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## The Consolidated Stationery Co., Limited

41 PRINCESS STREET, WINNIPEG, MAN.

### Dairy Trade Notes.

The cheese cable advanced 6d on August 14.

At Woodstock, Ont., on August 13, the cheese market continued to improve, the balance of July selling at 7 3-16c, one lot going at 7 7/8c. With transactions here all the Julys have been sold, and the market has been adjourned for two weeks. There are indications that fall cheese will yet reach a good figure, and factory men are in better spirits than they have been this season.

At Brockville, Ont., on Aug. 13, the meeting of the cheese board witnessed a great jump in prices. Bidding opened at 7 1/2c and reached the top figure at 8 7-16c. A few choice lots brought 8 1/2c. Many are holding, anticipating a further rise in the market.

A conference was held at Montreal recently between Premier Laurier and other members of the government and members of the board of trade and Butter and Cheese association. The question of cold storage was discussed and the government was strongly urged to secure the immediate establishment of cold storage space on steamships from Montreal to British ports, in the interest of the dairy and fruit trade.

At Woodstock, Ont., on Aug. 12, at the cheese market twelve factories offered 2,085 boxes cheese. Sales: 1,525 boxes at 7 13-16c, 325 at 7 7/8c, 150 at 7 7/8c.

The Montreal Gazette of Aug. 14 says: "The cheese market was active and rather excited yesterday. Despite the fact, however, there are many shippers who contend that they are unsuccessful in securing limits, which will permit them to pay the advance. The fact remains, however, that the buying and shipment of cheese is merrily going on. Quite a quantity of cheese changed hands on spot, aggregating possibly 5,000 boxes or so, comprising both Quebec and Ontario makes. The former sold around 7 7/8c and the latter 8c, which is 1/2c higher than was possible yesterday. Even at the advance the spot basis is still below parity with the country prices. The cable advanced 1s on both white and colored to day. This is not surprising, considering that it is about 2s below the Montreal equivalent, even as it stands now. Butter continues to stiffen in price, and there is a good demand for finest creamery, 18c being made for it to-day, which is the highest price yet realized on spot. Undergrades range around 16 to 16 1/2c.

### Montreal Grocery Market

Since our last report of the sugar market cable advices on the raw article have been weaker, and the advance in prices noted last week for beet has nearly all been lost again, private cables to hand to-day noting a decline of 8d to 4 1/2d, quoting August and September at 9s 9d; as against 10s for August, and 10s 1 1/2d

for September this day week. In New York there has also been an easier feeling in raws, and recent sales of Crystals have been made at 3 3/8c, which is a decline of 1/8c, but the advance in refined has been maintained. In this market the feeling is also easier in sympathy with the above, and although no actual decline in prices has taken place, refiners state that they are disposed to shade prices for round lots of granulated and 4 1/2c would be accepted for 250 barrel lots. The extreme heat in the west, and here of late has, no doubt interfered with business some, as the demand for sugar shows a falling off and sales have been slow. We quote: Granulated at 4 1/2c in 250-barrel lots and over; 4 5-16c in 100-barrel lots, and 4 1/2c in smaller quantities. Yellows range from 3 3/8c to 3 3/4c, as to quality, at the factory.

The demand for syrups continues of a limited character, and the market, in consequence is very quiet, with no change in prices to note, they being quoted at 1 1/2c to 2 1/2c per lb., as to quality at the factory.

Business in molasses has been very quiet during the past week, owing to the fact that wholesale grocers have ample supplies on hand, and until such are worked off importers and brokers do not anticipate much activity. There is no material change in prices, but probably 28c would be shaded for a round lot of Barbadoes, while in a jobbing way holders are realizing 30 to 31c.

There continues to be a good demand for rice, and the market is active with a large business doing at firm prices. We quote: Crystal Japan, \$1.75 to \$5.00; standard B, \$3.45; Patna, \$4.25 to \$5; Carolina, \$6.50 to \$7.50; choice Beranda, \$3.75, and Java kinds, \$1.

In spices business continues quiet and the market is without any new feature to note. The following quotations are what jobbers can buy at only: Penang black pepper, 6 to 7 1/2c; white pepper, 10c to 12 1/2c; cloves, 7 1/2 to 9c; cassia, 8 1/2c to 9 1/2c; nutmegs, 60 to 90c, and Jamaica ginger, 15 1/2 to 18 1/2c.

The demand for coffee is as slow as ever, and the market rules firm and unchanged. We quote Maracaibo at 17 1/2 to 18c; Rio 16 to 17 1/2c; Java 23 to 25c, and Mocha 23 to 26c.

The week just past has been a quiet one in the tea trade, sales being principally confined to small lots to fill actual wants, and the only round lot reported was 300 packages of new crop Japans at 15c. The prospects, however for the future are rather more encouraging and a larger volume of business is anticipated.—Gazette, August 14.

The apple crop is very heavy in Nova Scotia and large in other parts of Eastern Canada and the northwestern states. Against this the crop in Europe is said to be very poor, so there will no doubt be a good export demand.

### The Dry Goods Trade.

At this time of the year, when jobbers are placing many goods into stock, it requires a large amount of money to pay duties. It is difficult to do this when jobbers have to make up any note deficiency. The number of notes met covering the fourth was hardly a fair average.—Toronto Globe.

A circular was recently issued by the agents of the Colored Cotton Company reducing one line of flannels, white and colored cotton yarn and white and colored warps.

The condition of affairs that exists in regard to meeting liabilities should engage the attention of the trade. Any merchant in good standing who fails to take up his paper when it matures must surely be one who omits to keep an account of due bills. The writer saw a bundle of notes on August 7, all maturing on August 4, waiting to be taken up. The jobber interested stated that he would probably receive word about a few each day. A banker would say, "Let the notes go to protest." Should the wholesaler do that? The retailer, if such were done sometimes, might discontinue to buy from that house. All this applies to merchants who could discount their liabilities if they wished. The least courteous retailers could extend to jobbers would be to let them know a few days before, or even on the day that notes are due, how they intend to meet them. This neglect to meet notes, fortunately, is not the general rule. The business man of to-day is better educated and consequently takes a more intelligent view of all matters appertaining to the trade. The trained clerk is the man that usually succeeds the former proprietor. Any man not thoroughly experienced in dry goods on entering it at the present time if he expects to succeed, must surround himself with efficient men. Business is becoming more centralized every year. Where there used to be fifteen or more business stands in a large town, now there are six or less. It is the old role of the survival of the fittest. All the large establishments usually have bookkeepers and give very little trouble about maturing paper. The cash basis being gradually adopted makes it easier for merchants to know where they stand. Many notes are sent to the local banks for collection, and these extend any necessary accommodation. This materially helps collections. Trade is being done on a smaller margin of profit, which compels merchants to sell for cash or take in exchange some commodity so as to enable them to take advantage of cash discounts. Paying interest is now considered by many as almost sure death in the long run.—Globe.

The banks throughout Canada now charge a discount on United States money as a result of the free silver movement in the United States.