

## THE TRADE OUTLOOK.

THE following are some of the reports regarding trade prospects which arrived too late for insertion in the last issue:

### ONTARIO.

**Guelph.**—Crops, fair. Fall wheat and hay, very poor. Oats, peas and potatoes, good yield, but present low prices make returns to farmers unsatisfactory. Low prices of live stock, for which this section is noted, are also against profit to farmers. The business outlook on the whole, we think, is fair, and somewhat better than last year. With caution, a reasonably profitable business may be expected. Local city trade is good, as factories have kept hands employed steadily, with few exceptions. The greatest hesitancy to spend money is on the part of the farmers. Collections we have little personal experience of, as our business is principally, if not totally, cash, but we are told that it is very difficult to collect accounts. Guelph is not a "boomed" town, but enjoys a steady, fairly profitable trade without very serious fluctuations, and with plenty of competition to ensure customers getting goods "cheap." E. R. BOLLETT & Co.

**Windsor.**—The condition of the crops is good. Corn, the principal crop, one of the heaviest for years. Wheat and oats, above the average. Garden produce, very abundant. Dairy products command good prices. Fruits, especially small fruits, were plentiful. Grapes, not up to average owing to early frost. The outlook is very favorable, so far. Trade has shown a marked increase over last year in September and October. As we do a cash trade we cannot say how collections are. Building operations have been rather slow here this season, a number of workmen being out of employment.—PEDDIE & Co.

**Kingston.**—Crops in this vicinity have been good, with the exception of hay, which has proved a failure. This, coupled with the low price of cheese, will have a bad effect on many farmers around here, who have been depending on cheese and butter and gradually accumulating stock. At the present price of hay, and at the higher prices most likely to rule during the later autumn and winter, it will be impossible for many to winter their stock. Prices for cattle have, in consequence, fallen to a very low figure. Prices for all grains are exceptionally low: oats, 23c. a bushel; barley, 33c.; peas, about 50c. So, taken in all, there is very little money in sight for the farmer around here for some time to come. In regard to collections among the farmers we cannot speak from personal experience, as we do a cash trade, but from what we can learn from those who do a credit trade, money is coming in freely, better, in fact, than was expected. In regard to the city trade, it will hardly be information to state that this is one of the towns suffering greatly from over-competition in the dry goods trade. For a number of years a steady fight has gone on between the dealers doing a legitimate business and the supply accounts. Profits, as a result, have been greatly reduced, and if some of the Toronto wholesale firms follow the same tactics over the entire ground they cover that they do here, we will watch developments with a great deal of interest.—JOHN LAIDLAW & SON.

### MANITOBA.

**Portage la Prairie.**—Crops, very good and free from frost. Wheat is the principal, and, besides, good crops of bar-

ley and oats. Potatoes are a heavy crop. It is expected a good trade will be done in this section up to date. There is some improvement over last season. Farmers are just beginning to sell grain. Collections are expected to be much better, although a good few farmers are away behind, and those will need assistance still. There is a better feeling here, and if business houses were more conservative business would pay better.—JAMES ROBERTSON, Manager H. B. Co.

### MARITIME PROVINCES.

**Sydney, C.B.** The hay crop was not over 75 per cent. Other crops, very good. Scarcity of hay will affect local trade, as our farmers will have to purchase a large quantity in order to keep up their stock. I do not feel over sanguine about fall and winter trade. This section, as you may be aware, is a coal-producing country. In former years we enjoyed a large amount of trade from the different coal mines. Now, the proprietors of these mines have large stores of their own, and supply not only their own employes but many others, and hence our trade has fallen off to that extent.—Money appears to be scarce and collections slow.—A. G. McLEAN, of Ingraham & McLean.

**Lunenburg, N.S.**—The season has been very dry, consequently the hay crop is below the average. Cereals are very fair, but the apple crop is short. Potato and root crops are very good. The trade of our town depends largely upon the success of the fisheries. The catch of bank fish is above the average, but in consequence of the dulness of the West Indies markets the prices are low. Should there be a rise in prices we might look for a good fall and winter trade, with a prospect of a possible collection of many back bills.—J. JOSEPH RUDOLF.

**Windsor, N. S.**—The crops this season have been above the average with the exception of hay, which was very light in some sections. The principal industries which affect local trade are the plaster quarries, cotton factory, furniture factory, iron foundry, farming, lumbering and shipping. The outlook for fall and winter trade is only fair. The factories are running full time, but money seems scarce and collections are very slow, owing in a great measure to the large amount of capital invested in shipping, from which very small dividends are derived. Freights are very low and difficult to secure in consequence of steamers having taken the place of sailing vessels to a great extent, and our farmers find it hard to obtain a market for their produce.—GEO. D. GELBERT.

**Yarmouth, N.S.**—Crops have all been fair—blueberries, apples, potatoes, and vegetable crops generally. Potatoes are too low to be grown at a profit. Matters have been moving slowly through summer and autumn. Fishermen, as a whole, have not done well. Too many adroit commercial men on the road, too many goods sold to country dealers who have not, as a rule, firmness to say they will not buy and stick to it. This, together with the foreign pedlar nuisance, is the curse of this end of the Dominion. J. D. DENNIS.

### GLOVES.

These are a necessity. A warm serviceable glove is the Ringwood; Brophy, Cains & Co., are showing them in black, white, and fancy, for men, women and children, in imported and domestic makes. They also have black and colored cashmere gloves, fleecy and silk lined.