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The Dominion Era

A JOURNAL DEVOTED TO THE FINANCIAL, MERCANTILE AND MANUFACTURING INTERESTS OF THE CANADIAN NORTH-WEST.

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

VOL. 4

WINNIPEG, FEBRUARY 2, 1886.

NO. 19

The City of Winnipeg.

Although the Hudson's Bay Company have had a post at Fort Garry, in the southern part of the city, since the year 1812, the history of Winnipeg as a town dates back only to 1870, when Sir Garnet Wolseley crushed the Riel O'Donahue rebellion. In the spring of that year the business places in the village of Fort Garry numbered eighteen, and the total buildings outside of the fort, twenty-eight, while the census returns in the fall showed a total population of 215 outside of the military stationed in the place. The manufacturing institutions were a tannery and a harness shop. From this year forward it became a fixed belief among the people of the place that it was going to advance to a city of some importance in a comparatively small number of years, and that Manitoba was destined to be a rich, populous and prosperous Province. Faith in the place soon spread to the east, and in the fall of 1872 the Merchants' Bank established the first branch of a chartered bank, and from this onward eastern capital began to be freely invested in the town and Province.

It is not necessary for us to follow minutely the additions of new industries to the city during the next few years. Sufficient to say that Winnipeg's industrial progress was steady, although not rapid, and in 1874, the year in which the city was incorporated, the number of buildings within her limits was over nine hundred, twenty seven of which were occupied by manufacturing industries, over one hundred by mercantile concerns, and the balance as offices, hotels, boarding houses, dwellings and so forth. The population of the city was about three thousand seven hundred, and the value of property assessed within its limits \$2,076,018.

Notwithstanding the terrible convulsions that shook the whole monetary system of America and Europe during the years 1873 and 1874, the year of 1875 opened with bright prospects for the city of Winnipeg and the Province of Manitoba. True it is that foreign capital did not come freely to assist in their development during that year and 1876, but the residents of the city were now convinced that it had a great future, and showed that they had enterprise enough to give material aid in the great work. The number of new enterprises were not so

numerous as during 1874, but older business men were fast adding to their trade. The most valuable addition to the machinery of business was the establishment of the Ontario Bank branch. The Red River had five passenger and three freight steamboats plying upon it, whereas only one made occasional trips five years previously. The work of city improvement had also been going on apace. That summer a new city hall had been erected, and other corporation expenditures added to the price of its construction, made a total of nearly \$90,000. The value of the imports at the port of Winnipeg for the year ending June 30th, 1875, not including goods from Canada, was \$1,248,309; the exports for the same period were valued for \$588,958 and the duties collected \$171,430.76. The value of assessed property was \$2,762,414, and the population of the city numbered about 5,000.

In 1876 the city's progress in commercial and industrial affairs was steady, and that year two flouring mills were constructed which had an aggregate capacity of nearly 400 barrels a day. The population made material gain, and the value of property assessed that year was \$3,031,585.

In the year 1877 the first determined efforts for railway communication with the eastern world and through the Province were made, and as early as February of that year the citizens offered a bonus of \$200,000 to any company that would construct a railway from the city to the western boundary of the Province, but it was not until near the close of the following year that the St. Vincent branch of the C.P.R. connecting with the St. Paul, Minneapolis & Manitoba Railway at that city was completed, and through rail communication to the eastern portion of the continent secured. That year the population of the city increased to about 6,500, the value of property to a little over \$3,000,000. The tax receipts amounted to \$67,478.68, and the civic expenditure to \$55,569.07.

In 1879 progress was very rapid, owing to the impetus which railway communication gave to business, and by the close of the year the population had increased to 8,000, and the value of assessed property to \$3,415,065.

During 1880 the city's progress was unusual-

ly rapid, and her population increased with amazing rapidity being, at least, 12,000 by mid-summer, while the valuation of assessed property was fixed at \$4,006,160. By the close of the year railway communication was complete to Rat Portage on the east and Portage la Prairie on the west.

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

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

Chartered bank branches in city, 9; Loan companies doing business, 8; Manufacturing concerns, 39; Wholesale mercantile concerns, 50; Retail, 170; Miscellaneous trading, 104.

Volume of wholesale trade, 1881	.....	\$6,236,000
Volume of retail trade, 1881	.....	5,903,000
Manufacturing, including tradesmen, 1881	.....	6,676,000
Miscellaneous, 1881	.....	1,300,000
Estimated loans at close of 1881	.....	4,000,000

Although with the opening of 1882 the inflation in real estate collapsed, that year was by

no means one of depression in Winnipeg. Quite a large number of mercantile and manufacturing undertakings were set on foot in the city, and the floating population seemed during the summer rather to increase than decrease; so much so, that in the month of July there were over 25,000 persons in the city, and several thousands of these lived in tents during the summer months. The resident population and number of business concerns had increased so rapidly during the fall and winter of 1881, that people were contented, and in many cases thankful, to carry on business and reside in shed-like buildings, many of which could scarcely be rented now for stables. With the opening of spring, 1882, the work of constructing buildings of a more substantial nature commenced in earnest, and they did not require to be built on speculation, as the majority of them were leased by intending tenants before construction had proceeded very far, and sometimes before it had commenced. The real estate boom was thus succeeded by something like a building boom, and there were still many persons living in the city who firmly believed that the collapse of the former was only temporary, and that a return of inflated prices was only a matter of a few months, or a year at most.

The rapid construction both eastward and westward of the Canadian Pacific Railway also brought a large floating, and by no means impecunious, population to the city; so that altogether 1882 was, by no means a dull year in mercantile circles, and, could reliable figures have been reached, it would no doubt have shown an aggregate of business done fully as great as that of 1881. Still, the state of trade was far from being healthy. Inflation permeated its every branch, and the cost of living was so high, that shrewd business men could see plainly what a revolution was necessary before a normal state of affairs could be reached. Hundreds of immigrants were weekly passing through the city to seek homes on the prairie farther west; but its reputation for extortionate charges had been told and magnified to them, and they passed through it as rapidly and with as little delay as if it were a plague-stricken district through they must pass, but in which they need not linger.

The business done in the city in 1882 may be guessed at, if not reached, by the Customs statement of imports and duties collected, which was as follows:

GOODS IMPORTED.	
Goods imported (dutiable)	\$6,402,158.00
Do (free)	1,768,820.00
Total imported	\$8,170,978.00
GOODS ENTERED FOR CONSUMPTION.	
Goods entered for consumption (dutiable)	\$7,454,221.00
Goods entered for consumption (free)	1,968,820.00
Total for consumption	\$9,423,041.00
Duty collected	\$1,585,450.96
Goods entered for exportation	\$ 472,021.00

Notwithstanding these figures, symptoms of the coming reaction were felt towards the close of the year. A number of the smaller business men of the city found themselves hopelessly tangled with real estate speculations, and when

the opening of 1883 was reached, it was found that the year just passed through, unlike the two immediately preceding it, had an insolvency record, there having been in the city 19 failures, with aggregate liabilities of \$201,000, the figures for the whole Northwest being: Insolventcies, 28; Liabilities, \$290,000.

It would not be out of place to call 1883 the year of crash in Winnipeg's history. As it wore on, the work of separating legitimate trade from speculation progressed, and the process was anything but helpful to the former. The fact forced itself gradually upon the most unwilling minds, that the collapse of real estate speculation was to be permanent, and men who, early in 1882, were ranked as wealthy, entered upon 1883 with bankruptcy staring them in the face.

That contraction should follow inflation is accepted as an axiom of commerce by many, and it was certainly the experience of the city of Winnipeg in 1883; and the city was only an index of the unsafe state of affairs all over the Northwest. When the 1st of April was reached, it was found that there had been 47 failures in the Northwest, and nearly one-half of the number in Winnipeg during the first quarter of the year; and the gross liabilities of the 47 exceeded \$400,000. During the second quarter the depression became deeper, and 45 failures were recorded, with gross liabilities of \$396,000. The month of July was entered upon with a dread of panic hanging over the country, and business men who were weak financially soon found it impossible to stand the pressure. Banks and other financial institutions which had encouraged and fostered the reckless efflation of boom days, were now mercilessly exacting in their demands, and many a man, who in a more confident state of trade could have weathered the pressure with honor, was forced to insolvency. Nevertheless, the number of men who reached failure through purely trade misfortunes was singularly small, over 90 per cent. of the insolvents having succumbed to the pressure of a real estate or other speculative load. There can be no doubt that a tremor ran through the whole fabric of Northwestern trade when the business misfortunes of the third quarter of the year were published, showing 87 failures, with aggregate liabilities of \$1,458,000; and, as before, the city of Winnipeg had its full proportion of this crash. Depression then seemed to have spent its force; and although the last quarter of 1883 was one of great stringency, comparative safety had evidently been reached, and the number of failures dropped to 53, and their aggregate liabilities to \$415,000. The Northwestern failures in 1883 were thus 232 in number, and their aggregate liabilities amounted to \$2,869,000; while the proportion contributed by Winnipeg was 101 failures, with aggregate liabilities of \$1,750,000.

While trade was making this black record, a great revolution had been going on in other affairs in the city. Speculative extortioners had been nearly all swamped in the crash, and rents of business buildings and residences dropped gradually down, until in the opening of 1884 they were at less than half their boom prices. Speculators who had figured upon cornering markets in necessaries of life produced

at home, were sadly disappointed, and the price of almost every commodity included in what is termed living declined rapidly in value, so that 1884 was entered upon with everything connected with trade affairs in a healthy, if not a prosperous, state, and as a natural consequence solid, if not rapid, progress was made during the year, as is shown by the following figures taken from a statistical report of the city's trade as presented to the Winnipeg Board of Trade, at its annual meeting, held on February 3rd, 1885.

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

BUSINESS DONE IN 1884.

Wholesale mercantile	\$14,220,098
Retail " "	6,809,600
Manufacturing, contracting and building (not included in mercantile)	2,550,000
Miscellaneous	500,000

Total	\$23,079,600
Value of imports	\$2,239,611.00
Customs duties collected	509,516.80

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

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

Of the wholesale trade after the first shock was over, the effect was not so unfavorable, although the lines dependant upon building and contracting suffered very severely, as no building was undertaken until after midsummer, and heavy undertakings of every kind were postponed until after the return of the troops from the front.

The recovery in the city's trade since the close of the rebellion has been very marked and rapid, but it would be unwise to calculate all as an index to what we are to expect from this time forward. Into the last four or five months of the year were crowded quite a portion of the business, which should have been done in spring and summer, and the rush thus caused in many branches is too easily mistaken for signs of permanent activity. Still Winnipeg's trade has recovered amazingly during 1885, and the recovery has been more in the direction of safety and confidence, than in magnitude of turn over. The statistical report of the city's trade for the year will be found elsewhere in our columns, and its figures corroborate what we now state.

BOARD OF TRADE.

ANNUAL MEETING.

REPORT OF A BUSY YEAR'S WORK.

The annual general meeting of the Board of Trade was held on Tuesday, the 26th January, in the board room, when there was probably the largest attendance ever seen at any of the board meetings.

President Kenneth MacKenzio occupied the chair, and opened the meeting by calling on the secretary to read minutes of last meeting, which were read and approved.

Some discussion took place on the exemption law, and very strong expressions of disapproval were made by several of the speakers. Messrs. Galt, Ashdown, Luxton, Whitla, Jones and others took part in the discussion, and a strong determination was manifested in favor of sweeping amendments to the same.

The question of discriminating rates on the C.P.R. was also brought up, and very decided expressions upon the subject made by Messrs. Whitla, Ashdown, Galt, Jones and others.

Mr. Ashdown also introduced the question of settling with immigrants the vacant lands in the old part of the province, and especially around Winnipeg.

Eventually it was agreed that these matters be left for discussion at an adjourned meeting to be held next week.

The president called upon the secretary to read his annual report of the Board's work, which was read and, with one or two trifling changes in the wording, unanimously adopted. The report was as follows:

SECRETARY'S REPORT FOR 1885.

To the President and members of the Winnipeg Board of Trade.

Your council beg to submit this the seventh annual report of the Winnipeg Board of Trade.

The duties and labors of your board commenced last year, when there were evident signs, that the cloud of depression, which had for two years hung over this city and Province, was likely soon to clear away, and a period of prosperity be entered upon, and although the work of commercial recovery has had its interruptions, it is pleasing to know it has made considerable progress.

About the first act of the past year was the publication of the board's report for the former year, together with a statistical report of the city's trade affairs for the same year, which was issued in pamphlet form, and distributed liberally and widely over this continent and Europe.

Your board deemed it advisable early in the year to co-operate with the boards of Montreal and Toronto, in pressing once more upon the Dominion Government the necessity of the passing of some act which would compel the equal distribution of insolvent estates. With this aim a petition was circulated and signed by the leading business men of this city, and forwarded for presentation, along with similar documents from other boards in Eastern Canada.

Judging that there was little or no hope of securing the passing of such an act during the

past session of the Dominion Parliament, your board also petitioned the Manitoba Government in favor of the passing of an act similar to the "Creditors Relief Act" of Ontario, which would in a measure take the place of more comprehensive insolvency legislation, such as would be expected from Ottawa.

As you are all aware, no legislation on insolvency was undertaken last session, and your board's representations to the Local Government, while they elicited liberal promises from Attorney General Hamilton, brought no legislative relief.

Another matter brought prominently before your board and which received attention, was the question of immigration for the province. Your board appointed a committee, who in company with another committee of the City Council pressed the matter upon the Local Government, showing how the immigration to this country from all parts has for years been carried westward into the Territories, to much less desirable homes than could be found within Manitoba. The organization of the Government immigration Bureau was undertaken, showing that the Government had at least some desire to accomplish what was pressed upon them by the committee of your board and others.

A piece of very unjust and mischievous legislation enacted during the last session of the Local Legislature, and known as the administration of Justice Act, met with the prompt and determined opposition of your board. Said Act contained exemption provisions, which were of an unwarrantable nature in themselves, and were so arranged as to apply to debts contracted before the passing of the measure, showing evidently that as a whole the Act was a matter carefully studied in the interests of the dishonest, and for the injury and loss of the industrious, and interfered seriously with the trade arrangements of the Province. Your board at considerable expense and much trouble opposed the measure, and forwarded to the Minister of Justice at Ottawa a petition calling for its disallowance, signed by three thousand three hundred and forty (3,340) citizens of the Province, which was presented by your president, accompanied by one of the most influential deputations that could wait upon the honorable gentleman. Your board regret to state however, that while the honorable minister and the right honorable the premier of the Dominion admitted the injustice of and condemned the act complained of, no disallowance of the measure could be secured at Ottawa.

Your board are pleased to state that the long-delayed appointment of Capt. Clark as grain inspector for this province was made in time for the opening of the present grain season, and that a system of grain inspection here has already done much to bring that trade into thorough organization.

In connection with this same matter your board of grain examiners, through your secretary, have been in frequent communication with the department of Inland Revenue, regarding the amendments to the Inspection Act passed at the last session of the Dominion Parliament, and in no small measure are we indebted to their efforts for an amended inspection act,

which while it may have some defects, is framed so as to guard well the interests of both grain dealers and growers in the northwest.

At the request of the leading hide dealers and butchers of the city your board took steps for the appointment of a hide and leather inspector for this city. A board of examiners were appointed, and candidates for the position examined, resulting in the unanimous selection of Mr. W. J. Bird, a selection which your board ratified, and which your secretary was placed before the Department of Inland Revenue at Ottawa in regular form. As yet Mr. Bird's appointment has not taken place, but the delay has not yet been greater than is generally experienced in connection with such appointments.

During the past summer and fall several prominent individuals from Ottawa have visited this city, and your board have not been slow to impress matters in the interests of Manitoba trade upon such. A petition asking for the discontinuance of the railway disallowance policy of the Dominion Government, which has been such a burden on the trade of the Province, was presented with the signatures of the best men of this city attached, to the Honorable the Minister of the Interior during his late visit, and elicited from him an expression of the hope and belief that the policy of the Government would soon cease to call for the maintenance of this railway restriction.

A deputation from your board also waited upon the same gentleman and the honorable the Minister of Militia, to press upon both the necessity for early settlement of claims for losses sustained by men in trade during the late rebellion, and for goods supplied and services rendered by the same class during its suppression. Both gentlemen promised that no unnecessary delay in such settlements should occur.

Your board have heard from time to time the complaints of the business men of this city regarding unnecessarily high rates of insurance, and have had a committee at work in conjunction with the city council to secure a reduction of those rates from the companies doing business here. Their efforts have in some measure been seconded by the local Board of Underwriters, and there is a probability that more or less of a reduction will soon be made. Your committee, however, deem it wise that this matter should be persistently pressed.

Complaints from the importers of this city against the uncivil and arbitrary conduct of the heads of the Customs Department here had become so numerous that a short time ago your board were compelled to memorialize the Hon. the Minister of Customs for the removal of the collector and surveyor at this port. A committee appointed to look into this matter reported most unfavorably with regard to both of these officers, and furnished voluminous correspondence of the most convincing character in support of their report. Your board, therefore, reluctantly forwarded the same, with a request for the removal of these officers, to the Minister of the Department.

By the terms of a recent order of the Governor-General-in-Council, the inspection and other arrangements connected with the grain handling of Manitoba are practically entrusted

to the care of this board, and through the medium of your board of examiners these have been carefully looked after. Two of their number were sent to Toronto, in October last, to look after Manitoba interests in the fixing of grain standards for the present season. They have also examined and recommended a candidate for deputy inspector at this city, the ratification of which will be asked from this board. Applications for similar officers at other points have been made, and the work of examining and recommending such will have to be attended to and the results brought before you for ratification.

Numerous other matters have received the attention of your board and council during the past year, among which may be mentioned the efforts put forth for securing reduced freights on grain on the Canadian Pacific Railway by all rail to the East; the efforts late in the season for the organization of an elevator company, and construction of a storage elevator, which, while unsuccessful for the time, had the effect of causing the work to be taken by another party, a member of your board, to whom is due the credit of supplying the first storage elevator for Winnipeg; also the efforts for the establishment of a system of daily trading meetings of the board, which, if not yet reached, promises to be in the very near future.

These and other efforts have contributed to make a year of activity for your board, and a year in which the good work of organization has made great progress; so that in entering upon 1886 with the prospect of the commencement of construction of the Hudson's Bay Railway and other great public works, and the certainty of open railway communication to the Pacific as well as the Atlantic, the machinery of your board stands in order to enable you to grapple with questions affecting the city's trade interests in connection with these great undertakings.

In looking back over the events of the year, your board will find much cause for congratulation, but also some cause for regret, and among the latter the most powerful is the fact that 1885 supplies this board with a death roll.

Early in the year Mr. James Sutherland, of Sutherland & Campbell, wholesale grocers, passed from among us after a severe and lingering illness. Near the close Mr. William Higgins wholesale boot and shoe dealer, was numbered among the unfortunate victims in the wreck of the steamship "Algoma." Both were active members of this board and enterprising business men, who had made their way forward to a front place in Winnipeg's mercantile ranks. Their loss is much felt in a growing city like our own, and all the more so when we consider that neither were taken from the number of our own aged veterans, but were both among our young, energetic and ambitious business men. Let us hope that at the close of 1886 we shall have no such record to look back over.

Your council and officers desire to express their gratitude for the implicit confidence reposed in them while acting for the board during the past year, and have pleasure in submitting this report for your approval.

The treasurer's report for the past year was also read and unanimously approved and was as follows:—

By balance on hand from 1884.....	\$ 23.77
Fees from 116 members at \$10.....	1,160.00
	\$1,183.77
To rent of board rooms.....	175.00
Printing and postal cards, including annual report.....	254.00
Advertising.....	40.25
Extra services employed.....	36.50
Legal services.....	50.00
Postage and miscellaneous.....	30.25
Secretary's salary balance from 1884..	30.00
Secretary's salary in full, 1885.....	500.00
Balance on hand January 26th, 1886..	67.77
	\$1,183.77

The Treasurer's report being unanimously adopted, the Secretary read a statistical report of the city for 1885 which will be found on another page.

Mr. Whittle moved and Mr. Matthewson seconded that a vote of thanks be given to the Secretary-Treasurer for his labors in compiling the reports just read. The motion was cordially responded to by the meeting, and Mr. Steen returned thanks for the encouraging expression.

On motion of Mr. A. Strang, seconded by Mr. Alex. Woods, it was decided to have 2,000 copies of all these reports printed, along with other facts and figures which the council of the board might approve.

The president then declared the election of officers for 1886 in order.

Mr. Whittle moved and Mr. J. B. Mather seconded that Mr. Kenneth Mackenzie be re-elected president.

Mr. W. F. Henderson as chairman protem put the motion, which was unanimously carried.

Mr. J. Redmond proposed and Mr. P. Gallagher seconded Mr. J. H. Ashdown for vice-president, which was carried unanimously.

Mr. Strang proposed and Mr. Bertrand seconded James E. Steen as secretary-treasurer, and the motion on being put was unanimously carried.

The balloting for twelve members of council was next proceeded with, and resulted in the election of Messrs R. J. Whittle, G. F. Galt, A. Mackeand, L. M. Jones, S. A. D. Bertrand, W. F. Luxton, Jas. Redmond, G. R. Crowe, G. J. Maulson, G. F. Stephens and W. A. Hastings.

The secretary brought forward a motion, of which notice had been given at the last quarterly meeting, to the effect that a treasurer be appointed who shall take charge of all monies, and ex-officio be a member of the council, adding that Mr. F. W. Stobart be the first treasurer. The motion was put to the meeting and unanimously carried.

The following gentlemen were put forward for membership of the Board, having been recommended for the same by the council: Messrs. W. B. MacArthur, Thos. Montgomery, Robert Maxwell, E. D. Moore, G. W. Girdlestone, J. E. Caldwell, D. Grant, — Hutcheson, Frank Anderson and Alex Taylor.

A ballot was taken and all the applicants were declared elected.

After some other informal conversation the meeting adjourned until Monday next at 3 o'clock p.m.

Building in Winnipeg in 1885.

The building business of Winnipeg during the year now closed has received very little attention from the press either of this city or the east, a fact which is due to the record being the smallest since 1880. But we have learned to be content with small things during

the past year, and small though the building operations of Winnipeg were during 1885, they furnish strong proof of the progress of legitimate trade in the city during that year.

The bulk of the building done in this city during last year was for mercantile and manufacturing purposes, and if we take out the new post office and a few modest residences, the balance was all for mercantile purposes. Among buildings of that class we have the fine new block of the Massey Manufacturing Co., at the corner of Princess and William Streets, a solid brick structure of three floors and basement with an area of 25x100 feet, which is now occupied by the company in their agricultural machinery business. The block is ornamental as well as substantial, and is a proof that its constructors are determined not to lose, but to extend the business footing they have secured in this country.

The Maycock Block on Main Street, at the corner of Alexander, is another solid structure, and quite an addition to the long range of brick and stone blocks which are now to be seen on the principal street of the city. It will be occupied partly by its owner in his business of dealer in fancy goods, and is now about completed.

But last year the buildings constructed were not on Main Street as a rule, showing that on the less noisy thoroughfares wholesale business concerns are beginning to centre, and that business of that kind will gradually move away from Main Street, and leave it to staple and fancy retail concerns. On Princess Street, at the corner of Bannatyne, we have another of those wholesale blocks, built by the Confederation Loan Association, which takes its place among the substantial and handsome business buildings of the city. It has three floors, and a frontage of some sixty feet on Princess and ninety on Bannatyne Street. It is occupied already by two of our leading wholesale concerns, Messrs. Hodgson, Sumner & Co. dry goods, small wares and fancy goods dealers, and Messrs. Sutherland & Campbell, wholesale grocers, and makes two spacious warehouses, well adapted in every way for wholesale mercantile business.

The manufacturing interests have had their share of the small total of building in 1885, and the most prominent addition in that way is the erected water factory of Messrs. Blackwood Bros. on Colony Street. This is another solid brick structure with a stone foundation, furnishing spacious cool cellarage, commodious bottling and packing rooms and a well in yard. The works altogether cover an area of about 150 feet square, and are being fitted up with the newest and most improved machinery used in the trade. Altogether these works will be, by the opening of the spring trade, the most complete and extensive in the Dominion. It has been decided that the water for manufacturing such goods of the best quality can be had here, and Messrs. Blackwood Bros. have shown that they can make full use of this as well as other advantages. Even with the facilities they formerly had, they have succeeded in competing with and entirely driving out of this market the fine goods of Belfast, Ireland, a thing which has not been accomplished in any city as large or larger than Winnipeg in Canada, or, in fact, the United States east of the Mississippi River.

We have no other important business buildings which were constructed during 1885, but quite a number of additions and improvements have been made upon several, so that of the \$100,000 spent in building last year \$125,000 were directed by the increasing demands of trade. Now that we have entered upon 1886, and that we have no prospect of trade interruptions by rebellion or other unpleasant causes, let us hope that the building record will show a heavy increase on 1885, and we have no doubt but the mercantile and manufacturing interests will contribute their share to architectural solidity and improvement.

W. E. SANFORD & CO. Manufacturers of Clothing

WHITLA BLOCK, ALBERT ST., WINNIPEG.

MANUFACTORY:
45 TO 49 KING STREET, HAMILTON.

Jno. E. WATSON.
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W. D. WATSON.
W. W. WATSON.

Jno. WATSON, President.

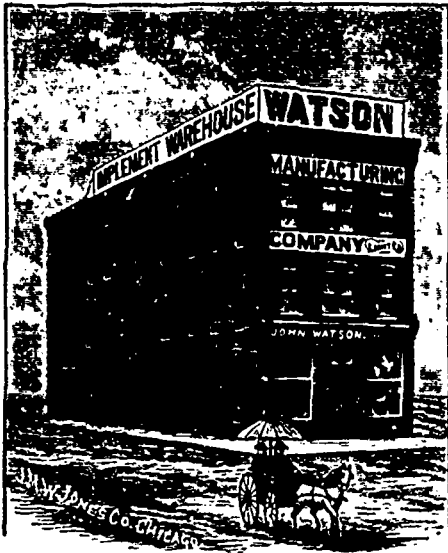
Watson Manufacturing Co.

(LIMITED)

WINNIPEG, MANITOBA.

MAIN OFFICE: AYR, ONTARIO.

Dealers of all kinds of—
Agricultural Implements.



Manufacturers of—
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VICTORIA SQUARE, MONTREAL.

AND IMPORTERS OF

GENTS' FURNISHINGS, HATS, CAPS

FUR GOODS, GLOVES AND MITTENS.

JOHN TROTTER,

(SUCCESSOR TO TROTTER & CO.)

MANUFACTURING JEWELER,

Begs to inform the trade throughout the Northwest that he is prepared to give prompt attention to

Diamond Setting, Chasing, Engraving, Electroplating and Repairing,

And the Manufacture of all kinds of Fine Gold Jewellery. Prices will be found Right.

22 M. DERMOT STREET,

WINNIPEG, MANITOBA.

JAMES ROBERTSON & CO.,
Importers of Tinsmiths & Plumbers Supplies

GENERAL METAL MERCHANTS,

ALSO MANUFACTURERS OF

CIRCULAR,)
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AND
BILLET WEB.

→ White Lead, ✦ Putty, ✦ Shot Oil, ✦ Lead Pipe,

Canada Plates, Tin Plates, Sheet Iron, Tinned Iron, Galv. Iron, Bar Iron, Nails, Horse Shoes,
Sheet Lead, Iron Tube, Gas and Steam Fittings, Bellows, Anvils, Vices, Carriage Goods, etc.

BRANCHES: Montreal, Toronto, St. John, N.B., Baltimore, M.D.

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W. D. PETTIGREW, MANAGER.

WINNIPEG WAREHOUSING COMPANY,

(LIMITED.)

Having been established in the City of Winnipeg for the
last four years, desire to call attention to the great facilities they have for

- : STORING AND HANDLING GOODS, : -

PREMISES LARGE AND WAREHOUSE ROOM FOR ALL KINDS OF MERCHANDISE.

BONDED OR FREE.

→ **FROST PROOF STORAGE A SPECIALTY.** ←

Negotiable Receipts issued and goods insured when required. Freight and
Cash advanced on consignments. Prices Low. A call solicited. Orders
by mail receive prompt attention.

WAREHOUSES & OFFICE: Point Douglas Avenue and Higgins St., WINNIPEG.

JNO. E. DINGMAN, Manager

WINNIPEG'S TRADE IN 1885.

A VERY SATISFACTORY STATEMENT.

PROGRESS DESPITE REBELLION.

STATISTICAL REPORT PRESENTED BY THE SECRETARY AND ADOPTED BY THE BOARD OF TRADE.

In entering upon statistics of the trade of Winnipeg for 1885, the further enquiry is prosecuted the more contradictory are the facts to those in former years. The year has been a peculiar one in many senses, and its effects upon trade have been in keeping with other spheres.

On the surface of affairs there seems but little change in trade matters since the last report was presented to this board. The number of trading institutions in the city has changed very little, there being at the close of 1885 some 898, or fourteen less than at the close of 1884. One or two institutions of moderate importance have disappeared, and others have taken their place, while the bulk of those which have fallen out have been very small concerns of no trade consequence.

Nor does the change in the figures of the aggregate business of the city give any cause for wonder, although there has been considerable changing of places as to the importance of several branches. This is clearly discernible in the figures of some of the leading branches of wholesale trade, where reliable statistics can be obtained, and is shadowed if not made plain in retail lines.

The past year closed with 87 houses in Winnipeg which do more or less of a wholesale or jobbing business, which shows an increase of twelve over the figures of 1884. There have been no new concerns started during the year, but fourteen have added jobbing to their retail trade, while two wholesale concerns have gone out of business.

The 87 are divided as follows: In grain, grain products and milling, nine; in groceries and provisions, sixteen; in dry goods and clothing, eight; in lumber and lumber manufactures, including furniture, twelve; in hardware, metals and stoves, ten; in farm machinery, seven; in boots and shoes, harness and leather goods, four; and miscellaneous, nineteen.

In 1884 the grocery and provision trade showed the largest aggregate of business, but this year it has to give place to grain, grain products and milling, which comes to the front with an aggregate business of \$3,518,452, divided as follows: Wheat, 3,455,400 bushels, at a cost of \$2,033,600; oats, 599,450 bushels at a cost of \$259,860; barley, flax and other grains and seeds to a value of \$141,100; flour, 474,160 bags at a value of \$923,892; catmeal, bran, shorts, chopped grain and other grain products of a value of \$160,000.

Groceries and provisions although taking a second place during 1885, show an increase in aggregate over 1884, and figure up to \$3,397,846.

The third in the list in 1884 was the lumber

trade, but in 1885 that place is taken by dry goods and clothing, with an aggregate business of \$1,594,450.

Lumber and timber manufactures take the fourth place with an aggregate of \$1,257,000, and are very closely followed by hardware metals and stoves with a total of \$1,226,000.

Farm machinery takes the sixth place with a total of \$1,064,327, while there is quite a wide gap between that and the next on the list, namely, boots and shoes, harness and leather goods which foot up to \$517,000.

The remaining nineteen houses are spread over a number of branches, including paints and oils, stationery, crockery and glassware, wines and liquors, fruits, etc., and they show an aggregate business for the year of \$1,263,000.

Thus the aggregate wholesale trade of the past year foot up to \$13,848,075 or \$372,023, short of that of 1884, which reached \$14,220,098.

This deficiency is made up as follows: Lumber shows a decrease of \$1,302,300; hardware of \$277,273; farm machinery of \$39,200, and boots and shoes, harness and leather goods of \$33,500; making a total of \$1,652,323 in these four branches.

On the other hand the grain and milling business shows an increase of \$562,932; grocer's and provisions of \$243,560; dry goods of \$5,450, and miscellaneous lines of \$458,400, giving a total increase of all lines of \$1,280,282.

A very slight study of the events of the past year will furnish somewhat of a key to the above figures. The outbreak of rebellion in March last had a staggering effect upon trade of every kind in this city, and although some of the branches quickly recovered, those connected with building operations suffered severely for a long time, and it was only with the return of our victorious volunteers, when mid-summer had passed, that attempts were made to carry out a few of the building contracts, which, early in the year, it was the intention to have entered upon. It is not to be wondered at, therefore, that there has been such a marked decrease in the lumber and hardware branches. The whole building operations carried on in the city during the past year had a value of not more than \$190,000, and if we add the full contract price of the new post office, somewhat about \$125,000, we have an aggregate of only \$215,000, the smallest for this city since 1880.

The decrease in farm machinery, and the improved state financially of our farmers, compared with a year ago, can only be reconciled by a reference to that legislative monstrosity, the new exemption law, which has curtailed the farmer's credit, and benefitted only the dishonest in the Province.

Before entering upon the retail or manufacturing interests, we shall refer to the export trade of the city, which has received special attention in the compiling of this report, and has been as closely sifted as the opportunity for securing facts and figures would allow.

As a matter of course wheat is our leading article of export, and during the year houses in this city sent out 2,220,609 bushels at a value of \$1,422,690. The export of oats reached 110,000 bushels at a value of \$42,330. The exports of barley, flax and other grains and seeds reach

an aggregate value of \$49,200. The year's exports of flour reached 210,765 bags at a value of \$416,600, while in oatmeal, bran, shorts, chopped feed and other grain products they reached \$85,000. The other exports from the city consist of linseed oil and oil cake, potatoes, butter, hides, furs, and fresh fish of which last named alone, nearly 1,590,000 pounds went out during the year. Exact figures as to those miscellaneous exports cannot be reached, but a careful approximation places them in the neighborhood of \$165,000. Thus the aggregate value of exports in 1885, so far as could be discovered, reached \$2,180,820, and in saying exports, only what was forwarded to the Eastern Provinces, the United States, or the Old World is included, and the shipments to the territories to the west and northwest of Manitoba are not taken into account.

It must be acknowledged that the results of the whole year's retail trade are rather disappointing, if we start with the impressions given by the general activity during the closing months of the year. It must be remembered that during the first half of 1885, when some 2,000 men from this city, as soldiers, teamsters and others were at the front, retail business generally was in a very depressed state, and although during fall and winter a very rapid recovery set in, the aggregate trade of the year furnishes no figures over which to be enthusiastic.

As was done a year ago, we received figures from a fair representation of the leading branches, and have made a careful approximation of the business done by the balance, the only course by which the aggregate of business done can be reached in retail lines. The number of institutions has decreased some 20, the figures of 1884 and 1885 being respectively 408 and 388 concerns. The results of figures secured and general inquiries made show that over thirty per cent. of these show an increase of sales, a little more than thirty per cent. have fully held their own, while over thirty-five per cent. show a decrease, although in no instance have we found the latter very marked. Taking the last year's figures as a guide, namely \$5,509,600, it would be about fair to place the aggregate for 1885 at \$5,500,000.

In entering upon the manufacturing interests of the city, the same course of approximating has to be followed, although in quite a few branches reliable figures can be secured.

The lumber firms of the city employed during the year about 200 hands, or some 80 less than in 1884. The total cut is included in the wholesale figures of the trade.

In the milling business there has been an increase in the number of hands employed, the number in 1885 being about 120, while improvements have been made on some mills, which have raised the gross capacity of flour production to nearly 1,250 barrels a day. The value of manufactures in this branch is also included in the wholesale review.

In iron and metallic manufactures generally, there has been a very pleasing change for the better since the beginning of 1885. The value of manufactures has increased at least 35 per cent., and the number of hands employed have increased in proportion, and now number about

500, while the value of output is in the neighborhood of \$675,000.

Among other branches we have the printing press and its associates, which employ over 160 hands, and earned very close upon \$250,000.

Brewing and the manufacture of aerated waters, cordials and so forth, employed nearly 100 hands, and shows an aggregate business of about \$194,000.

The other branches go to make up a total of manufactures outside of what is included in the mercantile figures of about \$2,200,000.

The value of city trade for 1885 may be summed up in the following concise table:

Wholesale mercantile.....	\$13,848,075
Retail mercantile.....	5,500,000
Mixed mercantile.....	850,000
Manufactures.....	2,200,000
Building, contracting, etc.....	335,000
Miscellaneous institutions difficult to classify.....	600,000

\$23,333,075

From the facts and figures placed before you now there are points to be drawn which it would be well to study. The most prominent one is, that the work of exporting our products has progressed fairly well, and that of paying off the balance against the country has fairly commenced. Another pleasing feature is, that while in other affairs the city's trade shows a falling off from the previous year, in manufactures there has been an increase in value of the aggregate in most branches. We are more in want of manufacturing institutions than any other class, and while we may feel satisfied with what has been done by those in existence during the past year, we must bear in mind that outside of a second pork packing house and a small factory for making stovepipe elbows no manufacturing institution worthy of notice were added during 1885.

Another point is strongly defined in the fact, that our grain business has already shot ahead of all other branches in importance, and which is, that our greatest hope for future prosperity depends upon our making the city a grain centre.

But these facts and figures also sound their note of warning. They show that we have reached safety, but by no means the rushing state of business some sanguine people among us are ready to believe, and reports of which are by far too freely circulated at present.

Our efforts ought to be made for the securing of industrial institutions in our midst, and extending our grain handling facilities, for there we have a field open for both enterprise and capital. But it is only just to ourselves as well as others to state, as the foregoing facts clearly prove, that in mercantile life the field here is filled at present.

We have reached trade safety, but we must now beware and not open the gate to trade recklessness. All trade openings in this city are by no means closed, but the selection still open is undoubtedly outside of the purely mercantile field.

Travel and Transport in Bygone Days.

Now that we have some sixteen hundred miles of railway in operation between Winnipeg and the Rocky Mountains, the business of getting supplies of every kind to points in the far Northwest is a matter comparatively easy. Even when shipping to points away from where there is railway communication the difficulties are not so great, for with the C.P.R. extending clear to the mountains' points to start from can be easily selected by which the furthest outlying parts of settlement can be reached by an overland journey of less than two hundred miles. Besides the railway has not done away with travel on wheels and runners through the Northwest, but has greatly increased the routes, and materially improved the class of vehicles used, and what has taken place in overland travel has also taken place, though in a less degree in overland transport. Thus the buckboard of a few years ago is fast being superseded by the buggy and spring wagon, while the old Red River cart has been fast disappearing before the invasion of the lumber waggon and the box sleigh.

With our present travel and transportation facilities we cannot realize the difficulties and delays connected with the Northwest ten, seven or only four years ago. We know that in 1877 Lord Dufferin, then Governor General, made some of his journeys through Manitoba in a Red River cart, but most of the modern importations among us have a kind of belief, that His Excellency chose that means of locomotion in preference to a better, and thus displayed that adaptability to circumstances for which he is so justly famous. But some people would stare with incredulity if told, and told truthfully, that less than seven years ago men on business have made journeys of a thousand miles with the conventional cart and oxen, and night after night slept on the ground where they halted after sundown. Such was the regular method of travel up to near the close of the last decade, and the man with a horse and buckboard up to then was indulging in a luxurious locomotion, which might be considered extravagance by the simple natives among whom he travelled.

But the ox cart was often the only means of transporting goods up to a very recent date, and in the first of the present decade many a train of them started from Portage la Prairie, the end of railway construction and even from Winnipeg for Prince Albert, Battleford, Fort MacLeod, Edmonton and other points. While the transport of goods was thus carried on in trains it was naturally slow, but it went through all right, as the old freighters were always an agreeable and companionly lot among themselves, and ready to help each other when accidents happened. But when freighters started alone on any special trip, the certainty of goods going through to their destination was doubtful. Not that there was any danger of being plundered by the Indians, for they were harmless until a few years ago; nor was there any danger of theft, for the freighters were an honest class, with rare exceptions. But break downs and delays often took place which were bad drawbacks, and more than one instance could be given,

when early and severe winter compelled freighters to make rapidly and lightly laden for some settlement for shelter, and leave their freight to be destroyed or seriously damaged by exposure to the storms of a whole winter on the prairie.

One case of this kind occurred some six years ago to a freighter who had started from Portage la Prairie for Prince Albert. Mud and wet at first made his journey a tedious one, and in the Touchwood Hills country he had to change wheels for runners, snow having fallen. Eventually he was compelled to abandon his freight and make for some settlement, although he had shown determined pertinency. But he did not leave it until it was safely reached, and the following season, he returned and took it on delivering to the consignee in June, what he should have received in the previous November at the latest.

Still this man's difficulties were only ordinary ones, and not to be compared with those experienced in crossing swollen rivers taking light freight in improvised skin boats, towed at the tails of oxen or ponies, and other extraordinary circumstances in which the freighter underwent sore trials and often braved great dangers, some of which if related would be booked as "stuffed anecdotes," by many in this province as well as the east.

Even in later years when we had steam boats on the Saskatchewan River, the transportation of merchandise was a troublesome matter at times, especially in years when the water in that river was low. It is less than four years since the attempt to establish a journal in Prince Albert, and the plant for the same, which was shipped by steamboat the greater portion of the way was several months in getting there, and had to be taken a portion of the end of the journey by York boat and freighter's 8 waggon. But it reached there eventually, and since then the Prince Albert Times has been regularly published except during the rebellion troubles of last spring and summer.

When we consider how easy it now is to forward goods even to outlying parts of the Northwest, and that we have railway communication to so many points throughout the country, we should certainly feel satisfied with the great progress we have made, and be hopeful if not sanguine about what will be accomplished during the next few years.

A Starch Factory Wanted.

If there is any new manufacturing institution that would prove a great success in Winnipeg it is a factory for the manufacture of starch from potatoes. Already the production of thees in Manitoba is much beyond the local demand, and the severe winters we have precludes the idea of shipping to eastern markets as damage by frost would surely ensue. The storing here through winter is a matter of too much care and trouble for the majority of farmers, so that a factory supplied with ample storage could lay in an unlimited stock in the fall at low figures. The raw material can be had cheaper here than anywhere else in the Dominion, and capital and mechanical skill should supply the remaining elements of success.

to Liverpool, I had been heading for several days across country for one little town of Middleham, where I had heard that a customer was in deep water and likely to go under. I arrived at a village some twelve miles from there late on Christmas eve, and out of pure mercy for my nag, which was sorely played out with the tough roads, I bunked for a night at an apology for a tavern, and next morning, Christmas and all as it was, I started on the remaining drive to Middleham. It was a miserable sleety morning, and I was about as used up as my nag. I felt all fozzled too, and found no shade of comfort in anything except a quart of good old Irish malt, but for which I should scarcely have reached the town, so searching was the damp cold sleet all the way. When I arrived my quart was about finished, and once I entered the 'Cross Keys,' and had passed the compliments of the season with the Widow Coleby, the hostess, I was glad to swallow a heat radiator in the shape of a stout goblet of punch.

"Once I had seen my beast attended to, I started out for my dangerous customer, but was astonished as well as disappointed to find him off on a visit to his father-in-law, some forty miles distant. But I learned through his book-keeper that his difficulties were only of a temporary character, and his visit was to secure some temporary aid from his father-in-law, who was wealthy. The book-keeper rided me every way in looking into his employer's affairs, and I soon saw that there was no cause for alarm, and no embarrassment, but could be relieved by two or three hundred pounds for a few months. My mind was much easier after this investigation, but the thought of spending Christmas in Middleham was far from cheering."

Here the punch goblet wandered involuntarily to Mr. Badger's lips, but its contents were evidently too limited to slake the thirst caused by so much talking, and withdrawing it he called to the waiter lad, "Here, Tom, supply me with the elements of another punch."

The elements were quickly supplied, the steaming refreshment brewed, and after a long drawn swig Mr. Badger recommenced.

"Well, stay over in Middleham I had to, for my nag was used up and much in want of a day or two's rest, and I was not out of need of the same myself. I wandered back to the 'Cross Keys,' for the only customer I had in the town was the one I had been looking after, and I had not a solitary friend with whom to enjoy a Christmas dinner. Outside was only sleet, drizzle and mud, and inside there was not a guest to associate with. So I smoked at times, at others paced the dining room of the tavern, and when the feeling of loneliness became too great I cheered up with another tumbler of punch. How many pipes I smoked, or how many punches I swallowed, I do not know, for these are things I never keep count of. Five o'clock came, and the short winter day had merged into dusk. The wind had gone down, and the sleet stopped falling, so I made up my mind to try a short stroll through the village. I had donned my top coat, and was going out of the tavern door, when my hostess called me back and informed me that dinner would be ready in half an hour, and she had roasted a nice young turkey specially for me. This little act of kindness had also a cheering effect upon me, and I looked to my aged hostess and from my heart said, 'Bless you, mother.'

"Well, I thought I would have my little stroll until dinner was ready, and out I went. The narrow unpaved streets were dark and sloppy, and I had only gone a short distance when I determined to return, so dismal was the appearance of things outside. So I wheeled round a corner into the main street of the town, and in the darkness smash I went against a stranger. We met with a good solid bump, and as I am not the build of a man easily thrown from his pegs, I was soon righted on my porps, but the stranger, a slim cadaverous looking being, went spinning around and had some

kicking and sparring to avoid a fall. A man who has the best of a collision can afford to be sympathetic, so I expressed sympathy with my new friend, shook hands with him warmly, and after a very short conversation insisted on his accompanying me to dine at the 'Cross Keys.' Rather reluctantly he consented, and in less than twenty minutes we were sitting comfortably by the side of a blazing fire over our second tumbler of punch when dinner was brought in, and with it two extra candles, which added greatly to the cheeriness of our room.

"We sat down to our meal, and by the extra light I could discern more closely the appearance of my guest. He was tall, spare and angular, with high cheek bones, a sallow complexion, deep sunken eyes, and when he laughed, which he did with a deep hollow kind of a gargle, he showed two rows of white wolf-like teeth. His clothes were seedy, rusty black, and impressed me with the idea that he was the village schoolmaster, wearing out the parson's old clothes. Then there was about his mouth and sunken eye sockets a hazy, bluish hue different from anything I had ever seen before, but I explained that phenomenon to my own mind by suggesting that his wife probably did the washing for the parsonage, and before coming out he had inadvertently washed his face in her bluing water."

Mr. Badger again cast his eye at his tumbler, then called loudly for the waiter to supply more elements and to fill the kettle with fresh hot water. When he made his former interval for refreshment there was an evident feeling of being bored on the part of his hearers, but now there was eager attention from them, and appearances of a desire to hear the balance of his story. The kettle was replenished, and a tumbler all round brewed, and Mr. Badger resumed.

"Well, we commenced the dinner, but I had no appetite for turkey, but I pitched into the sherry, and was ably seconded by my friend. As each glass went down his throat his gurgling laugh grew more hollow, the blue haze around his mouth and eyes brightened into a more sulphurous hue, and I must say I at times felt inclined to punch his wolf-like teeth down his throat, for there was something about his manner I did not like. But then he was my guest, and while he did nothing of a really insulting nature I was bound to bear with what might after all be only his peculiarities.

"How many glasses of sherry we drank I cannot say, for these are things I never do keep count of. But when he commenced to break up the plum pudding, I noticed he was careful not to touch the white sugar frosted cross on top of it, and although I pressed him he would not taste the pudding itself. This fairly aroused my suspicions about him, and as I watched him keenly, I noticed strange gleams from his dark eye glaucing out through its sulphurous surroundings. I must say I felt a little relieved when the girl came to remove the food and dishes from the table, and as she went out and closed the room door behind her I wished she had staid longer.

"But I soon made up my mind not to be annoyed at my companion, even if there were some very suspicious circumstances about him. I ordered fresh punch for us both, and charged my pipe with fresh Bristol cut, and was soon whiffing away like a steam engine. I had closed my eyes a little, to enjoy the weed in oblivious silence, and on opening them saw my companion's face through the cloud of smoke looking like one mass of sulphurous haze, with only two fiendish dark eyes and two rows of wolf-like teeth peering through the illuminated mist. The sight startled me a little, and my meerschaum fell from my mouth to the floor. He laughed at its fall, and, oh! what a deep and sepulchral gurgle that laugh was. I was getting angry, and looking down at my pipe I determined to stoop down and pick it up at once, even at the risk of a rush of blood to the head. I bent down to do so, swirling my chair

forward with me, but the perverse hearth rug caught my toe, and away I went sprawling on the floor. The fall made me laugh, although I was angry a few minutes before, and my companion joined in the laugh in tones which quickly changed my temper. A moment after I felt his tight grip on the guard of my right arm, and I seemed to rise to my feet with a magic ease under his power. As my eyes met his I could see him leering at me with his sulphur clouded eyes, while his laugh was a constant, hollow-gurgling chuckle.

"Men often lose their best opportunities for want of decision at some moment of trial. This was the most trying moment of my life, for had he held me ten minutes longer grinning and chuckling at me, I believe I should have been a raving madman all the rest of my life. But I am a man of decision when it is necessary, so I says to myself: 'Now, William Badger, you know quite a something about boxing, and this is the time to display your science.' So I swung round quickly and dished him a lefter under cut right in the pit of the stomach, and the effect was magical. He let go his grip of me at once, and I followed him up with some smart right and left fibbing about his sulphurous eyeballs, finishing up with a flying right shoulder argument, which stretched him on the carpet.

"I have often felt relieved when a seeming difficulty disappeared, but the feeling of exuberant joy which overcame me after I flattened out that fellow, I never can describe. I haped in the air some three feet and shouted: 'Hurrah! Hurrah!! Hurrah!!! But horror, Hurrah! Hurrah!! Hurrah!!! was echoed all over the room, and along the mantle piece, around the edges of the table, along the cornice of the ceiling, and over the backs of the chairs rows of black gleaming eyes, sulphurous faces and white snapping wolf-like teeth leered, fumed and grinned at me. It was intolerable. I seized the poker and thrashed among them with a right good will, but seemingly without effect. A haze seemed to come before my eyes, my head swam with dizziness, and I can remember no more.

"Two days after Christmas I found myself strapped down on a bed, and a doctor beside it. I was sore and bruised all over. I had for days afterwards the worst billious attack I ever had, so that nothing would lie on my stomach. In fact I had a complication of ailments which the doctor diagnosed and gave a Latin name as long as a broomstick. I tell you, gentlemen, I suffered, and it was nearly two weeks before I was able to leave Middleham. The Widow Coleby, too, abused me like a pickpocket for the inhuman way in which I had beat and abused the poor stranger I had brought to dinner on Christmas day. But when I asked who and what he was, she acknowledged she had never seen him before or since. I knew it was no use to argue with a woman, and I made up my mind not to disturb the doctor in his opinions about my disease. I paid him his three guineas for attendance, and my hostess my bill and two pounds fourteen and fourpence for what furniture I had smashed on Christmas. But, gentlemen, no one could or can yet persuade me, but there was something supernatural about that cadaverous, sulphur-faced fellow, who dined with me at the Middleham Cross Keys on my only Christmas out."

As Mr. Badger drained his tumbler after concluding his narrative, it was evident from the faces of his hearers that he had made no converts to his belief in supernatural appearances. Some were mute, some winked at a friend, one middle-aged bagman blew his nose fiercely, and one precocious young man whispered to a friend the ominous initials "D.T." But Mr. Badger was a man of fixed opinions, and he quietly smoked out his pipe and an hour afterwards slept the sleep of the weary, while on the little table at his bedside the indispensable brandy and soda for the morning draught stood as sentinels over his slumbers.

Business East.

ONTARIO.

Jas. Copeland, baker, Sarnia, has sold out.
 Philip Cook, shoe maker, London, has sold out.
 J. W. Byam, physician, Campbellford, is dead.
 Benner & Sons, millers, Owen Sound, were burned out.
 H. V. Howe, grocer, Meaford, has sold out to D. Cameron.
 Jas. Johnston, general storekeeper, Glencoe, has sold out.
 John L. Webb, shoe maker, Point Edward, has assigned.
 Potts & Rowe, livery keepers, have dissolved; Potts retires.
 Jackson Bros., general storekeepers, Hensall, have dissolved.
 A. Cohen, general storekeeper, Twp. Darling, was burned out.
 Mackie & Edsall, hotelkeepers, Toronto; bailiff in possession.
 Martin & McLean, shoe makers, Galt; stock damaged by fire.
 Jas. Bennett & Co., sash factory, Brussels, were burned out.
 John Fox, shoe maker, Cobourg, has sold out to Hugh Gordon, jr.
 Thos. Munroe, dry goods dealer, Belleville, has assigned in trust.
 F. W. Benke, general storekeeper, Onondaga, has assigned in trust.
 Hugh Gordon, jr., grocer, Cobourg, has sold out to Daniel Gordon.
 Christie & Wilkinson, dealers in dry goods, Galt, were burned out.
 Martin, Werlick & Co., tinmiths, St. Thomas, have assigned in trust.
 Middlemiss & Robertson, dry goods dealers, Galt, were burned out.
 H. B. Anderson, shoe maker, Norwich, has sold out to Jos. Elliott.
 Peachen, Collins & Co., paint manufacturers, Toronto, have dissolved.
 W. L. E. Hamblin, dry goods dealer, Toronto, has moved to McIntyre.
 C. J. Pritchard, dealer in boots and shoes, Hamilton; reported left.
 A. E. White, hardware merchant, Port Stanley, has moved to Dutton.
 Boag & Guy, hotelkeepers, Stratford, have dissolved; Guy continues.
 John Hamilton, dealer in confectionery, Stratford, has assigned in trust.
 Wm. Watson, general storekeeper, Tilsonburg, has assigned in trust.
 Patten & Flannery, tailors, London, have dissolved; Patten continues.
 F. L. Brown, general storekeeper, Myrtle, has sold out to D. A. Brown.
 Alex Crichton, general storekeeper, Parry Sound, is giving up business.
 Thos. Kidd & Son, general storekeepers, Seaford, have assigned in trust.
 Hallman Bros., general storekeepers, Mount Elgin, have assigned in trust.
 H. J. Tirling, dealer in gents' furnishings, Hamilton, has assigned in trust.
 W. T. Chambers & Bro., dealers in gents' furnishings, Toronto; stock sold by trustee.

Wm. Hessin, wholesale dealer in confectionery; stock advertised for sale by tender.

W. H. Burney, general storekeeper, Millgrove, has sold out and will remove to Strabane.
 G. & H. Jackson, general storekeepers, Edmondville, have dissolved; G. E. Jackson continues under old style.

QUEBEC.

E. Jalbert, grocer, Montreal, has assigned in trust.
 A. J. Roy, tailor, Warwick, has assigned in trust.
 Alfred Laroque, hotelkeeper, Valleyfield, is dead.
 Commire & Co., foundrymen, Montreal, have dissolved.
 P. Dery & Co., hotelkeepers, Quebec, have dissolved.
 L. Rouleau, druggist, St. Raymond, was burned out.
 B. A. Benoit, furniture dealer, St. Hyacinthe, has assigned.
 W. E. Elliott & Co., dealers in oils, Montreal have dissolved.
 Isidore Villeneuve, grocer, Warwick, has assigned in trust.
 Narcisse Chouinard, baker, Levis, has assigned in trust.
 N. Gelinas, dry goods dealer, Three Rivers, was burned out.
 J. E. Godin, shoe maker, Three Rivers; stock damaged by fire.
 L. S. Lesieur, furdealer, Three Rivers; stock damaged by fire.
 Mrs. D. Leonard, dealer in fancy goods, Montreal, was burned out.
 I. Gauthier, dry goods dealer, Three Rivers; stock damaged by fire.
 Beaupre & Fiset, boot and shoe manufacturers, Quebec, have dissolved.
 Henderson Lumber Co., Montreal; mill destroyed by fire—insured.
 Jos. R. Michaud, general storekeeper, Carleton, has assigned in trust.
 Thos. Jacobs, general storekeeper, Caugnawaga, has assigned in trust.
 H. Prefontaine, dry goods dealer, Sherbrooke, has assigned in trust.
 E. Barrette & Co., general storekeepers, Chambly Basin, have assigned.
 J. W. Mackedic & Co., wholesale clothes, Montreal, have admitted J. R. Mackedic and F. Mahon as partners.
 Lefebvre & Bro., boot and shoe manufacturers, Montreal, have dissolved; Benjamin Lefebvre continues under same style.
 Letourneux, Fils & Co., hardware merchants, have dissolved; business continued by Chas. H. Letourneux of Notre de Dame Grace, Chas. Letourneux of St. Henri, and Jos. Letourneux.

NOVA SCOTIA.

H. Graves, trader, Aylesford, has assigned.
 Bennett Smith, shipping agent, Windsor, is dead.
 Wm. Hurley, undertaker, Halifax, has assigned.
 Alex. Oswald, general storekeeper, Laurencetown, has sold out.

NEW BRUNSWICK.

E. J. O'Brien, builder, Moncton, has assigned.

T. B. Ritchie, builder, Moncton, has assigned.
 A. Wilson & Co., grocer, Moncton, has assigned.

S. McLeod, tailor, Woodstock; stock damaged by fire.

R. Cluff, harness maker, Woodstock; stock damaged by fire.

H. V. Darling, jeweler, Woodstock; stock damaged by fire.

T. L. Estey, harness maker, Woodstock; stock damaged by fire.

Jas. Baker, dealer in boots and shoes, Woodstock; stock damaged by fire.

General Notes.

MOOSE JAW wants a tailor and a doctor.

AT Port Arthur wood is worth \$2.50 per cord, and coal \$7 per ton.

A THIRD weekly paper has commenced publication at Portage la Prairie.

PORT ARTHUR is getting up a display of mining specimens for the Colonial Exhibition.

SELKIRK merchants claim to be doing a heavy trade with lumber and fishing camps on Lake Winnipeg.

OWING to the scarcity of good wood along the line of their railway, the Manitoba Northwestern Company will change their locomotives to coal burners.

NEW buildings have been erected in Carberry during 1885 to the extent of about \$60,000. These include a roller flour mill and four stores, besides other buildings of a commercial nature.

CALIFORNIA has some 104,000 Chinese within its borders. The average wages paid them is \$260 per year, which aggregates upward of \$27,000,000, upwards of 20,000,000 of which is sent or carried to their native country.

FIFTY years ago Russia stood almost first among iron-producing nations; now her mine is nearly last, and her imports of iron and steel amount to more than \$75,000,000. A higher protective tariff is suggested by various iron masters.

IT is stated that two permanent batteries as well as a company of scouts, to be under the command of Major Bolton, are to be organized for service in the Northwest. It is also stated that a fort will be constructed at Gleichen, near the Mackenzie reserve.

THE License and Police Committee of Winnipeg intend making a vigorous crusade against the sale of liquors during prohibited hours by hotels; also against the sale of liquor by the glass at groceries. It is claimed that many groceries are habitually contravening the by-law in this respect.

FROM all that can be learned the extension of the Galt railroad to Montana is only a question of a few months. There is no doubt but the money, \$100,000, will be forthcoming, as it lacks less than \$20,000 of the amount asked for. We have been informed that as soon as the preliminaries are settled, an effort will be made to have the work of construction commence at both ends of the line and the work pushed forward to completion without delay. It is expected they will receive their charter from the Dominion Government by the middle of March.

The Commercial

WINNIPEG, FEBRUARY 2, 1886.

OUR FIRST ANNUAL NUMBER.

In presenting to our subscribers and the business public this our first annual number, we deem it unnecessary to make any apologies. The extra size of it requires none unless to the Post Office Department for the extra weight of paper and number of copies to be transmitted. Nor is it necessary to apologise for the extra quantity of reading matter we present, and if the quality of the same requires any we are not going to supply it. The season of the year may be out of keeping with the ideas of some people, and require apology, Christmas being the recognized time for such issues. But as commercial literature is not the most likely to receive careful perusal about a holiday time, we have chosen the present as the most fitting for our special annual effort. This is the earliest opportunity at which we can lay before our readers the trade facts and figures of the commercial centre of Manitoba for the past year of 1885, and we deem these sufficiently encouraging to call from us special effort. Those of our readers who agree with us in their opinion of these figures can appreciate that effort, and those of a more sanguine turn, who are disappointed with them, can excuse us for differing with them, and be thankful that matters are no worse than they are.

To encourage us in making this special effort, we have asked the co-operation and assistance of our advertising patrons, and we state with pleasure, that our appeal has been liberally responded to, as the pages of this number bear strong testimony. We therefore tender our thanks for the same, and trust that as each successive annual number of THE COMMERCIAL appears, it will contain matter more and more encouraging in connection with the trade affairs of Winnipeg and the whole Northwest.

THE BUSINESS MEN WANTED IN THE NORTHWEST.

From the heading of this article it might be assumed that we were beginning to get fastidious, and even saucy about the kind of business men we wish to locate in this growing country, and we acknowledge, in the outset, that we are rather particular, if not anxious, about

securing men of the right stamp. Still we claim that it is not out of pure selfishness, or local greed, that we are thus particular and anxious, but a fair share of both are in the interests of intending immigrants, who might come here to engage in business, and after a trial be disappointed with the results. Unsuccessful business men are not a desirable class to have in any country, and in a new one like our own, where immigration is so much wanted, the reports of such men's misfortunes going back to where they come from do much more than anything else to stop desirable settlers from coming to our country. We may be pardoned, therefore, if we tender a little advice to those who have an intention of coming to the Northwest to engage in commercial pursuits.

In assuming the position of adviser, we start out by saying that we have no advice for the man of extensive capital, who wishes to find in our new and undeveloped country a more remunerative field than he can secure in an older one. Such men are usually possessed of enough business acumen to choose for themselves and choose aright, and about the only word we have for such men is, not to be looking for a modern Eldorado, where huge fortunes can be amassed in a very short time. If they should invest in such they will, in all probability, find them a delusion. This is a country with great natural resources, which can only be developed with the aid of patient industry, and while capital employed in the same work will yield better returns than in any other part of this Dominion, it can only find safe investment where it serves as a prop to industry, and, consequently, must not be too expensive a prop, or it may prove to be a burden.

But we have some advice for the class with moderate means, who wish to find a business field such as the over-crowded state of the East and the Old World, does not furnish them with, and we will commence by stating that the man is not wanted here, who expects by a few years of self-denial, stinginess and business, sharp practice to rake together sufficient means with which to spend the remainder of a life in indolence in his original home. By this we do not imply that we want only men, who leave an old home with their minds made up never to return to it. On the contrary, we respect that feeling of local patriotism, if we might

call it such, which prompts in the breast of the emigrant the hope that some day he may return in improved circumstances to the place of his birth. Men capable of such feelings will gather around them in a new home friends and associations which will soon make it as dear to them as ever the old one was. But the man who hopes to be successful in business here, must come with the intention of being one of the community in which he locates, and have his interests an undivided part of the interests of those around him, while he must often be satisfied with what he considers an unconventional manner of doing certain things, otherwise he must expect soon to be ranked among that list of cranks, who are always talking about and eulogising how things are done in England, in Ontario, or in Quebec, and be avoided in business on that account. People in a new country are much more sensitive on many points than those in an old one, and nothing touches them so sharply as reflections on the country of their adoption.

But to come down to recognized business principles pure and simple, we commence by stating most emphatically that men who were never capable of doing good anywhere else, are not good enough to succeed in business in the Northwest, as is too frequently assumed in the East. People here are quite as sharp, quite as industrious, and even more ingenious than in the East or the Old World. They have to struggle along without many things they were accustomed to there in early life, and have their faculties sharpened by such experience, so that the man who comes out here expecting to find a community of wooden-heads or dupes, is very likely to pay for his credulity before he has been long out.

But we do not wish to imply that every man who has not been a complete success in business in an older country, will undoubtedly prove a failure here. There have been thousands of men of decided ability crushed out of business in old countries by the straight-laced conventionalities which surround trade and commerce in such, and to be a man of original ideas in such places often means to be subjected to a business ostracism under which no man could reach success. Such a man would find here a good and profitable field, for the utter absence of business conventionalities, beyond those included in the term business courtesy, is

frequently a marked characteristic in the most successful business men of new countries, and in this respect the Northwest is no exception.

We presume that no man comes to the Northwest, without calculating upon making for a time some sacrifices, and, indeed, most who have come are agreeably surprised that these sacrifices are so few and light. With this intention decided upon the remaining wants are a determination to share the fortunes of the country come to; the same close attention to business which is requisite for success in all places, industrious habits, sufficient capital and a knowledge of the business engaged in, and the chances of success are decidedly greater here than they possibly can be in any older country.

COMMERCIAL JOURNALISTIC LANGUAGE.

In old trade centres there is a very circumscribed limit within which the language of commercial journals must be held, and the latitude so allowed has an almost puritanical narrowness about it. THE COMMERCIAL has no doubt outraged these ideas on many occasions, and indulged in expressions, which would probably shock the conventional tenets of many an eastern or old country business man. But we make no attempt at apology for what we have done in this respect, and are satisfied that those whose interests we guarded saw no fault in the language we often used.

The COMMERCIAL was established under peculiar circumstances, and the first three years of its career were very trying ones. Starting out in a new country with trade composed of a mixture of scattered and discordant elements, its work of organization was no light undertaking, and when we add that the whole commercial fabric of the Northwest was permeated and honey-combed with speculation of the most reckless description, it is not to be wondered at, that we were often compelled to make use of language that was more expressive than conventional. Still when now in the middle of trade safety we look over the headings of articles, written when trade crash and depression was at its height, we have reason to smile at some of them. Thus as the cloud of depression was growing dark and threatening, we headed articles "The necessity for retrenchment," "Beware of business recklessness" and such like. Then as we viewed the hundreds of once industrious

men, demoralized by unlucky and gambling speculation, and idling in their time without effort, we treated of the "Speculative loafer." Later on, when the storm of depression was at its height, we headed an article with the cheering slang phrase "Keep a stiff upper lip." When as we rightly judged, the bottom of depression had been touched and the number of our insolvencies showed a very marked decrease, our caption was "The breakers weathered," and when the whole country was wincing under the merciless policy of contraction pursued by our banks, when a little more liberality would have greatly hastened commercial recovery, we adopted the cry of the repentant sinner and headed an article "What shall we do to be saved."

Strange as all these headings may seem to business people, now that commercial danger is over and prosperity is steadily making headway, they were not considered very startling at the time they were used, and we only say now, that while we have no apology to offer for them, we hope we shall never again have occasion to use them.

GOVERNMENT ENCOURAGEMENT TO TRADE.

The revenue resources of Manitoba limited as they are by the conditions of Mr. Norquay's so called "better terms," are now sufficient to allow our Local Government to make some annual expenditure in the direction of improvements, which will tend to develop the trade of the province generally. Hitherto by far too large a proportion of the provincial revenue has been expended upon a civil service, which, whatever may be its value to the Government in power, has not contributed much to the progress of the country.

The Department of Agriculture has no doubt done some good service for the province, but its annual financial demands have been far in excess of the value of all that it has accomplished, and it does seem as if its machinery was organized with a desire to secure the acme of intricacy. Its annual expenditure is not heavier than we would be willing to sanction, but we certainly do look for more practical results for our money, than we have hitherto received.

But to come to the Department of Public Works, the one in which trade interests can be best looked after, and we find that the funds voted last year for that purpose are ridiculously small compared with the importance of the Department, and of that small allowance, works in the interests of trade progress have received practically nothing. There is not a single evidence in the province of assistance given to the trade interests of the same out of its revenue, and it must be kept in mind that men in trade as well as others form a population basis, on which our Provincial Premier can figure up a subsidy

grant, and the same class are among the heaviest contributors to Dominion revenue.

At present Mr. Norquay and members of his cabinet are anxious to make capital out of the subsidy offered for the construction of branch railways within the province, and the Minister of Public Works recently took credit for thereby having done quite a big stroke in the interests of trade. That the construction of these lines helped trade, we will not deny, and that the limited mileage subsidy offered by the Local Government was something of an incentive to their construction we are also prepared to admit. But we find that Mr. Norquay's Government have no intention of stinting the cash allowance to their followers in order to bonus these roads out of the present revenue. Their course was simply the floating of debentures, and saddling the province with a debt, the payment of which is not at all likely to fall to the lot of Mr. Norquay and his colleagues, but will be a work to be undertaken by future Governments. They have been very liberal in a manner in which their liberality cost them nothing, and they have bestowed upon the province a sympathy and assistance similar to what the "friend of humanity" extended to the "weary knife grinder."

The climax of absurdity in the above respect is reached, when last Thursday the Winnipeg organ of the Local Government, owned and controlled by Mr. Norquay and his friends, began to lecture the Board of Trade and City Council of this city, about the efforts they should put forth, to encourage the location of manufactures here. That journal seemed to propound the doctrine that a Local Government which annually received hundreds of thousands of dollars of provincial revenue, had no responsibility in connection with the expenditure of the same, beyond the payment of the emoluments of its own hungry following; but that city and town councils which secured their revenue from the direct taxation levied on their rate payers, and Boards of Trade, whose revenue resources were drawn from the pockets of their members, were the organization on which the whole burden of industrial progress should fall. Such a doctrine may suit political barnacles, who subsist at the public crib, and who would be in straits if deprived of this source of subsistence. But it will not suit the active working population of this province. If our present or any future Local Government are to keep pace with the just demands of the people, whose interests they are supposed to look after, they must curtail the disbursements to their civil servants and parasites, many of whom are as useless as they are burdensome, and expend a little of the money thus saved, in stimulating commercial and industrial growth throughout the province. When they do that, they will find city and town councils and boards of trade ready to co-operate with them.

W. E. SANFORD & CO.

Manufacturers of Clothing.

45 to 49 King St., 24 McDermott St.,

HAMILTON & WINNIPEG.

JAMES O'BRIEN & CO.,

Manufacturers of Clothing

—AND—

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HATS, CAPS AND FUR GOODS, GLOVES AND MITTENS,

72 and 74 Princess St., Winnipeg.

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REID, CLARK & CO.,

Wholesale Fish Dealers & Forwarders

Owners of Steam Tugs "Ogema" and "Lady Ellen,"

CATHERINE BLOCK, 19 ALEXANDER ST. W.

Arriving Daily:

Fresh Salmon, Lake Superior Trout and Lake Winnipeg White Fish.

We keep full lines of Salt and Smoked Fish.

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Trade Auctioneers and Commission

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Have REMOVED to

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Next door to Lyon, Mackenzie & Powis, where they will hold

Auction Trade Sales of Dry Goods, Clothing and Groceries

Every Wednesday & Thursday,

At 10 a.m. and 2 p.m.

STEPHEN NAIRN,
Oatmeal Mills,
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Granulated and Standard Oatmeal at lowest rates to the trade, also Mill Feed and Chop.

MILLS on C.P.R. TRACK, Point Douglas.

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Special Attention given to INSOLVENT MATTERS

ESTATES IN Trust carefully and economically administered.

EST COLLECTIONS MADE.

TORONTO HIDE HOUSE,

88 Princess St., Winnipeg.

I am prepared to pay the Highest Market Price for

HIDES!

PELTS, WOOL AND TALLOW.

LEATHER FOR SALE.

Either at place of shipment or delivered in Winnipeg. Correspondence invited.

JAMES HALLAM, Proprietor.

James Bissett & Son,

TEA IMPORTERS,

—AND—

WHOLESALE GROCERS.

METALS & HEAVY HARDWARE,

Gerrie Block, Princess St., Winnipeg.

Winnipeg Furniture and Undertaking House
285 MAIN STREET.

FURNITURE WHOLESALE AND RETAIL
Coffins and Caskets of every description in Stock. A great variety of Trimmings.

Undertaking a specialty. Undertakers furnished on reasonable terms. Connection by telephone.

M. HUGHES & CO.

Sparkling Lager Beer!!

Is now ready for the market at the

REDWOOD BREWERY

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

Fine Stock Ales a Specialty

EXTRA PORTER AND STOUT
In Wood and Bottle always on hand.

REDWOOD BREWERY,

The Largest Institution of its class in Western Canada

ED. L. DREWERY, Proprietor,

North Main Street, WINNIPEG.

MACKENZIE & MILLS,

WHOLESALE DEALERS IN

TEAS,

CANNED GOODS

DRIED FRUITS,

Pure Malt Vinegar, etc.. etc.

CORNER KING AND ALEXANDER STREETS,

WINNIPEG, MAN.

CARBERRY & NIXON,
WAREHOUSEMEN,

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Office and Warehouse on C.P.R. Track,

Foot of Princess St., WINNIPEG, MAN.

1885.

GRAY'S JAMS

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KIRKWOOD & RUBIDGE,

50 KING STREET,

WINNIPEG, - MAN.

Campbell, Spera & Co.,

WHOLESALE IMPORTERS OF

GENTS' FURNISHINGS,

Fancy Dry Goods,

SMALLWARES, &c

Manufacturers of White Dress Shirts, Colored Shirts, Woolen Shirts and Drawers, Overalls, Etc., Etc.

Corner of William and Princess Streets

WINNIPEG.

WINNIPEG MONEY MARKET.

The financial circle the last week of January has been an exceptionally quiet one, and the inactivity has reached almost to stagnation. The principal call for funds was expected to come from the grain trade, but the almost total shutting down of the movement in cereals, at least so far as shipping is concerned, has put a sudden check to any demand from this quarter. General mercantile trade has not developed and special inquiry for money, and outside of this there has been no undertakings of a miscellaneous nature which would cause a demand for cash. So that all around there has been no feature to the market except quietness. Rates of discounts have to a great extent been nominal, but are quoted: First class commercial paper, at 7 per cent; ordinary, 8 to 9; promiscuous and one name, 9 to 10. In loans on real estate mortgage business has been little better than in trade finances. The bulk of the business is still taken at 9 per cent, with quotations at from 9 to 10c.

WINNIPEG WHOLESALE TRADE.

The wholesale trade of the city during the past week has not experienced any change of importance, as compared with the previous week. Business has been rather quiet, and the movement in merchandise has not increased to any appreciable extent. In fact, the review given in our last issue would just about cover the situation as existing at present. The weather has continued too cold to allow of any movement in goods liable to damage from frost, while frequent blustery days have probably reduced travel in the country, and consequently lessened the demand upon retailers for general merchandise. Lines depending on building and contracting, such as hardware and lumber, have also been affected by the weather. Another factor which undoubtedly exercises no small influence upon the wholesale trade of the city, is the low price prevailing for wheat, and the greatly decreased movement in that cereal. In the meantime the work of receiving orders for spring delivery is being actively engaged in, and returns are fairly satisfactory all around. A sharp struggle is going on between the local houses and representatives of eastern mercantile institutions, for supremacy in the Northwestern trade. Eastern firms are putting forth a desperate effort this season to regain the footing here which they voluntarily abandoned a few years ago, and no stone is left unturned to secure that end. However, local houses are undoubtedly getting the cream of the trade, both as regards quantity and quality, and perhaps more especially the latter. But herein lies the danger, for it is to be feared that by means of the competition which exists, and the desire on the part of travellers to take orders, irresponsible parties may be supplied with large stocks of goods which they ought never to have been entrusted with. In case such turn out to be the result to any extent, those who are not responsible for the state of things, and who will not be direct losers thereby, will suffer through the general demoralization. It is to be hoped, however, that the competition between local and eastern firms for the

trade of the Northwest, will be carried on in a business-like manner, and due caution used in the disposal of goods, in which case no harm will result. In collections, the past month of January has not been as easy as in December, which was an exceptionally good month in this respect, but the amount falling due has been so light, as hardly to serve as a true index.

AGRICULTURAL MACHINERY.

In this line there has been nothing to indicate a near return to active business. No sales to speak of are being made, and no effort has yet been put forth toward pushing sales. Agents have not yet gone out to commence the seasons work, but will shortly make a start in this direction. The only line receiving special attention is in collections, and although in this respect there is something of an easier feeling, yet there is still room for improvement. Cash is not coming in as freely as before the holiday season.

BOOTS AND SHOES.

Trade continues very flat in this branch, and the quietness increases as the season advances. The demand for winter goods is now about over, even for small sorting orders, and the present time being between seasons for receiving second orders and the opening of the spring trade, a very dull spell is expected. Travellers are now busy taking orders for spring delivery. Collections continue satisfactory though not as good as in December.

CLOTHING.

There is no improvement to note in this line. Business remains very quiet, the season being too far advanced to expect much demand in the way of sorting goods. The spring trade has been pretty well canvassed for first orders, and the work of preparing these is now going on. Collections are fairly satisfactory.

CROCKERY AND GLASSWARE.

There has been comparatively little change in this line since our last report. Business keeps rather quiet. A few orders have been received for stores which are being started in the new towns on the extended railway lines, but in general trade there is little doing, and not much expected at this season. In the course of a few weeks an augmented movement may be looked for. Collections are rather backward.

DRY GOODS.

There is still a fair business doing in this staple line, but orders are coming forward more slowly than during the early part of the month. As the season advances the call for winter goods is gradually dropping off, and anything approaching a really brisk movement is not now expected until spring goods come into active demand. Travellers are all out taking orders for future delivery, and this work will be pushed vigorously for some time yet. In collections there is so little falling due this month that a report is hardly necessary. However, the 4th of February will be a heavy day in this respect, and indications are favorable for the same.

DRUGS AND CHEMICALS.

Business in this line continues in very much the same state as for the past few weeks. The movement is going on steadily and without interruption, and in such proportion as to in-

dicate a fairly active trade. Collections are still satisfactory.

FANCY GOODS AND SMALLWARES.

General trade in this line continues rather quiet, and orders for present wants are neither numerous or heavy. A few light orders are coming in from the country, and occasionally a light sorting call from the city. Travellers now on the road with spring samples are meeting with very good success and book a large number of very fair orders for future delivery. Collections are about fair.

FISH.

The supply of fresh Lake Winnipeg fish coming to this market has fallen off to rather light proportion, owing to the fact that agents for American dealers have been purchasing largely at Selkirk, from traders who would otherwise have brought their fish to the city. The demand for Lake Winnipeg fish for American markets continues good, and all arriving are immediately shipped south. Salt fish are quiet and unchanged. Prices for fresh are as follows: whitefish, 5c; pickerel 4c; jack, 3c. Salt white, \$4 per bbl; Labrador herrings, \$8 per bbl; salmon, \$17 per bbl; mackerel \$1 to \$1.75 per kit; smoked haddocks, 11c per pound.

FRUITS.

The remarks of the previous week just about cover the situation for the past week. Cold weather has prevented anything approaching an active movement, and shipment to the country have been reduced to next to nothing. In the city some improvement has taken place in the demand. No new lines are in the market, but those previously on hand are in fair supply. Florida oranges have advanced 50c per box, owing to the damaging frost in Florida, and it is expected that a scarcity of this fruit will follow, with a further advance in price. Quotations now are as follows; Florida oranges are quoted at \$7.00 to \$7.50 per box. California pears are worth \$4.50 per box; Apples are in fair supply and are worth about \$4 to \$4.50 per bbl for good qualities. Messina lemons, \$6.50 to \$7 per box; cranberries, \$8.50 to \$10.50; valencia raisins, \$3.75; London layer raisins, \$4 to \$4.25; black crown, \$5 to \$5.25 walnuts, 15c a lb; almonds, 20c; filberts, 12c; pecans, 16c; peanuts, 15c for roasted and 12c for raw; figs 18c to 20c. and dates 10c a lb. Apple cider, \$10 per bbl.

FURNITURE.

No improvement has yet taken place in this branch, and business is at about as low an ebb as it could be very little city trade is doing in the wholesale departments, and from the country there is practically no call for furniture of any kind. Collections are backward in coming to hand.

FUEL.

Notwithstanding the pretty steady and cold weather which we have been enjoying of late, the wood business is not particularly active. Coal being principally used for heating purposes. Prices for wood are somewhat lower, quotations being as follows: poplar \$3.50; oak \$5.75; tamarac \$4.75. Prices are for car lots, delivered. On track, 75c per cord less than above. Hard coal is worth \$10.25, and soft \$8. Galt coal sells at \$7.50 on track.

Eggs.

Eggs have been moving slowly, and are rather easier in price, at 20 to 21c for fresh, in round lots, and 16c for pickled.

BUTTER.

There has been an improvement in the tone of this market, and rather more activity has been displayed than for some time back. Medium grades, which have been very dull all along, moved off a little, but prices were rather low, even for these grades, sales having been made at from 5½ to 6c. Holders, however, have generally stood out for higher prices. Fifty tubs of dairy sold at 14c, and selections have been well taken at 15 to 17c. Rolls of good quantity have sold well, at from 12½ to 14c, and inferior slow at 10c and under.

LARD.

Lard has been in less demand, and only moving in small lots, at 9 to 9½c for tinnets and pails. Large lots could be had at 8½c.

APPLES.

A steady trade is doing in shipments of car lots. One car of Russets sold at \$1.75. Prices are from \$1.50 to \$2.55 per barrel.

HAMS.

Quiet, and unchanged in price, at 10½ to 11c for new smoked.

BACON.

A few cases of long clear have sold as before, at 6½ to 7c. Cumberland nominal at 6½c; rolls easy, 8½ to 9c; bellies, 10 to 11c.

CHEESE.

There has been some movement in inferior at 6½c, with smaller lots at 7c. Choice is worth 9 to 9½c.

PORK.

Pork is still quiet and unchanged, and receipts light. Prices are from \$13 to \$13.50.

POULTRY.

Little doing here. Turkeys are worth 10c per lb. Chickens, 25 to 30c per pair. Ducks, worth 50 to 60c per pair.

Commercial Summary.

Taking the country as a whole, special telegrams to *Bradstreet's* received this week do not indicate any material gain in the distribution of general merchandise. At Boston there are no new features, and there is considerable anxiety among manufacturers over the low margins of profit, particularly in view of the prevalence of labor troubles. At Philadelphia it is asserted that there is a tendency to improve, but business has been checked by the weather. Baltimore reports are that the severe weather has checked all lines of trade, although dry goods jobbers look ahead to a fair distribution. At Boston the dry goods trade with jobbers starts moderately favorable, the western and south-western orders for spring prints and dress gingham being above conservative expectations. With agents business is more quiet, and the low range of prices is a prominent feature. Print cloths at the mills appear firmer than for some time at unchanged prices, 3½c. for 64s. Stocks are still light. The seaboard wool markets are steady with no new features. Manufacturers are slow to order until goods making are disposed of, though the average aggregate of weekly sales is good. Australian wools bound hither tend to check any advance in fine wools. At Milwaukee and St. Paul, at St. Louis, and

at Burlington, Iowa, the movement of general merchandise is relatively quiet, with mercantile collections only fair. The movement of dry goods in the central Mississippi river valley has slackened, and prices are not so firm. At Chattanooga and at Memphis there is no material improvement, except in dry goods, to a moderate degree, at the latter. Trade has been visibly checked at the former, the iron industry there being almost at a standstill. At Indianapolis the business situation is disappointing, and collections are slow; there is little disposition to buy, and traders are not so confident as heretofore. At Evansville the commercial outlook is less inspiring also. Chicago reports a slight gain in the distribution of goods. The iron and steel industries have not improved any. On the contrary, there is a perceptible check to orders for raw and manufactured iron. Prices remain unchanged. Anthracite coal is more demoralized, prices are off again, and there has been no decision respecting the quarter's or the year's output. Checked buying of cotton by spinners and continued light exports have permitted spots to go off about 1-16c. and futures about 13 points on the week. The wheat situation looks more bullish. Leading interior storage points have begun shipping wheat back to country milling points, which indicates a very light invisible supply. The outlook for six months of this year promises a far more rapid destruction of the enormous visible supply stocks than had been expected, and has turned attention to the world's demand and supply from a new point of view. Spot wheat closed at 90½c. a week ago. Indian corn and oats, too, are firm and higher. The decline in the supply of hogs at packing points has bolstered up the hog products markets. The movement of grocery staples has been disappointing, and behind those in the like week last year. Dairy products are quiet, with limited export demand. The total number of business failures in the United States reported to *Bradstreet's* this week is 394, against 334 last week, 386 in the third week of January, 1885, 310 in 1884, 289 in 1883 and 210 in 1882. The large increase is striking, as it parallels totals in the early weeks of last year, when the failure list was exceptionally heavy. Canada had 30 failures, as against 28 last week, 30 in the like week in 1885, 38 in 1884, 26 in 1883 and 8 in 1882. The total number of failures in the United States for twenty-two days of 1886 is 1,027, against 1,279 in 1885, 976 in 1884, 948 in 1883 and 565 in 1882.—*Bradstreet's*.

THE Port Arthur papers are working the mining business for all it is worth, and if untold wealth is not discovered among the rocks of that neighborhood, it will not be the fault of the papers. The *Herald* reports that there is renewed activity in silver mining in Thunder Bay, on the north shore of Lake Superior. The Silver Islet people are reported to have struck a new lode on Prophry Point, an island lying between Thunder Bay and Black Bay, on Lake Superior. They have also found gold as well as silver. It is not as yet known, however, that the gold is in paying quantities or not, but silver is booming in consequence of the new strike.

Board of Trade.

ADJOURNED MEETING.

The adjourned meeting of the Winnipeg Board of Trade was held in the Board Room yesterday afternoon, the chair being occupied by the president Mr. Kenneth MacKenzie.

After the meeting was called to order, the question of changes of the by-laws in accordance with notice of motion given at the October meeting was taken up, and changes made appointing a Treasurer and arranging his and the Secretary's duties.

The Secretary introduced the question of a membership fee exclusive of annual subscription, and after some discussion, it was agreed that all new members admitted after the first day of May, 1886, shall pay an entrance fee of \$25, which shall include yearly subscription for the current year, and that this sum shall in future accompany application for membership.

Mr. David Horne, who had been recommended by the Board of Grain Examiners for the position of Deputy Grain Inspector in this city, was further recommended by the Board, and the Secretary instructed to take steps for his appointment.

Messrs. Jas. Pettigrew, N. D. McDonald and H. Leslie were admitted as new members of the Board.

The question of the Exemption Law was discussed at length, and the matter remitted to the council to take steps for its amendment.

Col. Mackeand introduced the question of discriminating freight rates on the C.P.R., and a strong resolution in favor of an independent railway connection with the east was passed, which we have not space for in this issue.

Mr. Ashdown, in an eloquent speech introduced the subject of immigration to and drainage of our vacant lands, urging the necessity for the Local Government grappling with the question.

Messrs. Whitla and Luxton and Capt. Clark also spoke in support of such a course, and a resolution in that direction was unanimously passed, which space compels us to hold over till another issue.

The President read a letter from Pilot Mound complaining bitterly of the action of the C.P.R. in refusing to receive grain for points east of Port Arthur.

The Secretary read a communication from Mr. Kerr, traffic manager of the C.P.R., which stated that the order regarding grain for the east was purely a temporary one, caused by the scarcity of cars, and would likely be rescinded in a week at the furthest. This explanation was deemed satisfactory and the Board decided to take no action in the matter.

After some matters of detail had been attended to the meeting adjourned.

THE Manitoba Southwestern Railway Company have transferred to the province of Manitoba nine hundred thousand acres of land as security for the provincial bonds issued in aid of the extension of the lines in Southern Manitoba, in accordance with the Railway Aid Act of last session. The transfer of 375,000 acres from the Manitoba & Northwestern was made some weeks ago.

A Growing Wholesale Centre.

The statement frequently made, that "Truth is stronger than fiction," has become a truism, and in reviewing a history of the new world, many instances will be found to verify this. Especially when we turn to the western portion of the North American continent and learn of its wonderful progress; of cities springing up as if by magic; of the peopling of whole districts, which were marked "unexplored regions" on the maps that we studied at school during our early childhood; of the establishment of thriving business centres, with all the bustle, confusion and excitement incident to the whirl of trade and commerce; with thousands and tens of thousands of busy people constantly thronging crowded thoroughfares; with their boards of trade or members of commerce; with their noisy ca. boards, where men congregate to speculate in grain and provisions, with stock exchanges, where wealthy men are sometimes made paupers, and occasionally a risky venture secures a competence in a day, in the latter instance almost sure to be lost in as short a time; with printing factories and workshops, whose tall chimneys send forth black clouds of smoke day and night, and where the wheels of industry never cease to revolve. And all this taking place within the memory of comparatively young men, and at a locality which a short time before was either primeval forest or virgin prairie. Is it any wonder, then, that the tales of Sinbad the Sailor appear to the reader as mild pleasantries in comparison with the astounding facts presented in the rapid development of the great West and Northwest?

While this development of comparatively unknown regions has been going on so constantly and rapidly, it may naturally be expected that wholesale commerce has also been expanding and branching out into new fields, and establishing centres of supply in the newly peopled districts. The march of commerce has followed closely in the trail of the westward flowing tide of emigration, and no longer are the cities of the Atlantic seaboard the sole and only competitors for the growing wholesale trade of the country. Towns of greater or less importance as wholesale centres have been growing up in the interior, and at points then regarded as the outside limit of organized trade, only in a short time to be succeeded by other centres further beyond these again. Indeed, eastern merchants have found it necessary to either move westward or establish branches at principal points in the interior, in order to protect their trade.

Twenty-five years ago such a thing as a wholesale centre could not be said to have existed west of the Mississippi River. Now, such places not only exist, but are numerous. St. Paul, Minneapolis, Dubuque, Davenport, Des Moines, Cedar Rapids, Council Bluffs, Kansas City, Denver, and probably a dozen other places of less importance, all do a thriving wholesale trade, and the number of such places is being constantly augmented. The wonderfully rapid development of the wholesale trade in the west, and the circumstances attending it, has been cause for surprise even to those best informed as to the abundant and varied

resources of the country, while the uninformed can hardly credit what has been published respecting its progress. Minneapolis, now the largest city north-west of Chicago, and the largest primary wheat market on the continent, dates its existence back some thirty years, while, with the adjoining city of St. Paul, the two form practically one wholesale and manufacturing centre ranking among the largest in the country.

Following the tide of commerce from the places just referred to, the next point of importance as a wholesale centre will be our own city of Winnipeg. Less than a quarter of a century ago the locality was known only to the voyageurs, traders and trappers of the great fur company which then held sway over the land, as the leading supply depot and head centre of the said company. The immense territory, which she now supplies with mercantile commodities, was known to the outside world as the "Great Lone Land," and to the Hudson's Bay Co. and its employees as a preserve wherein to carry on their trade in the furs and skins of the wild animals, which, with the almost equally wild Indians, were its only inhabitants. The one is now a populous and prosperous city, with a wholesale trade represented by nearly 100 institutions; the other, a vast region still sparsely populated, but dotted with thriving towns and villages, from the Red River to the Rocky Mountains, and from the United States boundary to the North Saskatchewan. Thus the great region, which was supposed to be so cold, barren and inhospitable as to render it unfit for the residents of civilized communities, has been brought under the sway of commerce, and can boast of a wholesale centre of no mean proportion, while the parties who were interested in holding the country as a preserve for the prosecution of its fur trade, and whose object was to keep the outside world in darkness as to its resources, are now sharing in its commercial advancement.

The history of Winnipeg really commences in the year of 1870, or at the time that the Northwest Territories were brought under the control of the Canadian Government. Previous to that time the trading post, which existed at the site of the present city, was known as Fort Garry. The Province of Manitoba was carved out of a portion of the Northwest Territory, Winnipeg was made the capital thereof, and forthwith she started on her career of development, commencing with a population of about 250 souls. From that time forward her growth has been steady and rapid. Anything like an established wholesale trade, however, cannot be said to have existed here previous to the year 1850. Before that date wholesale business, if it could be called such, was done by travelling traders, who, with ox-carts loaded with goods suitable for the wants of their Indian and Half-breed customers, or for the white residents of the few straggling settlements, started out once a year on their tours through the country. These traders, or peddlers as they might be termed, disputed the field with the Hudson's Bay Co., which was their only competitor. The capitalists who came here in the early days, were mostly of the barnacle class, speculators, who sought to increase their own wealth, without

regard to the prosperity of the country. Hence legitimate trade enterprises were frequently neglected in the furthering of wild-cat schemes of various kinds. Since this class of parasites have been shaken off, the wholesale trade here has made great strides in its establishment and development. During the year referred to, wholesale trade began to assume an organized form, and at the close of 1850, after a year of prosperous activity, the jobbing institutions of the city numbered about twenty. By the close of 1851 the number had grown to 50, and with the commencement of 1856 a total of 87 wholesale institutions were in the field.

In other columns of this paper will be found full and complete accounts of the establishment and development of Winnipeg as a trade centre, with special reference to the trade of the past year. To those unacquainted with the facts the story may seem extraordinary, but yet the development of wholesale trade here has only just commenced. The proportion which it may and will assume, is as incomprehensible to the uninformed as are the boundless prairies to the residents of the crowded countries of the Old World. It can only cease to expand when there is no further field for development in the mighty region, of which Winnipeg is the commercial capital. Situated in the centre of a continent, midway between the Pacific and Atlantic oceans, the gateway to a vast agricultural and ranching country which stretches a thousand miles westward, and nearly twice that distance north-westward, whose resources are only beginning to be known, her possibilities are truly illimitable. Then add to this the fact that, owing to the nature of the country to the east, Winnipeg is located at a point over 1,000 miles west of any place that can ever become a wholesale commercial centre of importance. A reference to one branch alone is sufficient to show what may be expected from the future, and we select the grain trade. When the central point or largest primary market for wheat commenced to be moved westward from the Atlantic seaboard, it followed the route of navigation along the great lakes from Buffalo onward to Chicago, where apparently a final resting place had been found. But how delusive this idea, for we find that, leaving the great lakes, the largest primary wheat market is now located at Minneapolis, a jump northward of over 400 miles. Another little skip of less than that distance will bring it to Winnipeg, whither it is now travelling. As a proof of this, it will be seen that our grain trade has already outstripped every other line of commerce, and is advancing with leaps and bounds. There is not only a possibility, but a strong probability that Winnipeg will at no distant day be the leading grain centre of the North American continent. With a railway to Hudson's Bay as one of the probabilities of the very near future, Winnipeg would undoubtedly become in a very short time, one of the largest receiving points on the continent, not only for grain, but other products, such as flour, butter, cheese, hog products, beef, hides, etc., and many other natural products of the great Northwest, which would be shipped by the shortest route to the Old World. In return manufactured goods would be brought in, and

distributed from Winnipeg to the cities, towns and villages now rapidly springing up all over this vast region. This may seem an overdrawn picture, and chronic grumblers will say: "Yes, it reads very nicely, but there is an 'if' in the question, and the railway is not built yet." But just here we may state that it is a foregone conclusion with everybody here, that the Hudson's Bay railway must and shall be built, and with that railway in operation nobody disputes the fact that Winnipeg is so situated as to become a great wholesale distributing and receiving centre. As matters now stand there is good prospect of a speedy consummation of this desirable result, and of a return of north western commerce to its old and natural route via Hudson's Bay, as in the days when the Hudson's Bay Company imported their goods and exported their furs by the same route. But even without the opening up of this route, the expansion of the wholesale trade must go on—though, perhaps, less rapid—in keeping with the development of the country, and on as solid and sure a basis as an intelligent and industrious population will undoubtedly place it. As the great Northwest becomes more densely populated in its more remote parts, other wholesale centres of considerable importance will be established, and a commercial sketch of the Canadian Northwest ten years from the present time would likely show at least four such places.

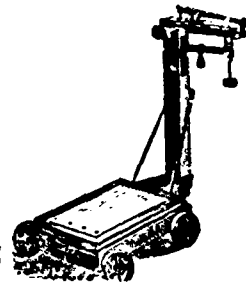
WORK on the volunteer monument to be erected on the city hall square, Winnipeg, will be commenced in a day or so. The contractors are getting the materials on the ground and have erected a workshop on the square.

THE Winnipeg city engineer is now engaged making an estimate of the cost of paving the market square, according to the council's instructions. It is the intention to proceed with the work as soon as possible, and to ornament the city hall grounds as soon as spring opens.

MR. GLADSTONE is credited with having once made the remark that Great Britain is enabled, by labor-saving machinery, to perform the work of 600,000,000 hand laborers, or as much as twice the hand labor of the adult laboring population of the globe aided by machinery. In other words, in place of possessing the manual power of, say, 6,000,000 adults in these islands, machinery multiplies our producing power 100 times, and adds to our wealth in proportion.

"THE meanest fraud recently brought to light in this town," said a Harlem physician to a reporter, "is a fraud on physicians and their patients. There has been for some time a scarcity of vaccine virus hereabouts, owing to the great demand along the Canadian border. Taking advantage of this, unscrupulous druggists have prepared quills with croton oil instead of vaccine matter. The sore produced by croton oil is so much like that of the genuine virus that ordinary people would never know the difference. I have no doubt that there are a good many people in town who suppose that they are safe from small pox infection when they have simply been vaccinated with an irritant."

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