one clerk who had six Swedes, four Irish, eight French, three German, and one colored girl on the string. He has promised to marry nearly all of them, except the negress, and he is seriously contemplating a proposal to her, as recently she has turned cold and distant toward him. He said that his greatest contest was with a red-haired, freckle face, cross-eyed beauty of thirty two. He had to sigh himself down nearly forty pounds, and ogle his eyes almost like the cook's before he succeeded in making her solid. It's a great scheme, and surpasses the selling of 16 pounds of sugar for a dollar.—*Exchange*.

How to Choose Oranges.

The expert orange buyer does not select the smooth, clean-skinned fruit invariably, nor does he object to a heavy percentage of rough, dirty skins. The latter are not always easy to sell, but they invariably give the greatest satisfaction. This is because in the case of oranges, as with almost any fruit, beauty is only skin deep, and the insects which infest orange groves and extract sweetness from the fruit much as bees draw honey from the finest flowers, only attack the sweetest and choicest to be found. The effect of their efforts is to roughen the skin by perforating it, and hence dust is retained, instead of either falling or being brushed off the untouched skins. The fruit within the latter

having been rejected by the insects on account of the lack of sweetness is not so palatable as that in the rougher looking skins; and it is decidedly a good plan to follow in the foot-steps of the busy little creatures who can tap an orange and ascertain how sweet it is in a manner no man could attempt.—*The American Analyst*.

Advice to Grocers.

Look out that a stock of domestic dried fruits is not on hand when hot weather sets in advises *American Grocer*. Have the canned goods well reduced by the time fresh vegetables and fruits are generally consumed. Avoid an over stock of farinaceous goods in summer. Look out that olive oil, sauces, pickles and other goods liable to injury from heat are not exposed to the direct rays of the sun, nor placed on high shelves subject to a high temperature. Unsailable stock is made in that way. Avoid selling goods at any figure that are so damaged as to be worthless. For instance, yeast cakes. We recall a firm who thought it smart to place a pile of stale yeast cakes on the counter, labelled at half price. They sold quickly, but there went up a hue and cry from their customers, of spoiled batches of bread which made havoc with their flour trade.

Co-Operation and Business Profits.

Attempts at co-operation thus far have generally shown a strong if not fatal tendency to failure because of the difficulty of commanding the requisite skill and faithfulness in management. Co-operators are not willing to pay the price for service which their business needs in order to succeed. They always stand on the theory that the men who conduct great enterprises get too much for doing the business and operatives too little. In course of time, and usually not very long time, their scheme goes down. This is because in the nature of things no hired person on a salary of fixed amount will all the time keep his wits alive and study in the small hours of the night devising ways and means to make money for other people. They propose in their constitution to take from capital and skill a portion of the profit that has usually been accorded to them and give it to labor; but after thousands of experiments during forty or more years of good business in this country there is hardly a single case of such undoubted success as to warrant the assertion that demonstration of feasibility has been attained. The combined skill of all the co-operators in half a century has produced no concern of magnitude. The almost uniform failures seem to prove that great management must have great compensation, and in endeavoring to get the skill without the pay the co-operator's skill has come to naught.

Now, this is equivalent to saying that the world finds its business can be done at least cost than by co-operation. The latter fails because it is undersold and unable to compete with such skill as gets the better pay. Had Commodore Vanderbilt been content with the salary of a steamboat captain he would never have developed into a great business man and railroad manager. The prospect of great emolument brought into exercise great powers, so that he cheapened transportation to an astonishing degree and yet made money to an astonishing amount. The people who saved four or five dollars in a round trip between Boston and New York, and the people who got their barrel of flour twenty-five cents less because he ran a railway to Chicago, enjoyed the sensation at that time, but, when they saw his fortune, could not refrain from tears to think of the merciless robbery they suffered at his hands. The thing happened and succeeded, not because Vanderbilt was a robber, but by virtue of his giving better terms to people who had to travel and had to eat bread. His inducements were such that he got the business.

Suppose he and some others of the same kind of enterprise had not come upon the stage, what would have been the result? Evidently the old ways of business would have continued. We would still be going to Buffalo on canal boats and creeping along the streets of our cities in dilapidated omnibuses, still be doing our journeying in stage coaches over dusty roads and tedious hills at a great sacrifice of time, money, comfort and strength.

The enterprise of the money makers has profited everybody else by exciting production and accumulation. The money makers have taken pay, not out of labor, but out of the increased production and savings which their efforts have secured. Individuals have sometimes suffered. The omnibuses were killed when the horse car came, and A. T. Stewart did the business of a hundred small shopmen; but the people at large saved time in getting where they were compelled to go in one case, and got what they wanted at less cost in the other. The street railroad makes ten times the money that the stage did, and the people save money and time. The people can do better by buying of Stewart, and therefore they buy. They enriched him to the tune of thirty millions, clean cash. This is a great fact, but it does not show great robbery. It may show the very opposite.

Stewart was in business for about forty years, and for many years sold twenty millions of goods per year. Had he sold but fifteen millions per year at a profit of five per cent, and invested the profit with his usual sagacity, he would have been worth more than thirty millions at the end of his forty years. That he left but thirty millions proves that his profit was not over five per cent on the average. The margin for labor to gain from is, therefore, in the neighborhood of five per cent, because Stewart has proved that the ordinary man can not part with more than that and continue business. In other words, business stops when the margin goes down much below that rate.

There are some lines of business in which the profit is at times more than five per cent but, in the long run, the average can not amount to more than that. Competition increases from year to year, and profits tend downward all the time; consequently, it takes more talent and energy to make fortunes now than it did a few years ago. It is not so easy for a laborer to become a boss as it formerly was; and as the chances for rising to boss-hood grow less, the hatred of bosses increase. This is a symptom of discontent, and an evidence of the unreasonableness of the philosophy which is at the bottom of the schemes for relief. Capital must be paid, skill must be paid, and, if they are each paid but two per cent of the accruing profits, one per cent only remains for labor to get as its share; and this to the laborer whose wages are one dollar a day would amount to but three dollars per year. This is something to be sure, but as a means of elevating the laboring classes is of no account.—*Popular Science Monthly*.

Silver.

The market for silver bullion is featureless, its changes being entirely dependent upon the limited commercial demand. The discussion by Congress of propositions to repeal the Sherman act have had little or no effect, while the agitation produced by the alleged consideration on the part of the Indian currency commission of plans involving the closing of the mints of that country to silver or other restrictions upon its coinage has died away. The actual movement of the market consisted in a fractional improvement in the London commercial price, with a correspondent movement here. Bullion certificates were altogether inactive, the amount of silver held here against certificates being now only 567,000 ounces.

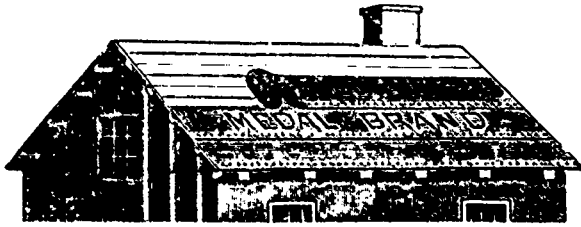
Silver Prices—Feb. 10.

London bars 33½d.
New York bars 34c.

Bradstreet's.

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Toronto Markets.

Flour—The market continues strong on Ontario grades, owing to the limited offerings. Straight roller sold to day at equal \$3 45 Toronto freights.

Millfeed—Very scarce and high. Bids of \$14 were made for bran here and \$15 for shorts, but none offered.

Wheat—Strong and in demand. Odd cars sold at 68 to 70c for white and red on northern to middle freights. On call 65c was bid for No. 1 spring east, and 60c for No. 2. No. 1 hard was sold at 87c to arrive North Bay, and at 87½c now there; on call 88c was bid. No. 2 hard sold on call to arrive there at 81c for two cars, and 85c was bid for spot; 93c was bid to arrive this month; sellers asked 82c in store Montreal, 80c bid; there were sales via Sarnia at 83c. No. 3 hard wanted at 78c North Bay for one to ten cars offered at 78c to arrive February, with 76½ bid; offered in store Montreal at 76c, with 73c bid; offered to arrive in a week at 79½, 78c bid, No. 1 frosted wanted at 75c, offered to arrive at 74½c, 70c bid this month; offered in store this month at 73c.

Buckwheat—Firm, with buyers at 45 to 46c.

Barley—Quiet. A 5,000 bush. lot of No. 2 sold outside at 40c. No. 1 offered at 46c and No. 3 extra at 36c.

Peas—Quiet, but steady. Holders ask 60c outside, 58c bid.

Oats—Firm with a good demand. Mixed sold north and west at 31c and white at 32c. There were sales on spot at 35c. A lot of 10,000 sold afloat Montreal May at 36c. More offered at the same price.

Rye—Firm, with a fair demand. Odd cars were bought at 53c outside.

Corn—Quiet at 52c for Canadian and 57c for American asked.

Car prices are: Flour (Toronto freights), Manitoba patents, \$4.30 to 4.50; Manitoba strong bakers', \$3.75 to 4.25; Ontario patents, \$3.25 to 3.50; straight roller, \$3.30 to 3.40; extra, \$3.00 to 3.10; low grades per bag, \$1.00 to 1.25. Bran—\$13.50 to 15. Shorts—\$15 to 16. Wheat—west and north points)—White, 67 to 68c; spring, 61 to 62c; red winter, 66 to 67c; goose, 59 to 60c; spring Midland, 63 to 64c; No. 1 hard, North Bay, 88c; No. 2 hard, 81 to 85c; No. 3 hard, 77 to 78c; No. 1 frosted, 70 to 72c; peas (outside) 58 to 60c. Barley (outside)—No. 1, 46c; No. 2, 40 to 41c; No. 3 extra, 36 to 37c; No. 3, 33 to 35c; two-rowed, 54 pounds, averaging about No. 3, extra in color (outside), 35 to 40c. Rye (outside)—52 to 54c. Oats—34 to 35c.

Potatoes—The market continues firm; car lots on spot are held at 80c, and small lots out of store sell at 90c per bag.

Eggs—The market is lightly stocked, and prices are very firm under a brisk local demand. Lined eggs sold to-day at 23 to 25c, and held fresh at 24 to 26c.

Beans—A fair jobbing demand is reported at steady prices. Choice hand picked stock sells at \$1.30 to 1.35 per bush and common to good beans at \$1.20 to 1.25. Farmers are offering a few lots which bring \$1 to 1.10 per bush, according to quality.

Dressed meats—A good deal of beef has come forward lately, and prices have an easy tendency, especially for common stock. Fore-quarters sell at 4 to 5c and hinds at 6 to 7½c. Lamb is also easy at 7 to 8c. Veal is in good demand and scarce at 8 to 9c per lb by the carcass.

Hops—Trade has been rather quiet this week, but sellers appear to be very firm in their views yet. Good to choice Canadian hops, 1892 crop, are held at 19 to 20½c, and yearlings at 14 to 16c.

Hides, etc.—Steady. Cured hides are moving out well at 5½, and green are firm at 4½ for No. 1. Skins—Unchanged. Sheep skins are in good demand and firm at \$1.10 to 1.30; calfskins quiet and nominal at 7 to 8c.

Poultry—The demand has fallen off somewhat lately, and prices have an easy tendency, although receipts are not large.

Dressed Hogs and Provisions—Receipts of dressed hogs were light to day and prices were unchanged. Packers paid an average of \$8.50 for a few lots. Products steady with a good demand. Quotations are: Mess pork, Canadian, \$21 to 22; short cut, \$22 to 23; bacon, long clear, per lb, 10½ to 11c; lard, Canadian, tierces, 12½c; tubs and pails, 12½ to 13½c; compound do, 10 to 10½c. Smoked meats—Hams, per lb, 13½ to 13¾c; bellies, 13½ to 14c; rolls, per lb, 10½ to 11c; backs, per lb, 13c.

Butter—The market remains very firm owing to the light arrivals. All grades of butter are in good demand at present. Choice dairy tub butter sold to-day at 19 to 21c and medium to good grades at 16 to 18c. A few dealers have reduced the price of creamery tub butter to 23c, at which figure there is an active demand. Receipts of large rolls have been light during the week, particularly of choice qualities, and prices are at the moment firmly held. The best grades sell at 18 to 19c, and average qualities at 14 to 17c. Quotations are: Butter, good to choice selected dairy, tubs, 16 to 18c; extra choice, 19 to 21c; medium, do, 14 to 16c; large rolls, good to choice, 16 to 18c; medium, do, 14 to 15c; creamery, in tubs and crocks, 24 to 25c; rolls, 26 to 27c; cheese, choice colored, jobbing at 11½ to 12c.

Cheese—A steady jobbing demand is reported for fall made cheese at 11½ to 12c. Summer makes are moving at 10½ to 11c. English markets are steady.

Seeds—There has been very little change in the local seed market this week. Dealers report more enquiry for export, but at the high prices seeds are held here very little trading can be effected. Receipts have been moderate. Dealers are paying the following prices on the local market: Alfalfa, per bush, \$5 to 6.60; red clover do, \$3.50 to 9; timothy do, \$1.25 to 2.25.

Cattle—Heavy buying for Montreal and other outside places is having a good effect on trade here. To day nearly half the cattle on the market were taken for outside points, and local men had some difficulty in getting enough good cattle to supply the home demand. Good fat butchers' cattle were in active demand at firm prices. Choice loads sold at 3½ to 4c per lb, and a few small lots of picked animals brought as high as 4½c. The bulk of the offerings were taken at from 3½ to 3¾c per lb. Thin cows and rough, half fat oxen sold at from 2½ to 3c per lb. Everything was wanted apparently, and the market closed firm. A load of choice feeders was picked up for Windsor for which 4c per lb was paid, and a Hamilton dealer took most of the stockers on the market. Milch cows and springers—About 20 were offered. The demand was fair at Tuesday's prices. Milch cows sold at from \$30 to 45 per head, and springers at from \$30 to 50; the outside price being obtained for one or two extra fine animals.

Sheep and lambs—The market was quiet and decidedly easier. The supply of lambs lately has been large, and very few have been sent out of the city. Prices were lower to-day. Sheep sold slowly at \$4 to 5.50 per head, lambs were in fair demand at \$3 to 5 each according to size and quality. The offerings will have to be light next week to keep prices on the present basis, especially if the weather continues soft.

Hogs—Market firm and unchanged. The offerings were light, only 249 hogs coming in altogether. All were quoted at Tuesday's steady prices. Choice fat hogs sold at 7c per lb; weighed off car and stores at \$6.75 to 7 per cwt. Rough heavy animals and light half fat hogs changed hands at 6 to 6½c per lb.—Empire, Feb. 11.

Montreal Markets.

Flour—The flour market in this city has been a very quiet affair during the past week, even the local trade having fallen below its usual volume. In Ontario straight rollers, sales are reported at \$3.60 to 3.65 to retail dealers, 90 per cent. bringing \$3.70 to 3.75. Car lots of straight rollers cost about \$3.50 laid down here on track—in fact, they are offered at that price. Strong bakers have a wide range, choice city brands being quoted at \$4.00 to \$4.25 as to quantity. Manitoba ground strong flour sells all the way from \$3.50 to 4.15, as to quality and quantity. There is a good stock of flour in hands of dealers here, especially straight roller flour, and holders are not as firm in their views as they were a few weeks ago. In other words, they do not care to sacrifice a sale for the sake of slight concessions from top values. Advice from points west of Toronto state that millers are shipping flour to Liverpool, Glasgow and London on through freights that are only about 6c per bbl. more than the local rate to Montreal. Some millers say these exports are paying them very well, while others admit they

are not profitable, but they have to go forward in order to keep surplus stock on the move. Prices are quoted as follows: Patent, spring, \$4.25 to 4.35; patent, winter, \$4.10 to 4.25; straight roller, \$3.50 to 3.75; extra, \$3.10 to 3.25; superfine, \$2.70 to \$2.90; fine, \$2.35 to 2.50; city strong bakers, \$4.00 to \$4.25; Manitoba breakers, \$3.50 to 4.15; Ontario bags—extra, \$1.40 to 1.50; straight rollers, \$1.80 to 1.85; superfine, \$1.30 to 1.45; fine, \$1.10 to \$1.20.

Oatmeal.—The sale of a car of rolled oats to arrive was made at \$3.85 on track here, but some millers refuse to sell under \$3.90. There is a good local demand, and prices are steady. We quote jobbing lots as follows:—Rolled and granulated, \$4.00 to \$4.05; standard \$3.90 to 3.95. In bags granulated, \$2.00 to 2.05, and standard \$1.90 to 1.95.

Mill feed.—The market for bran is decidedly firmer, and car lots are quoted at \$14.00 to 14.25, with sales at the inside figure. Bran is scarce in the west, and sells there at \$13.00 to 13.50 f.o.b. Shorts steady at \$15, and Moullio at \$19 to 22.

Wheat.—Advices from Ontario state that farmers are holding their wheat, which is always the case after an advance, and that receipts are very light. Sales have been made at points west of Toronto at 66 to 68c for red and white winter wheat, at 62 to 63c for spring, and at 59 to 60c for goose wheat. In Manitoba wheat, No. 2 hard has been placed at 85c North Bay, this month's delivery; but shippers say these rates are altogether too high for export. Here prices are purely nominal.

Oats.—The market is firmer and quotations are higher in sympathy with the advance in the west, and we quote 83c per 34 lbs. for No. 2 white, sales having been made at that figure. There is a good demand in the west for export.

Barley.—Prices are easier in sympathy with the west, where owners find it difficult to sell. Here we quote malting grades 50 to 55c and feed 39 to 41c.

Dressed Poultry.—The market is bare of supplies, and sales of turkeys have been made at 13 to 14c. We quote turkeys 13 to 14c, chickens 10 to 12c, geese 10 to 11c, and ducks 12 to 13c.

Hides, etc.—The attempt on the part of hide dealers here to put down the price paid to butchers to 4½ for No. 1 has proved a failure, as some refused to agree to the proposed arrangement, consequently butchers are getting 5, 4 and 3c for Nos. 1, 2, and 3, and dealers are getting 5½, 4½ and 3½ for Nos. 1, 2 and 3. The demand from tanners is still good, and all stocks meet with ready sale at full prices. Sales of selected No. 1 have been made at 5½ to 6c to tanners, while heavy steers have brought 7½ to 7c. We quote:—Nos. 1, 2 and 3 at 5½, 4½ and 3½, respectively to tanners, dealers paying 5, 4 and 3c. Calfskins, 6 to 7c; and lambskins 96c to \$1.10. Dry hides have advanced 2 to 1c per lb in the United States, Buenos Ayres having sold at 13½c against 12½ to 12c a short time since.

Pork, Lard, &c.—Receipts of pork during the past week were nil bbls against nil bbls for the week previous. Receipts of lard were 5 p'kgs against nil p'kgs the week previous. Owing to present unusually high prices the consumption of hog products have been materially curtailed. Still, prices remain very firm all round with an upward tendency. Canada short cut mess pork is firm at \$22.50 to 23.00 per bbl. Lard continues to move up, one of the large companies having put up its price of compound lard to 12c per lb. or \$2.40 per pal, and pure lard to 14c per lb or \$2.80 per pal.

Dressed hogs.—The market has ruled firm during the past week with sales of car loads at \$8.85 per 100 lbs, but is doubtful if more than \$8.75 could be had for a car lot to-day.

Butter.—The market continues firm with business confined to the local trade. If there were any export demand prices would quickly advance; but in the absence of it, there will be no dearth of supplies between now and the new

season. Sales of fine creamery have been made in jobbing lots at 23½ to 24c, but these prices could not be had for 100 tub lots. A lot of 30 tubs of very good creamery was sold at 22½c. In dairy butter the supply is getting very low of finest, sales of finest Townships having been made at 21 to 22c in 10 to 20 tub lots. Kamouraska is said to be scarce in Quebec, and holders ask 20c. Western is quiet but steady at 18 to 20c as to quality. We quote: Creamery choice fall, 22 to 23c; do good to fine, 21 to 22c, Eastern Townships dairy, choice fall, 21 to 22c; do good, 20c; Morrisburg and Brockville, 20 to 22c; Western, 18 to 20c. About 1 to 2c may be added to above prices for choice selections of single. Roll Butter.—The market rules quiet but firm with sales of Western at 18 to 20c, and Morrisburg in baskets at 19 to 21c.

Eggs.—Western eggs are being diverted to New York, where Canadian limed are realizing 35 to 38c. Here Montreal limed are selling at 26 to 27c, and strictly fresh boiling stock at 30c and over.

Dried Fruit.—The market remains quiet and steady, sales having been made at the following quotations: Dried apples, 5½ to 6c; evaporated, 8½ to 10c, with a slight advance at any moment; evaporated peaches, 20 to 21c; apricots, 21 to 22c; crystallized figs, in 5 lb boxes, at from 90c to \$1.00; do apricots, 90c to \$1.00 per box of 5 lbs.—Trade Bulletin, Feb. 10.

Toronto Grocery Market.

Sugars—Granulated, 4½ to 5c; Paris lump, boxes, 5½c; extra ground, barrels, 5½ to 6½c; powdered, barrel, 5 to 5½c; refined, dark to bright, 3½ to 4½c; Demerara, 4½c; Trinidad, 3½ to 3¾c; Barbadoes, 3½ to 3¾c.

Syrups—D, 1½ to 2½c; M, 2½ to 2¾c; B, 2¾ to 2½c; V.B, 2½ to 2¾c; E.V.B, 2½ to 2¾c; ex-sup, 2½ to 2¾c; XX, 2½ to 3c; XXX and special, 3 to 3½c.

Molasses—West Indian, barrels, 26 to 38c; New Orleans, open kettle, 45 to 55c; centrifugals, 30 to 40c; inferior low grades, 25 to 28c.

Teas and Coffees.—Jobbers are beginning to sort up and there is an improved enquiry for all kinds. The chief enquiry has been for low grade Young Hysons on account of low Japanese being so scarce and dear, thereby stimulating the demand for cheap Young Hysons, which are at present showing better value than Japanese. Low grade Ceylons continue light and beyond reach of local buyers. Low Congous of all kinds continue high. Japanese of all grades keep dear and in poor supply. First Young Hysons show good value at the moment. Rio and Santos coffees continue scarce and firm. Holders ask 20½ to 23; for fair to choice. Demand is quiet. East India rule at 32 to 34c, and Mocha 23 to 35c.

Dried Fruits.—Good Valentias are in fair demand at 5 to 5½c for off stalk, but there are a few poor grades offered at less. Currants are firm at 5½ to 6½c for barrels and halves. Dates are quiet, 5 to 5½. Prunes firmly held at 7½ to 8½c U to R, some houses asking ½c advance, they are generally considered good stock at present prices. Figs, dull; a few cooking are selling at 4½c in bags, and at 6½c for natural in boxes. Currants—Barrels, 5½c; half barrels, 5½ to 6½c; cases, 6 to 7c; Vostizza, cases, 7½ to 9½c; Patras, bbls, 6½c; cases, 6½ to 7½c. Raisins—Valencias, 4½ to 5½c; layers, 6½ to 7½c; Sultanas, 6 to 11c; loose Muscatels, \$2.25 to 2.40; London layers, \$2.25; black baskets, \$3.50; blue baskets, \$4.50. Figs—Elemas, 10 lbs and up, 9½ to 13c; white Malaga figs, 6½ to 7c in 25-lb boxes; natural do in bags, 4½c; mats do, 4½c; 14oz, 9 to 9½c. Dates—Hallowee, 5½ to 6c. Prunes—Cases, 7½ to 9½c. Nuts—Almonds Tarragona, 15½ to 17c; Ivica, 14 to 15c; do, shelled Valencia, 29 to 35c; filberts, Sicily, 9½ to 10c; walnuts, Grenoble, 14½ to 15c; Marbots, 12c.

Fish—Salmon, 1's flat, \$1.60 to 1.80; salmon, 1's tall, \$1.45 to 1.55; lobster, clover leaf, \$2.95; lobster, other 1's, \$1.75 to 2.25;

mackerel, \$1 to 1.25; finnan haddie, \$1.40 to 1.50; sardines, French 1's, 40c; sardines, French ½'s, 17c; sardines, American 1's, 6 to 8c; sardines, American ½'s, 9c. Fruits and vegetables—Tomatoes, 3's, 80c to \$1; corn, 2's, 85c to \$1.05; peas, 2's, 90c to \$1; beans, 90 to 95c; pumpkins, 75 to 90c; strawberries and raspberries, 2's, \$2; apples, gals, \$1.75 to 2; 3's, 85c to \$1; peaches, 2's, \$2 to 2.75; peaches, 3's, \$3.25 to 3.75; plums, 2's, \$1.40 to 1.75; 3's, \$2.05; pears, 2's, \$1.60 to 1.75; 3's, \$1.75 to 2.10.

Spices, Rice, &c.—Rice, bags, 3½ to 4c; do, off grades, 3½ to 3¾c; do, Parina, 4½ to 5½c; do, Japan, 4½ to 5½c; sago, 4½ to 5c; tapioca, 4½ to 5c; pepper, black, 1½ to 12c; do, white 18 to 25c; ginger, Jamaica, 18 to 20c; cloves, 10 to 15c; allspice, 10 to 13c; nutmeg, 90c to \$1.10 cream tartar, 23 to 35c.

Peels.—Quiet and unchanged. Lemon is going at 15 to 16c; orange at 17½ to 18c, and citron, 26 to 30c.—Empire, Feb. 10.

The Lenten Demand for Fish.

Retail fish dealers have been busy laying in their supplies for Lent, which commences on Wednesday next, and as there is no epidemic in the human family on this continent, the faithful of the Catholic religion will observe the important fasts of the coming season. One of the delicacies of our piscatorial supply is fresh British Columbia salmon, a car load of which was received a few days ago by Leonard Bros., wholesale fish merchants of this city and St. John, New Brunswick. The fish are in splendid condition, weighing from 12 to 20 pounds each, and realized 9 to 10c per pound—a remarkably low price for fresh frozen salmon at this period of the year. The above firm also received a car load of fresh whitefish, dore and pike, caught in the vicinity of Winnipeg, which are selling to the trade as 7 to 7½c per pound for whitefish, 8c for dore, and 4½ to 5c for pike. Tommy Cods from the maritime provinces are arriving in car lots and selling at \$1.90 to 2.00 per barrel. Fresh frozen herring are very scarce, and the few lots arriving bring \$1.75 readily. Several cars of fresh haddock have been received from Boston and Halifax, with sales at 3½ to 3¾c per pound by the case. In pickled fish the principal demand is for green cod, which is scarce, and has sold at \$6.25 to 6.50 for No. 1, and large is quoted at \$7.25 to 7.50. This is quite an advance since last fall, when green cod went begging at \$3.60 to 3.65 per barrel. The demand for Labrador and sho' herring as well as dry cod is slow.—Montreal Trade Bulletin.

Can Kansas Produce Sugar at Two Cents Per Pound?

In reviewing the course of experimental work and speculative influences relating to the sugar industry in Kansas the *Kansas Farmer* says: The present situation as to the cost of the production of sugar in the United States is stated by Dr. Wiley, Chemist of the Department of Agriculture, under date January 4, 1893, as follows: "The present actual cost of the production of beet, cane or sorghum sugar in the United States is almost the same for every variety, and is perhaps a trifle over 4 cents a pound."

The fact that within a decade the manufacture of sugar from sorghum has been introduced and has advanced so rapidly as to overtake the old established cane sugar industry, and to stand on an equality with the beet sugar industry, which had only to be transplanted from Europe, and the further fact that, from the despised sorghum, sugar is now produced at an actual cost of only half of its selling price eight years ago, while numerous experiences point to its ultimate production at not to exceed a cost formerly deemed absurd—of not more than 2 cents per pound. These, added to the fact that this plant is most at home in Kansas, constitute a favorable answer to the question which forms the caption to this article.

Freight Rates and Traffic Matters.

Through freight rates from west and north of Stratford, Ontario, to Glasgow and Liverpool are quoted at 28c per 100 pounds on oats and 21c per 100 pounds on heavy grain. For spring shipment from this port to Glasgow, 2s is asked for heavy grain.

The Chicago *Daily Trade Bulletin* of Feb. 11, says: "The railroads were blocked to a considerable extent during the past week by the cold weather following the thaw, making it difficult to switch cars. Rates to New York remained steady at 25c per 100 pounds for flour and grain, 30c for provisions. Through rates to Liverpool were firmer with a fair demand. Flour rates were 31 to 32½c; grain, 32 to 32½c per 100 pounds, and provisions, 30½ to 41½c. Lake freights were firmer with a little business done to Buffalo at 4½c for wheat and 4c for corn."

The new west bound tariff which, after a month's session, the transcontinental railway conference formulated, has been given out and changes the entire complexion of trans-continental rates. The new rates went into effect Feb. 15th. The tariff is issued jointly by the Union Pacific, Northern Pacific and the Great Northern, and covers the entire territory penetrated by these systems west from Chicago to the Pacific coast. It has been the avowed purpose in making these rates to build up the country through which the roads run, and all classes of freight have been noted on and are included in the schedules. There is an average reduction of 20 per cent. on all freight rates from St. Paul to Spokane, a reduction of 12 to 16 per cent. on coast rates, and of from 2 to 7 on rates to Montana, while the only east bound reduction is 5 cents on lumber, from 55 to 50, and the eastbound lumber rate to Chicago and St. Louis remains at 60 and 77½ respectively. Reductions of Spokane are the result of an appeal by that city to the inter state commerce committee and the rates are better than ordered by the commissioner. The reduction to Montana are a concession to its commercial development. One or two factors enter into the situation which give it an additional interest. The present agreement embraces only three roads instead of ten, the number subject to the old arrangement. The new tariff extends no further east than Chicago, while the one it superseded provides for transcontinental business. It is a notable fact that while only four roads have joined in the new tariff all the transcontinental roads were represented during the early days of the conference. Why they withdrew is not known, but no complications are expected from that quarter. The railways to the south will be compelled to reduce their rates to the Pacific coast points if they intend to carry any trans-continental business at all. It is understood that the Canadian Pacific while not directly appearing in the agreement, will coincide in the result. The new tariff directly applies to the northwestern tier of states and the Northern Pacific points. Its influence on other territory will be indirect.

The Breath.

It is feared that too many of us attach too little importance to the quality of the air which we emit from our mouths. This for some unaccountable reason seems to be particularly true of business employees, and was partially the reason that my spring shopping brought me unusual annoyance this year. Out of dozens of clerks and saleswomen who waited on me there was scarcely one whose breath was not insupportable. In the milliner stores it was even worse, for the girls and women there came into closer contact with one than elsewhere. The process of trying on bonnets, adjusted by the milliner herself on the head of the customer, necessarily brings the two almost mouth to mouth. In some cases the ordeal was a fearful one; and not less than three times was I compelled to leave the shop hastily without any decision, because not only was the odor unbearable to the

nostrils, but it induced a severe nervous headache, which subsided immediately on my regaining the outer air.

It is perhaps not sufficiently well known that those who suffer from nervous debility—and among the milliners and dry goods customers their name is legion—are extremely sensitive to vitiated air. And what a humiliation to discover that any emanation from a person is capable of inflicting disease on our fellow-men who approach us for only a few minutes. Saleswomen who are employed to wait on ladies are compelled in honor of their customers to dress themselves neatly and comport themselves so as to please. Is it not time that merchants were realizing the fact that, however eager a customer is to buy, the praise of the wares which at every syllable wafts infection to his nostrils can but drive him in disgust from the spot? One's patience with such neglect is only aggravated when one reflects that it might be so easily remedied.

If one's income does not permit the filling of teeth as soon as cavities are formed, one can at least buy harmless antiseptic liquids, dissolve them in water, and gargle the mouth night and morning, and three or four times during the day. Sometimes the stomach is the cause of the trouble, in which case the antiseptic dilutions will answer the purpose equally well. Five cents worth of pure carbolic acid will last half a year for this use, and two drops in a half glass of water is sufficient. When the patient has gargled his mouth and throat with a little of it he can pour the remainder in a bottle, which, tightly corked, can be put in the pocket and carried everywhere, to be used when needed. Borax, which costs nearly nothing, can be used in the same way. When nothing else can be had two drops of ammonia in a glass of water will disinfect the mouth well. There is no excuse for a bad breath.—*The House-keeper.*

The Tallest Trees.

The *Kew Bulletin* tells us that "the tallest gum trees and the tallest trees in the world are found in the gullies of Victoria, several trees having been measured that were 400 feet high, and the highest was 471 feet." Visitors to the Indo-Colonial Exhibition will remember the size and beauty of other Australian woods, especially of the specimens exhibited in the Queensland court. The finest tree in the world is said to be the Agassiz, one of the *Sequoia gigantea*, 31 feet in diameter, nearly 300 feet in height, and of remarkable symmetry. At the Paris Exhibition of 1878 there were shown no fewer than 2,530 specimens of wood from India, belonging to 906 species and 432 genera. And a more recent exhibition, that held in Edinburgh in 1884, made us acquainted with the glories of the Japanese woods, and those of the Adamau and Nicobar Islands.

Go to the East India docks and you will see the huge logs of padowk (*Pterocarpus Indicus*), a tree rivaling mahogany in the depth of the color of its wood and the density of its texture. Here, too, the stinkwood, the *Oreodaphne bulbata* of South Africa, vies, in spite of its ill-chosen name, with the teak (*Tectona grandis*) of Burmah and malabar. Or, if you prefer to see growing timber, cross over to Germany and note the massive beach trees of Hesse Nassau, whose branchless stems contain no less than 19,525 cubic feet per hectare, or nearly 8,000 cubic feet of timber per acre.

Grain and Milling.

It is proposed to grant Peter Powell a bonus of \$3000 to establish a 100 barrel flour mill at Melita, Man. A vote will be taken upon the by-law.

The Lake of the Woods Milling Company, says the *Portage Review*, paid \$5,587 this season up to date. It has always contracted for 1,600 cords more, which will make the total at the end of the season amount to over \$9,000.

This money is all paid to people living near the Portage, and most of it is spent in town.

The Lake of the Woods Co. has collected over sixty samples of grain, a bushel each, which the company intend sending to the World's Fair.

A large mill is to be established in Montreal this year by the Lake of the Woods Milling Co. Geo. Hastings, superintendent of buildings and manufacturing department of the company, who was in Winnipeg the first of the week, was asked as to the truth of the report, which THE COMMERCIAL first learned from another source, and he did not deny it. THE COMMERCIAL feels warranted in saying that the mill will be built.

The millers of Minnesota, or several of them, says a Minneapolis telegram, do not deny that there is on foot a movement looking to the formation of an association of all prominent millers in the spring wheat belt, but they do deny that the organization will have anything to do with controlling prices. A minimum price may be agreed upon, but no maximum. The idea is to have prices open, so that every miller in the association may know what every other miller is getting for his goods. In this way the millers will unite against the buyer who is responsible for the cuts in prices.

The announcement concerning canal tolls, says a Montreal telegram, has been received with great dissatisfaction by grain and shipping trades, who claim that the extra tolls will seriously affect the trade of this port. Under the new regulations, grain to Montreal for export will pay just eight cents per ton, or a quarter of a cent per bushel, more than last season, while grain through Welland, for export, via Ogdensburg, will pay ten cents per ton less than last year. The corn exchange is to take the matter up, and an agitation will be at once started to make the canals entirely free.

A meeting of the Winnipeg Grain Exchange was held on Wednesday. The clause of the by-law of the constitution relating to membership fees was so modified that after January 1st, 1894, the annual fee will be raised to \$20, and providing that should exigencies so demand, the council may make one or more special assessments upon members to meet the ordinary current expenses or any deficiency in the management of the ordinary current affairs of the Exchange; such special assessment shall be payable at such time and in such manner as said council shall direct; provided also that such special assessments shall not exceed in the aggregate the sum of \$10 per each member for any one year. All entrance fees to be funded and not to be used by the council in payment of the ordinary current expenses connected with the management of the affairs of the Exchange. The committee appointed to interview the C. P. R. authorities re free carriage of seed grain reported favorably. Such seed grain is to be equal to samples provided by the Dominion grain inspector. The words seed grain includes barley and oats. A gentleman has requested the Exchange to furnish him with five bushel samples of frosted and other low grades of wheat for the purpose of securing a test as to the value of these grains for distilling purposes, with a view to securing better prices for these grades than is now received when it is utilized only for feed. For the purpose of making the test a special permit has been obtained from the Inland Revenue Department at Ottawa. The members of the Exchange are all favorably impressed with the idea and will furnish the samples provided.

The attention of the Toronto *Empire* has been called to the fact that a Canadian canned goods packer was placing soaked peas on the market without labelling them as such, and with the fictitious name of a company as packers. There are two direct infractions of the law in this, for each of which the offenders are liable to a penalty of not less than \$2 per tin for not putting the word "Soaked" on, and the same for a fictitious name,

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By arrangement with the patentee.

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5,000 Epsom Salts.	500 gals. Castor Oil.
1,500 lbs Granulated Ammonia Mur.	
300 gals Salad Oil Pur.	
200 gals. Norway Cod Liver Oil.	
800 lbs. Carbolic Acid Crystals.	

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Ancient Sugar Refining.

The modern system of sugar refining with improved machinery and an expensive plant, when compared with the method of the ancients, presents a striking contrast. The early mode of making white loaf sugar is simple. And travelers in eastern countries occasionally witness sugar making in a primitive and economical way, that might be worth a trial by the maple sugar manufacturers of Canada. When the syrup is cleansed, boiled, and cooled to an extent that it is ready to mould into black or brown cakes, instead of emptying the molten sugar into cold pans, it is poured on little pan-shaped hills of fresh earth, covering them to the depth of one or two inches, after which the sugar is dried and caked on the hills under the rays of the sun, and what would have been very brown sugar by the maple sugar method, becomes almost as white as the best loaf when the earth side of the thick cake is scraped off.

The approach of the maple sugar season suggests this information; and should a manufacturer desire to try the experiment of making white sugar in this way all that will be necessary is to take a complement of fresh earth the size of a potato or corn hill, and flatten it out to the depth of six inches, and pour a thin layer of the molten sugar on the hill top as described, and let it dry in the sun. On the south coast of Spain this ancient method still obtains at Denia, where refuse pickings from raisins furnish the syrup to make loaf sugar in the open air on the ancient plan.

Tea Markets.

The London *Grocers' Gazette* says of Teas: "China Tea.—The demand this week has been small, and with holders of tea remaining firm but little business has been done. Some common red leaf teas sold from 5½d per pound upwards, and good Panyongs have been done at 7½ to 8½d per pound. A considerable business has obtained in new makes and one or two large lines were disposed of privately. Scented capers at auction sold from 5½ to 6½d per pound for common, a few fine parcels going up to 1s per pound. The lower grades are rather dearer. The green market is quiet, with a lower tendency for common kinds.

Indian Tea.—Although auctions have been a good deal smaller this week, there has been no pronounced activity in the buying; in fact, prices for all but common grades have shown a further shrinkage. Towards the end of the week business dragged a great deal, and brought over teas were most difficult to place. Prices for commoner Pekoes have again receded, and between 9 and 10d per pound these teas are now showing marvellous value, yet they are not saleable, though relatively much cheaper than low leafy grades. Good liquoring leafy broken kinds have been in active demand, but broken Pekoes continue very flat, and a great many parcels have again been taken out, especially in Calcutta bought invoices. Tippy broken over 1s per pound are again weaker, and wonderful style can be had for 1s 1d or 1s 2d per pound. A few fine Darjeelings made high quotations, but the proportion of finest tea has been small. Quality has in a good many cases shown distinct falling off, but some of the Sylhet estates sent forward some very useful teas. Most invoices from the Doars district have been poor and dry.

Ceylon Teas.—Common teas have again gone well, in fact, Pekoo Souchongs are now making within a fraction of the price of the Pekoes in the same invoice, the latter having, in common with Indians, gone back, while the former are dearer. Broken Pekoes are still wonderfully cheap, but they met with a little more attention this week. Quality on the average has been useful, but very few fine invoices were included, so there were not many high quotations. The proportion of tea sold under 8½d per pound was again very small."

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NORTHERN PACIFIC R.R.

TIME CARD.

Taking effect on Sunday, Nov. 20, 1892.
(Central or 90th Meridian Time.)

North Bound			South Bound		
Brandon Ex. Tues. Th. & Sat.	St. Paul Express Daily.	Miles from Winnipeg.	STATIONS.	St. Paul Express Daily.	Brandon Ex. Mon. Wed & Fri.
2:55p	4:10p	0	Winnipeg	11:45a	1:00p
2:45p	4:00p	8	Portage Junction	11:54a	1:10p
2:30p	3:45p	16	St. Norbert	12:03p	1:24p
2:17p	3:31p	24	Cartier	12:23p	1:37p
1:59p	3:13p	32	St. Agathe	12:41p	1:55p
1:50p	3:04p	40	Union Point	12:49p	2:02p
1:30p	2:51p	48	Silver Plains	1:01p	2:15p
1:20p	2:33p	56	Morris	1:20p	2:36p
	2:18p	64	St. Jean	1:35p	
	1:57p	72	Letellier	1:57p	
	1:25p	80	Emerson	2:15p	
	1:15p	88	Pembina	2:25p	
	9:35a	168	Grand Forks	6:00p	
	5:35a	223	Winnipeg Junction	9:55p	
	8:35p	470	Minneapolis	6:30a	
	8:00p	481	St. Paul	7:05a	
	9:00a	583	Chicago	9:35a	

MORRIS-BRANDON BRANCH.

East Bound.			West Bound.		
Freight Mon. Wed. & Fri.	Passenger Tues. & Sat.	Miles from Winnipeg.	STATIONS.	Passenger Mon. Wed. & Fri.	Freight Tues. & Sat.
11:40a	2:55p	0	Winnipeg	1:00p	9:00a
7:30p	1:15p	0	Morris	12:30p	7:50a
9:40p	12:55p	10	Low Farm	3:05p	8:15a
5:46p	12:27p	21	Myrtle	3:31p	9:05a
5:24p	12:15p	29	Roland	3:43p	9:25a
4:40p	11:57a	33	Rosebank	4:02p	9:58a
4:10p	11:43a	36	Miami	4:15p	10:25a
3:23p	11:20a	40	Deerwood	4:35p	11:16a
2:58p	11:05a	51	Attamont	4:50p	11:48a
2:15p	10:49a	62	Someset	5:10p	12:23p
1:43p	10:33a	68	Swan Lake	5:24p	1:00p
1:17p	10:19a	74	Indian Springs	5:39p	1:30p
12:57p	10:07a	74	Maricapolis	5:50p	1:55p
12:22p	9:10a	86	Greenway	6:16p	2:28p
11:51a	9:35a	92	Balder	6:21p	3:00p
11:04a	9:12a	102	Belmont	6:45p	3:50p
10:30a	8:55a	108	Hilton	7:23p	4:30p
9:49a	8:40a	117	Ashdown	7:35p	5:05p
9:35a	8:30a	120	Wawanesa	7:47p	5:16p
8:48a	8:06a	129	Routhwaite	8:14p	6:09p
8:10a	7:43a	137	Martville	8:35p	6:45p
7:30a	7:30a	145	Brandon	8:55p	7:30p

West bound passenger trains stop at Belmont for meals.

PORTAGE LA PRAIRIE BRANCH.

Taking effect Tuesday, Dec. 20, 1892.

East Bound.			W. Bd.		
Mix. No. 144 Mon. Wed. & Fri.	Pass. No. 115 Tues. & Sat.	Miles from Winni. per.	STATIONS.	Pass. No. 144 Mon. Wed. & Fri.	Mix. No. 144 Mon. Wed. & Fri.
12:15p	12:10p	0	Winnipeg	4:15p	3:40p
11:50a	11:52a	3.0	Portage Junction	4:25p	4:00p
11:38a	11:33a	11.5	St. Charles	4:45p	4:20p
11:07a	11:2a	14.7	Headly	4:50p	4:35p
10:36a	11:12a	21.0	White Plains	5:07p	5:00p
10:05a	10:54a	28.8	Gravel Pit	5:25p	5:27p
9:55a	10:47	31.2	Laxale Tank	5:31p	5:35p
9:33a	10:40a	25.2	Bustace	5:40p	5:40p
9:11a	10:25a	42.1	Oakville	5:50p	6:13p
8:25a	9:55a	55.5	Portage la Prairie	6:25p	7:0p

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