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Reserve Fund.....£285,000 "

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CAPITAL SUBSCRIBED.....\$1,430,000
CAPITAL PAID UP.....\$1,175,220
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Accounts of Merchants, Traders, Manufacturers, Cor-
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Interest allowed on deposits.
Drafts issued on all the principal points in Canada,
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This Branch has special facilities for making Collections
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Highest Cash Price Paid for Hides and Skins

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NEW SEASON JAPANS!

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Cor. McDermot & Princess Sts., WINNIPEG.

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The Commercial

A Journal of Commerce, Industry and Finance, specially devoted to the interests of Western Canada, including that portion of Ontario west of Lake Superior, the Provinces of Manitoba and British Columbia and the Territories.

**Tenth Year of Publication
ISSUED EVERY MONDAY**

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The Commercial certainly enjoys a very much larger circulation among the business community of the country between Lake Superior and the Pacific Coast, than any other paper in Canada, daily or weekly. By a thorough system of personal solicitation, carried out annually, this journal has been placed upon the desk of the great majority of business men in the vast district designated above, and including northwestern Ontario, the provinces of Manitoba and British Columbia, and the territories of Assiniboia, Alberta and Saskatchewan. The Commercial also reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

WINNIPEG, FEBRUARY 8, 1892.

Manitoba.

Inland revenue collections at Winnipeg, for January are \$24,104.73.

E. A. Bailey is moving his printing office from Rapid City to Morden where he will start a paper.

A. Roe, proprietor of the Windsor house, Portage la Prairie, has sold out to J. W. Cannon, a late arrival from Ontario.

C. Clement, Treherne, has sold out his business and rented his premises to S. L. Taylor. In future Mr. Taylor will keep a stock of books, paper, etc., in connection with drugs.

The stock of the estate of Blair & Rogers, Carberry, will be offered for sale at Winnipeg, on Feb. 10. The stock amounts to \$31,302 in goods, \$354 fixtures and \$2,028 book accounts.

John B. Mather, manufacturers' agent, etc., Winnipeg, died on Sunday morning last, Jan. 31. Mr. Mather was an alderman of the city last year, and took an active part in the management of the Winnipeg Industrial Exhibition. He was widely known in the city.

Chalmers Bros. & Bethune, of Pilot Mound, have decided to go extensively into the agricultural implement business. They will handle McCormack and other machinery. Geo. Thompson will have charge of this part of the business.

A weekly train service will be established on the Canadian Pacific Souris branch west of Melita this week. The trains will be run on Fridays. The Dominion Express company's service will also be extended on this line west of Melita. The stations served will be Carnduff, Gainsborough and Oxbow.

The following is the board of provisional directors that are applying for incorporation of the Ross-McKenzie Electric Railway syndicate to establish a street railway service in Winnipeg: W. C. Van Horne, Montreal; James

Ross, Montreal; William McKenzie, Toronto; Peter McLaren Morrison, Montreal and George H. Campbell, Winnipeg.

On Wednesday afternoon a large and representation of the citizens of Carberry met in the Western hotel. N. Boyd was voted to the chair, who in a short and business manner, explained that the G. N. Central Co. were determined to move their station from Chater, and knowing the large and fertile plains between Rapid City and Carberry, they were desirous of deflecting their line from Chater, utilizing the old roadway across the plain and connecting with the C. P. R. at Carberry, provided some assistance would be given towards granting free station grounds at this place. W. Walker was appointed secretary. It was resolved that the following committee wait on the council and take such steps as they consider best to secure the road: S. J. Thompson, M. P. P., N. Boyl, Thos. Huckell, J. B. Henderson, H. W. White, Wm. Hunt and Jos. Thompson. There was also a committee appointed to interview the land owners of Brookdale in reference to right of way or other assistance to the road; it comprises the following: Councilors Morgan, and Adam McKenzie, John McDonnell and E. J. Beck. The secretary was requested to write for particulars of charter and lay his information before the meeting of committees to be held on Feb. 3rd.

Notice is given in the last issue of the Manitoba Gazette that an application will be made at the next session of the Legislative Assembly of the Province of Manitoba for an act incorporating the "Western Agricultural and Arts Association of Manitoba," having for its object to organize, conduct, establish and hold an annual agricultural, industrial and art exhibition at the city of Brandon, and to admit to membership, without subscription for payment on the stock, delegates from their societies or corporations organized for the promotion of agriculture, stock raising, dairy, art, or other forms of industry; to enable the association to purchase or acquire land for the purpose of the association; to enter into all necessary contracts; to make the association's exhibition valuable and attractive; to charge admission fees and fees upon entrance for contribution; to receive and collect subscriptions to the prize list and the guarantee on other funds established for the prize list or for the purposes of the association; also power to increase the capital stock and for such other purposes generally required for the carrying on and holding of an exhibition.

Winnipeg Board of Trade.

The annual meeting of the board was held on Tuesday, February 2, in the board rooms. An interesting and lengthy address was delivered by president Stephen Nairn. The report of the council and other reports were received.

The following gentlemen were elected members of the board: Wm. Hunter, Wm. Gordon, J. G. Morgan, E. Redmond, J. F. Howard, R. H. Manning, S. W. Cornell, Thomas Gill, John McKechnie, J. L. Bucknall, G. A. Morricks Wm. Bell, and D. Horn.

ELECTION OF OFFICERS.

The following officers were all elected by acclamation: President, J. E. Steen; vice-president, Andrew Strang; treasurer, George Maulson; secretary, C. N. Bell.

A large number of members were then nominated for the council of sixteen, who were elected as follows: D. K. Elliott, J. H. Ashdown, D. W. Pole, C. C. Chipman, G. F. Stephens, E. I. Drewry, M. Bull, J. W. Harris, John Galt, J. H. Housser, S. Nairn, W. B. Scarth, F. W. Stobart, D. Fraser, John Leslie and H. S. Wesbrook.

The standing committees on taxation and drainage were re-appointed to continue their work.

A resolution was passed respecting the deaths of J. E. Mather and James Anderson.

The council of the board was requested to appoint a committee to act with a similar committee from the city council in the matter of the improvement of the Red river.

J. E. Steen and Wm. Martin were elected as delegates to attend the conference in London, England, of the chambers of commerce and boards of trade of the British Empire in June next.

The following resolution was passed: That this board desire to place on record their appreciation of the prompt action taken by the C. P. R. Company in assisting so largely through the medium of their laborers' excursion in providing the necessary farm hands for the purpose of gathering our late immense crop.

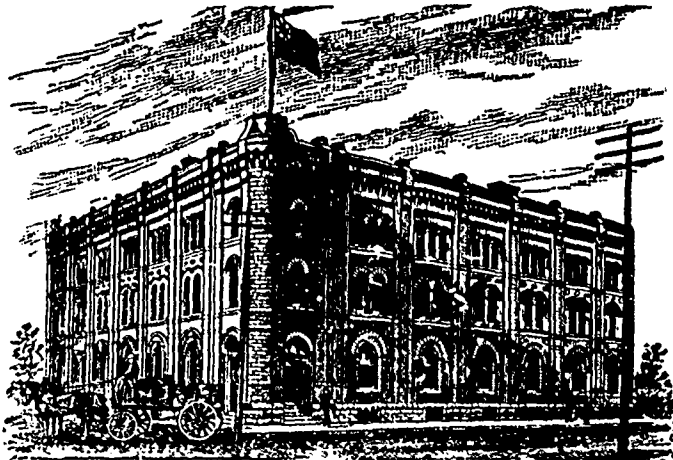
The report of the council and the president's address, which are lengthy documents, will appear in a supplementary number of THE COMMERCIAL, which will be issued in a few days.

THE BANQUET.

In the evening of the annual meeting, the first dinner of the board was held at the Manitoba. It is intended that hereafter this shall be an annual affair. The dinner was a success in every respect, and those who were foremost in urging the holding of an annual dinner, feel much encouraged accordingly. Stephen Nairn, retiring president, presided, J. E. Steen occupying the vice chair. Those present were W. G. Nicholls, Wm. Hespeler, H. N. Ruttan, J. A. Payne, T. A. Anderson, J. A. Green, C. S. Heare, J. E. Dingman, J. Moncrieff, J. Y. Griffin, D. W. Bole, C. S. Richardson, R. Ross Sutherland, S. R. Parsons, J. H. Ashdown, C. N. Bell, T. J. McBride, E. F. Hutchings, W. M. McLeod, Ernest Jarvis, W. C. Keaman, H. P. Torrance, Jas. Stuart, R. Muir, T. Montgomery, D. Fraser, H. S. Wesbrook, A. A. Squier, vice-president Port Arthur board; A. W. Capman, W. W. Watson, G. H. Campbell, D. E. Adams, J. M. Campbell, E. Drewery, (St. Paul), Fred W. Drewry, Duncan MacArthur, T. M. Daly, M. P., L. McIntyre (president Commercial Travellers), H. Swinford, J. H. Brock, Dr. Jones, R. F. Manning, Geo. D. Wood, W. F. Gouin, A. Colquhoun, J. W. Martin, H. N. Williams, R. T. Rokeby, F. W. Ferguson, L. Dwight, John Erizinger, Thomas Gilroy, G. F. Carruthers, W. F. Doll, R. Watson, M. P., S. A. McGaw, E. L. Drewry, John O'Loughlin, A. F. Eden, Mr. Marks, R. J. Whitla, W. B. Scarth, Jas. Burridge, H. T. Champion, Acton Burrows, W. F. Henderson, Mr. Webber, A. A. C. LaRiviere, M. P., Mr. Hall (president Rat Portage board of trade), Robt. Kerr, H. W. Hutchinson, G. F. Stephens, G. H. Rodgers, Andrew Strang, N. Bawlf, D. J. Beaton, C. H. Campbell, R. T. Riley, A. Wickson, J. E. Stinson, D. W. Buchanan, S. A. D. Bertrand, S. W. Cornell, A. McBean, J. A. Mitchell, president of the Winnipeg Grain Exchange, J. F. Howard, D. K. Elliott, Mr. Riddell, D. West, H. Miller, R. A. Rogers, Thos. Gill, Thos. Burrows, J. G. Hargrave, E. W. Mathews, M. F. Christie, W. Bathgate, Jno. Leslie, Geo. Browne, J. G. Morgan, Geo. Clements, J. H. Housser, J. M. Johnstone, John Morris, A. J. Andrews, F. H. Mathewson, Wm. Martin, Alex. Moffat, G. J. Maulson, Hon. J. E. P. Prendergast, Mayor Macdonald, A. W. Ross.

The following toasts were replied to: "Dominion Parliament and Local Legislation," Messrs. Ross, Watson, Daly, La Riviere for the Dominion, and Hon. D. McLean for the Local; "Our commercial interests," J. H. Ashdown; "Our export trade," J. A. Mitchell; "Manufacturing and milling interests," E. L. Drewry and S. A. McGaw; "Financial interests," Duncan MacArthur and J. H. Brock; "The traffic interests," R. Kerr and Capt. Swinford; "The city of Winnipeg," Mayor Alex. Macdonald; "Our Guests," Mr. Marks, president of the Port Arthur board, and Mr. Hale, of the Rat Portage board. The press and the ladies concluded the toast list. The success attending the first banquet of the Winnipeg board of trade will amply warrant the continuance of this feature in the future.

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TRADE ONLY.



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SHEEPSKINS AND WOOL
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☛ We will be in the market this season as usual for all classes of Wool, and are prepared to pay the highest market prices.

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Elevator Engines and Boilers

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—AND—

PORTABLE ENGINES AND THRESHERS.

WINNIPEG, - - MAN.

The Great Supply of Wheat.

Judging from the returns thus far it seems not improbable that the exports during the current crop year may somewhat exceed, and perhaps may largely exceed, 200,000,000 bushels, although at the beginning of the year this quantity was considered a maximum which the foreign demand was by no means likely to reach. There is no longer a question as to the sufficiency of supplies in this country. Many farmers will reason that, if they have been able to market a crop fully 100,000,000 bushels greater than the largest previously grown, there will be little risk in putting in at least an acreage as large as last year. Wheat is often carried over from year to year in considerable quantities, and if the farmer is able to defer selling, he often realizes a better return than he could expect from an ordinary investment of money. But from the figures given it may be inferred that either the farmers or the traders and speculators in this country are likely to have a very large quantity of wheat to carry

C. H. Mahon & Co.

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Solid Good Wearing Goods in all lines. Lowest Prices. Send for quotations.

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POULTRY, HOGS

AND ALL LINES OF PRODUCE
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PARSONS PRODUCE COMPANY

Wholesale Commission Merchants,

WINNIPEG, - MAN.

Highest Market Prices Secured for Shippers.

REFERENCES—

Imperial Bank of Canada, Winnipeg.
Parkhill Banking Co., Parkhill, Ontario.

over about July 1, unless the foreign demand should swell the exports much beyond present expectations.—*New York Commercial Bulletin*

An Anti-Treating Circular.

The following circular has been sent out: The Travellers' Circle of Canada wish to call your attention to the system of treating and being treated to intoxicating liquors when transacting business. We are pleased to note that this custom is now by many entirely avoided; yet some are led to continue it, perhaps fearing that to discontinue a practice they have followed for some time might affect the success of their business. We believe no merchant will allow himself to be biased in the placing of an order by a treat from the traveller who visits him; but we feel the practice in the past has sometimes been adopted in the hope of so influencing the customer, and some travellers who have practiced it have been gradually led into the use of intoxicants to such an extent as to injure themselves, while in some cases it has resulted in the loss of their situations and suffering to their families.

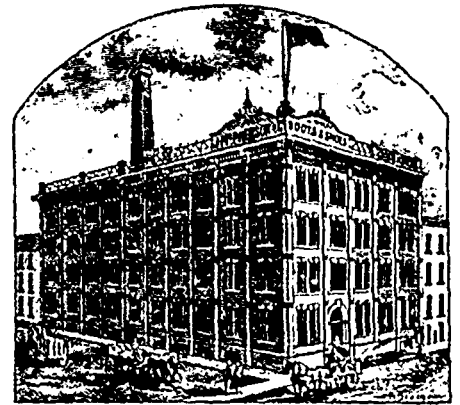
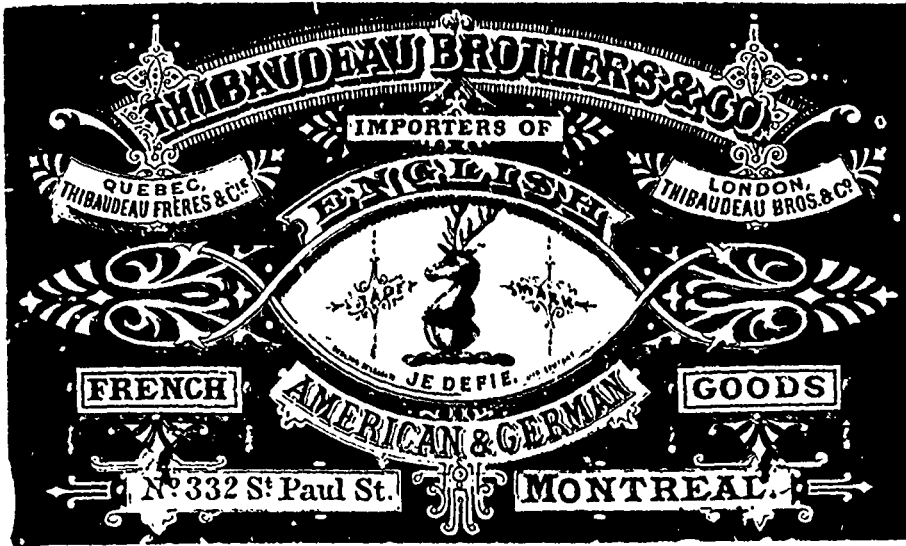
In these days of keen competition a traveller sometimes finds his sales not equal to his anticipation, a spirit of despondency is apt to take possession of him, and if he is susceptible to the influence of alcohol, has taken some with his customers during the day, he is likely to indulge further at night, when he meets his fellow-traveller, after his customers have gone home.

We ask retail merchants to give this matter their careful consideration, remembering that many of these young men have come from homes where parents, sisters and brothers are anxious about their welfare, or perhaps a young wife, who has confided her all in him, has high hopes of his success on the road, trusting he may soon secure promotion or establish a business for himself and continue for her a comfortable and happy home. Kindly abstain from being a party to any course which, if indulged in, will wreck all these high hopes, and leave the victim a nuisance to society.

It is individual effort that counts, and every man should recognize that he has a responsibility on this question.

Signed on behalf of the Commercial Travellers' Circle of Canada.

R. M. STEWART, President.
E. FIELDING, Secretary.



JOHN McPHERSON & CO.
MANUFACTURERS

FINE SHOES

HAMILTON, ONT.

Agent for the North-West & British Columbia :

M. C. Mullarky, Jr., 30 McIntyre Block,
WINNIPEG, MANITOBA.

LYMAN BROS. & CO.,
WHOLESALE
DRUGS AND MEDICINES

Every requisite for the Drug Trade promptly supplied.

TORONTO, ONT.

WINNIPEG SHOW CASE WORKS,

J. & D. J. LaLONDE, - PROPS.
MANUFACTURERS OF

Show Cases, Mantles, Etc.,

312 Princess and 780 Logan Streets,
WINNIPEG, - MANITOBA.

Taylor Importation Co.

GENERAL AGENTS FOR
COFFEES, TEAS, WINES AND SPIRITS,
BELGIUM & HOLLAND CIGARS.
TYPEWRITERS, - Victors, &c.
375 MAIN STREET, - WINNIPEG, MAN.

4711 GOODS!

A Large Assortment in Stock. Try them.
Price List on application.

GENERAL AGENTS, **LYMAN, KNOX and CO.,**
MONTREAL AND TORONTO.

GLOVER & BRAIS,
GENTS' FURNISHINGS,
MONTREAL.

We would strongly advise all our Customers and friends to wait and see our range of goods which will excel all former years.

E. H. TAFFER will wait on you shortly.

Norris and Carruthers,
GRAIN EXPORTERS,
BOARD OF TRADE. CORN EXCHANGE.
TORONTO, MONTREAL.

JAS. SLEATOR. JAS. JOHNSTON.
James Johnston & Co.
IMPORTERS OF
ENGLISH, FRENCH AND GERMAN
DRY GOODS,
DEALERS IN
CANADIAN & AMERICAN MANUFACTURES,
WHOLESALE.
26 St. HELEN STREET, **MONTREAL.**
(COR. RECOLLET.)
Represented in the Northwest and British Columbia by M. J. ARMINGTON.

DICK, BANNING & CO

MANUFACTURERS OF

Lumber, Shingles and Lath,

DOORS AND SASH.

MILLS AT KEEWATIN. OFFICE: OPPOSITE O.P.B
PASSENGER DEPOT, WINNIPEG.

ASK FOR

AND SEE THAT YOU GET

"TIGER" BRAND

Chemically Pure

WHITE LEAD

THE BEST IN THE MARKET.

MANUFACTURED BY

Montreal Roller Mills Co'y,
MONTREAL, P.Q.

Members of the White Lead Association of Canada.

E. F. HUTCHINGS'
GREAT NORTHWEST
Saddlery House
Is now Open for Business.

Our new premises will be found opposite the City Hall, Corner Main and Market Sts.,
No. 519 Main St. and 191 to 195 Market St.

The Largest Stock and Best Equipped Establishment in Canada. Lowest prices and Best Goods is our Motto.

TRUNKS, VALISES, LEATHER AND FINDINGS, SADDLERY HARDWARE, WHIPS, &c.

Don't forget the new premises.

E. F. HUTCHINGS, Proprietor, WINNIPEG.



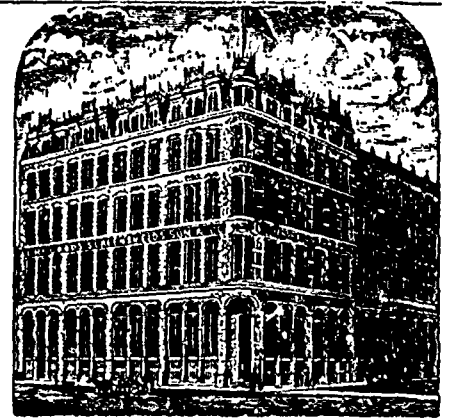
STOBART, SONS & CO

— WHOLESALE —

DRY GOODS

WINNIPEG, Man. ESTABLISHED 1874.

Travellers are now on the road with a full line of
Spring and Summer Samples.



S. GREENSHIELDS SON & CO., MONTREAL,

Beq to draw special attention to the following lines ;

- Prints, Imported and Canadian,
- Dress Goods,
- Carpets and House Furnishings,

Imported and Canadian Woollens a Specialty.

Full Range of Cottonades, Flanelettes and all Domestic Goods.

Sole Agent for the Everfast Stainless Hosiery
Complete set of C. J. Redmond, Donaldson's Floor Samples with C. J. Redmond, WINNIPEG.

JAS. MCCREADY & CO., WHOLESALE

Boot and Shoe Manufacturers,
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SAMPLE ROOMS, 498 MAIN ST. WINNIPEG
W. WILLIAMS, AGENT

J. & T. BELL

FINE

BOOTS & SHOES

MONTREAL.

Representative for Manitoba, N.W.T. and British Columbia,

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KIRKPATRICK & COOKSON

Established 1860,

MONTREAL,

Commission Merchants,

FLOUR, GRAIN, BUTTER, &c.

Consignments and Orders Solicited

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Wholesale Boots & Shoes

Cor. Latour & St. Genovieve Sts.,

MONTREAL.

Manitoba and N.W.T. Agency: J. M. MACDONALD

McIntyre Block, WINNIPEG

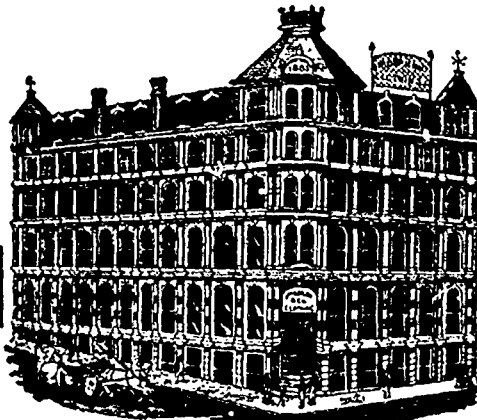
British Columbia Branch: WM. SKENE, VanHorne Block, VANCOUVER.

Jas. O'Brien & Co.

— MANUFACTURERS OF —

CLOTHING

Montreal and Winnipeg.



HEAD OFFICE AND MANUFACTORY:
VICTORIA SQUARE, - MONTREAL.

McAlpine Tobacco Co.

— MANUFACTURERS OF THE FOLLOWING UNEQUALLED BRANDS OF —

CHEWING and SMOKING TOBACCO.

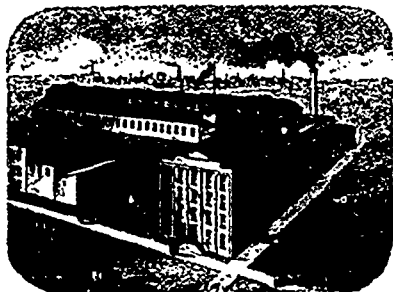
CHEWING :

"BEAVER"

(In 18 lb. Butts)

'TECUMSEH,' fancy

(In 10 lb. Buts)



SMOKING :

'SILVER ASH,' cut

(In 5 lb. boxes)

'Gold Nuggets,' plug

(In 18 lb. caddies)

If your wholesale man cannot supply these goods send for quotations **Direct to the Factory**
TORONTO, - - ONTARIO.

OGILVIE MILLING COY.'

WINNIPEG.

REGISTERED BRANDS :

Hungarian and Strong Bakers' Flour

— DEALERS IN ALL KINDS OF —

GRAIN and FEED.

MILLS :

	DAILY CAPACITY		DAILY CAPACITY
ROYAL—Montreal	1800 Barrels	POINT DOUGLAS—Winnipeg	1000 Barrels
GENERAL " "	1200 " "	SEAFORTH—Seaforth, Ont.	300 " "
GODERICH—Goderich, Ont.	1000 " "		

The Moloch of Modern Business.

It was once a custom to offer sacrifices to Moloch. The offerings to this gentleman were not of jewelry, vegetables or cash, but of human lives, served up on a hot coal or in a bloody basket. The altar of this man-eater was a shamble, in which the patriarch and the babe, the rich and the poor, the wise man and the fool, went into ashes and mince-meat without fear or a coroner's jury. We are fortunately living in better times. The butcher's shop is closed, and Moloch is out of business. The modern man is no longer served on a gridiron or a plate to a cannibal god. We are, however, doing some occasional whittling on the old block. In a refined and conventional fashion we are offering sacrifices of time, health and mentality to a modern Moloch. This last and improved addition of the man-eater is overwork. We live in a rapid age. The clock is too slow and the days too short. We spread a mile of life on a yard of time, and by burning the business candle at both ends the light goes out in the middle instead of at the bottom. Business is a race-horse seldom in the paddock, but mostly on the track. Everything moves under the spur and whip. No nation in the world is covering ground as quick, and in no other can we find such a list of over-worked, exhausted and disabled men. The fact has been overlooked. In the totals of progress we have forgotten the invoices of human life. The commercial and industrial structure is immense and magnificent. We spread printer's ink in statistical Te Deums, and are patriotically proud of our national supremacy. But under the superstructure is a catacomb, and on the back page of business statistics an extended list of lunatics and invalids and a growing pile of undertakers' bills. Attention has frequently been called to this fact by physicians and publicists, but the underground railway to asylums and cemeteries is still running on time and paying dividends.

In the modern conditions of business, it seems to be necessary for some men to be sacrificed for the rest. They are pivotal in their different vocations. When the king-pin is missing the wagon stops. Such men labor beyond the limits of reason and the endurance of nature. Life is a file of invoices. Rest is simply an anxious man sandwiched for a few hours between two sheets, with broken nerves, delinquent health and spells of sleeplessness and nightmare. Artificial remedies are resorted to, in order to postpone the usual catastrophe. Opium, capsules and stimulents are used to stop the cracks in a leaky ship, with the usual finale, in a heavy cargo and a dead captain. There may be an excuse but there is no disguise for this fact. It is deplorably common. Overwork is becoming a public enemy. When business men are conscious of its encroachments on their vitality, they should wisely call a halt, not forgetting that even in this age of cupidity a bank account and a big business is no offset to premature exhaustion, a soft brain and a short life.—*Age of Steel.*

Dairying in Manitoba.

Following is a paper read by Prof. Barro at the recent meeting of the Manitoba Dairy Association:

I need not enumerate the many advantages derived from properly conducted butter and cheese factories. These advantages are now pretty well understood. Many of our farmers are to-day the strongest advocates of the factory system, and in localities where such factories exist they plainly state that they cannot get along without them. Ask the city and country merchants, the loan company managers, what class of farmers meet their accounts most promptly? They will invariably reply: The dairy farmers, the butter and cheese factory patrons. Outside of all ordinary advantages, which a factory can bring, there are here, the most important factors, urging our farming community to adopt dairying as a

part of their operations. There are, 1st, the uncertainty of a sound crop; 2nd, the better utilization of a large quantity of cheap feed; 3rd, the maintenance of our lands in a good cropping condition. It is a well known fact that 100 lbs. of good hay, or its equivalent in 40 lbs. of wheat or 60 lbs. of oats properly feed to good cows, will produce about 60 lbs. of milk. Hence, instead of selling our damaged wheat at 25 to 30c, and our oats at from 17 to 25c per bushel, it would be far better to convert the grain into butter, cheese, pork, bacon, ham and eggs, for which we always find a ready and profitable market. Such operation would enable the farmer to sell manufactured products instead of the raw material, and thus save the manufacturers' profit. He would also keep up the fertility of his land, which cannot fail to become exhausted by constant cropping without manuring.

ITS DRAWBACKS.

The sparsely settled condition of many communities, is a great impediment to milk and cream transportation, and prevents the immediate organization of regular factories. Under such conditions a start on a smaller scale should be made, three or more farmers with good sized herds clubbing together to do their dairy work. Special outfits for the making of either butter or cheese are now available for such purpose. The main drawback of centrifugal creameries has for some time been the amount of work required for their successful management. Fortunately this has been in a great measure overcome. The extra labor required was caused by the use of unsuitable buildings, improperly equipped. In bringing into practical use factory plans designed by myself and other dairy specialists, it was soon ascertained that they were unsuitable for our conditions. Hence other factories were built and equipped in such a way that a man can easily handle from four to five thousand pounds of milk per day. Obnoxious weeds, particularly the so-called French weed, so liable to taint milk and its products, are steadily gaining ground in our best dairy sections, and nothing is done to check their intrusion. I trust that our local Government will be induced to adopt and enforce stringent efforts to insure their destruction. I beg leave to call your attention to the fact that a number of butter and cheese factories are heavily taxed by municipalities under the pretence that such institutions could not be legally exempted from taxation. This, with heavy insurance rates, is a too great burden for our factories to carry, and immediate steps should be taken for their relief. Agricultural industries have been exempted from taxation by special legislation in other provinces. I would, therefore, suggest that a committee be appointed to meet our Government officials during the coming session of the Parliament and to ask such legislation as may be deemed necessary to protect our dairy industries.

REVIEW OF FIVE YEARS' WORK.

In the spring of the year 1886, we had only three regularly organized cheese factories, and a few cheese dairies in Manitoba and the territories. None except the cheese dairies had so far been successful. Centrifugal cream separators were then introduced, one having been operated at the time in the parish of St. Francois Xavier. A creamery on the cream gathering plan was then organized, equipped and operated, but unfortunately it did not succeed. Such was the state of co-operative dairying in 1886. In 1887 two centrifugal creameries were established, and Manitoba creamery butter made its first appearance in the British Columbia markets, where it soon acquired an enviable reputation. During the same year our estimable friend, R. Waugh, took some of that butter to Toronto and Ottawa, where it made a clean sweep of all honors at the Dominion and provincial shows. R. Waugh came back here with a big feather in his cap, and the glowing account he made of his success made us feel proud of our province, proud of Mr. Waugh and as dairymen proud of ourselves. So far so good. We had created

a reputation for Manitoba creamery butter. We next turned our attention, to the further extension of the factory system. In 1888, three centrifugal creameries and nineteen cheese factories were operated. It appears that some of these cheese factories had been established too soon, for in 1889 only ten out of the nineteen cheese factories were operated, but on the other hand five creameries were added to the previous number. A desirable reaction must have taken place during the following year for twenty-five cheese factories and eleven creameries were operated during the season of 1891, showing an increase of seven folds, in the number of factories, and eight folds in the butter and cheese production in five years. It is not very much, but if the same rate of increase can be kept up during the next five years, we shall do well indeed. A glance over the following table may not be devoid of interest:

The table shows the number of cheese factories and creameries in operation in Manitoba during the years from 1886 to 1891. In 1888 there were three cheese factories and two creameries, capital invested, \$9,000; 24,000 lbs of butter were produced and 75,000 lbs of cheese; the total value of cheese and butter was \$12,300, and the total value of cows, plant and production \$36,000. In 1888 there were 22 factories and creameries, the capital invested being \$37,000, butter produce, 65,000 lbs.; cheese produce, 350,000 lbs.; total value of cheese and butter, \$48,000; total value of cows, plant and production, \$135,000. For 1891 the figures were: Cheese factories and creameries, 36; capital invested, \$75,000 cheese produced 600,000 lbs.; butter produced, 200,000; value of cheese and butter, \$100,000; value of cows, \$125,000; total value of plant, cows and cost of production, \$300,000.

In tracing the location of these factories we find thirty in Manitoba and six in the Territories. Forty-three per cent. of their total number, representing forty-six per cent. of all capital invested, are located in the French settlements. Fifty-five per cent. of all factories are to be found within sixty miles of Winnipeg. Hence the city of Winnipeg is to-day the greatest dairy centre of Manitoba and the Northwest.

ONTARIO AND MANITOBA FACTORY WORK COMPARED.

It would be useful to compare the work done in some of our factories with that accomplished in Ontario so as to bring out our natural advantages and locate our deficiencies. Our readers will please bear in mind our inefficient data regarding general averages from Manitoba factories. We can only give figures obtained from a few of them.

	Ontario Factories	Manitoba Factories	Creameries Average
Average quality of butter from 100 lbs of milk	3 1/2 lbs	—	4 1/2 lbs.
Average quantity of cheese from 100 lbs of milk	9 1/2 lbs	10	—
Average yield of milk per cow per season	2,800 lbs	—	3,364 lbs
Value of product per cow per season	\$25.00	—	\$18.87
Value of product per day and per cow	13 cts	—	13 1/2 cts
Average yield of milk per day and per cow	17 lbs	—	16 1/2 lbs
Number of working days	160	180	160
Value of each patron's revenue	—	—	\$184.00

The above table clearly shows: 1st, the richness of Manitoba milk in butter and cheese; 2nd, that some of our scrub herd are doing fairly well, a herd of eleven cows averaging 3,500 lbs. of milk per head at the creamery and giving a net return of \$29 a piece of butter only; 3rd, that the cheese season is at present shorter here than in Ontario, and that the creamery

season is longer here than that of the cheese factory; 4th, owing to the shortness and to the inefficiency of our herds, the average volume of our product per cow is also deficient. But there is no reason whatever why our cheese factories should not be kept open during a period of six months. Some of our creameries have already reached that figure. It is only a question of larger herds, improved and better fed in the fall of the year. With regard to the financial condition of these factories I know that most of them are doing very well, and that all of them are in a hopeful condition.

SPECIAL FEATURES OF THE SEASON, 1891.

A most detrimental feature of the season, 1891 was the prevalence of abortion and sterility in some dairy districts, causing considerable loss to farmers. I trust that such important subjects as abortion and sterility in cows will be treated during the present convention, thoroughly studied by specialists during the present year, and that something will be done to prevent the re-occurrence of such troubles. The dairy exhibition was a success. It brought together a large quantity of dairy goods. Dairymen and farmers had a grand opportunity of judging the quality of butter and cheese, of comparing the skill of dairy operators and also the fitness of the different parts of these western provinces to dairy farming. We were particularly pleased to see our western friends turn out in such numbers and carry off so many prizes. It showed that they are not lacking in enterprise or skill, and that the rolling western prairie with its sparkling water and excellent grasses offers unequalled facilities for butter production. Creamery butter has sustained its acquired reputation, but it was fully demonstrated that very little of our cheese production could be rated as first class, and that it requires immediate improvement. The main defects are: Too much acid and defective flavor. These defects are due mainly to over ripe and tinted milk, for which our factory patrons are responsible. No amount of science, experience and skill on part of the cheese makers will overcome the effects of carelessness and filth on the part of the milk producer. Under the pretext of cool nights and that the milk will keep sweet until morning, our average factory patron evades milk aeration entirely. Yet milk requires at least as much aeration on a cool as on a warm night, for during a cool night a quantity of cream will soon rise to the surface of the milk, thus closing the aperture through which foul odors might escape. A great deal of educational work needs to be done in this connection, and I trust it will soon be undertaken through the channel of our Farmers' Institutes, etc.

IMMEDIATE NEEDS OF DAIRYING.

1st. We are in need of a good exhibition building, but before such building is erected, I hope the exhibition board of directors will consult the Dairyman's Associations views regarding its requirements; 2nd, we are in need of legislation to protect our dairy industry; 3-d, we are in need of an experimental dairy station. Nearly every province of this Dominion has been favored with such institution. I trust that something of that kind will be organized during the present year; 4th, we are in need of dairy instructors and also of a committee of dairymen to advise them. Last year we were favored by the visit of two instructors sent out by the Dominion Government, to which we should give some expression of gratitude. These instructors being well qualified, did their work well. Had they been advised by a committee of dairymen, they would have done still better particularly in the matter of factory and milk inspection. I would therefore suggest that our secretary be instructed to write the honorable minister of agriculture, Ottawa, a letter containing the expression of our gratitude for the sending of these instructors and asking the continuance of such favors, but at the same time expressing our desire that these instructors, on their arrival here, meet a committee of dairymen especially appointed for this and other purposes, and

advise as to the ways and means of doing their work so as to accomplish the most good.

THE DISCUSSION.

A discussion took place on the points brought out by Prof. Barre after he had concluded the reading of his paper. Among other points discussed were: The relative advantages of making butter and cheese, and the importance of succulent foods in the fall, such as rape, maugolds, green oats, etc. Other matters important to the improvement of the dairy were also strongly enforced. The subject of abortion and sterility in cows also elicited an interesting discussion.

Population of the Earth.

In 1866 Bohm estimated the population of the earth at 1,350,000,000. In the sixth issue (1880) of the *Bevolkerung der Erde* the number had apparently grown to 1,455,000,000, showing an ostensible increase of 105,000,000 in fourteen years. But this difference was really due to more accurate statistics and estimates rather than to actual growth. It was somewhat alarming, however, when in the 1882 issue the total population of the earth appeared as 1,431,000,000, showing a seeming decrease in two years of 22,000,000. But this was largely accounted for by the fact that new investigations compelled the reduction of the estimated population of China from 405,000,000 to 350,000,000. The estimate reached in the present issue of 1891 for the total population of the earth is 1,480,000,000, showing an increase of 40,000,000 over the estimate for 1882, being at the rate of 5,750,000 per annum. This estimate is 3,000,000 less than that of Levasseur in 1886, partly due to the fact that Levasseur took higher estimates of the population of China and of Africa than have Wagner and Supan. But as the data for a very large area of the inhabited globe are to a considerable extent based on guesswork, it is no wonder that estimates should differ, and that we cannot be sure of the population of the world to within 50,000,000, possibly 100,000,000 either way.

In 1880 Professor Wagner found that, of the total population in that year, precise data based on actual enumeration (censuses or registration) were available for only 626,000,000 out of 1,401,000,000—that is, 44 per cent of the total. This population has meanwhile increased to 736,000,000 (though the increase in some cases is only apparent); to this must be added 99,000,000, for which, since 1880, exact enumerations have been substituted for vague estimates. This gives 336,000,000 out of the total of 1,480,000,000 of people—i. e., between 56 and 57 per cent—of whom fairly precise enumerations have been taken. True, in this is included 113,000,000 (the population of the Russian Empire) of whom a general census, in the modern sense of the term, has not been taken, except in the case of one or two provinces.

Although, when the figures are looked at by themselves, there has apparently been an increase of population since 1880 of 125,000,000, as a matter of fact the difference between the estimated population of 1880 (1,401,000,000, after deducting the excess credited to China), and that of 1891 (1,480,000,000), is only 79,000,000. This apparent decrease in the rate of growth is really due to the reductions which the editors have felt bound to make on the basis of more careful investigations in the estimates of the population of certain regions. Thus, they have reduced the population of Africa by 38,000,000, while in Asia a deduction of 15,000,000 has been affected. All this shows how conscientiously and critically the editors have gone about their laborious task, and leads us to place the more confidence in the results. Even in Europe there are considerable differences between the areas now accepted and those given in previous issues; the population statistics have been changed throughout.

The following table gives the area and population of the great divisions of the earth's surface according to the latest data:

	Square Miles.	Population.	To 1 Sq. M.
Europe a	3,740,860	357,370,000	94
Asia b	17,630,050	825,954,000	47
Africa c	11,277,304	103,035,000	14
America d	14,801,402	121,713,000	8
Australia e	2,901,442	3,230,000	1
Oceanic Islands	753,120	7,420,000	10
Polar regions	1,730,810	80,400	..

Total 62,821,934 1,479,729,400

a Without Iceland, Nova Zembla, Atlantic Islands, etc. b Without Arctic Islands. c Without Madagascar, etc. d Without Arctic Regions. e The Continent and Tasmania.—*London Times*.

Experimental Farm Tests.

Following is the paper submitted at a farmer's meeting at Brandon, by Manager Bedford, of the Manitoba experimental farm, which we consider of such importance as to be deserving of a wide circulation:

With the short season at the disposal of the Manitoba farmer it is natural for him to adopt the most rapid means of carrying on his work, and for that reason he is constantly seeking for more perfect machinery and readily adopts any new scheme for the culture of his land or the rushing in of the seed in the spring. This explains to a large extent why the spade and disc harrows, the Galtling gun and light running broadcast machinery have met with such a large demand of late years, but I think it was proven at our last meeting that this rapid and in many cases superficial work may result in direct loss and disappointment to the farmer. The directors and officers of the experimental farms, anxious to further the interests of the farmer are always pleased to test the different modes of cultivation and to try promising farm machinery. To that end tests are being made every year with the most improved drills, harrows, etc. At our last meeting the result of a test with the disc harrow against plowing was given. This week we will give the result of our 1891 test with drills, and also our test of thick and thin seeding. Last year you will remember the drill test included wheat, oats, and barley, but this year the plots of oats in the test were so badly injured by frost that we have left them out altogether. Wheat with the common drill gave 33 bushels, 20 lbs. per acre; press drill, 23 bushels, 50 lbs.; broadcast machine, 22 bushels, 10 lbs. You will notice that the common drill gave 4 bushels more than the press drill and 11 bushels 10 lbs. more than the broadcast machine. This result is the same as last year only more emphatically in favor of the drills. Barley sown with the press drills gave 55 bushels, 10 lbs. per acre; common drill, 50 bushels, 30 lbs.; broadcast machine, 42 bushels, 14 lbs. The press drill you will notice takes the lead with barley, the yield being 4 bushels, and 23 lbs. more than the common drill and 12 bushels and 44 lbs. more than the broadcast machine. This is also the same result as last year, when the press drill took the lead with barley. In conclusion I might say that every year and on all parts of the experimental farm, the drilled sowed grain has given the largest yield. We have spoken of the "kind of machine" to work with, we will now touch on the question of "the quantity of seed to be sown." Fifteen plots were devoted to this experiment during the past season; 5 plots to each of the leading kinds of grain. Four pecks of wheat sown with the common drill gave 33 bushels, 20 lbs. per acre; 5, 36 bushels, 25 lbs.; 6, 38 bushels, 55 lbs.; 7, 39 bushels, 51 lbs.; 8, 39 bushels, 05 lbs. You will see that 7 pecks of wheat per acre has given the largest yield. This is the same as last year's experiment and it is evidently the proper quantity for land similar to that on the experimental farm. Nine pecks of oats and 7 pecks of barley have given the best results both years, and these quantities would appear about right for land similar to that on the farm.

CAUTION.

EACH PLUG OF THE
Myrtle Navy!

IS MARKED

T. & B.

In Bronze Letters.

None Other Genuine.

Thos. Clearihue.

Brockville,

WHOLESALE DEALER IN

Gloves, Mitts & Moccasins **Ontario.**

NOTE. - I will have the pleasure of personally calling on the Merchants of Manitoba, North-West Territories and British Columbia at an early date.

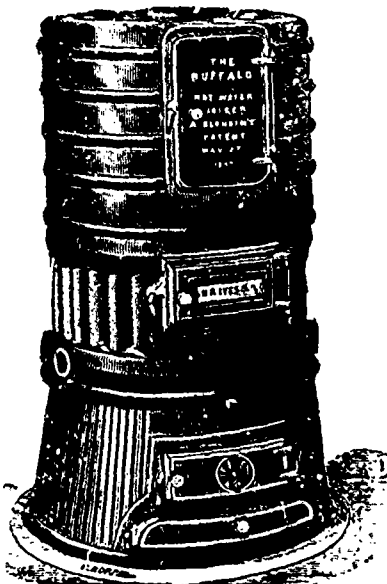
THOS. CLEARIHUE.

WANTED!

By young married man, 28 years of age, situation as Book-keeper or Cashier in merchants office or store. Has good business experience and first class references as to character and ability.

ADDRESS,

"W" office of this paper.



"THE BUFFALO"
Hot Water Heater.

Thoroughly Tested. Economical. Efficient.
Combining the Best features of all Others.

H. R. IVES & CO.
Manufacturers, - MONTREAL.

Also Manufacturers of the now famous
Buffalo Stoves and Ranges
FOR WOOD AND COAL.

Combining the Latest Improvements. Send for Circulars.

J. G. T. GLECHORN, Agent.
WINNIPEG.

THIS IS THE SAW
THAT CUTS FAST.

THE

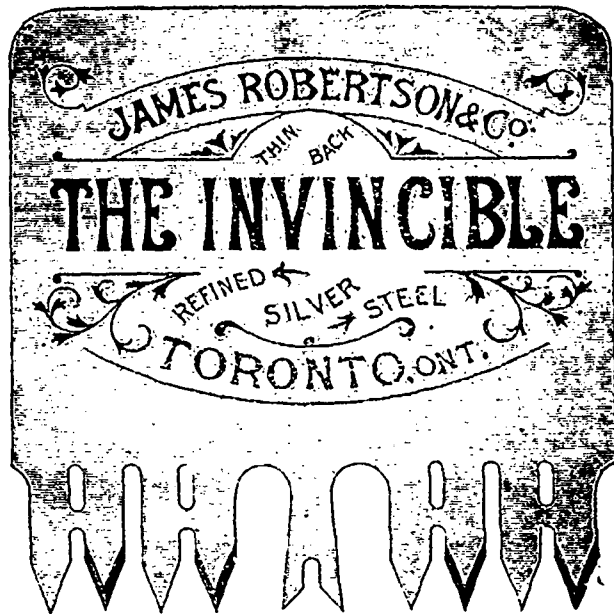
'Invincible

:- Lance.'

EVERY SAW WARRANTED.

SEE OUR PRICES,
THEY WILL SUIT YOU.

Jas. Robertson & Co.
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The Largest Factory of its kind in the Dominion.

LION "L" BRAND.

PURE VINEGARS.

Manufactured Solely under the Supervision of the
Inland Revenue Department.

Mixed Pickles, Jams, Jellies & Preserves

-PREPARED BY-

MICHEL LEFEBVRE & CO,
MONTREAL.

Established 1849. Gold, Silver, and Bronze Medal. 20 1st Prizes.



REGISTERED TRADE MARK

ROBINSON, LITTLE & CO.

—WHOLESALE—

DRY GOODS,

343 and 345 Richmond St.,

LONDON, Ont.

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

GORDON, MacKAY & CO

WHOLESALE IMPORTERS AND DEALERS IN
WOOLENS.
AND GENERAL DRY GOODS.

Carry a Large Stock in each Department the year round.
They also control the output of

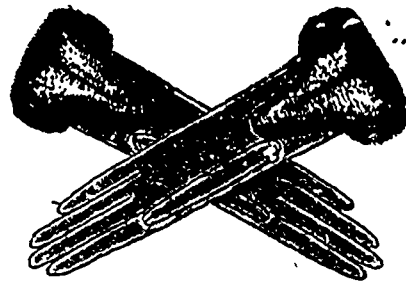
The Lybster Cotton Mills

And they Solicit Orders by Letter or Otherwise
from the Trade Generally.

GORDON, MacKAY & CO.,
CORNER BAY AND FRONT STREETS,
TORONTO.

R. S. NORTON, Northwestern Ag't.
Sample Room 13 Rorie St., one block back of
the Post Office, Winnipeg.

SPECIAL NOTICE.



"Our" Travellers will be here shortly with full line of
SAMPLES including all the new designs in GLOVES,
MITTS and MOCCASINS.

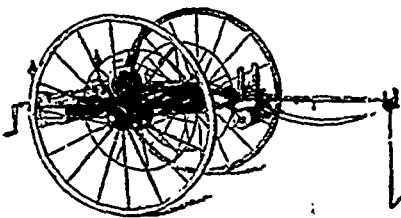
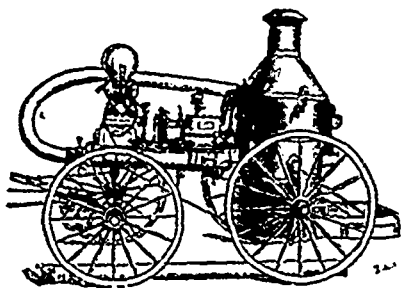
Special. Mr. Thomas Clearhino is no longer
employed by us.

JAMES HALL & CO.

Brockville, 2nd January, 1892.

Waterous Engine Works Co. Ltd.

WINNIPEG, - MAN.



Steam Fire Engines & Supplies

o. 2 Size, Arranged to Draw by Hand.

Especially Adapted for Towns & Villages.

JAS. COOPER.

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Cooper & Smith,

MANUFACTURERS,

Importers and Wholesale Dealers in

BOOTS AND SHOES!!

36, 38 & 40 FRONT ST. WEST

TORONTO.

M. & L. Samuel, Benjamin
& CO.

—IMPORTERS AND DEALERS IN—

BRITISH CONTINENTAL **HARDWARE** AMERICAN CANADIAN

METALS, TIN PLATES, ETC.

26, 28 & 30 Front St. West, Toronto. Ont

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WE SOLICIT ENQUIRIES FOR FIGURES.

English House SAMUELSONS & BENJAMIN,
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WHOLESALE GROCERS

AND DEALERS IN

Provisions, Wines and Liquors,

WINNIPEG.

NOTHING LIKE LEATHER.

W. N. JOHNSON & CO.,

Importers and Dealers in

LEATHER AND FINDINGS.

MANUFACTURERS OF

Harness, Collars, Boot and Shoe Uppers

223 Alexander and 243 and 245 King St., WINNIPEG

BOECKH'S

STANDARD

BRUSHES and BROOMS

ARE HANDLED

by all leading Hardware, Paint and
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CHAS. BOECKH & SONS,
MANUFACTURERS
TORONTO.

JNO. E. DINGMAN, Agent, Winnipeg.

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—WHOLESALE—

Dry Goods, Woolens,
and Men's Furnishings,
TORONTO.

Represented in Manitoba, North-
west and British Columbia by

D. HENDERSON,

Sample Room, 15 Rorie Street, or at Leland
House, WINNIPEG.

The METALLIC ROOFING CO. TORONTO.
EASTLAKE METALLIC SHINGLES
MANITOBA & BRICK SIDING PLATES
FIRE PROOF DURABLE
CHEAP & ORNAMENTAL

SEND FOR CATALOGUE &
PRICE LIST.

AGENT FOR MANITOBA AND NORTH-
WEST TERRITORIES

J. H. ASHDOWN,
WINNIPEG.

WINNIPEG MARKETS.

SATURDAY AFTERNOON, Feb. 6.

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

An important feature of the week was the fourth of February, upon which date a large amount of commercial paper falls due. Reports as to the manner in which paper was met, were very conflicting, some wholesale houses being satisfied with returns, and others the opposite. It is safe to say that payments were not as free as a few weeks ago they were expected to be, the check to the grain movement being given by country dealers as the excuse for slowness on their part. The grain trade has continued unsatisfactory, barley and oats especially being weak. The highest offers on change for oats during the week were from 16½ to 17c per bushel of 34 lbs, on track at country points. In the city 19 to 20c was paid for farmers' offerings. These prices apply to feed quality, good milling oats bringing comparatively much better prices. Barley was even weaker than oats, with buyers at 18 to 19c on track country points, and sellers at 20 to 21c, for feed quality. Farmers' offerings in the city bring 20 to 23c as to quality, the latter for good malting samples. Potatoes were lower on the market, at 35c per bushel. Flour and millstuffs unchanged. Poultry scarce and high; some lots have been brought in from Minnesota. Good chickens will bring 11 to 12c and turkeys 14c. In dressed meats mutton has been offered as low as 8 to 8½c, for some rather inferior eastern stuff, but holders of choice ask the old price of 9c per lb. Dressed hogs are firmer, at 6½ to 7c, in sympathy with higher prices east. Beef unchanged, and selling mostly at 5 to 5½c for fair to good city dressed. Some western ranche cattle, which were brought here from Maple Creek, for Christmas beef, have sold to go west again, 40 carcasses having been sold to Mr. Childs, of Regina; the price is understood to have been under 6c per lb. This was fancy beef. Butter is unchanged. Eastern markets are short of good stock and prices are high. Hides are lower east, but unchanged here. The very mild weather has greatly decreased the demand for fuel, but there are still no stocks of wood ahead in the city, to speak of, and a wood famine is by no means an impossibility, in case of a sudden cold spell of stormy weather. Fruit prices are unchanged. Florida and California oranges are coming in freely. Additional quotations will be found on the inside of the back cover.

GENERAL WHEAT—Wheat was very flat and weak during the first three days of the week, but later on there was a better feeling. On Monday, United States markets were lower. Cables were also lower, Liverpool quoting ½ to 1d lower, with European continental markets weak. Loading of wheat for Europe, from all sources, for the week, were reported at 1,189,000 bushels less than the previous week. India and United States shipments showing a falling off for the week. The Chicago visible supply statement on Monday showed a decrease in stocks at principal points of 397,000 bushels. Receipts at Duluth were 188 cars, and Minneapolis got 376 cars. On Tuesday United States markets were depressed, Duluth and Chicago declining each 1 to 1½c, and other points lower. Cables were mostly lower. Wheat and flour on ocean passage decreased 80,000 bushels for

the week. Receipts at Duluth were 82 cars and at Minneapolis 260 cars, a total of 342 cars, as compared with 174 cars the same day a year ago. The monthly statement of prices at Chicago, showed that the lowest price touched for May wheat, during January, was 89½c on January 15. The highest point reached was 96c on January 6. The month of January a year ago, the lowest point for May wheat at Chicago was 93c, and the highest \$100½. January two years ago, lowest 78½c, higher \$33; three years ago, lowest 95½c, highest \$107½, four years ago, lowest 81½c, highest 85½c, and January five years ago the lowest was 83½c, and the highest 87½c, all for May wheat at Chicago. On Wednesday United States markets continued lower, and cables, ditto, Liverpool cabling ½ to 1d lower, and London 3 to 6d. Stocks of wheat on both coasts of the United States and Canada were reported to be 1,036,000 bushels less than the previous week. Ocean freights were lower. Receipts at Duluth were 158 cars and Minneapolis 327 cars, total 485 cars and were 193 cars a year ago. On Thursday cables came in lower and United markets opened weak, but later there was a turn upward in prices, due to more liberal buying orders and export business. On Friday wheat was more active in United States markets and prices were generally strong, in sympathy with higher cables and good export buying orders. The heavy short interest became alarmed and bought freely, causing a rapid advance in prices, New York advancing 2½ to 3c and Chicago over 2c. The advance appeared to be due mainly to a speculative scare. Bradstreet's reports the stocks of available wheat in the United States and Canada, Europe and afloat from all sources for Europe, decreased only about 1,300,000 bushels in January as compared with more than 6,000,000 bushels decrease in January, 1891, over 9,000,000 decrease in January, 1890, and more than 11,000,000 bushels decrease in January, 1889. Exports of wheat (and flour as wheat) from the United States, both coasts, this week aggregate 4,740,000 bushels, an increase as contrasted with the preceding week.

LOCAL WHEAT—Local grain men felt very much discouraged by the weak and declining tendency of foreign markets during the first three days of last week, but the change to stronger markets late in the week somewhat revived their spirits. There is no denying the fact that the season so far has been very discouraging to our grain shippers, and those who have come through the season so far without losses are fortunate. The course of outside markets, the condition of freights and rates, and the shape in which the Manitoba crop has come to market, has all been against grain shippers. The farmers who had their grain threshed and were in a position to sell early in the season, have certainly fared the best so far. Though the weather was very mild and favorable all the week, there was not much activity in Manitoba country markets, and deliveries have continued light. More buyers have been taken off country markets, partly on account of light deliveries, and partly on account of the unfavorable situation for export business. If the up turn which set in at the close of this week proves permanent, there will of course be more activity among shippers and more encouragement for them to take hold again. Reports came in from some parts of the country that threshing had been resumed actively, but the condition of the wheat which would be threshed is doubtful, owing to the existence of snow and ice in the outer sheaves. On the call board of the Winnipeg exchange there was next to nothing transacted until Friday. On Tuesday, No. 2 hard sold at North Bay at 95c. On Friday, No. 2 hard in store, Fort William, sold at 81½c. No. 3 hard sold at 85c at North Bay. No. 1 regular sold at 51c for February shipment, (Manitoba point, on a 22c freight rate to Fort William, for ten cars. No. 3 regular sold at 30c. The stock of wheat at Fort William at last weekly report was 1,279,116 bushels, against 1,166,317 last week, showing an increase of 112,799 bushels.

On Saturday cables were 1d higher and 6d higher on passage. On the Winnipeg exchange today (Saturday) No. 2 hard was offered at \$1, North Bay, and 92c May delivery at Fort William. No. 3 hard offered 88½c North Bay; 87c bid. No. 1 regular offered 10,000 bushels at 52c, Manitoba point; 51c bid. For March shipment offered at 79c North Bay. No. 2 regular offered 42½c; 39c bid; 42½c bid on Northern Pacific for Feb. shipment. Oats offered 17c Manitoba point, and 5,000 bushels offered at 16½c, Manitoba point. Barley, feed, sellers at 20c.

Chicago Board of Trade Prices.

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

On Monday wheat opened ½c lower than Saturday's close, advanced ¾c, from the opening price, then declined about ¾c, and closed ½c higher than Saturday. Trading was of a light local nature. Corn and oats advanced ½c. Provisions unchanged. Wheat receipts were 104 cars. Closing prices were:

	Feb.	Mar.	May.
Wheat	86½	—	90½
Corn	39½	40½	41
Oats	29	—	30½
Pork	11.60	—	11.90
Lard	6.45	—	6.67½
Short Ribs	5.70	—	5.95

The wheat market was dull and weak on Tuesday. Prices opened ¾c lower, declined 2c, advanced ¾c, declined again ½ to ¾c, and closed about 1½c lower than Monday. Corn was firm, but oats declined. Provisions steady. Wheat receipts were 228 cars. Closing prices were:

	Feb.	Mar.	May.
Wheat	85½	—	89½
Corn	40½	40½	41
Oats	29½	—	30½
Pork	11.60	—	11.90
Lard	6.40	—	6.62½
Short Ribs	5.77½	—	6.02½

On Wednesday the market was very weak, and prices continued to decline. Prices opened about ¾c lower, advanced ¾c, then again declined about 1c, closing slightly below the bottom. The receipts of wheat were 117 cars. Pork declined sharply. Closing prices were:

	Feb.	Mar.	May.
Wheat	81½	—	85½
Corn	40	40½	41½
Oats	29½	—	30½
Pork	11.47½	—	11.77½
Lard	6.35	—	6.60
Short Ribs	5.77½	—	6.02½

Wheat took a turn on Thursday and was stronger on a good export demand, and a reported shortage in the Indian wheat crop. Closing prices were ¾ of a cent higher. Receipts, 139 cars. Closing prices were:

	Feb.	Mar.	May.
Wheat	85½	86½	89½
Corn	40½	41½	41½
Oats	—	—	31½
Pork	11.60	—	11.90
Lard	6.40	—	6.62½
Short Ribs	5.77½	—	6.07½

On Friday there was a big bulge in wheat, which closed over 2c higher. Shorts bought heavily, and the scramble caused a rapid advance. Receipts 101 cars. Closing prices were:

	Feb.	Mar.	May.
Wheat	87½	89½	91½
Corn	51½	45½	42½
Oats	—	—	3½
Pork	11.62½	—	11.92½
Lard	6.42½	—	6.65
Short Ribs	5.77½	—	6.02½

On Saturday, February 6, May wheat at Chicago closed at 92½c.

Minneapolis Closing Price Wheat

At Minneapolis, on Saturday, February 6, wheat prices closed as follows for No. 1 northern: Feb. 84½c. May, 87c. A week ago January closed at 83½c and May at 86½c.

New York Wheat Market.

On Saturday, Feb. 6, wheat at New York closed at \$1.04½ for February and \$1.03 for May, the figures showing a premium for February option.

Duluth Wheat Market

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

Monday—Cash, —; February, 8½c; May, 8½c.
 Tuesday—Cash, —; February, 8½c; May, 8½c.
 Wednesday—Cash, —; February, 8½c; May, 8½c.
 Thursday—Cash, —; February, 8½c; May, 8½c.
 Friday—Cash, —; February, 8½c; May, 8½c.
 Saturday—Cash, —; February, 8½c; May, 8½c.

A week ago January closed at 84c and May at 88½c.

The Wire Nail List.

The new wire nail list is now probably in the hands of all our readers, as the manufacturers have had it printed and partially or completely distributed. The list is decided upon and the discount is fixed. The latter is 75 per cent. Under the old arrangement the discount was 70 and 10. The prices have been changed most, not in standard sizes, but in odd sizes. Standard sizes—No. 16 in 1 inch, No. 15 in 1½ inch, No. 14 in 1¾ inch, No. 13 in 1¾ inch, No. 12 in 2 inch, No. 12 in 2¼ inch, No. 11 in 2½ inch, No. 11 in 2¾ inch, No. 10 in 3 inch, No. 9 in 3¼ inch, No. 8 in 3½ inch, No. 7 in 4 inch, No. 6 in 4½ inch, No. 5 in 5 inch, No. 4 in 5½ inch, No. 3 in 6 inch—are all advanced one cent per lb. in 100 lb. kegs. In the odd sizes the advance runs all the way from 2 to 5c per lb. in 100 lb. kegs. For smaller par-

cels the price is increased ½c for 50 lb packages, ½c for 25 lb packages, and ½c in one pound papers. For barbed nails, special heads, special points ½c more is charged, and for nails combining all these points ½c more is charged. Clinch nails, slating nails, casing nails, finishing nails, moulding nails, flooring nails are in the special class that are to be sold the ½c additional to the general list prices; and car nails, roofing nails, barrel nails, as possessing two of the extra points are sold ½c above general list prices; hinge nails combine all three extra points and are therefore listed ¾c higher than general nails.

The smaller advance made upon the standard than upon the odd sizes was for an object. There is a bewildering variety of wire nails manufactured, and the makers wish to reduce the number of the sizes that have been called for in trade. There is no need for a list of such inordinate length, but it seems that if there is half a guage to choose from retailers want the benefit of the choice, and consequently jobbers have to carry and manufacturers have to make the whole variety of guages. Now they naturally aim to reduce the number of guages in demand. There has always been a distinction between standard and odd guages, but for the reason given above that people like to exercise choice, and also because more nails go to the pound in odd sizes, the trade have run after odd sizes very generally. To divert the demand from this direction the prices have been very greatly advanced in several of the odd sizes, and only one cent more has been put on the standard sizes. Formerly odd sizes were sold at prices proportioned to those holding for standard sizes. Rather than pay from one to four cents for the odd guages, traders will settle down to standard guages and the output of the manufactories will be limited to those, while stocks will not need to be made up of such an assemblage of small differences. There

are some three hundred sizes made. It is a humane thing to endeavor to run the demand in a few channels and put the odd guages out of stock. The sizes whose survival is sought to be secured by the selecting principle of comparatively easier prices are on the basis of the iron nail.

If the trade in wire nails had been so well established as in cut nails, the sizes that have to be handicapped by heavier prices would by common consent of consumers have been allowed to drop out of use. Now that wire nails are becoming in strong request, the manufacturers can take the steps they have taken to restrict the sizes that shall go into commerce. The growth of the demand also warranted the makers in discouraging the business in small packages, which was carried on formerly upon the same prices as kegs were sold at. The prices given in the list are for 100 lb kegs only. Pound papers are ½c higher, 25 lb packages ½c higher, and 50 lb packages ½c higher. The advance upon list prices for barbed nails, moulding nails, etc., is much smaller than under the old list, which rated each point of difference from the ordinary nail at 1c extra. The new list puts on ½c only for each point of difference.

The houses included in the agreement are the following: Ontario Lead and Barbed Wire Company, Ontario Tack Company, Pillow & Hersey Manufacturing Company, Montreal Rolling Mills Company, Peck, Benny & Co., Parmenter & Bullock, Dominion Wire Manufacturing Company, and the Ontario Bolt Company. The only manufactory of wire and nails not in the combine is the Foster Foundry of St. John, N. B. The proprietor is supposed to be at one with the adherents of the arrangement, but has not bound himself to be ruled by it. The office of secretary-treasurer has been vested in R. & T. Jenkins, Toronto.—Toronto Hardware.

Several good reasons WHY the Trade should handle

MELISSA RAINPROOF COATS

Instead of RUBBER COATS.

MELISSA Coats will always be found good sound reliable stock and will not deteriorate in value.

MELISSA Coats will not get stiff, hard and worthless after being on the shelf a few weeks as Rubber Coats generally do.

MELISSA Coats will never be brought back by customers, a few days after purchase, with sleeves and collars off as rubber coats frequently are.

MELISSA Coats are full value for their price simply as ordinary cape overcoats leaving out of account altogether their GREAT value as rainproofs.

As MELISSA Coats are sold to all dealers at uniform prices, no one can undersell his neighbor.

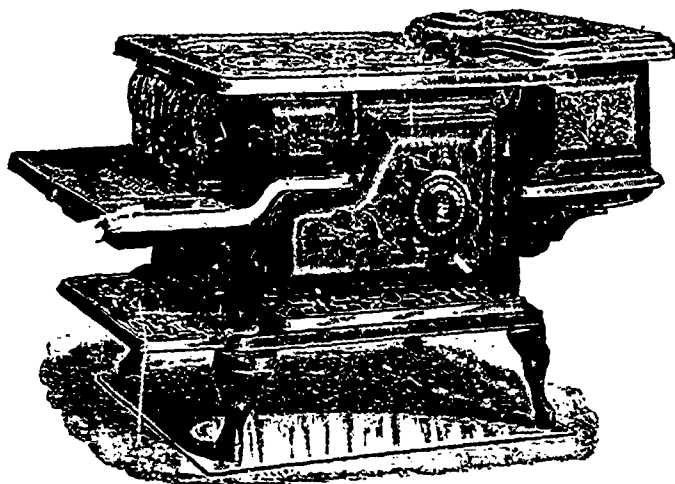
IT WILL PAY dealers to see these goods before placing orders for waterproofs.

Spring Samples are now in the hands of Travellers in all parts of the Dominion

MELISSA MANUFACTURING CO.

J. W. MACKEDIE & Co., Montreal, } WHOLESALE AGENTS
 FOR THE DOMINION.

THE
E. & C. GURNEY CO.
 LIMITED.
 WINNIPEG.



MANUFACTURERS AND DEALERS IN ALL KINDS OF

STOVES AND RANGES,

Hot Water Boilers and Radiators,
Hot Air Furnaces and Registers and
Gurney's Standard Scales.

DEALERS IN ALL KINDS

**Tin Goods, Pressed and Pieced
GRANITE GOODS.**

Estimates Given for Heating all Classes of Private Dwelling
and Public Buildings.

FOUNDRIES HAMILTON AND TORONTO.

CONSUMERS CORDAGE CO'Y

(LIMITED)

MANUFACTURERS

B	FOR FLOUR
	FOR BRAN
A	FOR OATS
	FOR SHORTS
G	FOR POTATOES
	FOR WHEAT
S	FOR COAL
	FOR EVERYTHING

Full Stock Carried in Winnipeg. Write for Samples to our Manitoba and North-West Agents.

Merrick, Anderson & Co., 203 Princess St., Winnipeg.

WE ARE MANUFACTURING

Rigby Waterproof Overcoats and Trousers

Made of suitable Tweeds, which we can confidently recommend to the Public as superior to any Rubber or Macintosh garment, being WATERPROOF and at the same time porous and therefore not injurious to health.

These garments are not different in appearance to ordinary overcoats and trousers, but when the rain comes the wearer will be protected as thoroughly as by the heaviest rubber coat, and without that clammy feeling well known to wearers of rubber and macintosh garments.

RIGBY HAS BEEN TESTED, AND HAS PROVEN TO BE THOROUGHLY WATERPROOF, and at the same time soft and pliable. It is also economical, serving the purpose of two garments. Buy it, test it, and you will never wear another rubber coat.

For sale to the trade.

H. SHOREY and Co.,

1866 NOTRE DAME STREET, MONTREAL.

**It began and ended in Smoke.**

Cholly, ever smoke two cigars at once? No deah böy, what for? Too expensive for me, don't cher know. Why to distinguish between the flavahs. Ah; nevah though of that—did you? No Choley, Tasse, Wood & Co., gave me the wrinkle. I was lighting an ordinary ten center don't cher know when my friend handed me one of theirs, same price, and told me to smoke them alternately. Well, did you smoke them alter—go on. Yes—did and Tasse's cigar lasted over an hour and tasted sweet to the end. And the other bloomin-weed? Burnt crooked and was used up in twenty minutes.

Pure Highland Scotch Whiskies.

**THE FAMOUS
LAGAVULIN DISTILLERY,
ISLAND OF ISLAY,
SCOTLAND.**

The Lagavulin Whisky is famous for its fine quality, being made from pure Scotch MALT ONLY, and has long been the favorite beverage of Sportsmen.

It contains no grain spirit, or other Whiskies one knows nothing of, and the most eminent Physicians of the day prescribe it where a stimulant is required.

ASK FOR THE LAGAVULIN.

WALKER HOUSE.

The most conveniently located Hotel in Toronto.
One Block from Union Railway Depot
A first-class Family and Commercial House.

Terms from \$2 a Day

DAVID WALKER, PROPRIETOR.

Corner York and Front Sts., TORONTO, Ont.

SAMUEL HOOPER, DEALER IN MONUMENTS, HEAD STONES, Mantle Pieces, Grates, Etc. Special designs furnished on application. Corner Bancroft and Albert streets, Winnipeg.

**MACKIE'S
PURE OLD BLEND
10 YEARS OLD.**

GOLD LABEL
AS PATRONIZED BY ROYALTY AND THE LEADING
PHYSICIANS.

Sold only in the Northwest by:
G. F. & J. GALT. RICHARD & Co.
HUDSON'S BAY Co.

ROBERT MUIR & CO.

Grain and Flour Merchants,
WINNIPEG, MAN.

Wheat, Oats, Barley, Flour & Mill Feeds.

Advances made on Consignments. Correspondence solicited.

P.O. Box 415. TELEPHONE 313.

**NEW CURING
BREAKFAST BACON.**

SPICED ROLLS.

LONG CLEAR.

HAMS.

LARD.

Now ready. Also Pure Pork Sausage. For fine flavored goods send us a sample order.

DRESSED HOGS WANTED

Choice DAIRY BUTTER wanted, and for sale. Orders and correspondence solicited.

J. Y. Griffin & Co.,
WINNIPEG.

J. S. CARVETH & CO.,

Pork Packers and Commission Merchants.

Egg preserving fluid. Smoked meats Horse-Radish in bottles. Ham Tongue and Chicken Sausage. German sausage Fresh Sausage.

—ASK YOUR WHOLESALE BROKERS FOR—
Carveth & Co.'s Minco Meat, (Finest Quality.)
Sole Agents for S. Oppenheimer & Co., Chicago, and Koehler & Hinrichs, St. Paul, Minn., Butchers, Packers and Sausage Makers' MACHINERY, TOOLS, FIXTURES, CASINGS, SPICES, ETC. Write for quotations.

HOGS WANTED !!

—AT—

Allen & Brown's.

THIS SEASON'S GOODS.

Fresh New Cured Hams, Breakfast Bacon, Spiced Rolls, Long Clear Bacon, Boneless Ham, Pure Lard, Pickled Eggs, Sausage Casings, etc., etc.

Write for Prices as our Quotations are Low.
70 McDERMOTT STREET,
FRESH PORK SAUSAGE. BOLOGNA SAUSAGE.

THE FLYS ARE GONE.—Our low prices for ENVELOPES make them fly, over 250,000 in stock, ALL COLORS AND SIZES. In lots of 5 and 10,000, No. 7's, we quote from \$1.25 per 1,000 printed complete. Will be pleased to show samples. The "Commercial" Job Department.

J. & T. BELL

FINE

BOOTS & SHOES

MONTREAL.

Representative for Manitoba, N.W.T. and British Columbia,
L GODBOLT, WINNIPEG, (McIntyre Block.)

Eastern Business Changes.
ONTARIO.

G. F. Rider, butcher, London, is dead.
D. Donaldson, tailor, Ottawa, has sold out.
Jos. Yorko, stone, Toronto; extension granted.
A. H. Rose, grocer, etc., Toronto, has assigned.
B. A. Grant, lumber, Westmeath, has assigned.
Israel Aubin, grocer, Windsor, has sold out.
W. H. Willis, shoes, Mitchell, has sold out.
C.M. Cawker, grocer, Bowmanville, has sold out.
Robt. Smith, jewelry, Hamilton, was burned out.
Israel Aubin, grocer, Strathroy, has sold out.
H. J. Bray, fruit and fish, Toronto, has sold out.
E. A. Goodlove, general store, Hanover, is dead.
Cole & Thorne, shoes, Mitchell, have dissolved.
T.L. Claffy, boots and shoes, Ottawa, has assigned.
Simpson & Co., general store, Dresden, have assigned.
S. A. Pennock, general store, Holstein, has assigned.
Thos. Farley, general store, Ruskville, has assigned.
Simpson & Co., general store, Dresden, have assigned.
C. J. Wilson, stationery, etc., Toronto, has assigned.
Jno. Even, plumbers supplies, Toronto, has assigned.
Schiedel & Frid, general store, Baden, have dissolved.
John Scrutton, wagons, Galt, partially burned—insured.
J.R. Esmonde, hardware, Ottawa; closed by landlord.
Frank Allison, grocer, Morrisburg, is offering compromise.
J.E. Pickard, drugs and M.D., Thamesville, has sold out.
Douglas & Haines, tins and cornices, Ottawa, have assigned.
Adolph & McDonald, publishers, Chesley, have dissolved.
J.E. Card, cigars, Kingston; succeeded by Oberdoffer Bros.
W.J. Mahou, toys, etc., Kingston; succeeded by P. S. Mahoon.
Alex. Black & Co., eggs, etc., Windsor; called meeting of creditors.
J. N. Howard, hardware and grocer, Exeter; sold out hardware only.
W. A. Carson, grocer and crockery, Picton, has moved to Belleville.
Weeks, Gordon & C., boots and shoes, Beaverton, style now Calder & Weeks.
Geo. Easterbrook, saw and grist mills, Tweed, was burned out—partially insured.
J. M. Williams & Co., stove foundry, etc., Hamilton; assets of estate sold to J. M. Williams.
T. F. Harrison, furniture and undertaker, St. Marys, has sold out and moving to Dundalk.
W. A. Leo & Son, real estate and insurance agents, Toronto; W. A. Leo of this firm is dead.
The following were burned out: T. C. Wilcox, shoes; M.J. Reynolds, hotel—insured; C. H. Meyers, grocer and baker—insured; Miss White, millinery, Neaford.

J.A. Smith, furniture and undertaker, Port Arthur, stock sold to his wife, Jennie E. Smith.
Peter Quance, grist and sawmills, Delhi, amalgamated business with Robt. Quance, and style now Quance Bros.
The following were burned out: M.R. Steele, harness—insured; D. McIntosh, sewing machine agent, Simcoe—insured.
J.T. Bridgewater, harness; Smith Bros., woollens; E. Miller & Co., drugs, Dresden—all burned out and heavy losses.

QUEBEC.

J.B. Marleu, hotel, Hull, is dead.
James Higgins, shoes, Quyon, is dead.
J. B. Demers, tanner, St. Julie, has assigned.
Adam Watters, grocer, Quebec, has assigned.
F. N. Daoust, furs, Montreal, has assigned.
F. McDougall, hotel, South Stukely, is dead.
L. Choiniere, general store, St. Pie, has assigned.
A. H. Latour, dry goods, Montreal, has assigned.
Netter Freres, liquors, etc., Montreal, have dissolved.
D. Guay, tanner and shoes, Quebec, has compromised.
T. Bedard & Co., shoes, Quebec; offering compromise.
Cote & Laverdiere, carriers, Quebec; offering compromise.
John Bronner, fruits, etc., Montreal; offering compromise.
Louis Dubois, tailor, St. Johns, demand of assignment.
Salmon River Pulp Co., Scotstown; partially burned out.
L. Choiniere, general store, St. Pie; demand of assignment.
Miss Findlay, general store, Fort Coulonge, is selling out.
McArthur, Corneille & Co., wholesale paints, have dissolved.
H. A. Wilder & Co., furniture, Montreal have dissolved.
John Ritchie, manufacturer shoes, Quebec, has compromised.
Goodchild-Tector Printing Co., Montreal, asking an extension.
Chas. Wilkins, cheese manufacturer, Barnston, has assigned.
L. Pratt & Co., general store, Magog; closing up business here.
Mathieu & Frere, general store, Henryville, offering compromise.
Misses L. Boudrias, grocer, etc., Cote St. Paul, have dissolved.
Mrs. D. Rheault, general store, St. Albert de Warwick, has assigned.
W. S. Danis & Co., dry goods, Valleyfield; demand of assignment.
C. H. J. McGuire, fancy goods, Montreal, stock advertised for sale.
Felix Cardinal, jr., general store, St. Stanislas, de Kosta, has assigned.
David Bertrand, general store, grist mill, etc., Trois Pistoles, has assigned.
Boissoneault, Demers & Vezina, manufacturer shoes, Quebec, have dissolved.
Kearney, Bros., wholesale teas, Montreal; Thos. Kearney of this firm is dead.
R. J. Milburne, cigars, etc., Montreal; curator advertises stock for sale by auction on 30th inst.
Geo. Gale & Sons, manufacturers spring mattresses, Waterville; Geo. Gale of this firm is dead.

Brayley, Sons & Co., wholesale patent medicines, etc., Montreal, have dissolved.
Dufour Toussaint, tailor, Montreal; curator advertises stock for sale by auction on 2nd February.
E. Macoeau, jr., cartwright, Quebec; curator advertises stock, etc., for sale by auction on 4th Feb.
C. E. Johnson, general store, Warwick; curator advertises stock, etc. for sale by auction on 2nd Feb.
J. Alisa Z. Touchetto, general store, etc., Abbotsford; curator advertises stock for sale by auction on 20th ult.
Turgeon, Darveau & Co., manufacturers shoes, Quebec curator advertises stock for sale by auction on 3rd Feb.
John McIntosh & Son, blacksmith, etc., Montreal; curator advertises real estate and machinery for sale by tender.
Langlois & Langlois, manufacturers shoes, Quebec, curator advertises stock, etc., for sale by auction on 27th inst.
Leonard Bros., wholesale fish; McLean & Campbell, commission and produce, Montreal, stock damaged by fire and water.

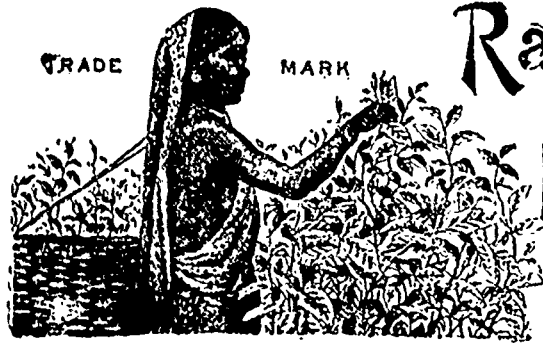
NOVA SCOTIA.

R. D. Clarke, auctioneer, Halifax, has assigned.
Rafuse Bros., Foster's Settlement, has assigned.
J. H. Buckley, general store, Guysboro, has assigned.
Peter Campbell, grocer, etc., Arichat, has assigned.
Henry Biltz, dry goods, etc., Dartmouth, has assigned.
N.L. Trefry & Son, grocers, Yarmouth; offering compromise at 50c.
D.J. Leahy & Co., wholesale grocer and liquors, Halifax, have assigned.
G.B. Maling, produce, etc., Halifax; has assigned—offering compromise at 30c.

Cotton Prices.

There was great excitement on the cotton exchange New York, Feb. 1. For a year the price of this staple has been steadily declining, with only slight and unimportant re-action. Today the March options sold at 7 cents per pound, tumbling nearly 17 points. The other options sold off in the same ratio, and the nominal prices are the lowest ever chronicled. They are due to last year's unprecedented crop, and to the fact that there is still a large part of it unused, and fears that this year's crop may be nearly as large. The low price of silver is also a factor in the decline, as England settles with India in silver and the lower silver goes the cheaper England can buy in India. The very large receipts at the southern ports are also used as a bear factor. The outlook for the bulls is gloomy.

Carnduff, on the Souris branch of the Canadian Pacific, offers a bonus of \$4,000 in aid of a flour mill.
An addition is being built to the farmers' elevator at Neepawa, Manitoba. It will contain bins for storing coarse grains, and a chopper.
The transactions of the Dominion Government Savings Bank, Winnipeg, during January were as follows:
Deposits \$59,536 00
Withdrawals 21,033 00
The customs returns for the month of January last at Winnipeg were as follows:
Value of goods imported dutiable \$105,637 00
" " free 36,141 00
Total imported 141,525 00
Entered for consumption dutiable 107,749 00
" " free 36,141 00
\$143,999 00
Duty collected \$35,890 32



Ram Lal's PURE INDIAN TEA

GUARANTEED ABSOLUTELY PURE
AS MANUFACTURED ON THE
GARDENS IN INDIA.

Sold by Turner, Mackeand & Co., Wholesale Grocers, Winnipeg.

STEEL, HAYTER & CO.

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GROWERS AND IMPORTERS OF
INDIAN TEAS

PROPRIETORS OF THE WELL KNOWN
"MONSOON" BRAND.

Agent: GEO. PARR, 521 Central Avenue.
WINNIPEG.

LAKE OF THE WOODS MILLING CO. LIMITED.

The most perfect Flouring Mill in Canada. CAPACITY 2,000 BARRELS A DAY.

Barrel Factory at the Mill and Grain Storage Capacity of 550,000 bushels in addition to which we have a system of handling Elevators throughout the Northwest.

All Grades of HARD WHEAT FLOUR in Barrels and Bags.

Offices at: MONTREAL. KEEWATIN. WINNIPEG.

E. A. Small & Co.,

—MANUFACTURERS AND WHOLESALERS OF—

Men's, Boys' and Children's Clothing.

Our representatives are now on the road with Fall and Winter Goods.
Reserve your orders until you see their Samples.

Albert Buildings, Victoria Square,
MONTREAL.

Redwood Brewery

Fine Ales, Extra Porter
and Premium Lager.

Most Extensive Establishment of
the kind in Western Canada.

ED. L. DREWRY,
PROPRIETOR,
WINNIPEG, - MANITOBA.

☞ Highest cash price paid for good
Malting Barley.

STAINED GLASS.

ALL KINDS OF
FANCY EMBOSSED GLASS,
WHEEL CUT, OR SANDBLAST,
LEADED WORK, Etc., Etc.

For Churches, Halls, Private Houses,
Crests, Monograms, &c.

A. Ramsay & Son
MONTREAL.

S. C. MATTHEWS.

W. C. TOWERS.

Matthews, Towers & Co.,

—WHOLESALE—

MEN'S FURNISHING GOODS

When visiting Montreal kindly, give us a call. Letters receive
prompt and Personal Attention.

7 VICTORIA SQUARE,
COR. ST. JAMES STREET.

— MONTREAL.

Samples may always be inspected at the office of our representative in Winnipeg.

Harry L. Langelier, Agent. Office and Sample Rooms: 455 MAIN STREET, WINNIPEG.

Our new lines of Brooches, Bapins,
Eardrops, and Scarf Pins in Rolled
Plato and Gold Front are now complete. See
our new Styles of Black Goods.

WE SELL WHOLESALE ONLY.

Grigor Bros.
WHOLESALE JEWELERS
527 MAIN STREET,
WINNIPEG, - MANITOBA.

Andrew Allan, President. John McKechnie, Superintendent.
F. E. Brydges, Vice-President. W. R. Allen, Sec.-Treas.

THE VULCAN IRON COMPANY,

OF MANITOBA, (LIMITED)
MILL ROLLS GROUNDED & CORRUGATED
Architectural Iron Work.

ENGINE AND BOILER WORKS,
GENERAL BLACKSMITHING.

POINT DOUGLAS AVE., WINNIPEG.

Winnipeg Brass Works

80 ALBERT STREET.

Manufacturer of all Classes of Brass
Goods, Brass and Iron Railings,
Etc., Etc.

ELECTRIC BELLS KEPT IN STOCK.

ANDREW SCHMIDT, - Winnipeg

BRITISH COLUMBIA.

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

British Columbia Business Review.

FEBRUARY 2nd,

The long spell of fine weather has had its effect in brightening prospects as well as business. It has given an impetus to building and a large number of foundations have been laid this month. The real estate market, too, has picked up and dealers report enquiries and demand much better than for some time. As has previously been stated there is considerable preparation being made for the interior trade and all eyes are just now fixed on the Kootenay, Okanagan and Nicola districts.

Mineral and prospecting are not altogether confined to the orthodox districts either. Some returned prospectors from the north have reported valuable finds both in the Skeena and in the Omineca, which, if true, are likely to revive the Cassiar mining fever. However, it is very frequently the unexpected that happens and it may prove so in the case of British Columbia minerals, and that is that the most valuable mines will be located where they have not been looked for. Recently, some prospecting has been done in the vicinity of Victoria, but not much attention was paid to it. Mr. Henry Shorran, who resides on the Lake Hill estate, has had an expert examine and assay some rock on his farm and the report by James C. Anderson, is to the effect that the rock is free milling ore assaying from \$3 to \$20 a ton. Mr. Anderson says it can be worked like a quarry at little expense, and that there is enough ore to keep a mill running for a number of years. Even if the ore turns out a very low grade, its accessibility and so forth would render it remunerative and a good thing for the city and province. Then again minerals are reported in the vicinity of Mission, also accessible, at least a number of claims have been staked out. If these reports prove at all accurate, it will result in, if not a change of base of operations, a very considerable enlargement of the field, bringing the mining industry to our doors.

Quite a lot of interest too, is attracted to the northern coast generally. The numerous logging camps, the staking out of numerous claims for agricultural, mining, quarrying and other purposes; the development of slate quarrying at Jarvis Inlet, the extension of the salmon canning industry, and many other things are creating population, employment and a growing coasting trade. A Canadian line of steamers to Alaska and coast points will be put in next spring, and several new steamers will be devoted to that trade.

Mr. Robert Ward, who represented the council of the Board of Trade of Victoria, at the enquiry into the wrecking of the San Pedro, has made a valuable report on the subject of improved pilotage regulations. After reciting some of the anomalies that at present exist, he recommends that the Government should enquire carefully into the whole subject, with a view of adopting a system which would be applicable to all waters of British Columbia, and for which all pilots should qualify. Mr. Ward contends for a more efficient service, and adds that ships paying pilotage fees are entitled to every consideration. He advocates pilots being supplied with suitable sloops or schooners in which they could speak ships at various points instead of ships having to call at Victoria to take on pilots and then let them off. The question of a local pilot for the Fraser River, it will be remembered was discussed by the Westminster Board of Trade, and petitioned for. It is stated, and with some degree of probability, that the grounding of one or two ships was due either

to carelessness or non-acquaintance with the waters of the Fraser. In view of the evident need of reform the matter is one pressing on the proper authorities for consideration.

The growth of building societies is among the sure indications of the substantial progress of any city. During the past three years a number of building societies have been established in the province and Vancouver, Victoria, Westminster and Nanaimo has each one or more. Vancouver no less than five of one kind or another. Nearly all these have been having their annual meetings and the reports in each case has been of the most satisfactory character. Between \$150,000 and \$200,000 has been loaned out during the past year, which represents satisfactory progress on the part of the industrious classes of society, the majority of subscribers being wage earners.

Mr. Sharpe, manager of the Experimental Farm at Agassiz, has a scheme on hand for the development of the sugar beet industry in British Columbia. He has been making experiments and says they have proven to him that in no place in America can sugar beets be grown more successfully than in this province and he intends to ask the government to purchase a large quantity of seed, which he will distribute to the farmers throughout the province for experimental testing. The conditions west of the Rockies are the most favorable in Canada, and more particularly the mildness of the winters which is the great point in our favor. Mr. Sharpe may rightly be regarded as the best authority on the subject and it is his opinion that British Columbia can supply all the sugar out of its soil that is required between the Pacific ocean and Lake Superior. His efforts are on a line with the move made by Mr. Oppenheimer, of Vancouver, several years ago.

During the week past T. G. Shaughnessy, vice president of the C.P.R. Co., returned from a business trip to Japan and China and he has been giving some of his impressions of that country and the prospects of trade to the public. Canada, he thinks stands in a most favorable relation to business with China for the reason there is a marked feeling of hostility to the United States over there on account of its policy of exclusion. Mr. Shaughnessy bases his hopefulness of trade on the fact that a population of 400,000,000, who are changing to a wheat-eating race and who are in other respects gradually getting nearer the European and American standard of living, will be bound to become extensive consumers of our products. Until recently tea was the staple of trade with that country, but now the merchandise of flour, cotton, woollens and other articles is assuming important dimensions. Boots and shoes, fruit, cotton, woollen goods, dairy products, and flour are what are regarded as the most promising for export from Canada, and Mr. Shaughnessy sees no reason why a good trade could not be done in each of these. So far as British Columbia is concerned there are several ways in which it might benefit most materially. One is, the grinding of wheat on the spot and shipping flour. Northwest and Okanagan flour are much better and more highly prized than Oregon flour for bread-making, and so he advocates building mills on the coast to cater for this export trade. Mr. Ogilvie when he came west a year or two ago had the same thing in view and he expressed his determination of entering the field just as soon as a supply of wheat from the Northwest and British Columbia could be depended upon to keep a mill running constantly, a condition, which up to that time, had not or could not be fulfilled. In the same way Mr. Shaughnessy thought that wool could, when the Australian line of steamships was established, be shipped from Australia and manufactured here for all classes of demand at home in China and Japan. There is no reason either why cotton could not be treated in the same way, cottons being favorite wearing material in China. We know that butter and cheese are shipped from European countries, some of it passing over the line of the C.P.R. to the Orient. Can-

ada, and especially the Northwest, has the point of vantage there; and as for fruit, British Columbia has the market in its own hands when it has reached the required limit of production. Mr. Shaughnessy went over to China and Japan to post himself on the conditions and prospects of trade, and his impressions therefore, are worthy of consideration as being neither visionary nor impracticable, and coming too, from a hard-headed, practical man of affairs not given to bombast and idle speculations.

The legislative assembly of British Columbia was opened in due form on Thursday. The speech from the throne was a most important one. After the usual preliminary of a general character, congratulations were tendered on the score of prosperity and advancement during the past, and the prospects for the coming year. The public revenue far exceeded expectations; the principal industries are in a thriving condition, the output of coal exceeding fifty per cent. that of the preceding year, or in all over one million tons; two important railways in the interior had been completed; a highly successful 3 per cent. loan had been floated, which would enable the public debt to be consolidated on an advantageous basis; and the following reference was made to the mining industry: "The recent discovery of rich and extensive quartz ledges in the Kootenay district is attracting the attention of capitalists, and cannot fail to bring about a period of great activity in that promising district, while from the large hydraulic mining enterprises now being undertaken in Cariboo may reasonably be anticipated a revival of the mining activity of old days in that important gold-field."

Legislation is promised amending the land laws, to preserve land for the actual settler; and amending the municipal code, the mining and school laws. The prospect of an early settlement of the Behring sea troubles is referred to and the following important announcement made:

"Certain proposals for the establishment of settlements of Crofters at various points along the seaboard, with a view to the development of our deep-sea fisheries, will be submitted for your consideration."

The bill of fare is certainly a tempting one and it is to be doubted if any other provincial legislature in Canada can equal it this year.

There is no change to report in the condition of trade. In one or two respects the market is stronger, but reports generally speak of the quietude of business.

Manitoba flour has dropped another ten cents and Hungarian is quoted at \$5 75. Owing to the surplus stock having been bought up by one of the wholesale dealers to restore the market, it was naturally expected to get firmer. There is no change in any of the other brands of flour and meals, feed, etc., are exactly the same as at last quotations. Manitoba oats in carload lots are quoted at \$25 in bags and \$23 per ton in bulk. Advices from Manitoba would seem to indicate a weakening in prices there. Manitoba feed wheat is firm at from \$28 to \$30 per ton in car lots; barley, chopped, \$23.

California oranges are weakening, and Riverside seedlings are offered at \$2.75 and \$3.00, and navals, at \$4. California lemons, more plentiful, are down to \$5. Sicilies are firm at \$5. Oregon apples are up a notch and getting scarce, quoted at \$1.25 to \$1.40 per box. British Columbia apples are practically out of the market, and eastern apples are scarce; dried fruits, nuts, canned goods, honeys, etc., show no change. Japanese oranges are appreciating in value, very few coming in by the last steamer. They are worth from 80c to \$1.

There is general satisfaction among meat dealers that prices have stiffened. There are still heavy stocks, but are working off fairly well and the market is decidedly firmer. The following are current quotations: Hams, 13c and 13½c; breakfast beans, 13c and 13½c; smoked backs, 12½c and 12¾c; rolls, 11½c and 11¾c; long clears, 11c; lard in tins, 13½c and 13¾c; 20lb and 50lb lots, 13c and 13½c; lard compound, 12½c.

In all probability cured meats are advancing

in sympathy with fresh meats. Wholesale prices will advance about 1: a pound all round in the fresh meat market in a few days, and during March, April and May, British Columbia must look to east of the mountains for its supply of fresh meat. The last shipment of up country cattle will be on Feb. 26th. It is said that the only fat cattle now in the interior is on the Ellis ranch, in Okanagan, and these have been contracted for by the British Columbia Cattle Co. Beef will be 9c a pound. Present quotations are: Steers, live, 5c; cows, 4½; dressed beef, 8c; hogs, live, 7½; dressed, 12c; sheep, 6½; dressed, 13c and 13½; mutton is scarce.

A creamery butter is firm and in good demand at 29c and 29½. Dairy is getting scarcer and is selling at from 22½ to 24; cheese steady at old quotations. There does not seem to be a large stock of eggs in hand, and prices are firm. Lined eggs are quoted at 22c to 23c, and fresh, eastern, at 24c.

There is a decidedly downward tendency in potatoes and the market is weak. Fraser River potatoes are down to \$16 and \$17, and Ashcroft to \$22.50 ton. Onions and other vegetables show no change.

The only thing to report regarding fish is that there is no fish to report about. The market is absolutely clear. The British Columbia Fishing & Co.'s steamer is expected in from the north with a general assortment, and another consignment of halibut is expected shortly.

Two casques of raw sugar have arrived from the Indies and the British Columbia refinery will start up again in a few days. No change in quotations are reported, but prices have an upward tendency. There is nothing new to report in lumber, rice, hides, etc. The shipping in port at this date is as follows:—

	Ships	Tonnage.
Vancouver.....	8	11,561
Victoria.....	2	1,623
Nanaimo.....	5	6,023
Chemalms.....	1	844
	16	20,056

BRIEF BUSINESS NOTES.

Navigation on the Columbia will open about March.

There is a petition for a money order office at Golden.

Jas. McCall has opened a boot and shoe store at Vernon.

North Vancouver council is going to float a loan of \$40,000.

A fine new hotel has been built and opened on Harrison river.

H. H. Spier, Vancouver, has increased the capacity of his shingle mill.

A. E. Clarke, Westminster, defaulted to the amount of about \$5,000.

A new sealing schooner, the Sadie Turpel, has been launched at Victoria.

The advisability of prospecting for coal in South Westminster is discussed.

Over 16,000 fruit trees are being set out on the Aberdeen estate, at Vernon.

The new metallic circuit put in by the Westminster Telephone Co., is completed.

The aggregate tonnage of shipping in Vancouver one day last week was 15,000 tons.

A new chartered bank with a capital of half a million is about to be started in Victoria.

The barque India with 1,600 tons raw sugar has arrived for the British Columbia refinery.

The steamer Eliza Edwards, which made the successful halibut catch has gone north again.

Nickel & Grice have opened a new grocery store in Victoria, corner Fort and Blanchard streets.

The British bark Carlisle, Victoria, is ready for sea. She is loaded with salmon and Manitoba wheat.

The Ocean Belle shipped the largest sealing crew, 25 men, of any of the sealers going out from Victoria this year.

SS. Bushmills will leave Glasgow on the 15th of February and Liverpool on the 25th prox. for B. C.

J. R. Foster has leased the coal and wood yards of the late insolvent firm of Woodworth & Co.

A number of Slocan mining claims changed hands recently, all the purchasers being Americans.

A correspondent says that J. L. Bennett, barber, Kamloops, has levanted owing a lot of money.

The Duluth & St. Paul Mining Company, to work mines in the Kootenay country, has been formed.

L. B. Hamlin, C.E., has become a partner with F. Bouchier, of Victoria, in the real estate business.

A nugget of gold was fished out of a well in Chilliwack the other day and caused some excitement.

Several new gold strikes are reported in the Omineca district by miners returning with full bags of dust.

R. Lambert, formerly of the Gold house, has purchased the Stewart house, Vancouver, and is refitting it.

Broderick & Morley, Chatham, & Fulton Bros., Galt, are being represented in Victoria by H. E. Bradley.

The Westminster-Vancouver Tramway Co. is building a private telephone line for use along the route.

The Reid & Currie Iron Works, Westminster, are reported as having some large contracts on hand.

The Terminal Building Society held its annual meeting Friday night. A dividend of \$2.15 per share was declared.

Wm. Osborne, C. P. R. clerk in the Victoria office, has been moved to Vancouver and is succeeded by Geo. Y. Courting.

H. Middleton, representative of Ryan's boot and shoe house, Winnipeg, has taken up his residence in Vancouver.

The overdue sugar ship from Java, Oristomene, has arrived at the sugar refinery with a cargo of 2,500 tons raw sugar.

The C.P.R. has shipped three carloads frozen salmon in refrigerator cars from the Port Haney freezer this winter so far.

The Empress of Japan to British Columbia made two days better time than the Gaelic, of the O. & O. line, to San Francisco.

The Norwegian barque Dominion, which put back to Esquimalt in distress several weeks ago, has been officially condemned.

Vancouver school board has placed the sum of about \$130,000 in the estimates for permanent improvements, in building, etc.

Annual general meeting of the British Columbia Building Association, to have been held Friday night, has been postponed.

J.P. Davies & Co., Victoria, have instructions to sell by auction the condemned Norwegian bark Dominion on the 11th prox.

A company of Victoria capitalists has been formed to raise the old steamer Beaver and exhibit at the World's fair, in Chicago.

E.W. Whiffin, late secretary of the Nanaimo Building Society, has defaulted to the extent of \$5,500. His successor is S. Shaw.

G. S. McConnell, who sold his block recently, is going to build another on Cordova street next to the Cosmopolitan restaurant, Vancouver.

The Royal Canadian Packing and Milling Co., Victoria, is building a sawmill and cannery on the Skeena river, which will be in operation very shortly.

The Columbian, New Westminster, is to be commended upon furnishing its readers with information on hop growing. The industry is in a fair way of being inaugurated on a firm basis.

Wilson & Perdue are going to run a pack train between Nelson and Lillooet. They brought in a band of beef steers to Nelson from Colville.

Mining operations are said to be progressing favorably at Mission. If any extensive deposit can be shown to exist there it will help the town sit out.

Thos. E. Ladner, Delta, has been notified by the Department of Agriculture, Ottawa, that the fish fertilizer manufactured by him is worth \$32.50 per ton.

It is understood that the works of the Hamilton Powder Company at Northfield will soon be enlarged to meet the requirements of their increasing business.

The Empress of Japan has arrived at Vancouver with 1500 tons general merchandise and a number of passengers. She goes out on the 10th with 2000 tons.

The annual meeting of the Vancouver Building Society was held Saturday night. A successful year was reported and a dividend of \$1.70 per share declared.

Rivalry is so keen in the newspaper publishing business in Vancouver that one of the city newspapers tendered to do the official advertising for nothing, and got it.

A petition has been circulated among the coal miners, asking the government to exclude Japanese and Chinese from working in the collieries, only white men to be employed.

The work of improving the navigation of the Skeena river by blasting the big rock in the canyon is being prosecuted energetically, and will be completed by the opening of the spring.

An organization for getting rid of the Chinese in Canada has been formed in British Columbia. Its members favor exclusion and all legitimate means of tiring the Celestial of this country.

H. Abbott, general superintendent of the Pacific division of the C.P.R., has notified the Westminster council that the city is not living up to the terms of agreement with the railway company.

Major Clarke, one of the crofter commissioners, has returned to the province and is watching the course of events in the British Columbia Legislature now in session in relation to the scheme for crofter immigration.

R. T. Williams, of Victoria, has issued the best and most complete directory of British Columbia ever published. It is well illustrated with fine cuts and maps and is a perfect encyclopaedia of information about the province.

The British ship British India, 1,199 tons, arrived in Vancouver Thursday night in tow of the American tug Sea Lion. She has brought a cargo of sugar from Samarang for the sugar refinery, having sailed on the 27th of September.

McGregor's survey party have returned from the Alberni country. They have surveyed thousands of acres including the townsite of Belfast. The country over which they drew the chain, they report, is capable of wonderful development.

Houston & Ink have purchased the Hill lots at the corner of Baker and Josephine streets, Nelson, paying therefor \$4,000—the highest yet paid for Nelson dirt. They will at once begin the erection of a building with a frontage of 60 feet on Baker street and 70 feet on Josephine.

Sealed tenders are asked for conveyance of mails between Cedar and Nanaimo, Chilliwack and Sardis, Kamloops and the Railway Station, Mission City and Mount Lehman, Rogers' Pass and Railway Station, up to the 4th of March. The contract is for four years.

The SS. Grandholm Thursday morning from San Francisco brought about 50 tons for transshipment across the Pacific including cheese,

(Continued on Page 501.)

R. A. LUCAS.

R. T. STEELE.

GEO. E. BRISTOL.

Lucas, Steele & Bristol, Wholesale Grocers and Importers, 73 McNab St. North, - Hamilton, Ont.

—HEADQUARTERS FOR—

L. P. & Co's. PURE SPICES.

L. P. & Co's. PURE COFFEES.

L. P. & Co's. PURE EXTRACTS.

DIAMOND CRYSTAL SALT.

HILLWATTEE TEA.

LADY CHARLOTTE GELATINE.

MAIL ORDERS RECEIVE OUR PARTICULAR CARE.

THE MANUFACTURERS'

Combined Authorized Capital :

\$3,000,000.00.

Full Government Deposit.

Life and Accident

Provincial Manager :

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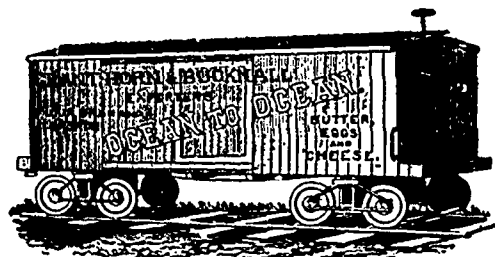
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British Columbia Business Review

(Continued from page 474.)

zinc and broken glass. She left for Victoria, Portland and Tacoma with about 600 tons of general cargo ex-steamship Empress of Japan. She will return before the sailing of the Empress of Japan bringing about 1,500 tons of flour.

A recent letter received at Victoria from the manager of the Grizzly Bear mine, owned by the Stadacona Silver-Copper Mining Co., states that the "cross-cut from the heading of the tunnel to the hanging wall, is all quartz and full of mineral, and improves the further it goes into the cross-cut."

The SS. Danube has returned from her northern trip. She reports the weather as being the wildest experienced on the coast. The round trip occupied just ten days, and the return freight was light, consisting principally of furs for the Hudson's Bay Co. She also brought down a number of passengers.

The annual meeting of the Pacific Coast Fire Insurance Co. has been held at the head office, Vancouver. The financial and other reports for the year, which were accepted, expressed satisfaction and showed a good year's work. All claims were reported promptly paid and a good business done for the year.

The annual general meeting of the shareholders of the Pacific Building Society was held Thursday. The financial statement showed that the total receipts since the organization of the society in June last amounted to \$5,614.34, and that \$3,500 had been cleaned out, leaving a balance in hand after expenses had been paid of \$1,431.99. A dividend of 30 cents per share has been declared. The following directors were elected: C. L. Behnson, A. B. Forrest, A. McCallister, R. J. Hamilton, W. E. Johnston, W. A. Calhoun and W. F. Wilson.

United States Coal Supply.

The duration of the coal supply has been the delight of geologists and statisticians, a great many estimates having been made within the last fifty years of the probable extent and thickness of coal measures in various countries, and the expected duration of unmined coal supplies at a given rate of consumption. Of course, these estimates are quite likely to leave something to be desired—even when most carefully prepared and backed by what appear to be well-established and comprehensive data. But it has always been entertaining to learn, on being told by one who has given the subject attention, that the coal measures of the United Kingdom, for instance, will furnish supplies for, say, only 100 to 125 years longer at the pace at which the English people have been taking the coal out of the ground there. It might not be an impossible problem, too, such a one as that referred to with respect to a limited area like the United Kingdom; but the problem assumes proportions almost bewildering when one contemplates its application to a region so vast and not fully explored as North America. Yet this is just what was done one evening last week by General Isaac J. Wistar, president of the Philadelphia Academy of Natural Sciences. General Wistar is, with others, prominently interested in coal lands, and, as remarked by the Philadelphia Ledger, "has had unusual opportunities for observation and study of coal formations and measures." The object of the paper read by the president of the society named is reported to have been to attempt to calculate the existing quantity of valuable coal in North America, the present and prospective rate of its consumption, its probable duration and some of the physical consequences of its entire combustion.

The census was drawn on for the statement that the carboniferous area of the United States, "excluding beds of the Rocky mountain territory," is 219,080 square miles, in which rocks of the carboniferous series come to the surface or are within reach of mining operations. In order to bring all coal-bearing North

America within the scope of his paper General Wistar stated that, "after enjoying considerable opportunity of personal observations of the great coal fields of the United States, Nova Scotia and British Columbia," he does "not believe that the entire carboniferous exposures in North America contain 250,000 square miles of actual coal beds, including all qualities and thicknesses."

The speaker admitted that data for calculating the average thickness of coal strata in the assumed coal area given above are not ample, but interested his hearers with an interesting discussion of varying thickness of coal seams, their formation, etc., from which he felt warranted in generalizing sufficiently to state that in his opinion American geologists would probably not assign a thickness of six feet to the workable seams of the country were the latter spread out in a single bed of uniform thickness over 219,080 square miles. On the contrary, he believed that an average thickness of considerably less than six feet would have to be assigned, but assuming six feet to be an admissible working estimate, and assuming the received quantity of 800 tons of 2,240 pounds each (about 42 per cent) as that which is on the average mineable per level acre per foot of thickness, we should then, by a simple arithmetical process, get the following, viz.: 219,080 square miles equals 140,211,200 acres, multiplied by six feet (of thickness) and by 800, the available tonnage per foot of thickness from each acre, which would give the tonnage 673,013,000,000 tons.

It was learned from the census that the production, and therefore the consumption, during 1889 was 141,229,513 short tons of 2000 pounds each, equivalent to 126,097,779 long tons of 2,240 pounds each, and also that the increase of consumption has been at the rate of 97.57, nearly 100 per cent per decade. "The rate of known actual increase," explained General Wistar, "applied to the present annual consumption for 30 years, then reduce to 50 per cent per decade for the next 40 years, and further reduce to 37.5 per cent per decade for another 42 years, would indicate the entire consumption of every accessible ton at the end of 111 years from the year reported on, or say by A. D. 2,001." It is probable, of course, that the rate of annual increase of consumption, would, during the first half of the period, show a more rapid acceleration, owing to increase of population, exportations and the new applications of steam power. "During the last half of the period it would decline, in consequence of exhaustion of coal fields, growing scarcity and higher prices. But with any reasonable rate of increase the general result will be about the same, viz.: practical exhaustion in little more than three generations."

Considerable attention was given, in conclusion, to the probable consequences "to air-breathing animals" of the entire consumption of coal. To say the least, the prospect as presented was not regarded as highly attractive.—Bradstreet's.

What Constitutes a Salesman.

I have frequently, in the course of a quarter of a century's experience, been asked the question by fathers, wishing to launch their sons in a mercantile career, what constitutes the requisite of a successful retail salesman. The query, like that of the chemical analysis of a glass of water, lager beer, bread, meats, or a hundred other articles of diet, that we all partake of daily, and of which we do not doubt our understanding, is one more easily propounded than precisely answered. There are so many ingredients entering into the grand total of an ideal salesman that an exhaustive category would be equivalent to the task of writing a psychological treatise. Yet in the years of a somewhat close observation I have passed in trade and the views interchanged with others similarly

situated, a few deductions may be drawn that will prove of interest and possibly instructive.

It must be promised at the outset that the young man upon entering his business career, must be endowed with common sense and a fair knowledge of language and arithmetic—for with reference to the former it is an axiom that mercantile pursuits develop but never originate, whilst without the latter he is constantly tripping over the stumbling block of mortification.

Equipped with these qualifications, the first aim of every salesman aspiring to ultimate and permanent success is to make a close and careful study of the merchandise he is about to handle, in all its details; to have a master knowledge of the property, not only its name and uses, but its composition, its history and merits, so that in presenting and representing it to a customer he can speak with the freedom and mien born of information of his subject and inspire that confidence in his goods he himself possesses. I find that the pre-disposition of a great many young men, after they have acquired a superficial knowledge of their chosen vocation, a very "smattering," so to speak, is to labor under the delusion that they have graduated, and that there is nothing more to learn. The natural consequence follows, when they come in contact with an obturate or cynical customer and have exhausted the stock arguments that an article is the latest, and it's nice, and good, and cheap; with the exception of being able to transpire their adjectives, their vocabulary is drained, they close up like an oyster, and nine chances out of ten they are "swopped."

It requires energy and assiduous application to keep "posted," but the end justifies the means; and the end is success. As a corollary of the foregoing, a retail salesman must be a good "stockkeeper." Next to a complete knowledge of the composition of your stock is that of its arrangement and location.

This is important at all times, but extremely so in busy seasons. In no place is the truism "time is money," better illustrated than in a retail store.

Goods so disposed that they can be handled at a moment's notice wonderfully facilitates sales; whereas, on the other hand, if the salesman goes moping around rummaging his stock in search of the required article the lynx-eyed customer receives the impression he cannot deliver the goods, or is not "up" in his business—a result equally to be deplored. Keep your stock tastefully arranged, classified and well assorted, giving prominence to whatever you desire to attract particular attention, and when the day of invoice comes you will find your labor well repaid.

Building up the bed-rock foundations intimated above, the superstructure might be known as the etiquette of the business. This consists of a man's habits, temperament and raiment. Upon such a theme volumes could be written, but this is not the place.

It goes without saying, however, that successful salesmanship and dissipated habits do not go hand in hand. If there is a place on the globe, outside of the pulpit, where a man's brain should be clear, his mind untrammelled, his temper unruffled and his eye clear, that place is behind a retail counter; for no where else is there a more varied or critical audience to humor and please. The midnight hour, the flowing bowl, the deep carousal and the addled brain on the following morning, are not conducive to these conditions. Sooner or later something will "drop," regardless of a man's other qualifications.

Such habits, moreover, have a tendency to beget carelessness as to personal appearance, slovenliness in dress, as well as curtailing the means of procuring good clothes; and as every business man is aware, the appearance of the outer man is a wonderful adjunct to the skilful salesman.

Numberless minutiae upon this almost exhaustless subject suggest themselves to my mind in the way of reminiscences and illustrations of men and occurrences I have met and witnessed, but I will postpone the recital to some future occasion.—Exchange.

London Fur Sales.

C. M. Lampson & Co. offered: Monday, January 25: 10,000 beaver, 67,000 squirrel. Tuesday: 23,000, 3,500 white fox, 1,600 lynx, 500 wolverine, 4,500 wolf, 43,900 nutria, 3,000 Persian lamb, 16,000 Japanese fox, 250,000 Australian opossum, 40,000 wallaby and 5,000 wombat. Wednesday: 7,000 bear, and 1,000,000 musquash. Thursday: 150,000 raccoon, 60,000 mink, 15,000 gray fox, and 150,000 American opossum. Friday, January 29: 220,000 skunk, 7,000 hair seals, and sundries.

Goad, Rigg & Co. offered, January 20, 4,300 Lobos Island fur seals, salted, which sold 25 per cent. lower than in October, 1891.

C. M. Lampson & Co.'s sale, January 20: Copper Island seals, salted, 20 per cent. lower than in October, 1891. North West Coast seals, salted, 30 per cent. lower than in October, 1891. Cape Horn seals, salted, 30 per cent. lower than in October, 1891.

Average prices Copper Island seals (hillings): Wigs, 82.6; middlings, 84; middlings, smalls, 87; small, 82.6; large pups, 72.6; middling pups, 68.6; small pups, 57.6; extra small pups, 50.

Results by cable: Hudson's Bay Company sale: Beaver 25 per cent. lower than in January '91. Musquash 45 per cent. lower than in January '91.

C. M. Lampson & Co.'s sale: Beaver 25 per cent. lower than in May '91; marten 5 per cent. higher than in January '91; lynx 20 per cent. higher than in January '91; white fox 35 per cent. lower than in October '91; wolf same as in October '91; wolverine 20 per cent. lower than in October '91. Japanese fox same as in October, '91. Russian sable 10 per cent. higher than in October, '91. Nutria 5 per cent. higher than in October '91. Wallaby 15 per cent. lower than in October, '91. Wombat sold well at a good advance. Australian opossum same as in October, '91. Black and brown bear 10 per cent. lower than in October, '91; grizzly bear same as in October, '91. Musquash, spring, 20; fall, 35; winter, 30; black, 10 per cent. lower than in May, '91. Raccoon, 15 per cent. lower than in October, '91. Mink, 10 per cent. lower than in October, '91. Gray fox, 25 per cent. higher than in October, '91. American opossum, 15 per cent. higher than in October, '91. Skunk sold firmly, without material change.

Phillips, Politzer & Co. report as follows: Northwest coast seals declined 25 to 30 per cent. Copper Island seals, middlings and smalls declined 12½, smalls 20; large pups 22½, middling pups 20, small pups 22½ and extra small pups 15 per cent. Hudson's Bay Co.'s sale: Beaver declined 25 and musquash 40 per cent. Best marten advanced 30 per cent., inferior unchanged; Russian sable advanced 15 to 20, lynx 20, Japanese fox 10 per cent.; white fox declined 25. Bears brought fully October prices; muskrats, firsts and seconds, declined 30; inferior qualities, 40 per cent. Best raccoon unchanged; inferior declined 10 per cent.; mink advanced slightly; gray fox advanced 25; American opossum, firsts, 15; seconds, 45 per cent.—New York Fur Trade Review.

Fur Trade Notes.

The London correspondent of the New York Fur Trade Review, writing on January 11th, says:—The outlook of the fur trade at the commencement of this year is certainly not very encouraging, for 1891 had a most disastrous termination—two firms having failed with liabilities exceeding £20,000, and this to come at the close of a very unsatisfactory season makes it very hard to bear, and until the sales are over we shall not be in much of a position to talk about the most likely articles to go this season, but we quite expect that prices generally at the coming auctions will rule firm, because we are of the opinion that the stocks of skins in merchants' hands are very small. We feel

pretty sure that shippers of skunk, bear, gray fox and American opossum will be well satisfied with the prices they will obtain this month, for, without a doubt, all rough goods will be in pretty good demand. The 31,000 Copper Island seals, which will be offered on 20th inst., by C. M. Lampson & Co., will fetch fully last sale prices, but we cannot speak so sanguinely about beaver, as we are rather inclined to think that it will experience a decline of about twenty per cent. Lynx will sell well, particularly the best grades, the bobbies of these skins being in good request just now. Nutria, dressed, pulled and silvered, we believe, will have another run, as we feel sure that the rolled collar jacket, which has been so very much in vogue during the latter part of last season, will sell again this year. Australian opossum. The supply for the present sales is not nearly so large as last year, and there is no doubt that prices will advance. These skins were very largely used last year by the mantle houses, both natural and dyed, and we expect will be in demand for the same purpose again this season, although it is full early to say with any certainty whether it is to be a fur-lined mantle or the ulster season. We are inclined to think that the honors will be divided between the two. Musquash will certainly not advance, and we should not be at all surprised if it sees a drop of ten to fifteen per cent. There was a good deal of disappointment about the article last year. It was generally expected that pulled and dyed musquash would have a very ready sale on account of the very high prices ruling for dyed fur seal, but this anticipation was not realized, for there were less than usual sold, and to-day it is almost a dead letter. The 15,000 gray fox in Lampson's sale will sell freely and fetch good prices. These were very much sought after last year, and the demand is as great as ever.

The Leipzig (Germany) correspondent of the Fur Trade Review writes as follows on January 11th:—Retail furriers have had a poor business. The New Year's fair began on the 2nd inst., and amounted only to a comparison of views on the part of visiting merchants; they think stonemarten should be cheaper owing to small demand from Russia where the duty has been increased; the tails have no fixed value; 6 to 8½ marks should be the price per skin; fitch, they think, may do a little better, as Russia will take lower and smaller skins; it is expected that America will take some large skins of good quality. European foxes should bring about 3½ marks; otter is expected to bring lower prices than one year ago; mottled cats are neglected; black skins sold out, and will be in good demand at full prices; lower prices are offered for mink tails; dark sable tails have been purchased for France and England; there is less request for American marten tails; kotinsky tails sell slowly. Canadian orders for black-dyed Persian lambs are not important; superior grades are still taken for France; some new transactions have been noted in natural and dyed Astrakhan lambs; selected parcels are also taken for America; still-born lamb skins, of which a large supply has come into the market, have found a good sale to France; krimmer has been freely purchased for Canada. French and Leipzig firms have purchased white hares; black-dyed hares have sold somewhat better; squirrels sell slowly. Trade in American furs shows but little change, and it is considered certain that the goods will have better values at home than over here; the only American article really in fashion on this side of the water is mink, which is required for small articles in Paris; of late American opossum has been in request for dyeing in skunk imitation; skunk has had a satisfactory sale; musquash has sold only in limited quantity; but little demand for marten; nutria has sold well for England.

The New Canadian Monthly.

Canadians everywhere will be delighted with the new magazine, the *Dominion Illustrated*

Monthly, the first issue of which has just reached us. The publishers in their prospectus declared their intention to make this new magazine, in its literary, artistic and mechanical features, a credit to Canada; and the initial number is a decided proof that they intend to keep their word. The *Dominion Illustrated Monthly*, with an artistic cover, presents a very handsome outward appearance; and the contents of this number, both in literary excellence and artistic illustration, will command the admiration of every reader. "The Raid from Beauséjour," by Chas. G. D. Roberts, begun in this issue, is a powerfully written story, with illustrations by Patterson, of the days when Abbe Le Loutre's influence caused rapine and bloodshed in the newly acquired British province of Nova Scotia. Rugby football during the last year or so has become the most popular of autumn games in Canada, and therefore the bright and full description of the game written for this number by R. Tait McKenzie, with about a dozen illustrations showing the fold and various stages of the game, will delight every lover of athletics. "Hamilton's Raid on Vincennes," by Douglas Brymner, is a vivid description of an episode of the Revolutionary War; and Mr. Brymner's dispassionate and unanswerable marshalling of proofs clears the character of Hamilton from the aspersions of American writers, while it shows up some of the "fathers of the revolution" in anything but an enviable light. Miss A. M. McLeod, in "Beyond the Pentland Firth," gives a fine description of Kirkwall and other points in the Orkneys, combining Pictish, Roman, Norse and Scottish legend and story with modern scenery and conditions of life in the most fascinating manner. Duncan Campbell Scott contributes a quaint and interesting character study, styled "John Scantleberry"; while Rev. Arthur John Lockhart (Pastor Felix), in the familiar "Red and Blue Pencil," delights his readers with one of those semi-confidential but wholly charming letters which have won for him a distinct place in Canadian literature. A splendid portrait of the late Duke of Clarence and Avondale, with a sketch of his life; a delightful children's story, by Miss Marjory MacMurphy; poems by Arthur Weir, S. M. Baylis, Helen Fairbairn and J. T. Burgess; "Modern Instances," by Prof. Roberts, and Book Reviews, by the editor, complete this brilliant number. It is splendidly illustrated throughout, and its distinctively Canadian character is a strong feature and ensures it a hearty welcome from the public. The number is accompanied by a beautiful coloured supplement, "The Cobbler's Shop," from the painting by Van Haavan. (A supplement is issued with every number and will prove a most attractive feature). \$1.50 per annum. The Sabiston Litho. & Pub. Co., Montreal.

A New Guide to Japan and China.

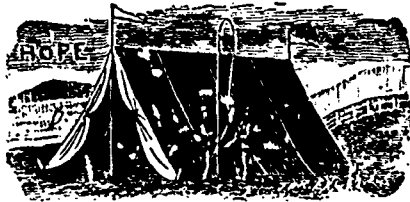
Westward to the Far East is the name of a neatly and tastefully fashioned little guide book, published by the General Passenger Department of the Canadian Pacific Railway for the convenience of those who are making, or who intend to make, the new and fashionable trip across the American Continent, and on to Japan and China. The dress of the book is pretty and distinctly Japanese, and the matter within is written by one who evidently is familiar with the places mentioned, and the customs and observances described, and who writes with a kindly appreciation of the people and pleasures of Japan, as well as with an artist's love for the beautiful in nature. The book contains all that information concerning the daily wants of a traveller which tourists find so useful, as well as a vocabulary in English and Japanese of the principal words and phrases in use when shopping, sight-seeing, etc. The guide can be procured gratuitously on application to any of the agents of the Canadian Pacific Railway.

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The Sower Went Forth to Sow.

The following is the circular issued by the Winnipeg Grain Exchange, to the farmers of Manitoba, on the question of seed wheat.

The immenso damage caused by smut to the crop of 1891, and the consequent trouble and difficulty experienced in handling smutted wheat, has assumed such proportions, that the Winnipeg Grain and Produce Exchange considers it of the utmost importance that the subject of smut should be brought to the attention of every grain grower in Manitoba and the Northwest Territories, in order that, so far as it is possible, there should not be a repetition of this year's experience. Our market is no longer confined to Ontario and Quebec. We now have to seek British and Continental markets, and the foreign buyer already looks with distrust on our grain, owing to the deplorably smutty condition of the 1891 crop. With the remedy in his hands no farmer should prove untrue to his own interests, or the interests of the country, by allowing this trouble to continue. The principal cause of the evil is the sowing of frosted and other poor seed, and the failure to treat even apparently good seed for smut before sowing. Take the following illustration of the loss entailed by using poor seed.

Say a farmer seeds 100 acres. If with frosted or other poor seed, the cost will be—175 bushels at 50c=\$87.50; when good seed will cost—133 bushels at 75c=\$100, or a difference of \$12.50 for 100 acres. Now experience has proved, from actual tests at the experimental farms at Brandon and Indian Head, that the loss this year by sowing poor seed on 100 acres, was, at a very low estimate, \$250.

A sample of smut, taken from the cleaning machines of our large mills, was sent by the exchange to Professor Saunders, director of the central experimental farms at Ottawa, and he writes as follows: "The smutty grain you sent is a very bad sample of the bunt or stinking smut. This can be got rid of to a very large extent by treating the grain before sowing. From experiments carried on at Indian Head, this year, we are able to submit the following results: Where very smutty grain was sown, about one-half the crop was smutted. The same grain treated in the proportion of a pound of blue stone dissolved in water and sprinkled in ten bushels of wheat, the proportion of smutted wheat did not exceed five per cent. Where one pound of blue stone was used to five bushels, the grain was almost entirely free from smut. Very similar results were obtained last year, both at Brandon and Indian Head, and the importance of this subject cannot be impressed too strongly on farmers. Many cases have occurred this year to my knowledge, in Manitoba, where the grain was so smutted as to be unsaleable, and where it is so easy to remedy this trouble, it seems a pity that farmers should neglect to take the necessary precautions. If the treatment of seed grain could be made general over the province for several years, this disease might be almost eradicated."

After handling several million bushels of the 1891 crop, this exchange unhesitatingly concludes that the depreciation in value of the crop from smut is fully greater than from frost.

REMEDY.

Choose the best and soundest seed you can procure, and soak it for ten minutes in brine of the ordinary strength used for pickling pork (that is in which an egg or a potato will float), stir the seed well and skim off the light grain, smut balls and dirt, which rise to the surface. Then take out the seed and immerse in a solution composed of one pound of blue stone, dissolved in a pailful of warm water, (for every five bushels of seed to be treated). The seed may be placed in a basket or sack and plunged into the bluestone mixture, where it should be kept until every grain has been thoroughly wetted. Now, drain the seed, and dust i

with lime until the grains are white, and they will dry quickly; while germination will be greatly assisted. The remedy is simple. Do not fail to use it! See that your local merchant has plenty of bluestone, and get your own supply as soon as possible. Do not delay or the merchant's supply may be exhausted. Copies of the circular may be had from any grain buyer or storekeeper in Manitoba or the Territories, or from the Winnipeg Grain and Produce Exchange.

Consumption of Horse Flesh.

The people of Paris have consumed within the year 21,291 horses, 229 donkeys, and 40 mules, the meat weighing, according to the returns, 4,615 tons. At the 180 shops and stalls where this kind of food is sold the price has varied from 2d per pound to 10d, the latter being the price for superior horsesteaks. But only about one-third of the meat is sold fresh and undisguised; the rest is used in making sausages, and it should be added that 402 horses were seized and condemned as unfit for food before entering the sausage state.

Jamea Hall & Co., of the Ontario Glove Works, Brockville, write THE COMMERCIAL as follows: "Having noticed that you gave publicity to the following paragraph in your last issue, viz.: 'Thos. Clearihue, well known in the west as traveller for the Ontario Glove Works, of Brockville, Ontario, is establishing a new manufactory in gloves, mitte, moccasins, etc., at Brockville.' As this is misleading, and is not true, and may have an injurious effect on our business in Manitoba and the Northwest, we ask you to give this denial a place in your next issue. Mr. Clearihue is not establishing a new manufactory in Brockville, the Ontario Glove Works being the only factory of any note between Montreal and Toronto."

SPECIAL TRADE NOTICE.

SOME tobaccos spurt up in the pipe while smoking, with little crackling explosions. This is caused by the addition of foreign matter to assist the combustion. When the purity of the tobacco is not tampered with and it has been properly taken care of, this combustible foreign matter is wholly unnecessary. For in that case it burns at a lower temperature than almost anything else. Nothing of this kind is seen in smoking the "Myrtle Navy." It burns with steady combustion throughout.



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ROBT. KERR,

Gen. Pass. Agt.,

WINNIPEG.