

of the journey by reading the first page to you."

So Dave, who had a remarkably clear and sweet voice, read on, not only the first, but the second and third pages, with Mr. Evarts a deeply interested listener. When "Homely Dave" stopped, Mr. Evarts simply said: "I'll take that book. Name your price. Now, what else have you got?"

That book was Edwin Arnold's "Light of Asia." It had just come out then. After Mr. Evarts had picked out a lot of other books and Dave had read to him from them, he called the senators and congressmen introduced Dave to them, and made them sit down and listen while that tactical salesman read a lot of things. He sold more than \$200 worth of books to those people before they got to Chicago. You bet he didn't touch the peanut basket that trip.—*Missouri Republican.*

WORK OF ORGANIZED CHARITY FOR A YEAR.

The Charity Organization Society of New York City, has just made public its annual statement. It says that 1,153 street beggars have been dealt with in the past twelve months, 716 of whom were able-bodied, and only 60 apparently needy and worthy, and 157 were not destitute and had means of self-support, while 504 were persistently dissolute. It divides its beggars into two distinct classes, those who beg for means in order to carry on their dissolute habits and those who make a business of begging because it pays better than honest work and whose success is a constant temptation to honest working people. As an illustration of the first class the following case is cited:

"John C. ———, fifty years of age, a blind and lame beggar, was arrested. He had a tin sign hung around his neck with the following: 'Blind and lame by an explosion? Charity is the noblest work of man. Our hope is in thee.' He was so drunk that he had to prop himself against an elevated railroad pillar, and had to be carried to the station house. On investigation it was found that he was a drunkard and a dissolute man lodging in James-st., with lewd women, and his only aim was to get money for self-indulgence."

As an illustration of the second class, it says, "A fine-looking man with a long white beard, who bore upon his breast placard reading: 'I am blind; I have a wife and five children,' was arrested as a professional beggar and committed for six months to the workhouse. He is not totally blind. He can see with one eye to play cards every night in Baxter-st. He has a wife, who does not live with him, and no children to support, and he has a bank account of \$1,000."

In conclusion the report states that from past experiences the society is convinced that there is no real need or justification for street-begging, and to encourage it does more harm than good.

CANNED FRUITS AND VEGETABLES.

The Cutting Packing Company, of San Francisco, has issued the following review of the canned goods business of the Pacific coast for the year 1886.

The season of 1886 has been fairly profitable for manufacturers. The fruit crop, that promised well during the spring, shadowing fair prices for material for canner's use, fell off quite largely, and caused an extraordinary rise in prices; in some cases fully doubled what had been figured on. Added to this, the low rates of freight on green fruit to Eastern points causing unusually heavy shipments in that shape, and still a higher cost than would have otherwise existed. Under this state of things, prices for the manufactured goods, except such sales as were made early in the season, before the fruit crop could be safely estimated, went up rapidly, and to a considerable extent, curtailed sales. This was somewhat offset by the increased demand, on account of the thorough introduction of the low-priced goods of the preceding year, and the general result has been a fair lean-up of well established, honestly packed goods, and the usual slaughter of cheap brands put up to sell.

The volume of good goods packed is doubtless somewhat in excess of either 1884 or 1885, and prices as a whole, have ruled much

higher, but it is an open question whether the appreciation in prices has not deterred the free use of the California packed article as against the cheaper Eastern packed goods. While it is true the Pacific Coast produces a much finer grade of goods it is also a fact that the comparative high expense of getting them to Eastern markets increases the laid-down cost so much as to seriously affect the volume of sales, which can only be remedied by a lower cost of production. The novelty of California goods has worn off at the east, and as the majority of consumers there are of moderate means, the trade, at a much higher comparatively cost, is necessarily limited, and can only be increased by consumers who are able to pay for fine goods. The low prices ruling for other material than fruit entering into manufacture of canned fruits, such as sugar and tin plate, have assisted the manufacturer considerably, and been of great advantage. The above points as to supply and prices apply equally well to vegetables—the trade, therefore, being almost wholly confined to this coast. The entire pack of the coast for the season is approximated as follows:—

	Cases.
Table fruits, 2½ lb., 2 dozen each....	600,000
Pie fruits, " " " " " " " " " " " "	22,500
Table fruits, gallons, 1 dozen each....	4,450
Pie fruits, " " " " " " " " " " " "	33,000
Vegetables 2 lb., 2 dozen each.....	36,000
" 2½ lb., " " " " " " " " " " " "	151,500
" gallons, 1 dozen each	16,000
Jellies and Jams, 2 lb., 2 dozen each..	22,500
Total cases.....	885,950

Commercial.

MONTREAL MARKETS.

MONTREAL, Jan. 5, 1887.

Wholesale trade has hardly yet recovered from the effects of the holiday quietness in city and country, but travellers are getting into harness again, and business will begin to be more active in course of another week. Snow has fallen plentifully all through this section, which will help lumbering operations and business generally. Remittances are fairly good as a whole.

ASHES.—The first trading of the New Year opened out in this line with a very strong market, prices being advanced to \$4.25 to \$4.30, an advance of 40c. on a week ago, which, however is regarded pretty much of a speculative character. It is true stocks are light, but it is also true that the demand is yearly decreasing, and it is a fair question if the present prices will last any time. For second pots \$3.60 has been asked; no transactions reported in pearls. Receipts are very light, being only a few brls. a day. Figures for the year's receipts are: pots 3,554 brls.; pearls 379 brls., against 5,148 pots, and 442 pearls for '85. In store Dec. 31st, '86, 631 pots, and 54 pearls, as compared with 1,456 pots and 207 pearls, Dec. 31st, '85.

DRY GOODS.—Wholesale trade in this department has not yet become active, but travelling salesmen are all out on their routes, and already a few orders for spring goods are reported from the West and Midland district. Travellers' letters indicate that prices are being cut pretty fine, owing to the keen competition between Montreal and Western houses, and that in this respect matters are even worse than before. City retail trade continues good, and country remittances are fair. Cottons are steady with a tendency upwards if anything; domestic gingham have been advanced one quarter of a cent per yard, and ducks 1½c. The price of raw cotton is advanced, and the mills are all well employed and are feeling somewhat independent.

DRUGS AND CHEMICALS.—Business is rather quiet as is usual after the holidays. Iodine has taken a sudden advance owing to a combination among the manufacturers. Iodides are all advanced accordingly. Cocaine is scarce and dearer. Opium continues firm at recent advance, both this and morphia are expected to go higher. We quote:—Sal Soda 90 to \$1.00 Bi-Carb Soda, \$2.50 to \$2.60; Soda Ash, per 100 lbs., \$1.65 to \$1.75; Bichromate of Potash, per 100 lbs., \$8 to \$10.00;

Borax, refined, 9 to 10c.; Cream Tartar crystals, 31 to 33c.; do. ground, 35 to 36c.; Tartaric Acid crystals 55 to 60c.; do. powder, 60 to 65c.; Citric Acid, 75 to 80; Caustic Soda, white, \$2.40 to \$2.60; Sugar of Lead, 9 to 11c.; Bleaching Powder, \$2.50 to \$2.75, according to lot; Alum, \$1.60 to \$1.75; Copperas, per 100 lbs., \$1.00; Flowers Sulphur, per 100 lbs., \$2.50 to \$3; Roll Sulphur, \$2.00 to \$2.25; Sulphate of Copper, \$4.50 to \$5.00; Epsom Salts, \$1.25 to \$1.40; Saltpetre, \$9.00 to \$9.50; American Quinine, 70 to 75c.; Howard's quinine, 85 to 90c.; Opium, \$3.25 to \$3.75; Morphia, \$1.60 to \$1.75; Gum Arabic sorts, 70 to 80c.; White \$1 to \$1.25; Carbolio acid, 45 to 60c.; Iodide Potassium, \$4.50 to \$5.00 per lb.; Iodine, \$5.50 to \$6.00; Iodoform, \$7.50 to \$8.00. Prices for essential oils are: Oil lemon \$2.00 to \$3.00; oil bergamot \$3.25 to \$3.75; Orange, \$3.50.

FURS.—The local demand is now entirely over, and matters are quiet, as receipts during holiday times are very light. Prices remain pretty steady as yet though the best authorities would seem to be of the opinion that lower values will prevail in the near future, and the results of the great London sales at the end of this month will be anxiously looked for. We quote:—Beaver \$3.50 to \$4.50; bear \$12.00 to \$15.00; cub do. \$5 to \$6; fisher \$5 to \$6; fox, red, \$1 to \$1.10; fox cross, \$2.00; lynx, \$2 to \$3.50; marten \$1.00 to \$1.25; mink, \$1 to \$1.25; muskrat, 10 to 12c.; raccoon 40 to 60c.; skunk 40 to 80c. as to quality; otter, \$8 to \$11.

FISH.—Matters in this line remain pretty quiet, as usual at holiday times, and values are not materially altered. We quote:—Green cod \$3.75 to \$4.00; dry cod \$2.90 to \$3.00; Labrador herrings \$5.25 to \$5.50; some round lots have sold at \$5.12½; Cape Breton \$5.50 to \$5.75; North Shore Salmon, No. 1, \$14 to \$14.50; No. 2, \$13.50; British Columbia Salmon, \$13.50.

HIDES.—For No. 1 green hides 8½c. is still being paid, owing to the active competition of a couple of new buyers, but tanners are only paying 9c. for cured. It is likely however that green hides will shortly be down to 8c. which is all they are worth just now; calfskins as before; sheepskins 85 to 95c.

GROCERIES.—Wholesale trade has been quiet since last writing, but travellers are all getting on their ground again, and the outlook is a good one for an active healthy movement. There is an advance of 3 pence a pound reported in first young Hysons in London, and more money will have to be paid for these goods here, especially as stocks are light. A livelier enquiry is being experienced for Japans, as was expected, and holders are firmer in their ideas, their position being sustained by the state of outside markets. Sugars are as last reported. Some sales of round lots of Barbadoes. Molasses are reported at 35c., but 37½c. is asking price for jobbing lots; no Trinidad or Porto Rico offering. Syrups are firmer 4 to 6c. a gallon and still scarce. Valencia raisins 5½ to 5¾c. for ordinary fruit, layers 8½ to 8c.; stocks of currants in narrow compass, and none offering in lots; good Provincials in brls. 5½ to 6c.; ditto in cases 6 to 6½c.; Patras 7c.; dried apples 4½ to 5½c.; evaporated apples firm at advanced prices last noted. Nuts of all kinds still very scarce. Grenoble walnuts 15 to 16c.; Marbot do. 10c.; Tarragona almonds 15½ to 17c.; Ivica do. 13½ to 14c.; Sicily almonds 10c.; Levants 9 to 9½c. In spices, nutmegs are advancing, being worth 3 to 4d. a pound dearer in London than a few weeks ago; cloves dearer at 27 to 30c.; other lines as before. The mills have sold out all standard A. and B. quality, and are asking \$3.20 for a lower grade in 100 bag lots. Local stocks of coffee are now very light, and holders are much firmer in their light, and Java is worth 18 to 23c.; Jamaica views, O. G. Java is worth 18 to 23c.; sales 12 to 14c.; Rio 14c.; Mocha 21 to 23c.; sales of East India at 14½c., and Plantation Ceylon at 17½c. have been made, but no more could be had at these figures. Canned goods of all kinds are firm at high prices last quoted.

LEATHER AND SHOES.—The present is a quiet time for the shoe factories as the hands do not pretend to settle down to work till after Old Xmas. Leather is also quiet, but a fair demand is looked for in course of a week or so. Prices are not subject to any change; some lots of American sole reported as coming into the market and some sales of Spanish are reported at quotations. We quote:—Spanish sole B. A. No. 1, 24 to 26c.; do. No.