

figures show that the industry is an important one, worthy of consideration, and for this reason many of the makers complain that they have not been treated right in the last tariff adjustments. Their chief cause of complaint is the cheaper lines of shirts, costing less than \$3 per dozen, which only have to pay an ad valorem duty of 35 per cent. The makers claim that, aided by cheap raw material, sweat shop labor and other circumstances, the European shirt-maker can turn out a cheap cotton, woolen or flannelette shirt, pay the duty and market it in Canada at less than \$2 per dozen, and accordingly domestic made shirts of this class are now selling at \$2, or \$1 less than a year ago. In fact, some of the makers claim that they have filled considerable orders for the cheaper class of shirts under cost, hoping to recoup themselves on the higher grades. They claim that as they have to pay 25 cent. more for their raw material, 30 per cent. on their thread, and 8 cents a gross and 30 per cent. on their buttons, they are not as fairly treated in regard to these low-priced goods as other branches of industry. In fact, all the margin allowed to them is 5 per cent. between the duty on the raw materials and that on the finished product, which practically handicaps them to the extent of about 20 per cent. against their foreign competitors. On white cotton shirts the position is better, and the same arguments don't apply. Some idea of the quantity of raw material consumed in the shirt factories may be gathered from the fact that they use up 200,000 pieces of cotton cloth annually, for which they pay \$750,000 a year to the cotton factories in Canada.

#### SLIGHT IMPROVEMENT.

In discussing the business outlook with several members of the Montreal wholesale trade, THE DRY GOODS REVIEW found that the April returns were in many cases satisfactory, and recorded a marked improvement over last year in the same month. Complaints are indeed made of slow remittances, but orders indicate buying on a larger scale, with a fair prospect that times are on the mend. The advices from New York to several Montreal houses also tend to show a decided revival in trade there, which may fairly be expected to help the movement in Canada. In woollens, a New York firm reported to their Montreal representatives the best season they had had for twenty years, and to a lesser degree this estimate was also confirmed from other quarters. Several Montreal houses, when asked as to April, replied "good sales." It is expected by not over-optimistic judges of the situation that with a good crop, and a continuance of present tendencies, 1895 will make a good showing.

#### ARE YOU?

The iron is hot, and to accomplish his work the blacksmith must strike quickly, persistently and judiciously. Having done this, he can allow it to cool, while he draws in a fresh supply of wind and the delight of seeing "something accomplished, something done."

This is the middle of the spring season. For two months the cold, wet weather, has hindered trade. But the balmy breezes, the April showers, and the new spring sun, have broken the ice on the rivers and in the lakes, and have melted the old-fashioned Canadian snowbanks that we reverence so much. It is spring.

It is spring, and people want spring goods. They didn't want them two months ago, they will not want them when the

July scorchers have arrived; therefore they are going to buy them now if they buy them at all. This is the month for Humping (notice the capital "H"), for the spring goods must be sold now or carried over.

Now is the time for interior displays of dazzling magnificence, windows filled with the glories of the loom, of the bird kingdom, and of the millinery artist, and advertising based on a more liberal judiciousness than is usually displayed. Every clerk must be enthused with the idea that these are the days in which he must exert his every energy, both of body and brain.

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#### THAT COMPETITION.

This is our Window-Dressing Number, and the three prize-winning series are shown herewith. The photographs, in most cases, were too small and spoiled by reflection, but the best has been done with them under the circumstances.

The competition was undertaken to encourage the proper dressing of windows, a feature neglected with many merchants. The prizes amounted to \$35 in cash, and the cost of the cuts in this issue is about \$100. This will convince our readers that when THE DRY GOODS REVIEW undertakes anything it carries it to a successful completion, regardless of expense. This paper is published for the information of retailers, and no trouble or expense stands in the way of securing the best that can be procured.

A great many persons were anxious to compete, but were afraid that their displays would not be well enough photographed, or would be overshadowed by large city displays. That the prizes have gone to Owen Sound and Brandon shows that these two difficulties were not so great.

In view of the great interest that was manifested in this competition, and in order to supply our readers with new designs and fresh ideas, another competition will be held. Two prizes will be offered. The first will be \$20 cash and the second \$10 cash. The competition will close August 1st, and the winning windows will appear in THE REVIEW'S annual Fall Trade Number.

Proprietors can get benefit out of this competition by encouraging their clerks to enter. Better windows will thus be produced, as well as better window dressers.

#### PATRONS AND PASSES.

There is considerable humbug at the root of the protest raised by the Patrons of Industry against the use of railway passes by members of the Legislature, says The Canadian Grocer. The Patrons affect to be superior to everyone else in public life, but thus far their conduct has been merely small-minded and picayune. They want to do away with legitimate trading in all lines, and their entire policy is the old game of trying to get something for nothing. They are trying to divide the community into two classes: Those who raise farm products, and those who consume them.

A pass may purchase a Patron, but no one else can be bought for that amount. The only real objection to the acceptance of railway passes by legislators is that members should not travel free and at the same time draw the mileage allowance for railway journeys granted them by the country. Either the passes or the allowances must go.