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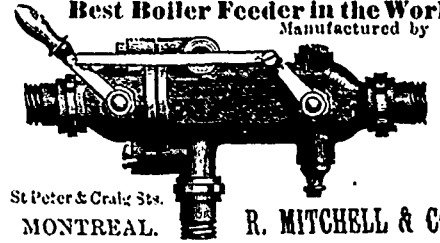
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Published by James E. Steen—Every Tuesday—Subscription, \$2 per annum.

VOL. 5.

WINNIPEG, MAY 10TH, 1887.

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The Commercial

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WINNIPEG, MAY 10, 1887.

J. W. GILLEN has opened a hotel at Banff.

W. J. GUNNÉ, M.D., Carberry, has moved to Glenboro.

MITCHELL & Co., builders, Stonewall, have given up business.

HARRIS, SON & Co., will erect an implement warehouse at Killarney.

SILAS DARK, butcher, Stonewall, Man., has sold out to J. & J. Walton.

ROSS, BROS., tins, Edmonton, have dissolved partnership, Fred Ross continues.

HENDERSON'S Pocket Gazette and Travellers Guide for May has been received.

GRAHAM & GORDON, of Pilot Mound, Man., have opened a branch hardware store at Crystal City

LEIGHHEAD, of Winnipeg, will open in the watchmaking and jewelery business, at Lethbridge.

JOHN COSTIGAN, fruits, Portage la Prairie, has admitted a brother under the style of Costigan Bros.

THE St. Paul and Manitoba road is being constructed through Dakota toward Helena at the rate of seven miles per day.

THOS. HUCKLE, hotelkeeper, Carberry, has sold out to Angus McKenzie, and rented W. A. Perley's hotel at the same place.

E. RAYMER, jeweller, Edmonton, Alberta, has admitted Amos Raymer into partnership, under the style of E. Raymer & Co.

GORDON & IRONSIDE, Crystal City, shipped last week two car loads of hogs to Winnipeg. The price paid by them was about \$4.25 per hundred pounds.

PRITCHARD & Co., butchers, Killarney, Man., have dissolved partnership. W. A. Pritchard retires and will follow the purchase and shipment of live stock, produce, etc. Jos. Pritchard will continue the butchering business.

A. MACDONALD has a contract for supplying the mounted police at Battleford, Sask., with three hundred bushels of potatoes at a dollar and a half a bushel. He will bring them from Edmonton by flatboats as soon as the river permits.

THE partnership existing between Stanley & Bagshaw, general merchants, Birtle, and Arrow River, Man., has been dissolved by mutual consent. Chas. Bagshaw will discharge all liabilities and collect all debts due the firm and continue the Birtle business, whilst Edward Stanley will continue the business at Arrow River as heretofore, entirely on his own account.

THE following business notes are reported from Calgary: Wellington & McKenzie have opened in the general dry goods business.—Wm. Carroll has opened in the merchant tailoring line.—J. W. Upper has opened a fruit, fish and vegetable store.—Geo. Duncan has opened a saddlery and harness shop.—Rilley & Carson have bought out the harness business of Chas. Gallion, late Blondin & Gallion.—Morgan Brennan has bought out the bakery business of Jas. Mortimer.—The Calgary House has been reopened by John McInnis.

A CAR load of live hogs has been received at Calgary from Brandon.

P. DALY druggist, Edmonton, Alberta, has opened a private banking office at that place.

WOOD & KNIGHT, bakers, Portage la Prairie, have dissolved partnership, John Wood continues.

HALL & TROUNCE, of Calgary, have received the contract for supplying beef on the Pacific division of the C.P.R.

AGRICULTURAL societies in the territories are asking through the Northwest Council for a grant from the Dominion Government.

THE Calgary Tribune says: The sale of 40 acres of the school section, took place on Monday, and was sold to the town for \$10.05 per acre, and is to be used for stock-yard purposes.

THE estate of F. W. Kirkpatrick, Brandon, consisting of groceries, crockery, etc., is offered for sale by tender.

THE McClary Manufacturing Co., wholesale stoves, tins, granite wares, etc., Winnipeg, have moved to more convenient and commodious premises at 35 Lombard Street.

At the meeting of overland railway representatives at Chicago last week, the C.P.R. Company offered to join the association and work in harmony with the other roads, provided it is allowed freight and passenger differentials to compensate its disadvantages of haul. An arrangement will likely be arrived at. Heretofore the C.P.R. has refused to work with the other transcontinental roads in the matter of securing uniform tariffs.

THE following business changes are reported from Brandon: Wilson & Carrick, blacksmiths, have dissolved partnership, W. Wilson continues.—J. W. Vantassel, grain, flour and feed, has admitted R. M. Coombs into partnership, under the style of Coombs & Vantassel.—Rowan & Grant, hotelkeepers, are out of business.—Edie Bros., hotelkeepers, have dissolved partnership. Chas. Edie continues.—Carry & Perrin, bakers, have dissolved partnership. Wm. Perrin continues.—Brock & Co., photographers, have dissolved partnership. J. A. Brock continues.—The Brandon Brewing Co. have given up business.

It is a difficult thing for the country merchant to discriminate in the purchase of butter. In old Canada country dealers generally pay the same price all around for the butter taken from their customers, and the same custom prevails in Manitoba. Though difficult to get over this is certainly a wrong practice from many standpoints. Either the merchant is obliged to pay too high a price for the poor butter, and thus lose the difference, or he will have to pay too low a price for the good butter in order to equalize matters, and make up what he will lose on the poor stuff. Besides, when everything called butter is taken at the same price, there is no encouragement to producers to prepare a good article. But what are storekeepers to do? If Mrs. Slatternly is not paid just as much for her rank, greasy stuff as Mrs. Careful has received for her clean and sweet butter, there will be a row in the camp at once, and the storekeeper will lose a customer. And so the matter goes until the poor trader wishes that he had never seen any butter, as he observes his good sugar going out in exchange for butter which is hardly worth carrying to the cellar, and upon which he knows he must lose heavily. It is all very well for the commission merchant, sitting in his office, to tell the country trade to discriminate in his butter purchases, but it is another thing to discriminate in practice.

THE territorial press is just now wrestling with the Indian problem, and advising the Government as to what should be done with the Indian population. Some of these writers have lived long in proximity to the Indians, have had abundant opportunity of studying the customs and habits of these people, and should therefore speak with authority upon the subject. On this account the opinions expressed by these western editors are at least worthy of consideration, and should be taken in preference to the news of government officials who have made a hasty inspection of the Indian settlements. The plan of dealing with the Indians now proposed by the western press, is to set aside a tract of territory in the Red Deer River country, sufficiently large to accommodate all the Indians, and therein concentrate the entire Indian population. It is proposed that each family should be given a piece of land over which its head should have exclusive control, and a house provided for each family. Churches, schools, etc., could be provided as they are now, and stores should be kept for the sale of goods to the Indians at cost. The Indians should be given instruction in farming, trades, domestic work, etc., and all work, government and otherwise, to be done by the Indians. All whites with the exception of the officials, should not be permitted to go within a certain distance of the reserve, and the Indians likewise should not be permitted to leave the reserve without a permit. This scheme is spoken favorably of by many of the western papers, the principal advantage of which would be the doing away of the many small reserves scattered all over the country, which are often such a nuisance to the settlements. It is argued that it would be better for the condition of the Indians morally, physically and intellectually, and at the same

time prove a great advantage to the white settlers. As now situated it is impossible to keep the Indians on their scattered reserves, and it is well known that they are in the habit of gathering around the towns for immoral purposes, without restraint from the officials, and thus forming a continual source of annoyance to the respectable white population of such places. If the Indians could be kept on their reserves and the whites kept away from them, their condition would undoubtedly be very greatly improved. No person at all familiar with Indian affairs would deny this. But to accomplish such a desirable end is almost an impossibility under the present system of small reserves, often in proximity to towns and settlements. Herein lies the chief argument in favor of setting aside an Indian territory, where the entire Indian population could be concentrated and kept apart from renegade whites. With a proper arrangement of details, the scheme should be feasible, and it is one which is worthy of some attention. On the other hand, however, there are many arguments which may be presented in favor of the small reserve system, and it can be claimed that a large number of Indians separated entirely from the whites, would be slower in adopting civilized customs than those upon small reserves in immediate proximity to settlements. At any rate, we can take the experience of the United States, where the plan of gathering a large number of Indians together in one territory has been practically tested, and before any similar move is attempted in this country, it would be worth while investigating the result of the system in the United States.

THE Winnipeg deputation have had their interview with the Dominion Government, but still the question of disallowance is as much in the dark as ever. The delegates, accompanied by the Manitoba members and some of the territorial and British Columbia members, met the Government on Wednesday last and discussed the disallowance question for a length of time together. From all reports apparently no impression was made upon the ministers, and the stereotyped answer was given to the effect that the Government will take the matter into their most earnest consideration. Mr. Watson's motion, which was to have come up in the House on Wednesday last, has been postponed until Thursday next at the request of the deputation, and in the meantime it is hoped that some answer will be received from the Government regarding the interview. The Winnipeg delegates will remain in Ottawa for a week, in hopes of receiving some definite promise from the Government. The whole thing seems to be regarded very much as a farce at Ottawa, and it is generally believed there that an understanding exists between the ministry and the C. P. R. Company to continue monopoly in Manitoba. The Northwest members are apparently divided upon the question of disallowance and it is now believed that several will oppose Mr. Watson's motion. They argue that if the C. P. R. freight rates can be shown to be sufficiently liberal, no good could come of admitting other roads.

WHOLESALE dealers, like retailers, are often driven to severe straits through competition

and injudicious cutting of prices. The boot and shoe manufacturing trade of Canada has been almost ruined by slaughter selling, and it is a known fact that some manufacturers have been in the habit of actually selling at and less than cost. Of course no industry could keep up long under such unbusinesslike proceedings, and consequently several severe failures have lately resulted in this trade. The leather manufacturers seem to be following up their customers, the shoe men, closely, and instead of taking warning by the disasters which have overtaken the latter, are said to be engaging in a wholesale and indiscriminate slaughter of prices. But selling at unproductive prices is not confined to dealers and manufacturers of leather and leather goods. Nearly all lines have suffered more or less severely at one time or another through these absurdly ridiculous efforts to undersell competitors. The wholesale dry goods trade in Eastern Canada has suffered at times from the same illegitimate mode of conducting business, and the wholesale grocers have not escaped the same evil. In the latter trade it has become a recognized principle to sell sugar at cost, and sometimes sales are made at even less than cost, in order to get the start of a competitor, though getting the start in this way is more than likely to give the other party the start in the end. A number of the leading grocers have long recognized the evils of this cutting on sugar, and an effort is now being made to rectify the evil. A meeting was recently held at which wholesalers and sugar refiners were present, which led to an agreement as follows; "That on and after a date to be subsequently fixed the refiners would bind themselves not to sell to those who were not parties to the arrangement at less than 4c. per lb. advance on the prices paid by members of the combination. This arrangement came into force throughout the Dominion on Monday, May 2nd, and by virtue of this arrangement the wholesale grocers bind themselves not to sell the article of granulated sugar at less than a stipulated advance." The *Montreal Journal of Commerce*, from which the excerpt above is taken, says "it is understood that one or two prominent firms decline to enter into this combination, and consequently when their stock of granulated is exhausted they will be placed in the position indicated above. The practice of selling sugar and other staple articles at about cost is one which obtains very largely among retail grocers, and if retailers could come to some arrangement to remedy the evil it would be greatly to their advantage. It is an unbusinesslike procedure to sell any article habitually at cost. A dealer should have a fair profit in proportion to expenses, upon sugar as well as tea, and the practice which deprives retail grocers of this profit is as foolish as it is ruinous. In the larger cities retail grocers are endeavoring to rectify this evil, through an understanding come to by means of the grocers' association. If the movement could be extended to the country trade, it would be a great advantage to such dealers.

C. J. KERCHER, tins and stoves, Morris Man., is adding general merchandise to his business.

Specific and ad Valorem Duties.

A committee of the United States Senate has been for some time investigating the practice of undervaluations of imports, made for the purpose of avoiding full payment of duties. Senator Beck, a member of committee says: "there is no uniformity of valuation. Some merchants pay one price, some another for the same articles. To have the valuation uniform is more important even than to have it just." The experience of the working of the tariff in Canada has been much the same as in the United States. Complaint of absence of uniform appraisement at the various ports, and more especially of under-valuation is not unknown. The remedy proposed by Mr. Beck for the United States is to do away with merchant appraisers, and to substitute Government appraisers at the principal ports of import and constituting the New York appraisers a board of appeal. We are in advance of our neighbors in this respect, the Dominion Board of Appraisers having been constituted many years ago; but it can hardly be said to have succeeded to the extent of removing the abuses of undervaluation and disparity of appraisement. The most effective check, it seems to us, will be found in the substitution of specific for *ad valorem* duties in the tariff. The system of undervaluation would be checked by this change, and the appraisement given a uniformity the country over, and thus the two principal grievances of importers removed. Besides, if specific rather than *ad valorem* duties were made to prevail we believe that many of the complaints now made by importers and home manufacturers would disappear, and the purpose of the protective features of tariff be more surely attained. — *Montreal Gazette.*

It is all right to protect the fishery interests of the eastern states, but not at the expense of the trade of the northwest. The fact that a good deal of our wheat and flour for export, which now goes via Montreal would be turned to Boston and New York cuts no figure at all. If it should be so it would only increase lake freights by driving out of our trade Canadian vessels, and would put us in a poorer condition for competing with our rivals. As important as these eastern relations are our connections with Manitoba are much more important. If our international relations are untrammelled, Duluth will in a few years control the trade of all Manitoba and a great part of the Canadian northwest. President Cleveland surely ought to listen to the northwest before he takes final action on this question. — *Duluth Daily Trade.*

The Riddle bucket-shop bill was called up and passed in the Illinois State Senate. The bill will now go to the House, where a similar measure amended in two particulars is pending on third reading. The Senate bill will probably be concurred in by the House in the immediate future and become law.

A Chicago circular says: Wheat presents a new front, and for the first time in two months the hand of manipulation is not as apparent as in the past, although surmised by many that the deal is only transferred into June. We think that the deal is well-nigh played out, and would prefer the selling side, as, in our opinion, nothing but a very severe damage to the growing crop, or very large exports, would maintain present, and say nothing of even higher prices.

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The Commercial

WINNIPEG, MAY 10, 1887.

AN AGE OF PROTECTION.

Whatever may be the virtues of free trade theories, the principles enunciated by Cobden seems to be at a discount with the present generation. Rightly or wrongly, the tendency of the times is undeniably toward protection, and in this age of education and civilization, protectionists seems to be gaining in force in a number of the leading commercial nations of the world. It seems a peculiar commentary on this era of commercial expansion, that so many leading nations should be adopting this mode of preventing foreigners from entering their markets. Emulating the Chinese Empire of a few years ago, by erecting a tariff wall of seclusion from commercial intercourse with other countries. To commence at home, protectionist theories have apparently gained ground steadily since the first adoption of the "National Policy," until even the old political opponents of the measure now march under the N.P. banner. "Canada for Canadians," now resounds throughout the land stronger than it did eight years ago. In the United States the protectionists are as strongly entrenched as ever, and notwithstanding the growing influence of the west, few political leaders can be induced to even hint at "tariff reform." Those who did so before the late elections, generally had cause to regret their imprudence. In that country the cry still is "Home markets for the Americans." Passing over to Europe the protectionists will be found more active than ever, and there the movement is almost universally in the direction of building up home markets by excluding foreign competition. Germany is already well fenced in against the importation of foreign goods, by the tariff measures adopted several years ago. Her bellicose neighbor to the south is also moving in the direction of protection, an instance of which is the recent increase of the duties upon breadstuffs imported into France. Italy is moving in the direction of higher duties upon imports, including cereals. A matter of special importance to Canada and the United States in this protectionist movement in Europe, is the general disposition to place a tax upon breadstuffs. British millers have de-

manded a duty upon flour imports, and the Scandinavian countries are agitating for a duty upon cereals as well as manufactured goods. The growth of the "fair trade" party in England has been lately commented upon in THE COMMERCIAL. The Manchester Chamber of Commerce lately discussed the question of protection and though the principles of free trade were affirmed by a vote of about two to one, the very fact of the question being discussed in such a representative body, aside from the respectable minority in favor of protection, showed clearly the bent of public opinion. Austria is also moving in the direction of greater protection, and Belgium, Switzerland, the Balkan States and other smaller principalities are also working in the same direction. With this almost universal movement in the direction of protection, especially among the more highly civilized and advanced nations, the present may well be termed the protectionist age.

THE RETALIATORY BILL.

That piece of modern barbarism passed by the United States Congress and popularly known as the "retaliatory bill," though supposed to have been directed against their country, would undoubtedly, if enforced, do almost as much damage to the commercial interests of the United States as it would to Canada. Many of the cities of the United States along the northern boundary, are largely dependent upon Canadian trade and Canadian traffic highways for their prosperity. Numerous industries now relying largely upon Canada for a market for their products or for their raw material, would also be seriously embarrassed. Of course the enforcement of the measure would be seriously felt in this country, but Canada would not alone be the sufferer. The stoppage of commercial intercourse (for such would be the practical result of the enforcement of the measure) between two countries so closely united in trade matters and is Canada and the United States, could not but result disastrously to both nations. This aspect of the question is now being considered by the press as well as by commercial assemblies in the United States, and protests are continually coming out against the proposed enforcement of the measure. It is now being generally recognized that the retaliatory bill, passed so hastily by Congress, whilst that body was probably laboring under a fit of temporary insanity, partakes something

of the nature of the boomerang, which, it is alleged, is likely to do more damage to the unskilful thrower than to the object at which the perverse weapon is directed. Non-intercourse may be a destructive missile to hurl against Canada, but it is one which will revert against the thrower with equally destructive force. It is certainly a retrograde movement in this age of civilization, for a commercial nation of the standing of the United States, to direct a non-intercourse bill against a neighboring country. The move is one only worthy the dark ages, or what might be expected from some of the semi-civilized tribes of central Asia.

Seriously, however, it is a question if it ever was intended that this bill should be brought into force, and present indications would seem to strengthen the belief that the measure was brought forward with the belief that Canada might in this way be frightened into surrendering her fishery rights to her big brother. However, the mere possibility of declaring the bill in force has brought out a number of direct and indirect protests from interests in the United States opposed to such a course. One of the first of these comes from the Duluth board of trade, in a memorial addressed to the President, protesting against the proposed enforcement of the retaliatory bill. The memorial discusses the situation at length, and from it the following excerpt is taken:

"During the season of 1886, there was shipped from the Port of Duluth to Montreal and other ports in Canada over three million bushels of grain, four hundred thousand barrels of flour and a large quantity of other freight, and much freight was also received here as return cargoes, thus maintaining several lines of steamers in the traffic. Business plans for the coming year indicate that this commerce will be fully double that amount. Branch houses of Canadian firms are established in business at Duluth, and millions of dollars of Canadian capital are employed in the grain trade in this city and its tributary country. To Manitoba and the British Northwest we are planning railway lines that may bring to this port much of the produce of that fertile region. The severance of these important trade arrangements, and an arbitrary exclusion from our markets of these customers for breadstuffs and competitors for the transportation of our produce would make a most serious disturbance of business, lower prices for grain and induce higher rates of interest upon money."

This action of the Duluth board of trade reflects the feeling in many other quarters of the United States, where the measure would be most damaging to commercial interests. The President himself, in his recent reply to the New England fishermen, seemed to realize fully the disaster which would come upon many interests in the United States, were non-

intercourse to be declared. He pointed out that during the past fifty years Canada had purchased \$1,400,000,000 worth of goods from the United States, whilst the latter country had taken but \$1,050,000,000 worth of Canadian products, a considerable portion of which was raw material for manufacture in the States. These figures leave a balance against Canada of \$350,000,000. The enforcement of the retaliatory measure would undoubtedly have the effect of bringing about closer commercial relations between Canada and Great Britain, greatly to the curtailment of imports from the United States.

GOVERNMENT OF THE TERRITORIES.

The bill introduced by Mr. Davin for the formation of the territories of Assiniboia, Alberta and Saskatchewan into a province, is meeting with a good deal of opposition from territorial papers. No doubt there are a few in the territories who are anxious to live under a full-fledged representative government, but it is a question if the glory of the thing would counterbalance the cost of establishing and maintaining a provincial form of government. There are two sides to every question. The territorial state has its advantages as well as its drawbacks, and it has not yet been made clear that the benefits of a provincial form of government would be greater in comparison with its disadvantages, than the form of government now enjoyed by the territories. Indeed, many arguments can be adduced in favor of a continuance of the existing territorial state. It has been frequently stated that Canada as a country is burdened with too much government, and the assertion is not without the semblance of truth. If this is applicable to some of the smaller provinces now existing, how much more would it be to the territories, with a total population only equalling a small city. Looking at the matter in this light, it does seem somewhat absurd that the people of the territories, numbering less than 25,000 whites, or not much greater than the young city of Winnipeg, should desire to be saddled with an expensive form of government, necessitating the support of a number of cabinet ministers and a host of officials. The idea may suit the views of a few budding politicians including the prospective premier, cabinet ministers and salaried officials of the proposed province, but outside of these self-interested circles, it is doubtful if the scheme has many supporters among the thinking people of the territories. When

the vast extent of country to be included within the boundaries of the proposed province equal to about a dozen of the nations of Europe—is taken into consideration, the Quixotic scheme appears all the more ridiculous. The small population, scattered over such a vast territory, would render the cost of government infinitely greater than would be the case were the settlements confined to a limited area. In Manitoba, with four times the population and much smaller and therefore less expensive territory to govern, it takes nearly the entire revenue of the province to run the machine, leaving nothing for public works and necessary improvements. Until the territories contain a sufficiently large population to return a fair revenue without burdensome taxation, there would seem to be no great need for the formation of a provincial government. No serious hardships are endured under the present state of things. Besides, the territories have now a representation in the Dominion Parliament over three times greater than Manitoba, and the same ratio as in the territories, would give this province sixteen members in Parliament, whereas we have but five. The admission of territorial members into Parliament should also lessen the desire and advantages of local responsible government, as the territorial representatives will have a guiding hand in shaping Dominion legislation affecting their own districts.

DECEPTION AND BLUSTER.

The present disallowance agitation has lately developed the most contemptuous move yet made in connection with the attempts to bolster up the C. P. R. monopoly in Manitoba. Reference is made to the recent utterances of Mr. Van Horne, in his vain efforts to stir up sectional jealousies and thus divide the people upon the great question now at issue. We propose to show up the matter in its true colors, and expose Mr. Van Horne and his co-workers in this underhand business. The C.P.R. managers and officials have never lost an opportunity of impressing upon the people of Winnipeg that disallowance was directly in the interest of this city. Every effort has been made to instill this view into the people here, and to secure the support of the people of Winnipeg in upholding monopoly in the province. For a long time these efforts were partially successful, and up to a recent date there were a large number in this city who believed and contended that disallowance was beneficial to Winnipeg. These parties argued that disallowance would have the effect of concentrating the trade of the Northwest largely at Winnipeg, as this city would continue to remain the only outlet and inlet to the country. With disallowance removed, railroads would cross the boundary at points west of the city, cut off the trade of Winnipeg and build up competing points to the west. But with the completion of the

C.P.R. to the east came discrimination against this city and in favor of eastern trade centres. This had the effect of opening the eyes of people here to our true position under monopoly, and it was seen that with the development of the entire country retarded and the city discriminated against, very serious injury was being wrought against both city and province. The number of those who believed that disallowance was in the interest of the city has been gradually diminishing, until now the people of Winnipeg are united to a man in opposition to disallowance. Seeing that the people of Winnipeg cannot be longer hoodwinked into believing that monopoly is in their interests, the C.P.R. managers have made a sharp turn about and now declare that the anti-disallowance agitation is purely a Winnipeg move. They hope to work upon the sectional jealousies of the people (which, by the way, are far too strong in this province) and divide opinion by turning the western settlements against the city. Now let us look into this movement and see if it is a Winnipeg agitation and purely in the interests of this city, as Mr. Van Horne has asserted. As already shown and for the reasons enumerated, a large number of people were formerly favorable to disallowance, but such was not the case in the province generally. The farmers of the province and the people of some western towns were the first to move against disallowance. Portage la Prairie and Emerson were the first to agitate the question strongly, whilst the memorable movement of the farmers of western and southern Manitoba against monopoly, which occurred a few years ago, is still in the minds of the people. The people of Winnipeg have been the last to seriously agitate against disallowance, but now that they have made a move, they are thoroughly united, and intend to achieve success. But this last hope of Mr. Van Horne's will not work. Ask the Manitoba farmer who is obliged to submit to exorbitant freight charges upon his grain and produce if disallowance is solely in the interest of Winnipeg? Are not the farmers the most directly interested in the cessation of monopoly of any class in the province? Mr. Van Horne has further intimated that the disallowance agitation was brought about because the C.P.R. Co. refused to make rates which would compel the country merchants to purchase in Winnipeg. This is well known by everybody here to be a deliberate falsehood. Winnipeg merchants have long striven against exorbitant local rates from this place westward, which were alike injurious to the country as well as to the city, and which caused a serious discrimination against this city in its competition with eastern centres. Through the efforts of the merchants a reduction was secured in the local rates, not only from Winnipeg, but from leading points west of the city. This shows how reliable are Mr. Van Horne's statements.

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Graduated Prices.



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WINNIPEG MONEY MARKET

Last week was again the first week in a new month, but it did not appear that there was a very noticeable change in money matters. There was less grumbling regarding slowness in remittances, and some wholesale dealers expressed the situation as fair. However, the general answer to the enquiry as to the financial situation was "close." At the banks there was only the ordinary business doing, and the loan societies are, as usual at this time of year, having a quiet season. In the city a considerable amount of building is going on, but other structures are held in abeyance pending the outcome regarding the railway to the south. Owing to the same cause real estate is not moving as freely as it would were the matter settled favorably to the building of the road.

WINNIPEG WHOLESALE TRADE

In wholesale circles the past week has been influenced by the same leading features as the previous week, the principal of which is quietness. There are some few exceptions to the rule, but taken altogether the week, like last has been quiet for the season. Sorting trade has been light in all those lines usually enjoying such a movement, and no doubt spring operations have checked the demand from the country very considerably, though at no time this year has there been a really active sorting trade, taking all branches as a whole, though some lines have experienced a fairly active movement for a brief season. Travellers are now on the road for fall business in many branches, and a very large number of eastern houses are also in the field.

ROOTS AND SHOES

This branch continues about as dull as ever, and the season so far as the sorting trade is concerned is making a very poor showing. Unless some change takes place soon, there will be little business doing between the spring and fall trades.

CROCKERY AND GLASSWARE

This branch has also remained rather quiet, and with but slight improvement since our last report.

DRUGS AND CHEMICALS

Trade holds steady and quotations are unchanged as follows: Howard's quinine, 90c to \$1; German quinine, 70c to 80c; opium, \$4 to \$4.50; morphia, \$2 to \$2.50; iodine, \$4.25 to \$4.50; bromide potassium, 65 to 75c; American camphor, 40 to 45c; English camphor, 45 to 50c; glycerine, 30 to 40c; tartaric acid, 70 to 75c; cream of tartar 35 to 40c; bleaching powder, per keg, \$8 to \$10; bicarb soda, \$4.50 to \$5; sal soda, \$2.25 to \$2.50; soda ash, \$3 to \$3.25; chlorate potash, 25c 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.

DRY GOODS

A repetition of last week's report would answer for this branch fully as well as anything new which may be stated. The spring sorting trade is still moving rather slowly, but now that seeding operations have been concluded in the country, some improvement is looked for from that quarter. The city trade has also remained quiet, and collections have been close.

In clothing the situation is quiet and unchanged in present business, and travellers are now out working for fall orders.

FANCY GOODS AND SMALL WARES

Actual business for immediate demand was quiet and there were only a few scattered and small orders coming in. Preparations are already being made for the fall trade, and travellers are on the road taking orders.

FRUITS—GREENS, VEGETABLES, ETC.

Apples are now getting down pretty fine, and there are scarcely any left which are fit for shipping. Some choice russets have sold as high as \$8 per barrel, but prices usually run from \$6 to \$7 per barrel. Stocks of oranges and lemons have been considerably reduced, and prices are firmer. The ship Barcelona, laden with Mediterranean fruit for Montreal, is reported to have had her cargo badly damaged, and it is thought this will necessitate the importation of stocks of oranges and lemons from Boston and New York, which would render these lines more costly. The outlook is therefore not very favorable for cheap fruit this season. New stocks will not be in for about ten days. Green stuff has only been imported in small quantities, and prices have been high. Imported cabbages are worth 6 to 7c per pound. Quotations are a little changed, as follows: Good apples are worth from \$6 to \$7 per barrel; Messina oranges, 200 count \$6.00 to \$6.50 per box; Sorrento oranges fine, \$5.50 to \$6.00 box; California Washington oranges, \$6.50 box; Tangerines, \$6.50 box; Messina lemons, \$6.50 box; banana, \$4 to \$6 per bunch; pineapples, \$5 dozen; rhubarb, 8c pound; apple cider, \$10 per barrel.

FRUITS—DRIED, AND NUTS.

Evaporated apples are higher in sympathy with eastern markets. Prices are: Figs, Turkey, in boxes, 10 to 11c, new Elme figs, in layers, 15 to 18c per lb, in one lb. to ten lb. boxes; Golden dates, 10c; Valencia raisins, \$2.40 to \$2.50; London layers, \$3.50; evaporated apples, 14½ to 15c; dried apples, 7½ to 8c; rew Turkey prunes, 7½c to 9c. Nuts are quoted: Peanuts, roasted, 18c; peanuts, raw, 15c; walnut, 20c; almonds, 20c; filberts, 15c; Texas pecans, 18c; coconuts, \$12.50 per 100; maple syrup, \$1.30 per gallon, in 5 gallon tins, or \$1.25 in 15 gallon kegs; maple sugar 10 to 14c per pound, according to quality.

FURS

Quotations are: Beaver, per pound, \$2.50 to \$4.00; bear, bear 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; marten, 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, 40.00-80; muskrat, per skin, 1 to 7c; fox, red, 26c to \$1.40; fox, cross, \$1 to \$10; wolf, timber, 25c to \$2.25; wolf, prairie, 25c to \$1.25.

FISH

Fresh fish of the river varieties are plentiful, but prices irregular. Cured are quoted: Smoked Finnan haddies, 10c; boneless fish, 6½c; boneless cod, 8½c; prepared herrings, 7½c; mackerel, 15-lb kits, No. 1, \$2.50; other qualities, \$1.75 upwards; smoked herrings, per box, 25c.

GROCERIES

Trade quiet and prices now as follows: yellow

sugar 6½c to 7c; granulated 7½c; lump sugar, 8½c to 9c; Coffees, Rio, 21 to 22c; Government Java, 33 to 35c, other Javas, 25 to 30c; Mochas, 31 to 35c. 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; panfired Japan 23 to 45c, basket-fired, 25 to 40c; Ping Suey young hyson, 25 to 35c; Moyune young hyson, 25 to 50c; Season's congous, 1885-6, 20 to 55c. Syrups, corr. \$2.25 to \$2.60; sugar, cane, \$2.10 to \$2.35; T. and B. tobacco, 56c per pound.

CANNED GOODS

Prices at adv as last reported, as follows, per dozen: Salmon, \$1.70, mackerel, \$1.50, lobsters \$1.87, sardines (French) ½ c \$1.70, ¼ tins \$2.00, cove oysters, \$3; corn, 1 lb., peas \$2.00, tomatoes \$2.00, baked beans \$2.75, corned beef \$3 to \$3.25, lunch tongues, 2 lbs. \$7.00; 1 lb. \$3.50. Fruit in 2 lb. tins are quoted: pears, \$2.50 to \$2.75, strawberries, \$2.60 to \$2.75; plums, \$2.25 to \$2.50, peaches, \$3.75.

HIDES

Prices here are as follows: Win. pig inspection, No. 1, 6c; No. 2, 5c; bulls, 4c; calf, fine haired real veal, 7 to 13 pound skins, No. 1, 8c; No. 2, 6c; sheep pelts, 30 to 65c; tallow, 3½ to 4c.

LEATHER AND FINDINGS

Prices are: Spanish sole, 28 to 32c; slaughter-sole, 33 to 35c; French calf, first choice \$1.35 to \$1.50; Canadian calf, 90c to \$1.00; French kip, \$1 to \$1.10; B Z kip, 85 to 90c; slaughter kip, 55 to 75c; No 1, wax upper, 45 to 50c; grain upper, 55c; harness leather, 33 to 35c for plump stock. American oak sole, 45 to 60c; buffe, 17 to 22c a foot; cordovan, 25 to 27c pebble, 21 to 23c; colored findings 12.

PAINTS, OILS AND COLORS

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

WINES AND SPIRITS

Quotations are now as follows: Gooderham & Wort's five year old, \$2.40; 7 year old, \$3; old rye, \$1.75; Jules Robin brandy, \$4.50; Bisquet Debouche & 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; Martell and Hennessy's brandy, \$13.50 per case of 12 bottles.

THE MARKETS

WINNIPEG

The only matter of interest regarding grain of any kind is in relation to seeding. In wheat

seedling may be said to have been completed in this province under the most favorable circumstances. The soil was in excellent condition for seedling, and several fine warm rains, which have been general all over the country, have brought on germination rapidly. Though seedling was perhaps a little later than last year, yet the after conditions have been more favorable this season, and vegetation is now as well advanced as it was one year ago at this time. The situation to date is therefore very favorable.

WHEAT

There is no movement at present, but as soon as navigation opens matters will be looking up again.

FLOUR.

The mills have been running steadily, and by the opening of navigation there will be a large quantity of flour ready to move eastward. Prices to the local trade remain unchanged as follows: patents, \$2.25; strong bakers', \$1.80; XXXX, \$1.20 to \$1.30; superfine, \$1.

MILLSTUFFS

There has been a further drop in millstuffs of \$2 per ton, owing to the demand not being so keen as it was earlier in the spring. Prices are: Bran, \$10 per ton; shorts, \$12 per ton.

OATS

Moving slowly and worth about 43 to 44c in cars on track.

OATMEAL

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

EGGS.

Prices have been on the decline again, and last week 12c was the ruling price, though a few cases some were sold at 13c. The future of the market for this week is uncertain though it is likely prices will hold at 12c, but some dealers think they may decline to 10c. This will depend upon receipts, which were just about equal to the demand last week. Should receipts come in heavily prices will decline, but at same proportion as last week value will be steady.

BUTTER

New rolls were coming in more freely, though the supply is not yet large. The quality of these has not been extra, but they are taken more readily than old tubs, the usual price being 18c. In regard to stocks of old butter nothing new can be said. There is still plenty on hand and prices may be said to range from 10 to 17c, with an extra choice package perhaps going at 18c.

CHEESE

Quoted at 16c for imported Ontario.

CURED MEATS

There has been no change yet in hog products, but prices hold firm. No packing has yet been done, and hogs have not been obtainable for this purpose so far this season since receipts of dressed hogs closed. Prices for hogs are very high and the supply too limited for packing. It is now thought that there will be a scarcity this summer. Prices are as follows: Long-clear bacon, in lots of under 500 sides, 10c; over 500 sides 9½c; breakfast bacon, clear, 12c; breakfast bacon, unclear, 11c; spiced rolls, 11c; hams, 13½c; Chicago mess pork, \$20 per barrel; mess beef \$16 per bbl, in barrel lots.

DRESSED MEATS.

Hogs have been in limited supply and prices firm and higher at \$4 to 9c; beef sides, 7½ to 8½c; mutton, 14c; Veal, 9c.

LARD

Stocks of home lard have been well cleared out, and Chicago lard is now coming in. Prices will probably advance 5c for large pails. Quotations are \$2.25 to \$2.30 per pail of 20 pounds. Three-pound pails, 43c; five-pound pails, 65c each.

POULTRY.

Fresh chickens bring 75c per pair. Refrigerator-kept turkeys and geese are in the market and held at 10 to 12½c for geese and 15 to 18c for turkeys.

POTATOES.

Quoted in cars on track at 85 to 90c.

HAY

Pressed in car lots, f.o.c., quoted at \$6 to \$8 per ton, according to quality.

LIVE STOCK.

Some lots of live hogs have arrived and been dressed for the market. Lots for sale would bring 5½ to 6c off cars for good hogs. Beef cattle range from 4 to 4½c, according to quality. Lambs bring \$4 to \$5 per head.

A Prosperous Establishment.

One of the leading industries of Winnipeg is the harness and saddlery business of Mr. E. F. Hutchings, and since the proprietor has got established in his new quarters at 437 Main St. he claims to have the finest establishment of the kind in Canada. Certainly everything about the premises is on a handsome scale, even to the elegant signs which adorn the building on the outside. The building is three stories high and with the basement affords four flats, each 75 feet deep and 25 wide, but even with this amount of floor room, every available foot of space is occupied. Entering on the ground floor the attractiveness of the apartment is at once observed. This is the retail department, and it is filled with every conceivable article belonging to the trade. Along the wall for the entire length of the building extends a solid black walnut show case, filled with glittering harness goods, and on the counter are cases containing smaller articles of equestrian goods, in endless variety—sporting and turf goods, jockey and cow-boy outfits, English hunting goods, Mexican goods, and numerous inventions and patents used in connection with horses, a large number of which are known only to the thoroughly initiated. Some of these articles are quite expensive. For instance a little riding whip was said to be worth \$15, and when asked if it paid to handle such a quantity of costly articles in this country, the proprietor replied: "Yes, for you see this is the only complete establishment of the kind between Lake Superior and the Pacific coast, and my trade extends over this entire region." Robes, etc., were in abundance, and one side of the room was taken up with heavy harness and saddles in great variety. Ascending to the first flat the view was not so glittering. This is the wholesale department, and several men were engaged in filling orders for the country trade. The shelves are filled up with saddlery, hardware, etc. At the front of the flat are handsome private and business offices. The next flat presents the most animated appearance, and here from 35 to 40 men are employed manufacturing harness, saddles, etc. This is one of the features of the establishment that a large portion of the goods handled are manufactured on the premises, employing the number of skilled mechanics stated. Special attention is given to the manufacture of saddles from the common riding to the elaborate Mexican. Five hundred saddles have been made already this year. There is a dearth of machinery about the apartment, such as is usually

found in large manufacturing establishments, the harness line only requiring a few small machines for stitching, punching, riveting, etc. Nearly all is solid hand work. An elevator connects the various flats in the building. A warehouse in the rear is used for the storage of collars, for which room cannot be found in the main building. The basement is also packed full of coarser stock. The above description will give some idea of the business done in this large establishment, which is one of the most prosperous industries in the city of Winnipeg.

Grain and Milling News.

H. Gill, of the Assesippi, Manitoba roller mill, has reduced the price of grinding to 15c per bushel.

The mill and elevator erected at Wolseley, Assa, by Cook & Cole, will be put in operation in a few weeks.

Dairy Matters.

The new cheese factory at Crystal City will be completed and in operation before the close of the present month, under the management of Mr. Taylor.

W. R. Scott, general merchant, has rented Waldock's cheese factory at Shoal Lake, Man. About 400 cows will be available this season for the factory.

The Battleford *Herald* says: From present appearances the amount of butter to be imported for this market will be very much reduced, as dairying and mixed farming are largely taking the place of grain-growing in this district.

The ship E. B. Sutton, the first sugar laden ship from San Francisco bound for New York via Cape Horn left this port this afternoon. The ship St. Francis is loaded with sugar and will follow in a few days. They take about 5,000 tons of sugar between them.

The Winnipeg Co-Operative Tailoring Association have opened a merchant tailoring establishment at No. 501 Main Street. This move is an outcome of the late tailors' strike in the city. The stock of cloths was purchased in the east.

The death of Mrs. Galt, wife of Mr. John Galt, of G. F. & J. Galt, wholesale grocers, which occurred on Tuesday last, has called forth many expressions of sympathy for the bereaved husband. Mr. Galt has been but three years married. One infant child remains as a reminder of the severed ties.

SECRETARY Baker's annual report is now in the hands of the printer. It will make a book of 85 pages and is full of valuable statistics. It will be the best report thus far issued. An important feature of the report is the proposition to establish flour markets at Duluth. Correspondence is now on foot as to establishing and maintaining flour inspection, so that Duluth grades of flour shall become as famous as Duluth wheat. It is believed eastern buyers would come here to get flour of Duluth inspection, and that Minneapolis mills would willingly send to Duluth. The greatest benefit would be to the smaller mills, whose flour, without a wide reputation, could sell on its merits, as certified by the Duluth grade.—*Duluth Daily Trade*.

EASTERN MARKETS.

CHICAGO

On Monday May opened at 81½c, and the range of prices during the day was from 80½ to 81½c. Deliveries on May contracts were large. That the clique has taken and paid for a portion of the wheat, and that it has paid the regular carriers and others for carrying a lot more, is generally accepted as being an approximately truthful statement of the actual situation. The decrease in the visible supply for the previous week was 1,364,147 bushels. Provisions were steady. Closing prices were:

	May.	June.
Wheat	81½	83½
Corn	37½	39½
Oats	26½	28½
Pork	23.50	23.50
Lard	6.87½	7.00
Short Ribs	7.47½	7.62½

On Tuesday May wheat opened at 81½, which was the lowest price of the day the top being 82½c. Prices averaged higher. A large export business was reported. Outside domestic markets were strong. Clearances from Atlantic ports last week were 2,590,000 bushels wheat (and flour equivalent). There was some little flurry among shorts, who have discovered that stocks are low and the markets oversold. Provisions were easier. Closing prices were:

	May.	June.
Wheat	82	83½
Corn	38½	39½
Oats	27½	28½
Pork	23.00	23.25
Lard	6.80	6.87
Short Ribs	7.50	7.42½

May wheat opened at 82c on Wednesday, which was the lowest price of the day; 82½c was the highest point reached. Stocks at all points are decreasing. British markets were firm, and there was a good demand for cash wheat. Provisions were quiet. Closing prices were:

	May.	June.
Wheat	82½	84½
Corn	38½	39½
Oats	27½	28½
Pork	23.00	23.00
Lard	6.85	6.92½
Short Ribs	7.40	7.50

On Thursday May wheat opened at 83c, which was again the lowest price of the day, the top being an advance of ¾c. Foreign and domestic market continue to advance steadily. Continental markets especially were strong. The clique were bidding briskly for June wheat. Provisions were dull. Closing prices were:

	May.	June.
Wheat	83½	85½
Corn	38½	39½
Oats	26½	27½
Pork	23.00	23.00
Lard	6.87½	6.95
Short Ribs	7.52½	7.60

On Friday May wheat opened higher at 84c, which was the top price for the day values getting down to 83½c. The clique bought about 3,000,000 bushels of June wheat. Foreign advices were bullish. June wheat advanced from 85½ to 86½c. Provisions were again quiet. Closing prices were:

	May.	June.
Wheat	85½	87½
Corn	38½	39½
Oats	26½	27½
Pork	23.50	23.50
Lard	6.87½	6.95
Short Ribs	7.50	7.57½

On Saturday the wheat market opened strong, but the firmness was but temporary, and prices fell away. British markets were firm. Provisions dull, July wheat closed at 84½c, August at 83½c. Closing prices are:

	May.	June.
Wheat	83½	85½
Corn	37½	39½
Oats	26½	27½
Lard	6.82½	6.90
Short Ribs	7.40	7.47½

MINNEAPOLIS.

There has been more activity in the local market the past few days than for some time previously. This was due mainly to the receipt of large export orders for wheat. Such work as this in January, with the strong feeling elsewhere, would have caused a genuine boom, but it is too late to expect such a result now. Veteran observers incline to the belief that while there may be a temporary firmness and higher figures, a reaction is imminent, and predictions of a heavy tumble are freely made. Receipts have been larger, indicating that seedling is pretty well over and that farmers are again marketing freely.—*Northwestern Miller*, May 4th.

On the local board there was only a moderate number of sample lots displayed and with a limited demand from millers and shippers. Receipts of wheat continue large and yesterday aggregated 165 cars at Minneapolis and 22 cars at Duluth.

WHEAT.—No. 1 hard was quoted at 79½c for cash, or May, 81c June and 82½c July, in store, and 80c on track.

No. 1 northern in store was quoted at 78½c for cash or May, 79½ June and 81c July, and 79c on track.

No. 2 northern in store 75½c for cash or May, 76½ June and 78c July, and 75½ to 76c on track.

FLOUR.—More active and held higher. Quoted as follows:

Patent sacks to local dealers, \$4.20 to \$4.40; patent, to ship sacks, car lots, \$4.20 to \$4.30; in barrels, \$4.30 to \$4.50; bakers', \$3.50 to \$3.60; superfine, \$1.60 to \$2.40; red dog, sacks, \$1.15 to \$1.25; red dog, barrels, \$1.40 to \$1.50.—*Market Record*, May 7th.

DULUTH WHEAT MARKET

Duluth opened dull at the commencement of last week. On Wednesday the market was strong and prices averaged higher. Thursday was also strong with large buying. There is not much grain tonnage to be had. Rates were firm at 6c for Buffalo. The opening of navigation has caused a better demand for cash wheat.

Closing prices on each day of the week for No. 1 hard were:

	Cash	May.	June
Monday	78½	80½	82½
Tuesday	79½	81½	83
Wednesday	—	—	82½
Thursday	81	81½	83
Friday	—	—	83
Saturday	—	—	82½

The new steel bridge across the Assiniboine on the M. & N. W. Railway near Langenberg station has been completed. The first train crossed a few days ago. The bridge is described as a splendid structure.

TORONTO.

WHEAT

Wheat was more active and firm, 85c was paid for No. 2 spring and 87 to 88c for No. 2 fall.

FLOUR.

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

OATS

Average mixed sold at 31½ to 32c.

BUTTER

Box lots of rolls have been the principal supply and have been taken at 15 to 16c, but at the close was lower, ruling from 12 to 15c, according to quality. The best tubs were quoted at 15c.

CHEESE

New has sold freely in small lots at 12 to 12½c. Old sold at 13 to 13½c.

EGGS

Easier at 11½ to 12c.

CURED MEATS.

Long clear bacon sold at 9½ to 8½c in tons and cases; Cumberland, 9c; rolls, 9c; bellies, 10 to 11c; hams, 12 to 12½c; mess pork \$18 per barrel.

LARD

Quoted at 9½c for large pails in lots of not less than 25, and at 10 to 10½c in smaller lots.

HIDES AND SKINS

Prices unchanged, at \$7.00 for No. 1; \$6.00 for No. 2, and \$5.00 for No. 3. Calfskins, green, 7 to 9c, cured 11 to 12c, sheepskins, 75c to \$1.40.

LIVE STOCK

Butchers' cattle are in good demand at steady prices. Quotations are: Extra choice, 4 to 4½c; good, 3½ to 3¾c; ordinary, 3c. Hogs sold at \$5 to \$5.50 for mixed lots.

Englisn Cotton.

The Manchester *Guardian*, April 27, in its commercial article says:—The market is unsatisfactory to producers, who make little progress at anything like the regular current rates, which are not sufficient to yield a profitable margin; neither have buyers reason to congratulate themselves upon the results of their work. The recent rise in prices was not followed, except in a few sections, by a corresponding improvement in the distributing markets; transactions, therefore, steadily lessened as the quotations advanced. The effect on India departments is seen in the aspiration of orders, and the desire of manufacturers for fresh contracts; in a few cases they are willing to accept very low prices. Most manufacturers, however, in view of the unprofitableness of the present margin, prefer rather to go without orders than to accept the unsatisfactory offers available. Exports yarns are in poor demand in all the markets. The home inquiry has not improved. The prospects of spinners are, consequently, discouraging, and they fear they will be unable to resist a further fall. Cloth is quiet; the Eastern sections are flat. Best shirtings are steady, but the trade is slow; the finer reeds of printing and other finishing cloths are firm; the lower reeds are easier. There will be a practical suspension of business on Tuesday, May 3, on the occasion of the visit of the Prince of Wales. Monday will be observed as market day.

The county of Russell will submit bonus by-laws in aid of roller mills one each at Millwood and Russell village. Voting takes place on May 14th.

J. G. MACKENZIE & CO.,
WHOLESALE DRY GOODS,
MONTREAL.

Samples and Prices of Goods adapted to the Northwest Trade furnished on application.

W. & F. P. CURRIE & CO.

MANUFACTURERS OF
DRAIN PIPES, PORTLAND CEMENT,
 Chimney Tops, Canal Cement,
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 Flue Covers, Whiting,
 Fire Bricks, Plaster of Paris,
 Fire Clay, Roman, China Clay.
 Roman Cement, Corran,
 MANUFACTURERS OF
40 BESSEMER STEEL SOFA, CHAIR AND BED SPRINGS.
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McCLARY MANFG CO.

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McCLARY'S "FAMOUS" STOVES,

Stamped and Piced Tinware, Japanned Ware,
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WINNIPEG FURNITURE AND UNDERTAKING HOUSE
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FURNITURE WHOLESALE AND RETAIL
 Coffins and Caskets of every description in Stock. A great
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JOSEPH HORSFALL, Wholesale Clothing,
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The Canadian Rubber Company
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RUBBER SHOES, FELT BOOTS, BELTING,
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NEW FIRM, NEW GOODS.

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 MCGILL STREET, **MONTREAL**

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Wholesale Boots and Shoes

Cor. Craig & St. Francis Xavier Sts.,
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Samples with **W. B. McArthur,**
 Donaldson's Block, WINNIPEG.

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WHOLESALE DRUGGIST

350 Main St., WINNIPEG.

A Full Assortment of Drugs, Patent Medicines
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ALL CORRESPONDENCE SOLICITED.

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Manufacturers of Clothing

44 BAY STREET,

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GURNEY & WARE,

Manufacturers of
 Platform Scales—all sizes,
 Millers and Grain Scales,
 Hopper Scales—10 to 600 bush



Hay, Coal and Stock Scales,
 Grocers, Counter and Union
 Scales,
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The **E. & C. GURNEY CO.,** Rupert St., Winnipeg

C. EMERSON,

Manufacturer of

Tents, Awnings, Mattresses, Bed Springs,
 Binding Canvases, Belting, etc. Wool and
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Dealer in Wool Bats & Mattress Material

Rosser Avenue, Brandon.

Correspondence solicited and Mail Orders Carefully
 Attended to. Satisfaction guaranteed.

W. J. CASKY, Proprietor. HENRY DUMSTY, Manager

COSMOPOLITAN HOTEL,

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STRICTLY FIRST-CLASS.

Large sample room for Commercial Travellers. Livery in
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Represented by J. M. MACDONALD,

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Rubber Belting, Packing, Hose and all kinds of
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OGILVIE MILLING CO.

Mill at Point Douglas.

Capacity - - - 750 Barrels per day.

OFFICE:—Corner King and
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A Full Stock of Patent Hungarian, Strong
 Bakers' and Spring Extra Flour; Oatmeal, Pot
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 Wheat, Bran, Shortst, Ground Feed, Oats,
 Barley.

Wheat buyers at all C.P.R. Shipping Stations.

RICHARD & CO,

Importers and Wholesale Dealers in

Wines, Spirits and Cigars

365 MAIN STREET,

WINNIPEG.

Business East. ONTARIO.

Geo. Lumby, hotelkeeper, London, is away.
W. H. Saunders, butcher, Watford, has sold out.

H. C. Lierch, tailor, Hespeler, has assigned in trust.

A. J. Jex, carriages, Brantford, has assigned in trust.

Wm. Durand, shoe dealer, London, is out of business.

W. H. Beatty, green grocer, Ottawa, has sold out.

Wallace & Butler, grocers, St. Thomas, have sold out.

Jas. Inrie, books, Goderich, has sold out to G. W. Berry.

L. McTaggart, grocer, Madoc, is succeeded by R. Beaton.

R. McGill & Co., grocers, Dutton, have assigned in trust.

H. J. Rattray, tobaccos, etc., Galt, has assigned in trust.

I. C. Grant, hotelkeeper, Perth, has sold out to R. C. Willis.

Geo. Gordon, dry goods, etc., Meritton, has assigned in trust.

J. Cohen, general storekeeper, Lunenburg, has assigned in trust.

W. H. Mitchell, carriages, Monq Road, has assigned in trust.

Mrs. Lendrum, fancy goods, Gananoque, has assigned in trust.

J. Caverley, grocer, Madoc, has sold out to Chambers & Moore.

P. F. Fick, hardware, Port Rowan, has sold out to E. H. Jeeves.

Estate of A. S. Bristol, physician, Napanee, has assigned in trust.

A. Weatherall & Co., dry goods, Hamilton, have assigned in trust.

Geo. Tindall, grocer, etc., Auburn, has sold out to William Downs.

J. H. Joseph, druggist, Toronto, has sold out to McDonald & Pickering.

A. M. Aubin, general storekeeper, Stony Point, is moving to Comber.

A. McDonnell, hotelkeeper, Dundalk, has sold out to Henry Johnston.

Adam Duffis, general storekeeper, Widder, is dead and his business sold.

E. Townsend, general storekeeper, Green Valley, has assigned in trust.

John McCutcheon, hotelkeeper, Dundalk, has sold out to Hanna & Proctor.

John Lawrie & Son, flour and feed, St Catharines, have assigned in trust.

D. Hayes, general storekeeper, Marysville, has sold out to Geo. Anderson.

R. Stenson & Son, shoe dealers, Peterboro, are succeeded by Stenson Bros.

J. H. Clark & Sons, grocers, Toronto, have dissolved; style now Clark Bros.

Jas. Kavanagh, general storekeeper, McIntosh's Mills, has assigned in trust.

Fellows Bros., brewers, Belleville, have dissolved; Walter Fellows continues.

G. U. Pringle, general storekeeper, etc., Cornwall, is offering to compromise.

Wm. McBride, general storekeeper, Roscomount, has sold out to W. T. Hunter.

Isaac Smith & Son, clothing, Chatham—business now in name of Smith & Richardson.

W. Millichamp & Co., manufacturers of show cases, Toronto, have admitted Wallace H. and Jos. C. Millichamp, and style now Millichamp, Sons & Co.

Pratt & Watkins and A. S. Vail & Co., dry goods and clothing, Hamilton, have dissolved, T. H. Pratt and Fred W. Watkins continue, under style Pratt & Watkins.

QUEBEC.

Britton & Brunet, plumbers, Montreal, have dissolved.

Garbutt & Pharaoh, butchers, Montreal, have dissolved.

Wm. Long, hats, etc., Montreal—billiard's sale advertised.

Louis Weinstein, peddler, Montreal, has assigned in trust.

C. Ducharme & Co., tailors, Montreal, have assigned in trust.

Pepin & Boire, contractors, Montreal, have assigned in trust.

Scott, Wilkinson & Co., bakers, etc., Montreal, have dissolved.

Smaill & Aird, manufacturers' agents, Montreal, have dissolved.

L. Lahaie, general storekeeper, Batiscan, is offering to compromise.

Archie C. Murchison & Co., fish dealers, Montreal, have dissolved.

L. V. N. Duquette, general storekeeper, St. Remi, is asking an extension.

Dunbar Beaudry, sash and door factory, Montreal, has assigned in trust.

Samuel Riddell, confectioner, Montreal—stock advertised for sale by trustees.

NOVA SCOTIA.

John W. Fraser, tailor, Halifax, is dead.

J. Stapleton & Sons, general storekeepers, Port Hawkesbury, have dissolved.

PRINCE EDWARD ISLAND.

Wm. E. Hickey, upholsterer, Charlottetown, is dead.

McLure Bros., general store and mills, Murray Harbor, have assigned.

Canada's Inland Revenue.

According to the returns and statistics of the Inland Revenue of the Dominion for the year the accrued revenue amounted to \$6,396,331, against \$6,917,635 in 1885. The falling off was in Excise, \$5,883,580, as compared with \$6,438,588 in 1885. The total decrease is \$521,304. The revenue from spirits reached \$3,214,075, and in 1885 \$4,381,027; tobacco, \$629,604, in 1886 and \$1,270,933 in 1885; cigars, \$560,351 in 1886 and \$318,357 in 1885. The spirits manufactured during the year reached 4,355,735 gallons, of which 2,478,098 gallons were taken for consumption, 7,704 gallons exported, 277,539 gallons used in bond, and 2,832,473 gallons warehoused at the end of the period. In 1885 3,579,322 gallons were manufactured 4,274,722 taken for consumption, 7,448 gallons exported, 253,429 used in bonded factories, and 1,242,197 in warehouse at the end of the period. The quantity of malt manufactured during the fiscal year fell off from 49,517,962 lbs. to 48,212,692 lbs. and the consumption to 37,604,708, as against an average consumption of 41,259,087 for the four preceding years. The export trade

in malt has also perceptibly fallen off, having declined from 11,868,299 in 1884-85 to 9,793,202 lbs. in 1885-86. The duties accruing upon malt and malt liquor entered for consumption, including brewers' and maltmakers' license fees, amounted to \$387,761, as against \$483,528 for 1884-85. Nearly 2,500,000 lbs. less tobacco was entered for consumption during the year 1885-86 than was withdrawn for the same purpose during the preceding year, while that was largely in excess of the three years preceding it. The entire Excise revenue deprived from tobaccos and cigars now reaches close upon two and a quarter million of dollars.

Dutch Shoes.

The Dutch wear heavy shoes, which render their gait laborious and ungraceful. A number of Dutch belles of the lower classes drag these heavy shoes along with them. The children seem to be able to manage wooden shoes much easier than grown people. When a dozen or more little urchins indulge in a romp in the street they set up a clatter which can be heard for blocks. The mother who wishes to find her naughty child who has left its task for street play does not at first use her eyes in search for the juvenile delinquent. She quietly sticks one of her ears out of the window, and when she hears a loud clatter which suggests the tearing down of houses in the neighborhood she rushes toward the sound, guided by her ears. When, at length, breathing forth threatenings and slaughter, she leads home her shrieking offspring, the cries of the latter are drowned by the music of his companions' footfalls. The great advantage of the wooden shoe is its staying powers. Every one does not require a new pair of wooden shoes in his or her lifetime. When the honest citizen is informed by the blooming daughter that she would like to have a new pair of wooden shoes, he frowns and says: "My child, what is the matter with that pretty pair which your grandmother received as her wedding gift? They are still neat, although not gandy. You must remember that-times are hard, and that family expenses must be kept down." The common people seem to understand how to live cheaply. Many of the laboring men earn but two shillings a day, and manage to support families, and lay up enough money to give a decent burial to those members of their families who find themselves unable to keep up the task of trying to live.—*Scottish Leather Trade.*

DUNCAN MACARTHUR, Wm. McGregor, T. C. Scoble, Chester Glass, E. P. Leacock, G. F. Carruthers, R. J. Whitla have been elected directors of the Manitoba Central railway for the ensuing year. The officers elected were: Duncan MacArthur, president; T. C. Scoble, managing director; C. N. Bell, secretary; Hartley Cooper, treasurer.

THE St. John, N.B., cotton mill now owned by Wm. Parks & Son, Limited, after remaining idle about two years has been put in operation, and about two-thirds of the machinery with which the mill is fitted, is at present employed. Samples of grey cotton were shown in the market and orders it is said are already booked from Toronto, Montreal, Halifax and St. John, which will keep busy all the machinery in the mill for a period of several weeks.

Cheese.

Guesswork regarding the coming season's cheese trade has already commenced, and different dealers and shippers have their various opinions on prices and production. This reminds us of last year's production at the beginning of the make, when the unanimous verdict of the trade was, that low prices were certain to prevail throughout the year. One hundred and one opinions were advanced to show that cheese would never touch 12c again, and that it was questionable if we should ever see over 10c. Amongst the multiform reasons for arriving at such conclusions, were over-production, cheap canned goods, the low prices of all kinds of provisions, meats, etc., etc. The season, however, was quite young when an important appreciation of values set in (we believe as early as June) and when this was supplemented by another advance in July, the trade almost with one accord exclaimed in bewilderment "How's that?" Regardless of all opinions, which still clustered around low prices, up went values at a steady pace until 12c was the generally acknowledged price of fine fall cheese, with subsequent business at 12½c to 13c and even higher. All that can be said of the new season's make is that the early cheese so far received on this market for local sale has been excellent, with business only in a jobbing way at 13c to 13½c per lb. On shipping account sales have been made in the west at 11½c for shipment the beginning of May. Owing to the lateness of the season, there will no doubt be a considerable hay make, but this will be so much off the grass make, which will be very late.—*Montreal Trade Bulletin.*

Railway Building in 1887.

Some weeks ago a report of the capacity of the steel rail mills of the country was made showing that if required, the mills could probably furnish rails for laying a total of 30,000 miles of track, new and old for 1887. The next question was, would that mileage be laid? and to determine what the probable mileage would be under the continuation of the present ordinarily favorable circumstances. Inquiries were addressed to a very large number of the managers of the railways eliciting interesting information.

As the publication progresses, the reader will be surprised, astonished at the unprecedented activity displayed in all directions, not only in new organizations, but in the work of improving, extending and consolidating into great, grand systems of permanent way.

Several causes conspire to instigate this unprecedented activity. The increased earnings and the evidence of their continued increase gives confidence, while the opening and development of new territory and building of new industrial enterprises not only inspires confidence but demands rail accommodation.

Only one half of this nation has heretofore been occupied and developed, only one half has had railways until now a tide of industrial occupation and development is sweeping over it in a way that the history of the world never has recorded.

The Southern States, the fairest, most fertile most richly endowed with climate, resource of

material, and most friendly and inviting to capital and labor is just ready to hand for the occupation.

Never was there such skill, such complete preparation of men and invention and appliances for occupying such a territory of promise as now, and now the nation comprehends it, and well may we say the time for this country has come. "There is a tide in the affairs of men which leads unto fortune." Never was there such a swelling tide of fortune ever seen before.

All this tends to beget confidence in railroads more especially as there is opportunity for a consolidation and extension of old lines already prosperous, but which will be doubly so in the new organizations.

The railways are not only making wealth for themselves out of nothing but creating millions on millions of wealth for the country, doubling the value of States yearly and localities monthly.

The indications as at present presented are that there will be 15,000 miles of new track laid besides the relaying of nearly that amount of old track and the transfer of a large part of the old rails to sidings, turnouts and yards.—*Chicago Journal of Commerce.*

C. P. R. Extension.

President Ledyard, of the Michigan Central railway, had an interview with Sir George Stephen, president, and W. C. Van Horne, vice-president of the Canadian Pacific railway, at New York the other day when train and traffic arrangements were completed between the two roads. As a result of these arrangements, the extension of the Western Ontario Pacific west of London has been positively abandoned for good and all, and the C.P.R. will secure their connection with the Western States by means of the Michigan Central railway. It is understood that the Canadian Pacific railway trains will be run from Montreal to Chicago via the Michigan Central railway, but whether by means of the St. Clair branch or the main line is not yet settled. The new order of affairs will come into vogue as soon as arrangements can be perfected.—*St Thomas Times.*

Commercial Items.

A. BARTLEMAN has opened a blacksmith shop at Eden Grove, Assa.

LEE & KING have opened a carriage and blacksmith shop at Calgary.

KERR & SIBBALD, grocers, Rapid City, Man., have also opened a butcher shop at that place.

COOK, merchant tailor, Souris, Man., has given up business and will commence farming.

R. PAYNE, blacksmith, Lethbridge, Alberta, has given up that business and opened a saloon.

MINNESOTA nurseries have done a good business in Manitoba and the territories this spring.

HALL, GEORGE & Co., general merchants, Souris, Man., are selling out and retiring from business.

ROBERT MOFFAT, blacksmith, Souris, Man., has given up business and taken up farming and butchering.

BRANDON merchants now close sharp at seven in the evening, Saturday excepted—a most commendable course.

It is reported that work will commence on the Regina and Long Lake railway during the present month.

ALLAN, formerly connected with the Moosejaw brewery, has bought out the Bow River brewery at Calgary.

D. K. MOLLISON, representing McMaster, Darling & Co., wholesale dry goods, Toronto, was in the city last week.

STONE & PATTERSON, grocers, Rapid City, have given up business. Stone will take up farming and Patterson will manufacture cheese.

THE establishment of a post office at Bin-scarth, on the Manitoba & Northwestern, has been authorized, with Arthur Goldsmith as postmaster.

By the explosion in the Vancouver coal mine at Nanaimo, from 100 to 150 persons are supposed to have perished, about half of whom were Chinese.

It has been stated in parliament that the government will contribute an annual subsidy of \$75,000 in aid of a tri-monthly mail service between Vancouver and Hong Kong, providing the Imperial Government will contribute \$300,000 annually.

WORK on the Wood Mountain and Qu'Appelle railway is said to have been commenced. That portion of the road between Qu'Appelle Station and Fort Qu'Appelle, about thirty miles will first be constructed and it is said that about seventy miles will be completed this season. It is proposed to extend this road northward in time to connect with the Hudson's Bay Railway.

A MEETING of the cattle dealers of the province was held in Winnipeg last week, and an association was formed, to be known as the Manitoba Live Stock and Cattle Dealers' Association. Arch Spiers was elected president and Mr. Kobald secretary. It was the unanimous opinion of those present that the C.P.R. freight rates on stock are exorbitant, and several comparisons were made with rates charged in the east, showing charges here to be from two to four times greater. A committee was appointed to await upon the C.P.R. officials in the matter and endeavor to obtain reduced rates; otherwise the dealers talk of driving their cattle this summer.

CHAS. STEWART, of Meadow Lea, writes that the patrons of the Woodland cheese factory have organized a joint stock company to be known as the "Woodlands Cheese Manufacturing Co." (Limited) with a capital of \$1,200 divided into 120 shares at \$10 each, have purchased the plant of the Scofield Brothers which was run very well and profitable by Luo & Scofield last season. Nearly all the shares have been eagerly bought up and the factory is being thoroughly overhauled and a new drying house erected. There are six milk routes which will give from 40 to 65 cows each the milk being hauled at a cost of from ¾ of a cent to 2c a gallon. The first directors of the company are, James Eastham, chairman; Josiah Humber, John Stewart, A. E. Hainsworth and Charles Stewart, with Henry Proctor as secretary-treasurers, T. F. Luo has been retained in the capacity of cheese maker.

COFFEE!!

The Best is the Cheapest.

At this time when owing to the high prices prevailing for Green Coffee, many inferior grades are being forced upon the public, it is for your interest to buy

Chase & Sanborn's Coffees.

The superior quality of which has been and always will be maintained, being guaranteed **strictly pure**. Their goods have a well-earned reputation of being

THE BEST IN THE MARKET.

And their **STANDARD JAVA** is recognized as the leading fine Coffee of Canada and the United States, also their

"Star" Brand of Java and Mocha

Is rapidly earning for itself a reputation rivalling that of the **Standard**. This Coffee is a rare combination of **Private Plantation Java** and **Arabian Mocha**, producing a perfect blend of great strength and exquisite flavor. It is always packed in 2 lb. air-tight tin cans which thoroughly preserves its original flavor and strength, and never in any other form.

Agent for Manitoba and Northwest Territories :

JOHN B. MATHER, 42 McDermott Street, Winnipeg.

Respectfully yours, **CHASE & SANBORN.**

—BOSTON.—

—MONTREAL.—

—CHICAGO.—

DOLL

W. F.

WHOLESALE JEWELER.

Watches, Diamonds, Clocks, Spectacles,
Gold-headed Canes, Silver-plate, Watch
Material, Tools, etc., etc.

525 Main St., WINNIPEG.

BOECKH'S STANDARD BRUSHES.

Quality and Size Guaranteed.

For Sale by all Leading Houses.

Grocer—Anybody been in while I was out.
New Boy—Yes, a female shoplifter.

"Eh! Wha—what did you do?"

"I tried to call the police, but she boxed my ears and told me I'd got to behave."

"Then what did you do?"

"I couldn't do nothing, an' she emptied the money drawer in her pocket."

"Great jinks! Didn't she say anything more?"

"Nothin' except she 'spected you was drunk again."

"Oh! that's all right. That's my wife."

Whom to Credit.

In all kinds of business there is always more or less credit given to patrons. One may talk of a "strictly cash business" as much as they please, but the fact is they cannot compete with others who give credit in certain cases. There is not one patron out of a thousand who always has the money just at hand, and to refuse such an one credit is that much custom from you. Aye, more, besides his custom you lose his influence. Buyers feel offended by having their credit questioned even by implication. And perhaps in such a case there is no sort of risk—the pay is just as sure as the coming day. It is folly to drive trade away in such cases.

Some credit then, it should be conceded, must be given. Success in business demands it, and the demand will not be hushed ungratified.

To whom then, should the business man accord it? Whom is it safe to credit? Who may be relied on to pay? This is the great question which has puzzled the strongest and best minds from the very inception of commerce. Men, in every age and clime have racked their minds over it lest they should find it a sunken rock on which their commercial craft should be wrecked forever; and not without good reason. The maelstrom of destruction circles around it ever and yawns for its new victims.

If too much credit is given insolvency is the inevitable result. Injudicious credit always brings disaster, because parties trusted fail to pay at all. Our own debts as business men must be paid, and if we fail to realize when

selling, the day of bankruptcy is not far away.

What principles, then, should guide us in the matter of giving credits? No haphazard plan will answer. Must we credit one because he is honest? Nay, for he may always remain poor and so never be able to pay. Must we give a patron time in which to pay because he is an old acquaintance, or belongs to our church or political party? No, for these are not such qualifications as tend particularly to fill his pocket book. Who, then? Some general rules are all that can be given and even in strict conformity to them there will be some losses.

Credit should never be extended to any who are indolent or lazy. If they ever get ahead financially it will be by mere accident, and that should never be depended on.

Those who are unmethodical and negligent, who are always behind time, who put off today's work until to-morrow or next week, who never meet their engagements promptly, however small, who give abundant evidence of lack of energy, and who seem to have no aim in life beyond a mere existence, should never be allowed to become our debtors. They may indeed, sometimes become able to pay, but the rule will be otherwise.

On the other hand, if the reverse of these traits prevail it is tolerably safe to give credit, even though the debtor does not possess sufficient property within the reach of the law to compel payment. Such a person will acquire the means of liquidation. The man who is careful, thorough, methodical, honest, industrious and energetic, will rise, and of him there is full, strong hope. He will pay all he agrees to and have some left.—*Gem City Journal.*

British Columbia.

A local train will be run between New Westminster and Vancouver.

Kamloops is having a boom, building is active, and many strangers are in town looking for business opening.

The Royal City Plaining mills at Vancouver have added machinery for the manufacture of sash, doors, blinds, etc.

The Government will be petitioned to establish a quarantine station in the vicinity of Burrard Inlet, owing to the increase in shipping arriving.

A factory for the manufacture of glazed sewer pipe, fire brick, ornamental brick and tiles of various colors, will be established at Victoria.

The strike of Italian laborers at Port Moody has been arranged by the men returning to work on their receiving an advance of ten cents to \$1.50 per day.

The last rail has been laid on the extension of the C.P.Ry. from Port Moody to Vancouver, and trains are now running into the depot at the latter place.

The salmon are entering the Fraser river in considerable numbers. Some of the canneries are availing themselves of the fine fish (spring salmon) now running and are packing on a small scale.

The Victoria board of trade has forwarded a memorial to the Dominion Government asking for harbor improvements for that place. An appropriation of \$100,000 is asked for to commence improvements.

Carne & Munsie, Victoria, have purchased a schooner in Chester, Nova Scotia, a new vessel of about 100 tons and a fast sailer. She will leave at once on her four months trip round the Horn, and on arrival will be put in the sealing trade.

The Northern Pacific Express Co. has extended its service to Alaska. The rate on currency, gold and silver from Portland to Sitka or Juneau is \$10 per \$1,000; on freight \$7 per 100 pounds. Insurance on freight is 1 per cent. and on gold, silver and currency $\frac{1}{2}$ of 1 per cent.

The Vancouver News says: The steamer Walla Walla has arrived from San Francisco with 310 bags of sugar and 23,780 pounds of wool to be carried over the C.P.R. to its destination. The sugar is for a St. Paul firm and will cost \$2.24 per 100 pounds, and the wool is for Boston.

The agents for the Cape Horn route at Victoria have named a rate of one half cent a pound on wool and thirty cents a case for salmon to New York. The rate to New York last year was 92½ cents a hundred. The new rate, counting interest for six months at 7 per cent. and insurance 2 per cent., is a trifle under 83 cents a hundred.

The Victoria people are agitating the question of establishing a transfer ferry across the Gulf of Georgia, whereby the trains could be transferred from Vancouver to the Island Railway at Nanaimo, and thence continue on to Victoria, thus making the latter place the practical terminus of the C.P.Ry. The argument in favor of this plan is, that the navigation between Victoria and Burrard Inlet is dangerous for large ocean craft,

The Drummer Did It.

All investigations by archaeologists into the various races and their history break on an inexplicable influence that seems to connect widely different places, periods and peoples. They find old jars in use in India that the mound builders had here, and they came across iron teaspoons in the primeval forest beds of coal. They are astonished to find the gridiron of the north of Ireland figuring in the social life of China three or four thousand years ago. The Bedouin Arab has the army blanket of the Esquimax, and in the ruins of Pompeii they came across peanut shells like what the sweeper sweeps out of the gallery of the theater to-day. Well, why is this? Archaeologists cannot tell. I can. The mysterious ubiquitous influence that leaves no tracks save the article is simply the drummer. It was the drummer who did it all. He left those curious Grecian scrolls in Egypt; he carved those hieroglyphics on the rocks of ancient Britain; he is the man who introduced French candy into Herculaneum and struck the mound builders with iron teaspoons.

Do you ever know what becomes of a drummer? Not that you care, but have you ever seen a dead drummer? I don't believe drummers die. I believe they simply talk themselves into gas. "Gas thou art, to gas returnest," was written for the drummer. I have met one or two men who have been drummers, but they do not talk much about it. When a drummer gets tired of talking he just disappears. I do not see how his country survives the existence of drummers. You go into a small country place, you step into the hotel; you find in the office sixteen coats hanging up on the wall and sixteen valises in a row on the floor, and sixteen men sitting with their thirty-two feet up on the stove telling sixteen lies about their business and their adventures, all at one time. You can't get what you want in that town. The drummers have made the store keepers buy what they have to sell, and you've got to take it or go without. It seems almost impossible to believe that a drummer should ever be able to disguise his identity. He is, as a rule, aggressive and runs things.

If you see a man come into the hotel and step up timidly to the counter and ask the clerk if there are any letters for him, please, you may know that he's an humble private citizen and a plain guest. If you see a fellow bang open the door, stride in and leave it open behind him, go and hang his coat on a peg and jam his valise on the floor, walk behind the counter, take out all the letters and read the addresses from every box, open the drawer and look in, then you will know it's a drummer—good for one night's lodging and several drinks. He generally lets everybody know that he's sold a lot of stuff, and he talks very loud about the fun he's had sometimes. But they told me of one drummer who called himself a count, and wore a long fur-lined ulster and an imposing foreign looking mustache. He came in the summer season and stayed a long time. He was the rage; the girls fell in love with him; the mamas admired him; he was on the eve of getting engaged to a haughty San Francisco belle, when a lady walked into a drug store one day and found him with a lot of samples of soap, trying to stick the pro-

prietor with his stock. That let him out and he disappeared. But the profession disowned him, for, as a rule, the drummer is a straightforward, open, honest and enthusiastic nuisance. —Ex.

Stick to your Business.

There is nothing which should be more frequently impressed upon the minds of young men than the importance of steadily pursuing some one business. The frequent changing from one employment to another is one of the most common errors committed, and to it may be traced more than half the failures of men in business, and much of the discontent and disappointment that renders life uncomfortable. It is a very common thing for a man to be dissatisfied with his business, and to desire to change it for some other, and what seems to him a more lucrative employment, but in nine cases out of ten it is a mistake. Look round you and you will find among your acquaintances abundant verifications of our assertion.

Here are two young men, clerks; one of them is content, when his first term of service is over to continue a clerk till he shall have saved enough to commence business on his own account; the other can't wait, but starts off without capital and with a limited experience, and brings up after a few years in a court of insolvency, while his former comrade, by patient perseverance, comes out at last with a fortune. —Ex.

Canadian Tobacco.

We have held and still hold that properly cultivated and properly cured, the product of the native tobacco plant can be made equal attractive, saleable and as good as any can be produced elsewhere. Indeed, if such has not been the case long ago and if the fashion has been to look somewhat contemptuously upon *tabac Canadien*, it has been the fault of our people who had not studied out the conditions under which the article could be brought to its highest state of excellence. We are happy to know, however, that no longer need Canadian tobacco take a position second to that grown in any other country not, indeed, in the lands that have been regarded *faciles principes*. Whether for smoking or for chewing the aroma and the flavor of our own product can be brought out. Just as well as in any other tobacco. Naturally the subject required no small amount of study, inasmuch as on account of the climate, condition of growth, the treatment required for Canadian tobacco was very different to that which was applicable elsewhere; but the secret has been successfully solved and the brands of the Canadian tobacco works easily hold their own against all tobaccos, no matter where they come from. And when we think of it, there is no reason why this should not be the case, albeit we frequently belittle what ourselves produce because it does not come from abroad. Experience we say has amply proven that in this country we are in every direction perfectly safe in saying not alone "Canada for the Canadians," but "Canadian products for Canadian consumption." —*Canadian Trade Review*.

J. M. NZELIN, of Port Arthur, will open in gents' furnishings at Banff, Alberta.