

TRADE PROSPECTS.

THE OUTLOOK FOR FALL AND WINTER TRADE.

THE FALL season is always looked forward to by the dry goods trade with a certain amount of uneasiness. An unsuccessful fall is generally the forerunner of a bad business year, and this year merchants are particularly anxious, for many of the tariff changes affect them seriously. The unpromising aspect of the crops in the early part of the summer, due to the continued wet weather, was another feature that caused the trade a good deal of disquietude. Now, however, the outlook has brightened considerably. From every part of the country come very encouraging reports of the approaching harvest, and we have the authority of the C.P.R. for the statement that the yield in Ontario and the west will be greater than ever before. The harvesting of such a crop means employment at good wages for a large number of men, and, as a natural consequence, good business for the storekeeper. The enormous development of our mining resources and the discovery of new regions of apparently boundless extent and richness are giving a great impetus to business. Both the Canadian and American tariffs are settled, and whether the trade are satisfied or not, at least they know how they stand in regard to them and all feeling of uncertainty has been put an end to. The largely increased earnings of the principal railway and telegraph companies may be taken as another indication that trade is reviving, not in dry goods alone, but in every other branch as well.

We trust that the subjoined opinions gathered from all sides will be of interest to our readers.

S. Greenshields, Son & Co.: "Paper has not been quite as well met as last year, but on the whole the business prospect is better. A great deal of money has been made in cheese this year, and this, combined with a plentiful harvest, is bound to improve the condition of trade. Our travelers and customers give us the most encouraging reports of the outlook throughout the country."

The Gault Bros. Co., Limited (Mr. Leslie Gault): "Things are rather quiet at present, but I expect they will be better later on. The opening up of the new gold fields will bring many people to Canada, who will leave money here. From what we can learn, the crops are very good this year and that should help trade a good deal."

Brophy, Cains & Co. thought the feeling in business circles was better than it had been. The crops have not been much damaged by the weather and a plentiful harvest would certainly help to restore confidence. A large business is reported with the Northwest, where the harvesting has begun, and the general outlook is encouraging.

Jas. Johnston & Co.: "The outlook this fall is better than last year. Merchants throughout the country are meeting their engagements fairly well and the feeling amongst the trade is better. I think we may expect a good season's business."

Mr. Harrower, agent for Oxford Manufacturing Co., had just returned from an extended trip in different parts of the country, and considered the prospects very fine. Low stocks, due to conservative buying and want of confidence on the part of the retailers, coupled with good crops and higher prices, meant good trade for the wholesaler. Payments were very fair and somewhat better than last year.

Mr. Kyle, of Kyle, Cheesbrough & Co. said: "I think the prospects for the fall and winter are very bright. We are selling quantities of goods, and when a fancy goods house like ours reports large sales you may take it as an indication that things are improving. When times are hard goods such as we handle do not find a ready sale. Payments are being well met. We are doing a good

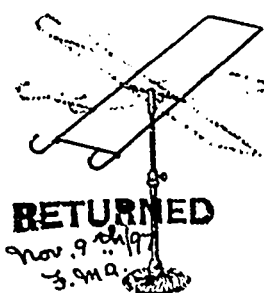
deal of business on a thirty days' basis, and in almost every case remittances are made promptly."

Wm. Clapperton & Co. (Mr. Wright): "I think business is looking up. Orders are on the increase, and from what we can learn the feeling throughout the trade is better. Payments are only fair."

Mr. Morrice, jr., of D. Morrice & Co., thought that trade was somewhat better, but everything would depend on the crops. If they were good trade would certainly improve.

Stevenson, Blackader & Co.: "Prospects are better than they were. The tariff is settled and the trade is regaining confidence. We hear that crops are good, and of course that will materially help business. Merchants have been buying in small lots for some time, but they are beginning to purchase more freely."

Mr. Fisher, of John Fisher, Son & Co.: "Our travelers report that the outlook amongst the retailers is very much improved."



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