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### THE CANADIAN TEXTILE DIRECTORY

A Handbook of all the Cotton, Woolen and other Textile manufactures of Canada, with lists of manufacturers' agents and the wholesale and retail dry goods and kindred trades of the Dominion; to which is appended a vast amount of valuable statistics relating to these trades. Fourth edition now in hand.

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### CONTENTS OF THIS NUMBER :

	PAGE		PAGE
Acetic Acid in Allzarine Dyeing	331	Literary Notes	350
Among the Mills	343	London Fur Prices	341
British Hat Trade with Canada	324	Mr. Murray's Invasion of the United States	345
British Textile Trade with Canada	324	October Fur Sales	337
British Wool Trade	336	Paris Fashions	340
Brussels Carpet Manufacture	335	Patents, Recent Canadian	346
Chemicals and Dyestuffs	345	Raw Fur Market Report	345
Dyeing Notes	341	Review of Trade	321
Dyeing, Theory and Practice of First Breaker Feeding in Wool	345	Textile Design	335
Carding	322	Toronto Wool Market	345
Fixation of Fast Colors on Cotton	323	Use of the Microscope in the Mill	341
Foreign Textile Centres	338	Valleyfield en Fete	336
Improvements in Knitting Machinery	332	Wool Industry in South Africa	335
		Woolen Manufacturers	321

### REVIEW OF TRADE.

Reports received by the wholesale dry goods trade during the past month confirm the statements made to this journal regarding the amount of stocks of heavy goods left over from last year, and the sorting up trade for winter goods is proving to be small in volume.

There are good prospects for spring trade, and one cheering feature of the situation is that payments show a distinct improvement. In the Province of Quebec, and in all the Maritime Provinces, trade is brisk, while in many sections of Ontario fairly active business is reported. Dulness reigns from Manitoba west to the Pacific coast, owing to the causes mentioned in previous issues. In British Columbia the prospects for mining are perceptibly better, and next spring ought to show quite a revival in business there, as mining is getting to be the leading branch of the industries of the great Pacific province.

Generally speaking, there is an improved feeling throughout the textile trade of Canada, and more confidence is shown regarding the future than for the past three years.

The woolen mills are last to feel the benefit of this, however, and most of the leading mills are running short of their full capacity. The knitting mills are, however, doing a good trade generally speaking; and the small woolen mills doing local trade or "custom work" have little or nothing to complain of.

### THE WOOLEN MANUFACTURERS.

During the last few months this journal has discussed the situation of the woolen mills of Canada, and has pointed out some of the difficulties under which they are now laboring. The manufacturers blame the Canadian wholesale dealers for a very large share of their present difficulties, but every wholesale house should not be included in this condemnation. It is true that many wholesale houses are prejudiced against the products of Canadian mills for political and other reasons, and many are in the habit of preferring an indifferent quality of foreign goods because they are foreign, to the standard goods made by home manufacturers. But the foregoing cannot be said of a very fair percentage of wholesale firms, some of whom have Canadian wool departments, in which they take special interest and pride. One ground of blame upon the wholesale man is the ceaseless nagging after cheaper goods. This journal foresaw that the recent tariff changes, together with this importunate cry for cheapness, would lead the Canadian manufacturer into two regrettable changes of policy, that is the reduction of wages to the mill hands and the degradation of the quality of his own goods. To compete with some of the cheap imported stuffs has been impossible under existing conditions, without paying less to the operatives and meeting shoddy with shoddy. This has been done in many cases, and it has been one of the inevitable things which the manufacturer has regretted more than any one else. Many mills who formerly made a certain standard of goods, and have had their own name ticketed on the goods, are now selling the cheaper goods without associating their name with the product. This we have always maintained is poor policy in the long run, though the temptations have been great to fall into it. It is poor policy because these mills have practically