

**SHORTER TERMS OF CREDIT.**

**D**URING the past month the Montreal wholesale branch of the Board of Trade have sent out a circular to the trade generally in Montreal and Quebec urging that credits should be shortened. It was pointed out that already in many lines, notably carpets, men's furnishings and millinery, many of the houses had adopted the four months basis.

The evils consequent upon long dating were fully exposed and dwelt upon by THE DRY GOODS REVIEW over two years ago. In interviews that it had with leading members of the trade in Montreal and Toronto, it was elicited that without exception they were in favor of shortening the terms of credit on many lines. Since then a certain amount of reform has been effected, but there is yet room for more, and it would appear that matters are in fair shape to effect it. All the replies that have been received by Secretary Irwin, at Montreal, are favorable to shorter terms of credit, with the single exception of English woolens. On these the representatives of English houses allow a long term, and for this reason there is a reluctance to sell these four months. When the conditions which govern sales made by English houses are analysed, however, the real difference is not so great. For instance, an importer buys goods from an English agent. They are dated six months from the first of September. The goods are shipped to the importer in August, and when the goods arrive the duty and freight have to be paid promptly before delivery. This means from 37½ to 40 per cent. of their value that has to be paid down on the nail, net cash. With the same goods bought from a Canadian jobber the case is different.

The buyer gets the goods in July, and if the reform is effected they will be dated four months from the 1st of October. He has no duty to pay, however, and the cost of the package, which, in the original English one, is from 15s. to 20s., is much lighter in the Canadian one. Whereas, therefore, the dealer gets an extra month by purchasing from the English agent, it is open to argument whether this is not more than offset by the fact of the extra cost of package and the payment of 37½ to 40 per cent. of the cost of the goods net cash.

The Montreal association have held several meetings during the month, and finally decided that as an association they would take no action, but that the members individually would use every effort to have the terms on all goods shortened.

**NEW GOODS.**

'Thibaudeau Bros.' buyer has just returned from a visit to the chief centres in the States. He picked up at Boston and New York some fine lines of duck suitings in all colors—indigo blue and aniline blacks. These goods all show a fancy weave and are entirely new. The same shipment included dimities and crepons in the latest effects, also Persian muslins. The patterns in all these goods are new and original with this firm alone in this market. The shipment is now in stock and orders will be promptly attended to.

**COMMENCING STOCK-TAKING.**

All the big general houses in Montreal commenced stock-taking on the 26th. They will be through in the course of a day or so, and their different traveling staffs will start out in real earnest on their campaign of hunting for fall orders.

**Hutchison**  
**Nisbet &**  
**Auld . . . .**



34 Wellington St. West . . . **TORONTO**



**JUNE—DURING THIS MONTH**  
**WE CLEAR OUT ALL ODD LINES**  
**AT REDUCED PRICES. . . . .**

**Letter Orders given special attention**

**HUTCHISON, NISBET & AULD**

**The Two in One . . .**

It is one thing to sell profit-making goods. It is a decidedly different thing to sell satisfactory goods. The first often means but a single sale, while the latter means continuous selling.

**BRUSH'S PEERLESS  
DOUBLE DRESS STAY**

combines the two. It pays the retailer a handsome profit, while, at the same time, it constantly attracts the customer to his store. And why shouldn't it do so?

*"'Twill never stay bent,  
That's good from the start;  
They can't cut the dress,  
And won't melt apart."*

Thus it overcomes all faults known to DRESS STAYS,—in other words, it is perfect. Did you ever know a perfect article that wouldn't sell?

Brush's Peerless Double Dress Stays are made up in sizes 6 to 9 inches; also in sets of nine steels each, 6 to 9 inches. Colors—Drab, Black, White, Old Gold, Pink and Blue.

**SAMPLE ORDERS SOLICITED**

**BRUSH & CO.**  
**TORONTO**

