

Toronto Dry Goods Trade.

We think it is rather a misfortune to the trade when we have to report that foreign goods are now being passed through the customs and duty being paid so many months before they are actually required, but this is the case, and we desire to point out to the trade the serious loss of interest as well as risk of decline in price involved in this mode of doing business. We contend, and we think with fairness, that the house does best for its customers which has the newest and freshest goods, and it is much the safest house to buy from. Big stocks of old and shop-worn goods are undesirable at any price. This applies not only to the wholesale but also to the retail trade. Travellers who are coming in to sort out their samples report a fairly satisfactory state of things throughout the country generally, both as regards the stocks on hand and as regards the prospects of their being disposed of to the consumer.

Money continues difficult to get. Still notes maturing are fairly met, and prospects in this direction are reassuring.

Prices of various kinds of goods are remaining remarkably firm, and upon the whole the trade is to be congratulated upon the prospects.

Woolens are fairly active and without special feature. The prospects for the fall trade are very satisfactory. The Canadian mills are overburdened with orders, and several of them have refused to accept repeats. One mill writes that they are afraid they cannot fill contracts. This is another proof of what the *Empire* has frequently pointed out, that the product of the Canadian mill is now replacing imported goods. Foreign advices are strong, and Canadian buyers have had to pay more money for repeats. The dyers in and about Bradford have formed a combination, and there will be no more cutting in dyeing. This has caused a material advance in black worsteds.—*Empire*.

Leather and Boots and Shoes.

For the last few years sole leather has been a somewhat unprofitable business, principally caused by over-production here and in the States. For living's sake eighty-five per cent. of the sole leather tanners in the States have formed a combine, and all tanners both outside and inside the combine have appointed a purchasing committee. One result is lower prices for hides, and another result increased profits. This will tell on Canadian tanners so long as the States tanners do not require a dumping ground. Assurances have been given of non-interference, but we know to our cost how long moral agreements outlast financial requirements on the other side. There is a kind of an agreement among the tanners here to limit production to meet only the demand; but if the States tanners determine to force trade, this agreement would fall to pieces.

Black Leathers are almost out of existence. Canadians, following the example of States people, demand colored leathers. This is serious for tanners, because they cannot change in a day. The tanners must meet the market, no matter at what cost, for the demand is for colored boots even in winter, and for a higher class of goods. This leads us naturally into the subject of boots and shoes. No need to repeat the foregoing. This trade has been dull, and has needed forcing with those firms who have not been quick enough to take the tide. It cannot be too often dinned into the ears of manufacturers that they must suit themselves to meet the market, and not dictate when the market shall meet them. Payments in this line are not satisfactory, on the whole.—*Toronto Commercial Exchange*.

Montreal Dry Goods Trade.

The dry goods market is quiet, all the houses being busily at work in getting in their fall supplies of staple lines. Retailers, however, report a good demand for cotton goods owing to the hot weather.

There has been considerable discussion among the trade about closing up from Saturday over Monday, and giving the different staffs two days' holidays. It is understood practically all the houses have consented to this except one.

A question that has occasioned considerable talk during the week is the old grievance of the Toronto houses selling Canadian cotton staples so close that there is nothing to be gained at all in handling them. This has been a sore spot with the trade for years now, and various suggestions have been made from time to time about a remedy, but nothing has resulted. This year three of the Toronto firms cut things closer than ever, selling the goods, it is said, at 2½ to 5 per cent on mill prices. This, in the opinion of conservative traders here, means selling the goods at a loss, for it costs at least, allowing for traveling expenses, etc., 10 to 12½ per cent to handle the goods in question, so that the absurdity is at once apparent. The excuse of the offending firms in Toronto is that they increase their yearly aggregate, however, and so neutralize matters, but this is characterized as pure poppycock by merchants here. Matters have been carried to such a pitch, in fact, that one of the more conscientious houses in Toronto has threatened to sell at absolute mill prices, with the idea of stopping the cutting once and for all. A meeting of the dry goods branch of the Montreal Board of Trade was held this week in connection with the matter, and it was decided to confer with the representatives of the colored cotton combine and see what could be done. This conference has not come off as yet, as the gentlemen who are authorized to act in the matter are away from the city. When they return, however, an attempt is to be made to devise some method of dealing with the matter. It is the impression among a good many, however, that it will be a matter of extreme difficulty to arrange any practical course of dealing with the difficulty.—*Montreal Gazette*.

Wheat on the Pacific Coast.

[San Francisco Commercial News, June 23.]

Samples of new wheat are being shown up in the tables at the Exchange, and the quality is good, while the quantity is likely to rather exceed the estimates advanced and adhered to by the *Commercial News*, if reports now arriving from the interior are to be relied upon. It is evident also that the north will have a better yield than any one hoped for earlier in the season, in fact it is likely that Oregon will have quite a large wheat crop as that of last season, while favorable weather in Washington has made a wonderful difference in the prospect. Eastern reports have lately been more favorable and the outlook there has undoubtedly improved materially, while European advices reflect increased confidence in the prospect. Altogether then there seems little in the current depression to create surprise, while taken in conjunction with the extreme and hampering conservatism of the banks, the apathy of buyers and increased willingness to realize on the part of holders seem natural corollaries. A small cargo might find sale for prompt shipment at 31s, about 3d within rates current last week, but large cargoes are not saleable. Locally there is a very limited demand at a decline, there being no possibility of securing the prices paid last.

Grain Prices in England.

L. Norman & Co., London, write THE COMMERCIAL on June 19th as follows:

We are pleased to report a better tone during the past week, and although actual business has been limited and the advance in prices but nominal, there are indications of increased confidence, the lack of which during the past month has had such a depressing effect on the market. Pending the views of buyers and sellers coming nearer together business is of course restricted. In Canadian grain, transactions are still of

a very limited character. Freight still remains scarce and the parcel trade which might be done is stopped for want of room.

No. 1 Hard Manitobas. 3,000 qrs. have been done at 29/6 c.i.f. during the week. To-day sellers are asking 29/9 c.i.f.

No. 1 White Winter Wheat. No charge. Sellers firm. Buyers would pay 28/9 c.i.f. to-day to East Coast ports, being threepence advance since our last.

Goose Wheat. Sellers of small parcels at 27/6 buyers at 26/-

Barley. For feeding barley, trade rules firm and advancing. The continued drought causing increasing demand.

Oats. Firm and advancing. No. 2 White Oats 19/9 wanted, and for mixed 19/6, but no sales reported.

Too Many Canned Strawberries.

"The demand for canned fruits has slackened off so much during the last couple of years," said a handler to the *Toronto Grocer* Wednesday, "that they have been a drug on the market. Packers, particularly of canned strawberries, have this year had to carry several lots over. The plain fact of the matter is that there is not the outlet for them, the people having to a large extent quit using canned fruit. Even at low prices there is practically no great demand. Now, this is a fact, and I know it, for we have had canned strawberries this last two years which we cannot get rid of. One firm on the street, so at least I understand, is even offering the very best quality of strawberries at \$1.30 per dozen, which would easily cost the packer \$1.60 to put up. Over in the States for the same class of goods as these the packers get \$2 to 2.10 a dozen. However, as long as packers continue to put up large lots of these goods they will continue to be sacrificed."

What with good prices for cattle, hogs, hay, butter and cheese, says the *Montreal Trade Bulletin*, the farmers of this province have no reason to complain, and the large amounts of money that are being circulated in the country districts should find their way back to our wholesale houses in the shape of better remittances.

The *New York Journal of Commerce* says:—The early Japan tea forwarded by the Canadian steamer *Empress of Japan*, arrived in this city early Saturday morning. This steamer sailed from Yokohama June 2, and thus her cargo shows the extraordinary freight transit time of 21 days, Japan to New York. The *Empress of Japan* crossed the Pacific in 11 days, the overland transportation adding but 10 days to complete this through record.

The Port & Winch Co. are preparing to handle an immense quantity of fresh salmon during the sockeye run. Mr. Port says the demand for salmon is very brisk, and they expect while the sockeye run lasts to ship a cargo every day. Other companies also will do a rushing business, and the prospects are that four or five times the quantity of fresh fish handled last year will be exported during the next ninety days. It is the intention of several freezing companies to go into the salting business on a much more extensive scale than ever before.

James Wilson, superintendent of the Canadian Pacific's telegraph lines on the coast, is in Nelson looking over the route for the proposed extension of his company's lines. The new line will start at Revelstoke and run south to Nakusp, thence to Nelson by way of New Denver, Kaslo, Alasworth and P. four. The line will be about 190 miles long, and will take about four months to build. The material is now ordered and work will be commenced in three weeks. When in operation, the rate from Nelson or Kaslo to the coast will be 75 cents for a ten-word message. The local rate between points on Kootenay lake will be 25 cents.