

Whether prices are to decline or advance will be determined largely, if not wholly, by the character of the coming harvest. The question which dealers are asking, "Should we buy now or await developments?" remains unanswered, and the market conditions are just about as much of a Chinese puzzle now as they were at the beginning of the year.

#### IMPLEMENT TRADE NOTES.

Kingston penitentiary blinder twine is offered for sale by tender.

The Watson Manufacturing Co., Winnipeg, has taken the agency of the Grand Detour Plow Co., of Dixon, Ill., for this territory.

Gaar, Scott & Co., threshing machine manufacturers, of Richmond, Ill., have opened an office in Winnipeg, in the new Johnston & Stewart building.

T. Roney, representative in this territory of the Minneapolis Threshing Machine Co., has opened an office in the Johnston & Stewart building.

William Tudhope, Sr., founder of the Tudhope Carriage Company, died at his home in Orillia, Ontario, recently. Mr. Tudhope was well known throughout the west.

The Warner, Bushnell & Gleason Co., of Springfield, Ohio, manufacturers of harvesting machinery, have opened an office in Winnipeg, in the Johnston & Stewart building.

The Minnesota state prison authorities have issued the following statement regarding prices for this year's output: "Manilla and sisal mixed, 12 1/2 cents per pound, only 300,000 pounds made. Pure sisal, 10 cents per pound. No pure manilla has been made this season."

R. McKenzie, manager at Winnipeg for the McLaughlin Carriage Co., has taken the agency of the Spelght wagon, manufactured at Markham, Ont., for this territory. Mr. McKenzie has also taken the agency for the Wortman & Ward Manufacturing Co., of London, Ont., manufacturers of disk harrows, etc., for Manitoba and the Territories.

#### THE LUMBER TRADE.

##### HARDWOOD LUMBER.

Speaking of the hardwood lumber markets of the west the American Lumberman says: "As far as prices are concerned there seems to be little difficulty in maintaining them. For several months past it has not been a question of price so much as it was ability to furnish the stock wanted and this continues an equally strong feature. Some of the dealers who have not lately been enjoying a very good demand in consequence of the dull local trade have been getting somewhat restive under the discouraging local outlook, but so far as can be learned prices on all varieties of lumber are being maintained. The only weak spot lately noted has been in quartered white oak, which, as stated in a previous issue, is now being held at about \$56 for local delivery. Eastern prices on this item, however, are being held more firmly and the market there apparently lacks no element of strength. Quartered red oak is dull and also perhaps slightly weaker. In plain white and red oak of southern growth considerable demand is felt, but prices are ranging around \$34 to \$35 for first and seconds inch. For Wisconsin red oak several dollars more is asked and obtained in most instances. Basewood is a prominent

feature of the eastern trade and is showing a great deal of strength. A famine is feared in this wood before the new cut is ready for market and buyers are governing themselves accordingly. Brown ash is exceedingly scarce in all markets, and in the east dry stock is bringing the very best of quotations. White ash appears to be in good demand at all points and at high figures. Maple is taking on an appearance of additional strength and may advance."

#### LUMBER TRADE NOTES.

The ninth annual meeting of the Mississippi Valley Lumbermen's association was held at Minneapolis on February 27.

The sawmill known as the Louis Blat mill at Roseland, owned by the Yale-Columbia Lumber Company, was destroyed by fire on Feb. 25, loss about \$15,000.

Popular lumber is a line that is increasing in favor in the United States and mills have difficulty in keeping up supplies. Prices manifest a tendency to advance.

United States mills cutting white pine still adhere to the price list which they gave out in January notwithstanding a desire on the part of some mills to make changes.

Logging operations in the Northern States have been entirely satisfactory to the hardwood men lately and the output will likely be as large as was at first intended by lumbermen. The demand for dry stock is good, and prices are high. Stocks of basswood and red oak are very light, and there will not be enough dry stock with which to meet the demand. A brisk spring trade is looked for.

Several of the mills cutting white pine lumber around the shores of Lake Superior on the United States side have already sold their output for this year and prices are firmly held for all further business in consequence. Interior mills are not so heavily sold ahead and are not quite so high in their prices. Since the situation improved in the matter of snow and roads the cut of logs has increased very much for all these mills and it is expected that the output will almost, if not altogether, reach a normal level.

#### Winnipeg Fruit and Produce Exchange.

The Commercial recently announced the formation in Winnipeg of a fruit and produce exchange, for the purpose of regulating matter pertaining to these branches of trade. Practically all the fruit and produce merchants of the city have become members of the exchange, and have agreed to abide by the rules thereof. In handling perishable goods like fruit, it is particularly necessary to have business done in a prompt and businesslike way. Sometimes there is a large surplus of fruit in the market, resulting in heavy loss. The exchange will try to overcome the difficulty by regulating importations. Fruit inspection, particularly of apples, is another feature. Great loss was occasioned the past fall and winter by the shipment to this market of large quantities of very poor apples. The exchange will make rules regarding claims for allowances, which is a very important matter in the fruit and produce trade. Credit business will

also be controlled by rules. It is a well known fact that fruit and such like perishable commodities are regarded as cash in most markets. The new Winnipeg fruit and produce exchange has issued rules for the government of the trade, which are to come into effect on April 1 next.

These rules are explained in circular letters, one addressed to the country and one to the city trade. Following is the circular to

#### THE COUNTRY TRADE.

Gentlemen—It has been deemed advisable by the fruit and produce dealers of the city of Winnipeg to form an exchange for the mutual interests of all engaged in the handling of perishable goods in the city of Winnipeg and provinces of Manitoba and the Territories. One of the principal objects of the exchange, with the united assistance of the trade, will be to bring pressure on the Dominion government to appoint a government inspector for all apples coming into the province and the Territories, the necessity of which we as an exchange, think there is no room for question; also to endeavor to get from the railway companies better facilities in handling perishable goods, such as weekly refrigerator car service, etc., thus enabling dealers at the remotest points to procure their goods in prime condition, thereby increasing their sales very materially and with satisfaction to themselves and customers. We fully believe, with our united efforts in showing the railway companies the necessity of such a service, we will be able to secure the same from them, on the other hand, individually nothing can be done with large corporations.

CREDITS—A man's credit, no doubt, is an advantage, but like everything else is liable to be abused and become a disadvantage and a source of weakness, more particularly in perishable goods than in any other class of merchandise. Fruit and produce are spot cash goods in all the markets of the world, simply on account of their perishable nature. It is a well known fact that any dealer doing a credit business, no matter how close he looks after collections, meets a great many losses, and it is said "The man who pays must make up these losses," which, no doubt is true to a large extent and we venture to say that fifty per cent of the failures can be traced to reckless credit systems. Where there is no loss in bad debts, goods can be handled on a smaller margin which will be a great advantage to the dealer, in the face of having to pay spot cash for goods, and to supply the trade on the closest living margin. It will be necessary to sell as near as possible for cash. Therefore please take notice than on and after the 1st day of April, 1900, the fruit and produce dealers, members of the Fruit and Produce Exchange of the city of Winnipeg, have decided to send out their statements on the first and fifteenth day of each and every month hereafter, and where remittances are not made by cash, P. O. orders, express money order, etc., within five days after such statements are sent out, the account will be subject to a one day's date draft, with the exchange added. Should accounts not be settled by remittance or draft then the delinquents will be reported to the secretary of the exchange and by him to the different members interested, and in consequence the party or parties being delinquent will not be able to purchase goods from members of the exchange,