

## THE GROCERY TRADE.

## THE CURRENT SITUATION.

Private mail advices from Patras, Greece, under date of June 10, state that a continued firm market exists for currants at the highest prices touched, and that a considerable business has been done for shipment to Australia, America and the Continent. The total shipments to June 10 have aggregated 32,200 tons to Great Britain, 5,112 tons to the United States and Canada, 3,475 tons to Australia, 120 tons to France, and 0,860 tons to the Continent. The total shipments from Greece for the season to May 31, 1900, compare as follows with the total shipments to the end of the season of 1899:—

	To May 31, 1899.	To end of 1900.
Tons.	Tons.	Tons.
Great Britain...	60,427	61,497
U.S. and Canada...	10,454	17,930
Australia...	6,243	5,721
France...	3,953	4,041
Continent...	31,635	35,520
Total...	112,722	124,625

On June 10 the available stocks in Greece were placed at not exceeding 1,500 tons. In regard to the new crop, reports officially published from all quarters are favorable. The damage done by peronosporas in some isolated cases is insignificant. The rainy and cool weather that prevailed during the last fortnight or three weeks has not apparently been injurious to the fruit and the crop promises to be a good middling one as to the volume and acceptable as to quality.

Mail advices from London under date of June 22 say: Notwithstanding the fact that clearances have continued good and the general position of the article therefore unchanged, prices during the early part of the week were irregular, owing to the action of a few of the lighter holders, who wished to clear their remaining stocks and close their books for the season. The receipt of telegrams from Greece hinting at damage to the growing fruit owing to continuous rain, not only arrested the decline, but had the effect of restoring prices to the level of those ruling at the commencement of the week, and the market closes firm and steady. At present prices, Vostizza and Panariti fruit show the best value and are naturally in fair demand. Market values: Provincial, 32s to 34s; Patras, 35s to 37s; Gulf, 35s to 37s; Vostizza, 36s to 42s.

## GROCERY TRADE NOTES.

Lemons advanced \$1 per case at Toronto last week.

Cable advices from Barbadoes state that all the new crop molasses has been sold.

Advices from the east say that all recent quotations on pepper have been firmer and that there may be some advances.

The Ontario canned vegetable market is unsettled owing to price cutting on the part of certain wholesale houses.

Latest advices received from southwestern Texas report that the recent showers have improved the rice crop prospects.

New pack canned strawberries were selling in round lots at Montreal last week at \$1.50 for preserved and \$1.35 for syrup goods.

Letters from Messina say that reports of damage to crop of filberts were exaggerated, and with a large spot supply that market shows an easier tendency.

The New York sugar market was in a decidedly quiet condition last week owing to the fact that refineries were closed down for a few days due to the heat. Prices ruled steady.

Mail advices from London reporting on Valencia raisins state:—"Advices are highly satisfactory, the vines never appearing in a more healthy condition, and in the Pedregues districts, which usually produce the finest fruit, the prospects of an abundant yield were never better. This state of affairs is causing holders to be more anxious to dispose of their old fruit and quarter boxes of good selected quality are offering at 2½s, showing a decline of several shillings. Very little definite information has been received as to the coming crop of sultanas and latest news points to a much smaller yield than for many years."

In connection with currants the Hills

Bros. Co., of New York, have the following to say: "Business during the week has been quite satisfactory as to volume, considering the season of the year through which we are now passing. The market holds firm at unchanged quotations. Our advices from England note a brisk demand in the Liverpool market, and satisfactory clearances are reported from London. The market in Greece is unchanged, at about the parity of prices here, and present stocks held there are estimated at between 700 and 800 tons. Inasmuch as Holland and Germany continue buying in Greece, it is probable that the bulk of the remaining stocks will be worked off to these countries. With regard to the new crop, it appears that there has been more or less rainy weather, but no damage thus far has been done. Most exporters estimate a moderate crop, and all agree that the quality will be excellent."

## Hardware Trade Notes.

Paris steel has advanced 2c per pound in eastern markets and is very scarce.

Linseed oil advanced another 3c per gallon at Montreal last week owing to the strong tone of the market in England.

The Canadian White Lead association met in Montreal on June 28, and decided to continue the present price of lead. A discussion took place as to advisability of establishing a Canadian white lead corroding and red lead works but no action was taken.

Thirty-one iron pump manufacturers of the United States have organized an association for the purpose of regulating prices. The factories represented produce 90 per cent. of the country's output. An advance of 10 per cent. was made in prices on July 1.

## THE DRY GOODS TRADE.

## COTTON GOODS FIRM.

The advance in the prices of cotton goods on the other side of the line continues to strengthen the Canadian markets. A feature of the market this week was the advance in prices of American cotton goods offering here, which had done so much to upset the calculations of the Canadian mills. An agent for American goods who had been soliciting orders from the local trade this week received instructions to advance all his lines ½c per yard. This resulted in withdrawing the goods from the Canadian markets, because with an advance of ½c it was impossible to meet the prices of the Canadian mills. Canadian manufacturers, as stated in this column last week, have been gradually firming up their prices, and are not now taking orders at the prices quoted three weeks ago. They have not completely restored prices to the list they issued at the beginning of the season, but they are gradually drawing all lines to that basis, and in the meantime continue indifferent about booking further orders at current prices.—Toronto Globe.

## DRY GOODS TRADE NOTES.

Wholesale houses have been looking for an advance in the price of short lengths of spool.

An advance in the prices of linoleum, floor, table and allied cloths is among the possibilities of the near future.

Cables from Calcutta say: "Jute crop estimated at 94 to 97 per cent." "Taking all factors into consideration, some declines may be looked for in gunnies. The estimates of the jute crop places it very close to a 16 anna or "bumper crop."

There has already been an advance of 25c to 50c a pound in raw silk, without any appreciable change in the price position of goods. Manchesterers are better employed than at any time in a year or more, yet neither this improvement nor the radical advance in raw material prices warrant them in accumulating stocks.

Cable reports from Lyons state the market has been active, with an upward tendency. Cevennes extra, it is thought, can still be purchased at francs 45½; premier ordinary, francs 44½; Piedmont extra, francs 45½; and Messina, extra, francs 45½. Crop in Europe will be small. Cocoon markets very animated and prices steadily rising. The Canton market is stated to have advanced in consequence of European and American purchase, with dealers very firm and offering little.

## THE LUMBER TRADE.

## HARDWOODS.

The hardwood trade continues very much in the dumps as far as this market is concerned and to a greater or less extent all over the country. For several months past hardwood men have vainly endeavored to find out the reason for the demoralizing conditions that have existed and while various explanations are offered none seem to fit the case exactly. One man who is probably as good an authority as any in the trade says that while the volume of business is satisfactory enough, the low prices are caused by an overweening anxiety on the part of the holders to dispose of their lumber. Dealers are not satisfied to sit still and see any body else selling to their old customers, but must needs rush into the market and make the sale regardless of price. They are here to do business and propose to do it even at a sacrifice of their stock and profit.

Meanwhile conditions are favorable for better prices, better demand, badly broken stock, and general prosperity in the hardwood industry. When one looks about and sees the enormous quantities of hardwood lumber that are daily being consumed; when he observes the activity existing in the manufacture of agricultural implements, railway cars, furniture, wagons, interior finish and in nearly every other sort of woodworking industry, when he considers that there is no great surplus of dry hardwoods in stock, he may well wonder why it is that holders are fairly striving to outdo each other in getting the lowest possible price for their product.

There are not wanting those who predict with a considerable show of confidence that within the next month or two the prosperity visible in other channels of the lumber trade will be reflected in hardwoods. This is by no means an unreasonable idea, but there are so many others who are disappointed over the demoralized condition of the business, when they had anticipated an entirely different state of affairs, that they are not expecting any early betterment of the market and probably a majority of the trade is taking this pessimistic view. The contingency of a great activity in the hardwood trade this fall with a resultant improvement in prices is not so remote, however, but that there are many well posted authorities who are confidently looking forward to it, believing it to be justified by all the surrounding conditions.—American Lumberman.

## LUMBER TRADE NOTES.

Reports regarding hardwood from the south are to the effect that the markets are mostly quiet. Price cutting is going on in many quarters.

Shingles are in big demand and higher prices in United States markets. Red cedar shingles are as high as \$2.60 Minneapolis, with prospects of still higher prices.

Sash and door business in the Northwest States is unusually good. Prices hold firm and there are no immediate prospects of any changes. Many factories are behind with their orders.

The white pine lumber manufacturers of the Northwestern States have advanced their prices on a number of lines. No. 1 and 2 boards 10 and 12 inches wide have been advanced 50 cents a thousand. Finishing lumber has advanced \$1 a thousand.

Latest statistics of the lumber trade at Minneapolis show that the trade so far this year has more than exceeded expectations and the output has been in respect to quantity the largest on record. The total receipts of white pine lumber to date this year have been 57,555,000 feet.

## THE IMPLEMENT TRADE.

## THE TWINE MARKET.

A striking contrast between two classes of twine sellers is presented by conditions now prevailing in the market. On the one hand are certain large concerns rigidly adhering to the season's top price—½c cents, small lots—yet unable to deliver twine as rapidly as their trade demands. On the other hand are smaller houses making concessions in prices, some of them issuing printed quotations at intervals, each lower than the one preceding which in itself would show, if it was

not known to be a fact, that they are obtaining only a meager trade. It seems to be the rule, with few exceptions, that the houses maintaining the highest prices are obtaining the greater proportion of current business, a condition that never before existed in the twine market.

The explanation is probably to be found in these facts: That the concerns selling at the highest prices sold so large a part of their product early in the season they are still in arrears on many shipments, that a large portion of the current business comes from dealers who prefer the twine sold by these houses, even at a higher price, than others are quoting, that many of the smaller concerns coming late into the market have failed to establish an early trade as the basis for second orders; and that their late quotations have not fallen into the hands of dealers who require additional twine and who have no preference. All of this is the result of extremely low prices which prevailed for several months after the selling season opened. The tardy sellers now realize what they have all along denied, that the bulk of the season's business was captured by a few houses during the five months beginning with October and ending with February.

One new circular quotation appeared this week, naming ⅓c cents as the price for sisal and stancard in small lots. Though not stated, it is presumed that the usual discount would apply on car loads. This price is doubtless the bottom, and the range is from that up to 5½c small, or 5¼c car loads. The winter wheat harvest appears to be quite as early as usual, notwithstanding the cold, backward weather of last spring.—Farm Implement News, Chicago.

## IMPLEMENT TRADE NOTES.

A number of the implement dealers of Winnipeg are expecting heads and officials of the manufacturing concerns for which they do business to visit them during exhibition week, for the purpose of getting into closer touch with the trade here.

It appears that the deal for consolidating the plow business of the United States is falling through. The option on the plant of the Moline Plow Company expired on July 1 without the necessary cash payment of \$500,000 having been made. This company's officials are said to be pleased.

## Sponges Becoming Scarce.

"New York sponge dealers are wondering what is going to become of their business," declares the New York Tribune. "The supply of sponges is not increasing, while the demand is growing larger every year. Five years ago the price of sponges began to go up, and this season's quotations show a rise of nearly 100 per cent. over the prices of 1895 and 1896. Many varieties cost the buyers on the fishing grounds more to-day than they formerly sold for in local markets. A constantly increasing demand for sponges and a stationary yield has put prices to a point where wholesalers are at their wits' end to make a profit. The competition between buyers at the fishing grounds has become almost ruinous. Many dealers, especially in England, are introducing foreign substances into their sponges in order to make a greater profit. They use molasses and sand or salt to make them heavier and press them into molds to give them better shape. There seems little prospect of developing new fishing grounds. The last sponge bed to be discovered was in British Honduras. An Englishman imported a score of Greek divers to that field about three years ago. Only two are now at work, as the sponges were of so low a grade that they could only be improved by expensive cultivation. The yield of 'sheepswool' or high-grade sponges in the Florida grounds has been steadily decreasing since 1895. In that year 231,000 pounds were marketed. Last year the total product weighed 151,000 pounds. The deficiency has been partly made up by an increase in the yield of 'grass' or third-grade sponges of from \$1,000 to 100,260 pounds."

One little step won't take you far,  
You've got to keep on walking;  
One word won't tell just what you are,  
You've got to keep on talking;  
One inch won't make you very tall,  
You've got to keep on growing;  
One small ad. won't do it all,  
You've got to keep them going.  
—W. H. Black, in Advertising Experience.