

with tan shoes? Are you looking forward more anxiously to pay day than for an opening to do more and better work? In what general direction do your thoughts turn? Linguists say that the man who wishes rapidly to learn a language must not only be in the country where it is spoken, but must think in it. You are in the fire insurance country, but do you "think in it?" The average fire insurance clerk cares more for baseball than business, and gives it a higher place in his thoughts. If asked whether he would like a chance to go on the road, it is ten to one he thinks you mean he can take the train to his home in the suburbs. Does it satisfy you to forever register or file the daily reports somebody else has passed, or if pride does not stimulate you, have you no desire to get a better salary than half what a good carpenter receives?

The man who comes in at the last minute in the morning and leaves as early as permissible in the afternoon, thinking meanwhile of everything but the company's interest, is discounting his future. To go out in the field under an experienced special agent is a chance to be earnestly sought for and prized if obtained; but how few among the clerks of to-day try for any of these openings, or would appreciate an offer of one. The various inspection bureaus, which give notably good training, have difficulty in securing really promising recruits.

Wake up, our fifty-dollar friend. Time is flying, and soon the period in which you could have learned rapidly and easily will have slipped by. In a few years, perhaps even this year, you may wish to marry and settle down. Your present salary would not go very far were you to leave the parental roof and attempt to establish a home of your own. Possibly the gentleman whom you had selected for the honor of becoming your father-in-law might be such a boor as to consider your slim prospects rather than your tasteful apparel. Perhaps even that fellow who started by carrying the mail bag and gradually got out on the road, only to be in time brought back to fill an agency managing desk, may meet with more favor just because he gets a bigger salary and holds a more important position, while you, in all your elegance, are discriminated against. "But," you say, "he wore bone collar-buttons and ready-made neck-ties, and, well, he was not onto the latest things."

Supposing it's so; the man who can keep the domestic bread and butter mill satisfactorily occupied is a better citizen than he whose chief claim to distinction is the ability to tie an "Ascot" scarf in a "perfectly lovely" manner. Each day you waste is another nail in your underwriting coffin. The chances of promotion are narrowing down, as the fire business is concentrating into fewer hands. Do you intend to be a hewer of wood and a drawer of water all of your life, or will you try to be somebody?

#### DRY GOODS OF OTHER DAYS.

When we remember that some new terms in dry goods come into use with each season, it is not much to be wondered at that the lapse of a decade will bring

around an almost complete change in the glossary of common names of fabrics, and even a change of term for fabrics that are indifferently the same, as, for instance, in the case of mull muslin and corduroy, mentioned in a late issue.

Going back a hundred years or more in the Canadian dry goods trade, we find much that is curious and puzzling in trade terminology. As showing the enterprise of dry goods men—or drapers, we should call them—we find tradesmen the most prominent among the few advertisers whose announcements appear in the initial numbers of the first paper printed in Canada, the *Halifax Gazette*, issued in 1752. Among these was the firm of Nathans & Hart, whose stock, while chiefly dry goods, contained a little of everything. One of their first advertisements opened with, "Just imported and to be sold by Nathans & Hart, at their dwelling house in Hollis street, opposite to His Excellency's, for ready money or short credit by wholesale or retail, at reasonable rates;"—here follows a list of miscellaneous articles ending with—"An assortment of European and India goods, viz., broad cloths, blarkins, coating, frieze, duffils, kerseys, half thicks, strip'd linnens, blue and red stamped ditto, crown serge, German ditto, strip'd and rose blankets, 8 quarter spotted rugs, catlamancoes, plain and flowered ditto, camblets and camblettes, tissues, worsted damasks, starrets, florettes, lovers' knot, bird's eye stuff, cotton gowns figured and plain fustian, serpentine, drafts, London and Bristol shalloons, strip Hollands, men's and women's cotton, shammy and white gloves, men's and women's beaver hats, men's and boys' felt ditto, 3qrs., 2th and 5qrs., Lloyd's garlix, an assortment of cotton and linnen checks, shamoise, calicos, fine and coarse cambricks, \* brown threads, Scotch and Nun's ditto, new fashioned double gilt buttons, single and double worsted and cotton caps, \* \* blue, scarlet and black plush everlasting, and many other articles too tedious to mention." In an N.B., they quaintly remind the public that "Said Nathans & Hart buy Oyl and Blubber."

Another merchant, Francis Martin, announced that he "would sell at the very lowest rate, as he intends shortly to leave this colony—corded dinnities for ladies petticoats, pillows, fustians tandem double siliesias, India pollam pores, red and nap't Boys, white swanskin Boys, (boas) Grandurells, all sorts of Tammy stuffs, plain and figured, all sorts of Allapeens, all sorts of worsted shaggs, mill'd caps, single worsted night-caps, gold and silver lace for gentleman's hats, ladies' hoop'stays, bodice and jumps." Another announcement was, "All sorts of needle work and embroidery, either with crewel, gold or silver, are carefully taught by Hannah Hutchinson, in Carpenter's Row, where ladies may be taught French and country dances."

Similar quaint advertisements appear in the first numbers of the *Quebec Gazette*, the first paper of Old Canada, started in 1764. John Baird announced that he had "Just imported from London, and to be sold at the lowest prices in the upper part of Mr. Henry Morin's house at the entry to the Cul de Sac, an assortment of goods \*

\* suitable for this market," among which he enumerated "calemancoes, durants, tannies, vomalm, leather breeches, Persian taffeties, nankeens, cades, shalloons, molletons and raiteens." He sold what he called "cotton week," "scarlet and buffed mull'd hose and mitts." He dealt in almost everything from these articles of dry goods down to nails, frying pans, buckles, buttons, soap and vinegar, and had hair powder, and gun powder in curious proximity in his advertisement.

Little appears in the early public prints about prices, but we are favored by Mr. Joseph S. Belcher, of Halifax, with a copy of an inventory goods in his grandfather's store in Cornwallis, N. S., in the year 1802. As his was a business of some importance, the prices given would be a fair average of the value of colonial merchandise in those days, and a comparison of the prices of goods at this day is very instructive: 24 doz. large buttons, 1s. 6d. per doz.; 2½ small do, 1s. 6d.; 2 gros ditto, 12s. 6d.; 17 doz. shirt buttons, 4d. per doz.; 11½ lbs. pins at 4s. 6d. per lb.; 16½ yds. Thickett at 4s. per yd.; 6½ yds. corduroy at 5s. per yd.; 10 yds. striped nankeen at 1s. 9d.; 24½ yds. fustian at 2s. 4d. per yd.; 8 yds. Jane (Jean) at 3s. 4d.; 24½ yds. camblet (camelot, coarse fabric used for cloaks) at 2s.; 54 handkerchiefs at 2s.; 37 ditto at 1s. 3d.; 102 yds. Tammy (Tammy, a species of woolen goods made in Exeter), at 1s. 10d.; one piece linen, 25 yds., at 3s. 4d. per yd.; 122 yds. Doulas (doilies) at 2s. 6d.; 11 papers of pins at 8d. a paper; 6 pieces bobbins at 1s. 6d.; 400 needles and 51 thimbles, £12s.; 1½ lbs. colored thread at 5s. 6d. per lb.; 13 pairs men's cotton stockings at 5s. 9d. per pair; 15 pieces nankeen, 8s. 9d.; 6 waistcoat patterns at 5s. each; 5 shallices (shalloons, a kind of serge so named after Chalons in France) at 2s. 9d.; 3 yds. Sannett at 2s. 6d. per yd.; several pieces cotton varying from 2s. 7d. to 3s. 8d. per yd., in all 111 yds.; 2½ lbs. silk twist at 42s. 6d.; several pieces, 1 ell wide (presumably silk), varying from 2s. 4d. to 3s. 8d.; 5 yds. broadcloth at 15s.; 42½ yds. forest cloth at 6s. 6d. per yd.; 14 yds. coarse forest cloth at 5s.; 29½ yds. green baize and yellow flannel at 2s. 2d.; 21 yds. open check at 3s. 9d.; 6 yds. brown Holland at 1s. 8d.; 26 yds. shirting check at 3s. 6d.; 12 yds. corded dimity at 3s. 9d.; near 2 lbs. knitting needles, 5s.; 2 musain shawls at 7s. each; 3 mussain handkerchiefs at 3s. 3d. each. The stock included a long list of other goods, and a class of goods which has disappeared (nominally at least) from the market entirely, but which was common then—that is, slaves. Five of these were named, ranging in value from £15 up to £55. Among these "Jack" was valued "with cloaths and bedding at £45." And in the good old man's will it was stipulated that these slaves should be treated with kindness, and should not be allowed to go out of the family "except for whoredom." Halifax, by the way, was a sort of slave market, more than one public auction of them being held during the past century, constituting the only mart of that kind ever known in Canada. Happily that kind of merchandise is no longer known in the inventories of dry goods stocks, and would not now be recognized even if classed as "colored goods."—*The Canadian Journal of Fabrics.*