

THE DRY GOODS TRADE.

The following is a list of Wholesale dealers in Montreal in this line. We shall hereafter insert in this position only the names of those who advertise with us.

Jas. Bailie & Co.	Munderloh & Steenken.
Wm. Benjamin & Co.	A. Macfarlane & Co.
James F. Clark	Jos. Mackay & Bro.
Desmarcote & Plamondon.	J. G. Mackenzie & Co.
James Donnelly	Edw. Nield & Co.
John Dougall	Ogilvy & Co.
Empey, Johnstone & Co.	A. Prevost & Co.
Foules & Hodgson.	Ringland, Ewart & Co.
Gault, Bro. & Co.	A. Robertson & Co.
Gilmour, White & Co.	J. M. Ross & Co.
S. Greenhields, Son & Co.	A. Roy & Co.
Harkin & Co.	Roy & Gordon.
Jas. Hughton & Co.	Wm. Stephen & Co.
E. Hudon, Pila & Co.	Stevenson, Sutherland & Co.
Jas. Johnstone & Co.	Stirling, McCall & Co.
A. Laurie & Co.	Thomas Thibodeau & Co.
F. & J. Leclair & Co.	Thomson, Claxton & Co.
Lewis, Kay & Co.	Alexander Walker.
Joseph May.	Geo. Winks & Co.
Thomas May.	Henry Woodhouse & Co.
W. & R. Muir.	

MONTREAL has fairly established her claim to be considered the Dry Goods market of Canada. In the number of houses, the amount of capital employed, the extent of the importations, the enterprise and knowledge displayed, there is abundant evidence of the important position the market is assuming. Compared with it in all these respects, other cities in the Province sink into insignificance; and in amount and extent of business Montreal more than equals all the other cities in the Province put together. To illustrate this we submit the following, showing the importation of the leading items in Dry Goods for the six other cities, as compared with Montreal, in 1863:

Imports 1863 at	Cottons.	Woollens.	Silks, &c.
Toronto	\$693,669	\$741,398	\$169,844
Quebec	440,761	468,726	60,967
Hamilton	408,047	325,222	60,180
London	166,574	59,195	
Kingston	28,520	37,643	7,288
Total	\$1,732,561	\$1,627,184	\$298,081
Montreal	2,867,325	2,341,291	394,025

Excess in favor of Montreal	\$634,764	\$714,107	\$95,944
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or a total excess in the three articles amounting to nearly one and a half million of dollars—say \$1,444,831. There were no imports into Ottawa.

For 1864, if we had the figures, the result would be still more convincing. The rapidity of the growth in the trade is remarkable, and cannot be better illustrated than by the following table, which shows the importation for the past ten years of the leading articles in the trade.

Imports at Montreal.	Cottons.	Woollens.	Silks, &c.
1854	\$1,914,464	\$2,204,744	\$475,700
1855	1,049,020	1,129,496	257,084
1856	1,956,960	1,820,796	364,080
1857	2,825,966	1,980,780	452,662
1858	1,789,447	1,600,116	108,942
1859	2,685,463	2,106,587	449,462
1860	8,225,153	2,268,663	471,616
1861	2,367,311	2,404,504	480,496
1862	2,263,625	2,045,264	387,698
1863	2,867,325	2,341,291	374,025
1864	3,192,724	3,408,076	341,173

This growth is attributable to a great variety of causes. The development of the resources of the Province, the increase in population, and a degree of general prosperity among consumers are, of course, the main elements that have contributed to this progress. But aside from this, the present position which the market occupies, could never have been reached were it not for the capacity and energy which our importers have exhibited. Year after year has shown them taking advantage of every facility which foreign markets afforded; improving their stocks by regular weekly additions; possessing always in variety attractive and complete stocks; and rapidly taking up the new and beautiful warehouses, so many of which have been erected in the city during the last few years. In no small degree is the growth of this trade indebted to the system of Commercial Travelling which has been energetically persevered in. Notwithstanding the sneers of the Western Press, inspired by the small importers in their localities, the Commercial Traveller has become an institution,—and one of a most influential character,—as our Western friends have good reason to know. As a rule, these Travellers—"Bagmen," as they were at first contemptuously called—have been very common sense sort of fellows, and quite competent to take care of themselves. They have, at any rate penetrated every nook and corner of the entire Province; and have succeeded in inducing a trial of this market by pretty nearly every trader in the West, except those bound hand and foot to the local importers, and utterly unable to free themselves from the toils that high prices and poor goods have brought upon them.

It has been said, and with some appearance of truth, that the rapidity of this growth in the Dry Goods trade had been attained at the risk of safety:—that though the trade was extensive, it was perilous; and the greater its growth, the more unsafe it was sure to become. While we are willing to admit that such a condition as this is a natural accompaniment of a rapid expansion in any branch, we are prepared to maintain that the bulk of the business in this line in Montreal is not only safe and legitimate at present, but that even a still greater increase can be attained with the same result. Judged by comparison with other cities in Canada—the press and trade in which are the parties who are the most forward to question the solvency and safety of the dry goods business of Montreal—we can certainly show a very marked difference in favor of this market. Take, for instance, that most delusive and dangerous of all classes of trade—"supply accounts," and we have no hesitation in saying, that, in proportion to the trade done, Toronto, Hamilton, and London have two supply accounts where Montreal has one,—nay, we should not be surprised if it were three to one. Take the leading houses in either of these three Upper Canadian cities, and any commercial traveller, or other person at all versed in the Western trade, will count up, without difficulty, dozens of "support houses" supplied from these cities. Indeed, though we are reluctant to say it, we believe it susceptible of proof that, with one or two exceptions at most, in each of these cities, almost the entire trade is made up of supply accounts. We are sorry to admit that some of the houses here are gradually working into the same system;—a system which cannot be too strongly deprecated. Yet, it is beyond all dispute, that the great body of buyers who visit this market are men independent of any one house, and free and safe to purchase wherever they choose. As a class, no one will deny, that the buyers in this market are the best merchants in the country in point of capacity or capital. This admitted, it follows that if there is safety at all in doing business in Canada, there is only safety in doing it with the best men; and as it is with these that Montreal does her business, it is certainly very indiscreet, to say the least, for our Western detractors to predict all sorts of ruin for Montreal. If disaster overtakes this market, the storm will have travelled eastward. We do not apprehend anything of this kind so long as there is ordinary prosperity in the country. When the most solid and shrewd retailers of the West begin to fail, then we may anticipate trouble; but so long as the progress of the country is maintained, just so long will the trade of Montreal be increasingly safe.

To the independent buyer we have only to say, that this market will afford him a larger selection of every variety and style of goods, at cheaper prices and at terms that cannot fail to be satisfactory. The present large stocks, in relation to which we shall take future occasion to remark, offer an unusual inducement to intending buyers; and though prices in England and elsewhere show no perceptible decline, the necessity for preparing for spring stocks would, we believe, induce holders to offer very favorable terms. We append a short synopsis of various goods.

COTTONS.—Some classes of Cotton goods are difficult to be had—for instance, Grey Sheetings. Grey Domestic are difficult to assort in price, and in fact, all classes of rough Greys are scarce. Of White and Bleached Cottons the stock is large, and prices consequently favor the buyer. Of dark Madder Prints there is an abundance, and in quiet transactions holders are inclined to be liberal. Purple and light grounds are not so plentiful, and for the present, are held at full prices. Cotton Tickings have been largely superseded by Linen, the weight required giving the latter material the advantage as to price. Striped Regattas of low grade are too plentiful. To the consumer a poor article of this class is no economy. Linen has been introduced in the latter, but without much satisfaction—being too cold for this climate, without the durability of Cotton. Denims are in fair supply. Linen has also been introduced here, but with no better result than in Regattas.

WOOLLENS.—In this class of goods the market is heavily stocked. Of Blankets—Blue, Grey, Whitney, and Mackinaw—there are too many; and the season being near the close, they will have to be carried over. White and Scarlet Flannels are plentiful; and Fancy Flannels quite a drug. Linseys of a cheap class, in blue and brown, which promised to be in continuous demand have slightly disappointed holders, and there is a quantity held over. The manufacture in Canada of a Grey All-wool Flannel, which answers the

trade admirably, and of which a large quantity has been sold, has, we think, somewhat lessened the demand for Fancy Flannels and Linseys. Cloths, including Over-coatings of all kinds, Black Broad-cloths, Black Doeskins, and Fancy Coatings, are an over stock. Medium priced Whitneys have been in good demand at full prices, and the market is quite bare. Black and brown Seal Cloths have also sold well, and in some grades the market is exhausted.

DRESS GOODS.—In Stuffs there is a large stock, the demand for which of late has fallen off, Plain Challies and Checks taking their place. In all other classes the supply is only moderate, if we except Fancy Galas—of which there are too many.

LINENS continue in good demand as a substitute for Cottons, the sale of rough Brown Hollands and goods of that class having largely increased. Last season a Linen Grey Cloth was introduced, which answered well for summer wear, but not so well adapted for winter. A large quantity is likely to be imported during the coming season. The sale of Baggings, Forfars, and Striped Hessians has been largely increased, the former substituted for Cotton Grain Bags. This class of goods is being manufactured in Canada, in relation to which, and other kindred subjects, further reference will be made hereafter.

THE GROCERY TRADE.

The following is a list of Wholesale dealers in Montreal in this line. We shall hereafter insert in this position only the names of those who advertise with us.

Buchanan, Harris & Co.	J. A. & H. Mathewson.
H. Chapman & Co.	H. J. Gear.
Geo. Childs & Co.	Mitchell, Kinnear & Co.
Converse, Colson & Lamb.	J. E. Mullin & Co.
Jas. Douglas & Co.	Immer, Gunn & Co.
Fitzpatrick & Moore.	Robertson & Beattie.
Forrester, Moir & Co.	David Robertson.
Gillespie, Moffatt & Co.	Haviland Routh & Co.
Jeffrey, Brothers & Co.	Schneider & Bond.
Victor Hudon.	Sinclair, Jack & Co.
E. Hutchins.	Alex. Thurler & Co.
Kingan, Winning & Mair.	Jos. Tiffin & Sons.
Law, Young & Co.	Thomas Tiffin.
E. Maitland Tylee & Co.	David Torrance & Co.
D. Mason & Co.	Thompson, Murray & Co.
	A. Urquhart & Co.

SINCE the holidays the market has been very quiet, no disposition being shown by Jobbers to increase stocks at present on hand, which, though not heavy or in excess of requirements, are ample for present wants.

The stocks in first hands of some staple groceries, are in excess of previous years, but as the imports will be much curtailed and limited the coming spring, holders are not disposed to press their goods upon the market at a sacrifice, especially that portion which cannot be laid down for less than those already in store. Stocks in hands of the trade in Western Canada, there can be no question, are unusually light for the season, and, considerably in advance of opening of navigation, the deficiency must be made up by the West drawing largely on this market for their supplies. There can be no doubt that this market is at present the cheapest for all kinds of groceries on this Continent: and we feel satisfied if our large importers and merchants do not retain the great influx of trade in groceries which has been gained consequent upon the New York market not being able for some years to compete with them, they will have themselves to blame. There is ample wealth among all our merchants, they possess all the facilities and connections in Foreign markets to import from fields of production, and as advantageously as New York. Our merchants most certainly have the monopoly, and hold it in their power to retain the same. Even presuming at some future day that New York may again compete for our large Western trade, our merchants, by offering such inducements in their prices, their transactions with the trade being characterized by a liberal spirit, we are warranted in saying, will preclude our Western customers from again seeking a Foreign market.

TEAS.—We report the market quiet without any large transactions. Orders of a limited character are daily being executed for the West, and prices are firmly maintained. During the year which is closed the market has been the cheapest in the world for all kinds Green Teas. We note the stock of Young Hyson is about 4000 pkgs less in this market than at same date last year; desirable medium grades are becoming scarce. There is a large stock of uncolored Japans in the market, but the bulk is of very low grade, and undesirable for the Western trade. Colored Japans are very scarce and much enquired for; 600 pkgs. will embrace entire stock. Latest dates from China up to 14th Nov. report no change of any importance in either Greens or Blacks. Views of the Teasmen and Buyers are yet wide apart, and few settlements of the new