

CURRENT NOTES.

WHEN Wanamaker purchased the Hilton, Hughes & Co. estate in New York some people thought there would be a big slaughter of the stock. But there wasn't. Mr. Wanamaker knows too well not to overdo cheapness. Part of the stock was quietly removed to his Philadelphia store and there worked off without demoralizing the New York retail trade.

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Most merchants will feel that it is well to hold the tariff enquiry in public. There ought to be no wire-pulling in secret over tariffs. The Ministers can discuss and make up their minds in private. That is enough of the secrecy element in the matter.

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Will there be a new American tariff bill this month at Washington? That is the question everyone is asking. There is a big deficit in the revenue which must be met. Last session of Congress what was called the Dingley Bill to lay on more taxes was proposed. It suggested a duty on raw wool equal to 60 per cent. of the McKinley wool tariff; an increase in the present duties on manufactured woolens to 60 per cent. of the specific duties of the McKinley tariff; and an all round increase of 15 per cent. on other articles now dutiable. This, it was estimated, would give the required revenue. Mr. Dingley does not, since the election last month, favor the revival of this bill. It was only to be in force till August, 1898.

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In golf and bicycle hose the experience in the States this past season favors medium-priced and fine goods. The low grades have not repaid the retailers, and for spring they will, it is believed, handle the better lines.

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The telegrams which passed between the successful and defeated candidates in the recent Presidential election call to mind an incident of a few years ago. In an election it happened that the defeated candidate had been the incumbent of the office the previous period. His telegram of congratulation to his successful rival read thus: "When shall I send you my shoes?"

THE AUCTION NUISANCE.

THE auction nuisance seems not to be affected by dull times. At the auction rooms in our larger cities are sold rugs and portieres at prices with which the regular dealer cannot compete. And the reason is plain. The dealer pays high rent, a big gas bill, taxes and other city rates. In the case of goods sold by auction, the consignor pays nothing but the auctioneer's fee. This, of course, pays its share of city taxes through the auctioneer's license, but the vast difference between this and the regular rates is obvious.

Besides, these goods are sent direct from the manufacturer to the auction room. This being the case, the auction room prices are so low that they must, and do, hurt the ordinary retail prices. This way of selling goods is all right, for instance, in the case of Canadian apples shipped to England. But it must be remembered that in that case the whole lot is sold to one man, and is not disposed of in retail lots. What a howl from the retail fruit men there would be in England if each man, woman and child could go

to the dock and buy a barrel of apples at the jobbing price, or thereabouts!

Nor could this system be denounced in articles which were not handled by retail men. It would be no injury to the trade.

It is a great pity if our law does not afford some protection to our merchants in this respect. Surely these men should pay their share of the city taxes to maintain institutions from which they derive so much benefit. As yet nothing has been done. It is a question if anything can be done. Conversation with the dealers shows that the trade feel the results very much. All would be pleased to have it stopped, but have not been able as yet to devise any scheme to put an end to this inroad on legitimate trade.

TASTE FOR BETTER FURNISHINGS.

IN no department of dry goods has a more marked development taken place during the last twenty years than in men's furnishings.

People are more particular about their dress than they were. The working people are neat and dressy where formerly they cared little about personal adornment. They wear a necktie where once none could be seen. Their Sunday costume is as good as need be.

The rural population is also far more particular in dress than once was the custom. A man does not drive into town looking like a backwoodsman. He looks "fit to be seen," even if he is only going to the blacksmith at the "Corners," or to the village after the mail.

Men's furnishings, therefore, are a promising branch of trade, and as they appeal so largely to the luxurious side of man's nature they afford a good opening for a profit. The item of underwear, for example, indicates how taste has gradually come to favor a superior grade of comfort, and money is spent on the inner clothing which ten years ago, even, would have been thought reckless extravagance.

But it is not extravagance. It is because men make their living under conditions more trying to the nervous system than their forefathers, and they need comforts in dress which would have been deemed effeminate long ago.

SOMETHING SPECIAL.

We have received word from the Dominion Suspender Co., of Niagara Falls, that they have already in hand an advertisement for our Spring Trade Edition that will eclipse anything ever published in THE REVIEW. All we have to say is, that they will require to hump themselves to do this. At the same time we believe they are quite capable of doing all they claim if their past record is referred to.

A HINT IN SMALLWARES.

The secret of success in business is good buying. In these days of competition the knowledge of the best market for purchasing trade commodities is of paramount importance. Many a merchant, lacking this knowledge, is content to go on in the good old way, paying long prices, and buying the same lines from year to year, without looking about to see what is new. This is especially applicable to smallwares and dressmakers' supplies. In these departments, James Johnston & Co., Montreal, claim to be second to none in the Dominion, and up to date.