

THE OUTLOOK FOR TRADE

CORRESPONDENTS FROM MANY POINTS DEAL WITH THE CROP CONDITIONS, THE VIEWS OF MERCHANTS ON TRADE PROSPECTS IN THEIR LOCALITIES, PRACTICAL REMARKS FROM PRACTICAL MEN.

MANY readers have sent to THE REVIEW brief but interesting reports on present trade prospects throughout Canada. From these the following have been selected as coming from representative and important centres:

ONTARIO.

Stratford.—The crops in this section have been very good. All classes of grain have averaged well, the hay crop about half and roots of all kinds excellent, the potatoes being unusually productive. The outlook is good and the tone hopeful. The G.T.R. shops are an important factor in the business of our city, and the staff at present is quite full, some 600, besides, a large force of train men centring here adds to the pay roll, which runs as high as some \$45,000 per month. W. J. FERGUSON.

Tara.—The hay crop was a failure and it does not average half a crop. Fall wheat was harvested in good condition and farmers do not murmur at the return. Spring wheat, oats, barley and peas, while thin on the ground the grain is as a rule plump and of a good quality. The yield is variable, but taken altogether will be about an average one. There is no fruit of any kind, and it will need to be imported to supply the demand. The outlook for a good fall and winter trade is not very promising. The butter and egg trade this summer was very much smaller than usual, and cheese being so low not much money is being obtained by the farmers' wives from this source, and we believe collections will be hard to make. Last season thousands of dollars was left through this section from the sale of fruit alone. The money obtained from the sale of grain, cattle, etc., usually goes to pay taxes, rent or interest. H. A. VAN DUSEN.

Oak Lake.—Seventy-five per cent. of the wheat was frozen here, and there is very little No. 1 wheat in this section. Crops are threshing out well: wheat, 25 to 35 to the acre, and oats as high as 100 bushels to the acre. Fall trade up to date is very slow. On account of small prices not much grain is being sold. Farmers are building granaries and storing wheat for higher prices. This will have a tendency to have a more evenly distributed business during fall and winter. Prices to-day run from 20 to 45c. for wheat. Collections up to date are nil.—A. CAMERON.

Woodstock.—In parts of our county the crops are exceptionally good, while in other parts they are quite the reverse. Our farming community seems to be depending more upon the raising of stock and of dairy products. The prospects at present for these interests are not of the brightest character. So far there are little of what we might class as actual or winter purchases taking place. Our town trade is moving steadily among the moneyed class, but, as ours is a manufacturing centre, the general stagnation has affected our interests in this respect with a large portion of the community the mechanic class. Houses which do a credit business will be better able to speak of collections and how they are being made. T. A. FORMAN.

Lindsay.—Crops in our county are generally a good average, with very short straw and very little hay. Cattle, hogs and

cheese, with peas and oats, are now the staple articles in our county. Trade outlook is fair. Our own business so far this fall is ahead of the past two years, but we doubt if this is general in our town. It is too soon to speak of collections, as they seldom come before October and November.—DUNDAS & FLAVILLE BROS.

Windsor.—Crops in the county of Essex have never been better. 70 to 80 bushels of oats and 100 bushels of corn to the acre; wheat and fruits good; hay only a light crop. Other matters that affect trade are in good condition. The dry goods business is slightly better than a year ago, notwithstanding the unusually warm weather for September. From the prosperity of the farmer the outlook for trade is good. Collections are fairly good and up to the average. BARTLET & MACDONALD.

Chatham.—Wheat turned out well. Oats, a magnificent crop. Corn never was such a good crop in Kent county. Beans, a good crop, and mostly all harvested in good condition. Apples, none. Peaches, scarce. The outlook is good and not so much grumbling among the farmers. Collections are slow. The weather is too warm for business, farmers all busy seeding and cutting corn. Not much grain selling since the drop in price. H. K. RIDLEY.

Barrie.—This is a purely agricultural district, well adapted and given to mixed farming and stock raising. The crops this season are well in advance of the average. The transactions in grain so far are limited, and collections are consequently slow. A strong feeling of expectation of a good fall and winter trade prevails among our local tradespeople. A healthy feeling of carefulness is at the same time observable, awaiting the establishment of prices of farm products.—FRAWLEY & DEVLIN.

Almonte.—Crop returns in this immediate vicinity are good—ahead of last year—though on the high and hilly lands of Lanark township and a few other localities the drouth affected farmers, whose yield in some cases is much smaller than last year. This being a manufacturing town, the condition of the market for tweeds, flannels, knitted goods, files, etc., affects the prosperity of Almonte, which, however, has come through the depression wonderfully well. Farmers are greatly helped by the score or more cheese factories that are established within the county, which have been the means of circulating a large amount of cash at a time when the agriculturists need it most. Mixed farming is the rule here, but many farmers make a specialty of stock raising, and are making a success of that branch of farm work. Judging from present indications, the outlook for fall and winter trade is much better than it has been for years, as our factories are running steadily, which they have not been doing for some time; and this alone has the tendency to create confidence, and the working classes will in consequence buy more freely. We think we are quite safe in saying that the farmers will do more buying this fall and winter, as they have been purchasing very sparingly during the past two years. Re collections: we cannot say for ourselves, as we virtually do a cash business; but we were speaking to a business man here a short time since, and he said that he had some accounts that he