

THE BUSINESS SITUATION.

Winnipeg, Saturday, July 17.

Jobbers have been preparing this week to receive the large number of merchants from provincial and territorial points who are expected to take in the Winnipeg Industrial exhibition. In clothing and such lines fall goods are now being shipped and in dry goods travellers are working mainly for fall orders. The season for new goods in groceries is approaching. Some lines of new canned goods and dried fruits will be coming forward before long. The possibility of the preferential clause of the new tariff being abolished, is a feature of some concern in such lines in which British goods figure to a considerable extent. There appears also to be still some uncertainty regarding the new United States tariff. Further changes are possible yet in wool, hides, lumber and sugar, these being the lines over which there is most contention. It is possible that the tariff may be finally passed before this issue reaches the reader, and on the other hand it may hang fire for some time yet, owing to the strong fight that is being made by those interested in the lines of trade mentioned. In the local grain trade matters are quiet so far as actual buying and selling is concerned, but considerable attention is being given to preparations for the new crop. Several new grain concerns will be operating on the next crop and new lines of elevators are being established. Competition has been very keen in the Manitoba grain trade for some years, and it looks as if it would be keener than ever during the next grain season. The export trade in grass cattle has begun and promises to equal if not exceed former years, but the large number of stocker cattle which are being sold to go to the United States does not promise well for next year's trade in exporting fat cattle. The selling of stocker cattle seems a short-sighted policy on the part of Manitoba farmers. An effort is being made to prevent the introduction of foreign laborers to work on the Crow's Nest railway construction. Mercantile collections are slow, but this is a usual feature of July and August season. Bank clearings at Winnipeg continue larger than in corresponding weeks of previous years. Interest remains steady at 7 to 8 per cent. for ordinary discounts or mortgage loans.

WINNIPEG MARKETS.

Winnipeg, Saturday Afternoon, July 17

CLOTHING.

The clothing houses are already beginning to make shipments of fall orders. The sorting trade this season

has been of moderate proportions, and payments of late have not been any better than last year at this season.

DRY GOODS.

Jobbers have been busy this week preparing to receive the large number of merchants who will be in the city during exhibition week. The warehouses are now making a fine display of sorting and fall trade goods. The mid-summer sorting trade is reported to be rather better than last year. Travellers are now working mainly on fall trade, and the prospects are regarded as very encouraging.

FISH.

There is no change. Jobbing prices are as follows: White 51-2c, pickerel 4c, trout 9c, haddock 8c, salmon 12 1-2 to 15c lb., kippered goldeyes, 30c doz. Oysters are quoted at 70c for selects in cans.

GROCERIES.

Sugars are more active. Advice from Spain state that Valencia raisins will be ready to ship about the first of August. Samples of new domestic canned strawberries have been shown here, but no new canned goods are in yet. New peas are expected soon. Jobbers are not anxious to have early shipments, as there are fair stocks in most lines. No business has been done here yet in new teas, buyers being inclined to hold off for an easier market. Salmon is offering at the coast \$1 per case less than last year, owing to the demoralized state of the English market for this class of goods. See quotations on another page.

GREEN FRUITS.

The first new southern apples have arrived. They are in barrels, and are rather better quality than first arrivals in most years, but this is perhaps owing to the fact that local dealers did not take the earliest offerings. In a couple of weeks a better quality will be offering. Bananas of good quality are now offering freely, the scarcity having been overcome. Lemons are firm, and stocks here are not large. If the present warm weather continues a further advance in lemons is considered certain. California lemons are arriving, besides limited stocks of Messina are held. Very good varieties of California plums, are now offering, and the peaches which are now coming forward are of good quality. The first California Bartlett pears have arrived and are of very fair quality. Stocks of oranges are light. The only shipping oranges are California late Valentinas, and as these oranges average large sizes, it is impossible to fill orders in small sizes to meet the desires of customers. In a car of these oranges there may be only a dozen or two boxes of small sizes, the great bulk being 150 size. Pineapples are scarce the market being bare yesterday, but this may be only temporary. California cherries are about out of season and the market is about bare of this fruit. In cabbage the market is now supplied with local stuff. Prices are: California late Valencia oranges \$6 to \$6.50 box; Messina lemons \$6 to \$6.50; bananas, \$2 to \$2.75 per bunch; pineapples, \$2.50 to \$3 dozen; pineapple plants, 11-2 cents per pound; tomatoes, \$1.75 per crate of 4 baskets; California cherries, \$1.50 to \$1.75 per box; apricots, \$2 box; California plums, \$2 to \$2.25 box; California peaches, \$2 per box;

California pears, \$3.50 to \$4 per box; onions, \$4 per 100 lbs; cucumbers 75c 90c per dozen; watermelons \$5.50 per dozen.

HARDWARE.

We publish this week in another column the new list of extras on bar iron and steel. This list has been adopted by Canadian manufacturers, and is almost the same as the scale of extras used in the United States. It is somewhat higher than the old Canadian list of extras, which has been used for some years. The decline in bar wire in the east has not affected this market, as the local prices of wire are lower, even since this reduction, than eastern prices, with freight added from eastern points to Winnipeg. There are no other changes to note here this week. See quotations on another page.

LEATHER AND HARNESS TRADE.

The local saddlery trade was somewhat unsettled by the changes in the tariff. On account of the placing of a duty of 30 per cent on saddle trees and wood stirrups, it was found necessary to withdraw raw price lists. The manufacture of saddles is a very important interest here, particularly the class of saddles used in the western range country. These saddles are made mostly in Winnipeg and Calgary, and the saddle trees and wood stirrups from an important part of the raw material used by our saddlers. These articles formerly came in free. In the recent tariff revision a duty of 30 per cent was placed on these articles. Mr. Huchings, who is a saddler, Winnipeg, promptly took the matter up by wire with members at Ottawa, and through his efforts, no doubt, the government was induced to strike off the duty which had been put on these lines. The duty therefore remained in force only about a month, but it caused some inconvenience to the trade here by making it necessary to revise price lists twice, when the duty went on and then again when it was taken off. Saddles are very largely used in the west, and the duty, if retained, would have been a considerable drawback to the important local manufacturing trade in saddles.

PAINTS, OILS, ETC.

Prices are steady and without change this week. See quotations in another column.

GRAIN AND PRODUCE.

WHEAT—The wheat markets have been firm this week, and yesterday there was a very active market and a strong upward movement at leading wheat centres. Reports of crop damage in Russia and the eastern European states was the principal feature. The local market has promptly followed the advance, and bids were made yesterday afternoon on the local market at 76c for No. 1 hard, and 75c for Fort William, which shows an advance of fully 5c per bushel on the week. In the forenoon yesterday sales were made at 75c for No. 1 hard and 74c for No. 1 northern. On Monday the market was about 71c for No. 1 hard, No. 2 hard 3c under No. 1. No. 1 hard 4c under No. 2.

FLOUR—There is a firmer tendency in flour owing to the advance in wheat. Millers complain that prices have been unsatisfactory, owing to cutting in Manitoba grades in eastern markets. Here the tendency was to