

THE COMMERCIAL

FINANCE AND INSURANCE REPORT

Subscription, \$2.00 per Annum in Advance.

Established 1882.

Published Weekly.

Vol. 20

WINNIPEG, CANADA, SEPTEMBER 21, 1901.

No. 3



Bags

For
WHEAT
FLAX
FLOUR
BRAN
OATS
SHORTS
POTATOES
COAL

Largest and finest stock of Bags of all kinds
Samples and Prices if you'll ask

MERRICK, ANDERSON & CO
WINNIPEG.

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HIGHEST AWARDS at home
and abroad:

WINNIPEG EXHIBITION, PARIS EXHIBITION.

HUDSON'S BAY COMPANY



INCORPORATED AD 1670

The flour manufactured by the Hudson's Bay Company has received the Grand Prize at the Paris Exhibition and the highest awards at the Winnipeg Industrial Exhibition. All the flour made by the Company is from specially selected wheat.

HUDSON'S BAY CO'Y

MANUFACTURERS OF

**Denim Pants,
Overalls,
Shirts
and Smocks**

of all descriptions

Mail Orders receive Prompt Attention.

Emerson & Hague

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—Packers of—

CELEBRATED GOLD STANDARD TEAS

Coffees, Baking Powder and Spices.

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Branches: BRANDON and CALGARY.

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Awnings and
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For Export
Senega Root

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178 McDermott Street.
WINNIPEG

Write for quotations.

For ..

**Fall and Winter
Footwear**

Send us your orders

Our Stock is large in leather goods, flannel lined felt boots, mitts, moccasins, overshoes and rubbers. Everything required in the shoe line.

Letter orders receive prompt and careful attention.

THOS. RYAN

WHOLESALE BOOTS AND SHOES

WINNIPEG

Oil Tan Shoe Packs



IN STOCK FOR
IMMEDIATE
SHIPMENT

THE JAMES HOLDEN CO. Ltd.

WINNIPEG.

**BOOTS AND SHOES
GRANBY RUBBERS**

YOU WANT

**ORANGES
LEMONS
BANANAS**

We have them, and your orders will receive prompt attention. Send us your produce. Prompt returns.

LOCK BROS. & CO.

WINNIPEG Wholesale Fruit
and Produce
RAT PORTAGE

Towels

We anticipated the recent big advances in the Linen market and have a big stock on hand at old prices.

Our Linen Towels to retail at 5c, 10c, 15c, 20c and 25c are winners. Worth 33 1/3 per cent. more at to-day's prices.

They are going fast.

If you want any now is your time.

**THE GAULT
BROS. CO. Ltd.**

Importers and
Manufacturers

MONTREAL WINNIPEG VANCOUVER

Just in

Another Shipment

**50,000
Cotton
Grain Bags**

Standard Hochelaga Brands,
W.S., S.B., E.B., H.H.

Reduced prices.

Letter or wire orders shipped same day as received.

R. J. WHITLA & CO. Ltd.

Wholesale Dry Goods

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WINNIPEG

**THE RUBLEE
FRUIT CO. Limited**

Importers of .

Foreign and Domestic
Green and Dried
Fruits, Nuts, Etc.

121 Bannatyne Street, WINNIPEG, MAN.
12th Street, BRANDON, MAN.

THE TEXAS EYE SHIELD



Wire Gause Frame, Mica Lenses, Just the thing for throwers. A perfect device for protection against dust, wind, snow, etc. Sold retail by all leading merchants. Wholesale by

McALLISTER & WATTS
43 Rorie St., Winnipeg.
East of Post Office.

**Winnipeg
Business College**

Cor. Portage Ave. and Fort St.

SITUATIONS

Since the first of the month no less than 23 business firms in Winnipeg and outside points have applied to the Winnipeg Business College for office assistants. Write or call for catalogue.

G. W. DONALD, Secretary.
Sept. 14, 1901.

Special on Cheese

We wish to advise you that we have recently purchased the entire season's make of the celebrated Oak Point Cheese Factory. This Cheese is well known to the trade. We are now in a position to sell the Summer make of the above factory; also the Fall months' make at close prices to the trade. We think our customers would do well to avail themselves of this opportunity to secure a really first-class article of Cheese for their Fall and Winter trade at very reasonable prices.

These Cheese run in weight from 65 to 80 lbs. This factory was awarded the first prize and sweepstakes at the Winnipeg Industrial Exhibition this year. We hope to have good orders from you, as these goods are sure to please, and we look for higher prices in the near future.

EGGS—We are paying top prices for all freshly gathered Eggs.

HAMS, BACON and LARD—Our stock is complete and your orders will have our best attention.

Yours very truly,

J. Y. GRIFFIN & CO.

Pork Packers and Commission Merchants
WINNIPEG

13000 CASES SMALL FRUITS

Will be taken during the coming week by the Jobbing Houses of Winnipeg.

PEACHES AND PLUMS ON BED ROCK

You Are Now Safe in Ordering Freely

Solway Peaches - - \$1.25	Washington Pears - - 2.75	Ontario Crabs, basket - - 75
Crawford Peaches - - 1.50	Tokay Grapes - - - - 3.25	Montana Crabs, box - - 2.25
Blue and Yellow Plums 1.25	Muscad Grapes - - - - 2.75	Ontario Pears, basket - - 75
Hungarian Plums - - 1.50	Ontario Apples - - - - 5.00	Ontario Grapes - - - - 50c
California Pears - - - 3.50	Washington Apples, box 2.00	Ripe Tomatoes - - - - 50
		Green Tomatoes, lb. - - .02

25c per bbl. off Apples, five barrel lots.

ORANGES BANANAS LEMONS

R. A. ROGERS & COMPANY Ltd.

WINNIPEG

September 12, 1901

F. D. ROE, President

R. ABERNETHY, Vice-President

T. F. PATERSON, Sec.-Treas.

The Canadian Pacific Lumber Company Limited



MANAGER

PORT MOODY, B.C.

CAPACITY: LUMBER—60,000 feet per Day; LATH—20,000; SHINGLES—120,000.

We have the largest dry kiln capacity of any mill in B.C.; also the largest amount of sheds, and these are well stocked with Manitoba lumber. We have seven planers and are prepared to ship promptly. We understand the requirements of Manitoba dealers. Send to us for your next car. F. V. TOWN, and JAMES MAYHOOD, Salesmen.

Manufacturers of and Wholesale Dealers in all Classes of British Columbia

LUMBER, LATH, SHINGLES, Etc. MOULDINGS, Etc.

Northern Pacific Railway.

The annual report of the Northern Pacific for the year ended June 30, has been issued. President Mellen speaks of the "control" of the Burlington as being of great importance to the Northern Pacific, as it brings to the latter road an increased amount of business from a territory now heretofore tributary to the Northern Pacific. It was hoped that something might be said about the territorial position of the Great Northern in the so-called tripartite alliance, but no mention is made of the subject, the report treating only of the road's new relations with the Burlington.

The ratio of operating expenses to earnings has been reduced from 51.1 per cent. last year to 47.9 per cent. for the year ended with the report, which is regarded by railroad men as the most important showing made by the report.

The traffic statistics show that the road carried during the year 3,208,722 passengers, an increase of 965,937; passengers carried one mile, 208,819,005; increase, 53,130,020. Total passenger revenue, \$8,480,788, an increase of \$1,116,843; freight revenue, \$22,481,713; increase, \$1,341,332.

During the fiscal year there were completed, and put into operation 104.84 miles of new road, extensions and branches, and there are under construction at the present time 127 miles additional.

The report gives the terms of the Manitoba railway deal. The proposal from the government of Manitoba to lease with the option to purchase the company's lines within that province was accepted and the contract delivered. The latter provides for a rental of \$210,000 per annum for the first ten years; \$225,000 per annum for the second ten years; \$275,000 per annum for the third ten years and \$300,000 for the balance of the term of 900 years. The option to purchase fixes the valuation of the property at \$7,000,000, and is available at any time during the term of lease.

President Mellen says the crop failures in Manitoba, Minnesota and North Dakota very seriously reduced the gross revenue and the company and it was unable in consequence to set aside so large an amount from the net revenue for improvement of the property as in the year previous.

The conditions prevailing at the present time are exceptionally bright, and large increases in both gross and net revenue, in comparison with previous years, will probably be shown.

General Balance Sheet.

Assets—	1901.	Increase.
Cost of road.....	\$282,711,201	\$7,288,417
Equipment.....	1,000,000	7,000,000
Map. lines.....	653,842	671,213
Investment fund.....	92,944	
Northern Imp. com- pany's building.....	3,217,129	
Cash assets.....	10,980,928	1,421,984
Materials on hand.....	4,300,953	1,482,433
Treasury securities.....	4,493,304	4,843,718
Retirement fund.....	5,200,271	3,172,405
Insurance fund.....	878,087	32,292
Land dept. assets.....	3,749,075	2,757,772
Total.....	\$348,445,395	\$806,219
Liabilities—		
Preferred stock.....	\$ 75,000,000	
Common stock.....	80,000,000	
Mortgage debt.....	139,552,500	\$ 1,880,000
1st lien bonds to be issued.....	5,000,000	*837,000
Bonds of other com- panies.....	11,373,289	*306,898
Pay rolls, vouchers, etc.....	4,126,115	11,623
Taxes accrued.....	371,143	85,672
Int. on mortgage.....	1,555,500	45,876
Dividends unpaid.....	1,552,044	*469
Reserve fund.....	347,945	*626,974
Special reserve.....	3,000,000	
Insurance fund.....	1,000,000	
Liquidation fund.....	277,329	*953,034
Profit and loss ac- count.....	3,507,423	1,062,618
Total.....	\$348,445,395	\$806,219

*Decrease.

Ontario Fruit Lands.

The link of the fruit area in Ontario has not nearly been reached, according to Prof. Macoun of the Geological Survey, who has returned from western Ontario, where he has been for the past four months examining the flora of the land along the shores of Lakes Erie and Huron. His work extended from Niagara to the northerly extremity of Huron Peninsula. When the land owners of this district go in for fruit culture, Prof. Macoun says it will raise great quantities of the finest of the world, and the importance of Ontario as a fruit-growing district will greatly increase.

THE COMMERCIAL

The recognized authority on all matters pertaining to trade and business in Western Canada, including that part of Ontario west of Lake Superior, the Province of Manitoba and British Columbia and the Territories.

Twentieth Year of Publication.
ISSUED EVERY SATURDAY.

Subscriptions—Canada and the United States, \$2.00 per annum in advance; or, if not paid, \$2.50; other countries, \$2.50 in advance.

Change for advertisement or stops should be in not later than Thursday morning.

Advertisements purporting to be news matter, or which profess to express the opinion of this journal, will not be inserted.

Office 219 McDermott St. Telephone 224.

D. W. BUCHANAN, Publisher.

The Commercial certainly enjoys a very much larger circulation among the business community of the vast region lying between Lake Superior and the Gulf of Mexico than any other paper in Canada, daily or weekly. The Commercial also reaches the leading wholesale companies, manufacturing and financial houses of Eastern Canada.

WINDNIP, SEPTEMBER 21, 1901.

PUBLIC HOLIDAY.

Thursday of next week being the day upon which the Duke and Duchess of Cornwall and York are expected to be in Winnipeg it has been declared a public holiday. Advertisers in the Commercial are reminded of this fact in order that they may send in desired changes in their advertisements at least one day earlier than usual. Wednesday noon is the latest hour at which we can undertake to ensure changes next week, as owing to the amount of printing to be done on each issue of this journal now, we are obliged to commence the work at least two days ahead of the publishing date.

FORESTRY IN CANADA.

The annual report of the Canadian Forestry Association has been published in pamphlet form. At the late annual meeting of the association held at Ottawa, a number of interesting papers were read, dealing with forest preservation, tree planting and kindred subjects. These, with the discussion that took place thereon, are given in the annual report. This new organ has started out under auspicious circumstances, and already it is doing good work in arousing public interest in forestry and all that the word implies. Canada has suffered an incalculable loss in the destruction of forests in the past, and we are not starting a moment too soon to devise means for the restoration of this vast source of natural wealth. The loss by forest fires in a single season has sometimes exceeded the value of timber cut and marketed in a long series of years. Though in a vague sort of a way Canadians understand that our forests are of great value, yet not more than thousands of our population have any idea of the real nature of this wealth, the need of forest preservation, or the loss annually occasioned to the nation by destruction of the forests. There are large areas of land which are of little value for agriculture, but which have produced great forest wealth.

One of the greatest mistakes of the past has been to allow settlers to go in and clear up these lands. Once denuded of their timber, these lands are practically valueless. By judicious management they could have been maintained as timber lands for all time, and made to yield a large annual

revenue. When cleared up they are not only valueless, but the beneficial effect of the forest upon surrounding agricultural areas is lost for all time. In the past it would have been impracticable to have prevented the destruction of some of these forest areas, but much might have been done had earnest efforts been made to preserve them. Even yet our governments do not seem to have fully grappled with the situation, as witness the enormous destruction of timber on Ontario government lands this very year, much of which, no doubt, might have been prevented.

Dr. C. A. Schenck, of Baltimore, N. C., principal of the school of forestry, at that place, says that Canada may supply the entire world with timber at the end of another century. This, of course, if the forests are developed carefully. Continuing, the same gentleman says:—

"In Canada, if the population continues to increase, if the facilities of transportation continues to be developed, the price of pine stumpage, 80 years hence, might be \$20 per 1,000 feet 8 in. diameter, the price now prevailing in Germany and France. If such are the prospects, Canada will be the richest country on earth before the dawn of

An Unheeded Warning.

The fisheries inspector for Manitoba reports that the warning given to summer fishermen on Lake Winnipegosis to refrain from carrying on fishing operations at the south end of the lake, has been unheeded, and a few days ago four fishermen were detected operating with a tug on the forbidden area. The tug was seized, but released again owing to its being the first offense, but the nets and gear and a considerable quantity of the captured fish were confiscated. This action, of course, is in the interests of the Indians, half-breeds and settlers who carry on fishing in winter. The fishing in summer is carried on by firms under the control directly or indirectly of American fishermen.

The Hat and Cap Trade.

Mr. Merchant, this is the season of the year to go after your fall hat and cap trade, and you want to get customers coming your way immediately. Of course you have purchased your line of hats for fall, and your line of caps is on the way and will arrive in five days. Have you purchased them right, and in such a manner that you can build up this branch of your business during the next few months? Have you bought them as you did ten years ago, the same old styles and shapes, and the most heterogeneous collection of misfits? If you have fol-

lowed them in smaller type, and less extensively, but let people know that you have them, nevertheless, and if a person who has your store has an idea that he wants to invest in a three dollar or a three-dollar and a half hat, give him about any quantity. Emphasis should be laid upon the two dollar and a half hat, as the real reason for this is the fact that the fact that this price is a popular one with the average man, and the customer who he visits the store that he can invest about this sum of money for a hat. The real reason will come to the conclusion that yours is the place to trade, and if you do not your clerk will not attempt to force a five dollar hat on him when he only wants to invest \$2.00. The hat business is becoming specialized, the same as the shoe business, and the merchant who observes and realizes this fact will see the trading his way.

It is none too early, Mr. Merchant, to commence your cap talks. To the trade what the styles will be, and if you have several small cuts of the latest styles, and if you have advertisements; then, the first cold day, when caps become the vogue, you will be the first to get the trade. The advertisers who will flock to your store and look over your stock, and if your prices are right, and if you have good advertising, prices should be frequently quoted, but make the strong point on the quality, durability and comfort. Argue in favor of your goods on these lines until late in the winter when you are closing out your stock. Then make prices count. The best assortment of saleable caps should include a cheap line that will retail at 50 cents; another line at \$1, and a third line at a dollar and a half, unless you handle fur caps, in which event you will be obliged to name still higher prices. The secret of making a range of prices like this is that you can satisfy everyone. One of your dollar and a half caps would cost you 75 cents on the millage banker or mayor, while the man who is working out in the cold and does not care to look after his own care for comfort, might be able to extract the latter from a fifty cent or a dollar cap. The man who is working at popular prices, and it should be made the leader. Give the impression to your customers that your specialty is the \$2.50 hat and the \$1 cap and you will win many friends.—Commercial Bulletin, Minneapolis.

Canadian Shipbuilding.

Steam ship building at Collingwood was inaugurated last week by the successful launching by the Collingwood Shipbuilding Company of the steamer Huronic, the largest fresh water vessel ever built in Canada. The great ship touched the water Thursday afternoon under the gaze of a great throng of people, and the launch was a splendid success in every detail. The vessel was launched sideways into the Collingwood dry dock, the width of which is a little more than the ship's beam. Hon. J. I. Tarte was among the many visitors, having come up on the train from Toronto, which brought a large party. A pleasant luncheon followed the launch, at which Mr. Tarte was the chief speaker. The following description of the vessel has been published in detail:—The new steel steamer Huronic, to run from Windsor or Sarnia to Duluth, is the largest vessel ever built in Canada. She is built of open hearth steel plate, and is 225 feet long, 32 feet between perpendiculars, 43 feet beam, and 27 feet molded depth. It is equipped with 1,000 horse power, and makes 15½ miles loaded and 17½ miles light. The Huronic has moderately fine ends and hull, and is of high capacity. Her engines are of the triple expansion type, 20x42x70 with a 42-inch stroke, and are driven by four cylinders. The boilers 12 feet 6 inches in diameter by 12 feet long, pressure 175 pounds to the square inch.

The new vessel will have cabin accommodations of the best design for the season, and is of high capacity. She has large provision for the carrying of stowage passengers, as there is a double tier of seats, and the cabin is spacious and well lighted. It will be finished in hardwood. Furniture and general equipment will be the best that can be procured.

Typical Camping Scene on Lake of the Woods

From Amateur Photo by J. J. Jewett

the next century, provided that she continues to conservatively manage her forest reserves; again, if such are the possibilities, we should at once proceed to reforest every acre of the ground unfit for the plough, and to timber reforestation. If such are the chances, every sapling in the forest should be as carefully protected from fire as if it were a diamond.

It is a great mistake to expect private owners of forests to maintain them as they should be maintained. Forest reserves should remain government property. Only in this way can we hope for the future. Here in the West, where a large area of the country is treeless, we should be especially anxious for the preservation of such forest belts as we have. The federal government has made some wise moves within the last year or two in setting aside several areas as forest reserves. There are other sections which effort should be made to maintain these reserves intact, keeping out settlement, and preventing forest fires.

Credit Man—Sorry sir, but we cannot open an account with you because of your financial standing.
Rubbon—What's the matter with it?
Credit Man—Why, you've always paid cash.

lowed the same old plan, in all probability your hat trade will not amount to much in the next few years, but if you decided on a new policy, and have bought only the latest shapes and the most stylish appearing hats, you will be in a position to increase your business in this department to a marked extent.

The policy with most retailers in hats is smirmering down to a matter of face basis, and is a very simple one. Many retail dealers now make it a point to handle three or four grades only, with a few soft cheap hats to fill in with. They start the ball rolling with a grade of hat that will sell for \$2.00, then have another grade which can be sold at \$2.50, and for this sum a really good hat can be purchased. The third grade will retail for \$3.00, and for those who want something better, fine there is a hat that will sell for \$3.50. In addition to these we have a limited supply of soft crush hats that will retail in the neighborhood of a dollar. Now you have got a stock that ought to meet every requirement of your community. The two dollar hat should sell readily to the man who must economize, and who desires to maintain a certain standard of dress at the same time. But in your advertising, Mr. Merchant lay particular stress upon the fact that you retail \$2.50. Make this your leader at all times; give hat talks in your newspaper ads, telling about the fall styles and shapes, calling attention to the colors in which you have this hat, and push it as really a bargain at the price named. Do not forget your other grades in your ads.

The Commercial in British Columbia

Our Representative Visits Rossland and Trail

Rossland is one of the largest and most important mining camps in Canada. Its site is not all that could be desired, as it is a level, unexciting and at a high elevation, but the spot was selected on account of its being so close to the great mine from which Rossland derives its support. It has a population of about 5,500 and is a modern city in almost every respect, care being about the only modern convenience not at hand. There is a good water system, as well as electric light and telephone, and railway connection is furnished by the C. P. R. and a branch of the G. N. R. Known as the Columbia and Red Mountain railway, five chartered banks are represented and there are two large breweries, a cigar factory, three sawmills and a large number of retail stores.

Last year was a great increase to the number of buildings. A solid brick block was erected for the first time, a bankers and public library, a court house was built by the provincial government at a cost of \$40,000, and a very great amount of money was spent in the erection of dwelling houses. While some valuable handiwork was done, the greater number were of a rather cheap class, in fact one of the notable features of the year was the number of small buildings erected by the miners, to year since the boom having been succeeded by a lull in this respect. Everything looked as if the camp was getting on to a permanent basis, as if the men working in the mines felt they were here to stay, and many who had up till then rented houses, or were boarding, purchased lots and built their own homes. A large sum of money was also expended on improvements at the mines and the erection of a number of large additional buildings. At the Le Roi there was spent about \$250,000 in surface improvements consisting of new shaft house, sampling works, tramway, air compressors, hoists, etc. Thus the Le Roi is now equipped with much the largest hoist in Canada.

Rossland depended entirely upon the mining operations carried on in the vicinity for its support. The main claim in the Trail Creek division, of which Rossland is the principal camp, was taken in 1883, and in the following year some of the most important mines were staked, namely, the Le Roi, the War Eagle, Idaho and Virginia, but it was some years after this before any regular shipments were made. The first wagon road was built between Rossland and Trail and the Le Roi commenced at once to make regular shipments. In 1893 this wagon road was followed by a narrow gauge railway connecting these two points, both of which have since been acquired by the C. P. R.

The cost of mining here is much greater than in some other parts of the province as the rock is very hard and the ore cost more to smelt than the Boundary Creek ores, as they do not contain as much fluxing materials. It is estimated that it costs from \$50,000 to \$150,000 to bring a mine to the stage when shipping can be started profitably. This accounts in a large measure for the difficulties which had to be contended with in the early history of the camp and which took years to overcome. Then too the smelting charges have been very high in the past, so that only the richest ores could be shipped at a profit, but the charges for transportation and smelting have been gradually reduced to such an extent that the lower grade ores can now be profitably shipped. The average rate of ore sent is placed at \$15 a ton so that with good management at the mines there would be no hardship in shipping. The ore shipments for the year 1900 amounted to 217,438 tons of an aggregate value of \$2,261,570, of which the first 150,000 tons, of a gross value of \$1,400,000, was contributed by the Le Roi. The next largest was the War Eagle, which produced 40,000 tons, while the War Eagle came somewhat under the \$100 figure. The figures taken from the report of the minister of mines, show an apparent value for the Le Roi ore of less than \$10 a ton and for the whole camp of very little over \$10 a ton. This is not

the exact value, however, as the reports are based upon the smelter returns, which deduct 5 per cent from the gold values, 5 per cent from the silver and all of the copper up to 13-10 per cent. To cover the loss by smelting. During the month of March, 1901, the shipments were at the rate of 450,000 tons a year, and in both April and May they were increased so that there seemed to be every assurance that the total shipments for this year would exceed half a million tons, but some trouble has arisen between the miners and mine owners and it is hard to say to what extent it may lead. Mining operations have been on a very satisfactory basis for some time but hopes are entertained that matters will be adjusted in the near future.

Trail is situated on the Columbia river and Trail Creek, eight miles from Rossland. It is one of the oldest towns in this part of British Columbia and

the men working around this smelter totals to about \$30,000. It is beautifully situated on the west shore of Kootenay lake and is one of the most desirable residential cities of British Columbia in a west main respects. The fishing and hunting is very good, the scenery is pretty, there is excellent boating and many other attractions which draw a large number of tourists to this spot each year.

It is well supplied with steamship and railway transportation facilities, which enable us to keep in close touch with a large district. The Kaslo & Slocan Railway runs to Sandon, the C. P. R. Co. has a steamer running daily to and from Nelson, the International Navigation and Trading Company have steamers running to Nelson and Kuskanook, connecting with the G. N. R., while a host of these steamship lines make regular trips to Lardo at the head of Kootenay lake. Kaslo has electric light, water and telephone systems, good stores, newspaper, bank, etc.

There are a considerable number of ranches around this district, where vegetables and fruits are successfully grown. Strawberries mature particu-

larly well and apples, pears and cherries do a very well. There are now two years' run of ore in sight in the workings and have 1,000 tons of ore stacked at Whitewater station ready for shipment. This is a high grade silver-lead ore. There are some gold properties around here, which are beginning to attract attention. The Fleischer group is the best known of these. Nothing but surface work has been done as yet and the showings so far are very rich and it is expected that considerable work will be done this year.

On the South Fork of Kaslo creek is the Bismarck. This is a silver-lead carbonate of 100 ounces silver, with 14 per cent lead, while the clean return averages 280 ounces silver and 72 per cent lead. This property has one of the richest ore chutes in the country and has paid its present owners a handsome profit for all work done.

The Clark, B. N. A. and H. O. R. on this creek, are also being worked by small gangs of men.

At the head of the South Fork is Camp Mansfield, which is a free-milling gold country. Large quantities of machinery are on the way from London for the Joker claim and they



Court House, Rossland, B. C.

was an important business place in its early days, as nearly all the business of the district was handled here. This, however, was cut off by the construction of railways, and other sources of revenue which were expected did not materialize, so that it received a considerable set-back still there are a number of merchants here who continue to do a good business, as the C. P. R. smelter gives employment to between 400 and 500 men, all of whom live at Trail. On Lookout Mountain there are a number of claims on which development work is being done, which also brings some business to this place. These have given some good surface showings, but there has not been sufficient work done yet to prove their value. Trail was incorporated as a city on the 29th of June, with a population of about 1,200.

The chief interest here is centered in the smelter, which is the largest in Canada. It was erected in the early part of 1886 by the British Columbia Smelting and Refining Company, but was passed into the hands of the C. P. R. Company, which has enlarged it from 350 tons daily capacity to its present capacity of 1,000 tons. Last year three new furnaces were added, giving now four copper and two lead

ularly well and apples, pears and cherries do a very well. There are now two years' run of ore in sight in the workings and have 1,000 tons of ore stacked at Whitewater station ready for shipment. This is a high grade silver-lead ore. There are some gold properties around here, which are beginning to attract attention. The Fleischer group is the best known of these. Nothing but surface work has been done as yet and the showings so far are very rich and it is expected that considerable work will be done this year. On the South Fork of Kaslo creek is the Bismarck. This is a silver-lead carbonate of 100 ounces silver, with 14 per cent lead, while the clean return averages 280 ounces silver and 72 per cent lead. This property has one of the richest ore chutes in the country and has paid its present owners a handsome profit for all work done. The Clark, B. N. A. and H. O. R. on this creek, are also being worked by small gangs of men. At the head of the South Fork is Camp Mansfield, which is a free-milling gold country. Large quantities of machinery are on the way from London for the Joker claim and they

will at one time start to pump out the locality and go in for active development.

The True Blue, near Kaslo, is a high grade gold and copper composition, owned by the Canadian Gold Fields Syndicate. They are now making surveys of all workings, and when these are completed a large force of men will be placed at work. Some shipments have been made with good results, but no ore has been sent out under the present management.

The Globe Mining Co., which has recently been re-organized on an assessment basis, owns the Leviathan group. There is every reason to believe that these claims will soon be among the largest shippers in British Columbia. They have a ledge 100 feet wide which runs right through the 11 claims constituting this group.

The King Solomon Mines, Limited, own about 35 claims at the mouth of Woodberry creek. A large amount of development work has been done and a concentrator erected.

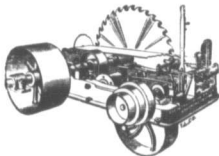
About \$35,000 has been expended in development work on the Sunset, No. 6, and Mayflower claims, owned by the Woodberry Mines, Limited, and some ore has been shipped.

Some work has been done on the Pontiac and Tecumseh claims and the

Mr. Livemerchant:

It's you we want. THAT SORTING ORDER you left over till the crop was assured IS DUE NOW. Our travellers are on the road with some of THE BEST SELLERS YOU HAVE EVER SEEN IN CLOTHING MADE TO WEAR and bring the wearer back to you again for his next outfit.

DONALD FRASER & CO.
Manufacturers of Fine Clothing
WHOLESALE
WINNIPEG—126 Princess Street
MONTREAL—502 St. Paul Street

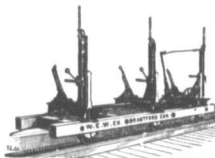


ENGINES AND BOILERS

Waterous Engine Works Co
WINNIPEG, MAN. AND VANCOUVER, B.C.

SAW MILL MACHINERY

Shingle Mills and Planers
Edgers and Trimmers



THE STUART-ARBUTHNOT MACHINERY CO., LIMITED
SUCCESSORS TO STUART & HARPER
764-766 Main Street, Winnipeg

HEAVY MACHINERY MERCHANTS
ELECTRICIANS

Sole Agents for:

"Leonard's" Engines and Boilers, "Brown" Automatic Engines, "Canton" Mining Fire and Boiler Feed Pumps, "Caseiron" Steam Pumps, "Dodge" Wood Split Pulleys, "Beadmore's" Leather Belting, MacGregor, Gourlay & Co.'s Flood Working Machinery, Stratford Mill Building Co.'s system of complete Flour Mills.

LONDON Motors, Dynamos and Elevators,
PACKARD'S LAMP, Transformers and Supplies.

Hotel Leland

The Palace Family
and Commercial Hotel

W. D. DOUBLAS
MANAGER

City Hall Square, Winnipeg

RATES :
\$2.00 to \$4.00
PER DAY

SECOND TO NOTHING
IN CANADA

SENEGAL ROOT

FRANK LIGHTCAP

Dealer in

HIDES, PELTS, WOOL, ETC.
Exporter of Raw Furs.

Highest market prices paid for consignment and returns made promptly.
Write for circulars containing Market Reports and latest prices.

178-174 KING ST., WINNIPEG.
P. O. Box 484.



I want WILD PIGEONS for my city trade, and will pay 18c per pair for these at country prices. Will take all offering at this price.

SPRING CHICKENS are also in big demand.

W. J. GUEST

FISH AND GAME MERCHANT,
603 Main St., Winnipeg



GLASS



OF ALL KINDS

G. F. STEPHENS & CO., Limited

WINNIPEG, Man.

JOHN W. PECK & CO.
MONTREAL WINNIPEG
VANCOUVER

Manufacturers of

Clothing
Furs
Shirts

Dealers in
Men's Furnishings,
Hats, Caps

Wholesale
Fancy
Goods

Toys, China,
Smallwares,
Perfumes, Toilet Soap,
and
Musical Instruments

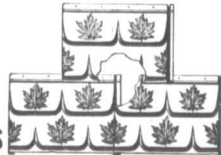
All lines shown by our Representatives,
now in stock.

Letter orders receive prompt attention.

J. L. MEIKLE & Co.
Port Arthur, Canada

SAFE LOCK

METAL
SHINGLES



When you
examine their
construction
you will
understand
their
popularity

Cut illustrates three "Safe Lock" Shingles and how they lock together on all four sides absolutely preventing snow or rain getting in under the shingles. They make a perfect roof and are not high in price.

OUR CATALOGUE fully describes them, as well as a complete line of SIDINGS of various designs, also a full range of

Metal Ceilings



ROCK FACE BRICK,

in many handsome patterns, and upon receipt of particulars (rough sketch showing shape and size of room) we will send lump estimate and full particulars. The metal building trade is rapidly developing and no dealer can afford to neglect this important branch of their business and our line embodies many special features of sufficient advantage to enable our Agents to control the metal trade in their districts.

We carry a full stock at Winnipeg and solicit trial orders and enquiries.

Metal Shingle & Siding Co. Ltd.

PRESTON, ONT.

Agent for Manitoba and Northwest:

W. G. McMAHON, 246 McDermot St., Winnipeg, Man.

**PATENTS TRADE MARKS
AND
DESIGNS**
PROCURED IN ALL COUNTRIES
SPECIAL ATTENTION GIVEN TO
PATENT LITIGATION
PAMPHLET SENT FREE ON APPLICATION
RIDOUT & MAYBEE, 103 BAY STREET
TORONTO

PLEASE NOTIFY.
Subscribers to The Commercial are requested to notify this office of any irregularity in the receipt of their paper.

now has been found to carry good values in silver and lead.

In the Ainsworth camp very little work has been done beyond that required by law to hold the claims. On the Highland, considerable work has been done. A wire rope tramway has been built from the mine to Kootenay lake, where a concentrator of 100 tons a day capacity has been erected.

On the Highlander a tunnel is being driven 2,000 feet. This work has been done with machine drills operated by compressed air.

Mining has been rather quiet this year owing to the action of the American smelter trust and to relieve the situation a number of the citizens of Kaslo formed themselves into a company to erect a smelter at that point as its situation was considered to be very favorable for this purpose. This company severed from the corporation a bonus of \$50,000 and exemption from taxation for a period of ten years and they are now negotiating with eastern capitalists with a view to securing the funds necessary to carry out this enterprise. They have employed Mr. E. J. Wilson, of the pyrite

The Lake of the Woods Country

By a Commercial Representative

The northern portion of the Lake of the Woods, where the towns of Rat Portage and Keewatin are situated, has for years been the favorite summer resort for holiday seekers from all parts of Manitoba and the Northwest Territories, and this summer the number of campers has far exceeded that of any former year. It has been customary in the past for the majority of the campers to get as close to Rat Portage as possible, but they are now building their cottages or pitching their tents on the islands further away, and Keewatin beach and the islands near the town of Keewatin are receiving more campers than ever before, as they have the advantage of being near a town where supplies can be procured and at the same time not being crowded by other campers. It is not necessary

to do a wholesale business in groceries and produce. Cameron & Heape's warehouse, which was burned last May, has been replaced by larger and more conveniently arranged premises. The new warehouse is 100 feet long by 50 feet wide with two stories, and is built on the spur track running to the saw mill, and every advantage has been taken of the lay of the land to make the loading and unloading of the freight as easy as possible.

Norman, a portion of Rat Portage, although at all intents and purposes it is a separate town. The saw mill and sash and door factory of the Rat Portage Lumber Co. forms practically the entire support of its place at present and there are, therefore, not many business places here. There is a great deal now heard about a pulp mill be-

ing erected to utilize the immense power secured by the dam built here some years ago, and if this should go ahead, as there are good reasons for thinking it will, this place will become a large town from a business standpoint. The only business change to report is in the general store business of Laugon & Co., which is now owned by J. H. Snider, who took it over last spring.

At Keewatin is the large flour mill of the Lake of the Woods Milling Co., the saw mill of the Keewatin Lumber Co., and a 20-stamp mill of the Ottawa Cold Mining and Milling Co. The flour mill is one of the largest and best equipped in Canada and gives employment to about 80 hands, including those working in the barrel factory, which is run in connection with the mill. The saw mill has a capacity of 100,000 to 170,000 feet per day of 24 hours and gives employment to a large number of men. The stamp mill has been running all season treating ore from the Sakooine mine near Dymont, as well as from other properties. Three new business places have been started here in the last year. Hall & Co., dry goods merchants, of Rat Portage, opened a branch here; R. H. Stewart opened a confectionery and bake shop this spring in the stand formerly occupied by Jackson, the baker; and Holmes & Co. opened out a grocery store. There are now two general stores here, a drug store, two bakery and confectionery shops, a butcher shop, dry goods store and a weekly newspaper.

A great deal has been heard in the last few years about the mining in the surrounding districts, but during the past year operations have been stopped on a number of the properties owing to a lack of capital, caused by the South Africa trouble, poor ores in the west and various other reasons. Some of the properties, however, are being worked. The Higgins mine has been acquired by an English company and by them re-named the Black Eagle. This is now being worked by a force of about 70 men and a 20-stamp mill is to be erected. The St. Ignace has been under development all summer and it is reported that a good body of medium grade ore has been struck. This property is equipped with a 30-stamp mill. The Mikado has also been under development during the summer and they have recently re-commenced crushing ore in their 20-stamp mill. The Golden Star, on the Seine river, is being worked after having been closed down for about a

RAT PORTAGE FROM ACROSS THE BAY

smeler, near Grand Forks, to make a thorough examination of the conditions and to report on the best means of carrying out the undertaking. An objection which has been raised to this project is the lack of dry ore which is a necessary adjunct as a flux in smelting the lead and rich bodies of this ore are said to exist in the immediate vicinity, but these have not been developed owing to the excessive freight charges that would have to be paid in shipping to United States smelters. The Dominion government bonus granted on refined lead will help considerably in putting the deal through.

The Value of Mica.

The following are the figures given by the Ontario assay office.

Thumb dressed mica, of good quality, sells according to size of sheet as follows: 18x1½ inch, 3¢ per lb.; 15x2 inch, 4¢ per lb.; 23x inch, 6¢ per lb.; 3x4 inch, 8¢ per lb. Larger sizes run up as high as \$1 per pound. The quality for electrical use depends on freedom from cracks and absence of magnesian.

Refuse mica of any grade will be bought by the Mica Boiler Cover Co., 833½ Anne street, Montreal, and mica dust will be bought by the Ontario Mica Works, Kingston, Ont., for use as a lubricator.

to say anything about the beauty of this resort or of the fine bathing and boating to be had, as everyone in this country is more or less familiar with all that. Some watering places grow monotonous after a time, but this is not the case with this resort, as those who have been coming here every summer for a number of years are just as anxious at the commencement of each season to get back as they were after their first visit. Other summer resorts such as Lake Winnipeg, Lake Manitoba, Shoal Lake, etc., are attracting large numbers, but the Lake of the Woods is sure to remain the favorite for a number of years yet.

Rat Portage is the larger of the two towns. It has a population of 5,293 and has a large number of first class stores, carrying heavy stocks, much necessary from the fact that their trade extends to the mining and lumbering camps of the Lake of the Woods and Kainy River districts.

This is a railway divisional point and there are some manufacturing concerns here, that employment is given to a large number of men. The most important manufactory is that of the Rat Portage Lumber Co., which has large mills here and at Norman, and do an immense business in rough and dressed lumber, sashes and doors, etc., throughout the west.

The Rat Portage Cold Storage Co., Cameron & Heape, and A. Macdonald &

ing erected to utilize the immense power secured by the dam built here some years ago, and if this should go ahead, as there are good reasons for thinking it will, this place will become a large town from a business standpoint. The only business change to report is in the general store business of Laugon & Co., which is now owned by J. H. Snider, who took it over last spring.

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year and quite a number of prospects have had some work done on them this summer. The Mikado is the only property that has paid a dividend and it only made one payment of 5 per cent. One great trouble has been that the companies or individuals opening up these properties had very little money to start with and after this was exhausted any further work that was done, as well as the equipment, had to be paid for out of the gold mined and in this way operations were greatly handicapped. Then too, a large percentage of the men had very little experience in this class of mining and much time and money were wasted. A large number of people have almost lost faith in this district, but there are a number of experienced mining men who still think that there is a great untapped quantities here and that when one or two properties are brought to a paying basis others will rapidly follow as until then it is unlikely that money will be freely invested.

New Minister—You have three sons, have you not, Brother Goodwin?
Brother Goodwin—No, two sons and a cigarette destroyer.—Chicago News.

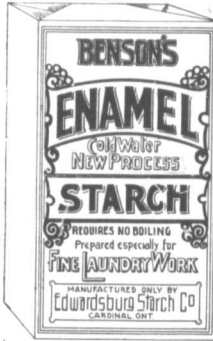
Old Farmer (to his son)—"Now don't forget while you're in the city to bring some electric light plants we hear so much about. We kin will grow 'em ourselves an' save paraffin."

THE HIGHEST STANDARD OF EXCELLENCE

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Trade Winners



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Trade Winners



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Trade Winners

They delight and satisfy consumers For sale by all Winnipeg Wholesale Grocers.

E. NICHOLSON

WHOLESALE AGENT
115 Bannatyne St. East, Winnipeg

CANADA JUTE CO. LTD., MONTREAL

WHEAT

BRAN

SHORT

POTATO



FLOUR

JUTE

AND

COTTON

PRINTING A SPECIALTY

HESSIANS TWINES

Complete Stock Carried in Winnipeg Prompt Shipment

E. NICHOLSON, Agent, 115 Bannatyne St. E., Winnipeg

THE IMPERIAL

FRUIT AND PRODUCE CO'Y
WHOLESALE

We handle all kinds of green fruits and are prepared to fill your orders for same promptly.

We also buy or handle on commission everything in the way of country produce at highest cash prices and lowest rates of commission.

Settlements made promptly.

890 Elgin Avenue, Winnipeg.

If the system needs bracing, and the palate desires a delicious "liquid food," then test the contents of the "bottle" which is filled with that brilliant beverage known as

THE REFINED ALE

"Which sparkles like champagne," and is sold by all wine and liquor merchants and at all restaurants.

E. L. DREWRY Manufacturer and Importer, Winnipeg



Somerville Steam Marble and Granite Works

SOMERVILLE & CO., PROP.
BRANDON, MAN.

Estimates given on every description of Monument, Headstone or Fence.

This monument, 27 feet 8 inches in height, manufactured of Manitoba granite, was erected by us to Brandon cemetery during 1890.

W. R. JOHNSTON & CO.

(Late Livingston, Johnston & Co.)

Wholesale Manufacturers

READY MADE **Clothing**

Corner Bay and Front Streets
TORONTO

Western Representatives: A. W. LASHIER, W. W. ARMSTRONG.

WM. FERGUSON

WHOLESALE

Wines, Liquors and Cigars

8th STREET, BRANDON

SADLER & HAWORTH

Formerly Robt. Sadler & Haworth

MANUFACTURERS OF

LEATHER BELTING

MONTREAL AND TORONTO

JOHN A. CARRUTHERS, Selling Agent,
120 King street, Winnipeg, Man.

Grain and Milling Notes.

C. P. H. reports state that from 275 to 300 cars of grain have been moving each day lately over their lines. ...

L. M. Metcalf, who has been connected with the grain exporting firm of H. D. Metcalf, of Montreal, and Winnipeg since its establishment, sailed on Saturday by the steamship Pacifican for Liverpool, where he will open an office representing H. D. Metcalf in the grain export trade. ...

The Corn Trade News has issued a map of the drought affected section in Russia, which shows that the valley of the Volga and the area tributary to it in Russia largely in fact all the country between longitudes 43 and 58 and latitudes 47 to 57, which very largely is in the western portions— are affected by the drought and most of the western half of the central area, including, as well as Finland and other Baltic provinces, against only the latter provinces and parts of the latter.

The largest grain elevator in the world—capacity 4,000,000 bushels—is to be built at Weehawken, N. J., by the Chicago firm of George M. Moulton, architect and engineer. ...

The foundation of the elevator is to be finished by the first of the coming year, and one-half of the elevator, with 2,000,000 bushels' capacity, is to be completed by Oct. 1, 1902. The entire cost of the elevator will be \$1,800,000 and of freight sheds adjoining \$1,000,000. ...

There has been a continued good market in lake elevators. Recent engagements in Chicago were for 500,000 bushels corn at 1 1/2c, and 350,000 bushels corn at 1 1/2c. ...

Winnipeg Hardware and Metal Prices.

ANVILS—Per pound, 100lb/25c; anvil and vice combined, each, \$46.00/40c. ...

IRON—Bench, 30 and 40 per cent; chop iron, 30 and 40 per cent; double bit, per dozen, \$12.81/3c. ...

CEMENT—Portland, barrel, 42/25/84-50. ...

GLASS—Sheet, 1/2 inch, 100 lb, 12 1/2c. ...

IRON—Barn iron, 100 lb, base price, \$2.50. ...

SALES—Cut, 300 up, \$3.20, 200, \$3.25. ...

ROPE—Cotton, 3/4 inch and larger, 17 1/2c. ...

STEEL—Sleigh base, \$3.25 base; spring, \$4.20 base. ...

cast coal, \$3.50 base; tire steel, \$3.25 base; tire coal, \$3.25. ...

WIRE—Brass and copper wire, 20 per cent extra. ...

WIRE—Steel, 20 per cent extra. ...

WIRE—Iron, 20 per cent extra. ...

WIRE—Copper, 20 per cent extra. ...

WIRE—Zinc, 20 per cent extra. ...

WIRE—Aluminum, 20 per cent extra. ...

WIRE—Lead, 20 per cent extra. ...

WIRE—Tin, 20 per cent extra. ...

Horsehoes—Iron, shoe, light and medium, \$1.25. ...

WIRE—Small, 20 per cent extra. ...

WIRE—Large, 20 per cent extra. ...

WIRE—Medium, 20 per cent extra. ...

WIRE—Thin, 20 per cent extra. ...

WIRE—Thick, 20 per cent extra. ...

WIRE—Wide, 20 per cent extra. ...

WIRE—Narrow, 20 per cent extra. ...

WIRE—Flat, 20 per cent extra. ...

Winnipeg Paints, Oils, Glass, Etc.

ALABASTER—Cases of 20 packages, \$1.00. ...

BLENDED—Cases of 20 packages, \$1.00. ...

AMOLINE—Stove, per case, \$3.00. ...

AMOLINE—Single glass, first break, 10 lb, \$1.00. ...

AMOLINE—Double glass, first break, 10 lb, \$1.00. ...

AMOLINE—Triple glass, first break, 10 lb, \$1.00. ...

Toronto Grocery Prices.

SUGARS—Granulated, delivered Toronto, 4c. ...

COFFEES—Arabica, 15c. ...

TEAS—Assam, 15c. ...

PEPPERS—Black, 15c. ...

SPICES—Ginger, Jamaica, 25c. ...

Montreal Hardware Market.

Iron—Canadian pig iron is worth \$1.15. ...

Iron—Baling price, \$1.00/82.15. ...

Iron—Sheet, \$2.50/82.15. ...

OUR LAST ORDER FOR
CHEWING TOBACCO
WAS FOR . . .



**Eleven
Hundred
Dollars**

This gives an idea how our brands are taking; get a supply now, they give you a nice profit and your customer satisfaction. We handle Black Prince, Trade of London, 400, and Our Own, put up in 6, 8, 10 and 12¢ caddies. Don't have to invest much money to give them a fair trial.

THE **MAGPHERSON FRUIT CO.**
LIMITED

491 Main St., Winnipeg

Sole Agents for these Goods

SEND US YOUR ORDERS FOR

**Threshers'
Supplies**

We carry a full line.

MARSHALL-WELLS CO.
WHOLESALE HARDWARE
WINNIPEG

Lime Juice

We have just received a consignment of LIME JUICE of rare quality, which we offer in barrels, or in pint and quart bottles at a figure that will make you money. We have just what you want. Write for quotations. Order Early.

The Martin, Bole & Wynne Co.
WHOLESALE DRUGGISTS
P. O. Driver 146. WINNIPEG



**Canada's Favorite
Brand of
Galvanized Iron**

"The best to-day and good for years." Your jobber can supply it—instant on his doing so.

Made by **JOHN LYSAGHT Limited, Bristol, England**
A. C. LESLIE & CO., Canadian Managers, Montreal

OUR TRAVELLERS are now out with a full range of Spring Samples of

Boots and Shoes and Rubbers



It will pay you to take a look. We have the best values in Canada. They will also show a full range of Boots and Shoes manufactured by J. A. & M. Cote of St. Hyacinthe. If you require anything in sorting, our stock is most complete and we will be pleased to fill your order promptly.

THE KILGOUR-RIMER CO. Ltd., Winnipeg
Headquarters for Maple Leaf Rubbers

Snapz in Winter Footwear

We have purchased the entire stock of an Eastern felt factory at a bargain, and have placed these goods on the market here. We can offer warm winter footwear in Men's Women's and Children's Felt Shoes at a great reduction on regular prices while they last. The stock is first quality. A rare opportunity to stock felt goods.

H. G. MIDDLETON & BRO. 139 ALBERT STREET
WINNIPEG

Adjoining Leland Hotel.

HICKS BROS. & Co.

TEA IMPORTERS

And Wholesale Dealers in

Fancy Groceries, Butter, Eggs, Cheese

Packers of Britannia, Beaver and Buffalo Brand of Packed Teas and Sole Agents for Those Lion's Package Teas for Manitoba, N. W. Territories and British Columbia.

244 Princess St., Winnipeg

JOHN E. BROWN

FOREIGN AND DOMESTIC

WOOL

COMMISSION MERCHANT

Consignments Solicited.

HAMILTON, ONTARIO

A. CARRUTHERS & CO.

Dealers in and Exporters of

**Hides, Wool, Sheepskins,
Tallow, Seneca Root
and Raw Furs**

Liberal advances made on shipments against Bill Lading. Wool sacks, Hds, Boxes and Fags furnished on application.

Office and Warehouse: 130-132 King St.
WINNIPEG, MAN.

**S. Greenshields,
Son & Co.**

Wholesale . . . MONTREAL

**DRY GOODS
MEN'S FURNISHINGS
CARPETS, ETC.**

Winnipeg Sample Rooms:

412-414 McIntyre Block

Represented by—R. K. GALLAGHER
G. M. NEWTON

**HODGSON,
SUMNER & CO.**

IMPORTERS OF

**DOMESTIC
BRITISH
FRENCH
GERMAN
AMERICAN** Dry Goods
**Men's
Furnishings**

Small Wares and Fancy Goods

347 and 349 St. Paul St., Montreal

Represented in the West by

A. C. McLAUCHLAN, Box 208, Winnipeg.

WHEELLOCK ENGINES

Real Engines, Gasoline Engines, Boilers, Pumps, Waterwheels, Central Machinery, Flour Mill Machinery, Wood-working Machinery, Wood Rim Split Pulleys, Iron Pulleys, Shafting, Hoisting, Hoisting, Friction Clutch Pulleys, Saws and Vauld Doors—made by Goidie McMillan Co., Galt.

THE BURRIDGE CO.

Office and Warehouse

132 Princess Street, Winnipeg

Telephone 1202

**Great West
Saddlery Co. Limited**

WINNIPEG, MANITOBA

The Largest and Most
Up-to-date Business
in Canada Capital \$250,000

Our saddles good, made of leather and wood.

Make riders soft with glue. Smooth and bright; strong but light.

Those made by the "G. W. S. Company."

Our harness best, that stands the test, however severe it be.

Construction strong; never wrong. Those coming from the "G. W. S. Company."

Our collars you know; they fit just so. And their quality, you'll agree, is no fake, like others make.

For they're made by the "G. W. S. Company."

Our trunks and valises; the very best made.

They'll suit you to a tee. Handsome, neat and can't be beat.

Furnished only by the "G. W. S. Company."

Now dealers shrewd, please be subdued. And to this factory see.

Their saddlery sells, you're trusted well. By this wondrous "G. W. S. Company."

Send for our new and beautifully illustrated Catalogue and Price List—Free.

Great West Saddlery Co. Ltd.

122 and 124 Market St. East.

WINNIPEG, MAN.

in carlots on track there and loose hay \$9 to \$7 per ton on the street.

Poultry.—There is a good demand for poultry and dealers will take all offerings at prices we name. Poultry are worth 48c per pair dressed; chickens 12c per pound with the feathers on or 12c with them off, but not drawing; ducks 8c per pound dressed and turkeys 11c per pound. Shippers would do well to notice that buyers very much prefer chickens with just the feathers off. If they are drawn they add much more than to kill them.

GAME.—Wild ducks are fairly plentiful and are worth 20 to 26c per pair according to size, but are worth 15c per pair. Geese 90c each.

BUTTER.—Creamery. — Dealers are regularly holding large quantities of choice creamery f. o. b. factory points.

BUTTER.—Dairy. — Choice dairy butter is scarce and in good demand. Held and inferior stock is plentiful. As high as 15c per pound net, delivered here has been paid for fine table butter. Held stock is firm at 11 to 11c per pound commission basis.

CHEESE.—The market is firm at last week's advance. We quote 8c per pound at factory points for best.

EGGS.—Incubating are inadequate and the market has advanced 1c per dozen. Fresh candied eggs are now worth 11c per dozen delivered here. Strictly new laid eggs are worth 5c per dozen.

VEGETABLES.—Wet weather and bad roads have interfered with business this week. Potatoes have been scarce and at immediate delivery are 5c per bushel higher. There are a good many enquiries for carlots of potatoes for these from 15 to 20c per bushel for being sold at country points. We quote: Potatoes, farmers' loads, delivered here 40c per bushel; carrots and beets, 35c per bushel; turnips, 25c per bushel; cabbage, 35c per bushel; cauliflower, 10 to 10c per dozen; lettuce and radish, 10c; celery, 20 to 25c; rhubarb, 1c per pound; pumpkins, 1c per pound; squash, 1c per pound; vegetable marrow, 4c per dozen; citron and squash, 12c per pound; onions, 2c per pound.

DRESSED MEATS.—Beef is plentiful and steady in price. Hogs are scarce and firm at high prices prevailing. We quote: Beef 5 1/2 to 6c per pound, veal, 4 to 5c; mutton, 10c; lamb, 11 to 12c; hogs, 9 to 9 1/2c.

HIDES.—Country butchers are now killing freely for tanning and sub-stone trade and in consequence hides are more plentiful. Prices are unchanged as follows: No. 1 hides, 6c per pound flat delivered here; No. 2, 5c; No. 3, 4c; kips and calf same price as hides; dogs, 25 to 40c; slunks, 15 to 20c; horse hides, 50c to \$1.00.

WOOL.—Business is over for the season as the Manitoba wool is supposed to be all in. The value is 7 1/2c per pound for unwashed fleece.

TALLOW.—The regular quotation for No. 1 tallow, delivered here is 4c per pound. No. 2 is worth 1c less.

SHEEP'S ROOF.—The market is quiet and prices hold the same as last week, namely 32 to 34c per pound, according to quality.

LIVE STOCK.

CATTLE.—Cattle dealers are doing their utmost to get the export shipments forward to ocean ports and this week's business has been very quiet. Butchers' cattle are plentiful now but are not of the best quality. Export steers rule steady at 3 1/2c per pound weighed off cars here and choice port cows at 2 1/2c. Butchers' cattle range from 2 1/2 to 2 1/4c per pound.

There is no stocker business doing.

SHEEP.—Choice mutton sheep are worth 4 1/2c off cars, and lambs, 5 1/2c.

HOGS.—Hogs are scarce as farmers are too busy to bring them in. Choice weights are worth 40c to 6 1/2c per pound off cars here. Heavy and inferior grades range from 3 1/2c up.

MUTTON.—Supply is limited and there is not much demand. We quote \$20 to \$40 per head, according to grade.

HORSES.—Work horses are fetching all the way from \$125 to \$200 each, according to weight and quality. Several lots have been sold by auction this week and met with active demand as horses are wanted for farm work.

The Lake of the Woods Milling Co.'s flour mill at Hat, Pelly, has broken record on Thursday by turning out 2,429 barrels of flour.

The charge of E. J. Elliot against D. W. Mills of stealing \$23,000 to \$4,000 worth of cattle, which was to have been heard at the Winnipeg police court on Thursday, was remanded until the 25th inst.

Pasman Higher.

For some time past Canada fir balsam has occupied a very firm position on account of scarcity on the spot and lack of supplies in primary markets. Late correspondence contains the information that absolutely no balsam is to be had at primary sources at the present time. This statement, however, is looked upon as exaggerated, as the conditions could hardly be such that a few barrels could not be picked up. The balsam is in exceptionally good demand in this market, and stocks here are very low, with holders firm at the higher range of prices.

Oregon fir balsam has been practically dead for some time past, but at present is in some little inquiry, owing, it is surmised, to the scarcity of Canada fir balsam and the high prices at which the latter is held. There is a fair supply of Oregon fir balsam in this market at present, but it is said that any marked demand would soon clear up the available stocks.

Regarding the remainder of the list, copal is dull, with Central American in fair supply. Para has been in decreased supply for some time and values are more or less nominal, but it is stated that any improvement in the demand would bring about an advance in quotations.

Balsam in Peru is firm on the spot, and holders appear to be wary about releasing any amount at present quotations. The opinion is expressed that the balsam is worth more money than is asked at the present time, and that while there is a fair supply in this market, stocks would be greatly reduced were dealers willing to sell any quantity. It is reported that little of the balsam is being gathered at producing points at present on account of the low prices.

The statement is made that balsam of Peru is at present below its normal value. Some years ago, when the price reached thirty-five cents, it was thought that the bottom figure had been reached, but quotations have declined still further from time to time, until now twenty-six cents, and possibly less, will buy. The decline is due in great measure to the large stocks in this and foreign markets, and also to the fact that the balsam has been in decreased demand since manufacturers of chewing gum substituted chicla in the preparation of their product.—(C) Paint and Drug Reporter.

The Labor Market.

This week has added emphasis to the fact that the west is still short of threshing help. From all parts where the rains have permitted threshing the cry for more men has been continuous and we hear of several threshing outfits being compelled to suspend operations for want of men. On Monday night nearly a trainload of the men who came west a few weeks ago to help with this work returned east discouraged by a few days' illness due to the rains. Others have been straggling out of the country since by every train. On Thursday a trainload of new men came in from Ontario points but these are not nearly enough to supply the demand.

In the city the working classes are all well employed and there is a demand for more men in some lines, notably carpenters. The union carpenters are still nominally on strike here but the general opinion seems to be that the strike has been a failure and some of the men have gone back to work. Their cause was no doubt very much weakened by the eastern hammer and saw men who came in with the harvest excursions. These are a poor class of workmen as a rule.

Weather and Crops.

This week has been marked by rains and cloudy weather in the eastern part of Manitoba consequently a good deal of time has been lost by threshers. The temperature has also been much lower and on Wednesday morning there was 4 degrees of frost at Winnipeg. Frost cannot, of course, do any damage now, but the low temperature retards the drying process. In the western and northwestern parts of the province weather conditions have been more favorable and the progress of the week. In Eastern Assiniboia the weather has also been better than here and threshing is progressing favorably. In Northern Alberta the latter part of last week was wet and there was 4 1/2 degrees of frost on Sunday morning, with rain throughout the day.

PRESSED ZINC ORNAMENTS.

We have perfect facilities for turning out fanciful embellishments, such as Leaves, Modillions, Bracketts, Capitals, Festoons, Garlands, Friezes, Wreaths, Enrichments, Rosettes, etc. in very finest quality and style. The work is all clearly brought out in detail, with very bold relief.

Our new catalogue shows an immense variety of handsome designs. Write us if you're interested.

THE METALLIC ROOFING CO.
OF CANADA, LIMITED
TORONTO, CANADA.

THOS. BLACK, Selling Agent, 131 Bannatyne Ave., Winnipeg

Keyton Siftings

Perfect Beans only — small — finest drink in the world.

Green - 20c
Roasted - 55c

Quantity limited and quality guaranteed.

PURE GOLD CO.
Toronto

BRITISH COLUMBIA. OFFICE OF THE COMMERCIAL.

PRICES AT VANCOUVER. (By wire to The Commercial.)

Wheat is lower. Vancouver, Sept. 21, col. lower. Highest. White low. Lower. Old col. lower.

GRAIN—Wheat. \$28 per ton; oats, \$25 per ton; corn, \$30 per ton. ... (more details)

FIBRE—National Mills' sugar, \$25 per ton. ... (more details)

HAY—Fraser River valley, \$12 per ton; ordinary bales, \$12. ... (more details)

HIDES AND WOOL—Soudth heads, 7 1/2c per lb. ... (more details)

LIVE STOCK—Steers, \$4.50/55c per 100 lb. ... (more details)

DRESSED MEATS—Beef, 7 1/2c; pork, 8 1/2c. ... (more details)

POULTRY—Chickens, \$3.00/4.50; fowls, \$2.50/4.00. ... (more details)

Wool—Tins, 15 1/2c per lb.; patis, 14 1/2c per lb. ... (more details)

Butter—Local creamery, 20c; foreign, 19c. ... (more details)

VEGETABLES—Potatoes, \$150/210 per ton. ... (more details)

FRUIT—Apples, \$1.00/1.25 per bushel. ... (more details)

Wool—Tins, 15 1/2c per lb.; patis, 14 1/2c per lb. ... (more details)

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with 125 passengers from Skagway and Dawson and about \$270,000 worth of treasure.

Black's hotel at Cascade was destroyed by fire on Wednesday of last week. The loss was about \$10,000. The following is a list of new buildings in course of erection or completed at Armstrong, B. C. ... (more details)

The following new companies have been incorporated under British Columbia laws. The British Columbia Salvage Company Limited, capital \$100,000. The Chieftain Copper Mines of British Columbia, Limited, capital \$1,000,000. The Johnson, Edwards & Company, Limited, Vancouver, capital \$100,000. ... (more details)

MINING MATTERS.

BRITISH COLUMBIA. The iron mines on Bull River, near Fort Steele, have been bonded to a Montana man for \$120,000.

Or shipments from Sandon last week totalled 230 tons, 125 tons of which were from the Slocan Zinc mine.

NORTHWESTERN ONTARIO. A wire from London, England, on Sept. 6, said: The British-Ontario Gold Mining stock, which is to be issued to the public next week is the first of the autumn gold mining promotions. Its capital is \$300,000, 1,000 of which it issued now to develop the works of the Alice A mine and five locations in Seine River district. Col. English is among the subscribers. The Sakosue mine, Rat Portage district, which was closed down about ten days ago, has been reopened. Nearly all the old employees were re-engaged and the mine will be developed more aggressively than ever. The ore now being taken out is very rich and the owners are satisfied they have one of the best claims in the district.

MISCELLANEOUS.

John S. Edmonson, the treaty party, a well known resident of Ed-

monton, brought with him from the north some wonderful fish looking specimens of copper quartz, says the Bulletin. The quartz was secured at Great Slave Lake, though not in the vicinity of any of the claims located there. One sample which Mr. Edmon-ton brings with him was brought to him by a Indian at the lake. There was a ledge 33 feet in width, so the Indian described. He offered to take Mr. Edmon-ton to this particular loca-tion. From Lake Athabasca Mr. Ed-monton brought other specimens of silver and probably gold bearing rock.

Winnipeg Prices a Year Ago.

Following were Winnipeg prices the week last year: Wheat—No. 1 hard closed at 87c in store Fort William. Flour—Jobbing price per sack: Patent, \$2.50; best makers, \$2.10. Milk—Milk—Brn, \$1.25 per ton; shorts, \$15.00 per ton, delivered. Oats—Carlots on track, 37c/40c, record. Barley—50c per bushel for oats on track. Milk nominal. Corn—In carlots, 50c/51c per bushel of 56 lbs.

Flax—Nominal. Butter—Dairy, 12c/14c per lb.; creamery, 12c/14c per lb.; choice at the factories. Cheese—Cheddar, 10c/11c, laid down here. Eggs—12c/12 1/2c for Manitoba bro, less expressage. Hides—New, per bushel, 35c. Beef—5c/6c per lb. Hides—No. 1, 10c/11c. Wool—80c/85c for unwashed fleece. Sheep—25c/27c per lb. Lined Hay—\$10.00/10.50 per ton on cars. Live Stock—Butchers' cattle, 20c/22c per lb.; export cattle, 30c; sheep, 45c/50c; hogs, 4 1/2c/5 1/2c.

FINANCIAL

WINNIPEG BANK CLEARINGS. Returns for the Winnipeg Clearing House for the week ending Thursday, show as follows: 1901. 1900. Week ending Sept. 19, 1901 ... \$2,217,717. ... (more details)

Table with columns for Month, 1901, and 1900. Rows include Jan, Feb, Mar, Apr, May, Jun, Jul, Aug, Sept, Oct, Nov, Dec, and Totals.

\$190,650,792.81/76,814

THE MONEY MARKET.

The bank rate of interest here remains unchanged at 6 to 8 per cent, according to amount and security. Bankers report a good demand for funds, both for mercantile and industrial uses.

FINANCIAL NOTES.

Thursday having been proclaimed a day of public mourning throughout Canada by the governor-general-in-council on account of the funeral of President McKinley on that day the banks were closed and no business was transacted by them.

Tenders.

W. J. Richardson, assignee, Edmonton, Alta., will receive tenders up to the 28th inst. for the purchase of the real estate, book debts and stock in trade of the estate of the Leduc Mercantile Co.

Sealed tenders addressed to the chairman, fire, water and light committee, Winnipeg, for the supply of a quantity of cast iron water pipe with special castings, hydrants and valves will be received at the office of the city clerk up to 12 o'clock noon on Friday, October 4.

During the week ending Saturday last there were 3,113 head of cattle shipped from the port of Montreal to British markets. President Roosevelt announces that his policy while filling out the unshaded portion of the term of the late President McKinley will be to continue the lines of action adopted by McKinley.

WESTERN HEADQUARTERS

FOR ALL LINES OF

Amas Goods

Fancy Goods, Toys, Toy Books, etc. A large range of Xmas Cards, Calendars, Bibles, Bound Books, Sleighs and Crokinole, etc. Xmas number of Graphic, Pears, etc., at 36c each. Stationery and Office Supplies, Wrapping Paper, Paper Bags, Oyster Pails, School Books and School Supplies.

CLARK, ROS. & CO. P.O. Box 1240 WINNIPEG

PRICES IN THE KOOTENAY. Special to The Commercial.

Trade is improving. Manitoba creamery butter has advanced 1c per pound. Dairy is 2c lower. Eggs are 2c higher.

Butter—Fresh Manitoba creamery, 20c; dairy, 17c. ... (more details)

Cheese—New, 11 1/2c. ... (more details)

Milkfed—Hran, \$20; shorts, \$22 per ton. ... (more details)

Manitoba Potato, \$5.00. ... (more details)

B. C. BUSINESS NOTES.

Jas. E. Orr, clothier, is advertising a clearing sale with the intention of going out of business. ... (more details)

The Nelson Transfer Co., of Nelson, B. C., has bought the transfer business of George Ferguson at that place. ... (more details)

The C. P. R. is increasing its track accommodation at Phoenix to facilitate the handling of ore and general freight at that point.

The steamer City of Seattle arrived at Vancouver on Thursday evening

Indiana Progress.

After an absence of five months, Treaty Commissioner H. A. Conroy, and party have returned from the north. The early part of the trip was particularly arduous owing to the season of the year at which it was made...

Speaking of the early part of the trip, the journey up the Athabasca river on the ice, Mr. Conroy stated that they could get no farther than Slave river which they found was open...

After much difficulty all the baggage was being water. All the teams were then taken off the land and put on the ice and trade, despite this mishap the party made the journey from the Landing to the lake in the record time of eight days...

On the party was divided, the freight being sent across Peace river by teams and on to Dunvegan, while Commissioner Conroy, Insp. West, of the police...

At Dunvegan Commissioner Conroy met the remainder of the party and paid off the teams, which returned to the lake. From Dunvegan the party went westward to St. John, which was made by pack horses. Along this trip one of the pack horses, choosing to eat raw eggs...

At Vermilion, Conroy saw about fourteen thousand bushels of first class wheat ready for the mill. The crop of vegetables was also good. At the Vermilion about the raft was unloaded and sent down over the lake, being caught at the dam by a storm very little damaged, and the party continued their journey to Fort Simpson, where the raft journey...

GROCERIES

Table listing various grocery items such as Raisins, Apples, Beans, and other foodstuffs with their respective prices per unit.

Dried Fruits

Table listing dried fruit items like Raisins, Apples, and other products with prices.

China Blacks

Table listing various China Black products with prices.

California Evaporated Fruits

Table listing California evaporated fruit items like Apples, Peaches, and other products.

Japan

Table listing various Japanese goods with prices.

Tobacco

Table listing various tobacco products with prices.

Matchboxes

Table listing various matchbox brands and prices.

Nuts

Table listing various nut products like Brazil, Peanuts, and other nuts.

Barrel Pork

Table listing various barrel pork products with prices.

Canned Meats

Table listing various canned meat products like Corn Beef, Lunch Meat, etc.

Sugar

Table listing various sugar products like Extra Standard, Cane Sugar, etc.

Meat

Table listing various meat products like Beef, Pork, etc.

Cereals

Table listing various cereal products like Split Peas, Corn Meal, etc.

Soap

Table listing various soap products like Rock Salt, Common Soap, etc.

Cheese

Table listing various cheese products like Swiss, Cheddar, etc.

Cigars

Table listing various cigar products like Old Joe, Athlete, etc.

Cured Fish

Table listing various cured fish products like Fish Haddie, Codfish, etc.

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CURED MEATS, ETC.

Table listing various cured meat products like Lard, Pork, Bacon, etc.

Smoked Meats

Table listing various smoked meat products like Ham, Beef, etc.

Dry Salt Bacon

Table listing various dry salt bacon products with prices.

Barrel Pork

Table listing various barrel pork products with prices.

Meat Sausages

Table listing various meat sausage products with prices.

DRUGS

Table listing various drug products like Alcohol, Benzoin, etc.

Following are prices for barrel lots

Table listing prices for barrel lots of various goods.

CHEWING TOBACCO

Table listing various chewing tobacco products with prices.

SMOKING

Table listing various smoking products like Virginia Gold, etc.

CHEWING TOBACCO

Table listing various chewing tobacco products with prices.

WOODEN WARE

Table listing various wooden ware products like Pails, Star Fire, etc.

LEATHER

Table listing various leather products like Harness, Saddle, etc.

Ocean Grain Freight.

Since this day week, says the Montreal Gazette, of Thursday last, there has been an improved demand for ocean grain...

McCarthy, where payment was made and came up the river to Indian rapids and thence to Wabiscaw, where the last payment of the journey was made.

After Lesser Slave lake every date was met by the commissioner. Commissioner Conroy said that those at Wabiscaw appeared to be the most prosperous of the Indians here. Quite a number of them have gardens. Slave lake and Peace River landing were the most important agricultural pursuits. Those at St. John are hunters, and good ones. 'I have no doubt,' said the commissioner, 'that the Indians in agricultural settlements will take up farming. Those at Hay River are already good farmers. The success of the practical teaching of Rev. Mr. Marsh, of the mission there. Most of the Peace River, Peace River, and Lesser Slave lake are hunters

yet, but will take up farming as soon as instructed. The Peabody are available. The Great Slave lake Indians are caribou eaters, as are also those at Fort Louisa. Caribou were plentiful this year.

The commissioner mentioned that some thirty natives had died at Chipewyan from influenza. Wherever the commissioner went, Dr. Edwards advised the natives to take more active who offered themselves.

During the trip the commissioner traveled some 2,000 miles.

Commissioner Conroy left for Ottawa Thursday.

First Messenger Boy—How much do you earn a week, Chimie? Second Messenger—Oh, 'bout five hundred dollars—fer da company. I don't get but two-fifty out of it myself, dough.—Louisiana Weekly.

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The Sault Canals' Returns Satisfactory.

Returns to the Dominion government from the Sault Ste. Marie canals for the month of August last show a decrease of 85,225 tons the quantity of freight carried, as compared with the preceding month of July, and an increase of 18,742 tons. The increase, with June of the present year, the total carried through both the United States and the Canadian canals in August being 4,987,817 tons. Compared with August of 1900, last August shows an increase of 374,943 tons of freight carried. Of this 947,590 tons was increased in the United States canal, or 21 1/2 per cent. The increase on the Canadian canal was 25,481 tons, or 9 1/2 per cent.

In August, 1901, the United States canal carried 437 per cent. of all the freight transported both ways through these canals. This is a somewhat smaller proportion than in July, when it was 36 per cent. The Canadian canal making a gain of one and one-half per cent.

The Canadian canal carried 209,042 tons eastward in August, 1901, against 210,137 tons in July, 1901, and 185,913 in August, 1900, a slight decrease, as compared with the preceding month of this year, but an increase of 23,129 tons in comparison with August, 1900. The number of one class carried by the Canadian canal in August last was 80,132; in July, 69,487, and in August, 1900, 85,776, a gain in both cases for August.

July, 1901, showed a decrease in net tonnage carried both ways of 58,375 tons, Canadian canals of 20,901 tons, compared with July, 1900. August, 1901, shows an increase over August, 1900, of 25,481, so that the gain last month more than makes up for the loss in July. The chief increase in August, 1901, compared with August, 1900, are: Carried east, grain, 275,900 bushels; flour, 77,400 barrels; iron ore, 19,715 tons; general merchandise, 4,152 tons. The chief decrease is in wheat, the quantity carried last month being 404,723 bushels less than in August, 1900.

The chief increases in west borne freight were: coal, increase, of 1,300 tons; manufactured iron, 714 tons; salt, 10,280 barrels; general merchandise, 1,918 tons. The number of passengers carried in August last by the canals was 14,311, of which the Canadian canal carried 5,300, a smaller proportion than in July, when, of a total of 14,201 passengers the Canadian canal carried 8,075.

In August, 1901, the total passengers carried numbered 180,852, of which the Canadian canal carried 7,752. The Canadian proportion of the decrease is considerably smaller than the United States canal's proportion.

Timber Permits.

Osawa, Sept. 14.—By order-in-council on report of Mr. Sifton, dated 19th of January, 1901, the regulation governing the granting of yearly licenses and permits to cut timber in Manitoba, the Northwest Territories and the Yukon, were amended so as to permit owners of saw mills in the British Columbia, were amended so as to permit owners of saw mills in the Northwest Territories and the Yukon to previously provided that the timber of the licensee to be operated in connection with the mill, should be manufactured at the saw mill.

There is, therefore, no provision in the regulations as they exist at present

to prevent the exportation of logs out on Dominion lands in the railway belt. The minister, therefore, recommends that the regulations be again amended so that the lumber shall be cut on berms in the railway belt in British Columbia shall be manufactured within the limits of the Dominion.

Impaired Lives.

The New York "Times" recently had some editorial remarks upon "Longevity" which, though not entirely correct, considers that physicians have been too hypercritical in their examinations, a fault, however, which errs on the right side. Some cautiousness about over-ness of judgment has led to the rejection of many lives that turned out to be even above the average. An applicant who was rejected in 1884 has lived to see all the members of the board that rejected him, and, except one and the physician also who was his junior. Not long since the resident of a town of 10,000 is successful of the conservative life insurance companies of this country, said in statistics of his business, and of many years of records of acceptance and rejections, that he could not recall a single medical examination was very much less useful than its considerable cost to the companies and the waste of time in expecting. To illustrate its meaning, he said that if it were possible to throw a winged aim of a certain number of Broadway and catch those who first came along to the number of a thousand, he would as willingly take them as risks and write policies on their lives as he would a thousand applicants passed by the medical examiners of his company. In both classes he would expect them to average so that one class could not be distinguished from the other at the end of five, ten or twenty years. A thousand men caught in the hypothetical winged dam, under any but exceptional and quite improbable conditions, would be as near an average as could anywhere be secured. Their annual mortality would be the average for the community in which they lived, less the added percentage due to infant mortality. They would average the length of life due to the local death rate per thousand, plus the gradual increment of mortality due to steadily-increasing average age, which must be allowed for in a class of a thousand, whether recruited by lot or by selection. When the president who expressed the above view was asked why his company still maintained its system of medical examination, he said that it was probably the only way in which it was possible to approximate the average which would be reached without selection of men would be insured for ages are enumerated for revenue purposes. A company which should "let down its bars" and take anyone who came would not get a normal average. Sound men would postpone insurance until it could not be had on medical examination and the company would quickly become the refuge of the sick and the impaired, to the exclusion of the desirable risks who would go elsewhere, because unwilling to help carry the burdens of a business handicapped by the results of lax rules of admission. This would seem to be sound reasoning both as to the result of fallibility of medical judgment and the value of medical examination. The "Times" draws the following conclusion from

what it has learned in regard to the longevity of impaired lives:—

"Probably, statistics which every well-managed life insurance company has in its office, but does not show the public, far from comfort, may be derived by the classification of impaired lives and rejected on medical grounds. Not only do they show that impaired lives are likely to live as long and, fartherly speaking, as comfortably as those who would be accepted, but that the records are kept up they point to the conclusion that the impaired life, if not seriously impaired, is likely to be prolonged beyond the medical prognosis by reason of the care exercised by the man thus classed, who realizes the expense of the necessary loss of cash, that he must take care of himself and avoid the excesses or exposures which other might they may brave with impunity. From this point of view a relation for insurance on medical examination may be a very useful memento mori to a man capable of profiting by the knowledge that he will find prudence and discretion conducive to longevity."—Chronicle.

Immense Hotel.

(George Harry Mallon in "Avalanche")

"If one of New York's big modern hotels could be whisked to the country and spread out in village formation the result could be made a proprietary town of about 3,000 inhabitants. One half of these inhabitants would work in the hotel, but the rest, for the comfort and entertainment of the other half, whose obligation it is to satisfy, would represent, in addition to the payment of the bill which is the proprietor's profits, the interest on \$100,000 invested in land, buildings and furnishings. Many cities cannot muster a tax list of \$100,000,000, so that a town would be prosperous above all others for wealth, and in completeness of the details that make the material side of life a joy it would be unrivalled. Some of its houses would be constructed for one family exclusively and others would be arranged in single rooms and in suites. All would be furnished in a most luxurious fashion. In the central warehouses of the town's steward would be found a greater assortment of supplies for the cuisine than in any public market in the world. There would be a row of cook shops, each devoted to the preparation of a special course, ranging from the soups and entrees, and roasts to the pastries and coffee. There would be the town would have, of course, a telegraph office, a complete rapid transit to every house. Enormous boilers would supply the heat, and an electric light plant would furnish the illumination. There would be an ice plant large enough to manufacture fifty tons a day. There would be silver-plate, blacksmith and tinmith shops, electrical repair and machine shops, florists, hairdressing-rooms, for men and women, a tailor, a shoemaker, a hatter and furniture shops, decorators and seamstresses, a steam laundry, a messenger, a waiter, an officer, a wine cellar, with half a million dollars' worth of choice vintages, and a club-house. On a certain Sunday room and cafe. The town would be polished day and night by a dozen private detectives, and a regular force of well-trained fire department. There would be a bank, over whose counters would

pass millions of dollars each year, and a central executive office, with scores of clerks and bookkeepers and assistants. The proprietor of this town would assume all the housekeeping care of his tenants, and employ of his 1,500 employees. He would provide amusements and act as the court of last resort. It would seem as if the man who was rash enough to attempt the management of such a town, staked out in his contract, would necessarily fail, but as a fair illustration it is not overdrawn. Its parallel is found in a contract for the purchase of new missing and many added, in the modern big hotel that has reached the highest development in New York."

The Chemical Trade.

Messrs. Sauer & Co., of Manchester, review the chemical trade for the month of August as follows: There is very little actual change in the position of matters chemical since the publication of our last, but still what changes there are tend towards improvement, and the month closes with some promise. Enquiries have come in from a number of buyers, but many have been made in view of testing the market on a larger proportion than usual for this month. The requirements for trade requirements have decreased somewhat, and for the moment at least, the market has not become wider business is being done. But as the month has got old, the main interest has been centered in the question of next year's contracts. Makers show a disposition to try and attract orders more liberally, and some degree of decrease on last year's quotations, and while there are signs that some degree of concession will be prepared for and perhaps conceded, there is nothing to lead one to suppose that the understanding among makers regarding prices is to be abandoned. On the other hand there is a marked absence of that eagerness on the part of consumers to rush in to cover their requirements the moment anyone will sell forward, which was so pronounced last year. Doubtless there will be quite a different procedure this year, for, fortunately, there is not that prospect of the maintenance of high prices now, and this, with hope of very good trade, and the fact that many buyers have recently made large bulk of back business to be negotiated both by makers and consumers, has greatly influenced the market. However, it is fully early yet to attempt to gauge the position, for there is a large bulk of back business to be weakened during the month and quotations are easier, the weather making quick sales desirable. "Austrian" market rates are better, but have not as yet weakened during the month and quotations are easier, the weather making quick sales desirable. "Austrian" market rates are better, but have not as yet weakened during the month and quotations are easier, the weather making quick sales desirable. "Austrian" market rates are better, but have not as yet weakened during the month and quotations are easier, the weather making quick sales desirable.

Its loaded with pure Havana Tobacco, convertible into solid enjoyment. Thousands now smoke this famous Cigar. Do you?

Grocery Trade Notes.

Extra fancy creamery butter advanced 5c per pound at Minneapolis last week.

The market for Valencia raisins is weak and cables reported a decline of 10 last week on all grades. Demand is limited.

The catch of mackerel on the New England coast this year is short and prices will be higher. The total catch of salt mackerel to date has been 58,281 barrels, as against 74,000 barrels in this date last year.

The market for raw beet sugar weakened considerably last week and prices reached the lowest point on record, namely 7 1/2c. The price of sugar below the lowest previous record. Even at this low level there was very little business done as buyers did not take hold. Canadian refiners report a good trade doing in sugar in their territory, but owing to the above mentioned weakness in the raw article they were obliged to reduce yellow sugars 10c per hundred.

One of the features of the grocery market at present, is the strength in dried and evaporated apples. One of our market reports will have noticed the recent advances and particularly that of last week's report on apples. This strength is wholly due to the shortage in the apple crop, which makes it necessary for exporters to pay much higher prices than last year, in order to secure supplies of the fruit. It is figured that the average apple crop is from one-half to two-thirds short, and that is also the case in other producing regions on this continent.

The season for sweet potatoes has opened on good shape in this market, says Balfour and Trade of Minneapolis, and local supplies are now large and of the best quality for early stocks noted in a number of sections. Growers are on a more reasonable basis, running from \$4.00 to \$5.00 a barrel. Quality considered to be better than in former years, and consumption has been very large. Jersey and Virginia stock are offered at prices 10c higher. It is shown that late fall conditions have not been favorable to sweet potato production, and in some of the southern sections the quantity produced will not be as large as a year ago. This will be undoubtedly reflected in the higher prices of pees than at present later in the season.

In connection with salmon. The Trade Reporter, Seattle, Wash., says: "The aggregate of all canneries on the coast is 1,150,000 cases. This may possibly be taken as a conservative figure. Probably 90 per cent. of the fishes given is sockeye. Fraser river is credited with about 1,000,000 cases. Some sockeye are still being packed on the coast. Fall fishing is going forward at coast points, but it is about some 2,500,000 cases of 1901 spring salmon, which is an unprecedented pack. But with low prices prevailing and the heavy work that is being put into sales this year there should certainly be room for 15 to 20 per cent. more salmon than the 3,000,000 cases of last year's pack. This consideration into the salmon consumption question, it, therefore, the pack received in the season, and bought in the market, is a reasonably good clean-up in the spring. With Alaska making a nominal pack, the supply of the better grades is limited."

THE DRY GOODS TRADE.

TORONTO DRY GOODS MARKET.

Business in the large millinery houses the past two weeks was most satisfactory, says the Globe. Orders were large; the numbers of buyers and various prices, and the Dominion east and west was larger than in any previous season at the autumn millinery openings, and sayings were made on a large scale. Everyone seemed to expect an increased turnover the coming season, and bought accordingly. Many of the firms here are not yet through shipping on orders taken last week, and the shipping companies still display activity in catching up with orders. At the moment the feature in the trade is ready-to-wear hats, which is still a strong favorite with the masses. In good times like the present ladies are ready to purchase in large quantities wear hats during the season in addition to the more expensive hat, and it is a fact that many of these ready-to-wear hats are stylish and pretty as ordered hats formerly bought for more money. It is regarded as a matter of economy to have ready-to-wear

wear hat in addition to the more expensive headgear, and that is one of the reasons they have become so popular. One of the most striking features in the millinery trade developed by the recent openings was the fact that the coming year's ready-to-wear hats that is to say, a hat made without a shape and constructed from materials purchased in advance, is being ordered in evidence that for some years. This style will be an advantage to both the milliner and the consumer, because it will increase the demand for hat materials, velvet, feathers, buckles and all the accessories that come into the mysterious art of the milliner, and will, at the same time, change the milliner's position with respect to other lines. A style which is growing in favor is the Gainsborough hat. As predicted in this column some weeks ago, this style, which created such a craze some years ago, promises to have a very large demand in the big demand, and breasts will be strong favorites for hat accessories for the coming season. Velvet, which will be largely used, is selling freely in plain, panne and fancy styles. The price of staple goods for the current season show no weakness. Prices are being well maintained. There have, however, been some advances in one or two lines for spring delivery made by the domestic mills to keep out American goods. These advances are shown in three lines 5c per yard, and cottons are a cent lower. These reductions are being made in goods for present delivery. Orders placed this week by leading wholesale houses here have been booked for full prices quoted a month or two ago, the mills declining to make any price concessions in their delivery. Stocks are not heavy for the present season, and that has enabled parties interested to keep a steady price list of linings for next season, issued this week, show no change.

This is the third season of a flax crop failure and the situation for finished goods is showing increased strength. The flax crop of the firm and in this market the present week and is quoted 12 1/2 per cent. advance on prices at the same time. The flax crop is being the goods when they were in the old country markets last July, orders even at 12 1/2 per cent. advance would only be accepted for goods in stock and for goods to be manufactured in 25 and 30 per cent. advance. It was stated by the agent in connection that before January 1 there will be a further advance of 12 1/2 per cent. A number of the mills in Belfast are only running half time, and but only some two-thirds of the looms are now employed.

DRY GOODS TRADE NOTES.

For spring wear grenadines and tafetans will be the popular lines of millinery goods.

The demand for ribbons in this market is exceptionally good and a large volume of business is doing. Prices show great strength.

The demand for ribbon is in the millinery trade is strong. In spring hosiery lines at New York the call at present seems to be strongly in favor of light effects. The better grades, cheaper grades in many cases being passed over in favor of the line.

The feature of this week's trade in Winnipeg retail circles has been the fall millinery openings. The millinery trade here have participated in the event, and all report very satisfactory returns. The demand for the better class of millinery.

The New York market for print cloths has made a great improvement, being reported in regular print cloths at 2 1/2c per yard and in narrow goods at 1 1/2c per yard. The market is firm on the basis of 315-10c for 38 1/2-in 64 squares. A further increase in the demand for print cloth yarn greys has forced advances of 1-1 1/2c on both spot and future. The market for spot goods most in demand. Bleached, printed and allied finished goods are in good demand, but no open advances are reported.

The quality of the Ontario peach crop this year is not very satisfactory, and canners say that they will be able to put only a limited amount of stock on the market.

Hardware Trade Notes.

Representatives of United States banks in Canada are in Canada for the purpose of looking up a suitable site for a factory. It is said that they are making a great deal of money out of such with Canadian trade, and also to ensure the continuance of certain lines which they hold.

The linned oil market was unsettled last week. The general tendency of the market has been downward, but owing to prospects of a large crop of flax which are now being realized, but which are not being met by the demand has developed a large export demand has and impacted new strength on the market. The United States and the United States are dependent mills of the United States, and quickly assumed the form of a stand-up fight between them and the American Linned Oil company for possession of the market. The outcome of the struggle remains to be seen.

THE IMPLEMENT TRADE.

REPORTED CASE OF ADVANCE IN SAIL.

That the astonishing advance in price of sail cloth is due to the breaking of an anti-buying agreement among some of the largest buyers is being generally assumed. The United States story is that certain extensive buyers of sail fiber entered into an agreement not to purchase any of this hemp until the expiration of a certain period. The agreement was broken, and the price of sail to come, but it had scarcely been effected when one of the parties thereto began to make contracts. The report quickly reached the other and all rushed to the market eager buyers.

The price of wool of wool is extremely sensitive. The Yucatan farmers take advantage of every tendency to buy and raise the price accordingly. Having been made rich by the enormous sales of hemp at high prices during the past four years and confident of the position of wool in the market, the American grain growers, they are exceedingly independent. The sudden rush of large buyers, each offering a price for a large quantity of amount of hemp, caused the inevitable result. How much fiber was purchased, and how much can only be conjectured, but it is reported that a number of contracts for several thousand tons.

The story goes on to say that the object of the agreement was to keep prices at a certain level, and that the time the parties to the deal would as quietly as possible, and quite as suddenly, for large quantities of wool, be realized before the exporters, as a whole, recalled that was being done. The advance, that would then take place would be viewed complacently by the parties to the agreement. The story has not been verified, but there are certain circumstances which give it the semblance of truth.—Farm Implement News.

IMPLEMENT TRADE NOTES.

It is now known to be the case that sisal hemp may be successfully grown in East Africa and arrangements are being made to cultivate it extensively.

Lumber Trade Notes.

The Rat Portage Lumber company is in receipt of orders for the mill at Beaver, Ontario, to full capacity. This mill has been thoroughly remodelled and fitted with new machinery. Next year it is to be largely increased in capacity.

Victoria, B. C., Times.—The lumber mill at Portage has been busy during the past month. Foreign shipments have been heavy, and the stock of lumber is running low. They were loaded at Hastings during the month the steamer Guernsey, which received a full cargo, valued at \$17,704; ship St. Francis, which carried 4,465,103 feet, valued at \$122,000; and the schooner St. John, which loaded 848,702 feet, valued at \$9,356. The Guernsey completed her cargo at Woodville on May 2, 1901, for a net cost, valued at \$21,769. At Chemungus three loaded the bark Antioquia, which received a full cargo, valued at \$182,800 for Antioquia; schooner Golden Shores for Sydney which received 544,000 feet, valued at \$6,749; and the schooner King Cyrus, which has for 30,000,000 feet, valued at \$61,000. The Antioquia has been at

loading the steamer Salfordia and the bark City for China and the bark J. J. Sewell for Australia. At Chemungus there are the Fred C. Peters, loading for the Hawaiian Islands, and the bark Hawaii, and the Republic for Melbourne.

Chicago Hide Market.

Considerable new business was done this week on a basis of 9 1/2c for No. 1 heavy cows and 10c for No. 2. Dealers have about all of their old contracts filled and are now negotiating for the supply of country hides is not in the best of the year. Hides are in the best of the year. Tanners are rather anxious to lay in a supply and are doing so, although prices are not doing so high for the present price of leather. The buffalo market is very firm, especially for foreign skins. New York has advanced country skins 5c this week. A better demand is reported for kips, as the quality has improved. Heavy hides of all grades, including those of the best quality, are in demand for years. Crop reports are about the same as a month ago. Corn is short, but the supply is not so low as it is expected, will be fully equal to the demand.

Eastern tanners are talking lower prices, or at least are unwilling to follow the market, and are unwilling to supply of hides will be ample, and they show no cause for alarm.

The market for heavy cows, 60 lbs. and up, at 10 1/2c and brands, are quoted at 10 1/2c to 11c. There is no real shortage of heavy cows, and it is urgent as prices are considered reasonable as compared with packers' at 10c. Some small calf reported at 11c.

No. 1 heavy cows, 60 lbs. and up, free of brands and steers, 1 country supply. Sales have been made at 9 1/2c and 8 1/2c. A few car taken.

Country receipts, all weights, quoted at 8 1/2c flat. Sole leather weights, averaging 100 lbs. and up, running in 100 lbs. and up, quoted at 9 1/2c to 10c flat; under 40 lbs. and up, quoted at 9 1/2c to 10c flat. The sudden rush of large buyers, each offering a price for a large quantity of amount of hemp, caused the inevitable result. How much fiber was purchased, and how much can only be conjectured, but it is reported that a number of contracts for several thousand tons.

No. 1 extremes, 25 to 40 lbs., free of brands and steers, 1 country demand, owing to the quality being about the best of the year. Sales have been made at 11 1/2c and 10c. A few car taken.

Heavies are well taken at 8 1/2c flat for medium weights; 7 lbs. 7 1/2c. No. 1 calves, 8 to 15 lbs., sky and outside, often, are in good call. Sales are being made at 11 1/2c and 12c. Several cars shipped out this week. Foreign skins are reported stronger in price.

No. 1 country calves, 8 to 15 lbs., are changing hands on a basis of 11 1/2c to 12c for choice skins, No. 2, 11c per pound less. New York prices advanced 5c each this week.

No. 1 heavy cows, 60 lbs. and up, 15 to 25 lb. skins, which run well for veals, are selling at 9 1/2c to 10c; No. 2, 1 1/2c per lb. less. Several cars shipped out this week.

Discounts on the standard price for several grades of cow skins, No. 1, 12c; No. 2, 11c; No. 3, 10c; No. 4, 9c; No. 5, 8c; No. 6, 7c; No. 7, 6c; No. 8, 5c; No. 9, 4c; No. 10, 3c; No. 11, 2c; No. 12, 1c.

Shunks are taken in pick up lots at 30c and half price for small and half-ton skins; packers selling at 50c to 60c with, usual deduction for small skins.

Hogskins, unchanged in price; skins for making boots and shoes, No. 1, 12c; No. 2, 11c; No. 3, 10c; No. 4, 9c; No. 5, 8c; No. 6, 7c; No. 7, 6c; No. 8, 5c; No. 9, 4c; No. 10, 3c; No. 11, 2c; No. 12, 1c.

No. 1 heavy cows, 60 lbs. and up, 15 to 25 lb. skins, which run well for veals, are selling at 9 1/2c to 10c; No. 2, 1 1/2c per lb. less. Several cars shipped out this week.

Discounts on the standard price for several grades of cow skins, No. 1, 12c; No. 2, 11c; No. 3, 10c; No. 4, 9c; No. 5, 8c; No. 6, 7c; No. 7, 6c; No. 8, 5c; No. 9, 4c; No. 10, 3c; No. 11, 2c; No. 12, 1c.

The great United States steel strike was reported to have been settled. The last at a conference held in New York city. The terms upon which settlement was made were not made public.

Harvest Returns.

A visit to the farm of A. Creamer, a mile east of Balduf, Man., was sufficient to amply demonstrate what can be done around here in the way of phenomenal growth. What greeted the eye was a ten acre field of corn, which presented more the appearance of a forest so great has been the growth. A rough average of the height of the corn would be well over eight feet, the samples pulled here and there showing about the height of the Gazette office measured from 9 ft. to 10 1/2 ft. We have seen large stretches of feed corn in the east, but none equal to the crop spoken of. Mr. Creamer is cutting the field with his binder and finds it a very difficult undertaking going to the great height of the corn—Balduf Gazette.

Mr. Jas. Strang, Balduf, shipped out three cars of wheat, of a total weight cut of 250 acres the output will be over 6,000 bushels. The 3,000 to 4,000 bushels threshed averaged better than two to five.

Mr. Van Meter, of Millet, Alta., had seventy-five acres of ripe oats cut before frost. He does not consider that his crop is damaged at all. He also has two acres of ripe timothy cut for seed about Aug. 15. The grass was an excellent crop. The Millet farm is attracting attention of immigrants. Five families arrived from Nebraska within the past two days, bringing several car loads of effects.

On Friday of last week B. Krieger brought to this office half dozen potatoes that are a little above the average size. The six will weigh at least ten pounds and are well formed. One would make a good meal for a laboring man. Mr. Krieger says he has over an acre of tubers nearly ripe. Also he has a crop of good potatoes—Watskwin Times.

C. Wilmot Strathy and Sheriff Robertson drove out yesterday to the Riviere Qui Barre. Mr. Strathy brought back a splendid sample of wheat from the farm of Mr. Donald of Riviere Qui Barre. The wheat was in stock. The grain was hard and perfect. One of the best in progress in all parts of the settlement visited. About a third of the crop appeared to be cut. A third of the mission has been cut. The fields of oats, now being harvested. Mr. Strathy, who represents the Canadian branch, is much impressed with the Riviere Qui Barre district, a magnificent stretch of beautifully lying land with the richest soil—Edmonton Bulletin.

Harvesting is about completed around here now and all sides can be heard the hum of the thrasher, pouring forth the golden grain. The wheat is averaging well, but the oat crop is exceptionally large, the wheat averaging about 20 bushels per acre, and the oats about 70 bushels per acre, the latter being of a volunteer crop and a fine sample—Elkhorn Advertiser.

It will be good news for our readers to learn that a large amount of the wheat that was cut out on July 12th, last gives promise of yielding a fair return. In the case of Mr. Thord's, the old straw rotted and a new vigorous growth commenced from the old root and the high hills were not injured at all, the only difference being that they were rather late. As an instance of this, Mr. Thord's Webb's oats which were sown on July 12 are now five feet high and a splendid sample. Mr. J. J. Beesley, of Marlborough, has 40 acres ready to cut. The wheat did not do so well and was cut later. In Mr. Beesley's case, his wheat is two and a half or three feet high and has commenced cutting this week. Of course, it is a little on the green side, and it is impossible to tell the yield per acre until it is threshed. Mr. Beesley's garden also recovered, and now a stranger would never know it had been cut to pieces—Halifax Advertiser.

Brome grass promises to be a great success in the Moose Jaw district and magnificent results are being reported daily. Mr. Jos. A. McKillop, of Moose, has a field that yielded him three tons of hay per acre, using four pounds of binder twine.

Thos. Kingston struck a record clip in a very heavy field of wheat last week, having cut 150 acres in 5 1/2 days, using 700 lbs. of 60 lb. Manilla twine. The work was done with two 6 ft.

McCormick binders—Mantou Western Canadian.

Morden, Man., Sept. 14.—We had a very heavy fall of rain yesterday afternoon which lasted for several hours, and put an effective stop to the threshing. As a great deal of the grain in this district is in stack, the delay will not be as great as it otherwise would be. Several farmers in this district have had exceedingly fortunate, and the yield has exceeded their highest expectation. One farmer near here threshed last week, and secured 30 bushels of wheat, and the farmer north of town secured 32 1/2; but the best record so far in this district is from a farm adjoining the river, and from land that has been cropped for over 15 years. The return was 55 bushels per acre.

Portage la Prairie, Man.: The rain which fell Saturday and Sunday will do some injury to the fields of wheat yet in stock. The stacks, where stacking has been done, will of course suffer very little, but speaking generally of what is in stock the shovers will mean the loss of a grade. Even with favorable weather the shovers will commence again until Wednesday or Thursday. It is estimated that at the most scarcely one-third of the plains has been threshed. There are complaints that some separators are not doing their work, and in sections of this district the grain being turned out is very uneven, with the result that the mill is being choked at the elevators. Oats began to be marketed the latter part of the week. There was a good demand in the samples and the price ranged all the way from 22 to 25 cents per bushel. Winnipeg Times.

33.—The threshing returns so far are exceeding satisfactory. Mr. T. Armitage has a field on his farm adjacent to the town which yielded slightly more than fifty bushels of wheat to the acre. John Atkinson is reported to have 30 bushels on the average of his whole wheat crop with fields whose yields approached fifty bushels per acre. Mr. Elias Johnson, near here, has a yield of forty-two bushels for his wheat crop. It is considered that 30 bushels is a low estimate, and the average yield for this district.

Gladsstone, Man., Aug.: Threshing returns in this district are very satisfactory. The yield is not as large as was expected early in the season but better than when the crop was in. The yield generally runs from 18 to 25 bushels per acre. The early threshing of the straw plies which can be heard in every direction and here and there the straw plies are taking the place of the fields of a few weeks ago. There seems to be a general complaint this year that threshing is slow, and the returns are reported. The general result so far as farmers are concerned are very satisfactory. While there are no phenomenal yields the general average is thirty bushels per acre or better. Without doubt there will be twenty-five bushels per acre in this multiplicity and if favorable weather continues the better than when about the same. Mr. J. C. Barrett, proprietor of a town, threshed from one field of twenty eight hundred bushels of wheat, an average of 40 bushels per acre.

The Potato Crop.

The opinion is being fostered by recent daily paper reports that the Manitoba potato crop is a large one this year, and that the market is tight, and country sellers should be careful not to accept low prices on the strength of such reports. But the people in the trade here believe that potatoes are good value at present prices and do not anticipate a rise in price. It is believed that receipts will be light at most shipping points.

The Cheese Market.

The course of the cheese markets has been disappointing this season. There has been less inquiry for cheese for export than in the old country markets, and the prices have remained at a low quotation. The prices of this important staple product of the farm are now below what they were a year ago. A good deal of money has been lost, both by farmers and by those in some factories, having become disappointed in the results of the season so far. They have had to reduce the cost of butter making, and are in that way increasing the supply of that article, to

the detriment of those who were looking for a good crop. A good crop depends on the size of the British make of cheese, but it is reported that there will be a short make in England, and that, it is hoped, will soon stimulate the demand for the Canadian article. A writer in the Montreal Trade Bulletin says: "I do not see any reason for holders to get frightened. If the Canadian September make is exceptionally large, and follows a big August output, it will be a short make in England, and that is not impossible to get nervous about, but it is impossible we should have a big make here, and business writers in the west may recover and show a good autumn record it is out of the question for September cheese to be turned out in England in any quantities while the dairying industry at the moment is in a very bad way.—Globe.

Give the Clerks a Chance.

James Hustle was a Man whom Fate had placed in a retail shoe store. He was an active, well meaning fellow, but there were some things he could not learn.

He was a good Merchant and knew how to buy and sell Shoes. The Capital was Ample, the Corner was a good one, the business proposition was good. Hustle had a serious Falling—he could not delegate Authority. There were several employees in and about the Establishment. For the most part they stood about while Hustle did all the work. He had an idea that no one could tie up a Bundle or wash the Windows. If he didn't do these things himself he would get nervous while they were being done.

The Atmosphere was always full of fret. Hustle was never satisfied. He complained that Hustle kept them in a Tempest all the Time. If they attempted to work the Proprietor practically stopped them and then tried to do the job himself. He worked like a steam Engine all Day and could not Sleep at Night.

One day Hustle felt so Weak that he consulted a Physician who said "You are wearing out. Go away and take a long Rest." But the shoe Man answered, "I cannot leave the Store." A few months later there was a Crave on the Door and six of Hustle's best Friends walked slow on either side of the Coffin.

Moral: Don't do it all yourself.—Hale and Leather.

A Word to Salesmen.

F. A. Southwick in Hardware: Tact is a talent that should be continually cultivated, as it is the tactful man that is successful. A second writer says in that tact is superior to genius. You can hardly name a phase of political, commercial or social life where the man of tact is not ahead. Ability and brains have been relegated to the rear or kept in subordinate positions while the man with the hypnotic art forged ahead. Don't misunderstand me, I do not mean to say that it is superior to brains, but with those for the permanent, but with those for the charge and tact for the match, bulls' eyes are a sure thing.

If the salesman secures orders simply by the argument of lowest prices, then it matters little and he need read no further in this article. But if his house is handling or making a good line, it should be his strongest argument that there is no question in the price. If his wares are equal to those of other makers they are of equal value, and in these days of combin-

ations and gentlemen's agreements it brings your customer to look at the question of price is left out of any argument. It is often observed that the man who is able to obtain the highest rank by such means is a high quality and a corresponding high quality. A failure on the part of their salesmen to secure the higher price was looked upon as a confession of failure and they were "allowed to resign."

Don't dispense with your own line. It will take all your skill and ability to produce and present your own line. Deceiving the eye of the customer is a high art and whenever the salesmen of other people are found jumping on a company of the latter should rather cut down its advertising appropriation. You should be familiar with the points wherein your house considers its goods better than those of other makers, and if forced to compare, should honestly point out the advantages claimed. Even then avoid criticism or any inferences of ignorance. Seek rather to bring your customer to look at the matter from your point of view. Make no statements of which you are not absolutely sure and which you are not yourself believe. Truth is ever convincing; the slightest untruth throws doubt upon the whole case. Many times has justice miscarried because some witness, in his enthusiasm, has drawn from his imagination a picture of fact.

Do not ever attempt to discuss a subject on which you are ignorant with a man of business. He will not have a knowledge of uses of goods you handle and ascertain the technical meaning of the peculiarities of the craft. Absence of such knowledge will inevitably lead to some incorrect use of technical words which will immediately convey the impression that you are not master of your business. Then confidence runs away and you are unable to meet you. The correct and easy use of the terms of trade relating to goods you handle will convey largely to convey the idea that you know your business and your advice can be safely followed.

Railway and Traffic Matters.

It is reported that the Canadian Northern railway company has been purchasing land at West Fort William. D. McNeill, vice-president and general manager of the C. P. R., was in Port William last week in company with General Supt. Leonard, of the western division. General Supt. Williams, and Superintendent Ross and Chapple. They were looking over the ground there and at Port Arthur to see if some definite plan for future extension. The company recognizes that it must extend at that point and that more room must be had for coal, for freight and for wheat.

The Canadian government has received a request from the government of Tasmania for a supply of the eggs of Pacific coast salmon for stocking the waters of that far off land.

The Manitoba department of agriculture is still receiving requests for men for threshing and farm work. Yesterday a letter was received from Piecion asking for six men, pitchers and teamsters for threshing. The wages and at Port Arthur to see if some definite plan for future extension. The company recognizes that it must extend at that point and that more room must be had for coal, for freight and for wheat.

See Our
Price List
Preserving for
Fruit

Freestone Peaches,
Washington Plums,
and other fruit, this
season.

Ontario barrel Apple
low arriving.

U. S. Cement Works.

In 1888 there were 31 works in the United States producing 3,992,281 barrels of Portland cement, valued at \$2,670,774, and in 1893 there were 26 works producing 5,052,231 barrels, valued at \$8,074,371, thus showing an increase of 55 per cent in quantity but only 55 per cent in value. The principal states where Portland cement is manufactured are Pennsylvania, New Jersey, New York, Ohio, and Michigan. In the Lehigh Valley region in Eastern Pennsylvania, and Western New Jersey, where there is an immense deposit of clay limestone, there are two works which produce more than any other in the city. The capacity of one being 8,000 barrels per day and still increasing. Owing to the keen competition a sharp fall in the price of the domestic product may be expected, with increased demand, which will result in the shutting down of some of the smaller works, in time, only those works with a large output will be able to compete. The average annual rate of increase in make was about 4 per cent during the last four years. This rate cannot continue without bringing deterioration to the trade, and so the annual production in four years would exceed the amount actually made in 1893. About 70 per cent of the cement made in the United States is now burned in rotary kilns, which are far more economical than the vertical variety and give a larger output. It has been found that the best kiln takes out from 15 to 20 barrels per day, with a fuel consumption of about 20 per cent, by weight of cement produced. The best rotary kilns produce from 40 to 80 barrels per day, with a consumption of about 30 or 40 per cent, while the rotary variety will produce from 120 to 200 barrels per day, with a consumption of about 30 per cent. While the rotary kiln may consume more fuel than the other, the cost of labor is considerably less, viz., 2½ to 4 per barrel by the rotary and 4 to 12 to 14 per barrel by the vertical kiln. Further, it requires five shifts to equal the product of two shifts by the rotary. In most cases it is slightly less in the case of the rotary plant. Altogether there appears to be economy of cost in the rotary kiln, and in favor of rotary kilns, which is likely to be increased as further improvements are made. In most cases American cement plants machinery is substituted to eliminate labor, and the best petroleum engine is used for fuel wherever possible to do so, the latter being sometimes used to drive the engine. Electric power is also used for driving machinery as well as lighting. In the best arranged works the rock, which is broken and loaded into trucks in the quarry to the site is packed as finished cement in bags, in one case, on the other hand, the only manual labor employed in the mill is what that necessary for operating the machinery. Every known mechanical device for rapidly and efficiently handling the materials is introduced wherever possible, and generally duplicated to avoid delays which should not become broken.

In addition to the cement, large quantities of natural rock cement are manufactured, chiefly in the state of Virginia and New York. In 1893 there were 76 works producing 9,928,173 barrels, valued at \$4,814,721. The consumption of fuel in the United States during that year was 2,148,888 barrels, and of the domestic product 1,952,231 barrels, showing that the total consumption of all kinds of cement up to 17,628,883 barrels.

A World Wide Cause.

The association came among retailers is gaining new friends every day and is extending in scope, until it is a world wide movement, and is of great influence. In this issue, says the Bulletin and Trade of Minneapolis, will be found a review of what is being done in the Australian colonies in this direction. The Victorian Association, which includes among its members the best retailers in Victoria, Australia, is comparatively young in years, but has made a record for itself along the lines of practical good accomplished for its members. This record is being made up along lines similar to the American state associations, and it has taken up many trade abuses which English firms, who supply goods wholesale to the Australian manufacturers, having corrected many existing evils within the two years that it has had an existence.

A paid secretary is maintained, there is a central office, the work of the association is wellbourne, the work including the furnishing and information concerning clerks and customers, and the storing of orders and the arrangement for their carriage. This organization is, perhaps, more extensive than the British Federation of Grocers, and has a far greater number of members than any other similar institution. Undoubtedly in this fact alone is growth from a membership of less than 200 in the couple of years ago, to a present membership of 10,000, and it is possible, as so heavy that they would shut out many retailers in this country, having been fixed on the basis of five dollars per year. This association is self-supporting and it commands the respect alike of retailers and wholesale dealers. With active associations in Australia, in the British Isles, Canada, in France, and in the United States, it is apparent that the association of grocers is growing, and that it is reaching a point where it is no longer regarded as a chimerical project. As this cause is being practiced, as the example is being demonstrated, as the retail trade that can be obtained in no other way, and that is being supported, if it would be successful in their business.

One of these days it will be a great rush of retailers everywhere, a course identical with the association cause. Nothing brings more success, and the success is being demonstrated, in its world wide inception of today, meeting with success, after success that cannot fail to make it stronger and better in the eyes of even the most ignorant and unprogressive retailer.

Life of Locomotives.

(Boston Herald.)

We alluded the other day to the record made by a British locomotive on the Great Eastern Railway, which had just completed a run of 30,000 miles, having been running since 1870, and being a regularly employed engine on the express passenger line. It is now announced that this is not by any means the oldest British locomotive still at work. In the southeast of Ireland, on the Waterford & Tramore Railway, there is a locomotive which was built in 1845. This railway in itself is rather a curiosity. It is only 20 miles long, and is entirely isolated from all other lines. There are no intermediate stations on the line, the cars are provided with doors on both sides. Another English locomotive, built in 1848, is still in use on the Chemin de Fer du Nord of France. The Locomotive Magazine, in commenting on the long life of British engines, says that the longest running engine is designed to stay. There are plenty of engines running to-day on British roads, which were built in the original ones, too—that were constructed twenty, thirty, forty and even more years ago. It is not easy to imagine reliable in every way. American builders can show nothing even remotely so good as these engines. The oldest loco may be as short as ten years. It would certainly be considered aged at fifteen, and it is not easy to see how it is not above a score of twenty-year-old locomotives in the whole of the United States. It is not easy to see engaged in the passenger service of any first-class line.

We should like to know on this point if there is any economy in running engines for so many years. In that direction, the cars are being improved much out of date, for improvements are constantly made in engine construction. It is not easy to see how some British roads run a locomotive when it would be economy to send her to the scrap heap and replace her with a modern machine?

Valuable Experiment.

A special correspondent of the Toronto Globe writes in referring to a visit to the West, in the course of a letter to that journal has this to say about the trials of the Red Eye engine made at the Brandon Experiment Farm and elsewhere:

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mental farm at Brandon has done much to improve the quality of the farmers in the district. In 1883, when Manitoba entered her best record for wheat, the district had an average yield of thirty-two and one-half bushels. It is not expected that this record will be equalled this year. Some fields will certainly give over forty bushels to the acre, but there are also many that will give under twenty. Mr. Brewster, an experienced experimental farmer, has reduced his first experimental crop to 21½ bushels per acre for the district at large, and 18½ bushels. This will, however, be a very good average for the 24,228 bushels estimated by the government's latest report. The average for the provincial harvest at about 10,000,000 bushels of wheat.

The 'what' trouble noticeable in this district is the result of last week's heavy storm of rain and wind. Many fields of oats have been knocked down as a result. Corn is in a state of the process of maturing in some of the fields that were sown late.

What is most filled out in the district in comparison with the amount of the yield. The explanation given here is that the weather just at the time the seeds were forming. Men who have observed the yield of the Dakota and Minnesota say that this has been the result of such weather here, and that the yield in the regions here in the same way. The firm itself has what that will yield 100 bushels to the acre, and out of the 100 bushels and possibly 120. The location of the field is on the banks of the Assiniboine River to the crest of the hills to the north, gives it land of different elevations, which is an experiment. One of the most useful and interesting experiments carried on here has been the collection of seeds of Red Eye and yet ripe, but in order to avoid the danger from frost. Samples have been collected from Europe, Asia, Africa and other parts of the world from the valley of the Archangel River, from the hills in the north and parts of India. In this country two crops are usually obtained from the same seed, and the second of rice. An early ripening variety of wheat has, therefore, been selected for this purpose. In India, while climatic conditions have been shown by experience in Manitoba to ripen nine to ten days earlier than Red Eye, but they yield only about nine or ten bushels per acre. The next step has been to produce a cross between Red Eye and the process has taken considerable time, as it must be begun with individual seeds, and the results, however, of experiments carried on in this way, not only with the Indian variety returned to, but with all crosses collected have about 700 varieties have been produced. One of these, the Preston, seems to have given most satisfaction. It is a cross between Red Eye and an early Russian wheat. It ripens about ten days earlier than the pure Red Eye, and its rapid-growing seasons even this advantage over the pure Red Eye. The general opinion still favors Red Eye. The farmers do not wish to lose the yield of Red Eye, but they return that the largest possible, even though there is a slight increase of risk of frost, and government standards require No. 1 hard to contain 75 per cent of Red Eye.

Experiments were carried on last year at the Calgary experimental station, under the government, and the results were very satisfactory, but an early frost in August destroyed their value. The rainfall during the season was about the average, and this also detracted from the investigation.

The results of the Preston and Red Eye were seeded. The notes taken during the growing season indicated that the Preston was the first that would be of importance in the Territories. From one acre, Dawson gave a yield of 20 bushels of pure Red Eye 20½, while the former two crops, September 11, ten days before the first frost, had yielded 18½ from the Red Eye, and 18½ from the Preston. The yield of the former was 18½ last year also. Calgary. Very successful crops have been raised in South Alberta for some years, and there has

been considerable discussion in the press and at farmers' meetings on the value of the crop. The question of fall wheat in the Territories. But the past winter has been a most trying one, and the crops have not afforded the fall crops, and further experiments are considered necessary before a final decision is reached. The year's crop was a surprise, however.

While experiments at Brandon show that the Red Eye is a good variety, it flourishes in this climate, nature herself has shown that it is the best teacher in this line, as it has been proved hardest, after all.

The question of the being made here, showing the advantage of using Home grass for grazing. Two steers have been grazing during the whole summer on one acre seeded with this grass, and the plot still offers sufficient for the balance of the season. The fact that the grazing areas in the western States may become exhausted has received the attention of the Washington government also. The agricultural department has imported forage plants and grasses from South Africa, and other semi-arid countries to replenish the western grazing ranges. But the department has also been busy with the question of stock owners, who view with alarm the attempt to improve the country, as being a loss of their final absorption within the area of cultivation.

North of Scotland Canadian Mortgage Company vs Merchants Bank.

On Monday at the court house Chief Justice Kilian delivered judgment. Mills, of the North of Scotland Mortgage Co. vs. Merchants Bank. The plaintiffs, the North of Scotland Mortgage Co., Messrs. W. Wood, L. E. McCann and E. J. McCann, the terms being that they were to store the crop in an elevator in the city of Montreal, and in the event, if they themselves, they afterwards sold the amount of the wheat to defendant, John Mills, and the proceeds were to be paid to the Merchants bank at Portage la Prairie and made a payment on account. The plaintiffs had advanced the amount of the warehouse receipt for the North of Scotland Co., but it is contended, without the authority of the plaintiffs, Mills sent the receipts forward attached to drafts on E. O'Reilly, of the Winnipeg Grain Exchange. O'Reilly paid the amount of the drafts to the Merchants bank and took up the warehouse receipt from the elevator connected to the Portage branch to Mills' credit and interest by him. The North of Scotland Mortgage Co. brought this action against the Merchants Bank for \$20,714 and interest. Mr. Munson, K. C. for the North of Scotland Co., Mr. Cooper, K. C. and Mr. Chippen, K. C. for the Merchants Bank, Mr. Howell, K. C. for Munroe.

Edmonton Homestead Entries.

For the past eight months the entries for homesteads at the Edmonton office have been as follows: January, 1894, 12; March, 1894, 14; April, 1894, 5; May, 24; June, 15; July, 18; August, 19. These are the largest number of entries in any one period in the history of the office. The entries include the returns from the sub-agents of the Northern Territory, Lodge, Fort Saskatchewan and Strathcona. The Ledger office is now closed. The returns of the office for the official year show that from the 30th June, 1893, to the 30th June, 1894, there were 1,625 homesteads entered, as compared with 1,037 for the preceding official year, a difference of 588, or 57 per cent. The total number of entries for the year is 1,625, of which 1,037 are of land—Bulletin.

WANTED—SEVERAL PERSONS OF character and good reputation in each state (only one required) to write and edit an extensive and established weekly business and financial publication. Salary \$1,000 weekly, (plus) additional, all payable in cash each week. The advertiser desires horses and carriage furnished, when necessary. For particulars apply to the advertiser in envelope. Manager, 310 Oxtou Boulevard, Chicago.

Dr. Saunders in the West.

Dr. Wm. Saunders, the director of the experimental farm, passed through the city Monday on his way homeward to Ottawa, from an extensive trip throughout the west.

In a press representative Dr. Saunders made some interesting statements with respect to his trip on his way westward. He visited the Province of Manitoba in the neighborhood of Cardston, and was greatly impressed with the remarkable results being obtained by those who are, he says, ideal settlers for such a district as in which they are located, where there is necessary to the successful cultivation of crops. Their progress is largely due to their methods of co-operation, by which each farmer carries out a portion of a general plan of improvement. For instance, every eight farmers combine in putting a fence around the plot of land used by their farms; and in other ways they work together for the common good.

One of the remarkable features of the farming is the success which they have met with in growing fall wheat. Experiments by the government at the head farm and by the farmers in the growing of fall wheat have never been successful, but in the Cardston neighborhood, just owing to special climatic differences, no difficulty is encountered in bringing this wheat to maturity. The wheat is sown in the fall, and it attains quite a growth before winter comes. The wheat is a red chaff wheat which they call the Odessa. It comes from Utah, and is of a new variety. It is a very more prolific wheat than Red Fife, running from 30 to 35 bushels per acre, and when excellently sown and irrigated, but if placed upon the market, would not command as good a price as the hard red wheat. The wheat is raised here, but if ground at the local mill, and used for home consumption. They grow corn, and also raise alfalfa, growing it in the spring in the usual manner. Professor Saunders also noticed that the head settlers made a point of breaking the land early in the spring, and moving out the fence posts, and in the morning get a half crop of wheat which they regard as better than letting the land lie idle until the spring. It is the practice of the head settlers to break the land in the summer. With reference to their wheat, Dr. Saunders says that Mr. Angus McKay, the superintendent of the Experimental farm at Indian Head, visited Cardston some time ago, and secured samples of their Odessa wheat. Two bushels of this were planted at Indian Head last month, and the grain is now well above the ground.

Another immense best-sugar factory is to be established in the near future at Raymond, a new settlement now being formed between the Mormon settlements of Stirling and Magrath. The chief promoter of this enterprise is J. C. Jesse Knight, a Mormon millionaire of Utah, who has already made his faith in Canada manifest by large investments of capital. A year or so ago he purchased from the company which has been formed for a ranch, and he has already stocked it with some 5,000 head of cattle and the purchase of 100 head of horses and Territories last fall. He owns the town site at Raymond, which is now being staked out. The farms and acreage being plowed here. This is to be divided up into lots of 80 acres, and a better buy than any other place to grow annually 10 acres of sugarbeets. Next year all this land will be planted in wheat, and the following summer the cultivation of beets will begin. By that time it is expected that the factory will have represented an outlay of nearly half a million dollars will be ready to start. It is expected that the sale of this land by Mr. Knight will be that the title will be turned to him if he should not wish to build and are sold on the premises.

During his trip Dr. Saunders, of course, inspected the Canadian wheat farms. At Brandon he found the crop very good. Threshing has now almost completed, and the returns show an average yield of all varieties of wheat of from 30 to 35 bushels per acre, while Red Fife yielded 35 bushels to the acre, while oats went from 60 to 80 bushels. Dr. Saunders said that the returns of the wheat of many farmers in the neighborhood of Brandon whose wheat was threshed, and whose yield he returned, were better than they had expected. Yields of 22 bushels per acre on stub-

ble and 30 bushels per acre on summer fallow was the rule, and he is inclined to think that the crop he has seen and heard that the average yield per acre in Manitoba will not fall far short of this.

At Indian Head experimental farm the crops were very heavy, the oats going from 60 to 80 bushels, and the wheat from 35 to 40 bushels. All through the Indian Head district the crops were very heavy. This year, the crops there being better than further east along the main line. The doctor has also visited the head farm at Grassie, B. C., where he found very favorable harvest. He reports, however, that it is necessary to the Fraser Valley valley is very disappointing. This is owing to the very heavy rains which prevailed last spring. There will not be more British Columbia this year than will be necessary for home consumption, and the shipment to Manitoba points which were considerable in former years will be almost nil this season.

Discussing the present condition of the weather, Dr. Saunders expressed his belief that it would pay the western farmers to resort to stacking more than they had been in the habit of doing. The custom of threshing from the stack was one that might easily be introduced, and it is necessary to an early rainy season by stacking, the farmer not only guards against the loss of his crop, but also improves in quality, and the extra cost that must thus be incurred is well recompensed to the farmer for this additional outlay.

Mr. Tarte and Mr. Reeve.

A Collingwood despatch bearing date of Sept. 13th, says:

The luncheon following the launching of the fine new steel vessel Huronic from the ship-yards yesterday afternoon they had been their own doing. The custom of threshing from the stack was one that might easily be introduced, and it is necessary to an early rainy season by stacking, the farmer not only guards against the loss of his crop, but also improves in quality, and the extra cost that must thus be incurred is well recompensed to the farmer for this additional outlay.

Mr. Tarte, after referring to his rejection of the offer to buy the line, to discuss the Grand Trunk's connection with the transportation question. "We are the bosses of the line, and I know it," he said, "and I give you this notice to say that the time will soon come when the Grand Trunk will have to come back from the Canadian side of the line and to patronize the St. Lawrence route. If we want to spend or redeem our money, we must spend money in improving our facilities."

Mr. Reeve evidently took this as a reflection on the loyalty of the Grand Trunk, and a few minutes afterwards, in the course of his speech, said that he was sure that the Grand Trunk in the British Empire than the Grand Trunk company. The Canadian people, in looking after their own interests, had taught the Grand Trunk to do likewise, consequently the Montreal terminals had been transferred to Portland. "My opinion," said Mr. Tarte, "is that it is the largest steamship line going to hold the line of trade of the future. When we charter a steamer, we never think of having any other line to hold the line of trade that should vessel cannot navigate the St. Lawrence channel."

Mr. Tarte, in his reply afterwards, said: "What are you to do in the meantime?" replied Mr. Reeve, emphatically. "Can we delay our dividends and keep our employees' families out of the bread line until the time comes? Would you do that?" "Yes," said Mr. Reeve, "and I am dependent to accommodate vessels that will carry 10,000 tons, the Grand Trunk will have to hold the line of trade. When that accommodation is to hand, you will insist that the Grand Trunk will have to hold the line of trade. Canadian railways must stand by Canada, or we will not stand by them. The Grand Trunk cannot deny it—that those vessels which are navigating the Portland route will have to hold the line of trade. Railway companies have a right to favor Portland traffic by giving it the preference."

Mr. Tarte declared himself in favor of the short route from Collingwood to Toronto, and in favor of the steel shipbuilding industry.

British Columbia Fruit.

The first carload of British Columbia fruit to arrive in Winnipeg this season was run on the Macpherson Fruit company's siding late Monday afternoon. Considerable interest attaches to the arrival of this car. In the past shipments of fruit from British Columbia to this market have not been satisfactory, and though all fruit handlers recognized the fine flavor of the fruit, the opinion was that the fruit could not be successfully shipped for long distances. This season the British Columbia government, acting through the Fruit Growers' association (a purely educative institution) undertook to test the matter. In July Mr. R. M. Palmer, special commissioner of the department of agriculture, visited and discussed the situation with the fruit men and the growers. The result of these deliberations was the purchase of a carload above referred to, in charge of J. C. McCall, of Maplehurst fruit farm, near Coquitlam, B. C., and in charge of the fruit growers' association. The car was six days in transit, and arrived in Winnipeg in excellent condition in a very satisfactory condition. It contained 800 cases (10,000 pounds) of Bartlett and Bussac pears (4,000 pounds) of Bartlett and Bussac pears. The packing exactly resembled that used in the fruit boxes at Washington, the boxes being arranged with good air spaces and thoroughly wrapped in paper.

Messrs. Rublee, Scott and Bright attended the opening of the car, on behalf of the fruit handlers of Winnipeg. The plums were opened first and proved a very fine sample of Italian variety, and were unusually colored, of excellent flavor, and with a noticeably small pit. The cases were opened and the crates, and the baskets contained three layers each, and were neatly faced. There was some criticism as to the packing, and that was they were not packed tight enough in the layer to prevent the fruit from shifting, but also affected the weight. This was due to the mismanagement of the part of the British Columbia fruit handlers, but their idea being that each crate or case should only contain twenty or twenty-five pounds, whereas the average carload from Washington or Oregon contains fifty to sixty pounds. This, however, was pronounced merely a matter of detail.

The pears were next examined and some boxes near the top of the car were found to be a little over-ripe, having a greenish yellow color. The Bussac pears presented a finer appearance than the Bartletts, although the variety was not considered as standard. The difficulty with the Bartletts was entirely a matter of appearance, the skins presenting the roughish brown patches so familiar in Ontario Bartletts, and also a considerable amount of staining. The opinion was expressed that the Winnipeg market, having been educated to the appreciation of the quality of the fruit, was likely to be shy of the British Columbia variety, for a time at least, until the quality of the fruit became more widely recognized. This fruit was all from Chilliwack, and was packed in the same manner as the Bartletts from the Okanagan district, would present a much more attractive appearance. To sum it up, it was generally admitted that the condition of this car arrived disposed of the question of the practicability of shipping British Columbia fruits to this market. The fact that these plums and pears came later in the season than the Washington fruit is an indication of their market value here as compared with the fruit that the supply can be depended upon, and that the fruit handlers would greatly prefer to put up as much as they could in cooler weather.

The fruit arrived on the Winnipeg market at \$1.25 to \$1.30, and the pears at \$2.75 to \$3.00 per box. Mr. Tarte, after staying a few days and will then return to British Columbia and make a formal report to the government. The fruit handlers will also call at the principal towns on his return trip to inquire into the condition of the market, whether it is done chiefly through wholesalers or individual enterprises, and also as to the condition of the fruit, and to trade as to the possibilities of increasing and as.

Bank Manager Returns.

D. R. Wilkie, general manager of the Imperial bank, returned to Winnipeg on Monday morning after a trip through the west. He had visited all parts of the North-West and British Columbia, in which the bank does business, and found general conditions very good everywhere, except in the mining districts of British Columbia, where, owing to the trouble of the miners, the situation in work at the mines is due to the outside labor market, and is, however, thought, although there might be other causes for the stoppage of work on a few individual mining properties.

The conditions in Manitoba and the Northwest Territories were good, but there is still considerable grain standing in the Prince Albert district and around Calgary and Edmonton. He says that he did not find everyone jubilant over the crops, although they are very good, but satisfaction generally depended on rain and sunshine.

Mr. Wilkie considers that the introduction of Italian varieties of fruit to the country was a great blessing. He did not see any of their settlements, but the reports of the laborers, and the labor problem would have been very serious this year had it not been present for help with the harvest.

The great opportunities which this country offers to the fruit handlers, Mr. Wilkie thinks, is just beginning to be appreciated, and a hopeful sign is that the great influx of Americans are coming here to take up land. In a few years more there will be a great influx of Americans to take up land. Mr. Wilkie has recently inaugurated a new system of disposing of the fruit by having his bank from the Portage mines. It is now shipped to the Dominion agency office in Vancouver for treatment, and the first consignment of two trucks valued at \$2,000 and \$1,000 respectively, were shipped a few days ago. Hereafter all the good received by the bank from the fruit handlers will be forwarded to Vancouver.

WANTED—SEVERAL PERSONS OF character and good reputation in each district, to represent and sell the following advertisement, established weekly, for \$1.00 per copy, and \$1.00 per week, salary \$1800 weekly, with expenses additional, all payable in cash each month. Send your names, references and carriage furnished, when necessary. Address: The Commercial Office, Winnipeg, Minn.

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The manufacturing public are invited to examine our latest over the Imperial Dry Goods Co.'s store, doing perfect work at the rate of from 3,000 to 4,000 stitches per minute.

FOR SALE

A good business at a point in the North-West Territories, comprising a general stock of merchandise, also lumber. There are two elevators and season's receipts average 80,000 to 125,000 bushels. There is a contract for the year 1902-1903 will be given to right party. For full particulars apply J. The Commercial Office, Winnipeg.

Sign and Show Card Writing.

There is one department of modern merchandising which has not been touched upon on this page, says the Commercial Bulletin of Minneapolis, and that is sign and show card writing. This is a department that is important to every retail merchant, no matter how large or how small his store may be. The small retailer who does not advertise through the newspapers or circulars or posters, finds in signs and cards attached to his stock, and on the front of the store a method of reaching the people who pass his store, and this is at the same time an effective and cheap means of advertising. It is one also in which great progress has been made during the past few years, and the capable sign writer can now produce within a very short time, signs and price cards that are artistic and at the same time effective in winning trade. Only the plain cards will be treated in the articles to follow. For the reason that the signs of the highest quality of card writing embraces and requires an education along with lines, and the sign writer who desires to become proficient must necessarily take instruction from a well qualified teacher. In a series of newspaper articles that instruction cannot be given to the best advantage. Personal contact with personal relations, and with an expert are therefore necessary. There will be several of these articles, and those who are interested in them should cut them out and preserve them, or better still retain all issues of the Bulletin and Trade in which they appear.

Three things are necessary to the beginner in card writing: a good quality of cardboard, a well arranged assortment of necessary colors, and brushes. In addition to this the card writer who wishes to win success must have an unlimited amount of stick-tives, these must absorb information from practical experience, as he goes along. One of the first steps necessary to the beginner is to procure cardboard. This can doubtless be obtained from the dealer in your part of the country in all colors and sizes, and at a very limited expense. For the beginner the cheapest of boards is the most practical, as this will not involve any considerable expense, and I would suggest that the first work be done on plain white card, with black ink. It will show to better advantage than colored paint on a colored card, until the beginner is in a position to discriminate and harmonize colors. If, however, colors are thought desirable from the start, the beginner may use dark colors on light cardboard and light colors on dark board. Here there will be plenty of contrast and signs thus made will show to advantage. If tickets for window or store displays are to be made, both the cardboard and the paint should contrast with the goods on which they are to be placed, and if any question as to the desirability of the cardboard and paint to be used in contrast with the goods is brought up, it will probably be better to revert to the original proposition and use white cards with black lettering. This will contrast or harmonize in most every case.

The matter of proper brushes should next be considered. There are a variety of brushes on the market, but the card writer should obtain the best that can be offered. Two very small brushes should be purchased and used of medium size; others may be added from time to time as they are required. The four will suit for the beginner. At least one of these brushes should have a pointed end, probably the smallest, and the other three should have square ends. As to size the smallest should be about the size of the ordinary pen brush used by school children in their water-color work, while the other three sizes should be graduated with the largest $\frac{3}{8}$ or half an inch across. The fine brush will be of service in doing delicate work, such as pointing the borders to small circles, filling in details etc., while the larger brushes will expedite work in general effects, and by emitting large figures, in lettering and in borders.

One of the first things the beginner should learn is the proper care of his brushes. He must always keep them clean and pliable, and they had better and used they should be cleaned in oil, and laid out flat to dry. Pliability is necessary to all work, and brushes that are gummed up or are

left dirty or covered with the colors that were used the last time will be found to be very unsatisfactory. Now as to colors. The beginner may make his own choice in this matter. He may purchase several different tubes of colors, including one large of black from the paint store in his town, or he may buy the dry colors and mix them himself. Any paint dealer will give him information as to how to mix these dry colors for his purposes, and the best colors to select will undoubtedly appeal to the beginner himself, or he may choose to call upon a paint dealer to aid him. In all probability it will be better to get a fair assortment of colors from the outset, as this will give the card writer an opportunity to make use of the colors on his first attempt at writing a card or sign, and if the results are not satisfactory then he may return to black and white, in which he can make no failure.

Now the beginner has his outfit, and he can begin his first experiments. His first step should be to accustom himself to the proper handling of the brushes, and to mix the colors, and the application of broad and light dashes of color to the various cards, to see what the effect will be. Who has not seen a waste of time, it will not be found to be so later, when the card writer has advanced to the point in fact it is necessary from the outset that he should be able to handle his brushes smoothly, accurately, carefully, and at the same time quickly. A natural aptitude will greatly aid in this, but a little practice will bring good results, even from a man who is not naturally gifted in this direction.

If the proprietor of the store does not care to take up this matter of card writing himself, he should see to it that one of the clerks is delegated to this duty. Let the person who starts with the cards and signs gain some knowledge before attempting to instruct others, and give him an opportunity to quit, where he will not be frequently interrupted, and where his utensils will be free from interference from those who would dash in with the paints, and who would injure his brushes and waste his materials. This is a sign writing time, a valuable necessity to the modern store, and he should have plenty of time and quiet in which to do his work.

The Retailer Whom Prosperity Spotted.

Podwick had a retail shoe store in a good town, and did quite well until Prosperity came and he contracted a swollen Head. Pod was a fair Shoe Man and was a pity he got struck on himself.

After that he swelled up before the store Mirrors and became cherty and full of personal Pronouns. Podwick claimed great Credit for being a self-made Man, but the credit at the Chicago Houses were obtained by said day, and he was not for any Man, home-made or College-bred.

When Pod was Poor he cottoned to the Salesmen, and seemed pleased to fraternize with the travelling men, but after the Bank closed he had five figures it was a case of Patronize instead of Fraternize.

In the old days he would give the road man the glad Hand and the Gentle Face, but after the Money came he struck the frozen Bread as shook with an icy Mitt. He looked at Samples disdainfully, and the best excitement of the Salesman provoked nothing better than a Grunt.

Now the travelling men were obnoxious to Podwick, but they were in for him just the same. They talked about him in the corridors of the hotels and in the street, the frozen Bread had him down fine before the first Interview. One Man said he hoped Pod might enjoy his Arrogance, that it cost him dear.

Finally Podwick got a countermanding streak. He placed large orders with all the boys one season and posted peremptory Countermands in the next Mail.

The Firms consulted their Salesmen, with the Result that Podwick was ultimately blacklisted as an "Unsatisfactory Retailer." His now has the Alternative of quitting the Business or buying for Cash. Moral—Freeze death before Destruction—Hide and Leather.

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ELKHORN HOTEL MANITOBA W. J. DIXON, Prop.

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W. W. McLEOD,

Post Office Inspector.

Post Office Inspector's Office, Winnipeg, Sept. 6, 1901.

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