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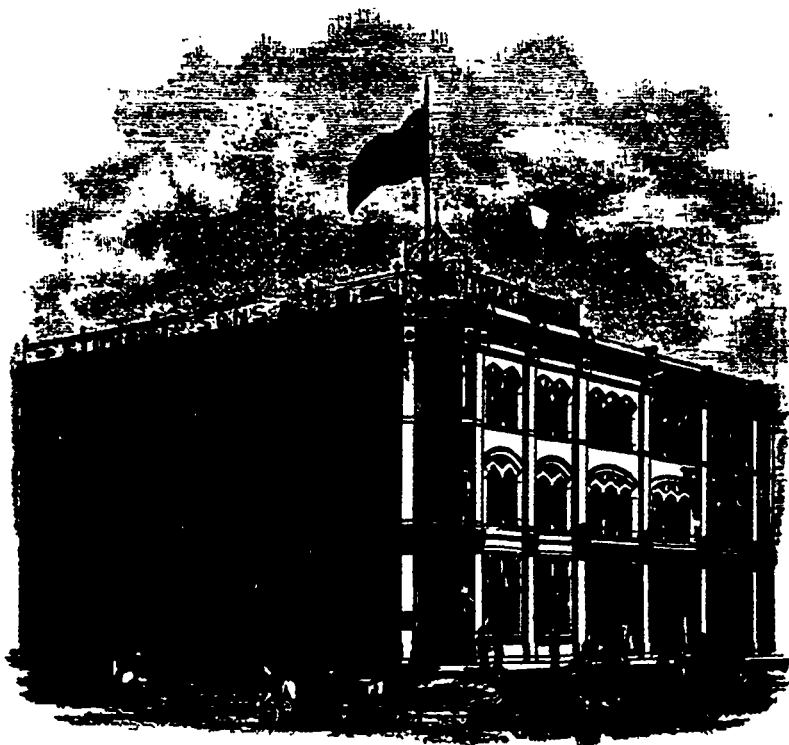
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Published by James E. Steen—Every Tuesday—Subscription, \$2 per annum.

VOL. 5.

WINNIPEG, FEBRUARY 8TH, 1887.

No. 20.

The Commercial

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WINNIPEG, FEBRUARY 8, 1887.

Statistics of Winnipeg's Trade.

AN INCREASE OVER 1885 OF NEARLY \$3,000,000.

Report presented at the Annual Meeting of the Winnipeg Board of Trade.

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

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

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

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

The year 1886 closed with some eighty-eight mercantile houses in the city doing more or less of a wholesale business, and this number is divided as follows: In grain, grain products and milling, ten; in groceries and provisions, fourteen; in dry goods and clothing, eight; in lumber and lumber manufactures, including furniture, twelve; in farm machinery and implements, including carriages, nine; in hardware, metals, stoves and such goods, ten; in boots and shoes, harness and leather goods, four; and miscellaneous, two.

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

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

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

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

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

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

The increase in the value of grain and mill products, although not as large as might be looked for, is after all quite encouraging, when we consider that during the entire year there has been a depressed state of markets, the average price of wheat and flour having been lower than during any former year since regular markets were established in the western portion of this continent. Had prices been anywhere near to those of 1892 or even 1883, the aggregate value of business done in this branch of trade would have ranged from four and a half millions to five millions of dollars.

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

The increase in the aggregate sales of dry

goods has been reached despite the fact that one leading house retired from the field early in the year.

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

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

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

During the past year the value of hides, wool, furs, tallow and such goods, outside of the Hudson's Bay Company's exports, which went out of the city exceeded \$296,000. Butter, cheese, meats, oil cake, linseed oil and fish, reached the neighborhood of \$227,000. Some 5,000 live hogs at a value of over \$37,000 was the first year's export of live stock, while numerous other minor articles added some \$25,000 more to our export business, which, exclusive of grain and breadstuffs, thus aggregate some \$485,000.

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

In summing up the retail mercantile business of the city, the only method that can be followed is to make a careful approximation is however, a much easier one, than it was in former years, owing to the increased information at command. A circular with a blank, attached, asking for information necessary was mailed to every retail concern in the city, and the result was clear and lucid returns from over one hundred and sixty, while quite a number of others furnished incomplete information. A

personal inquiry from forty-two houses in different branches of trade brought out that eight of the number reported an increase of business over 1885 of twenty-five per cent. or over; twelve reported an increase of ten per cent. or over; sixteen reported matters much the same as the previous year, and only six reported a decreased volume, two of which were quite heavy. Taking all the information at hand into consideration the retail trade of the city should show an increase of at least half a million dollars on that of 1885, or to make an aggregate of fully \$6,000,000. This moderate increase is by no means an index to the improved state of retail business throughout the city, the feeling generally being one of confidence and security all round, while the number of shaky concerns is now reduced to a healthy minimum.

Another class of institution which it is difficult to classify have shown considerable signs of prosperity. When, for instance, six hotels in the city can be found whose aggregate business foots up to over \$250,000, some estimate can be formed of the generally safe and fairly prosperous condition of business generally. Of these miscellaneous institutions there are over one hundred in the city, and their aggregate business for the year exceeds one million dollars.

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

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

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

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

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

The printing press, with the bookbinding and its other associates, shows a very decided improvement in every respect upon 1885, the aggregate turn over of business being close upon \$310,000 while the hands employed reached 125. It would be impossible to get at the exact figures connected with the dozens of small institutions which employ mechanical labor, but an approximation of these, added to the business of about a dozen institutions of some consequence in different branches, would furnish an aggregate of close upon one millions dollars. The pork and other meat packing industries included in this general aggregate would furnish a total business of over \$110,000. Thus the manufactures of city during 1885 exclusive of those included in the foregoing mercantile statements would show an aggregate business of about \$2,262,000.

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

Wholesale Mercantile.....	\$15,605,356
Retail do	6,000,000
Unclassified.....	1,750,000
Building, etc.....	462,000
Manufactures not included in Mercantile Statements	1,262,000
	\$26,133,356

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

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

It is unfortunate that one exception to this rule is the grain and milling interests, the principal item of our merchandise and export. Prices still hold to the bed rock level in this branch, and the fact casts a darkening shade over every other branch of trade. We can, however, vary the abuse to which the miller and grain man is so frequently subjected, by complimenting our Manitoba millers upon having a one short year driven United States mill products out of the British Columbia markets, where before they held undisputed command. This confirms the belief, that once better prices for our products come, our millers will see that we share in all the advantages of the long-wished for advances.

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

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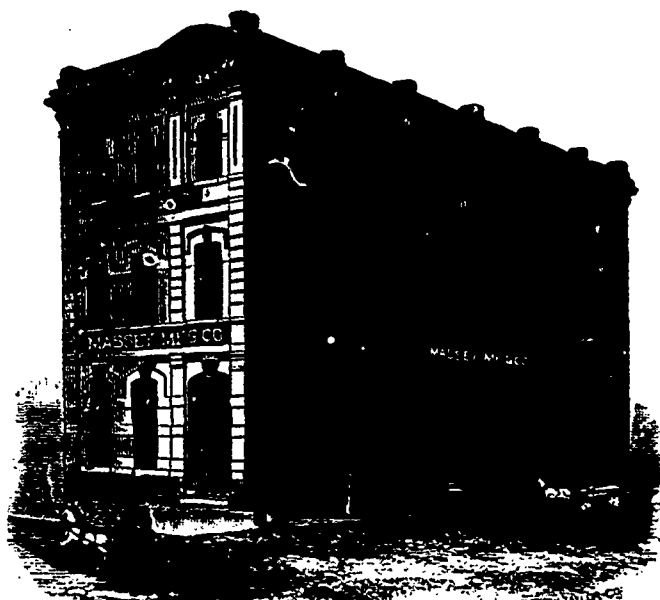
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Winnipeg Board of Trade.

ANNUAL MEETING.

THE YEAR A DECIDED IMPROVEMENT OVER 1885.

The annual meeting of the Winnipeg Board of Trade was held on Tuesday, February 1st, at three o'clock p.m. in the new Board Room in the civic building, the chair being occupied at the opening by Mr. Kenneth Mackenzie, president.

The room had been comfortably although hurriedly furnished for the occasion, and presented quite an inviting appearance. By a few minutes past three o'clock it was well filled by a large number of the members.

The president called the meeting to order at a quarter past three o'clock, and asked the secretary to read the minutes of the last meeting, which were read and approved.

There being no business arising out of the minutes, the president called upon the secretary to read the annual report to be presented by the Council, which was read and is as follows:

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

Freed from the troubles and interruptions of the regular flow of business affairs, which the rebellion of 1835 brought during that year, your Council felt from their election in the opening of 1886, that they were entering upon a year in which the trade progress of the city of Winnipeg and the whole Northwest, could be materially aided by the efforts of those interested therein. They laid out for themselves and your Board a year of activity and persevering effort, and results have shown that their calculations were properly based.

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

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

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

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

It is satisfactory to note, however, that changes are about to be made in the Winnipeg Customs House, which will, we hope, remove all cause for friction between the Board and that Department, and thus leave the Board as its

members desire it to be—working in harmony with every department of the Dominion Government.

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

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

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

Your Council kept steadily in view the necessity of securing some amendments to the dishonest and mischievous legislation in connection with the relationship of debtor and creditor passed during the 1885 session of the Local Legislature, and appointed an efficient committee to wait upon the Local Government and press for such amendments. This committee, after using every endeavor in their power, secured only some empty promises from members of the Government, none of which were fulfilled, and it was made plain to all interested, that neither the Government nor the Legislature had any intention of removing any of the objectionable features of the laws complained of.

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

Your Board is desirous of impressing upon the people of the older provinces, that its efforts

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

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

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

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

This committee have received offers of nearly one million acres of vacant lands within twenty-five miles of Winnipeg, which the owners are prepared to sell. In a few instances of land-owners living away out of the country, and unacquainted with the great changes in values, which have taken place since the "boom" of 1881, prices far too high are asked, while in the bulk of the others the figures quoted are moder-

ate. Those with inflated ideas are, with very few exceptions, owners of small patches, so that taking them into a calculation of the average price of land within twenty-five miles around the city, they do not materially raise the figure reached. A calculation of the average price, including such offers, would place it in the neighborhood of six and a half dollars an acre. But the committee felt warranted in reporting to your Council, that farms for thousands of settlers can be obtained within the limit stated, at from two to five dollars an acre, thus completely refuting the untruthful statements circulated by enemies of this country, about the fabulous prices lands are held at around this city, and establishing the fact that close to Winnipeg, the central market of the Northwest, farms for settlers can be had at lower figures than are asked by colonization and other corporations for much inferior lands in new, sparsely settled and far-distant portions of the Northwest.

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

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

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

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

In connection with both grain and hide inspection the smoothness which has characterized their working during the past year has been phenomenal. In hide inspection there has

not yet been a single case of appeal from the decision of the Inspector, while of the thousands of certificates issued by the grain Inspector and his deputy, only three have been called in question, since the establishment of inspection here, and in no case have your Committee of Grain Examiners sustained an appeal against the Inspector's certificate.

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

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

Recently your Council have had their attention directed to the extraordinary and unnecessary risks run by wholesale merchants, in crediting retail dealers throughout the country, who were inadequately insured against fire, or not insured at all. The necessity for procuring some regular system of information, by which amount of insurance carried by country merchants could be ascertained was keenly felt, and your Council asked the co-operation of the Winnipeg Board of Fire Underwriters, which was cheerfully accorded, and arrangements are now being made, by which the desired information can be secured.

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

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

While the year has been one of activity and perseverance on the part of your Board, it has also been one of progress, prosperity and reward. The report of the Treasurer for the year will show, that financially the Board never was

in a better position. The roll of membership has been steadily lengthening out, and now carries one hundred and forty-eight (148) with their fees paid up to date; while the proposed changes in the Winnipeg Custom House, the concessor of reduced freight rates on the C.P.R. to all points west, and the fact that in the present political contest, no candidate for parliamentary honors in this province dares to differ from the views of the Board on the question of railway disallowance, all combine to show, that the labors of your Board during the past few years are now beginning to bear fruit. The statistical report of the city's trade which the Secretary has prepared goes to show, that there has been no small degree of prosperity in trade circles of the city, so that altogether the Board has good reason for congratulation, while it has during the year received much encouragement to persevere in its good work. In closing, your Council find special cause for congratulation in the fact, that the Board's record for the year furnishes no death roll of members. All of which is respectfully submitted for your approval.

On motion of Capt. G. F. Carruthers, seconded by Mr. W. F. Alloway, the report as read was unanimously adopted.

The reading of the treasurer's report was next in order, and was as follows:

RECEIPTS.	
By cash on hand.....	\$ 67 77
" subscriptions from 147 members.....	1,095 00
" cash from Toronto Board of Trade, for collecting grain standard samples.....	115 50
" interest on bank account.....	5 40
	<hr/>
	\$1,883 97
DISBURSEMENTS.	
To advertising meetings.....	\$ 55 50
" secretary's salary.....	500 00
" custom house investigation.....	215 00
" Commercial printing account.....	173 25
" postage, telegrams etc.....	77 45
" expenses of delegate to Ottawa.....	158 25
" R. D. Richardson, printing charter and by-laws.....	25 50
" expenses of collecting grain samples.....	136 84
" James Campbell, services re land circular..	25 00
" rent.....	75 00
	<hr/>
	\$1,440 79
To balance on hand.....	443 18
	<hr/>
	\$1,883 97

On motion of Mr. W. J. Aikins, seconded by Mr. W. F. Luxton, the report as read was unanimously adopted amid applause.

The secretary then read the statistical report of the city's trade for 1886, which will be found on another column.

The president then declared the election of officers in order, and called for nominations for the office of president. He stated that he was not a candidate for re-election, and in a neat speech thanked the members of the board for the confidence placed in him during the three years he had held the office.

Mr. R. J. Whitla nominated Mr. J. H. Ashdown for president; and Col. Mackeand seconded the nomination, which was put to the meeting and unannouncedly carried amid applause.

Mr. Mackenzie then vacated the chair in favor of Mr. Ashdown.

The newly elected president then called for nominations for the office of vice-president.

Lieut.-Col. Mackeand and Mr. R. J. Whitla were both nominated but declined to stand, and on motion of Mr. K. Murchison, seconded by Mr. P. Gallagher, Mayor L. M. Jones was unanimously elected.

Nominations for treasurer were then called for from the chair, and on motion of Mr. W. F. Henderson, seconded by Mr. A. Strang, Mr. F. W. Stobart was re-elected amid a round of applause, which effectually drowned his expression of a desire to avoid re-election.

The president called for nominations for secretary, when Mr. James E. Steen rose and stated that he was not a candidate for re-election, the duties of the office being now greater than he could attend to. He asked the favor of being allowed to nominate for his successor Mr. Chas. N. Bell, a gentleman well known to all, and who had before rendered valuable services to the Board. This nomination was seconded by Mr. R. J. Whitla, who paid a high compliment to both the candidate and the retiring secretary.

Some discussion took place as to the salary to be paid to the secretary, some suggesting \$800, others \$900, and others \$1,000 a year. Eventually it was agreed to abide by the by-laws and leave the remuneration in the hands of the council. Mr. Steen's motion was then put and unanimously carried.

The president then called for nominations for members of the council, when the following gentlemen were put forward: Messrs. K. Mackenzie, S. Nairn, R. J. Whitla, J. B. McKilligan, A. MacDonald, G. F. Carruthers, W. F. Luxton, Geo. D. Wood, D. Miller, G. F. Galt, G. J. Maulson, J. E. Steen, A. McKeand, R. T. Riley, E. H. Bissett, J. Redmond, W. Hespeler, G. R. Crowe, J. Cosgrave, E. L. Drewry, G. W. Girdlestone, W. A. Hastings, D. E. Sprague, D. H. McMillan, E. D. Moore, A. Strang, James Hogg, W. W. Watson, G. F. Stephens, W. F. Henderson, W. G. Georgeson, F. L. Patton, J. H. Brock, Thos. Gilroy, H. S. Westbrook, T. J. McBride and P. Gallagher.

The president nominated Messrs. Hespeler, Akin, Luxton and Osborne as scrutineers and a ballot was taken, which resulted in the election of Messrs. Kenneth Mackenzie, R. J. Whitla, G. F. Galt, W. F. Luxton, J. Redmond, George J. Maulson, W. A. Hastings, A. MacKeand, A. MacDonald, S. Nairn, James E. Steen and R. T. Riley.

The secretary then put forward for election to membership of the Board, Messrs. A. Colquhoun, J. H. Chambers, A. McGaw and A. P. Campbell, all having been recommended by the council.

On motion of Mr. Mackenzie, seconded by Mr. Redmond, the rule regarding ballot was suspended, and all candidates were unanimously elected.

Mr. G. W. Girdlestone then rose and moved - That the thanks of the Board are due, and are hereby accorded, to the retiring president, Mr. Kenneth Mackenzie, for the energy, ability and impartiality at all times displayed by him in filling the highest position in the Board during the past three years.

This was seconded by Mr. James Porter, and unanimously carried amid applause.

Mr. Mackenzie made a short and appropriate reply.

Col. MacKeand in a neat and rather humorous speech moved that the thanks of the Board is due, and hereby tendered to the retiring secretary, Mr. James E. Steen, for his untiring efforts during the past three years, which had

contributed so much towards the Board's success.

Mr. Mackenzie seconded this motion paying some compliments to Mr. Steen, and the motion was put to the meeting and unanimously carried.

Some conversation then took place as to the desirability of having a banquet of the Board at an early date, and it was moved by Mr. Steen and seconded by Mr. Thompson, that a committee be appointed to make arrangements for one at an early date.

Mr. Redmond moved, and Mr. F. B. Ross seconded an amendment, that a committee be appointed to make inquiries as to how many could be secured to attend a banquet confined to members of the Board and invited guests.

There was considerable discussion on this question, and on the motion and amendment being put, the latter was carried.

On motion of Mr. Strang, seconded by Mr. Porter, the president, vice-president, treasurer, secretary, Messrs Redmond, Ross, McDonald, MacKeand and Whitla were appointed a committee to carry out this work.

Mr. Nairn called attention to the inconvenience caused to the business men of this city by the want of a mail going west from this city on Wednesdays, and arriving from the west on Thursdays, and moved that the council be instructed to take steps to have this drawback removed.

Several gentlemen spoke in favor of Mr. Nairn's motion, which was seconded by Mr. Strang and unanimously carried.

On motion of Mr. Redmond, seconded by Mr. Strang, the secretary was instructed to have the reports presented to the meeting, along with the reports of the committees of grain examiners and hide and leather examiners presented at the July meeting, printed in pamphlet form.

On motion of Mr. Strang, seconded by Mr. Jones, all committees were to be considered left standing.

The meeting then adjourned.

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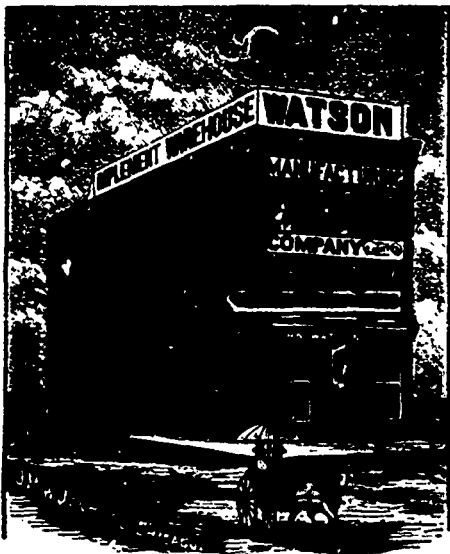
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The Commercial

WINNIPEG, FEBRUARY 8, 1887.

OUR ANNUAL NUMBER.

One year ago this month the first annual number of THE COMMERCIAL was issued, at which time a review of the trade of Winnipeg for the year 1885 was published. With this issue will be sent forth a statistical review of the trade of the city for 1886, and the occasion has been deemed a good time to make a special effort towards circulating THE COMMERCIAL. Consequently several thousand copies of this number will be sent out for gratuitous circulation, in addition to the ordinary weekly issue. Regular subscribers will notice that the wholesale dealers of the city have largely taken advantage of the opportunity thus presented to make special announcements to the trade. This action on the part of the dealers will very materially assist and encourage the publisher in extending the usefulness of THE COMMERCIAL, and it is also hoped will prove greatly to the advantage of the trade. There is probably no more valuable auxiliary to the wholesale trade of any city, than a sound and progressive commercial journal. Every issue of such a journal is a reminder to the retail trade, that the wholesalers of the city whence it hails, are open to do business with the trade. Hence it will be seen that the advertisements in a reliable commercial paper, are really one of its valuable features to the country retailer. The very fact of a commercial journal existing in a city, is an indication in itself of the claims of that city as a trade centre. Further, the importance of a city as a wholesale centre may be largely gauged by the appearance of its commercial journals. A live, prosperous, progressive journal, containing attractive announcements from the trade of the city which it represents, is a sure and certain indication that the place is advancing as a commercial centre, and that its merchants are men who are thoroughly alive to the interests of their customers. THE COMMERCIAL claims a liberal share in bringing about the degree of prosperity and development which has been attained in this city. All over the vast region stretching from Lake Superior to the Pacific coast, and from the United States boundary to the North Saskatchewan,

THE COMMERCIAL goes its rounds, making its weekly visit to the desk of almost every merchant within the bounds described. The great influence thus exerted in directing attention to the claims of Winnipeg as a wholesale centre, has not been without good results. Even those who have not specially availed themselves of the services of this journal, have to some extent shared in the general advantage to the city arising from the circulation of this paper. That Winnipeg is a live and progressive wholesale centre, the reader will be left to judge from the appearance of this issue of THE COMMERCIAL, without further comment, merely with the reminder, that but a very few years have elapsed since the establishment of a straight wholesale house in the city.

DAIRYING IN MANITOBA.

From several parts of the province come reports of efforts being made to organize cheese factories and creameries. The time is now opportune for the discussion of this important question to the farmers and exporters of Manitoba. Spring will soon be here again, and if anything is to be done to improve the quality and quantity of our dairy products during the coming season, it should be done at once. Manitoba has made good progress in her dairy interests, but there is still great room for improvement. From importing butter and cheese a few years ago, we are now in a position to export at least the former, and will undoubtedly soon be exporting the latter. But whilst there is reason for congratulation in this rapid increase to be found in the products of the dairy, it will not do to rest with satisfaction at what has been accomplished. There undoubtedly has been some improvement in the quality of the butter marketed in Manitoba, in comparison with the earlier years, but it is to be feared that this improvement in quality has not kept pace with the increase in the quantity. Several creameries have been established, and from these a good article of butter has been usually turned out; but a great portion of the butter marketed is nothing like what it should be in quality. If Manitoba is to assume the position as a dairy country which her natural advantages in this respect entitle her to, something must be done at once to improve the quality of the butter production of the country. This is a most important matter, and should receive earnest attention at once. If a high standing can be secured for Mani-

toba dairy products right at the commencement of the exportation of such commodities, it will mean a valuable monetary consideration to all those engaged in the manufacture of dairy products, and a source of wealth to the whole province. On the other hand, if our first exports of butter and cheese are not such as they should be in regard to quality, it will take years to overcome the prejudice thus given to our product.

The formation of a dairy association for the province has been a step in the right direction, and all those interested in the welfare of the country, should earnestly second the efforts of that association in any direction toward improving the quality of the products of the dairy.

In the manufacture of cheese there is not so much danger to be apprehended from the manufacture of inferior qualities. The system of manufacturing cheese entirely in factories will tend to lessen the danger of turning out poor goods. Still care should be taken in securing the services of only the best makers, and manufacturers should give every attention to turning out only superior goods.

In the manufacture of butter, however, there are many evils which should be corrected, and that at once. There is no reason why only the best qualities of butter should be produced in Manitoba. The rich, natural grasses of the prairie which grow so profusely everywhere, together with an absence of weeds and plants which impart a taint to the flavor of the milk, are greatly in the favor of the butter manufacturer here. The climate is also extremely healthy for the cattle, and very advantageous to the manufacture and preservation of the butter. Everything is favorable to the production of butter of excellent quality, and there is no excuse for the large quantity of inferior butter which finds its way to market. The root of the evil is to be found in the haphazard manner of making butter, which will be largely practiced so long as the bulk of the product is made by individual farmers. The only way to effectually overcome this difficulty would seem to be in the establishment of creameries, to replace the present mode. Wherever it is practical, a creamery should be established, and thus farmers would be relieved of making the butter at home. Creameries should be furnished with the latest improved appliances, and with the advantages which may be enjoyed in regard to keeping an equitable temperature, etc.,

butter of uniform and good quality could be turned out.

In the more sparsely settled districts, the establishment of creameries will not, of course, be practical, and there will always be a considerable quantity of farmers' butter coming to market. To improve the quality of this, the only way will be to educate the farmers in the modes of butter-making. In this connection the action of the dairy association in memorializing the Local Government, in favor of the appointment of dairy instructors, is a commendable step.

Country storekeepers also have it in their power to improve the quality of the farmer's butter, by establishing a graduated scale of prices, according to quality. In many places storekeepers pay the same price for everything called butter, regardless of the quality, and under such circumstances it is hardly to be expected that farmers would exercise any great care in regard to the quality of their butter. But often the farmers are not alone to blame for the amount of poor butter which comes to market. Very few country storekeepers have proper facilities for handling butter. The butter is usually thrown all together, regardless of quality, as it is taken in from the farmers, and sometimes left for months in foul cellars, reeking with the odor of decaying vegetable matter. Under such conditions the very best farmers' butter comes out tainted and greatly deteriorated in quality. More distinction might also be made in the Winnipeg market in establishing grades according to quality. If Manitoba is to become a butter-exporting country, it can only be profitably accomplished through the production of first-class butter. Outside butter markets are usually glutted with poor qualities, while choice grades are always in demand. Freight on poor butter is also as high as on choice qualities. Whatever way the matter may be looked at, it is clearly a most important matter in Manitoba, that an effort should be made at once to improve the quality of the butter manufactured in the country. The only sure and speedy way to accomplish this end would seem to be in the establishment of creameries, to take the place of the present mode, thus attaining uniformity of quality, and obviating the deteriorating influences of store handling. It is to be hoped, therefore, that a large number of creameries will be established during the coming season, and that the movements now going on in this direction may result successfully.

OUR VACANT LANDS.

It is not generally known to outsiders that there is still a large area of land within the province of Manitoba open for free settlement. Within the limits of the province good farming lands may yet be had without going a very great way from the railway stations. East of the Red River, a few quarter and half-sections of very fair land may still be found, which have not been homesteaded. There is also a considerable quantity of land in the Red River valley, both east and west of the river, which has been passed over, owing to its being rather low for general farming purposes. With proper drainage these lands would be equal to the best in the province, and in time, as the settlement of the country progresses, they will be reclaimed and brought under cultivation. There are several large tracts of good land in the older portions of the province, which could be rendered suitable for settlement at a slight expense; and some system of drainage should be undertaken by the Government, whereby they would be made available for settlement. The extension of settlement and cultivation would also greatly improve some districts, which are now considered a little too wet for mixed farming. These low lands, as a rule, are equal to the best in the province. The soil is a very rich and deep black mould, and will stand cropping for a great many years without any fertilizing. They are well worth a little trouble in bringing them under cultivation, owing to their great richness of soil, as well as their proximity to markets. Along the Northwestern railway, and in central, western and northern Manitoba, free grant lands may yet be had in some districts, which will show that there is no necessity for going very far away from civilization and settlement to obtain homesteads. Immigrants, in their hurry to obtain homesteads, have often gone away to distant sections of the country to take up land, leaving behind them good land in districts nearer markets and other conveniences. There is this peculiarity about immigration, that it has generally gone in streaks, and distance seems to lend enchantment. At one time there will be a cry about the peculiar advantages of some particular district, and the stream of immigration will be, for the time, directed toward it. At another time some other district will be the Eldorado, and the rush will be in that direction. These elysian fields have generally been removed a distance from the older settled parts of the country, which will account for some of the distant and scattered settlements.

In addition to these public lands, which are still open for free settlement, there

are many fine properties in well-settled districts, with markets, schools, churches and other conveniences close at hand, which may be purchased at very reasonable prices. These properties offer splendid inducements for men with a little capital, who would not care to undergo the discomforts of settlement in new and remote districts. It is generally believed that lands owned by private individuals, are held at exorbitant prices. This was at one time the case, but at the present time it is far from being true.

During the speculative land craze a few years ago, a large quantity of choice lands in the older settled parts of the province was bought up by speculators, who held it at high prices, hoping that the appreciation in value would in a few years enable them to sell at a high figure. But in a country where such a vast area of land is open for settlement, incoming immigrants refused to pay a round sum for a farm, when by going a distance away they could have the land for nothing. Consequently these lands have remained vacant to the present time, and the owners, having seen the tide of immigration continue westward, have resolved to sell at more reasonable figures. But notwithstanding the fact that these lands have now been offered very low for some time, no special effort has been put forth to direct attention toward them. Railway and land companies have been interested in taking settlement westward to more distant parts, and these influences, together with the belief that there were no lands to be had in the older settled parts of the province except at exorbitant prices, have been the cause of keeping these desirable lands from settlement.

For twenty-five miles or more around the city of Winnipeg, there is a vast amount of vacant land which has fallen into the hands of speculators, and which for a time was held by them at exorbitant prices, but can now be purchased at remarkably low figures. These lands are unequaled in fertility by any in the province, whilst their location in proximity to a large and progressive city should make them very desirable and valuable for settlement. The Winnipeg Board of Trade has inaugurated an organized effort to direct attention to these vacant lands. The first step made by the Board was in the direction of finding out the amount of land available for settlement, with the prices at which the owners would be willing to sell. Though it is but a short time since the movement was started, already upwards of one million acres have been offered, and it has been ascertained in this way that farms for thousands of settlers may be had within twenty-five miles of the city, at prices ranging from two to five dollars per acre. These vacant lands afford an excellent opportunity for settlers with a little capital, to commence farming operations in Manitoba, and it is hoped that the efforts of the Board of Trade will be instrumental in securing their settlement during the coming season.

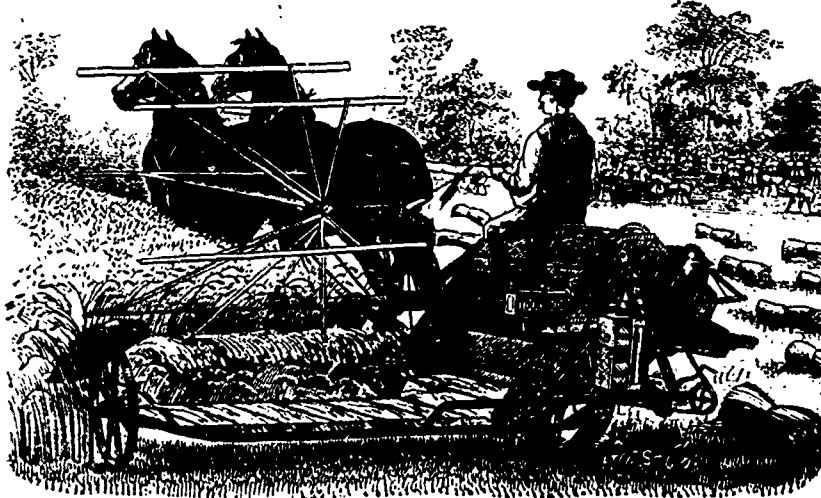
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Commercial Items.

J. DALE, furrier, has commenced business at Brandon.

J. J. SCOTT has opened a shoe store at Moosomin, Assa.

JOS. TRAVIS, blacksmith, Winnipeg, has given up business.

VAIO & COSTA, fruits, Victoria, B.C., have dissolved partnership.

THE Land Corporation of Canada will likely soon open a branch in Winnipeg.

JOHN STREET, Whitewood, Assa., has procured machinery and will establish a brick yard at that place.

M. HOWES and Peter Bain contemplate engaging in the manufacture of aerated waters, etc., at Winnipeg.

G. F. STEPHENS & Co., wholesale paints, etc., Winnipeg, have moved to more commodious premises at No. 20, Market St. east.

THERE are now three oatmeal mills in Manitoba, located one each at Winnipeg, Portage la Prairie, and St. Leon. The industry was inaugurated in 1883.

A JOINT committee of the Winnipeg Board of Trade and the City Council has been appointed, with the object of securing the location of the proposed experimental farm at some point near the city.

McKEOWN & COCKBURN, grocers, Winnipeg, and general storekeepers, Boissevain, Man., have dissolved partnership. McKeown will continue the business at Boissevain, and Cockburn at Winnipeg.

WE note with pleasure that D. Johnson, of the Pioneer oat mills, Portage la Prairie, is still connected with that institution. He has only disposed of a portion and not his entire interest in the mill, as was previously reported.

THE Rat Portage Council has decided to sell the property of the insolvent Rainy Lake Lumber Co., located at that place, for taxes. The property consists of a saw mill, logs, etc. It is understood the liquidators have refused to pay the taxes, which now amount to a total of \$2,526.47, accrued during the past three years.

THE publisher of the *Dominion Mechanical and Milling News* gives a cash prize every month for the best essay sent in on a given mechanical subject. For the next issue of that journal the prize will be awarded to the person sending in the best essay on "How to Manage a Steam Engine." Any Winnipeg writer desiring to compete for the prizes could get particulars by addressing the paper at 31 King Street West, Toronto.

It is reported from Port Arthur, that a syndicate headed by Messrs. G. A. Thompson & Co., of London, England, have concluded all arrangements for the building of the Thunder Bay Colonization railway, or as it will be known in future, the Port Arthur, Duluth, and Western railway. This proposed road is intended to open up the valuable mineral country to the southwest of Port Arthur. The richness of the iron and other mineral deposits of this region, have frequently been described. There is said to be a considerable stretch of timber and arable land along the route of the road.

HUGH NELSON has bought out the butchering business of Miron & Co., of Morden.

E. F. HUTCHINGS, wholesale saddler and harness goods, Winnipeg, will shortly move to No. 437 Main Street, where he is now fitting up very handsome and commodious quarters in the Bird Block. Mr. Hutchings claims he will have the handsomest store of the kind in Canada, when the arrangements are completed. The building will afford on the four flats a total of 12,000 square feet of floor room, and will give accommodation for contemplated extensions in the manufacturing department.

G. F. & J. GALT, wholesale grocers, of Winnipeg, have awarded the contract for a large and handsome warehouse, to be erected during the coming summer. The building will be of brick and stone, and fitted throughout with the most modern improvements for convenience and utility. Cold rooms will be provided for storage of perishable commodities, butter, etc. The building will be located on the corner of Princess and Bannatyne streets. This action of Messrs. Galt is an evidence of the prosperity enjoyed by the wholesale trade of Winnipeg.

THE following officers and council were elected at the annual meeting of the Port Arthur Board of Trade: President, Thos. Marks; vice-president, G. A. Graham; secretary-treasurer, W. H. Langworthy. Council, W. Laird, R. E. Mitchell, F. S. Wiley, J. J. O'Connor, Geo. T. Marks, J. Meek, G. H. Macdonell, A. Squier, J. Horne, W. C. Dobie, and T. A. Keefer. Six applications for membership were received at the meeting, four being from Duluth. The admission fee is now \$10, but when the membership reaches one hundred a proposition will be made to increase the fee to twenty or twenty-five dollars.

W. J. MITCHELL, druggist, Winnipeg, will move his wholesale department to his new warehouse on Owen Street, about the 1st of April. The new structure is a solid brick and stone building, 26x80, and three stories high, finished with Selkirk stone and St. Louis pressed brick, iron columns. The building is fitted with every modern appliance for the convenience of the wholesale drug trade, including a laboratory for the manufacture of specialties and proprietary medicines. There will also be accommodation for extending the business, in the line of sundries, including toilet and fancy goods.

ACCORDING to the *Birtle Observer*, the Sioux Indians of that district are a thrifty and industrious people. They are said to engage in "hauling large quantities of firewood from the Assiniboine. The wood is of excellent quality, the loads large, and the oxen employed in hauling are seemingly well fed and well cared for and bear no marks of the whip like the unfortunate and ill used animals of some white men." It is known to the writer that during last fall, one of the first parties to arrive at the Virden flour mill with a load of new season wheat for grinding, was a Sioux Indian. The wheat was No. 1 hard red Fyfe. The Indian claimed to have fifty-two acres of the grain.

THE Ogilvie Milling Company have lately issued a large and handsome lithograph in colors, showing the five large flour mills owned and operated by the company. The mills are: The Royal mills, with a capacity of 1,500

barrels, and the Glenora mills, capacity 1,000 barrels, both located at Montreal; the Goderich, Ontario mills, capacity 900 barrels; Seaforth, Ontario mills, capacity 250 barrels; and the Winnipeg mill, 800 barrels. The Ogilvie Company does the largest milling business in Canada, and stands very near the head of the list among the largest companies in the world. A copy of the lithograph, handsomely framed, has been presented to THE COMMERCIAL.

ONE of the peculiarities of freight rates on the C.P.R. is found in the freight charges on dressed hogs exported from Manitoba. A Winnipeg commission dealer who shipped several cars of hogs east, was surprised to find that the freight on the consignment was charged at the rate of \$1.16 per 100 pounds, the shipment being made from Brandon to Montreal. This certainly seems a very high rate for a staple commodity such as dressed hogs, which will be made more apparent when compared with the rate on wheat, which is 52c per 100 pounds to Montreal. The latter rate is certainly high enough, but when it comes to the rate charged on hogs, it is simply prohibitive. The excuse for the higher rates is that hogs being much more valuable than wheat, the railway company would lose more heavily through the wrecking of a car. But merely this would not make such a great difference as the extra freight charge on hogs over wheat. Twenty-five per cent. would be a very liberal allowance for any extra risk taken by the company, owing to the enhanced value of hogs as compared with wheat. Allowing twenty-five per cent. the rate would be 65c on hogs from Winnipeg to Montreal, per 100 pounds, at which rate, or even 75c per 100 pounds, dealers would not be disposed to grumble. But \$1.16 certainly does seem exorbitant.

GEO. A. GRAHAM, vice-president of the Port Arthur Board of Trade, has presented a very interesting report of the work of that body for the past year. One of the matters taken up by the Board was the necessity for the enlargement of the St. Lawrence canals to a size corresponding with the Welland canal. The Board petitioned the Dominion Government on this subject, urging the early completion of the work. It is claimed that a saving in freight charges of three cents per bushel could be made on all grain exported from Manitoba and the Northwest Territories by the improvement of navigation consequent upon the enlargement of the canals. If this is the case, the work would be greatly in the interest of the Northwestern grain growers, as any reduction in freight would just mean so much more paid to the farmers here for their grain. Three cents per bushel would be a small thing on a single bushel, but taking the entire crop of the country it would aggregate a very handsome sum saved to our farmers. The reduction in freight charges would not only denote a gain on grain exports, but would also mean a proportionate advance in the price of grain consumed at home, as the export value would regulate prices here. The matter is worth while being looked into by the Winnipeg Board of Trade, and if the claims of the Port Arthur Board can be substantiated, common cause might be made with the latter body in urging the question upon the attention of the Government.

VS, IN 207268/87

Milling in Manitoba.

Roller process milling in Manitoba may be said to date from the year 1882, with the establishment of the industry in the city of Winnipeg. Previous to that date the flour manufactured in the province was all turned out from the old stone mills. Since the introduction of the new roller system of gradual reduction, first applied by the Hungarians, flour manufacturing has made rapid strides in Manitoba. To-day there are quite a number of these mills located at points throughout the province, and a few on the main line of the C. P. R., in the territory of Assiniboia, west of Manitoba. In Winnipeg there are three mills with an aggregate capacity of about 14,000 barrels per day. The other mills have a capacity of from 50 to 300 barrels each per day. They are located at the following places: (one at each place). Portage la Prairie, Carberry, Brandon, Oak Lake, Virden, Moosomin, Indian Head, Qu'Appelle Station, Fort Qu'Appelle, Moose Mountain, Assissippi, Prince Albert, Regina, Rapid City, Plum Creek, Fort Ellice, Shoal Lake, Morden, Stonewall, Balmoral and Wolsley. Some three or four of the mills named have not yet been completed, but they are well under construction, and will probably be all grinding within the course of two months. There are also at least a dozen other places in the province where some progress has been made toward establishing mills. At some of these places construction has actually commenced, while at others no definite arrangements have yet been entered into for the establishment of the mills. It is safe, however, to count upon at least ten additional mills completed or well under construction by the close of the present year. This would give a total of thirty-four roller flour mills in the country by the end of 1887, which certainly indicates rapid progress in roller flour milling, when it is considered that the industry was first introduced into the country only about five years ago.

Giving the mills and proposed mills outside of Winnipeg an average capacity of 200 barrels per day, we would have a total daily capacity, including the Winnipeg mills, of 8,200 barrels per day, by the end of the present year. The estimate of an average of 200 barrels' capacity is not too high, as one proposed mill alone, upon which it is said work has already commenced, will have a capacity of 1000 barrels. Providing this estimate of the development likely to take place in the milling business during the present year, be correct, by the end of the year, or shortly thereafter, these mills would require a daily supply of 38,950 bushels of wheat for grinding, or nearly 12,191,350 bushels per year, counting only working days. Of course the mills would not grind steadily throughout the year, but allowing that they were closed down, say one-quarter of the time, there would still be an annual demand for say 9,000,000 bushels of wheat for home grinding. This amount is larger than the total exports of wheat and flour for the crop of 1885. There is no doubt, however, but that the increase in the quantity of wheat grown in the Northwest will more than keep pace with the development in the milling industry, and that there will be a constantly increasing surplus of wheat for export. The amount of wheat required for grinding is estimated on a basis of 47 bushels for each barrel of flour produced.

Regarding the production of wheat in the Northwest, it is estimated that before a great many years have passed away, at least 50,000,000 bushels of wheat will be grown in the province of Manitoba alone. About the same amount is produced in an area equal to that of Manitoba, in the United States, to the south of the boundary of the province. The increase in the grain production of Manitoba may be estimated from the growth in the grain trade of Duluth. In 1883 there were shipped from Duluth 4,586,000 bushels of wheat, or about the same amount as was exported in wheat and flour from Manitoba for the crop year of 1885. For the year 1886 the receipts at Duluth amounted to 22,643,474 bushels. As Duluth draws from but a small portion of the states of Minnesota and Dakota, it is not too much to estimate that Manitoba three years hence will yield a surplus of wheat for export of at least 20,000,000 bushels. There is therefore, no danger of the milling industry outstripping the wheat-growing industry. Nevertheless it is manifestly to the advantage of the country that as large a portion as possible of the surplus wheat crop should be ground at home and exported in the shape of flour. There are several points in favor of grinding the wheat at home. First, the danger of deterioration from moisture in exporting the wheat will be avoided by grinding and exporting as flour. There is also the more economical handling; whilst the manufacture of flour in the country would build up an industry giving employment to a large number of people and causing the investment of a large amount of capital. Everything points to the milling of a large portion of the surplus wheat crop of the Northwest in the country itself, for which industry ample facilities abound in every direction.

One feature in connection with the development of the milling industry in Manitoba, is the number of bonuses which have been granted by the municipalities in aid of such enterprises. It is to be feared that this practice has not always resulted to the advantage of the industry. In some instances there is good reason to believe that unprincipled individuals have taken advantage of these bonuses for the purposes of speculation. In such cases the object would be to erect the mill as cheaply as possible and sell out as soon as the bonus had been obtained. This course would lead to the establishment of inferior mills, or mills which could only turn out an inferior article of flour, and the exportation of such products would damage the reputation of Manitoba flour. However, the instances in which this course has been adopted have probably only been in connection with some few of the smaller country mills, designed entirely or almost wholly for custom work, and therefore the product of such mills will not likely come into outside markets in sufficient quantities to exert any great influence upon the reputation of Manitoba flour. The offering of bonuses in aid of the establishment of industries is not a wise course to pursue as a general rule, but when such are offered by municipalities, they should be guarded by the strictest conditions as to the efficiency and capacity of the proposed manufactory for turning out a first-class article.

Since the commencement of the exportation of flour, the quality of the article has always stood high, and the demand for the product has steadily increased. Last spring, on the completion of the C. P. R., exportations of flour were first made to British Columbia, where it came into competition with the product of Oregon and Washington Territory mills. The result was that the home product, owing to its superior quality soon secured a monopoly of the British Columbia markets, and now the people there will have no other. Manitoba flour has also gained a high standing in Montreal and other Eastern markets, whilst the No. 1 hard wheat of the Northwest is eagerly sought for, by Eastern Canadian millers, for mixing with their softer wheat, which enables them to turn out a superior article of flour.

Since the introduction of roller process milling in Manitoba, the old stone mills have been

largely superseded by the former. At points distant from the railways these old stone mills are still operated for custom work only, but wherever the railways have opened up the country and brought in the new process flour, the old mills have been obliged to close down. There are quite a number of these old mills now standing idle, whilst others have been changed over to the new system of milling.

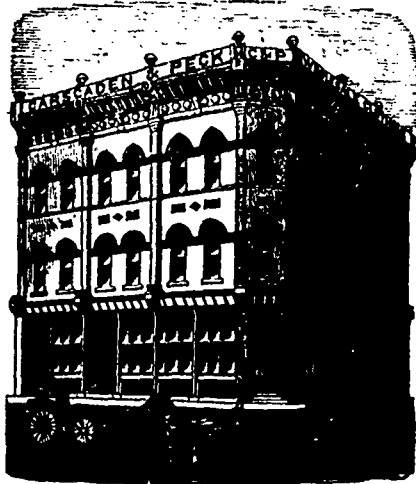
A sketch of milling in the early days of the Red River settlement would form an interesting chapter in the history of Manitoba. The first flour manufactured in the country was ground in hand-mills, brought out by the Lord Selkirk colonists, probably in 1815. These mills consisted of two stones, three feet across, and two inches thick. The upper stone worked on a spindle fixed in the lower, which was slightly hollowed. The wheat was powered through a hole in the upper stone, and a handle was attached for turning the mill. As the colonists became settled in their new and isolated home, wind mills were brought into requisition for grinding the wheat, and still later steam and water-power mills were used. A combined steam saw and grist mill was established at Fort Garry in 1868. This mill had two run of stone, and did quite a business for a while, but was subsequently burned down. In 1871-72 there were some three or four small grist mills in the settlement in addition to the wind mills, but it was not until 1876, during which year two grist mills were set in Winnipeg, that any considerable progress was made in milling. In the meantime communication had been opened with the United States by steamers on the Red River, and a considerable portion of the flour consumed in the settlement was brought down the river on flat boats and steamers. At this time wheat brought from \$1 to \$1.25 per bushel, and it is said the price never went below 80c per bushel up to the year 1881. Flour brought from \$2.50 to \$4.00 per sack. The millers charged 20c per bushel for grinding, or took every sixth bushel for-toll instead of the cash. In 1878 there were said to have been ten steam grist mills in Manitoba, by which time the wind mills had about gone out of use. These mills were mostly very insignificant affairs, only one of them, (one of the two located in Winnipeg) having more than two run of stone. By the time roller mills were introduced in 1882, several additional stone mills had been added to the number, and a few were built in the more remote settlements even after the introduction of roller process milling into the province. A number of the stone mills erected in distant settlements since the introduction of the rollers have been built from the second hand machinery of some of the old stone mills, the latter having been rendered unprofitable through coming into competition with the product of the new roller mills.

Some of the machinery of these old stone mills, which formerly did duty in the days of the early history of Manitoba as a province, has been moved hundreds of miles away to the north-west, where it will again do useful service in supplying the advance guard of settlement and civilization with the staff of life. The distance which some of this old machinery has been taken from the place where it first did duty, will serve as an illustration of the almost illimitable extent of the wheat growing area of the Northwest. One mill has been established at Lac la Biche, a point north of Edmonton, and over 1,000 miles north-west of Winnipeg. The English Church mission authorities at a point several hundred miles north of this again, in the Peace river district, will also have a mill erected shortly in connection with their mission. When this vast region is settled up and intersected with railways, and these old stone mills which are now removed a thousand miles or more from the competition of their roller rivals, have been obliged to succumb to perhaps a new system of milling, which has in the meantime superseded the rollers,—by the time all this has been accomplished, the exports of the Great Northwest will have reached hundreds of millions of bushels of wheat, and hundreds of millions of barrels of flour.

J. D. CARSCADEN.

J. W. PECK.

CARSCADEN & PECK,



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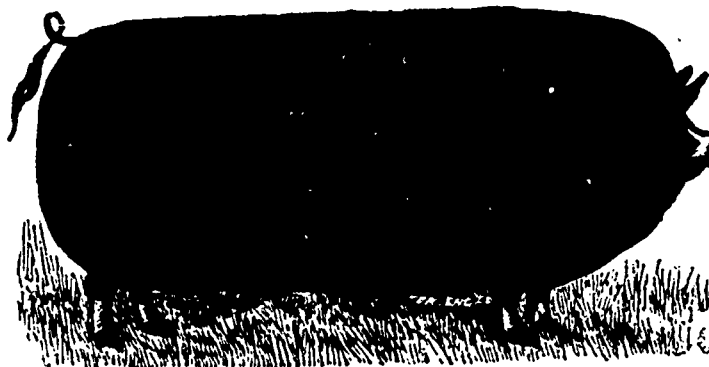
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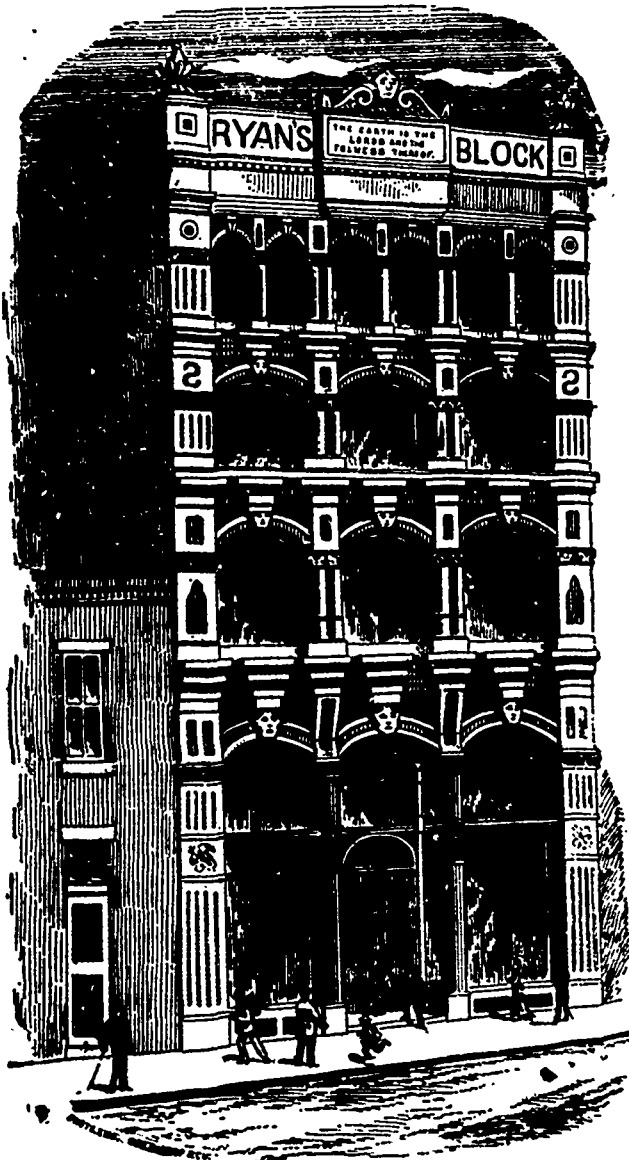
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Commercial Travellers' Association.

In the fall of 1882 a meeting of about a dozen commercial travellers was held in a room of THE COMMERCIAL office for the purpose of considering the matter of forming an association. It was at once recognized that the wholesale trade of Manitoba was fast assuming important proportions, and it took but little discussion to convince those present that an organization of the travellers could be made productive of desirable results. Consequently "The Northwest Commercial Travellers' Association of Canada" was instituted on October 11th, 1882, and at a meeting held a few days later the organization was perfected. The principal object sought at the commencement was in the direction of securing privileges for the members from the various railway, steamboat, telegraph, insurance companies, etc., and in this direction the association has been very successful. Special regulations governing commercial travellers who are members of the association, have been secured from the railways and navigation companies operating in the Northwest. Hotelkeepers and proprietors of stage lines have also generally conceded special terms to the members. Satisfactory arrangements were made with a leading company whereby all the members are insured against accident. Since its inception the association has been most successful in its operations, and now has a membership of 150. Its financial condition is also sound, the last report showing a surplus of \$2,000, which will go toward establishing a life insurance system for the benefit of the members. The cuts given herewith are of members representing the following houses: Mr. Johnson; G. F. & J. Galt. Mr. Campbell; Campbell, Spera & Co. Mr. O'Loughlin; O'Loughlin Bros. & Co. Mr. Ronald; Porter & Ronald.



MR. JOSEPH CAMPBELL.
PRESIDENT.



MR. J. M. O'LOUGHLIN.
SECRETARY.

OFFICERS OF
NORTHWEST COMMERCIAL TRAVELLERS'
ASSOCIATION.



MR. THOMAS JOHNSON.
RETIRING PRESIDENT.



MR. W. M. RONALD.
TREASURER.

Winnipeg Board of Trade.

No sketch of the city of Winnipeg would be complete without a reference to the Board of Trade. The Board is recognized by every one as one of the live institutions of the city. Every matter of any importance affecting the interests of the city, is taken up and dealt with in a businesslike way by the members of the Board. Nor indeed can it be said that its efforts have been confined to questions affecting the city alone. The Board has maintained a watchful eye upon all questions affecting not only the city, but the province and territories as a whole, and its powerful aid has frequently been sought by residents of distant sections of the country in attaining some desirable object. As an instance of this nature, in which the assistance of

the Board has been solicited by residents of other sections of the province, reference may be made to the Southern Manitoba mail question. The residents of a portion of Southern Manitoba were very much hampered by an altogether inadequate mail service, notwithstanding that facilities were at hand for greatly improving the same. After applying to the post office department in vain for redress, the merchants of Southern Manitoba laid their case before the Winnipeg Board of Trade, and asked for the assistance of that body in obtaining a better

any desired object. The members of the Board take hold of any matter in a manner in keeping with the adage that "what is worth doing is worth doing well." They pull together energetically and determinedly, and with the great influence which they can bring to bear in any desirable direction, generally succeed in their undertakings. No question of any importance to the community escapes the attention of the Board, and its deliberations carry with them the greatest weight and respect from all. The history of the Board for the past few years, would form a very complete history of the city, with a good deal relating to the province and territories thrown in.

The Winnipeg Board of Trade was incorporated by an act of the Local Legislature in 1873, just one year before the incorporation of the city. At that time the word "Winnipeg" had not been fixed as the permanent name of the embryo city, and accordingly in the act incorporating the Board, a clause was inserted to the effect that, should the name of the town of Winnipeg be changed in the future (as there was some likelihood at that time that it might be), the word "Winnipeg" in the corporate name of the Board should also be changed to any new designation which the place might be given. The word "Winnipeg" has now attained world-wide fame, and there is no likelihood that the clause in the act of incorporation will ever be brought into service. The Board

as first instituted had thirty-seven members, several of whom were not engaged in commercial pursuits. Their application for incorporation represented that they had "associated themselves together for the purpose of promoting such measures as they deem important toward developing the general trade and commerce of the Province of Manitoba, and especially of the town of Winnipeg." The by-laws now provide that "any person resident in the city of Winnipeg, and carrying on banking, trade or commerce of any kind therein, shall be eligible to become a member of the Board." It is also provided that any other person may become a member on the recommendation of the council of the Board. For several years during the early period of the existence of the Board, it may be said to have been more ornamental than useful, but of late years it has been of a thoroughly representative business character. Its methods of operation have been reduced to a sound business basis, and in keeping with its progress in this respect, has been its growth in public estimation. During the last few years especially the usefulness of the Board has been vastly augmented, until now it is hardly second in importance to any corporate body in the Northwest,

mail service. The members of the Board recognized the justice of the demands made by the merchants of Southern Manitoba upon the post office department, and at once took hold of the question, with the result that in a very short time the matter was adjusted to the satisfaction of all.

The Winnipeg Board of Trade is composed of the solid business men of the city. They are all men having a stake in the country, and therefore interested in its progress and development. They are, moreover, all workers and not afraid to put forth a little exertion to attain



LIEUT.-COL. MACKEAND.
MEMBER OF COUNCIL.



CAPT. R. J. WHITLA.
EX-VICE-PRESIDENT.



MR. L. M. JONES.
VICE-PRESIDENT.
(Mayor of Winnipeg.)



MR. KENNETH MACKENZIE.
RETIRING PRESIDENT.



HON. A. G. B. BANNATYNE.
FIRST PRESIDENT.



MR. J. H. ASHDOWN
PRESIDENT.



C. J. BRYDGES.
EX-PRESIDENT.
(Land Comm. of H. B. Co.)

OFFICE-BEARERS
WINNIPEG BOARD OF TRADE,
1887-8.



MR. G. F. GALT.
MEMBER OF COUNCIL.

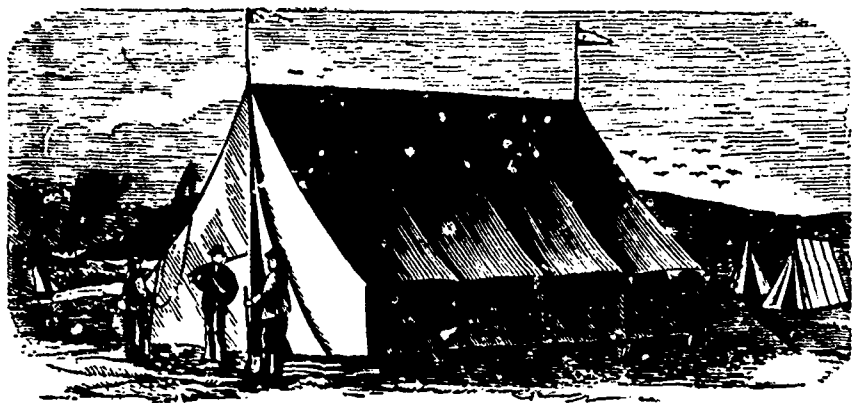


MR. H. S. WESTBROOK.
A PROMINENT MEMBER.
(Ex-Mayor of Winnipeg.)



MR. F. W. STOBART.
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REFERENCES—Duncan MacArthur, Esq., Banker; F. H. Mathewson, Esq., Banker; Messrs. Thompson, Codville & Co., Turner, Mackeand & Co., Lyon, Mackenzie & Powis, Hodgson, Sumner & Co., R. J. Whitla & Co., James O'Brien & Co., Westbrook & Fairchild, J. H. Ashdown, Esq., and O'Loughlin Bros. & Co.

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*** ** * * * * * WINNIPEG. * * * * *

Dressed Hogs.

During the past two weeks the receipts of hogs in this city have been comparatively light, although the total quantity received this season, is still considerably ahead of that of last season to date. From Dec. 31st 1886 to Jan. 31st 1887; the total receipts were 31,800 head, against 21,200 head for the corresponding period last season. We have therefore received 10,600 head more than for the same period last year. The sale of 2 carloads of hog averaging about 200 lbs was made a day or two ago at \$6.05, and we quote \$5.00 to \$6.05 for heavy averages and at \$6.00 to \$6.15 for light averages in car lots. The cheap advance of pork in the West has tended to strengthen the views holders, and make them offer less freely.—*Montreal Trade Bulletin.*

South Australia.

A Melbourne telegram says that the wheat crop is estimated to yield upwards of 12,000,000 bushels, averaging about 12 bushels per acre. The excess available for export will probably amount to 130,000 to 150,000 tons, being about 60,000 tons in excess of the quantity exported last year. The returns of the Railway Department for the past six months have been published and tend to show that the year's estimates of receipts—namely, £2,425,000—will be fully realized, despite the large concessions made as regards the rates for passengers and goods, amounting to £150,000. The Melbourne *Argus*, reviewing the position of the colony at the end of the year, dwells on the favorable prospects foreshadowed by the revenue returns, and shows that the actual revenue, having increased by nearly £1,000,000 since 1882, is still growing, and may be expected to reach £6,700,000 by the end of the financial year. A critical examination presents gratifying results as regards all important items, and notably in the customs receipts from spirits, hops, malt and tobacco.—*New York Commercial Bulletin.*

United States Surplus Revenue.

Congressman Zauler has in the House of Representatives set forth the following means of disposing of the accumulating surplus revenue:

Whereas the rapidly accumulating surplus in the Treasury, largely in excess of the needs to support the Government and discharge the bonded debt as it is called or may become due,

is likely to prove subversive of the commercial interests of the country and detrimental to the welfare of the people in various essentials; and

Whereas the proper executive officers of the Government represent to the Congress that our coast defences need to be placed in armament so as to meet the requirements of the advanced arts in modern warfare and afford adequate protection to the large sea-coast and lake-board cities, now absolutely exposed to the mercy of a foreign enemy; and

Whereas, although the Personnel of our Navy is composed of officers and sailors of the highest excellence and patriotism unsurpassed in ability by that of any other nation, yet we have no vessels of war worthy the name or capable of competing with the armed cruisers of third or fourth rate powers; and

Whereas it is estimated that nearly one million of willing workmen are now unemployed throughout the country and suffering consequent deprivation of the necessities of life; and

Whereas the happiness and welfare of Republics are largely dependant upon the employment and contentment of the laboring classes; Therefore, be it

Resolved (as the sense of the House of Representatives of the Forty-ninth Congress of the United States). That a large proportion of the surplus in the treasury should be expended, through liberal appropriations, for repairing and properly equipping our coast defences, for construction of war ships worthy the name of an American navy, and for such Federal public works as may be needed in various sections of the country, to the end that these surplus moneys may be distributed among the people as wages for their labor to be employed.

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Business East.

ONTARIO.

H. J. Wood, tin dealer, Toronto, is dead.
 Geo. Wright, hotelkeeper, Toronto, is dead.
 F. S. Hughes, stationer, Watford, has sold out.
 S. Hay, stationery, etc., Ailsa Craig, has sold out.
 Fred Uttech, cigars, Preston, has assigned in trust.
 Howard Dell, coal dealer, Ridgetown, has assigned.
 J. E. Chester, grocer, Orono, has moved to London.
 A. E. Sinclair, brewer, Sarnia, has assigned in trust.
 Mrs. M. Ball, grocer, Dresden, has assigned in trust.
 Chas. Dietrich, jeweler, Toronto, has assigned in trust.
 W. B. Chambers, tins and stoves, Welland, has assigned.
 L. W. Acomb, boots and shoes, Aylmer, has sold out.
 T. R. Barton, grocer and liquor dealer, Sarnia, has sold out.
 E. E. Phillips, hardware and drugs, Selkirk, has sold out.
 James H. Lea, confectionery, London; sheriff in possession.
 A. Ball & Co., gents' furnishings, Toronto, have dissolved.
 P. E. Ritter, shoe dealer, Harriston, has assigned in trust.
 Edward McCallum, general storekeeper, Duart, is dead.
 Thomas Duncan, groceries and crockery, Acton, is dead.
 Sexsmith & Son, shoe dealers, Napanee, have assigned in trust.
 S. E. Howson, grocer, Georgetown, has removed to Milton.
 T. L. Smith, hotelkeeper, Sarnia, has sold out and gone away.
 J. A. Fogg, fancy goods, Brantford, has sold out and moved away.
 C. S. MacNair & Co., house furnishings, Toronto, have dissolved.
 Wm. Moore & Son, general storekeepers, Corinth, have sold out.
 W. Brunskill, hotelkeeper, Davisville, has sold out to Alex. Leslie.
 Colin McKinnon, hotelkeeper, Islington, has sold out to E. Hopkins.
 J. C. McKeggie, general storekeeper, Lefroy, has sold out to John Fraser.
 D. P. Ross & Co., hardware dealers, Markham, have moved to Aurora.
 Gilmour & Johnson, painters, Toronto, have dissolved; Johnson continues.
 Geo. Constantineau, general storekeeper, St. Eugene, has assigned in trust.
 Belcher, Sutherland & Co., wholesalewoollens, Toronto, have assigned in trust.
 Pollock & Elder, grocers, Toronto, have dissolved; W. A. Elder continues.
 White & Hartley, general storekeepers, Wyoming; style now J. White & Co.
 Wm. Coyne & Sons, dry goods, St. Thomas, have called a meeting of creditors.
 S. A. Williamson & Co., dry goods, Guelph; J. D. Williamson of this firm is dead.

Wm. Lang, tailor, Oshawa, is dead.
 F. Dowlen & Co., general storekeepers, Bradford, has sold out here to M. Neilly.
 Wm. Coyne & Son, dry goods, St. Thomas, are offering to compromise at 55c. in the \$.
 Roberison, Richardson & Co., grocers, Walkerton, have dissolved; E. Robertson continues.
 McLean & Hiscock, general storekeepers, Teeswater, have dissolved; style now Hiscock & Farrow.
 Michaud & Gauthier, general storekeepers, Sturgeon Falls, have dissolved; Jos. Michaud continues.
 Wood & Kells, general storekeepers and bankers, Millbrook, have sold out general store business to Kells, Fowler & Co.

QUEBEC.

N. Cloutier, saw mill, Chateau Richer, was burned out.
 Loiseau & Co., biscuit manufacturers, Montreal, have dissolved.
 Wm. Watts, shoe dealer, Montreal, has held a meeting of creditors.
 Jos. T. Fortin, general storekeeper, Murray Bay, has assigned in trust.
 Jos. St. Aubin, general storekeeper, Sherbrooke, has assigned in trust.
 Delphis Blanchard, general storekeeper, Rougement, has assigned in trust.
 John Boyd, brush manufacturer, Montreal; stock partially damaged by fire and water.
 Bechemin & Sons, wholesale books, etc., Montreal; printing office partially burned.
 Bachand & Gauthier, general storekeepers, West Wickham, are offering to compromise.
 T. Alain, manufacturers of card board, Montreal; stock, etc., slightly damaged by smoke and water.

NOVA SCOTIA.

Bond McNutt, ———, Truro, has assigned.
 F. L. Murphy, trader, South Farmington, has assigned.
 Jos. McDonald, general storekeeper, Gabaus, has assigned.
 A. E. Fisher, general storekeeper, Waterville, has assigned.
 Malcolm McMillan, general storekeeper, Louisburg, is dead.
 M. & F. Atwater, general storekeeper, Boylston, is offering compromise of 50 per cent.
 J. B. Weddleton, general storekeeper, etc., Crlake's Harbor, has assigned.

NEW BRUNSWICK.

E. V. Godfrey, shipping, Dorchester, has assigned.
 W. G. Harrison, grocer, Portland, is offering compromise of 25 per cent.

The Visible Supply.

	Bush. 1886.	Bush. 1885.
November 27th	59,572,340	55,539,993
December 4th	59,539,331	56,783,440
December 11th	59,989,660	57,981,156
December 18th	61,460,330	58,388,469
December 24th	62,261,330	58,320,974
	Bush. 1887.	Bush. 1886.
January 1st	62,729,570	58,432,999
January 8th	63,345,595	57,780,320
January 15th	62,823,581	57,118,183
January 22nd	61,989,169	55,870,797
January 29th	61,885,068	54,989,050

By this statement it will be seen that the visible supply of wheat decreased 104,101 bushels for the week ended Jan. 29th, 1887.

WHEAT IN STORE.

The following shows the stocks of wheat (expressed in bushels) in store at the places named on Jan. 22nd, 1887: Duluth, 9,910,122; Minneapolis, 7,324,570; Chicago, 13,402,168; Toronto, 22,500; Montreal, 283,953; New York, 9,282,771.

BREADSTUFFS AND PROVISIONS EXPORTS, ETC.

The following table shows the exports of breadstuffs and provisions from the principal Atlantic seaboard ports for the week ending Jan. 29th, 1887, and for the corresponding week last year.

	1887.	1886.
Flour, bbls.....	165,300	98,030
Wheat, bus....	1,057,600	561,669
Corn, bus.....	1,018,000	1,168,752
Oats, bus.....	3,600	110,505
Pork, lbs.....	4,890	6,331
Lard, lbs.....	4,791,600	4,855,550
Bacon, lbs.....	12,921,500	8,325,298

MANITOU wants a flour mill.

A RAPID CITY paper reports that the vacant farms in that vicinity are coming into active demand.

THE Edmonton *Bulletin* says: It is reported from the North that fur generally is plentiful except lynx, which is scarce.

THE Minneapolis *Northwestern Miller* is authority for the statement that wheat has been higher in Manitoba all winter than in Dakota.

THE severe fires which took place in Portage la Prairie, are having the effect of concentrating business in that town. Buildings from the limits of the place, are being moved to fill up the gaps caused by the fires.

SAYS the Edmonton *Bulletin*:—Native flour is now ranging at \$2.50 and \$2.80 per sack. In every necessary quality it is the equal of the best imported flour and will no doubt replace that article for the future.

A MEETING was held at St. Albert, Sask., on Thursday afternoon, in St. Jean's building, for the purpose of organizing a mill company to erect a patent process flouring mill at St. Albert. The meeting was adjourned until a future occasion.

THE following are the telegraph rates from Edmonton to principal points, according to the *Bulletin*: Fort Saskatchewan and Victoria, 25c for the first ten words, and 2c for each additional word; to Battleford, 50c and 3c; to Prince Albert and Qu'Appelle, 75c and 5c; Calgary, \$1.00 and 9c; Regina, \$1.00 and 7c; Winnipeg, \$1.15 and 8c; all points in Ontario and Quebec, \$1.75 and 12c.

THE grist mill at Birtle has been abandoned since the advent of the railroad to that place, owing to the fact that the iron horse brought with it roller process flour, with which the product of the stones was unable to compete. The engine used in the mill has been taken out and moved to Portage la Prairie, where it is said it will be used in connection with the manufacture of pot barley. A strong effort will be made to have a roller mill established at Birtle.

Openings for Manufacturing Industries.

Manitoba is not generally considered an inviting field for the establishment of manufacturing industries, but notwithstanding this idea which has gone abroad, there are many openings for the establishment of manufactories, with every prospect of success. The flour and oatmeal milling, dairying, lumbering and pork-packing industries have already made considerable headway, and there are still openings in these branches, especially in the two former. But there are other branches of manufactures which invite attention, but which have up to the present time scarcely been noticed. The country furnishes, or could be made to furnish the raw material cheaply and in abundance for many industries, which would undoubtedly yield a handsome profit to the capitalists who might invest in them.

FLAX

Undoubtedly one of the most important industries which could be engaged in in this country would be the growing of flax, the preparation of the dressed fibre, and the manufacture of binding twine and other products of flax. Considerable attention has already been given to flax-culture in Manitoba, but it has heretofore been grown only for the seed. A factory now exists in Winnipeg for the manufacture of linseed oil, oil cake, etc., and the valuable fibre has been burned on the ground. Actual test has demonstrated that the soil of Manitoba is adapted to the production of flax of a most valuable quality for the manufacture of the best fibre. It has also been shown that the dressed fibre could be prepared for export at a good profit, and that there is a never-failing demand for the fibre in Great Britain, the United States and Eastern Canada. Flax can be grown to excellent advantage on the first breaking of the virgin prairie soil, when other cereal crops do not result favorably under the same conditions. There is already a very large demand in Manitoba for binding twine, which will rapidly increase with the settlement of the country. Self-binders are used here entirely in the harvest, instead of the reapers used in the East. There is undoubtedly a good opening in this line in Manitoba.

STARCH FACTORY

Owing to the wonderful productiveness of the soil of Manitoba for the cultivation of potatoes, it is believed that a starch factory at Winnipeg would prove a profitable investment. There is already a large and steadily increasing home demand for starch, and the low price at which the raw material can be secured would render the manufacture of the article profitable for export.

PAPER MILLS

The advantages which various points in Manitoba present for the manufacture of paper have frequently been referred to in THE COMMERCIAL. There is an abundance of poplar timber which is so valuable for the manufacture of certain kinds of paper. An unlimited quantity of straw could also be obtained for simply the cost of hauling. Straw is considered about useless by farmers, and is usually burned on the spot. The valuable flax straw which is now burned on the ground, could be turned to excellent account in the manufacture

of paper. There is at the present time a large home market for paper manufactures, quite sufficient to warrant the establishment of the industry. In printing papers alone it is estimated that the home demand calls for from six to ten tons daily. For wrapping paper, which can be largely manufactured from straw, there is a very large demand. In this connection it is worthy of note, that there is a probability of the establishment of a paper factory in the province at an early date.

LIQUORS, BEERS, ETC.

The brewing industry is fairly well represented, there being three breweries in the city, with a probability of a fourth, which is now shut down, being but in operation in the spring. Still there is a large amount of imported lager, stout and ale consumed in the country, which should not be the case. There are some five or six breweries at other places in the province. Aerated waters, etc., are also manufactured to a considerable extent. In distilled liquors there is nothing done here, and there is no reason why such an industry should not prove a very good investment. All grains used for distilling can be here procured cheaply, and the home demand is quite large.

WOOLEN MILLS

There is undoubtedly room for the investment of capital in the manufacture of wool. Sheep ranching promises to be one of the great industries of the Northwest, and although it is but a couple of years since sheep were first introduced on the western ranges, yet it is estimated that there are now at least 30,000 sheep in the ranching districts. These sheep, are principally Merinos, crossed with the long-wool breeds, and will therefore yield the most valuable wool. Farmers in the province are also giving a good deal of attention to sheep, mostly of long-wool breeds. The coming summer will undoubtedly see large additions to the flocks on the ranges, a number of ranchers having already made arrangements for bringing in flocks of from one to six thousand in the spring. There is every indication, therefore, that the supply of both fine and long wools will be practically unlimited in a very short time. Very little has yet been done in manufacturing wool in Manitoba, and there is undoubtedly an opening in this line.

LEATHER MANUFACTURING

There is already a very considerable quantity of hides and skins annually exported from the country, and with the growth of the ranching and farming interests the quantity will gradually increase. The wholesale trade done in Winnipeg alone, in harness and leather goods, amounted to \$522,000 for the year 1886. Some little tanning has been done on a small scale, but only sufficient to supply a small fraction of the demand. There is certainly an opening for the manufacture of leather and leather goods here.

SMEETING, IRON, STEEL.

The immense deposits of iron ore within easy distance of Winnipeg have frequently been the subject of investigation from mineralogical scientists and others. These ores have been tested on several occasions, with the most gratifying results. It has been clearly demonstrated that the iron ores of Lake Winnipeg are of the very best quality for the manufacture of fine

Bessemer steel. The ore can be easily worked; fuel is abundant in the immediate vicinity of the deposits; and communication by deep water navigation can be had with the mines. The construction of the Hudson's Bay Railway will also open up a valuable iron and other mineral district. There is undoubtedly a fortune in the near future in the manufacture of iron, etc., from the ores of Lake Winnipeg.

CANNED GOODS.

There is a very large demand throughout the Northwest for canned goods, including fruits, vegetables and meats. There is every reason to believe that some varieties of these goods could be prepared here, to the advantage of those engaging in such an enterprise. Most of the varieties of garden vegetables usually used for canning can be grown to good advantage in Manitoba, and also many of the varieties of small fruits. Very little has yet been done in the cultivation of the latter, and only a sufficiency of the former are grown to supply local requirements. In canned meats, however, in connection with packing and curing meats, there is an unlimited supply of the material to be had. The cattle-ranching business of the west has now reached large proportions, and the time has about come when ranchers will be obliged to export their stock. The question of establishing stock yards and beef-curing and canning industries at Winnipeg, has received attention from both the Board of Trade and City Council. However, nothing has yet been definitely accomplished, and the industry remains to be successfully inaugurated.

In the above, reference is very briefly made to a few of the leading industries, for the establishment of which there would seem to be a good opening in Manitoba. One point which must not be forgotten in connection with the establishment of manufactories in Manitoba, is the fuel question. The abundance of coal which has been discovered at different points in the province and territories, and which can be laid down cheaply in Winnipeg and other towns since the extension of the railway system, has settled this question in favor of the establishment of manufactories. The fuel problem has been solved to the satisfaction of all, and thus the great bugaboo which has been so persistently set up to the detriment of the Northwest, has vanished. The construction of the Hudson's Bay Railway will also open up a large timber district, tributary to Winnipeg, and within a short distance of the city, so that there need be no fear as to the obtaining of a plentiful supply of cheap fuel.

As an indication of the favor with which milling projects are received by the farming population of Manitoba, it may be noted, that only twenty-five votes were recorded against the by-law to grant \$6,000 in aid of the establishing of a roller mill at High Bluff.

It is stated that the amount of wheat shipped over the M. & N. W. Ry. for the month of January was 200 per cent. greater than for the same period last year. The extension of the railway west of Birtle during last summer opened up a magnificent wheat and general agricultural country, which will account for the increased movement of products of the farm.

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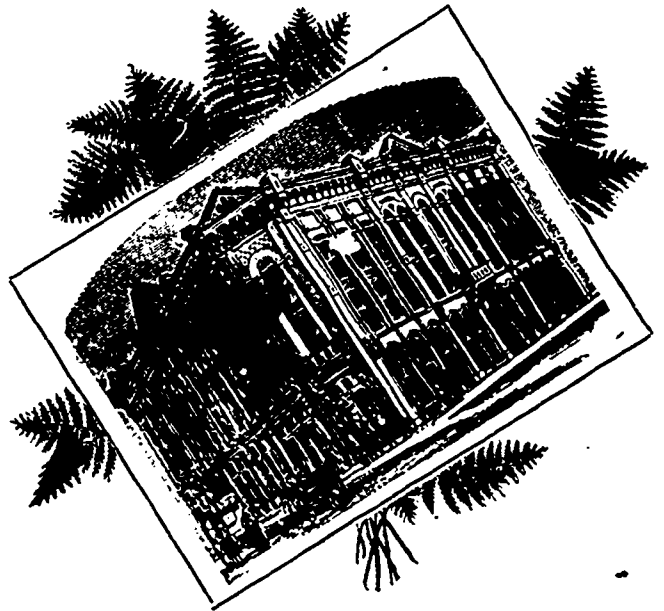
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WINNIPEG MONEY MARKET

The fourth of the month was a heavy day at the banks, more than the usual quantity of paper having matured on that date. Up to the close of the week, it was difficult to tell just how this would be met, the delayed mails having worked against the prompt receipt of returns. However, some found remittance fairly satisfactory, whilst others were expecting a good many renewals to be asked for. Business at the banks was somewhat quiet, taken all around, the light grain movement having caused a falling off from such sources. Discount rates were steady at 7 per cent. for first-class paper, in round advances, and 8 to 10 for ordinary and promiscuous. The real estate loan companies are also having a quiet season at present, so far as new business is concerned, but this is expected during the early part of the year. Payments of interest from loans on farm property have been well met for the past few months, and there seems to be a steady and satisfactory improvement in the condition of the farming population. Loans made during last year were usually for small amounts, and for the purpose of making actual improvements upon farms, starting in stock-raising, etc. This has been an encouraging feature, as indicating progress toward mixed farming. There has also been a noticeable hardening in values of farm property. It cannot be said that farm property has actually advanced in price so far as sales have been concerned, but undoubtedly farming land has now assumed a firm and stated market value, and is now considered a far better holding as a negotiable property than it was a year ago.

WINNIPEG WHOLESALE TRADE

The month of January is always a very quiet season in wholesale circles, and this year has proved no exception to the general rule. Indeed, many dealers declared that the month has been actually quieter than January usually is. However, there is no feeling of dissatisfaction at this. The trade of the year 1886 has now been footed up, and in almost every branch a steady improvement has been made, showing an increase over 1885 of from ten to thirty per cent. But this is not the most satisfactory feature of the past year's trade. Losses have been very few in comparison with former years, and the general belief is that the country is now on a more solid footing than ever before. This increase in the aggregate amount of sales has also been made in the face of the fact, that values of manufactured goods have been at rock bottom prices, and that wholesalers here have been selling on closer margins of profit than ever before. Looking ahead, the prospects are good for the coming year. Country dealers have been conservative in buying, and now have their stocks in better shape than for many years back. Outside of one or two towns, stocks are not in excess of requirements. In fact, stocks are considered as decidedly light, and country merchants are therefore not overburdened with unsalable goods. This favorable feature, together with the more solid financial standing of the country, gives the outlook for the present year a favorable appearance. Competition with Eastern houses continues keen in most branches. A great many Eastern firms

had their representatives in the Northwest during last year, and this spring the full complement have already arrived and are working the country. But in spite of this competition the wholesale trade of the city has shown steady and solid progress, and the future prospects were never better. Stocks of spring goods are now complete in about every branch, though some delay has been experienced in the arrival of goods. However, dealers, as a rule, are in good shape for commencing the spring business, and are offering better inducements to the trade of the Northwest, both in variety of goods and prices, than ever before.

AGRICULTURAL IMPLEMENTS

At this time of the year of course, there is scarcely anything doing in the line of actual sales. Attention is entirely directed to the collections of paper, and in this respect the situation is not unsatisfactory. The feeling is undoubtedly general that the trade for the coming season will be done on a better basis than during previous years, though the amount of new business to be done will depend very much upon the number of immigrants arriving in the spring.

ROOTS AND SHOES.

Dealers are now shipping out spring stocks as fast as orders can be made up. Orders for spring delivery have not been heavy, and the first trade of the season will not show up in excess of last year. Retailers have shown a disposition to cautiousness in ordering ahead, and consequently a good deal will depend upon the result of the sorting trade, which will not commence before April. This is one of the lines in which competition with Eastern houses has been very active, but in spite of this fact, the trade of 1886 is estimated to show an increase of from 15 to 20 per cent. over 1885.

CLOTHING

January has been a very quiet month, but last week there was some slight improvement, and a few small lots were going out.—Orders taken ahead for spring delivery will show up perhaps slightly better than for the same time last year, but all around there will not be much improvement. However, business is now considered on a much more solid footing than it was one year ago. Throughout the past year losses have been very small in comparison with previous years, and this feature has been a source of great encouragement to dealers. The aggregate trade of the past year would also show a satisfactory gain over the previous year.

CROCKERY AND GLASSWARE

The month of January is said by dealers in this branch to have been quieter than this month usually is. However, dealers were not disposed to complain, as the year lately closed would show satisfactory progress toward an extension of trade, the improvement over 1885 being estimated at about 10 per cent. The financial features of the past year have also been decidedly more pleasing than for some few years' back.

DRY GOODS

Some delay has been experienced in the receipt of spring stocks, which was the only complaint heard last week. However, dealers expect to have stocks complete in a short time, and in a position to commence sending out orders. Stocks ordered have been heavier and

more varied, which will enable wholesalers to serve the best interests of their customers. It is also an indication of the confidence wholesalers have in the trade for 1887. Only a few small orders have yet been sent out, but it will not be a great while before movement has become general. The amount of orders already taken ahead for spring delivery point to a splendid start for the year. The dry goods trade of the city has shown steady improvement during 1886. It is said to have been the most satisfactory season for the past four years, both in point of business expansion and freedom from losses. Competition has been keen between the local houses and Eastern firms, but the trade of the city seems to forge steadily ahead.

DRUGS AND CHEMICALS

This trade has continued very steady during the past year, and with some improvement over previous years. The prospect for the present year points to a much larger increase in the amount of trade, as the facilities for doing business in this line here will be greatly increased. The only change in prices is in bromide potassium, which has advanced 5c. Quotations are: Howard's quinine, 90c to \$1; German quinine, 70c to 80c; opium, \$4 to \$4.50; morphia, \$2 to \$2.50; iodine, \$4.25 to \$4.50; bromide potassium, 55 to 65c; American camphor, 40 to 45c; English camphor, 45 to 50c; glycerine, 25 to 35c; tartaric acid, 70 to 75c; cream of tartar, 35 to 40c; bleaching powder, per keg, \$8 to \$10; bicarb soda, \$4.50 to \$5; sal soda, \$2.25 to \$2.50; soda ash, \$3 to \$3.25; chlorate potash, 25 to 30c; alum, \$3 to \$3.75; copperas, \$3 to \$3.25; sulphur, flour, \$4 to \$4.50; sulphur, roll, \$4 to \$5.25; American blue vitrol, 6 to 8c.

FANCY GOODS AND SMALLWARES

Trade in this branch continues quiet, only a few small lots occasionally going out. The work of shipping out spring orders has been commenced. To date such orders show an aggregate of about the same as last year for the same time. For 1886 the aggregate movement would show a gain of from 15 to 20 per cent. over 1885. There has also been a great freedom from losses, which has been most satisfactory to dealers.

FISH AND GAME

Lake Winnipeg white fish continue scarce in the city, and prices are high all around. However, there would seem to be a plentiful supply at the lake, as advices from Selkirk report the shipment of a large number of car lots to the United States. It is supposed that dealers are giving their attention to these outside orders, to the neglect of the local trade, which is the cause of the scarcity of offerings here. Prices are: Gold eyes, 6c; Whitefish, 8c; pickerel, 4; jackfish, 3c. Oysters are quoted at 35c for standards, and 37½ to 45c for selects, according to quality. Bulk oysters, \$1.85 to \$2.20 per gallon, according to quality. Fresh sea fish are in the market and quoted as follows: Smelts, 9c; tommy-cods, 7c; cod, 9c; haddock, 9c; lobsters, 18 to 20c. Smoked Finnan haddies, 11c.

FUEL

Soft coal was entirely out of the market last week, owing to the blockade on the railway to the west. Stocks were expected in by the first of this week. Quotations were therefore nominal. Hard coal was offered at the usual price,

and wood was in plentiful supply. Quotations were: Best tamarac wood, \$1.75, with some poor selling at \$4.25; sound poplar, \$3.50; poor, \$3.25. Prices for ear lots on track. Coal on track sells at \$9.75 for anthracite, \$10.75 for smithy, and \$7.25 for American soft. Lethbridge coal is quoted at \$6.50 on track, or \$7.25 delivered in the city. Saskatchewan coal, \$6.25 on track, or \$2.25 f.o.b. cars at the mine.

FURNITURE.

Dealers have experienced a very quiet month during January, and to date there had been little change. The year closed has not been a particularly active one, and has shown a steady and rather light business. A brisk immigration would in the spring liven matters up, otherwise the year 1887 is not expected to show a greatly augmented trade.

GROCERIES

Last week showed some improvement in the demand, and indicated that the quiet season for the month of January would soon be broken. For the year 1886 trade has held steady, and the volume of business has not probably been in excess of the previous year. Provisions, however, would show a heavier movement. Trade has been on a good basis and with remarkably few losses, which encourages dealers to look forward to a satisfactory season for the present year. A few minor changes will be noticed in the following quotations: Canned tomatoes, at \$3.50; corn, at \$3.25 to \$3.50; peas, \$3.75; yellow sugar 6½c to 7c; granulated 7½c to 8c; lump sugar, 8½c; Coffees, Rios, 19 to 20c; Government Java, 30 to 35c, other Javas, 25 to 28c; Mochas, 31 to 34c. New season's teas are now quoted as follows: Japan season 1886-7, 20 to 45c; Congous, 1886-7, 20 to 60c; Indian teas, 35 to 50c. Old range, Moyune gunpowder 25 to 70c; pan-fired Japan 23 to 45c, basket-fired, 25 to 40c; Ping Sney young hyson, 25 to 35c; Moyune young hyson, 25 to 50c; Season's congous, 1885-6, 20 to 55c. Syrups, corn \$2.25 to \$2.60; sugar, cane, \$2.10 to \$2.35; T. and B. tobacco, \$10.

HIDES

Prices continue at the decline of last week, owing to the demoralized state of eastern markets. Quotations are: Winnipeg inspection, No. 1, 5½c; No. 2, 4½c; bulls, 3½c; calf, fine-haired real veal, 7 to 13 pound skins, No. 1, 7c; No. 2, 5c; sheep pelts, 30 to 65c; tallow, 3½ to 4c.

HARDWARE AND METALS

In this branch of course the present season is always very quiet, and there is nothing to note more than a general firmness in prices. At a meeting of nail manufacturers held at Montreal last week, an advance of 20c per keg, was established all through the list, 10 dy. to 6 dy. hot cut, being now quoted at \$2.60, and steel cut at \$2.70. A rise was also made in horse nails, the discount being reduced to 40 per cent. 4 months. Bolts have also advanced about 15 per cent. During 1886 the hardware trade has been on a healthy basis, and with a gain over the previous year of 15 to 20 per cent. for the aggregate trade of the city. Quotations are: Cut nails, 10d and larger \$3.55 to \$3.75; I. C. tin plates, \$5.50 to \$5.75; I. C. tin plates, double, \$11 to \$11.50; Canada plates, \$3.50 to \$3.75; sheet iron, \$3 to \$4.50, according to grade; iron pipe, 45 to 50 per cent. off list prices; ingot tin,

26 to 30c per lb., according to quality; bar iron \$2.50 to \$3 per 100 lb; shot, 6½ to 7c a lb; tarred felt, \$2.60 to \$2.85 per 100 lbs; barbed wire 7 to 7½c.

LEATHER AND FINDINGS

A steady trade has been done in this branch, showing a gradual and satisfactory improvement over previous years. Quotations are: Spanish sole, 28 to 32c; slaughtered sole, 33 to 35c; French calf, first choice, \$1.35 to \$1.50; Canada Calf 90 to \$1.00; French kip \$1 to \$1.10; B Z kip, 85 to 90c; slaughter kip, 55 to 75c; No 1, wax upper, 45 to 50c; grain upper, 55c; harness leather, 33 to 35c for plump stock. American oak sole, 45 to 60c; buffe, 17 to 22c a foot; cordovan, 25 to 27c; pebble, 21 to 23c; colored linings 12c.

FRUITS

A very fair trade for the season was the report for last week. Stocks of choice apples are said to be low, and prices have advanced 50c per bbl. Mexican oranges are out of the market, and Messina oranges and Valencia oranges have taken their place. Cranberries are firmer. Quotations are: Florida oranges, \$7.00 to \$7.50; Messina oranges, \$6.00 to \$6.50 per box; Valencia oranges, in cases \$12.00; Winter apples, \$5 to \$5.50 per bbl. best stock. Messina lemons, \$7.00 to \$7.50; Oregon pears, \$4.50 to \$5.00; Malaga grapes, \$7 to \$8.00 per keg; Cranberries, \$9.00 to \$12.00, according to size of barrel and quality; Figs, in 50-pound sacks, 12½c; New Eleme figs, in layers, 16c to 20c per pound, in one lb. to ten lb. boxes; Golden dates, 11 to 12c; peanuts, roasted, 18c; peanuts, raw, 15c; walnuts, 20c; almonds 20c; filberts 15c; Texas pecans, 18c. Dried fruits quoted: valencia raisins \$3.15 to \$3.25; London layers \$3.75 to \$3.90; black crown \$5 to \$5.25; black baskets, ¼ boxes, \$1.30. Apple cider is worth \$10 a barrel, or \$7 per half-barrel. Sweet potatoes, \$9.50 per bbl; Spanish onions, cases 150 lbs., \$7.25; cases 50 lbs., \$2.50. Evaporated apples, 13 to 14c; dried apples, 6½c; new Turkey prunes, 7½c.

RAW FURS

It is not likely that the Hudson's Bay Co's fur sales held recently at London, will affect prices here. Skunk and Lynx ruled easier, and beaver held firm. The furs went off fairly well for most sorts. Prices here were: Beaver, per lb, \$2.50 to \$4.00; bear, per skin, \$5.00 to \$20; bear, cub, per skin, \$1.00 to \$7.00; otter, per skin, \$5.00 to \$10.00; mink, per skin, 30 to 90c; martin, per skin, 60c to \$2.50; fisher, per skin, \$1.00 to \$6.50; lynx, per skin, \$1.00 to \$2.50; racoon, per skin, 40 to 60c; skunk, per skin, 40-60-80; muskrat, per skin, 1 to 7c. Fox, red, 25c to \$1.49; fox, cross, \$1 to \$10; wolf, timber, 25c to \$2.25; wolf, prairie, 25c to \$1.25.

LUMBER

The immediate demand is just about nothing at the present time, and very little business expected before the first of April. Dealers have not all decided upon the amount of their cut for next season and therefore accurate figures cannot be given. However, it is probable that the cut will be in excess of last year. Stocks held in the city are light. There is some probability that prices may be advanced toward spring, though there is more or less uncertainty about this. Dealers feel that prices are too low, and think they should have an advance of from \$1

to \$3 per M. They furthermore think that the improved condition of the trade, consequent upon the reduction of old stocks, would warrant them in advancing prices. The only trouble in the way is the lack of union among mill men, and the apparent suspicion with which they regard each other. This makes the situation rather uncomfortable all around, and has been the cause of great injury to the trade. It is hoped that some arrangement may be come to whereby a regular schedule of prices may be arranged, on a common sense, business basis.

PAINTS, OILS AND COLORS

There is scarcely any business doing at present, outside of lubricating and illuminating oils. Orders are now being booked ahead for spring delivery, and are showing up very good. The trade for 1886 shows a good percentage of improvement over the previous year, being estimated at 30 to 40 per cent. greater than 1885. Quotations are as follows: Turpentine, 90c; harness oil, \$1.10; Neatsfoot oil, \$1.50; linseed oil, raw 68c per gal., boiled 71c; seal oil seam refined, \$1.00; castor, 12½c per lb; lard No. 1, \$1.25 per gal; olive oil, pure, \$1.50; union salad, \$1.25; machine oils, black 25 to 40c; oleine, 40c; fine qualities, 50 to 75c. Coal oils, silver star, 26c; headlight, 28c; water white, 30c. American oils, Eocene, 36c; water white, 33c; sunlight, 30c; Eldorado, machine, 56c. Calcined plaster, \$3.75 per bbl; Portland cement, \$4.75; white lead, genuine, \$7.00; No. 1 \$6.50; No. 2 \$6.00; window glass, first break, \$2.25.

SADDLERY AND HARNESS

The usual quiet season at present prevails in this branch. Trade for 1886 has not shown a heavier movement than the previous year, but has nevertheless been very satisfactory. The heavy trade of 1885 was owing to special circumstances, in connection with the rebellion, and therefore last year was not expected to show as heavy an aggregate movement. If railway building goes on in the spring as actively as is expected, the present year will undoubtedly prove very satisfactory.

STATIONERY AND PAPER

Dealers enjoyed an exceptionally good year in this branch, and are highly pleased with the result. Its increase over 1885 is placed at 30 to 50 per cent. The outlook for 1887 is also very encouraging.

WINES AND SPIRITS

There is no special feature to note in this branch. Trade holds reasonably active, and prices steady. Quotations are: Gooderum & Wort's five year old, \$2.40; 7 year old, \$3; old rye, \$1.75; Jules Robin brandy, \$4.50; Bisquet Debonche & Co., \$4.75; Martell, \$6.50; Hennessy, \$6.50; DeKuyper gin, \$3.50; Port wine, \$2.50 and upwards; Sherry \$2.50 and upwards; Jamaica rum, \$4.00 to \$4.50; DeKuyper red gin, \$11 per case; DeKuyper green gin, \$6.50 per case; Tom Gin \$9.00 to \$10.00; Martel and Hennessy's brandy \$13.50 per case of 12 bottles.

ALREADY about half a million bushels of wheat have been marketed at Brandon this season, and it is generally believed that most of the surplus is already disposed of. The current price now is 60 cents, although occasionally a cent or so more is given for a stray load. The mill-owners are the most anxious buyers on the streets, as they desire to secure quantities to keep their mills going. Oats are firm at 38 cents; good barley brings 40 cents. Pork ranges from \$4 to \$4.25, and beef from \$5 to \$5.50. There is but little else in the meat line coming in.

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WHOLESALE GROCERS

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First-class in every Respect.
Appointments Perfect.
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Every Attention paid to
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Manufacturers of & Wholesale Dealers in
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Importers of GENTS' FURNISHINGS,
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A Full Stock of Patent Hungarian, Strong Bakers' and Spring Extra Flour; Oatmeal, Pot and Pearl Barley, Graham Flour, Cracked Wheat, Bran, Shortst, Ground Feed, Otas, Barley.
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BOOTS & SHOES,
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GENTS' FURNISHINGS,

Smallwares, etc.

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REDWOOD BREWERY
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EQUAL TO ANY IMPORTED BEER.

Fine Stock Ales a Specialty.
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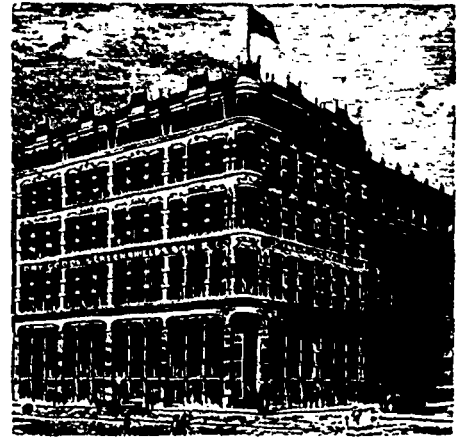
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THE MARKETS

WINNIPEG

WHEAT

The movement in wheat has been gradually growing less since the 1st of January and for the past week has been very light, the slowest of the season. Receipts here have not averaged over ten cars per day, including shipments to the mills here and for export. The light receipts cannot be laid to a lack of sleighing, as was the case earlier in the season, as there has been good sleighing for a week back. Some other cause must be assigned, and this must be one of two things. Either the wheat has about all gone out of the country, or farmers are holding for higher prices. In regard to the former idea, those who are in a good position to know, estimate about 500,000 to 700,000 bushels still in the hands of farmers. There is likely to be a lively scramble among the millers for the wheat remaining in the country, as all of it, and more too, will likely be required for home grinding. Last year there was a heavy movement in January and February, and it is said that some millers, thinking the same thing would occur this season, have put off buying. This year it would appear the bulk of the wheat moved out earlier (unless there is more in the country than is generally supposed) and these millers may get left. However, those who are short on stocks are mostly small country millers. There is now a good prospect that before next season's wheat comes to market the country will be thoroughly drained of this cereal. Active buying by millers has kept prices firm, and there has not been much buying for export, owing to prices being high. Still some has been moving eastward. The decision of the Government to supply settlers in the territories with seed wheat, which must be bought in Manitoba, has also enhanced prices. Throughout the province from 58 to 60c was paid to farmers, and at the mills in the city 65c continued to be the ruling price for No. 1 hard, and 62c for No. 2 hard and No. 1 northern. Car lots on track changed hands on a basis of 80c at Port Arthur for No. 1 hard, which would make the average price for the province as a whole about 62c. Some cars sold as high as 64c, of course at points where the best advantage could be taken of the freight rates.

FLOUR

There has been no change in prices here for the past three months, and though dealers think values are too low, yet competition keeps prices down. Broken lots delivered in the city or f.o.c. are quoted: Patents, \$2.35; Strong bakers', \$1.80; XXXX \$1.20 to \$1.30; superfine, 90c to \$1.

BRAN AND SHORTS

In good demand and steady at \$12 for bran and \$14 for shorts.

BARLEY

There has been some moving for feed at 43 to 44c, and the same prices are paid at the breweries for malting samples. No exports have been made.

OATS

Shipments of Ontario oats through to western points have been made freely during the week, and some have also been retained in the city. Some cars from Southern Manitoba have also been offered at about 45c. Ontario oats can be laid down at about 45 to 47c.

OATMEAL

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

EGGS

Some called fresh are offered and bring 25c, though their freshness is a matter of conjecture. Pickled are held at 21 to 22c.

BUTTER

Receipts of tubs and rolls are quite large enough for the demand, and feeling is rather heavy. Such small trade lots as are wanted, are usually held at 20c, but concessions of from 1 to 2c off this price will not usually be refused. Indications point to a slumping off in prices. Some system of grading butter according to quality a little more closely than has been the rule is required here. Prices quoted are for what are called best qualities, though there is a wide range in these. Poor grades are quoted at from 12c upwards.

CURED MEATS

There has been a good demand for cured hog products, and some large sales were reported. The reduced prices now seem to have had the effect of keeping out imported pretty thoroughly which accounts for the increased demand. Prices hold at last quotations as follows: Long-clear, 8c; breakfast bacon, 11c; spiced roll, 10c; hams, 13c.

LARD

\$2.15 seems to be about the regular quotation for 20-pound pails in trade lots; 3-pound are worth 43c, and 5-pound pails 65c each.

DRESSED POULTRY

The glut in the market caused by the large receipts of chickens about the holiday time, has now been relieved, and these old stocks have been about cleared out. Very few lots have since been received, and values are firmer as stocks in the market disappear. Prices may now be considered firm at 6c. Other prices steady at 12 to 13c, for turkeys; 8 to 10c for geese; and 10 to 11c, for ducks.

DRESSED MEATS

Receipts of hogs have gradually fallen off, and last week were very light. This has caused prices to advance, and by the close of the week some packers were paying 4c advance on previous quotations. This week all the packers will advance the 4c to 5 1/2c, which will be the ruling price for all good hogs fit for packing. It is thought that there are a good many hogs yet held in the country which must come out. Receipts for the winter have been considerably heavier than for the same time last year, and the home pack has consequently been considerably heavier. The packers will also continue operations throughout the summer season, and with the supply now ahead, together with the summer pack, they will undoubtedly be able to supply the home market, to the exclusion of imports. It is thought that there will be an ample supply of hogs to be obtained throughout the summer. There is still a full supply of dressed beef held, quite sufficient to last throughout the balance of the winter. Country sides are quoted at 5 to 6c, and city dressed sides at 6 to 6 1/2c. Mutton 9c. Best pork sausage 8c.

LIVE STOCK

No cattle have been offered, and none are wanted for immediate use. Some butchers have been buying ahead for future delivery, and report really choice cattle scarce, though plenty of medium condition to be had. There appears to be a wide difference in the views of butchers as to the price of cattle, some quoting as low as 3c, and others going as high as 4 1/2c. The condition of the animals would regulate prices. A really choice steer would probably bring the latter price, whilst the average would run from 3 to 4c.

HAY

There has been any quantity of hay offered, 90 loads having been on the market one day last week. Prices have declined from last quotation. Good old hay (season 1885), which

is usually a better sample than last season will bring \$7 per ton, and last season's hay brings about \$6 to \$6.50. Some baled hay (new) has been offered at \$7.50.

MINNEAPOLIS.

There has been no strength in wheat, the past week, until Wednesday, when there was a reaction and with considerable firmness apparent, which was mainly ascribed to European war rumors.

Local receipts have been fair and shipments show a gratifying increase, those of the week ending to-day being the largest of the year thus far. The movement in the country is light.

The highest and lowest wheat prices by grade on 'change during the week ending Feb. 2, closing prices, and the prices one year ago were:

WHEAT—	Highest.	Lowest.	Closing.	Jan. 27, 1886.
No. 1 hard	79	79	79	86 1/2
" 1 northern	78	78	78	83 1/2
" 2	77	76	76 1/2	77

May 1 hard fluctuated between 83 1/2c and 84c, closing at 83 1/2c. May 1 northern closed at 81 1/2c and May 2 northern at 80 1/2c.

LOUR—This market has been very dull and quiet until to-day, when there was a perceptible change in the feeling abroad, which gave some millers more confidence in war rumors than they have had for some time. Patents are not in demand, but there is a demand for bakers' which cannot be satisfied under present conditions, most mills having sold this grade ahead rather too freely judging from the way they talk. Other grades are very quiet.

Quotations at the mills for car or round lots are: Patents, \$4.40@4.60; straights, \$4.20@4.40; first bakers', \$3.60@3.85; second bakers', \$2.95@3.10; best low grades, \$1.80@2.00, in bags, red dog, \$1.40@1.50, in bags.

MILLSTUFF—Continues in active demand and is strong and higher, bulk bran selling at \$9.75 \$10.25 and shorts at \$10.75 to \$11.25.

THE frequent discussion of the subject of fire insurance protection for retail traders has given rise to the question as to how wholesalers may best ascertain the standing of their retail customers in this respect. The difficulty seems to be in devising some scheme for the registration of the amount of insurance carried, which could be used as a reference when desired. From the *Monetary Times* it is learned that the Toronto board of trade desired that the mercantile agencies should take the matter up, and make it one of their subjects of inquiry when preparing their regular reference books. If the mercantile agencies could undertake the work, and furnish reliable information of the nature required, their ability to serve the interests of trade would be vastly enhanced. The information would have to be obtained from the traders and the insurance companies. It is understood that some of the companies approached in regard to their willingness to furnish reports as to the amount of insurance carried by their policy-holders, have decided after consultation, that it would not be in the interest of the companies to comply with such requests. The decision of the insurance companies would seem to block the hope of obtaining the information in this way, but perhaps other means may yet be devised which will enable wholesalers and manufacturers to arrive at a tolerably reliable knowledge of the standing of their customers in the matter of fire insurance protection.

EASTERN MARKETS.

CHICAGO

Wheat opened $\frac{1}{2}$ off on Monday. First trades May were at 83 $\frac{1}{2}$ c. The market ruled dull, and prices declined $\frac{1}{2}$ c further. The visible supply report which was expected to show an increase, showed a small decrease, under the influence of which statement values firmed up. Prices advanced to 83 $\frac{1}{2}$ c, but closed $\frac{1}{2}$ c lower. Corn and oats were not materially changed in prices. Provisions dull and featureless. Closing prices were:

	Feb.	May.
Wheat	77 $\frac{1}{2}$	83 $\frac{1}{2}$
Corn	35 $\frac{1}{2}$	46 $\frac{1}{2}$
Oats	25 $\frac{1}{2}$	30
Pork	12.52 $\frac{1}{2}$	12.72 $\frac{1}{2}$
Lard	6.42 $\frac{1}{2}$	6.62 $\frac{1}{2}$
Short Ribs	6.30	6.50

There was a plethora of war news at the opening on Tuesday, and the wheat crowd were bullish. May sold freely at 84c, and some sales went $\frac{1}{2}$ c higher. Offerings were liberal, however, and free selling on New York account sent prices back to 83 $\frac{1}{2}$ c. Strength was developed later, which advanced prices $\frac{1}{2}$ to $\frac{1}{2}$ c. Corn was influenced by the strength in wheat, but declined later with the leading cereal. Free offerings broke May pork from \$12.80 down to \$12.42 $\frac{1}{2}$. From the lowest point prices advanced steadily. Closing prices were:

	Feb.	May.
Wheat	77 $\frac{1}{2}$	83 $\frac{1}{2}$
Corn	35 $\frac{1}{2}$	46 $\frac{1}{2}$
Oats	25 $\frac{1}{2}$	30 $\frac{1}{2}$
Pork	12.50	12.65
Lard	6.42 $\frac{1}{2}$	6.62 $\frac{1}{2}$
Short Ribs	6.30	6.47 $\frac{1}{2}$

Wheat was very dull on Wednesday, speculation having largely gone into pork. The few changes in prices, however, were for the better. The official statement showed that the speculative provision market was "short," instead of "long," as was generally supposed. This revelation started buying, and May pork started at \$12.75. There was great excitement and tremendous tradings as prices ascended until \$13.20 was reached. There were two or three slight reactions which lasted but for a moment. Closing prices were:

	Feb.	May.
Wheat	77 $\frac{1}{2}$	84 $\frac{1}{2}$
Corn	35 $\frac{1}{2}$	41
Oats	25 $\frac{1}{2}$	30 $\frac{1}{2}$
Pork	12.95	13.15
Lard	6.55	6.72 $\frac{1}{2}$
Short Ribs	6.60	6.75

The market was nervous and excited on Thursday, owing to the war scare in Europe. Wheat opened $\frac{1}{2}$ c higher, and advanced to 85c. Then became weak and sold off. Provisions were active and at one time advanced to 17 $\frac{1}{2}$ c above the close. Last prices were:

	Feb.	May
Wheat	77 $\frac{1}{2}$	84 $\frac{1}{2}$
Corn	35 $\frac{1}{2}$	41 $\frac{1}{2}$
Oats	25 $\frac{1}{2}$	36 $\frac{1}{2}$
Pork	13.22 $\frac{1}{2}$	13.25
Lard	6.60	6.72 $\frac{1}{2}$
Short Ribs	6.65	6.77 $\frac{1}{2}$

Wheat was dull on Friday, but held fairly steady on better foreign advices as to British markets. About 83 $\frac{1}{2}$ c was the lowest price of the session, and 84 $\frac{1}{2}$ c the top for May. Provisions were very active, and toward the close

all other markets were neglected, owing to the excitement in pork, lard and ribs. Buying was heavy. May pork once touched \$13.02 $\frac{1}{2}$. Closing prices were:

	Feb.	May.
Wheat	77 $\frac{1}{2}$	84
Corn	35 $\frac{1}{2}$	41 $\frac{1}{2}$
Oats	25 $\frac{1}{2}$	30 $\frac{1}{2}$
Pork	13.37 $\frac{1}{2}$	13.65
Lard	6.62 $\frac{1}{2}$	6.82 $\frac{1}{2}$
Short Ribs	6.77 $\frac{1}{2}$	6.92 $\frac{1}{2}$

On Saturday wheat opened $\frac{1}{2}$ c lower, and after an exceedingly uninteresting session, closed at $\frac{1}{2}$ c above the lowest point. May pork sold down to 20c from the opening to \$13.37 $\frac{1}{2}$, but advanced before the close. Closing prices were:

	Feb.	May.
Wheat	77 $\frac{1}{2}$	83 $\frac{1}{2}$
Corn	35 $\frac{1}{2}$	40 $\frac{1}{2}$
Oats	25 $\frac{1}{2}$	30 $\frac{1}{2}$
Pork	13.25	13.50
Lard	6.70	6.82 $\frac{1}{2}$
Short Ribs	6.75	—

DULUTH WHEAT MARKET

Stocks in store showed an increase on Monday of 208,000 bushels for the week. Receipts during the week were light, some days only amounting to about a dozen cars. The course of the market will be shown by the following closing quotations for No. 1 hard on each day of the week:

	Cash	Jan.	May
Monday	79 $\frac{1}{2}$	84 $\frac{1}{2}$	—
Tuesday	—	84 $\frac{1}{2}$	80 $\frac{1}{2}$
Wednesday	80 $\frac{1}{2}$	85 $\frac{1}{2}$	80 $\frac{1}{2}$ -87
Thursday	—	85 $\frac{1}{2}$	87 $\frac{1}{2}$ -2
Friday	79 $\frac{1}{2}$	75 $\frac{1}{2}$	—
Saturday	—	84 $\frac{1}{2}$	86 $\frac{1}{2}$

Hog-Raising in Manitoba.

A short time ago many persons would be found who would ridicule the idea that hogs could be profitably raised in the Northwest. Like many other industries which were at first regarded with suspicion, but which afterward proved entirely successful, practical experience has shown that this country is well adapted to raising hogs. Those persons who took such a pessimistic view of hog-raising here, have started out with the opinions, firstly, that Manitoba is not a corn country; and secondly, that corn is necessary to the profitable raising of hogs.

Taking the first argument, that Manitoba is not a corn country, it may be declared, that this crop has not been tested to any great extent, as to the adaptability of the soil and climate for its growth. Corn has been successfully grown here for years. Further, corn grown within a few miles of Winnipeg last summer, took first prize in a competition offered by the *Rural New Yorker*, one of the leading agricultural papers of the United States, against samples from all parts of North America. West of Manitoba, in the Territories, there is a large area of country over which it is believed corn would prove a very successful crop, the natural conditions apparently being favorable to its growth. In the province, however, there has been a feeling adverse to the raising of corn to any extent, notwithstanding the success which has attended its growth in small garden patches, for household use while green.

But admitting for the sake of argument that

corn would not prove a profitable crop to grow on a large scale in Manitoba, it has been practically demonstrated that this would in no wise affect the profitable raising of hogs. Other fodder can be grown here even more cheaply than corn can be grown in the Western States, and upon which hogs thrive equally as well. Indeed, instead of corn being essential to hog raising, it is believed that the exclusive feeding of these animals upon corn, has been the fruitful cause of disease. The hog cholera and other epidemics which have frequently proved so disastrous to the hogs in the great corn States, are attributed to the exclusive corn diet. Experience has shown that hogs thrive remarkably well in Manitoba, and so far there has never been a symptom of disease among them. Hogs will forage their own living in the summer in Manitoba, and maintain good condition and health, with no other food than the rich prairie grasses. In the winter they can be fed upon potatoes, turnips, and other roots, or bran and shorts, with a few feeds of barley or other grain to complete the fattening. Hogs raised in this way will thrive remarkably well, and attain a size of from 250 to 350 pounds. The potatoes, or roots necessary can be raised far more cheaply than corn, in proportion to their value for feeding. Potatoes make excellent feed for hogs, and these can be grown to the greatest perfection in Manitoba. It is claimed that 800 bushels have been raised from an acre of land, and an average crop will yield from 400 to 500 bushels. Other roots yield in proportion. As to the millstuffs, at the rate the milling industry is advancing, there will soon be an unlimited quantity of this feed to be obtained at reasonable prices. Medium sized hogs well fattened, and weighing 200 to 300 pounds, are usually in better demand and command higher prices than very heavy animals. Those who have tested the matter claim that such animals can be raised to the best advantage in the Northwest, and will produce a superior quality of pork to the purely corn fed.

Grain and Milling Notes.

A company has been formed at Holland, Man., for the purpose of establishing a fifty barrel roller mill at that place.

The work of laying the foundation for the proposed 1000 barrel per day mill at Keewatin, Lake of the Woods, is said to have been commenced. The splendid water-power at that place renders it a desirable spot for the location of manufacturing industries. Professor John Macoun, the distinguished scientist and writer of Northwestern history, etc., says of this place: "There is no question as to the possible milling facilities there. It possesses water-power and natural advantages second not even to those of Minneapolis."

Oregon millers, having been driven out of the British Columbia markets by the Manitoba flour manufacturers, have turned their attention to China. It is hoped that they will be able to make up for their loss of the Canadian Pacific coast trade in that direction. The first consignment of 16,000 barrels has been loaded at Portland, Oregon, for Hong Kong, and this is referred to as the commencement of what is expected to grow to a very large trade. A direct line of steamers from Portland to China ports is advocated, in the interests of this trade, without which competition with California millers will prove ineffectual.

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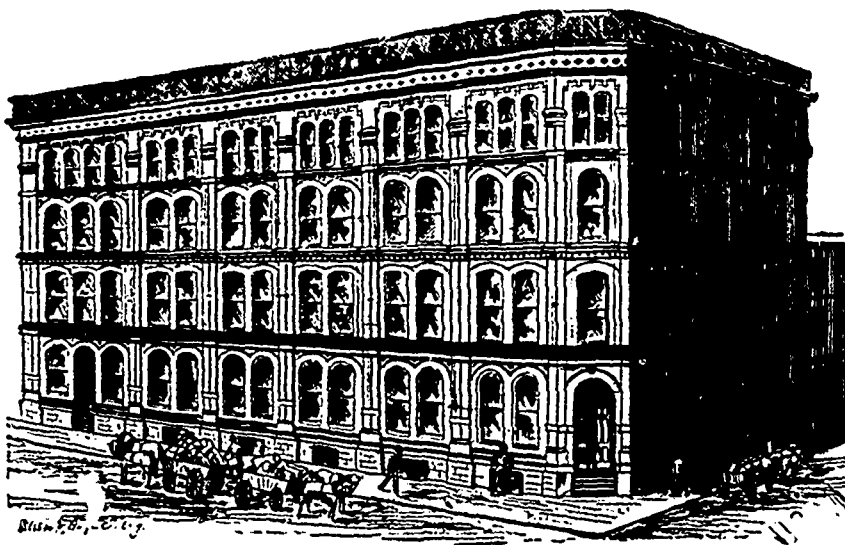
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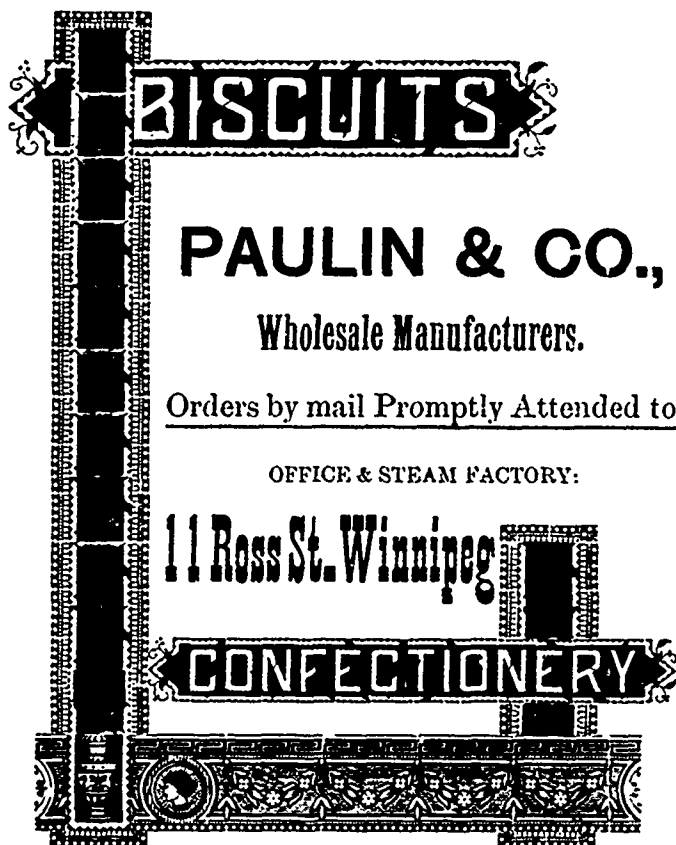
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The Pork Packing Industry.

Pork packing is one of the industries which has made rapid headway in Manitoba. The industry was inaugurated in 1884, and there are now four firms packing in the city, besides a considerable quantity cured at other places in the province. A fifth company has been organized in the city, for carrying on the business on a larger scale than has been done heretofore. Up to the present time the quantity of hog products cured in the country has not been equal to the home demand for such commodities; that is, including the western territorial trade as well as the provincial trade. To meet the deficiency a large quantity of hams, bacon, etc., has been annually imported from Chicago and Eastern Canada. It is thought that the quantity packed at home during the present winter will be equal to the consumptive demand from this time forward, and that henceforth there will be no necessity for importing hog products. With this object Winnipeg packers have been exerting themselves to put up a sufficient quantity of the product, and prices have been reduced to a figure sufficiently low to keep out importations. There is a possibility that stocks may not be equal to the demand, and should there be any shortage during the coming summer, prices will be again advanced so as to admit of importations. However, should importation be necessary next season, it is altogether likely that it will be the last time, and the winding up of such trade. The consumption of cured hog products is very large in the western territories, where the Indians are very largely supplied with such commodities. In the more distant settlements, where fresh meats are scarce, there is also a large consumption of cured meats. The large number of men employed in the construction of the C.P.R. in the mountains also gave rise to a considerable demand for cured meats. Now that this road is completed and opened through to the Pacific coast, our packers expect to work up a large trade with the Province of British Columbia, the nucleus of which has already commenced. Last summer about 5,000 live hogs, valued at over \$35,000, were exported from Manitoba to Montreal and Toronto. This was the first season that hogs were ever exported from the province, and the amount of the exports, though small, was considerable, considering the circumstances. Still, it must be remembered that at the same time these live hogs were going out of the province, we were importing and paying heavy duties on Chicago cured hams and bacon. This of course was a losing trade in two ways, as the live hogs had to be sold at a low figure to admit of their export, whilst the cured product came rather dear to the consumers here. The cause of the export of the hogs instead of curing on the spot, was owing to the lack of a slaughtering and curing establishment at Winnipeg. Heretofore packing has only been done to any extent in the winter season, from hogs procured ready dressed. In the future, however, the animals will be slaughtered here, and the anomalous condition of buying dear and selling cheap will be obviated. The natural conditions in Manitoba are very favorable to the raising of hogs. The climate is conducive to the growth of firm-fleshed

healthy animals. The best of provender for feeding and fattening can also be grown in abundance and at a minimum cost. With these favorable features, the packing business in this country promises to become a leading industry, both for home use and exportation.

Northwestern Postal Development.

The expansion of the postal system in Manitoba and the Territories may be taken as an index to the general development of the country. It is worthy of note, that the first mail route established in the country was with Great Britain, via Hudson's Bay, over the country soon to be traversed by the Hudson's Bay railway. This is another argument in favor of this route, as the natural door of ingress and egress from the great central portion of the North American Continent. Not only was the route used for the postal service, but it was for many years the only means of regular communication with the outside world. Later postal communication was established with Eastern Canada, via Lake Superior and the Ottawa river. As late as 1853 these were the only mail routes in the country, one mail being received each year from the Old Country, via Hudson's Bay, and two from Eastern Canada. Now a daily mail is received by the C.P.Ry. from the east, by way of the same route as that formerly travelled, whilst the length of time in transit has been reduced to less than three days, whereas it formerly occupied six weeks. In the near future a daily mail will no doubt be received from Hudson's Bay. In the year mentioned above, postal communication was opened with Minnesota, a monthly service having been arranged for. By 1862 two mails per week were received via Minnesota. At this time the Hudson's Bay Co. managed the postal regulations. The mail was carried from Pembina on horseback in the summer season, and dog trains in the winter. After the Northwest passed under the control of the Canadian Government, and immediately following the pacification of the country from the disturbing influences of the first Riel rebellion, the postal service of the newly organized province of Manitoba was assimilated with the general postal service of the Dominion. This was in the year 1871. At this time the nearest railway point was St. Cloud, Minnesota, some 425 miles from Fort Garry (now Winnipeg). A mail service was at once arranged for from the railway terminus to Fort Garry, and trips were at first made three times per week. In 1875 a daily stage and mail route was established between Winnipeg and Pembina, which was continued until the railway reached Winnipeg, in 1879, and which connected the latter place with the railway system of the United States.

In the meantime post offices had been established at various points throughout the province. From a report published in the summer of 1877, it is learned that there were then forty-four post offices in Manitoba. These offices covered a circuit of 388 miles of mail route, necessitating an annual travel of 84,438 miles. In addition to these post offices within the province, a mail route to Edmonton, on the far away North Saskatchewan, was established in

1876. This route supplied six post offices in the Territories, one of these being Battleford, which place had about that time been made the seat of territorial government, though there was at that time very little to govern in the Territories, excepting the Indians. The mail was carried by wagons from Winnipeg, in the summer, and dog-trains in winter, the trip occupying six weeks.

In 1877 the postal revenue from the province was placed at about \$10,000, of which sum three-quarters was derived from the office at Winnipeg. The cost of the provincial service, exclusive of the Edmonton route, was about \$1,500 in excess of the revenue. During the same year the money orders issued at the Winnipeg office amounted to about \$35,000, and orders were paid to the amount of about \$30,000. There was also a saving's bank department, established in 1871, which for the year ended June 30th, 1876, showed deposits of \$53,299. In 1877 the staff of the Winnipeg office consisted of five persons, all told.

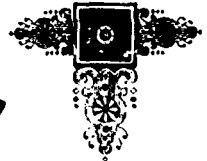
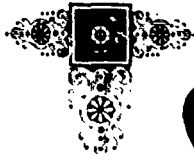
Since 1877 postal development in the Northwest has been much more rapid, until now there are about 450 offices in the entire district, included in the term Northwest. Of these about 300 are in Manitoba, and about 80 in Assiniboia, and the balance scattered over the other territories. The postal service in the Northwest still necessitates an expenditure considerably in excess of the revenue, owing to the vast extent of the country which has to be supplied, whilst the population is comparatively very small. Mails are now sent by the railways over a great portion of the country, the only long stage routes being those connecting points on the North Saskatchewan with the main line of the C.P.Ry., such for instance as Edmonton, which is supplied from Calgary. Only about 200 miles of staging is now required to reach Edmonton, where formerly nearly 1,000 miles had to be travelled in this way. About thirty money order offices have been established in the country, or as many money order offices as there were post offices altogether ten years ago. The staff employed in connection with the Winnipeg office has increased from five in 1877, to upwards of fifty in 1887, whilst only three other offices in Canada surpass the Winnipeg offices in the amount of business transacted.

A handsome new post office building, which has been in course of erection for the past two years, was completed and opened a few weeks ago, and now forms one of the most conspicuous blocks of the city. The wonderful development which has taken place in the postal service of Manitoba, is only similar to what has transpired in many other directions. It cannot be said that the post office department has been in advance of the requirements of the settlers in furnishing postal accommodation. On the other hand settlement, development, and industry have gone on often far in advance of postal development, and settlers have frequently been obliged to urge their claims upon the Government for mail service. Requests are continually coming in for the establishment of new post offices, new mail routes, and more frequent deliveries, and with all their efforts the postal authorities are unable to keep pace with the requirements of the country.

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A Friendless Old Woman.

There was an old woman who hadn't a friend,
From whom she could borrow, or who she would lend;
Except fifty dollars she kept in a box,
Which under her skirt from a waist band did wag.
She'd make it by toiling for every dime,
And it cost her sore bones full many a time;
But she now thought that scrubbing was very low work,
As low just as toiling the slave of a Turk.

So this old woman thought that she'd change her emp-
loyment,
She'd start up in business and have some enjoyment;
A fruit stand she got on a broad busy street,
Selecting a place where two thoroughfares meet,
There her peanuts and apples she'd shout and she'd sell
In a voice loud and clear as a parish church bell;
With tears in her eyes, she'd her customers tend,
Saying I'm an old woman that hasn't a friend.

But the old woman's business and cash kept increasing,
While the stream of her patrons came quick and
increasing;

At the growth of her small pile of dollars she wondered
For it soon as elled from fifty right up to five hundred.
Then she stopped all her shouting and likewise her
weeping.

She felt far too wealthy a stand to be keeping;
She broke up her business and stopped her loud squalling
To follow some much more respectable calling.

She muttered and thought, and was heard to articulate,
Now I've got money I'm just going to speculate;
I know I'll be one of the fortunate few
Like Vanderbilt, Jay Gould and old Dan'l Drew.
Then she placed all her cash in a stock broker's hands
Who placed it in margins to suit her commands,
At first she was lucky and made quite a pile
Then she rented a big house and dressed up in style.

She was one of the proudest old women in town,
With her new sealskin mantle and black satin gown;
She made fresh speculations expecting a haul,
But forgot then that pride comes before a big fall,
But a panic came sudden and stocks they went crash,
And the broker he skipped with the old woman's cash;
He held all her funds but what little she'd spent,
So her seal mantle vanished to pay her house rent.

She found out that now she'd no money to spend,
She was just an old woman that hadn't a friend;
She thought she might still at her fruit stand go selling,
But she found there another old woman was yelling.
The prospect before her was gloomy and black,
To her former employment she'd have to go back;
Though her record in stocks had been brilliant and flashing
She had to go back to her scrubbing and washing.

Now this old woman's story a moral declares
To people of far more pretensions and airs;
Her blunder was only what thousands have shown,
Well enough she had reached but could not let alone.
So stick to a good thing and don't let it slip
For the chances are great 'twixt the cup and the lip;
And beware of the glitter of things that look flashing,
They might only lead back to the scrubbing and washing.

Uncle Dan's Business Habits.

(Written for The Commercial.)

Uncle Dan'l always did have a loose-jointed way of doing business which cost him many a thousand dollars, and got him mixed into many a tantalizing muddle, and still there was no hope of him ever mending his ways, for the older he got the more mixed he seemed to be, and the wealthier he grew, the more trouble he seemed to have in keeping his financial affairs running smoothly. He was reported to be worth anywhere between one hundred thousand and a quarter of a million dollars, although his appearance and plain habits would never indicate a man of wealth. Even the two bankers in the town in which he lived and carried on business, were in the habit of occasionally protesting a draft upon him, which his negligence had allowed to go unattended to. Not that they had any doubt of his financial solidity, but in the hope that such action might punch him up a little, and make him attend properly to his financial affairs. Such lessons usually had a good effect upon him for three or four weeks, after which he drifted back again into his natural carelessness.

Uncle Dan'l was one of those men, whom nature had gisted with a large mind. So broad and comprehensive in fact that it was liable, unless trained in a most accurate course, to overlook what might seem small and yet be important details. His early education had been far from liberal, but his aptitude for mechanics developed when he was a mere youth, and before he was twenty-five years of age he had patented several useful mechanical inventions, and soon after became owner of a small factory, which increased in size with steadiness

and considerable rapidity. The mechanical management of this he delighted in, and conducted to perfection, so that had his financial affairs received equal attention, Uncle Dan'l would undoubtedly have taken his place upon the list of millionaires. But unfortunately when he was beginning life he trusted his financial affairs to a book-keeper, who embezzled several thousand dollars, and got his young employer into temporary difficulties, and from that time forward Uncle Dan'l insisted upon the management, or it might be more truthfully termed the mismanagement of his own money matters. To this mistake about his financial aptitude he added an utter contempt for the possession of a big pile of unemployed money, and in every other way a lack of selfishness, which has been the ruin of many a big-hearted broad-minded business man. Uncle Dan'l was eager enough to make money by honest tact and unflinching industry, but he had none of the miserly clutch to hold it, and although his annual expenditure reached seven or eight thousand dollars a year, a close inquiry as to where it went would show that the greater part of that had gone to relieve the necessities or add to the comfort of others. He was generous to a fault, and proportionately popular. He might have sat almost uninterruptedly as member of Congress for the district in which he lived, but he had no ambition in that way, nor in fact any other way outside of a desire for mechanical achievement, and a love of gratitude from others, which is inherent in all generous hearts.

One April morning Uncle Dan'l was at his little rough board desk engaged in writing, an occupation he had a strong dislike to. But that day he had to write two letters, and they were not ordinary letters about the affairs of the factory, or he would have disposed of them with his usual etymological brevity and economy. These were two letters of introduction for two youths, who were going to Cleveland to try their fortunes in that city. Uncle Dan'l felt he was entitled to use what little influence he had to procure each a start in life, and as he had business dealings with numerous prominent men in Cleveland, he had agreed to furnish each with a letter of introduction to where it would do some good to the bearers, and the penning of such epistles was very much of a trouble to him. He had commenced the undertaking the previous afternoon, when a messenger from his banker called him away to attend to some financial matter he had overlooked, and later when he made another start, his foreman pressed upon him the necessity for checking over his payroll, a matter he should have attended to in the morning, that being pay day in the factory. Such interruptions had prevented him from completing his letters on the previous day, and now he had started early in the morning so as to get them out of the way before the time for business calls came round.

One of the youths for whom he was furnishing a letter was Cyrus Boggs, and he was particularly anxious to have Cyrus well looked after in the city, once he settled there. Cyrus had been a serious trouble to his old widowed mother, whose husband had been accidentally killed seven years previously in Uncle Dan'l's factory. The boy had grown up a trouble to his mother, because he would learn nothing at school and would do nothing but run around a livery stable working among the horses, and driving travelers from point to point. He was now over seventeen years of age, and the last attempt to get him to learn something at school had resulted in his blackening both eyes of his teacher and being expelled for good, Uncle Dan'l was recommending him to Dr. Oglesby for a stable hand to look after his horses, and be generally useful. The doctor had a large and wide practice in and around Cleveland, and Uncle Dan'l knew him to be a stern but generous man, who would use a firm hand in looking after the training and welfare of Cyrus. The boy was himself delighted at the prospect of being among the fine, sleek-skinned horses of a high-toned doctor, instead of the used-up plugs of a country livery, as he pictured it himself,

and was building high hopes about being soon promoted to coachman, even if he had to whip the present occupant of that position to get clear of him. Regarding Cyrus, Uncle Dan'l had written to Dr. Oglesby as follows.

Dear Sir,—You want a young man from the country to look after your horses, and I have one for you who will call upon you in a day or two with a letter from me. He is rather a wayward boy so far as taking up any education is concerned, but he likes horses better than men, and I never saw a boy smarter in handling them. At that work I know he will please you, but I want you to keep a sharp watch on his general conduct, and handle him with a firm hand so as to make as good a man as possible of him, for I feel a deep interest in both him and his widowed mother.

Yours truly,
DANIEL HORNBY.

The other young man whom Uncle Dan'l was anxious to assist in a start in life was Lionel Elmore, a son of his own dead sister. The young man had entered upon his twenty-first year, and had lately returned from the State College, where he had taken high honors, and would have left there a graduate in law, but for the fact that he had not attained his majority, and could not secure a university degree until he was of age. He had made up his mind to follow the legal profession, although his uncle had made him very tempting offers of a position and eventual share in the factory business. He had lost a father when an infant, that parent having fallen at the head of his company at the Battle of Shiloh, and while he was still a toddling, prattling babe, his gentle mother went to join her loved and lost husband. The reader knows enough of Uncle Dan'l's kind heart, to have an idea of how deep was his interest in Lionel. He saw in the smooth, white forehead and dark hazel eyes of the young student the features of a dead sister, who had been the companion of his childhood. He had educated him from childhood, and built high hopes upon the future of his nephew, while the career of Lionel at school and college had in a great measure strengthened these hopes. Regarding him he wrote to the Rev. Dr. Arton, as follows.

Dear Friend,—Some time ago I arranged that my nephew should board at your house while undergoing a course of training with a legal firm in your city. In a few days he will call upon you, and I hope you will receive him into your family and bestow upon him the watchful care I would expect you to extend to the son of one by whose dying bed you pointed the way to Heaven.

I trust him to your care as a friend and Christian.

Yours truly,
DANIEL HORNBY.

There was something glistening in the eye of Uncle Dan'l as he addressed envelopes for the two letters he had written. It might have been a tear. But he pushed his writing materials aside, pulled out a cotton pocket-handkerchief and blew his nose loudly, then as he gazed in an abstracted manner into vacancy, his fingers and thumbs in a slow but instinctive way folded the letters and sealed them. Two days after the above, Uncle Dan'l wrote two much shorter letters than those above. Each read just as follows:

Dear Doctor,—This will introduce you to the young man I wrote to you about, attend to him as I requested and oblige.

Yours truly,
DANIEL HORNBY.

He should have written these the day previous, for both Lionel and Cyrus started that morning for Cleveland, but he had put it off to the last minute as he did all matters regarding the use of his pen. The missives were alike, but the addresses on the envelopes were different, he grasped them hurriedly after he had sealed each and went up to the railway station just in time to hand one to each of the lads, as the conductor shouted "all aboard." Neither youth knew much about the parties

they were addressed to, but each knew it was a doctor somebody, so each felt satisfied as he received the letter, especially as Uncle Dan'l had given both more than a letter before going away. Lionel had a supply of ready money, and a letter of credit to a Cleveland bank, where he could draw as his pecuniary wants demanded, while Cyrus had on a new suit of clothes, the best he ever wore, and twenty-five dollars in the pockets of them, all of which came from Uncle Dan'l.

Ten minutes after the cars had started on their way for Cleveland, Lionel missed Cyrus from his side, and although he went from the smoking car in front to the Pullman in the rear he could not find him. That worthy was away with the train hands, acting as breaksmen on the baggage car, for he had no desire to submit to the restraint which he believed the supervision of Lionel would place upon him. He respected and even liked the latter, but preferred "padding his own canoe" as he termed it, during the trip to Cleveland.

Fortunately everything went right and as they neared the city Cyrus was on hand, and relieved from Lionel his address to call at if he required his, Lionel's, assistance at any time. Arrived at the station they parted, and as they followed different ways, the reader had better take chances of Cyrus getting into trouble and leave him for a time, to watch the course of Lionel. That young man hired a coupe, and ordering the driver to drive to Dr. Oglesby's house on Euclid Avenue, ensconced himself inside of the vehicle. The drive was quite a long one, and seemed more so to him than it really was, for it was now nearly two o'clock in the afternoon, and he had eaten nothing since early morning and was consequently quite hungry. At length he reached the home of the doctor, quite a pretentious residence in a fashionable locality. He paid his hack-driver, and rung the door bell on the main entrance of the house. A few minutes and it was opened by a young servant girl, and he was admitted to the spacious hall-way, while the domestic carried his message to see the doctor, who was evidently at dinner, judging from the pleasant smell which greeted Lionel's nasal organs as he stood waiting for him. The doctor soon made his appearance, a tall reserved and dignified personage, to whom Lionel simply said "good morning doctor," and handed out his note of introduction.

The doctor looked hurriedly at the note, then coldly replied, "O! yes, you are the young man from Mr. Hornby." Then turning round he called loudly, "Hulda! Hulda." In a few seconds a stout, freckled-faced, red-haired woman came into the hall in a kitchen garb, to whom the doctor said, "Here Hulda is the young man I spoke to you about. You attend to his wants until after dinner, when I shall have a talk with him."

Hulda looked scrutinizingly at Lionel, and it was evident his appearance did not altogether please her. She led the way through a narrow branch of the hall and down a few steps into a spacious kitchen, followed by her new charge, who was amazed at his reception, and obeyed commands in a mechanical way.

Arrived in the kitchen Hulda pointed him to a seat, then as she took a fresh survey of her charge she commenced, "So you is the new hand as is comin here are you? An sich high falutin fine clothes as you wear too. Guess we'll take some o' the tone out o' ye before ye're long here."

Lionel replied that he understood this was to be his home for a time at least.

"Humph!" said Hulda, "then the first thing as I'd advise ye to do is to get off these fine clothes and get on something like workin' in a kitchen, for I tell ye, ye've got to wash every dish from the dinner table while I dry them afore ye touch a bite o' hash."

This forcible speech fairly took the breath from Lionel, and he began to wonder if he was awake or dreaming. This, thought he, is the kind treatment I was to receive at Uncle Dan'l's request. To be led into a kitchen to wash dishes, and stand the abuse of this virago. He could control his rising temper no longer, and

in a loud tone he demanded, "Madam, what do you mean by insulting me thus?"

His words almost sent Hulda into hysterics. She screamed, pranced and reiterated the word madam. "Oh!" she gasped out, "me as has been a 'spectable domestic ever since I was chair back high to stan' the inprence o' this Jack monkey, and be called 'madam' just what they calls the missuses o' these blackguard fandangos houses. Where's my pot clout till I slap his jaws with it?"

For a few minutes there was more noise than decorum in the kitchen, and a semblance of order was only restored when Dr. and Mrs. Oglesby appeared on the scene. There was a frown in the doctor's face as he asked in a commanding tone of Lionel, "What is the meaning of this, sir? You have raised more noise in my house than has been heard here in seven years."

Hulda chimed in her appreciation of her employer's sentiments with renewed vehemence while Mrs. Oglesby clung trembling to her husband's arm. All contributed to add to the boiling temper of Lionel, who felt keenly every sting he supposed he was getting, and at length he burst out in a loud voice saying, "Dr. Oglesby have I come to your house to be stuffed into a kitchen, ordered to do scullion work, and abused by a virago? I thought my letter of introduction from Daniel Hornby would entitle me to better treatment."

Dr. Oglesby trembled with rage and hissed out the reply, "Young man it is the name of Daniel Hornby prevents me from taking 'you by the collar and throwing you into the streets."

Lionel broke in abruptly, "save your expectations Dr., I can leave your house at once," and seizing his hat he rose and walked to the open door of the kitchen. There he turned, bowed scornfully, and said, "I shall not forget to tell Uncle Dan'l, what kind of treatment his letter of introduction secured for me." An instant more and he was gone.

As Lionel is now in anything but a sweet temper, the reader had better leave him for a time, and see what has happened to Cyrus since he arrived in the city.

Cyrus did not take any hack at the railway station. He made inquiry of a policeman about his way to the house of Dr. Arton, and in obedience to instructions took a passing street car, and was soon beside the driver. Very unwillingly he paid five cents fare to the conductor, after exhausting every scheme to stand him off, and as soon as that official was gone, he insisted upon the driver letting him have hold of the ribbands, as he called the reins. In this he also failed, and retired to a seat in the car, muttering as he went, "darn't mean skunk."

Arrived at the house of Dr. Arton, Cyrus required to muster all his courage to ring the door bell of such a fine mansion. But he rung it, and soon had the pleasure of handing his note of introduction to Dr. Arton, who shook his hand warmly, telling him that he came in good time, as the family were just sitting down to dinner, and he must come and join them.

Cyrus dispensed with hand washing, and was soon seated at the table with the Reverend Doctor, his wife and two daughters, who were polished handsome young ladies.

For a time Cyrus felt shy in such high toned society, but as the cravings of his stomach began to be satisfied, his courage and precocity returned, and to an inquiry if he enjoyed his trip, he answered his host with "Bet ye'r boots I did boss."

The whole company were a little astonished at such slang, but when in answer to Mrs. Arton's inquiry, if he would have a cup of coffee, he replied, "You're whis'lin old woman I will," they gazed at him in perfect amazement, and his host suggested mildly, that he would be better to use less slang in conversation.

Cyrus had nearly replenished the inner man, and felt inclined to make inquiries as to the duties of his new situation, so he asked his host "How many horses ye got boss," and was astonished at the answer of "only one." So straightening himself in his chair he said rather sharply, "It's kiddin' ye're on to boss, now I don't want

none o' that racket, if ye hain't got only one horse, ye've got no use for me about this ranche."

Dr. Arton felt stung by the insolence he was receiving at his own table from one who should treat him with reverence, and there was irony in his tone as he said, "You would not be a minute longer in my house, but for the respect I have for him who sent you, and the reverence I have of your dead and sainted mother."

This was too much for Cyrus, he started, stared at the doctor and literally yelled out. "My mother dead, guess if you'd a turned the wringer for her, as I did last washin day, and had yer shins peeled wi the toes o' her shoes as I had, you'd think she was alive an kickin too." He drew breath and continued, "Now boss I see yer game's kiddin, an I ain't goin to have none o' that racket. So cheese it if ye don't want a row in the house." Then with a defiant swing of his head he reached for his coffee cup to quench his thirst and assumed anger at the same time.

Dr. Arton was a warm natured nervous man, and the last speech of Cyrus not only raised his temper, but unstrung his nerves. He rose shaking with agitation, and gasped out, "Sir you have forfeited any claim you had on my forbearance, leave my house instantly, or I will throw you into the street."

There was a scene of confusion for a minute or two. The two young ladies rushed in tears to clasp their arms around their papa, and beg of him not to get agitated. Cyrus was so startled with the doctor's rage while swallowing a swig of coffee that a considerable portion of the liquid took a wrong direction, and after gasping for breath until he was red in the face, sneezing and coughing and blowing his nose wildly in his table napkin, he found power of articulation to shout out as he placed himself in a pugilistic attitude, "Now my huckleberry, just pile on with yer' throwing out. I'm jest a goin' when I get a good ready on."

Mrs. Arton was the only cool person in the room, and she displayed her coolness by stepping out of the dining room, and calling for George the only male domestic in the house. That functionary (a tall, gaunt, raw-boned man of forty) arrived, and was instantly ordered by the doctor to expel Cyrus from the house. That worthy made a show of opposition, but he had no show in the powerful grasp of George, and he soon found himself rolling in the gutter of the street, from which he arose fuming and spluttering, and with no distinct idea in his mind beyond one of baffled revenge, and a determination to see Lionel, and tell him how he had been abused.

The afternoon of the day following these occurrences Uncle Dan'l received three letters in his little office, and a smile stole over his face as he recognized the handwriting of Lionel on one. He opened it at once and as he read a puzzled look gathered on his brow. He opened the other two and they proved to be from Dr. Oglesby and the Rev. Dr. Arton, and by the time he had perused them all his puzzled look had changed to one of absolute sheepishness, and he soliloquised, "Well bang me if I didn't give both the boys the wrong letters." He did not tell any person the cause of his trouble, but his foreman thought that never before did he see Uncle Dan'l sit so long and so close at letter writing, as he did that afternoon and evening, and it is said that next morning he mailed three heavy letters each requiring two stamps.

Five days after his first call Lionel was again at the house of Dr. Oglesby, this time accompanied by Cyrus. The doctor gave him quite a different reception, and there was quite a little snickering and laughing as they conversed together. The doctor after taking Cyrus to the kitchen and introducing him to Hulda, queen of that realm, rejoined Lionel and asked him to accompany him in his carriage to the Rev. Dr. Arton's house. They dined there that day, and the old minister's dining room never so rang with laughter, as it did that afternoon. The laughter and all that preceded it were as the reverend gentleman said merely the result of some peculiarities connected with "Uncle Dan'l's business habits."

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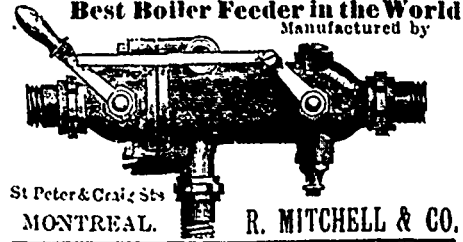
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