

## THE BUSINESS SITUATION

Saturday, April 7.

The weather has been quite summer-like this week and spring business is moving freely. Wholesale trade keeps moderately active and retail trade in the city is brisk in all reasonable lines. Prices continue to advance and it is generally believed that this year will pass without seeing any important reactions. Makers are all sold so far ahead on leading staple lines that there is not much room for a decline. Money continues scarce and April payments were as a rule poorly met. Bank clearings show an expansion over a year ago of \$221,269. Bank interest rates hold firm at 6 to 8 per cent according to name. Mortgage rates are 6 to 8 per cent for city and farm property. There is a good demand for money.

## WINNIPEG MARKETS

Saturday, April 7.

(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.)

### BUILDING MATERIAL.

Orders for stone and lime are becoming more numerous and the prospects are for an active spring trade. Quotations for stone are: Stonewall rubble, \$5.50 per cord; Stonewall footing \$5.50 per cord; Stony Mountain rubble, \$4.00 per cord. White lime is worth 20c per bushel, and grey lime 16c per bushel.

### DRY GOODS.

Winnipeg jobbing houses have had numerous advances this week of advances in the price of staple cottons such as ducks, sheetings, grey cotton, etc. These amount to from 1c to 1 1/2c per yard. Mills claim that on a basis of present quotations for raw cotton, labor, etc., these advances are absolutely necessary. They mean that when present stocks bought at old prices are exhausted higher values will prevail here. Buyers at present in the old country looking for fall and winter lines find extreme difficulty in placing orders, and prices for imported goods are sure to be very high next fall.

### GREEN FRUITS.

The season for navel oranges is about over. Med. sweets are taking the place of these. Jobbers have been obliged owing to the warm weather to have all California oranges brought in under refrigeration, which cost 30c per box. They have accordingly advanced the price of fancy navels to \$1.50 per case and of fancy seedlings to \$3.75 per case to take effect on Monday, the 9th. The first crop of Mediterranean sweets is to arrive next week and will sell at \$4.00 per case. Bananas have been scarce and 25c higher. Lemons are plentiful and show good quality. Apples are getting scarce. We quote: California navel oranges, \$1.50 per case for regular sizes. California seedlings, \$3.75; fancy Med. sweets, \$4.00; California lemons, per box, \$4.75; bananas, \$3.25 to \$3.50; California grape fruit, \$5 per case; apples, winter, \$4 to \$5.00 per barrel; Cape Cod cranberries per barrel, \$8.00; coconuts, per dozen, 50c; Green's lemons, 15c; Tarragona almonds, 15c; Illberts, 12c;

peanuts, green, 9c; roasted 12c; pecan nuts 15c per pound; maple sugar, per pound 11c; apple cider, 35c per gallon in barrels and half barrels; fruit clear put up in 20 and 30 gallon kegs, per gallon, 40c; California layer figs in 1c 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 lb.; jam, in 7 lb. pails, per dozen, \$6.50; lettuce, per dozen bunches, 50c; radish per dozen bunches, 50c.

### GROCERIES.

Canned goods maintain their strength. Local jobbers are selling these goods too cheap as they cannot be replaced at the prices now asked. Raspberries and strawberries are particular instances of this. Green Rio coffee remains strong and stocks in the city are apparently light. The outlook is that present prices of 10 1/2 and 11 1/2c will be maintained. Corn meal has advanced about 10c per sack and the jobbing price is now \$1.25 for sacks and 65c for half sacks. Sugars maintain their position of a week ago. The movement of groceries is good for the season but jobbing houses find collections very bad.

### HARDWARE.

There are no new features this week. Prices are firm under an active spring demand.

### LUMBER.

There is a large demand for all kinds of lumber for building purposes and jobbing concerns cannot take care of all the orders they receive. It might be well to say that mills are sold two months ahead on British Columbia cedar lath.

### PAINTS, OILS AND GLASS.

Prices remain unchanged from a week ago though the market is extremely firm. White lead is being sold here at a price 13c below what it could be laid down for from Montreal. Glass is very firm and so also is glue. The latter commodity is also being sold here at less than it would cost to lay it down. Varnishes manifest great strength and may go higher.

### RUBBER FOOTWEAR.

The new rubber footwear list and terms were made public promptly on April 1, as expected. There has been a considerable advance in the new list price of solid rubber goods, as compared with the old list, amounting to 7 1/2 to 12 1/2 per cent. On cloth top lines the change in the list is not so great. On some lines there is practically no change, and on others an advance of 5 per cent or more.

The main feature of the list is the change in discounts and terms. Last season the trade discount was 15 and 2 1/2 per cent., with 4 per cent off for thirty days and 5 per cent off for ten days. This season the discount has been increased to 25 per cent. with a 4 per cent. off for thirty days and 5 per cent. off for payment in ten days. A further discount of 1 per cent. will be given on all orders placed before July 1.

The effect of these changes in discounts will be to place the retail trade in a much better position than heretofore, in handling rubber footwear. The margin of profit on rubber goods has been too small to allow the retailer a reasonable profit. Retailers will now be able to make a better profit and still sell at the list prices. Part cloth goods, it will be observed, will cost the retailer less money than last season, as the increase in the discount

is much greater than the increase in the list prices. Some solid rubber line will cost a little more. Retailers who have the old and new lists will be able to compare prices and discounts, and figure out comparative prices of each line. On an average order the cost will not vary very much from former prices.

There is also a change this year in the bonus allowed for quantities. Last season a bonus of 1 per cent. was allowed on purchases of \$2,000 or over. This year the bonus will vary from 2 per cent. on \$1,000 up to 7 1/2 per cent. on purchases of \$5,000 or over.

All Winnipeg jobbers have agreed to adhere strictly to the new list and terms.

Some rubber men are of the opinion that prices will be increased before the season is over. In fact it has been hinted that there may be a reduction of the discounts, but this remains to be seen.

### SCRAP.

The scrap situation here presents no new features. Dealers are looking forward to an active trade later on when spring collections begin to come in. The formation of a scrap rubber association at Boston has been watched with some interest by the local trade, as the new concern was expected to take some action with regard to prices. So far, however, no change has been made. Old metals have advanced 1-4c at Boston. We quote prices here as follows: Quotations f. o. b. Winnipeg are: 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, 10c per pound; red brass \$ to \$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 artins, 3c per pound; white ledger paper 1c lb.

### GRAIN AND PRODUCE.

WHEAT—The renewal of activity in the wheat market noticed in last week's review has continued to a moderate extent over the past week, but cannot be said to have increased. There was a gradually advancing movement in prices up to the middle of this week, culminating on Wednesday, when the advance had been secured over a week ago, but the last two days the advance has been lost again, and at the close of yesterday's market prices were found to be 1-8c lower than a week ago. While this is so, it would seem as if it were merely the workings of the speculative market, because previous to the last few days the daily news and information regarding the movement of wheat, the demand for it, and the prospects for coming crops, have been distinctly bearish in their nature, and in face of that, markets have held up and even advanced a little. Within the last few days the daily reports furnished to the trade are of a less bearish color and the market declines. Recently there seems freer admission of extensive damage to winter wheat in the important states of Ohio, Indiana and Michigan and a less confident tone as regards the prospects for the crop in parts of the contiguous states. The state report for Ohio recently issued gives the condition in that state as only 46 compared to 86 on April 1 last year. The United States government crop report for March will be issued