

## THE PRODUCE MARKET.

CONSIDERABLE derangement to business has been occasioned by the inundation of a large portion of the city, consequent on the breaking up of the ice; and some damage has been sustained, though to a less extent than on former occasions, the danger being generally apprehended and prepared for accordingly. A marked decrease in arrivals must be noted, owing in a great measure to the flood, but especially to last week's heavy receipts having brought forward much of the back freight. As is usual, little activity is observable in any department, the season of the year being most unfavorable for the handling of freight.

**FLOUR.**—Arrivals, though fair for the season, show a considerable falling off from last week. There is a moderate local demand, with considerable enquiry for American and Eastern markets. This, with the knowledge of light stocks, has caused increasing firmness on the part of holders, and some advance on the leading descriptions has been established. Extra and Fancy are still in demand at \$ to \$ for the former, and \$ to \$ for the latter. Superfine has, however, engaged principal attention, the chief competition being for strong bright samples, which have latterly ranged from \$4.65 to \$4.70; some holders asking a further advance on these rates, which, however is not yet acceded to. Ordinary descriptions range from \$4.50 to \$4.60. No. 2 is still scarce, and wanted at \$4.20 to \$4.25. Fine also commands ready sale, at \$3.70 to \$3.90. *Bag Flour*—Arrivals are moderate, but not in excess of the demand. Best samples are readily placed, on arrival, at \$2.50 to \$2.55; but inferior, though taken to a moderate extent at its relative worth, is much more difficult of sale. The general tone of the market is strong, and confidence is especially felt in strong Canada Supers; as the impression gains ground that, while there will be a sufficiency of Western Wheat and Flour, the supply of strong Flour will be inadequate to the local and bakers' trade, and that for this description relatively high rates will rule.

**WHEAT.**—No arrivals or sales to note; the few cars brought to hand being still to millers.

**SEEDS.**—With moderate supplies, prices have been well sustained. There is, nevertheless, some anxiety among holders to sell at present rates, fearing that the high prices ruling will bring in supplies beyond the demand, which, at this season, is restricted to the local trade. We quote Timothy at \$2.50 to \$3 per 45 lbs., the latter for very choice only; Clover, 13 to 14 c. per lb. for fresh bright Western.

**PORK.**—Remains unchanged, and without wholesale transactions to note in any grade.

**BUTTER.**—Arrivals are on a more moderate scale than for some time past, and on the whole there is a firmer feeling amongst holders. Several sales have been made at about 12½ c. for fair medium parcels; and were an advance on that figure of a cent to a cent and a half to be offered, it would probably result in clearing the market.

**LARD.**—The small parcels arriving continue to be taken at former rates.

**TALLOW.**—Receipts are still inadequate to the demand. Prices remain unchanged as last quoted.

**ASHES.**—Pots continue in moderate demand at \$5.25. There does not seem much probability of a rise, judging from present appearances; as there are considerable stocks on hand awaiting shipment at the opening of navigation, and several of the large manufacturers of both Pots and Pearls have been for some time past holding back to await cheaper freight, when the boats are running and the summer tariff in operation.

## REVIEW OF THE LEATHER MARKET FOR MARCH.

DURING the past month the Leather Market although almost devoid of that animation which should mark the opening of the spring trade, February prices have remained very steady all through the month. The sales generally have been small with few exceptions, one operation being for 3000 sides Buenos Ayres Sole, a shade under the market price on speculation.

Shipments of Spanish sole—Buenos Ayres and Buffalo—have continued to be made during the month to the extent of about 5000 sides to Liverpool via Portland, thereby preventing much accumulation of stock in this market or any decline in prices. Prices have probably touched the lowest point unless indeed tanners should persist in putting in an overstock of hides, which might tend to send prices still lower, but hides being at present lower than Leather, there

seems to be no cause for apprehension on this point. April.—This month has been ushered in with a fall in gold, inducing one or two large transactions in Spanish Sole Leather for the United States,—one for Chicago, under the impression that it would not be so sensitive as the precious metal; but the fall of Richmond has created such a panic that prices have followed gold, showing no margin in favour of Canada. As some parties here seem disposed to operate in Sole Leather with a view to shipment to the States, the following letter, a reliable correspondent writes:—

"Boston, 4th April.

"Buenos Ayres Hide Sole Leather is selling in small lots at 30 cents cash, but not much can be sold at that price. There is, in fact, nothing doing in Leather, and it is a bad time to offer it. The evacuation of Richmond checks all transactions; and whoever sells on panic prices, which exist today, will have to sell fearfully."

We notice the shipment to Liverpool via Portland, per S.S. "St. David" on Saturday, 1270 sides Spanish Sole Leather.

## CANADIAN BUTTER!

OF the numerous and important products which are comprised in the exports of Canada, there is none that will compare with Butter in point of steady and rapid increase, both in quantity and value. A careful perusal of the statistics of the Butter trade in this city from 1856 to 1862, shows an increase of from 12,908 packages in 1856 to 78,237 packages in 1862, a little over six hundred per cent; a statement that cannot be made in reference to any other branch of Canadian industry.

We have compiled a statement of the receipts of Butter in this market for the past nine years with the average price obtained for store and dairy packing.

Receipts.									
1856.	57.	58.	59.	60.	61.	62.	63.	64.	
12908	13769	18133	23025	44411	68938	78237	64555	68188	
Average price of 12 months for store packed Butter.									
1856.	57.	58.	59.	60.	61.	62.	63.	64.	
16½c.	16½c.	12½c.	13½c.	11½c.	12½c.	12½c.	11½c.	10c.	
Average price of Dairy Butter.									
1856.	57.	58.	59.	60.	61.	62.	63.	64.	
16½c.	16½c.	14½c.	15c.	14½c.	15½c.	17c.	18½c.	19½c.	

From these figures it will be seen that in '56 and '57, there was no distinction made between store and dairy Butter. Canada was not looked to then for anything but cheap common Butter. In '58 the attention of Western merchants was urgently called to the Butter trade, especially in reference to style of putting up, and dairy or farmer packing; and we are borne out by fact in saying that 1858 was the first year in which a marked difference was made by buyers in this market between streaky, greasy, salty, (or as Foreign dealers would have expressed it *Montreal Butter*), and well made, rich, yellow Dairy Butter. From that date our figures show a steady increase in value of dairy over store Butter, until in 1864 the difference averaged 4½ c. per lb. With this difference in value, it is to be observed there is hardly a package of *prime Dairy Butter* to be had here for love or money, while this market, Boston and New York, are full of common butter seeking buyers at any price without success. While writing of difference in value, it occurs to us to calculate the difference that it would make to the farmers of this country, had they made in 1864 only prime Butter, (we take the receipts here, saying nothing of the quantity sent into United States via Buffalo and other points,) 6,133,920 lbs. at 4½ c. = \$291,503.70. Had the same course been pursued for the past nine years, the gain to the country would have been over two and a half million dollars.

As the pages of this journal are intended for the merchants of the country we do not go into the detail of dairies, milking, churning, temperature, &c., &c. The first step toward improving the character of Canadian Butter must be taken by country merchants. On this point we can speak experimentally, having had a number of years' experience in country store keeping. It is just as easy to make 2 to 5c. per lb. difference in the price of Butter, as it is to make 5 or 10c. difference in the price of a bushel of wheat; the latter is always done. Why not do so with Butter? the maker would soon find out what temperature to churn at, when the milk was washed out, and whether fine or coarse salt was the cheapest. The past year was the most encouraging to good Butter makers that has been known. We had large orders from Britain for *finest*

Canadian Butter without limit as to price, and several other houses had the same.

As the season is just opening we again very urgently advise our Western friends to commence giving out tinnets or slip cover kegs to the farmers and getting the package filled by one maker and kept cool in the cellar. Discourage as much as possible by low prices the practice of bringing in small quantities which necessitate packing in merchants' cellars, where it lies for three or four days imbibing the sweet odors of coal oil, cod oil, paint oil, turpentine, &c., &c.

We close with a word about packages. The tinned holding from 60 to 80 lbs. is the most desirable package; it suits the retailer, the American market, and is growing in favor with British dealers. Each merchant should fix upon one or at most two sizes, so that when his shipment comes forward the lot looks uniform in external appearance. Tinnets cannot be rolled along the ground nor through the mud, and as they require to be carried, they always arrive here very much cleaner than kegs, which are kicked along by railway porters and city carters. If the weather is warm, the Butter in a tinned is kept steady, the cloth being neatly tucked down the edges between the Butter and the wood. A white cotton cloth should always be put over the Butter, and a handful of fine salt sprinkled over the cloth; the package should be filled quite full, as otherwise the Butter is apt to get displaced in transit, and looks unsightly when opened out before a buyer. In marking your packages use neat small letters, giving your own initial with ours underneath; giving gross weight and dry tare in one corner of the

head, thus to <sup>A B</sup> <sub>C</sub> <sup>D E</sup> <sub>F G H I</sub>. A brass stencil plate is the best

for marking. We shall be happy to furnish our constituents with them free of charge if they will apply to us.

We look for our large annual increase in the Butter trade of Canada; it is one of the most valuable products of the country and is capable of great improvement and extension; it has been for several years a large and increasing branch of our business, and for that reason we give it our best personal attention with the pen and in the warehouse.

LEEING & BUCHANAN.

## KIRKWOOD, LIVINGSTONE &amp; CO.,

GENERAL COMMISSION MERCHANTS, No. 33 St. Nicholas street, Montreal.

Before entering upon the duties of another season, we would thank our many kind friends for their very liberal share of consignments to us during the past year, and beg to assure them that with increased storage-room and additional arrangements, we can guarantee that they shall not receive less satisfaction in the future than they have received in the past; attending personally at all times to the interests of our friends, they can rely on their consignments receiving every justice.

Being fully convinced that it is impolitic and unwise to hold produce of any description, we make it a rule in the absence of instructions to the contrary, to sell on arrival; thereby avoiding charges which would otherwise be incurred, and which are seldom secured by any improvement in the markets. Our commissions will in no case be found to exceed the ordinary rates, or such as may be consistent with safety; and our friends may rest assured that they will receive their returns with a promptness that cannot be excelled, if equalled, by any other house here.

We have peculiar advantages for transacting an extensive *FLU* business, being in possession of a large Eastern trade, daily increasing, besides a full share, and acquaintance with all the local dealers.

Our facilities for doing justice to our Butter consignors will be found sufficient to give satisfaction to the most critical, our position being central, with good, cool and dry cellars, well adapted for the storage of Butter—the many suggestions, respecting which, that have appeared in former numbers of the *Trade Review*, our friends would do well to act upon; first, with respect to packages, they should be new, perfectly clear and well seasoned, with the correct tare branded on each, uniform in size, with close fitting slide top covers; second, fine salt only should be used. The Butter should be packed as closely as possible, and be of one uniform color throughout; after packing put a clean linen cloth and a little brine on the top, to impart a freshness to its appearance; then cooper well up and mark with the initials of the shippers, and address in full to the consignee, thus:

From S. G. & Co.,

To Kirkwood, Livingstone & Co.,  
Montreal.

We also give special attention to Ashes, and would recommend that the barrel should be as required 20 to 22 inches in diameter, across the head, and 80 to 82 inches in length of staves, two thirds of which to be covered with solid round hoops, and to weigh not less than 80 lbs. when well seasoned. The barrel should be well coopered and marked with the initials of the shipper, and running number addressed in full to the consignee, as shown above for Butter. Consignments of Pork, Wheat, Coarse Grains, Seeds, and produce generally, carefully attended to, and the best prices realized.

Drafts authorized to the extent of 75 per cent. of the net value against bills of lading, and cash advances made when required.

KIRKWOOD, LIVINGSTONE & CO.