

FROM A WHOLESALE POINT OF VIEW. DRY GOODS.

IF ALLOWED six months on purchases without renewals, a retail establishment, turning stock about one and a quarter times a year, and selling in the proportion of five-eighths for cash to three-eighths on credit (about the average circumstances in Canada), would require a capital equivalent to 57½ per cent. of the value of the *average* stock. Thus, a business turning twelve thousand dollars per annum on such terms, would require an average stock of nine thousand five hundred dollars, and consequently, a *capital* of over five thousand dollars. In the best of times, for the retailer to commence with any capital is the *exception*. A wholesale house of any importance in Canada, conducted exclusively either on the principle of cash on delivery of goods, or the retirement at maturity of six months' paper, or a combination of both systems, is an idea altogether Utopian. Wholesale merchants, whatever their *penchant* for independent trade, or objections to support accounts, must either continue to supply increased numbers of their customers on the latter basis (however regulated by new checks), or else content themselves with a much smaller business. These checks might consist of a *definite amount* of credit to the supplied, furnished under the express arrangement that the remittances should, at the expiration of each year, reach a *certain fixed proportion* of the indebtedness. Also, the stipulation on the part of the supplier, that all stock which the supplied may require to purchase of third parties, should be directly charged to the former; by which arrangement the creditor will be at all times cognizant of the debtor's obligations, and so far, conversant with his position. Attention to this rule would frequently prevent parties obtaining a high *status* for general punctuality, at the expense of those who sustain them. Occasionally, an unscrupulous supporter takes advantage of this circumstance by gradually foisting a debtor upon the credit of others, and thus getting his claim quietly liquidated.

It is the experience of those best acquainted with wholesale credit, that customers who get very far behind in the payment of *large* balances, seldom, if ever, retrieve themselves. "A stern chase is always a long chase."

However *anomalous* the assertion may seem at first sight, reflection and experience tend to show, that it is to the interest of the *supplier*, as well as the *supplied*, that the latter should liquidate every dollar of liability during the first ten years; to the interest of the supplied, because in the contingencies of commercial affairs, one set of responsibilities is usually sufficient, and capital judiciously acquired being generally limited, is likely to be better guided; to the interest of the supplier, because each accession of capital evolved by a successful enterprise will, so far, enable him to invest it in securities promising a smaller return, but less hazardous; or, if indisposed to alter the structure of his business, place him in a better position for the exercise of increased skill in the choice of a *protegee*.

When failures occur, the creditors should almost invariably dispose of the stock to third parties; rather than, by the acceptance of offers in liquidation, which no honest or industrious man should make, virtually place a premium upon indolence, or dishonesty to the direct injury of the legitimate trader, and, as a consequence, ultimate loss to themselves. If such a practice is to continue, how the large crop of supernumerary traders with which wholesale competition has everywhere "cumbered the ground" is to be weeded out, is a mystery. Till the evil is removed or the question solved, retail business is hardly worth the pursuit. In nine cases out of ten, the man whom the liberality of Canadian credit will not enable to prosecute business successfully, will not pay the instalments of a composition.

What with the lapsing of old accounts, and the effects of increased competition in a very limited market, the sales of many wholesale houses will have touched their highest figure previous to the present depression. The establishment, by British manufacturers, of local agents selling on commission from sample, added to the solicitation of trade on the part of British general houses, by circulars and otherwise, has given such impetus to retail importing, as to deprive our wholesale houses of some of their best customers. The balance sheets of those, laboring under heavy expenses, must suffer correspondingly.

Revolutions in the conditions of wholesale trade in this country are continually progressing. Crises like the present accelerate or develop them,

Proprietors sensible of the emergency, but lacking in application or versatility to meet it, must share the fate of those oblivious to the truth. Both classes failing to represent "the body of the time, its form and pressure," or catch the "manners, living as they rise" will keep the "tenor of their way" till the rapid march of events has worn great chasms between their hopes and success, *not*—while the laws of commerce exist—to be filled with the fragments of fossil systems, or crossed on suspension bridges of the *newest* red tape.

Success is theirs, who, aware of the disease, ascertain and *apply* the remedy.

THE DRY GOODS TRADE.

We again insert a complete list of all the Wholesale Houses in this line in Montreal—many who no doubt desire to advertise not having been called upon. Hereafter, however, we shall insert here ONLY the names of advertisers.

Jas. Baillie & Co.
Wm. Benjamin & Co.
James P. Clark.
Desmarcteau & Plamondon.
James Donnelly.
John Dougall.
Emper, Johnstone & Co.
Foulds & Hodgson.
Gault, Bros. & Co.
Gilmour, White & Co.
S. Greenhields, Son & Co.
Harkin & Co.
Jas. Hingston & Co.
E. Hudson, Ellis & Co.
Jas. Johnstone & Co.
A. Laurie & Co.
F. & J. Leclaire & Co.
Lewis, Kay & Co.
Joseph May.
Thomas May.
W. & R. Muir.

Munderloh & Steencken.
A. Macfarlane & Co.
Jas. Mackay & Bros.
J. G. Mackenzie & Co.
Edw. Nield & Co.
Ogilvy & Co.
A. Prevost & Co.
Ringland, Ewart & Co.
A. Robertson & Co.
J. M. Ross & Co.
A. Roy & Co.
Roy & Gordon.
Wm. Stephen & Co.
Stevenson, Sutherland & Co.
Stirling, McCall & Co.
Thomas Thibault & Co.
Thomson, Claxton & Co.
Alexander Walker.
Geo. Winks & Co.
Henry Woodhouse & Co.

There has been but very little animation during the week. Orders from the country are insignificant, and transactions generally of the smallest possible character. The recent Federal successes have quite unsettled the English markets, and cotton has suffered a serious decline. The future is full of doubt and uncertainty, and at best the prospect promises little else than a decline. This inference derives confirmation from the large increase in the importations, stated by the last Liverpool Brokers' Circular to be 581,000 bales over that of the previous year, and a decrease in speculation of 173,000 bales.

We have no alteration to report in the condition of stocks, demand, or prices of imported goods. In goods of Canadian manufacture there has been more activity; and during the past week large transactions from manufacturers to merchants have taken place. The high quality which has been attained by this description of goods, their variety, adaptedness and general excellence, is gradually making them assume an important place in the trade. There is a growing disposition to encourage home manufacture, not only by merchants themselves, but by consumers at large. Nothing can be more satisfactory than to notice this effort to retain in our own country a large amount of money which would otherwise be sent abroad. One thing is to be regretted, that too often Canadian goods are sold at too small a profit, and neither manufacturer nor merchant are willing to take the blame. It not unfrequently happens however that Canadian goods are made the bait for the sale of imported goods, upon which there may be a greater shade of profit. This is unjust to the manufacturer, for there is no room to doubt that for the money paid the Canadian article is as good value as anything that can be imported.

Few outside the trade have an idea of the great extent of the fabric manufacturers of the country. Towns like Almonte, Cobourg, Dundas, Galt, Hespeler, St. Catharines, Thorold, Preston, Columbus, Plattsville, Streetsville, are already famous for their productions, embracing tweeds, flannels, woollen yarns, cottons, cotton yarns, battings, &c., &c. The confederation of the British North American Provinces, or even the establishment of Free trade between them, would, it is believed, open a large field for products of this nature; and if our own people will but continue to encourage the manufacture of this description of goods, there is no room to doubt very important results to this country. Every suit of Canadian tweed that is bought and worn is a contribution toward the prosperity of the Province. The success of our manufactures cannot fail to influence beneficially the general weal of the country. It has been the foundation of the wealth of the mother country; it has entered largely into the prosperity of the neighboring republic; and there is no reason why it should not be made a most important element in our own progress.

—Prudence in promises is a fair guarantee for the redemption of them.

THE GROCERY TRADE.

We again insert a complete list of all the Wholesale Houses in this line in Montreal—many who no doubt desire to advertise not having been called upon. Hereafter, however, we shall insert here ONLY the names of advertisers.

James Austin.
I. Buchanan, Harris & Co.
H. Chapman & Co.
Geo. Childs & Co.
Converse, Colson & Lamb.
Jas. Douglas & Co.
Fitzpatrick & Moore.
Forrester, Muir & Co.
Gillespie, Moffatt & Co.
Jeffrey, Brothers & Co.
Victor Hudon.
B. Hutchins.
Kingman & Kinloch.
Kingan, Winning & Muir.
Law, Young & Co.
E. Maitland Tylee & Co.
D. Masson & Co.

J. A. & H. Mathewson.
H. J. Gear.
H. Mitchell, Kinnear & Co.
J. E. Mullin & Co.
William Nivn & Co.
Rimmer, Gunn & Co.
Robertson & Beattie.
David Robertson.
Haylland Routh & Co.
Schneider & Bond.
Sinclair, Jack & Co.
Alexr. Thurbur & Co.
Jas. Tiffin & Sons.
Thomas Tiffin.
David Torrance & Co.
Thompson, Murray & Co.
A. Urquhart & Co.

SINCE our last issue the market has not shown any increased activity, and we do not look for much animation in this branch of trade until the middle of February. The improvement in the roads with good sleighing, must have given an impetus to business in the West, and considerably reduced the stocks in hands of country dealers. No doubt we shall have several trade sales next month, which will bring a number of large buyers to market from the West, as their stocks must require replenishing.

TEAS.—We have no change to report in prices. We hear of some large parcels of Young Hysons having been purchased on Western account, and limited lots have changed hands in the city. We are also informed of a considerable parcel of Black Teas having been moved off at fair prices. The Trade Sale of Teas balance of the Romeo's cargo, advertised by Messrs. Gillespie, Moffatt & Co., for 15th prox., will induce a visit to this market from our friends in the West and East.

Advices by the "Canada," up to 7th instant, report excessive stock of Teas held in England at close of the past year.

The Imports into the United Kingdom have been 123,000,000 lbs. against 136,500,000 lbs. in 1863.

The Deliveries for home consumption have been 88,500,000 lbs., against 85,500,000 lbs. in 1863.

The Deliveries for exportation have been 28,500,000 lbs., against 27,250,000 lbs. in 1863.

Stock remaining 31st December, 95,000,000 lbs., against 89,000,000 lbs. in 1863.

The imports, it will be seen, were thirteen and a half millions less than last year; but yet six millions more than requirements. The exports show one million and a quarter over that of last year. The review of the year exhibits a heavy loss in the import trade from China,—in fact, greater than in any previous year since 1857. Consequent upon unduly high cost, as well as depression of the home markets, the Russian demand, also upon which so many in China based their expectations, appears to have been most disappointing. The exports to America were on a large scale during the early part of the year; but in the autumn considerable quantities were re-shipped. The new year, however, opens with better prospects, as it is understood there are large orders on hand for execution.

In our last, a typographical error occurred under this head, the excess of Teas taken for consumption in 1864 over and above 1863, should have read 16,000 Pkgs. instead of 1,600.

SUGAR.—No Sales of any importance to report. Market quiet, without any animation. Some limited arrivals of the new crop may be expected during the coming month. Prior to opening of navigation we do not look for much activity in this staple, our former quotations are not changed. Porto Rico, \$9 to \$9.50; Cuba, \$8.75 to \$9.

CANADA SUGAR REFINERY PRICES.

Yellow,	No. 2	8½
"	" 2½	8½
"	" 3	9
"	" 3½	9½
"	" 4	10½
"	" 4½	10½
Crushed X,		11½
" A,		12
Dry Crushed,		12½
Ground,		12½
Extra Ground,		13½
Sugar House Syrup, none.		
Golden Syrup,		46 c.

TOBACCO.—The firmness in views of holders fully sustained, and we report an advance in desirable brands of 10's of one and a-half to two cts. per lb. Several good round lots have changed hands within last four days, and holders are stiff. The demand on Western account is still limited, although there is more enquiry. Our Western friends do not yet fully