

THE BUSINESS SITUATION

Winnipeg, Saturday, May 12.

Fine summer weather this week has led to an active trade in the lighter lines of dry goods, clothing, etc., both in city and country. The movement of these lines to the country from local jobbing warehouses is quite large and prospects are for an active season's trade. Groceries and provisions are also in good demand. Some radical changes in the local hardware price list are noted in our market columns, and linseed oil has made a sharp advance. Grain deliveries throughout the country are light. The large stocker cattle movement continues. Building operations in the city have been rather backward and the danger of a repetition of last spring's strike among the carpenters is hurting the prospects for work. The movement of new settlers to all parts of the west is large. Railway traffic of all kinds is moving freely. Bank clearings at Winnipeg for the week ending Thursday were \$296,193 larger than a year ago, but nearly that much smaller than two years ago. Copious rains all over the country would improve crop prospects and trade and create a better feeling generally.

WINNIPEG MARKETS

Saturday, May 12.

(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.)

BINDER TWINE.

There is no change in the twine market. Dealers are booking orders at 11 1/2c per pound for sisal and standard, 14 1/2c for Manila and 16c for pure Manila, i.e. b. Minneapolis, Duluth and Fort William in carlots. For less than carlots prices are 1-4c per pound higher.

BUILDING MATERIAL.

Stone and lime are in active demand at the following prices: Stonewall rubble \$3.50 per cord; Stonewall footing \$5.50 per cord; Stony Mountain rubble, \$4 per cord. White lime is worth 25c per bushel, and grey lime 15c per bushel.

DRY GOODS.

Jobbers report an active trade doing. The fine warm weather has greatly stimulated the demand for light summer goods and travellers are looking numerous orders for these. House sales are also good. With the demand as large everywhere as it is to-day it is not so much a question of being able to sell as of being able to buy. Canadian factories are all very busy and in Great Britain and foreign countries much the same conditions prevail. Canadian buyers now abroad report great difficulty in getting their orders placed. The tendency of prices on all staple lines is still upwards.

DRUGS.

Demand is steady and fairly large for all lines. Camphor is firmer in other markets, but unchanged here. Carbolle acid has declined 5 to 10c per ounce. Citric acid is also 5c lower,

Pink green is weaker and has declined 3c per pound. Soda is 25c per keg dearer and strychnine 10 to 15c per ounce lower.

FISH.

Fresh caught whitefish and Lake Superior trout are now in the market, also salmon and halibut. Demand for fish is good and we quote prices as follows: Whitefish, fresh caught, 3 1/2c per pound, frozen 6 to 5 1/2c; Lake Superior trout, 10c; salmon, 12 1/2c; halibut, 12 1/2c; pickerel, 3 1/2c; pike, 3c; trout, 10c; salmon, 12 1/2c; salmon, round cuts, 10c; halibut, 11c; salt whitefish, in half barrels, \$6.50; haddock, 7c, salt cod, 7c; mackerel, fresh, 15c, fresh herring, 20c; Labrador herring, in half barrels, \$4.00.

GROCERIES.

The grocery market is for the most part steady and unchanged. Country merchants are taking fairly large quantities of goods from local jobbers and city trade is also good. The most notable feature of the week has been a general advance of 75c per case on Eddy's sulphur matches, due to the scarcity created by the Hull fire. Various raisins hold very firm at \$2.50 per box. For prices see page 1156.

GREEN FRUITS.

There is practically no change in the situation. Business is fairly active and prices firm at last week's figures. St. Michael oranges are offering at \$5 to \$5.25 according to size. Bananas are scarce and hard to obtain at times. Strawberries are now coming forward freely. We quote: California navel oranges, \$4.75 to \$5 per case for regular sizes. California seedlings, \$3.50 to \$3.75; fancy Mod. sweets, \$4; California lemons, per box, \$4.75; bananas, \$3.00 to \$3.50; pineapples per dozen, \$5.00, apples, winter, \$5.00 to \$6.00 per barrel; strawberries, \$6.50 per case; coconuts, per dozen, 80c; Grenoble walnuts, 15c; Tairagoua almonds, 15c; filberts, 12c; peanuts, green, 9c, roasted 12c; pecan nuts 15c per lb; new maple sugar, per pound 15c; apple cider, 35c per gallon in barrels and half barrels; fruit clear put up in 20 and 30 gallon kegs, per gallon, 35c; California layer figs in 1 lb. pound boxes, \$1.40; new Smyrna in glove boxes, \$2.00 per dozen; 10 lb. boxes, \$1.50 per box; dates, 7c per lb. in 1 lb. cartons, 10c; honey in 1 lb. glass jars, per dozen jars, \$2.50; American red onions, 3c per pound, green onions, 20c per dozen bunches, lettuce, 50c; sweet potatoes, per barrel, \$7; California celery, 90c per dozen bunches; new California cabbage 5c per lb.; cucumbers, \$2.

HARDWARE.

Our price list this week shows a sharp decline in barbed wire, wire nails, iron pipe and bar iron corresponding to last week's decline in the east. This is the first reduction which has been made in these lines in 18 months. It is difficult to determine the real cause of the drop as in the opinion of the trade it is not due to natural or legitimate causes. The only explanation that it is due to speculative manipulation in New York for stock jobbing purposes. The president of the American Steel and Wire Company, J. W. Gates, is held responsible for the cut in United States prices, which he claims was rendered necessary in order to reduce stocks which have accumulated. Most dealers are not inclined, however, to accept this explanation for so radical a drop as \$1 per 100 pounds of wire and nails, and attribute it to Mr. Gates' speculations rather than to

legitimate causes. Whilst there has been a reduction of the above mentioned amounts in the United States the full amount of the reduction has not been made in Canada for the reason that United States prices are always much higher than Canadian owing to the fact that their makers give Canadian jobbers a special cut which enables them to sell much lower than jobbers across the line and this recent cut has not been made to apply to its full extent on the Canadian list. The actual amount which Winnipeg jobbers have taken off their prices this week is 25c per keg on wire nails and 25c per 100 pounds on barbed wire. It is generally the unexpected that happens and dealers here say they would not be surprised if the United States trust should put its prices up again to the extent of a few cents so as to create a scramble to get orders placed before a radical advance. Bar iron dropped 20c per hundred this week here and band iron a similar amount. Another important decline this week has been in iron pipe 1-4 inch pipe having declined 32 1/2c per 100 feet and other sizes in proportion. Solder is 1c per pound lower. Galvanized iron staples are 25c per 100 pounds lower. Business is good with local jobbers and the outlook for trade satisfactory. Winnipeg prices will be found on another page.

PAINTS, OILS AND GLASS.

A sensational advance in linseed oil prices is the feature of this week's market. Boiled oil is now quoted at 95c per gallon and raw at 92c, an advance of 11c per gallon. It is seldom that such a radical change occurs in the price of this commodity and the trade have been taken by surprise. Short stocks is the cause. The high prices which now prevail for oil is sure to have an adverse effect upon the paint trade. The lead markets hold very firm and prices here are away below the basis of eastern quotations. Jobbers report business light at present.

RAW FURS.

Receipts are fairly liberal and prices as follows: Badgers, prime 25 to 50c; bears, black, yearlings, \$5 to \$8; black, small, \$5 to \$12; black, medium, \$10 to \$15; black, large, \$15 to \$25; brown, yearlings, \$4 to \$6; brown, small, \$5 to \$10; brown, medium, \$10 to \$15; brown, large, \$15 to \$20; beaver, small, \$15 to \$3; medium, \$3 to \$5; large, \$5 to \$7; fishers, dark, \$6 to \$9; pale, \$3 to \$6; fox, silver dark, large, \$50 to \$200, cross, \$5 to \$15; red, \$1 to \$3; lynx, large, \$1.50 to \$4; middling, \$1 to \$3, small, 50c to \$1.50; marten, large, dark, \$4 to \$12; large, pale or brown, \$3.50 to \$8; large, light pale, \$2.50 to \$5; mink, large, dark, \$1.50; to \$3 small, dark, \$1 to \$1.50; musquash, winter, 2c to 10c; otter, large, dark, \$6 to \$12; large pale, \$5 to \$8, skunk, large, 50c to \$1; wolf, timber, large, \$2 to \$3; prairie, 40c to \$1; wolverine, large, dark, \$3 to \$5; large, pale, \$1.25 to \$2.

SCRAP.

We quote prices as follows: No. 1 cast iron free from wrought and malleable \$14 per ton, No. 2, \$7 per ton; wrought iron scrap, \$6 50 per ton; heavy copper, 10 1/2c per pound; red brass, 8 to 8 1/2c per pound; yellow brass, heavy, 7 1/2c per pound; light brass, 4 1/2 to 5c per pound; lead pipe or tea lead, 2 1/2c per pound; zinc scrap 1c per pound; rags, country mixed, 50c; rubber, free from rivets, buckles and articles, 5c per pound; white ledger paper 1c per pound.