

Montreal Grocery Market.

The feature in sugar has been the continued weakness in the market for the raw article, and prices show a decline of 7½d since this day week, best now being quoted at 9s 3d for July and August, which is the lowest figure it has touched this year. This weakness is due principally to the liquidation on the part of speculative holders and the changing from one month to the other; and until such is over, and all the weak holders wiped out, legitimate dealers do not anticipate much improvement in the situation. In the face of the above it is hard for refiners here to expect any advance in prices for the refined article, especially so when stocks are large and buyers generally, both here and throughout the country, are only taking sufficient stock to fill actual wants. During the past week however the demand has been better and refiners state that a more healthy trade has been done, but at the same time no large contracts have been made. The tone of the market is about steady and values show no material change, although it is rumored that 4½c has been shaded for round lots of granulated, but this report is not confirmed by those who ought to know. We quote: Granulated at 4½c in 250-barrel lots and over; 4½c in 100 barrel lots, and 4 7-16c in smaller quantities. Yellows range from 3½c to 3¾c, as to quality, at the factory.

In syrups business continues quiet, owing to the fact that buyers have ample supplies on hand, and until such are worked off little activity is anticipated. Price rule steady at 1½c to 2¾c per lb., as to quality, at the factory.

The market for molasses has been rather more active since our last. The demand for Barbadoes has been better, and several fair-sized lots have changed hands, including one lot of 100 puncheons at 28½c, and we quote 28c to 28½c as to quantity. A short time ago a sale of a cargo of 650 puncheons was made at 27½c to arrive, which is about the lowest figure Barbadoes has touched this season.

In rice an active business continues to be done, there being a good demand from both country and city buyers at firm prices. We quote: Crystal Japan, \$1.75 to \$5; standard B., \$3.45; Patna, \$1.25 to \$5; Carolina, \$6.50 to \$7.50; choice Bermuda, \$3.75, and Java kinds, \$1.

There is no material change in the situation of the market for spices. The demand is slow, and business is of a hand-to-mouth character at steady prices. The following quotations are what jobbers can buy at only: Penang black pepper, 6c to 7½c; white pepper, 10c to 12½c; cloves, 7½c to 9c; cassia, 8½c to 9½c; nutmegs, 60c to 90c, and Jamaica ginger, 15½c to 18½c.

The only important transaction in coffee reported is the sale of about 100 bags of Maracaibo at 17½c. The market on the whole is very quiet, and as buyers generally are pretty well stocked a little activity is looked forward to. Prices have an easy tendency. We quote Maracaibo at 17½c to 18c. Rio, 16c to 17½c; Java, 23c to 25c, and Mocha, 23c to 26c.

There has been a decided improvement in the demand for teas during the past week and the market is quite active with a large business doing. The demand has been principally for new crop medium grade Japans, and four sales aggregating 1,000 packages were made at 15c to 16c, one lot of 200 packages at at from 15c to 17c, and one lot of 500 packages of blacks from 10c to 13c. A private letter received here from a New York house says: We are informed by cable that the Chinese have combined not to ship any pingsueys before August 10th. The prices offered them from this side are so far below the cost of production that they cannot accept them, and they take this means of trying to raise our ideas. This means a much shorter output of pingsueys this season.

Business in canned goods continues dull. The high price of new pack lobsters is suffi-

cient to curtail the consumption, holders asking \$8.25 to \$9 per case. The prospects are that there will be a very large pack of peas this season, and in consequence prices will likely rule low. The demand for new pack salmon continues very low, and up to the present not a single sale has been reported for future delivery, owing to the fact that buyers are still well stocked with old. Agents here are offering freely at \$1.50 f.o.b. coast for ordinary brands, and at \$5.50 for selected quality, fancy label, clover leaf, flats, and at \$6 for talls, delivered here. Although there has not been any important change in prices for other lines of goods, our quotations would no doubt be shaded for round lots. We quote: Lobsters, \$8.25 to \$9 per case; French sardines, extra brands, \$9.50 to \$10.50; ordinary brands, \$8 to \$9; Canadian brands, \$4 to \$1.25; salmon, \$1.30 to \$1.50 per doz.; mackerel, \$1.25; tomatoes, 75c to 80c; corn, 80c to 90c; marrowfat peas, 90c to \$1; baked beans, 8 lbs., \$1.25 to \$1.30; peaches, \$1.90 \$2; strawberries, \$2 to \$2.25; raspberries, \$1.75 to \$2; and 3 lb. apples, 85c to 90c.—Gazette, July 21.

The Hardware and Paint Trade.

The Montreal Gazette of July 21 says: "As is usual during the midsummer months activity in iron and metals is not marked. Still interesting features are not wanting. Though there are no marked changes in values on spot, advices from abroad are firm, especially so on such staple lines as tin and terrene plates, Canada plates and galvanized iron. In all of these lines new import orders are difficult of prompt execution as markets on the other side are rushed with orders and have all they can do, according to mail advices, to attend to the business already in hand. Buyers here as a rule, however, are very conservative. They are confining their operations strictly to the narrow area of actual wants, the feeling of uncertainty being prevalent regarding the future fiscal policy of the new Government. There may very possibly be no necessity for this, but it exists and until it is dispelled business is bound to be narrow. There have been some transactions in Scotch pig, which is firmly held. We hear of sales of Carron aggregating 300 tons at \$19, and some lots of Summerlee at the same figure. Business has transpired in Queen's Head galvanized iron at \$3.25, but Lion brand is held very firm at \$5 to \$5.50. Canada plates exhibit a firmer tone at \$2.25 and coke tin plate has been more enquired for at \$2.65 to \$2.75. In general hardware the only changes which resulted from the makers' meeting recently held at St. John N. B., was a decline in wood screws, the trade discount being increased by 10 to 5 per cent, while a rebate of 5c per keg off the face of the invoice was allowed of certain quantities of nails.

The Montreal Gazette has the following to say regarding the paint trade: "The feature of the week has been the continued weakness in linseed oil, and prices have scored another decline of 1c per gallon. This is due principally to the free arrivals of late and the accumulation of stock on spot. Round lots of raw are offering at 48c and boiled at 51c. For small quantities an advance of 1 to 2c per gallon is asked over the above figures. Latest private cables from Liverpool quote castor oil in cases at 3½d per lb. This means that it could not be laid down here for much less than 8c, but at the same time holders here of cheap lots are selling at 7½c in a large way. The market for this oil is very firm, and the indications are that prices will be fully maintained. Steam refined seal oil is still in the same position as reported last week, except that prices here for round lots would be shaded. Cod oil is also much easier on account of new

arrivals and round lots are offering at 82½c, while small quantities are selling at 85c. The demand for Paris green is extremely slow, and prices have an easy tendency. We quote: Choice brands white lead Government standard, \$5.00; No. 1, \$1.75; No. 2, \$1.50; No. 3, \$1.25; dry white lead, 4½c; red lead, pure, 4 to 4½c; do. No. 1, 4c; zinc, white, pure, \$7.25; glass, \$1.25 to \$1.80 first break; \$1.35 to \$1.40 second break, per 50 feet; \$2.80 to \$3 for third break, per 100 feet; linseed oil, round lots, raw, 48 to 50c; boiled, 51c to 52c; cod oil, 82½c to 85c; seal oil, 40c to 42½c; castor oil, 7½c to 8½c; putty, in bulk, \$1.85; Paris green, casks, 18c; drums, 14c; packets, 14½c."

The Dry Goods Trade.

There has been several reports from the east of reduction in the price of cottons, but the reports were repeated, so as to make it appear that there had been more reductions than actually took place. The last report of a reduction of 10 per cent was an error. The only reduction was the one formerly reported, amounting to 5 to 8 per cent. This was owing to competition from the United States.

The Toronto Globe dry goods report says: "There is a disposition among the trades to curtail credits. It is fair to state that nine-tenths of the business done in Toronto is at three to four months, and that one-third of this amount is discounted for cash. There may be special cases where longer credit is given, but the above statement will about cover the case as a whole to curtail credits. This idea is well carried out in Great Britain. The English retail merchant often turns over his stock eight times. He buys his goods in a hand-to-mouth way, that is, frequently and in small quantities. Importers as a rule turn over their stock one and a half times each season. There is a specified time for different classes of goods to be placed on the market. Manufacturers do not care to show their coming styles until such time as these styles cannot be copied by rivals. It naturally follows, if customers wish to place orders they will show a range. The manufacturer at early dates has a crude idea of what will be the correct style, while later he becomes sure of what will be right. Very often styles shown by a manufacturer at so early a time as the present are the latest styles of a past season. They will not be any good when the proper times arrive. No later than last fall the styles of jackets called for longer garments. Many retail importers called at their usual time on jacket-makers and were shown long garments, which they bought. A few months later manufacturers, being in shape for the season, sold the up-to-date short jackets. The months of July and August appear to be too early for ordering general goods for spring. Many buyers crossing the Atlantic in September are asked by manufacturers to delay placing orders for some weeks. The reason given is that they are not in a position to advise correctly. A number of big concerns made their money when they did not import, but bought from home sources. The tendency of trade in the United States to-day is to centralize business in a few exporting houses in the principal cities such as New York and Chicago. The merchants frequently visit those centres and buy what they require on short dates. It is rapidly coming to this in Canada. Montreal and Toronto are our main markets for Ontario and Quebec. Merchants are finding that they can more correctly judge value from stock. The successful retail merchant made his money when he did not import. There are cases of merchants, who, when financially strong, began importing and in a few years had to call a meeting of creditors."