



Clothing and Woollen Trade.

AN EXCEPTION : NOT THE RULE.

THE following item has appeared in two exchanges which try to follow more or less closely the dry goods trade in Canada: "A local tailor remarked the other day that in a certain line he has given the preference in purchasing to English goods because the double width cloth was in all six inches wider than the Canadian cloth of a similar grade. It was a mistake, he thought, of the Canadian manufacturers, who had to compete with the imported article, to make this difference in the width of the cloth. The prices of the two lines he was comparing were the same, but it was more advantageous for him to have the British make, and he had bought it, as it was more profitable to him in cutting suits. As the Canadian makers have in every other respect taken such pains to compete with the imported cloths and have been so successful in the matter of style, finish and the holding of colors, there is reason to believe the difficulty mentioned will be overcome."

This article was shown by THE REVIEW to a firm doing one of the best and biggest trades in woollens and clothing in Canada. When an opinion was asked, one of the partners answered:

"Well, it may have been true that this tailor found such a remarkable difference in width between Canadian and English goods. But, if it was the case, it was very exceptional."

"Cloths are made in all countries on the basis of 28 in., $\frac{3}{4}$ yd., and $1\frac{1}{4}$ yd. Goods made in Canada and the United States are, as a rule, made and sold for all classes on a basis of 54 in. This width is, I consider, the most practical, because the least wasteful. British goods are made for various markets, having many standards of width, hence they come here in all widths. The table you see there has nothing but English goods. Hardly any two are quite the same width, and between the shortest and the longest there must be four inches difference. Our buyers are careful, so you will find that all of these come up to the 54-in. standard. The trade will almost always find that British, Canadian and United States goods will be always up to the widths for which they are bought. But cloths from continental Europe will generally be found, instead of coming up to the widths of Canadian cloths, to be from 2 in. to 4 in. narrower than the basis on which Canadian materials are made."

The Canadian manufacturer has no reason to worry over the number of orders that are lost to him because of the narrow width of his product. The demand for Canadian goods this season is greater than ever before, and must in every way be satisfactory to the home manufacturer. And he has, to a

very great extent, himself to thank for this, for, though the loyalty of the jobbers, particularly in Toronto, has done much to give Canadian goods the prestige they now enjoy, the way in which these goods have been turned out up to the highest standard in every respect, including both width and finish—has been the chief factor in causing them to be held in the high esteem in which they are held. To-day it is a well-known fact that Canadian-made woollens, both for men's and women's wear, are quite equal to those made in any other part of the world. In fact, in homespun for men's business suits, as well as for ladies' wear, Canadian goods lead the world, and are to-day being sold on their merits in London, where they get in free of duty, and in New York, Philadelphia and Boston, where they have to bear a duty of nearly 100 per cent.

Saxe & Sons, Montreal, wish to say that their travelers are now on the road with Fall samples; and they state that they will be enabled to quote old prices, as they placed contracts for many of their goods before the rise in the woollen market took entire effect. Special values are shown in all-wool, heavy tweed suits in dark patterns, at \$5. Also in beaver overcoats, French-faced, one-half satin linings.

J. Rosenbloom & Co., proprietors of the Star Clothing Hall, Sherbrooke, have leased the store adjoining their present location. The two stores will be connected by an archway, and the new store will be filled with a new and complete stock of boots and shoes, giving additional space in their present stand for clothing, of which they will carry a still larger stock. The firm will have one of the most complete clothing stores east of Montreal.

The Palace Clothing Store, of New Glasgow, N.S., which has been conducted by J. Fisher Grant & Sons, has been closed. This firm have decided to open a branch store in Sydney, C.B., and have secured one of the most desirable locations in that growing town, where they will carry on the men's furnishing business on a large scale. Messrs. John and Harry Grant, sons of the head of the firm, will conduct the Sydney store.

McMillan & Torrie, of Orangeville, Ont., have been making extensive alterations and improvements. The premises have been greatly enlarged. The interior walls have been freshly painted and the arrangement of the goods greatly altered. The secret of the success with which this firm is