

EXPORTS FROM MONTREAL.

♡
1896
2
SEASON OF 1896.

CHEESE,

BUTTER,

CATTLE,

SNEEP,

AND

OTHER CANADIAN PRODUCTS.

+

+

Compiled by the Commercial Department of
THE GAZETTE, Montreal.

The Merchants Bank of Canada.

CAPITAL PAID-UP,	- - - -	\$6,000,000
REST,	- - - -	3,000,000

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EXPORTS FROM MONTREAL.



SEASON OF 1896.



CHEESE,



BUTTER,

CATTLE,



SHEEP,

AND

OTHER CANADIAN PRODUCTS.



Compiled by the Commercial Department of
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CHEESE AND BUTTER.

THE season for direct export business in dairy produce wound up on Saturday last, and it is satisfactory that Canadian dairy produce farmers have had a better season than last. Not only have the exports exceeded those of last year, but the farmers have realized a better price for their output. Taking cheese as the leading line the total exports from Canada this year foot up 1,726,000 odd boxes, which is 16,000 in excess of 1895. Cheese in the country last year netted the producers about \$6 per box. This year they have made 75c. per box more, or in other words, against a return of about \$10,260,000 last year, they received about \$11,652,000 this. This means the sufficiently handsome difference of one million and a half dollars. It costs possibly 25c. per box to receive and ship cheese from Montreal, so that the turnover here involved an additional half million dollars, representing the returns to the railway companies, shippers, carters and exporters.

Altogether, therefore, the handling of cheese this season necessitated the disbursement of actual cash in the six and a half months which make up the season of fully \$13,500,000, or a business of over \$2,000,000 a month. These figures afford some idea of the magnitude of the interest that reposes in the hands of our produce export houses, for when the butter exports, which are dealt with elsewhere, are added, the total is still further increased.

Business has been carried on on a healthier footing than last year. In the spring of 1895, as everyone in the trade knows, there were large quantities of old 1894 cheese in England. Before it was consumed very heavy losses were made on it, and it constituted one of the factors chiefly productive of last year's low prices. When the season opened this spring the circumstances were different. As noted in tables appended, the price on the inferior early makes opened on a more reasonable basis, compared with the absurd prices paid for fodder goods in former years, and the foundation was laid for a normal appreciation, as the quality of the make improved. Another healthy factor was the comparatively small output of fodder cheese this spring. This was a serious drawback in previous seasons, and its absence helped not a little in improving the situation. This fall also, aside from the factories west of Toronto whose position is exceptional, cheese producers have curtailed their make of fall "tail ends." The advantage of their doing so is obvious. Their milk need not be wasted, for it can be turned to more advantage at this period of the year in the manufacture of butter. Another influence that contributed not a little to the better conditions this summer, was the prompt way in which the factorymen disposed of their make when it was ready. They indulged very little in the pernicious policy of holding back their make until the month of September. Then the possibilities for trouble were slighter, for the keeping qualities of that month's make are pro-

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verbial. This steady turnover of the early makes, and their prompt exportation, has removed all the summer cheese from this side the water. What is held here is fall make, and its owners, unless they can get their own prices for it in the interval, have made up their minds to carry it until the spring months if necessary. The following table gives approximately the money received by the farmers and the capital involved in the spot turnover :—

	1896.	1895.	1894.
Quantity	1,726,226	1,710,715	1,712,715
Cost price per box	\$6.75	\$6.00	\$7.00
Spot price per box ..	\$7.00	\$6.25	\$7.25
Country value.....	\$11,625,625	\$10,264,000	\$11,989,000
Spot value.....	12,083,000	10,692,000	12,410,000

AT COUNTRY POINTS.

The buying campaign in the country opened in May around $7\frac{1}{2}$ c, and there was wide fluctuations in prices during the month, frequently as much as 1c per pound, and it closed on a dull market. After the first week of June the appearance of full grass make was indicated by a tendency to advance bids a fraction, a gradual appreciation being made to $7\frac{1}{4}$ c to $7\frac{3}{4}$ c per pound. The factorymen realized this price for the bulk of their June make, as most of it left first hands at the basis named. Then buyers called a halt, and for eight or ten days in July bids straggled between $6\frac{1}{4}$ c and 7c. When it was developed that the July was fully equal to June in quality, another advance set in, prices recovering to $7\frac{1}{4}$ c. In fact the buying developed into a regular rush for July goods, for by the middle of August the price had touched 8c to $8\frac{1}{2}$ c, a clean jump of 1 to $1\frac{1}{2}$ cents over June. The appearance of the first half of August make made no difference in buyers' views, as that month closed with the price steady at $8\frac{1}{2}$ c. The assumption is, therefore, that the bulk of the August make realized a first cost of $8\frac{1}{4}$ c to $8\frac{1}{2}$ c, and some of the last half of the month even brought 9c to $9\frac{1}{4}$ c. This price was the ruling in the country around the 15th of September. At this date some of the cheapest purchases of September and balance were made by parties here and local Brockville operators.

One leading shipper in Montreal secured a portion of the Belleville section at $9\frac{1}{4}$ c. to $9\frac{3}{4}$ c., which was the best purchase of late made cheese this year.

It is understood that he has since transferred his contracts at a good profit to himself, to other operators. Naturally when the news of this contracting got out factorymen's ideas advanced, and the balance of the September make both in Ontario and the Townships cost 10c to $10\frac{1}{4}$ c. Afterwards the market sagged and has been dull during October and November, because many buyers believed that they paid a little more for their Septembers than they should have. As matters stand at present all the fall make in Canada, with the exception of the district west of Toronto, has been marketed, and it is now a stand-off between the holder on this side and the buyer across the water.

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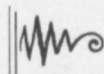
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Country values have ranged this year as follows, compared with the two previous years :—

	1896		1895		1894	
	High.	Low.	High.	Low.	High.	Low.
May.....	7½	6½	7½	6	10½	9½
June.....	7½	6½	8½	7	9½	8½
July.....	7	6½	8½	7½	9½	8½
August.....	8½	7	8½	7½	10	9
September.....	9½	8½	8½	7½	11	10½
October.....	10½	9½	9½	7½	10	9½
November.....	10	9½	9½	8½	10	9

The ruling spot prices show a wider range than last year, which is attributable to the improvement in the market as the season advanced. They are as follows, with comparisons :

	1896		1895		1894	
	High.	Low.	High.	Low.	High.	Low.
May.....	9½	6½	7½	6	11	9½
June.....	7½	6½	8½	7½	9½	9½
July.....	7½	6½	8½	8	9½	9½
August.....	8½	7	8½	8	10½	9½
September.....	10	8½	8	7½	10½	10½
October.....	10½	10	9½	8	10½	9½
November.....	10	9½	9½	9½	10½	10½

As usual the fluctuations in the public Liverpool Cable when analyzed indicate the promptitude with which Englishmen follow a rising market and their disinclination to take advantage of a falling one. The Cable range was as follows :—

	1896		1895		1894	
	High. s. d.	Low. s. d.	High. s. d.	Low. s. d.	High. s. d.	Low. s. d.
May.....	45	42 5	46 6	40	56 6	52 6
June.....	42 6	35	46 6	42	51 6	44 6
July.....	35	34	38 6	37 6	45 6	44 6
August.....	42 6	35	38 6	38	49 0	45 0
September.....	44	40	38	37	51 6	49 0
October.....	51	44	45	38	50 6	48 6
November.....	51	51	46 6	45	51 0	48 6

INDIVIDUAL SHIPPERS.

The order of the individual shippers this year is somewhat reversed, A. A. Ayer & Co. again heading the list by a handsome margin. When it is understood that single firms have handled over 200,000 boxes of cheese or in the vicinity of \$1,500,000 turnover, in less than seven months, the lay mind can form some

P. W. M^CLAGAN

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CHEESE, -:-

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idea of the trade that the unassuming produce contingent of the Board of Trade can transact. The figures in detail are:—

	1896.	1895.	1894.
	Boxes.	Boxes.	Boxes.
A. A. Ayer & Co	256,778	202,111	283,052
Hodgson Bros	202,903	228,600	181,684
Alex. W. Grant	172,002	166,786	152,942
W. T. Ware & Co	171,852	142,037	150,243
J. C. & G. D. Warrington.....	112,942	146,558	184,996
Jas. Alexander	90,805	64,403	64,015
Co-operative Co	66,354	51,900	.....
P. W. McLagan	57,291	60,834	49,919
D. A. McPherson & Co	46,103	63,712	81,748
Duckett, Hodge & Co	43,426	52,964	66,167
A. J. Brice	36,461	43,080	27,721
Kirkpatrick & Cookson	27,766	29,814	35,806
M. T. Farrel	12,241	.....	.....
Wm. Nivin	8,040	6,974	14,032
Geo. Wait & Co	884	.....	.....
Sundry	144,185	70,453	72,900
	<u>1,413,512</u>	<u>1,330,226</u>	<u>1,366,235</u>

Last year the volume of local business, as compared with through decreased. This year the local shipments have again expanded almost 100,000 boxes, while the through shipments have decreased in the vicinity of 70,000. The Grand Trunk carried the great bulk of the cheese sent through direct, as will be seen below:—

	1896.	1895.	1894.
	Boxes.	Boxes.	Boxes.
Grand Trunk	211,740	270,115	214,749
Can. Pacific	99,125	166,843	99,552
H. & A. Allan	832	912	609
D. Torrance	959	2,083	1,482
Elder-Dempster	58	.....	.....
Sundry .....	.....	527	85
Totals.....	<u>312,714</u>	<u>380,530</u>	<u>346,480</u>
Local shipments	<u>1,413,512</u>	<u>1,330,226</u>	<u>1,366,235</u>
Grand total	<u>1,726,226</u>	<u>1,710,756</u>	<u>1,712,715</u>

London still holds the leading position in the consumption of Canadian cheese, and has increased her importations almost 100,000, while Liverpool has taken 150,000 less Canadian cheese than in 1895. In detail the figures are:—

	1896.	1895.	1894.
	Boxes.	Boxes.	Boxes.
London.....	757,745	661,055	661,664
Bristol	437,735	338,901	536,925
Liverpool	392,103	546,258	379,798
Glasgow	99,032	107,102	99,124
Belfast	15,263	15,850	7,627
Leith	9,825	.....	.....
Newcastle	7,903	24,211	.....
Manchester	2,326
Dundee	2,684	4,281	7,577
Aberdeen.....	1,610	13,098
	<u>1,726,226</u>	<u>1,710,756</u>	<u>1,712,715</u>

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Representative.

The new line, the Elder-Dempster, have assumed the leading position as carriers of cheese, handling 120,000 more this year than last. The Allan Line, which was first last year, takes second place this year, while the Thomson Line is third. The figures are :

	1896. Bxs.	1895. Bxs.	1894. Bxs.
Elder-Dempster.....	635,616	511,195	.....
Allan	548,322	538,898	613,405
Thomson.....	205,347	216,791	260,744
Dominion.....	152,029	171,036	457,852
Beaver.....	69,738	66,931	79,911
Johnston.....	61,519	118,621	53,729
Donaldson	33,681	64,858	232,818
Head	14,449	12,850	5,193
Sundry.....	5,525	9,576	9,063
	<u>1,726,226</u>	<u>1,710,756</u>	<u>1,712,715</u>

THE BUTTER MARKET.

The encouragement afforded last year by the butter market has been more than repeated this season, and the results have been highly gratifying, inasmuch as they indicate that Canadian creamery butter has gained a foothold in England. If care is exercised there is no reason why next season's exports should not be almost trebled as they have this. To date, since the first of May, 157,321 packages of Canadian butter were sent to Great Britain, against 69,000 in 1895 and 32,000 in 1894. During the past three years, therefore, the increase in exports show that our creamery has at last established a reputation for itself in England. The returns to the farmer from butter represent almost \$1,890,000 against \$853,384 in 1895. This increase of over \$1,000,000 is certainly remarkable. Yet our shipments this year are only a drop in the bucket when considered alongside the \$25,000,000 worth that Great Britain annually consumes. They have plenty of margin yet for expansion. The returns to the creamerymen and the money spent here were approximately as follows :—

	1896.	1895.	1894.
Quantity.....	157,321	69,664	32,055
Cost price per package....	\$12	\$12.25	\$12
Spot price per package....	\$12.25	\$12.50	\$12.25
Country value... ..	\$1,890,000	\$853,384	\$384,780
Spot value.....	\$1,928,000	\$870,800	\$392,790

There has been little difference between the prices realized this year, compared with last, the extra money made being due entirely to the increased output. As a matter of fact, during the

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~ Butter ~

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Cheese Exporter

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early summer prices ruled lower. The full range of prices are as follows :—

	1896		1895		1894	
	High. c.	Low. c.	High. c.	Low. c.	High. c.	Low. c.
May	16	14½	16	14	24	18
June	16½	16	15½	14	20	18
July	17	16	18	15½	20	18½
August	19	16½	18	17½	19	18½
September	19	18	18	17	20½	18½
October	20	19	23	18	21	20½
November	20	19	24	22	20½	20½

The exports of butter by local shippers do not show any change in the standing of the different shippers :

	1896. pkgs.	1895. pkgs.	1894. pkgs.
A. A. Ayer & Co	65,518	33,204	12,474
A. J. Brice	14,561	9,841	4,578
Wm. Nivin	12,330	7,206	3,719
A. W. Grant	6,320	4,727	852
P. W. McLagan	6,255	1,693	259
Hogdon Bros	5,621	1,570	109
D. A. Macpherson & Co	2,976	53	950
Kirkpatrick & Cookson	2,019	435	67
Geo. Wait & Co	2,832	.....	.....
Jas. Alexander	1,896	1,324	252
Duckett, Hodge & Co	1,368	763	400
W. T. Ware & Co	1,097	.....	.....
J. C. & G. D. Warrington	500	.....	.....
Co-operative Co	75	30	.....
Sundry	13,777	3,008	2,501
Total	134,313	63,853	26,152

The through shipments are as follows, the Canadian Pacific carrying more butter than its rival, reversing the position shown in cheese :—

	1896. Pkgs.	1895. Pkgs.	1894. Pkgs.
Canadian Pacific Railway	11,121	3,722	1,054
Grand Trunk Railway	10,370	2,089	4,859
D. Torrance	1,434	.....	.....
Elder, Dempster & Co	83	.....	.....
Local Shipments	23,008	5,811	5,913
Grand Total	134,313	63,853	26,152
Grand Total	157,321	69,664	32,065

The port of Bristol took almost half of the butter exported, increasing its imports over 50,000 packages, but buyers in Liver-

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pool, Glasgow and London also largely increased their purchases. The figures are :—

	1896. Pkgs.	1895. Pkgs.	1894. Pkgs.
Bristol.....	104,981	45,815	24,873
Liverpool.....	17,112	9,277	2,222
Glasgow.....	17,571	10,827	3,562
London.....	16,776	3,129	995
Aberdeen.....	646	496	383
Newcastle.....	87	10	
Leith.....	78		
Dundee.....	70	110	
	<hr/> 157,321	<hr/> 69,664	<hr/> 32,065

The Elder-Dempster Company again top the list this year, as they supplied the Bristol service, and they also got a good slice of the London business. The figures are :—

	1896. Pkgs.	1895. Pkgs.	1894. Pkgs.
Elder-Dempster.....	100,407	45,815	.....
Allan.....	33,942	19,594	4,269
Dominion.....	11,511	269	9,426
Donaldson.....	8,493	2,261	17,082
Thomson.....	987	311	533
Johnston.....	754	345	145
Beaver.....	722	733	227
Sundry.....	505	335	383
	<hr/> 157,321	<hr/> 69,664	<hr/> 32,075

DAIRY PRODUCE EXPORTS IN TWENTY-TWO YEARS.

Year.	Cheese.	Butter.
1896.....	1,726,226	157,321
1895.....	1,716,067	69,664
1894.....	1,726,058	32,137
1893.....	1,682,946	76,974
1892.....	1,683,353	103,139
1891.....	1,352,670	81,811
1890.....	1,486,220	30,142
1889.....	1,157,854	41,957
1888.....	1,134,349	16,528
1887.....	1,104,065	60,353
1886.....	891,065	54,263
1885.....	1,076,691	66,545
1884.....	1,108,448	108,137
1883.....	859,712	92,761
1882.....	677,211	61,620
1881.....	551,847	130,481
1880.....	707,009	194,566
1879.....	518,249	180,321
1878.....	467,676	106,399
1877.....	398,38	87,245
1876.....	465,660	168,048
1875.....	507,062	115,417

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COLD STORAGE CO'Y.**

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storage of**

CHEESE, BUTTER, EGGS & POULTRY,

**Separate Rooms and Buildings for
each grade of goods.**

THOS. FRASER,

EVERYTHING NEW.

Manager.

TESTIMONIAL TO THE CANADIAN DAIRY PRODUCE.

(Lancaster, Eng., Chronicle.)

SIR,—Some twelve months ago the Board of Customs took a considerable number of samples of butter at the ports of entry, I believe at the instigation of the Board of Agriculture, with rather startling results, but so far I have not seen any special attention drawn thereto. For the information of your numerous readers, I beg to call their attention to the results.

It appears 220 samples were taken on landing from Holland and analyzed, out of which 54 were found adulterated. Think of it for a moment, that every fifth package was adulterated. These are the people who are sending us the Holland's gin cr so-called highwines; it will kill at forty rods. They keep the pure juniper berry at home, and as they say, "gull the most gullible people under the sun." So the foreigner observed in the tramcar at Preston the other day. But to the question in hand—butter. Is it possible that members of Parliament for boroughs, let alone counties, will see the great middle-classes and the poverty-stricken denizens of our cities and towns, swindled by minions of the foreigner here? Surely the present Government when it meets will at once set to work and legislate upon this terribly vicious and fraudulent business. Has it come to this—that we are children and incapable. Supposing this thing had happened fifty years ago, Englishmen of that day would have cut the dykes and drowned the lot of them.

To my mind a nation which exists by the process of swindling would be best wiped out from the face of the earth. We shall have no further use for our small British dairy farmer; his "hash" is almost as good as settled already. Why or wherefore the Government of the day see him despoiled and ruined in his occupation is difficult to understand. Let us hope that when Parliament meets "the still small voice" of conscience will call them at once to do their duty to the great masses of the people of this country. I venture to think that in the present House of Commons "tips" would avail nothing, and I fully believe that when the question is put before Parliament the voting upon this subject will be most closely watched, so that by their fruits we shall know them. I believe I saw in your columns some time ago a letter from an American gentleman about this mixture or margarine adulteration; that the villainy practiced was only a question of degree from the beginning of the making of the compounds to its final disposal to the duped customer. I believe here we shall find the masses go in for the disposal of this stuff

ROBERT HAMPSON & SON



MARINE 

AND FIRE

INSURANCE

MONTREAL.

Cable Address, BROOMFIELD.

under the most stringent terms. I would suggest that the box into which it is packed shall be colored red—I mean the case—the same way as they color the gin boxes green, and that it will not be sold from under the counter, or from the cellar, or from behind the temporary screens erected in shops with boxes, salmon tins, jars of preserves, etc., but from the box, standing fairly exposed upon the counter, so that the public may know what they are buying. The villainy is so rampant that the public demand this in justice to their stomachs and pockets.

I come now to the second horse in the running, viz., Germany. One hundred and twenty-four samples were taken on landing, of which 37 were found adulterated. This is almost every fourth sample adulterated; remember, "made in Germany." Surely to goodness, we are racing at such a pace as not to ask ourselves why and wherefore are we being ruined? Why, it is as simple as light from dark. I ask in what way can our Government be better employed than attending to this, the very first chapter in the opening of next Parliament. If the members of the past have formed it in their imaginations as rather too hot a piece of business to handle, I'll assure them that in the next Parliament, if they do not handle it fairly for the masses, they will be counted out. We shall have brands living amongst—modern "Cains"; men who have ruined and killed their country's interests. We look to honorable members to see that the public get justice. I might just enumerate that there were 183 samples taken from Denmark, and only 3 were found wrong; 21 were taken from Norway, and two were wrong; 34 were taken from Russia, and five were wrong. All from Sweden were right, also Belgium, France, the United States of America, Canada, New Zealand, and Australia. I finish the list with the colonies, and upon this subject of all our colonies' butter being found honest and perfect, I wish to make a few remarks. Why is this? Because their several Governments prohibit the sale and shipment of adulterated butter,

I am not a political man, but some time back I read that Mr. Chamberlain takes a most active and intelligent interest in our colonies, and I would suggest to his consideration—is it not a duty of his office to see that the colonies have fair play in the sale of their butter products? Is it not a fact that they are handicapped exactly the same as the British dairymen? I ask is their labor not in vain, when the men from the land of dykes are actually stealing their markets from them with an adulterated fraudulent article, as the foregoing facts testify? If the Government do not shape to do justice, that man from New Zealand looking over the ruins of St. Paul's from London Bridge may not be so far off as some of us may think. I tell you fighting men for the army or navy cannot be made out of eating margarine as butter. How can a man fight with a disordered stomach? I know a man who can almost digest horse-shoe nails, but margarine floors his stomach. When I look over the evidence of some interested witnesses who went before the

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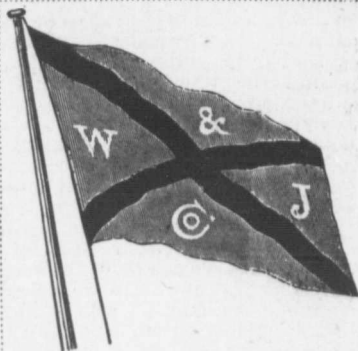
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Steamers of this Line are of the highest class, with superior facilities for carrying cheese, apples, butter, grain, live stock, &c.

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N. E. CLEMENT.

ST. ARNAUD & CLEMENT

⇨ WHOLESALE ⇩

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(Specialty: BUTTER & CHEESE.)

2 and 4 FOUNDLING STREET,

CORNER OF CALLIERE ST.

MONTREAL.

Royal Commission, it is enough to make one's skin creep upon his bones.

In conclusion let me hope that Mr. Chamberlain will stand up for justice for the sale of the products of the colonies, and see they have fair play. I have no doubt whatever that there will be others in the House of Commons who will be able to fight the battle for the British public and the dairymen. Whoever does will be popular in the long run. Justice and fair play are always popular with a true-born Briton.

Yours,

WILL THE WHISTLER OF BEETON FELL.

October 31st, 1896.

P. S.—It is possible to form an opinion how many millions of good British coin have gone into the pockets of the Germans and Hollanders for these vile compounds sold to us as butter at butter price, and likewise water incorporated by the means of machinery adapted for the purpose of infusing it. I notice the city of Manchester is overhauling a lot of butter watered in excess; we shall see results shortly.

GRAIN, WHEAT, APPLES, POULTRY AND LUMBER.

The outward movement of grain and provisions from Montreal this season in almost every important staple shows a gratifying increase, with the exception of flour, pork and smoked meats. These three show a decrease as compared with the season of 1895, flour being 330,061 barrels less; pork, 1,742 barrels; and smoked meats, 2,005 boxes. All the raw cereals show increases, wheat being 3,200,000 odd in excess of 1895; corn, 3,000,000; peas, 2,200,000; rye, 300,000 bushels; and apples, 500,000 barrels. The detailed figures are:—

GRAIN.		
	1896.	1895.
Wheat bush.....	6,905,702	3,650,711
Corn, bush.....	6,481,420	2,605,818
Peas, bush.....	1,693,147	741,845
Oats, bush.....	2,305,142	10,750
Barley, bush.....	209,324	808
Rye, bush.....	355,057	16,213
Flour, brls.....	730,981	1,061,042
Meals, brls.....	34,578	36,259



WINDSOR



. SALT .

PUREST AND
BEST

FOR _____

BUTTER AND
CHEESE.



PROVISIONS.

Pork, brls.....	480	2,222
Lard, brls.....	81,268	52,296
Meat, packages.....	216,913	72,929
Eggs, cases.....	127,281	94,897
Tallow, brls.....	1,241	1,393
Ham and bacon, boxes.....	7,843	9,848
Apples brls.....	664,453	185,105

The exports of eggs were also exceptionally heavy this year, and Geo. Wait & Co. sent forward a total of over 16,307 cases.

The feature of the Canadian poultry market this season was the increased demand from English buyers for turkeys, and a shipment of sixty carloads was made by way of Portland. This speaks volumes for the Canadian farmer, as in former years the demand was only for a limited quantity, but this season they took all the choice stock that could be had in time for shipment for the Christmas trade.

Comparative statement of the Export of Lumber and Timber shipped from this port during the navigation seasons of 1895 and 1896 viz:—

LUMBER.	Unit of Quantity.	1895.	1896.
Deals, Pine.....	Std. Hnd.	69,770	58,584
Deals, Spruce, and other.....	"	3,526	6,668
Deal, Ends.....	"	6,423	5,701
Planks and Boards.....	M. Feet.	11,971	32,342
Scantling.....	M. Feet.	147	276
Staves, Standard.....	M.	150	—

TIMBER, SQUARE.	Unit of Quantity.	1895.	1896.
Ash.....	Tons.	918	960
Birch.....	"	3,386	5,224
Elm.....	"	895	1,166
Maple.....	"	.....	135
Oak.....	"	290	615
Pine, White.....	"	1,558	2,756
All Other.....	"	783	1,177
Total Timber, square	Tons	7,830	12,033

MARINE...



INSURANCE



James J. Riley & Sons,

Board of Trade Building,

MONTREAL.

CANADIAN MANAGERS

FOR

Indemnity Mutual Marine
ASS. CO., of London.

Mannheim Insurance Co.,
Of Mannheim.

THE CATTLE TRADE.

The Reford Line steamer Gerona sailed Sunday morning at daylight for London with 495 head of cattle, shipped by Messrs. Gordon & Ironside, which is the last shipment of Canadian live stock from the port of Montreal for the season of 1896. This shipment has brought an export live stock season to a close that will be long remembered by some in the trade, as it was without doubt one of the worst for many years, if not the worst, in regard to profits in shipments, for although there were no failures it may be safely stated that the bulk of the money made last season, if not all, and more with it, has been lost. The season abroad opened very low for choice Canadian stock, the first cable from London quoting 9½c per lb., which was 2c per lb. lower than the opening figure last year, it being 11½c. Later on the market improved a trifle and cattle sold at 9½c to 10c up to the end of June, while last season during the same period as high as 12½c was made. At this stage the weather abroad became very hot, trade gradually grew worse, and in the middle of July the low water mark was touched, and business that week was completely paralysed owing to the extreme heat and heavy supplies from both Canada and the United States. Choice Canadians sold down to 8c, and, even at this figure, salesmen found it very difficult to realize on them. The above figure is 3c per lb. lower than the lowest point touched last year in the same month. In the month of August shippers did fairly well, prices advancing to 11½c, and shipments that were landed made some money, but values receded again in September and October, and closed at about the lowest point of the season. Notwithstanding all the above discouraging news which continued to come forward week after week, exporters sent cattle forward in large numbers, and the total is in excess of any for the past four years. Shippers secured their cattle in Ontario and the Northwest this season for less money than in 1895, as there was no American competition as was the case last year. Nevertheless the cost f. o. b. vessel in Montreal, owing to handling, feeding, freight, etc., was not appreciably lowered and a valuation of \$60 per head is considered a fair average. The quality of the stock this season was by no means as good as last, and this applies particularly to the Northwest stock, the bulk of them shipped being lean and of a wasty nature, due to the fact that the pasturing last season was very poor. The "king" of the trade for the past two seasons states that they did no good; in fact, they only make good returns about one year out of every ten. In consequence the shipments of this class of stock this season show quite a falling off as compared with last. A new feature of the trade this year was the shipments of Canadian cattle and sheep made by way of Boston. This step was due to some extent to the high rates of freight ruling from this port and the active demand for space. The shipments of cattle this season were 100,360 head, an increase of 3,778 head as compared with last year. The average price is esti-

W. W. CRAIG.

Live Stock,

Shipping, Insurance

AND.....

Commission Agent

BOARD OF TRADE BUILDING, MONTREAL.

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T. & I. MAUGHAN & CO.,

Live Stock Salesmen. Newcastle-on-Tyne, London,
Liverpool and Bristol.

ROBERTON, JOHNSTON & ROBERTON,

Live Stock Salesmen. Glasgow.

—
Over 5,000 Canadian Horses. 10,000 Cattle and 20,000 Sheep sold by the above firms in London and Glasgow last season with good results. For Freight, Insurance, &c., from Montreal, Boston, New York and other ports, address

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Special attention paid to Horses for Export.

Horses sold in London by auction at the Great Northern Horse Repository, Islington.

References : The Bank of Toronto, 114 St. Etienne St,

mated at \$60 per head, which makes a total of \$6,021,600, and the freight amounted to \$1,003,600, while the railway charges are \$301,080. The amount of hay used is estimated at 15,000 tons, at \$11 per ton, making a total of \$165,000. The insurance is put at \$100,360; keep at yards, \$54,661; loading fees, \$54,661, and attendants for the ocean voyages amounted to \$90,000, making a total of over \$8,000,000. The number of cattle carrying vessels that sailed from this port during the season were 274, as against 249 in 1895, 254 in 1894, 235 in 1893, and 260 in 1892.

THE SHEEP TRADE.

In regard to the sheep trade, it has been a very poor season for shippers, due principally to the embargo placed on sheep last January, in consequence of which the shipments show a decrease of 136,728 head as compared with last season, the total this season being 80,671 head. The top price realized for Canadian sheep in London was 12½c as against 14½c last year. Prices here and in the country showed very little change, and as the rates of ocean freight were, if anything, higher than last year, there was very little encouragement for shippers, and they stated more than once during the season that heavy losses were made on shipments that went forward. In the face of this they still continue to export by way of Boston, and the indications are that a large number will be shipped this winter. The value of sheep shipped this season amounts to \$403,355; ocean freight on same, \$100,838, and insurance, \$20,167.

FLUCTUATIONS IN PRICES.

The following table shows the fluctuations in prices in the London market for cattle and sheep for each month during the season 1896, according to our own private cable:

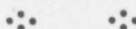
	Can. Cattle.	States Cattle.	Argen. Cattle.	Can. Sheep.
May—				
Opening.....	9½	10½	8½	11
Highest.....	10	10½	9	12½
Lowest.....	9½	9½	8½	11
Closing.....	9½ to 10	10	9	11½ to 12½
June—				
Opening.....	10	10½	9	11
Highest.....	10	10½	9	11
Lowest.....	9	9	8½	8½
Closing.....	9 to 10	10	8½	11
July—				
Opening.....	9½	9½	7½	11 to 12
Highest.....	9½	10½	7½	11½ to 12½
Lowest.....	8 to 8½	8 to 8½	7½	11 to 12
Closing.....	9½	10½	7½	11½ to 12
August—				
Opening.....	11½	12	10½	10
Highest.....	11½	12	10½	11
Lowest.....	10½	11	10½	10
Closing.....	10½	11 to 11½	10½	10½

Telephone 1672.

W. G. ELLIOTT

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Shipping and
Insurance Agent.**

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Glasgow.

D. H. ELLIOTT,
Liverpool and London.

J. HENNESSEY & SONS,
Bristol.

**Live Stock and
Meat Salesmen.**

September—

Opening.....	10½ to 10¾	11 to 11¾	...	10 to 10
Highest.....	10½ to 10¾	11½ to 11¾	...	10 to 10
Lowest.....	10½	11½	...	10
Closing.....	10½	11½	...	10

October—

Opening.....	9½	11	9½	9½
Highest.....	10	11½	9½	10
Lowest.....	9	11	9½	9½
Closing.....	9 to 10	11	9½	10

November—

Opening.....	9 to 10	11	9½	10
Highest.....	9 to 10	11	9½	10
Lowest.....	9	10½	9½	10
Closing.....	8 to 9	11	9½	10

SHIPMENTS BY MONTHS.

	MAY			
	1896.		1895.	
	Cattle.	Sheep.	Cattle.	Sheep.
Liverpool.....	5,722	3,522	5,750	735
London.....	2,109		4,561	297
Glasgow.....	3,313	1,945	3,252	3,071
Bristol.....	1,139		1,369	....
Newcastle.....	459	451	591	347
Manchester.....	202	....	....	....
France.....	1,892	....	364	....
Total.....	14,836	5,018	15,887	4,450

	JUNE			
	1896.		1895.	
	Cattle.	Sheep.	Cattle.	Sheep.
Liverpool.....	4,905	....	5,519	3,775
London.....	3,798	68	3,441	4,141
Glasgow.....	3,847	2,611	3,105	3,347
Bristol.....	961	45	1,170	2,250
Newcastle.....	239	424	708	617
Manchester.....	....	....	....	....
France.....	377	....	....	....
Total.....	14,127	3,148	13,943	14,130

	JULY			
	1896.		1895.	
	Cattle.	Sheep.	Cattle.	Sheep.
Liverpool.....	6,585	1,112	4,827	8,086
London.....	4,596	5,811	5,049	12,493
Glasgow.....	3,654	2,106	3,302	1,020
Bristol.....	900	540	1,125	2,095
Newcastle.....	463	196	478
Manchester.....	300
France.....	360
Total.....	16,568	9,569	14,799	24,172

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*EDWARD WATSON & RITCHIE, Glasgow.*

*J. HENNESSEY & SONS, Bristol.*

————— Live Stock Salesmen.

|                  | AUGUST  |        |         |        |
|------------------|---------|--------|---------|--------|
|                  | 1896.   |        | 1895.   |        |
|                  | Cattle. | Sheep. | Cattle. | Sheep. |
| Liverpool .....  | 7,669   | 4,634  | 6,323   | 10,333 |
| London .....     | 5,598   | 8,827  | 3,593   | 12,853 |
| Glasgow .....    | 3,133   | 4,228  | 3,511   | 2,199  |
| Bristol .....    | 1,472   | 1,979  | 1,540   | 3,399  |
| Newcastle .....  | 506     | 609    | 341     | 433    |
| Manchester ..... | 348     | 378    |         | ....   |
| France .....     | 587     | 1,125  | 281     | ....   |
| Total .....      | 19,313  | 22,780 | 15,589  | 29,717 |

|                  | SEPTEMBER |        |         |        |
|------------------|-----------|--------|---------|--------|
|                  | 1895.     |        | 1895.   |        |
|                  | Cattle.   | Sheep. | Cattle. | Sheep. |
| Liverpool .....  | 4,909     | 4,504  | 6,937   | 12,822 |
| London .....     | 2,527     | 10,640 | 3,220   | 16,691 |
| Glasgow .....    | 3,710     | 642    | 3,718   | 4,885  |
| Bristol .....    | 1,424     | 365    | 1,205   | 5,436  |
| Newcastle .....  | 473       | 337    | ....    | ....   |
| Manchester ..... | 510       | 325    |         | ....   |
| France .....     | 240       | 1,250  | 678     | ....   |
| Total .....      | 13,599    | 18,073 | 15,659  | 39,834 |

|                  | OCTOBER |        |         |        |
|------------------|---------|--------|---------|--------|
|                  | 1896.   |        | 1896.   |        |
|                  | Cattle. | Sheep. | Cattle. | Sheep. |
| Liverpool .....  | 5,000   | 3,207  | 5,500   | 14,481 |
| London .....     | 3,040   | 7,547  | 2,774   | 21,596 |
| Glasgow .....    | 3,139   | 1,631  | 3,623   | 14,196 |
| Bristol .....    | 1,339   | 613    | 694     | 8,922  |
| Newcastle .....  | 313     | 304    | ....    | ....   |
| Manchester ..... | ....    | ....   | ....    | ....   |
| France .....     | 370     | 921    | 277     | ....   |
| Total .....      | 13,261  | 14,223 | 12,868  | 59,195 |

|                  | NOVEMBER |        |         |        |
|------------------|----------|--------|---------|--------|
|                  | 1895.    |        | 1895.   |        |
|                  | Cattle.  | Sheep. | Cattle. | Sheep. |
| Liverpool .....  | 2,166    | 1,177  | 4,178   | 13,902 |
| London .....     | 3,516    | 4,593  | 1,561   | 14,069 |
| Glasgow .....    | 2,245    | 669    | 1,859   | 8,060  |
| Bristol .....    | 739      | 491    | 221     | 7,979  |
| Newcastle .....  | ....     | ....   | ....    | ....   |
| Manchester ..... | ....     | ....   | ....    | ....   |
| France .....     | ....     | ....   | ....    | ....   |
| Total .....      | 8,566    | 6,960  | 7,819   | 44,010 |

M. GREEN


W. H. PRICE

# Green & Price.



::: LIVE STOCK AGENTS :::

Board of Trade Building,

 Montreal.



REPRESENTING

**Price & Sullivan,**

LIVE STOCK SALESMEN,

LIVERPOOL & LONDON.

**John Bell,**

HORSE SALESMAN,

LIVERPOOL.

## THE INDIVIDUAL SHIPPERS.

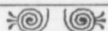
Messrs. Gordon & Ironside head the list again this season with a total of 27,057 head, which shows a decrease of 6,850 head as compared with last year. James Eakins is a good second with a total of 9,751 head, and even his shipments also show a decrease of 1,476 head with last season's figures. A. McIntosh comes third with a total of 6,482 head, and Messrs. Gilchrist & Munroe come fourth with a total of 5,872 head.

The following is as correct a list of the shippers as it is possible to obtain in the absence of any official records :

|                          |        |        |
|--------------------------|--------|--------|
| Gordon & Ironside.....   | 27,057 | 9,800  |
| James Eakins.....        | 9,751  | 3,015  |
| Gilchrist & Munroe.....  | 5,872  | 3,857  |
| Brown & Snell.....       | 5,676  | 2,412  |
| A. McIntosh.....         | 6,482  | 9,787  |
| J. & C. Coughlin.....    | 3,974  | 5,675  |
| N. Bickerdike.....       | 1,784  | .....  |
| Hon. M. H. Cochrane..... | 1,204  | .....  |
| John Dunn.....           | 1,950  | 12,165 |
| J. D. Kippen.....        | 1,896  | .....  |
| J. Tunnis.....           | 3,559  | 6,800  |
| D. McMillen.....         | 1,070  | .....  |
| John McDonald.....       | 1,075  | .....  |
| John Sheridan.....       | 1,054  | 2,278  |
| John Scott.....          | 1,393  | 929    |
| Williams & Hall.....     | 1,550  | 1,254  |
| Small shippers.....      | 4,267  | .....  |
| J. Anderson.....         | 196    | .....  |
| J. Almac.....            | 162    | .....  |
| V. Bossuyet.....         | 326    | .....  |
| J. Black.....            | 655    | 891    |
| J. Bosquet.....          | 219    | .....  |
| J. S. McKeowu.....       | 165    | .....  |
| McLarne.....             | 299    | .....  |
| W. McKinnean.....        | 101    | .....  |
| P. McPherson.....        | 342    | .....  |
| A. McManus.....          | 116    | 120    |
| M. McAlhargg.....        | 168    | 280    |
| McArthur Bros.....       | 109    | .....  |
| McKinley.....            | 199    | .....  |
| McEachrane.....          | 100    | .....  |
| A. & W. McTaggart.....   | 116    | .....  |
| Onuse & Keller.....      | 175    | .....  |
| W. Price.....            | 939    | 3,684  |
| Pierce Bros.....         | 690    | .....  |
| G. Pauline.....          | 178    | .....  |
| J. Pickering.....        | 121    | .....  |
| R. Page.....             | 246    | .....  |
| W. A. Rudd.....          | 178    | .....  |
| W. Roberts.....          | 302    | 1,215  |
| Rowlan & McEager.....    | 120    | 722    |
| C. Robb.....             | 132    | .....  |
| Rutherford.....          | 112    | 1,034  |
| F. Ristrick.....         | 136    | .....  |
| A. Ross.....             | 104    | .....  |

# Gilehrst & Munro

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*LIVE STOCK,  
SHIPPING & INSURANCE  
::: AGENTS :::*



GRAND TRUNK STOCK YARDS,  
MONTREAL.



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GLASGOW,  
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**Ennitt & Coonan,**

LIVERPOOL,  
LONDON AND BRISTOL.

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CONSIGNMENTS AT MONTREAL. LIBERAL CASH  
ADVANCES MADE. OCEAN FREIGHT EN-  
GAGED. INSURANCE, FEED AND  
HAY FOR OCEAN VOYAGE  
AT LOWEST PRICES.

Telephone 1974.

Correspondence Solicited.

References—Bank of Toronto, Pt. St. Charles Branch

|                       |      |       |
|-----------------------|------|-------|
| Stroud & Son.....     | 590  | ...   |
| S. H. Smith.....      | 181  | ....  |
| G. Slack.....         | 181  | ....  |
| C. Simmons.....       | 140  | ....  |
| Sims & Jackson.....   | 228  | ....  |
| Thos. Brandon.....    | 211  | ....  |
| Brown Bros.....       | 114  | ....  |
| C. Chute.....         | 885  | 351   |
| R. Cooke.....         | 156  | ....  |
| W. W. Craig.....      | 192  | 451   |
| L. Coffee & Co.....   | 996  | ....  |
| J. Clegg.....         | 233  | ....  |
| H. Clemins.....       | 457  | ....  |
| G. Cameron.....       | 274  | ....  |
| A. & D. Campbell..... | 853  | 140   |
| Dixon.....            | 203  | ....  |
| H. Dean.....          | 400  | ....  |
| J. Elliott.....       | 922  | 470   |
| W. C. Edwards.....    | 190  | ....  |
| Elker & Co.....       | 140  | ....  |
| Forester.....         | 164  | ....  |
| C. Galloway.....      | 215  | ....  |
| M. Gillen.....        | 253  | ....  |
| M. Greene.....        | 677  | 292   |
| A. Gumbacker.....     | 322  | ....  |
| J. Hunter.....        | 211  | 142   |
| W. Hearn.....         | 537  | ....  |
| W. Hearn.....         | 129  | ....  |
| D. Hewitt.....        | 164  | ....  |
| J. Hamilton.....      | 384  | 54    |
| Howlett.....          | 212  | 996   |
| J. Hogg.....          | 353  | 152   |
| V. B. Leonard.....    | 153  | ....  |
| H. Mullins.....       | 891  | ....  |
| J. Miline.....        | 115  | ....  |
| A. McWilliams.....    | 548  | 134   |
| J. Tucker.....        | 111  | ....  |
| J. Taylor.....        | 103  | ....  |
| J. Wallace.....       | 252  | ....  |
| J. Wolf.....          | 120  | 151   |
| L. White.....         | 140  | ....  |
| J. Ward.....          | 242  | ....  |
| J. Watson.....        | 119  | ....  |
| R. Winters.....       | 183  | ....  |
| J. Wilson.....        | 145  | ....  |
| J. Burrows.....       | .... | 72    |
| O. Berley.....        | .... | 113   |
| R. Bicknell.....      | .... | 25    |
| P. R. Duff.....       | .... | 5,529 |
| J. A. Grant.....      | .... | 994   |
| A. McCoy.....         | .... | 27    |
| R. McLean.....        | .... | 146   |
| W. H. Reed.....       | .... | 200   |
| Swift & Co.....       | .... | 3,522 |
| J. Shields.....       | .... | 163   |
| Steinson.....         | .... | 38    |
| E. J. Wheeler.....    | .... | 131   |
| E. Ferrall.....       | .... | 360   |

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SALES EVERY THURSDAY.

## WHERE THE CATTLE WENT.

The principal shippers of cattle showed their favors towards the different markets in the following manner:—

|                               | Liver<br>pool. | Lon-<br>don. | Glas-<br>gow. | Bris-<br>tol. | New-<br>castle. | Man-<br>chester. | Fran-<br>ce. |
|-------------------------------|----------------|--------------|---------------|---------------|-----------------|------------------|--------------|
| Gordon & Ironside             | 11,952         | 8,845        | 336           | 4,327         | ....            | ....             | 1,557        |
| James Eakins....              | 449            | 654          | 6,466         | 146           | 1,899           | 137              | ....         |
| Gilchrist & Munroe            | 3,563          | 89           | 2,120         | 36            | ....            | 64               | ....         |
| Brown & Snell....             | 250            | 521          | 3,857         | 376           | 515             | 157              | ....         |
| A. McIntosh.....              | 2,933          | 754          | 2,216         | 693           | ....            | 176              | ....         |
| J. & C. Coughlin .            | 93             | 378          | 2,542         | 711           | ....            | ....             | ....         |
| N. Bickerdike....             | 545            | 481          | 495           | 40            | ....            | 6                | 217          |
| Hon. M. H. Co-<br>chrane..... | 1,204          | ....         | ....          | ....          | ....            | ....             | ....         |
| John Dunn.....                | 603            | 1,244        | 64            | 39            | ....            | ....             | ....         |
| J. D. Kippen.....             | 1,896          | ....         | ....          | ....          | ....            | ....             | ....         |
| J. Tunnis .....               | 385            | 1,370        | 1,545         | 259           | ....            | ....             | ....         |
| D. McMillen.....              | 669            | 57           | 171           | 173           | ....            | ....             | ....         |
| J. McDonald.....              | 741            | 263          | 72            | ....          | ....            | ....             | ....         |
| John Sheridan....             | 206            | 622          | 226           | ....          | ....            | ....             | ....         |
| John Scott.....               | 481            | 536          | 336           | 40            | ....            | ....             | ....         |
| Williams & Hall..             | 258            | 84           | ....          | 1,040         | ....            | ....             | ....         |
| Small shippers....            | 2 17           | 1,215        | 788           | 68            | ....            | 18               | ....         |
| L. Coffee & Co .              | 533            | 452          | 11            | ....          | ....            | ....             | ....         |
| A. & D. Campbell              | 65             | 515          | 192           | ....          | ....            | ....             | ....         |
| R. Cooke.....                 | 39             | 24           | 25            | 44            | ....            | ....             | ....         |
| M. Green.....                 | 146            | 272          | 259           | ....          | ....            | ....             | ....         |
| H. Mullins.....               | 302            | ....         | 455           | ....          | ....            | ....             | ....         |
| A. McWilliams....             | 472            | 19           | 57            | ....          | ....            | ....             | ....         |
| W. Price.....                 | 658            | ....         | 20            | 178           | ....            | ....             | ....         |

## HOW THEY WERE CARRIED.

The table below shows that the Allan Line was the favorite of the season, it carrying 27,100 head of cattle, 27,085 sheep and 4,066 horses, while Reford & Co. come second with a total of 22,744 cattle, 13,482 sheep and 2,077 horses, and the Elder-Dempster Line is a good third with 15,656 cattle, 17,632 sheep and 1,851 horses.

The following table shows the number of cattle carried by each line from the ports of Montreal and Quebec for the season ending November 22nd, 1896:—

|                           | Cattle. | Sheep. | Horses. |
|---------------------------|---------|--------|---------|
| Dominion.....             | 15,740  | 8,825  | 876     |
| Allans .....              | 27,100  | 27,085 | 4,066   |
| Beaver.....               | 8,486   | 5,345  | 642     |
| Elder-Dempster .....      | 17,125  | 20,997 | 2,051   |
| Munderloh & Co.....       | 961     | 1,493  | ....    |
| Johnson.....              | 8,931   | 3,272  | 332     |
| Reford.....               | 22,744  | 13,482 | 2,077   |
| McLean, Kennedy & Co..... | 171     | 214    | 155     |



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British markets. Careful and personal attention  
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The shipments of horses for the season show a decrease of 2,668 head as compared with last year. The table below shows that London was the favorite port, there being over 5,000 head shipped to it. Trade in the early part of the season was good and some handsome profits were made, but towards the end the market became very bad owing to heavy supplies, and large losses were made, which curtailed shipments considerably.

The following table shows the shipments of horses to the different markets for the season 1896, with comparisons :—

|                |        |        |
|----------------|--------|--------|
|                | 1896.  | 1895.  |
| Liverpool..... | 2,648  | 3,689  |
| London.....    | 5,004  | 4,727  |
| Glasgow.....   | 2,177  | 3,271  |
| Bristol.....   | 43     | 327    |
| Newcastle..... | 1      | 218    |
| France.....    | 60     | 523    |
| Belfast.....   | 155    | ....   |
| Total .....    | 10,087 | 12,755 |

### CATTLE EXPORTS FOR TWENTY YEARS.

| Year.     | Cattle. | Sheep.  |
|-----------|---------|---------|
| 1896..... | 100,360 | 80,671  |
| 1895..... | 96,582  | 217,399 |
| 1894..... | 87,604  | 139,763 |
| 1893..... | 83,322  | 3,743   |
| 1892..... | 98,731  | 15,932  |
| 1891..... | 109,150 | 32,042  |
| 1890..... | 123,136 | 43,372  |
| 1889..... | 85,670  | 59,334  |
| 1888..... | 60,504  | 45,528  |
| 1887..... | 64,631  | 36,027  |
| 1886..... | 63,932  | 93,850  |
| 1885..... | 61,947  | 39,401  |
| 1884..... | 57,288  | 62,950  |
| 1883..... | 49,090  | 84,790  |
| 1882..... | 28,358  | 63,667  |
| 1881..... | 27,536  | 55,538  |
| 1880..... | 41,730  | 74,502  |
| 1879..... | 21,626  | 62,550  |
| 1878..... | 15,963  | 31,241  |
| 1877..... | 6,940   | 9,509   |

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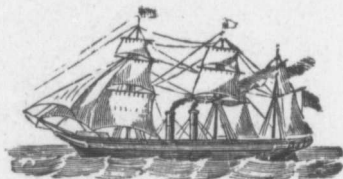
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| COLLINGWOOD,     | GANANOQUE,       | LONDON,    |
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*Chicago*—First National Bank.

*Manitoba, British Columbia and New Brunswick*—Bank of British North America.

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