

## THE BUSINESS SITUATION

Saturday, October 27.

The business situation maintains the strength which it gained from the improved weather conditions of last week and the week before, but things are still pretty quiet in most lines of trade. The weather this week has been favorable to threshing operations and grain marketing and deliveries of wheat at country points have improved, but are still very much short of what they were at this time last year. Deliveries of coarse grains are also light. Trade will not improve very much in the west until the cold weather sets in, when will start an kinds of heavy goods moving. Wholesale dealers in heavy goods are giving a good deal of attention to receipts of winter stocks, which are coming forward lake and rail. Values have been unusually steady this week in all lines. Prices of country produce have stiffened a little excepting for cheese. Collections are poor and there is a good demand for money. The weekly clearing house statement which is given in our financial column, shows a decided improvement over last week, but is still considerably under a year ago.

## WINNIPEG MARKETS

Saturday, October 27.

(All quotations, unless otherwise specified, are wholesale for such quantities as are usually taken by retail dealers, and are subject to the usual reduction on large quantities and to cash discounts.)

## BOOTS AND SHOES.

Sorting trade is moving in moderate volume only. Travellers out for spring orders are meeting with considerable success and the volume of business booked so far is above expectations. There will be a better sorting trade when colder weather sets in, which may come any time now.

## BUILDING MATERIAL.

There is still a good demand for building material and prices remain firm as follows: Stone-wall rubble, \$3.50 per cord, Stonewall facing, \$5.50 per cord, Stony Mountain rubble, \$4.00 per cord. White lime is worth 20c per bushel, and grey lime 15c per bushel, all f.o.b. at quarry and kiln. Brick quoted here at \$10 per thousand for kiln run and \$11 per thousand for veneer.

## DRY GOODS.

Trade is quieter and not much more business will be done by jobbing houses until the cold weather creates a demand for heavy woolen goods such as underwear, hosiery, etc. It is confidently expected that the sorting trade in winter goods will be good this year if the winter sets in early as most country merchants have bought very lightly of these so far and will have to begin sorting earlier than usual. The markets are very firm for most staple lines and the outlook is that present range of values will be maintained for a long time. Buyers now in the old country have found manufacturers there quite as busy as they were at time of last visits in the spring and not a bit more disposed to shade prices.

## FISH.

Demand is good for all lines, especially for city trade. We quote: Whitefish, fresh caught, 50c per lb. pickerel, 4c pic, 3c, trout, 10c, salmon, 12c, mackerel, 15c, salt cod, 7c; Labrador herring, 1/2-barrel, \$3.00; oysters, select, \$2.25 per gallon; standards, \$2.00.

## GREEN FRUITS.

Green fruits are still moving freely as there is a good demand from all parts of the country. Apples are still firming up and some in the trade are predicting sharp advances. It is said that the feeling in Ontario is so firm that many growers are refusing to supply goods at prices named in early contracts finding some pretext or other for not doing so. It is evident that the trade have been fooled a little as to the quantities of apples available for shipment by the stories of unprecedented crops which were industriously circulated by United States dealers in the early part of the season. A heavy frost in Ontario last

week destroyed the remainder of the grape crop, and Concord and Niagara are now out of this market in consequence. Rogers' grapes are still to be had in limited quantities. Cape Cod cranberries have advanced 50c per barrel owing to the short crop. Apples, Nova Scotia, winter, per barrel, \$1.50; spies, extra fancy, \$3.25, other varieties, \$3; greenings, \$2.75; snow apples, \$3.50; oranges, Mexicans, per 300 in case, \$8; cranberries, per bbl., \$9; tokay grapes, per crate, \$3; California, winter nells pears, per case, \$3.00; Washington, winter nells pears, per case, \$2.00; late red plums, Cal., \$1.50; Washington plums, \$1.25; Rogers', 40 cents; Rogers' blacks, 40c; Malaga grapes, per keg, \$8.50; onions, per pound, 3c; or in 5-case lots, 2 1/2c; Spanish onions, per crate, \$1.50, with 10c off 5-case lots; figs, cold storage stock, \$1.00 per box of 10 lbs; California figs, new, per 10-lb box, \$1.30; dates, 7c; sweet potatoes, \$0.50; mince meat in 25-lb pails, 10c per pound.

## GROCERIES.

Trade is fairly good but collections are poor, which acts as a damper in a good many ways. New stock canned tomatoes are now in and quoted from \$2.15 to \$2.25. Dried currants still maintain their strength and further advances in the near future would not surprise the trade. Stocks of new muscatel raisins will be in the course of a week or so. Bright yellow sugars are 10c lower than our figures of a week ago. Other lines are unchanged here. For prices see elsewhere in this issue.

## HARDWARE.

The hardware market is quiet and prices stationary. Recent eastern changes have not affected this market and it is doubtful if any further changes will be made before navigation closes as the amount of factory declines will be more than offset by higher freight rates. All present stocks in the west having been bought at old prices it is not possible to follow declines closely. Winnipeg prices current are given elsewhere in this issue.

## IMPLEMENTS.

Travellers recently returned from the country report sales very slow and the outlook none too good for future business. Fall sleigh trade has been decidedly light and there is no disposition to buy freely for spring either. Collections are occupying most attention now. These are, of course, slow as yet and nothing much has been accomplished so far. Wagon and plow trade is over for the season so far as wholesale houses are concerned.

## LUMBER.

There is some demand for lumber for finishing work and dealers here report a fair trade still doing, especially for city consumption. Quite a lot of work yet remains to be finished up. Sash and door trade is dull.

## PAINTS, OILS AND GLASS.

A drop in the price of refined petroleum is the feature of the week. Silver Star is now quoted at 19c per gallon as against 20c before, and other grades, excepting sunlight, are proportionately lower. Sunlight is unchanged. This decline is attributed to the lower prices now ruling for crude oil at wells. Eldorado castor, Atlantic red and E. Engine lubricating oils have declined in price and are now quoted 4c per gallon lower. This is due to competition. Linseed oil remains unchanged in this market, notwithstanding the much stronger tone imparted by last week's advance of 10c per gallon at New York. While no United States oil is now used in this market the two markets are usually similarly affected and the sharp advance at New York noted above is due to causes which may at any time similarly affect prices in Canada, that is the failure of the flaxseed crop. The Manitoba crop this year is a very poor one indeed and oil of home manufacture will be very scarce as a result. The glass market is firm and we notice that there have been further advances in United States manufacturer's prices. For Winnipeg quotations see elsewhere.

## PAPER AND STATIONERY.

The principal feature in this line is an advance of about 10 per cent in the price of cotton twine. Notice to this effect was given by Canadian mills a short time ago and local dealers are now selling on the new basis. The advance is attributed to the high price of

cotton. Jobbers here are busy at present with numerous orders for staple and fancy lines. Country merchants are taking advantage of the excellent stocks carried in Winnipeg to buy goods which in other years they have been in the habit of buying east. When it is considered that on most lines exactly the same prices can be obtained here as in the east and the freight is saved the wonder is that so much western trade in these lines is allowed to go east.

## GRAIN AND PRODUCE.

WHEAT—The wheat market continues to languish under steadily declining prices. We have had another week of slow dragging business without support from any quarter, and the result is a loss of 2 to 3c per bushel in values. The movement of wheat keeps as large as at same time a year ago, and visible reserve stocks being much larger and still accumulating buyers of actual wheat hold off to a large extent, working only sufficient for current requirements and there being neither speculative or investment buying to help the market, prices keep getting gradually lower. It has been expected that primary receipts in the United States would fall off considerably before this time, but they daily run about the same as a year ago, and the visible supply continues to pile up, being now as high as the highest point reached all last season. Recently reports have been coming on the market regarding damage to the Argentine crop through excessively wet weather, but not much notice has been taken of them yet. If serious damage takes place to that crop it will be a strong factor on the market, but the reports are not well corroborated yet, and besides, there is plenty of time between this and harvest in Argentina for the crop to recover from too much wet. The seeding of winter wheat in the States is about completed. Early districts are green and some parts are reporting the appearance of the Hessian fly in large numbers. In Europe seeding is well advanced, but has been delayed in several countries by too much dry weather. In Australia the crop is doing exceptionally well and a large yield is looked for. The prospects in India continue good and new crop Calcutta wheat is still being offered in London. There has been favorable weather over Manitoba and the Canadian Northwest for threshing, but the movement of the crop is very small yet. Farmers seem inclined to hold their wheat, and are putting in their time plowing, etc., rather than hauling wheat to market. Last week the American visible supply increased 1,335,000 bushels compared to an increase previous week of 1,577,000 bushels and an increase for same week a year ago of 1,241,000 bushels. The aggregate visible is now 58,313,000 bushels against 48,550,000 bushels a year ago. The world's shipments last week were smaller at 6,851,000 bushels compared to 9,269,000 bushels previous week and 7,449,000 bushels a year ago. The world's visible supply according to Bradstreet's increased 2,156,000 bushels last week, compared to an increase of 4,273,000 bushels the week previous and an increase of 4,575,000 bushels same week a year ago.

The local market remains in the same stagnant condition noted in previous reports. The requirements of local millers absorb a considerable portion of the quantity marketed, and prices are kept some cents above export value. There is very little hard showing up and the trade such as it is, is becoming more confined to the lower grades. Prices at the close of the week are as follows: 1 hard, 82c; 2 hard, 76c; 3 hard, 70c; tough 2 hard, 70c; tough 3 hard, 66c; tough 3 northern, 63c, all in store Fort William. Damp and wet wheat 3 and 5c under tough in store Port Arthur.

FLOUR—Demand in the city is good and mills report good sales. We quote: Lake of the Woods, Five Roses, \$2.50; Patent, \$2.15; Medora, \$1.70; XXXX, \$1.25 per sack of 35 pounds. Ogilvie Milling Co., Hungarian, \$2.30; Glenora Patent, \$2.15; Manitoba, \$1.70; and Imperial XXXX \$1.30 per sack of 35 pounds.

MILLFEED—Supplies are increasing and we note a decline of \$1 per ton this week. Mills are now quoting \$11.50 for bran and \$12.50 for shorts in bulk delivered.

GROUND FEED—Oil cake has become very scarce and is practically out of the market. Corn chop is \$1 per ton cheaper at \$21. We quote: oat chop, \$25 per ton; barley chop, \$21.50; mixed barley and oats, \$23; corn chop, \$21; oil cake, very scarce.

COUNTRY WHEAT—Deliveries are improving. Buyers have been paying 95 to 65c per bushel for farmers' loads of No. 1 hard, according to rate of freight.

OATS—The market remains in much the same position as a week ago. Offerings have decreased somewhat but are still very light, and the great bulk of the oats this year will never keep, being all more or less damp. Some very good lots of white oats have offered but there is a suspicion in the case of some of these that they are not new oats and that sellers are trying to make a good showing for their district with a view to future sales of new oats of inferior quality. Judging from present indications most of the oat business this year will have to be done on sample as the grain is too damp to grade. Prices now being paid vary all the way from 35 to 40c per bushel in carlots on track, and the best of the new oats might bring 38c in certain cases but the general idea of value is 36c. These prices are for immediate delivery. Oats to arrive are worth 34 to 35c. Carlots at country points range from 28 to 32c per bushel on cars, according to quality and rate of freight.

BARLEY—Offerings are extremely light and the market has hardly opened yet. Dealers are offering from 36 to 38c per bushel for carlots of feed grades on track here. Malting grades would be worth about the usual proportion more.

CORN—A few carlots of new corn for feed purposes are arriving. The price has dropped 3c during the week and we quote No. 3 corn on track at 46c per bushel.

FLAX—Offerings are very poor and it looks as if the crop has been almost a failure. Dealers say they have never seen such poor seed offering for sale. High prices are paid for flaxseed this year that would not ordinarily bring one-half of the top prices. The regular range throughout the week has been \$1.30 to \$1.40 per bushel at country points.

HAY—The quality of offerings is poor. Fresh baled is now quoted at \$7.00 to \$7.50 per ton on track here and loose hay is worth about the same figure.

OATMEAL—Imports from the south have ceased owing to higher prices there. This market is being supplied with Ontario meal, which costs in carlots laid down here about \$1.55 per sack of 50 pounds. A reduction of 5c per pound in the freight rate from Ontario, which has just gone in to effect has materially improved the position of the Ontario miller in this market. The freight rate on oatmeal in carlots is now 30c per 100 pounds.

BUTTER—Creamery—Some of the butter factories stopped shipping for the season this week and others will follow in a few days, so that the season is now pretty well over. Dealers are paying 21c per pound for strictly fresh goods at the factory.

BUTTER—Dairy—Finest qualities are very scarce and are eagerly bought up whenever offered at 16c per pound, commission basis, but the general run of dairy butter will not fetch over 14 or 15c, which is about the same as a week ago. Most of the butter coming in has to be exported as there is no market for it here. We quote: Choice dairy, in rolls or tubs, 16c per pound, strictly fresh, 14 to 15c; second grades, 10 to 14c commission basis.

CHEESE—The market is weaker, largely owing to the poorer quality of offerings. Dealers say they find it hard to sell much of the stuff offering at good prices owing to its doubtful quality. About 9 to 9 1/2c per pound is the regular quotation for factory cheese now. Dairy grades are not worth over 8c.

EGGS—Receipts have fallen off and the market is firm at 16c per dozen for fresh case eggs subject to candling, delivered at Winnipeg.

VEGETABLES—Potatoes seem to be holding firm at last week's prices and the general opinion is that the potato crop justifies higher prices than usual this year. Some carlots have been offered this week at country points for which 25c has been bid, or equal to 32c per bushel here. Farmers' loads at the market are worth 35 to 40c according to quality. We quote other lines of vegetables as follows: Lettuce, 10c per dozen; parley, 20c; green onions, 10c per dozen; carrots and beets, 25c per bushel; turnips, 20c per bushel; cabbage, 25c to 40c per dozen; ripe tomatoes, 3c per lb; imported tomatoes, 50c per basket; green tomatoes, 30c per bushel; celery, 20 to 25c per doz.