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ANNUAL REVIEW

OF THE

NEW ORLEANS MARKET,

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In giving our customary annual review of the New Orleans market we propose to notice as succinctly as possible the courses of the principal articles of trade, with the view of placing before our readers a clear representation of their general movement and fluctuations.

The value to the merchant of commercial statistics mainly consists in the inferences that may be drawn from them with regard to whatever fluctuations may have occurred in prices, to what extent they have been the legitimate effect of the laws of supply and demand, in what such laws have been interrupted or nullified and the causes of all abnormal movements. Trade would be a very simple matter if the merchant could accurately estimate the extent of the demand, be correctly informed of the amount of the supply and then lay in his stocks with assurance of a certain sale at remunerative prices, unaffected by the disturbances caused by speculative and other irregular influences. But in the competition among a multitude who engage in commercial enterprises, all eager for success, many reckless in their adventures and some unscrupulous in effecting their objects, there is hardly a branch of business in which correct information, a sagacious judgment on the past and prudent forecast are not essential to prevent disastrous results or obtain the reward fairly due to the regular merchant for the use of his capital and for his personal services.

The commercial reporter's first duty is to present his readers an impartial statement of the general course of the market, adding whatever details may be of interest or importance to the reader. With such facts fairly placed before him, the sagacity of the merchant enables him to comprehend the causes of the various fluctuations which have occurred, and draw from them conclusions for his future government. Hence, we attach great value to the commercial charts or diagrams which delineate the upward and downward course of prices of specific articles. Such representations not only show at a glance the general movements, but, clearly exhibiting the dates and extent of its principal variations, suggest important reflections and lead to valuable inquiries with regard to their unexplained causes.

The same advantage is derived from comparative tables, which, even without any explanatory remarks, may prove of substantial value to the sagacious merchant, enabling him to profit by the events of the past and acquire sound commercial philosophy from the teachings of commercial history.

It is for this reason that we propose to devote more space in our present review to statistical information, without, however, refraining from such suggestions as appear to us pertinent and useful.

What is true in these particulars of the merchant as an individual, applies with equal if not even greater force to the mercantile community as a class. To illustrate these principles, let us make a short retrospect. For several years after the war our commerce and was properly regarded as in a transition [illegible]

... manufactured in the United States. It is the intention of the present owners, Messrs. Lehman, Abraham & Co., to enlarge this mill to many times its present capacity, in which case we can safely predict that it will prove a highly remunerative investment. It is well located, and occupies an entire square of ground.

The Louisiana Cotton Mill is owned by a joint stock company, under a board of directors, of which Mr. J. C. Denis is president. It is a model manufactory in every particular, but is on too limited a scale to be profitable. Its fabrics and other products are unexcelled, and have won high praise from some of the most successful millers in Georgia. The superintendent, Mr. Meigs, is perfect master of his duties; in fact, an expert in everything connected with cotton manufacturing or machinery, but laboring under the disadvantages of a limited capital, the mills have stopped for the moment for the purpose of enlarging them, and with this view books have been opened for an increase of capital, with the very attractive feature to new shareholders of allowing them 12 per cent per annum out of the profits, and all additional profits to be equally divided between them and the old shareholders. Its machinery was made by one of the leading manufacturers of Manchester, and has all the latest improvements approved in Lancashire. During the nine months and a half it has been running since last September, it has worked up 350 bales of cotton, weighing 144,126 lbs., and bought at an average cost of 19.73 ℔ lb; and has turned out 407 bales, aggregating 107,500 yards of 4-4 brown sheetings. On an average it has consumed 520 lbs daily. We doubt if there be in any Northern State a factory capable of being more remunerative to its shareholders, provided that it obtains the $100,000 additional capital called for. The buildings are all of brick, and elegant as well as substantial, and are beautifully situated in the Third District, fronting the river, on a site covering several squares of ground.

Messrs. Lehman, Abraham & Co., in addition to owning the Lane mill, are agents for several others in which they have an interest, viz: First—The Eagle and Phoenix Manufacturing Company, Columbus, Georgia, V. J. Bussey president, G. Gunby Jordan secretary and treasurer. This company employs 775 hands, runs 633 looms and 20,756 spindles, of which 18,236 cotton and 2520 wool. It consumes 4500 bales of cotton annually, and makes sheeting, shirting, osnaburgs, rope, twine, thread, plaids, stripes, ticks, twills, jeans, blankets and yarns. Second—The Tallassee Manufacturing Company No. 1 of Tallassee, Alabama, B. H. Micou president. This company runs 240 looms and 18,500 spindles, and consumes 7000 bales of cotton annually. It makes sheeting, shirting, osnaburgs, jeans and rope. Third—The Baton Rouge factory, of Baton Rouge, Louisiana, proprietors James & Bynum. This factory is running 200 looms and 8400 spindles, and consumes 3120 bales of cotton annually. It makes sheeting, shirting and osnaburgs.

In this brief notice of these manufactories—those in our own city and State, as well as those in Alabama and Georgia, in which citizens of New Orleans hold a considerable interest, and are agents for the sale of their products in the market—we can not omit a further reference to the Tallassee Company of Alabama. It has been highly successful, but its directors desire to increase its capital, with the view of enlarging its business and making railroad connection with the mills. Its present capital is $600,000, which it proposes to increase to $1,200,000. At a shareholders' meeting last February the director's reported a net profit of $85,831 07, part of which was divided in certificates of new stock, and part applied to the machine[illegible]

... ment of cotton by a ship of one of these lines, was delivered at Liverpool before the presentation of the bill of exchange drawn upon it, which had been forwarded by mail via New York. With such ample and satisfactory provision for the accommodation of shippers and importers at moderate rates of freight, the entire foreign business of the Mississippi valley should be done through this port, thereby enabling ship owners and others engaged in the trade, by more liberal patronage, to enlarge their tonnage and adopt other measures to increase their accommodations for the public benefit. But while such ample facilities are furnished in our exterior commerce, it is manifest that there is room for improvement in our river trade, in cheapening transportation from the interior by barges or steamers specially adapted to carrying freight at the lowest possible rates. With regard to sugar, molasses and rice the decrease must be exclusively attributed to short crops. When we pass to Western produce we find an encouraging increase in tobacco, against a decrease in competing markets, showing a satisfactory progress toward the recovery of our former trade in this important article. This favorable result is owing mainly to the peculiar advantages offered by our climate, which entitle this port to the monopoly of the Western trade, but must also be ascribed, in no inconsiderable degree, to the enterprise, sagacity and liberality of the factors engaged in the trade. In order to fully re-establish this branch of our commerce it is necessary that we should unite the apparently inconsistent qualities of being the best purchasing as well as the most advantageous selling market, to attract purchasers from abroad, while we invite consignments from the West, and to satisfy both foreign buyers and domestic shippers. But, although apparently inconsistent, these features can be reconciled by the admitted and very important advantages of our climate the improvement of the tobacco in its passage through the gulf, economy in [illegible]

... yield to 4,350,000 bales. At any time this might have been regarded as possible, but not until a very late period would have any intelligent observer pronounced it probable. In the past year, on the contrary, the result has agreed, with remarkable precision, with what was regarded at New Orleans in September as probable. The North, however, assumed the possible instead of the probable, and its exaggerated crop estimates undoubtedly had a material influence in depressing prices toward the close of that month 1½c below the highest point on the fifteenth. The quotations in our market on September 30, compared with the commencement of the month, and the previous year, are as follows:

	Sept. 30, 1870.	Sept. 1, 1870.	Sept. 30, 1871.
Ordinary	[illegible]	[illegible]	[illegible]
Good Ordinary	[illegible]	[illegible]	[illegible]
Low Middling	[illegible]	[illegible]	[illegible]
Middling	[illegible]	[illegible]	[illegible]

It will be seen from the tables below that the highest point in this month was during the third week, when low middling was quoted at 19 @ 19½c.

October commenced with more liberal receipts and a stronger demand, enabling factors to realize an advance of ¼c, but the market then took an unfavorable turn, predicated on increasing supplies and the accounts from Liverpool and New York, and prices steadily gave way until at the close of the month they showed a falling off of 1⅛ @ 1¼c from the highest point, and ⅞ @ ⅞c from the opening rates. The crop report published by the Cotton Exchange was predicated on letters from the interior, dated from the fifteenth to the twentieth of September. Its general tenor was quite as unfavorable as the press accounts up to the same period, but commanded more attention and confidence from its conclusions, being drawn with rigid impartiality from the letters of several hundred correspondents whose names had been submitted to or selected by the committee on account of their reliability and intelligence. The Agricultural Bureau operates by a more [illegible]

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