

GOOD TRADE PROSPECTS IN THE WEST.

WAITING FOR THE BIGGEST HARVEST ON RECORD—BUYERS LEAVE FOR EUROPE—THE TRADE IN MEN'S FURNISHINGS—
AUTUMN MILLINERY.

From THE DRY GOODS REVIEW'S Special Correspondent.

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AUGUST is an off month for news in the dry goods trade, because everybody in the West is engaged in holding their breath to see if the crop comes off all right. Up to date, the prospects are most encouraging, and, as the fatal frost of former years has always come with the full of the moon, the danger in that direction is probably past. If we now have two weeks of fine warm weather, the largest crop in the history of the Province will be safely harvested, and business will be, without doubt, very good.

Collections have been very slow this Summer, and are not likely to improve much until the new crop is sold.

Clothing men report that business, in the way of orders, books very good and satisfactory. Furs are not yet being sent forward, as it is not considered safe to unpack them until the end of August. In many other lines, goods are going forward steadily. W. J. Peck & Co. keep very close tab on the country, and they report the prospects to date very satisfactory. They are not offering any new lines, and have nothing special to offer in the way of news.

On dropping into Myron McBride & Co.'s wholesale men's furnishing warehouse, I found their buyer, Mr. Cornell, just returned from a hurried trip east, taken for the purpose of picking up novelties in the goods they specialize, and to gather information regarding what is to be the vogue for next season.

Manufacturers are anticipating and preparing for an increased turnout in 1900, and look to the Northwest to handle a large portion of their product, an expectation based upon the bright crop prospects here.

Although complete ranges of samples cannot be seen, yet it was apparent that the steady improvement which has characterized Canadian manufactures in the past will also be a feature of next season. This is particularly noticeable in colored shirts for Summer wear, which, like ready-made clothing, are approaching the "made-to-order" kind so closely as to be practically identical with them. The tendency is to have the higher-priced goods with attached instead of separable cuffs, to be worn with white collars, none of the same material being supplied. The colored-collar fad, introduced, but not generally adopted, across the border, gives no sign of "catching on" in Canada.

It is likely that balbriggan underwear, rubber clothing and certain lines of woollens will show a considerable advance over old prices. I noticed among their large range of neckwear some very striking ladies ties. They are of solid colors, navy, purple, black, pink, etc., made with a small neat knot having the "tied-by-wearer" appearance, with a large triangular apron crossed at the two lower edges by laid-on bands of white satin. The contrast is most taking, and the effect decidedly smart.

This firm report business as very satisfactory, although trade in the British Columbia mining districts has been sadly interrupted by the eight-hour labor strike. As agents of the mine are now in the Lower Provinces trying to procure 1,000 men to replace those now idle, it will be understood what a loss has already been sustained. At \$3 a day per man the strike means the withdrawal from circulation of \$18,000 a week.

Mr. Slater, representing Robinson, Little & Co., London, has just returned from a trip through the Provinces and reports business

very satisfactory indeed. No one line of goods is specially in demand, but all classes of staple and fancy dry goods have sold well.

Mr. Wilson, buyer for Stobart & Co., has left on his first purchasing trip to Europe. This house also report business good, but nothing of special interest for the month.

Mr. Campbell, buyer for R. J. Whittle & Co., leaves shortly for foreign markets, as does also Mr. Godfrey Parker, of the Hudson's Bay Company.

Mr. Archibald Wright, general dry goods, and Mr. Fernier, millinery, are both on their way to Europe to buy goods. In fact, there is just now a general exodus of buyers.

MILLINERY.

The present indication is that there will be only one wholesale millinery opening this Fall, and that will be The D. McCall Co., Limited, whose manager Mr. John McRae, is now making arrangements for a large opening display to begin on September 6, to which a number of milliners are expected.

So far as can be learned, the bulk of the Winter hats will be made of velvet, but many dashing styles in ready-trimmed felts are shown.

E.C.H.

FROM ERRAND BOYS TO PEERS.

There are no better examples of individuals who have fought their way to fame and fortune than the cases of Lord Mount Stephen and Lord Strathcona, who have each risen to the highest point of eminence from the humblest prospects. The former began life as an apprentice to an Aberdeen draper. After further experience in a London shipping-house he emigrated to Canada, and joined his cousin, who was in a dry goods business. This marked the turn in the tide of his fortunes, for he quickly became manufacturer, bank president, and then pioneer of the Canadian Pacific Railway. Lord Mount Stephen's charity is as boundless as his wealth.

Lord Strathcona began life as an errand boy in an obscure Scottish village, emigrating to New York. A few months later he worked his way up into Canada, and eventually entered the service of the Hudson's Bay Company, then at the climax of its power and prestige. Beginning at the very bottom of the ladder he forged his way up to the very top. The knowledge he obtained of the capabilities of Canada was immense. At the moment when the construction of the Canadian Pacific Railway seemed in danger owing to the hesitation of capitalists and of the Dominion Government to contribute towards the undertaking, he came forward with Lord Mount Stephen and a few friends, and guaranteed the whole of the capital required for the line, thus assuring its creation and success. They richly deserve the distinction of being styled Canada's pair of "Grand Old Men."—Scottish American.

Mundle & Percival, Kemptville, are now entering upon the cash system. The firm have built up a fine general business from small beginnings until it is now one of the largest in the Province. Experience has taught them the benefits of the cash basis and they propose to inaugurate it September 1. The firm have a perfect system in their business.