

GERMAN TRADE WITH CANADA.

INTERVIEW WITH A RECENTLY RETURNED IMPORTER—HIS VIEWS ON THE SITUATION.

MR. M. MARKUS, who represents a number of German and other foreign manufacturers, returned to Montreal early in August, after a three months' trip to England and the continent. The greater portion of his time was spent amongst the manufacturers, posting himself on new goods and arranging for several new agencies.

"How do the Germans feel about the cancellation of their tariff advantages in this market?" queried THE REVIEW.

"Well," said Mr. Markus, "they don't like it, that's certain, still, Germany's trade with Canada is not sufficiently large for the manufacturers to feel it much. Besides, even with the preference that the British makers have, our people can compete successfully with them. The Reichstag is in favor of coming to some arrangement with the Imperial authorities that will restore the former trade relations between the British and German Empires, and it is the belief over there that before very long a treaty may be negotiated to bring this about.

"When I was in Berlin," continued Mr. Markus, "I addressed the handelskammer—like your board of trade, you know—on possibilities of expanding German trade with Canada. The merchants were very much interested in what I told them about this country, and I think they are beginning to realize that it is something more than an icy northern fringe to the United States. I gave them some maps of the Klondyke and booklets on the gold fields,

and a copy of THE DRY GOODS REVIEW that I had with me. From the way they spoke I think it is likely that many of our biggest houses will look pretty closely into the prospects of Canadian business."

Amongst the lines that Mr. Markus has arranged to handle are Franz Schmieder's dress goods and plaids. This make of dress materials is familiar to Canadians, and retailers who want to see samples will find them in the hands of the wholesale trade's travelers. The well-known Saxony underwear, manufactured by Comadie & Friedemann, is sold by Mr. Markus, as well as Wolff & Glaserfeld's white shirts, collars and cuffs. By devoting himself entirely to continental goods, Mr. Markus believes he can give the trade exclusive lines and specialties that it would be impossible to obtain otherwise.

THE EARLY OCCUPANTS OF AN OLD STORE.

A Toronto correspondent writes THE REVIEW:

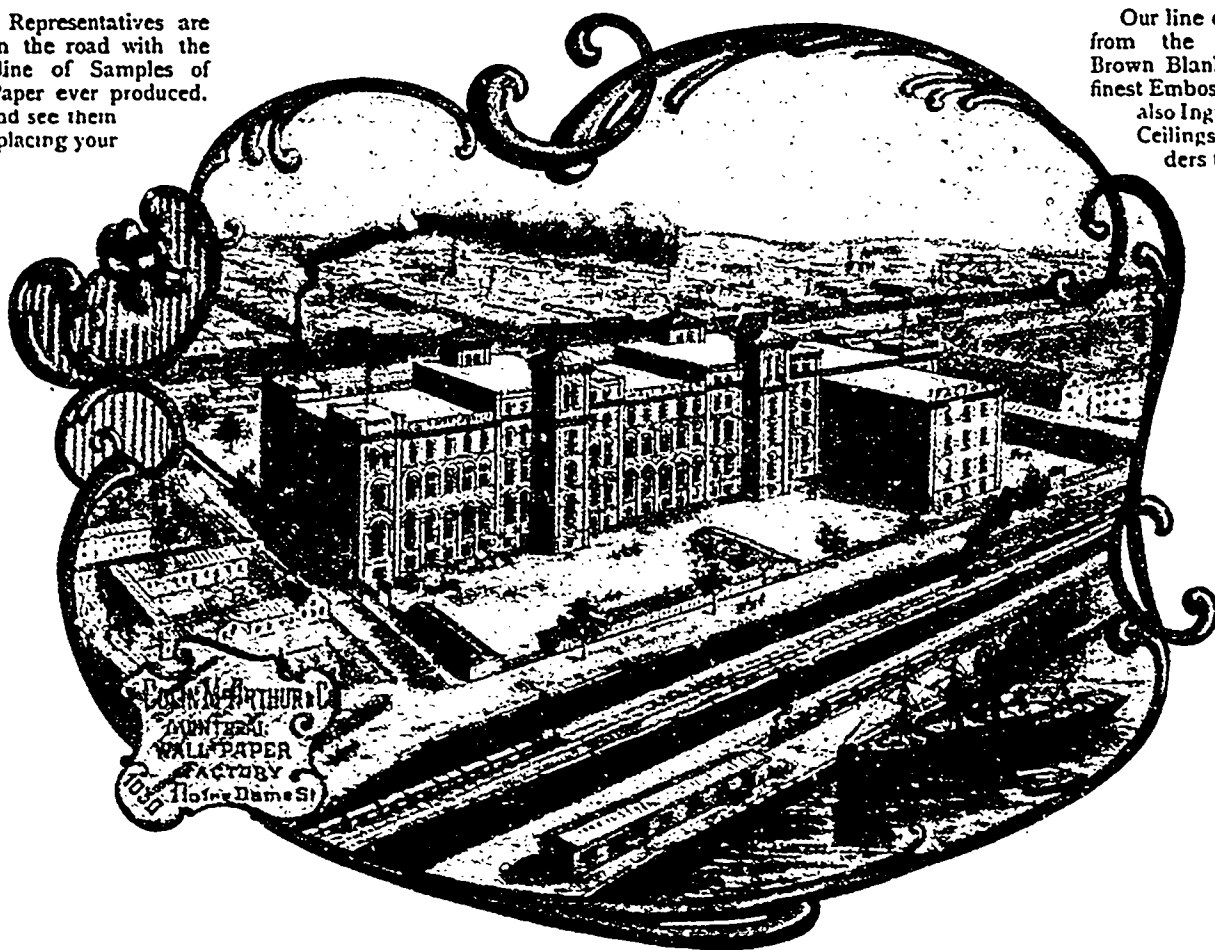
"In your account of White & May's store, in St. Mary's, Ont., you are out in your history. This store was built by John McDonald, now of Paisley, Ont., and occupied by him many years, and the next occupant was R. Fawcett, now of Toronto, then G. B. Smith, and so forth, as you give it."

FRIENDLY WORD FROM THE WEST.

Mr. J. V. Smith, Winnipeg, writes:

"I enclose herewith the sum of \$2, for which please send me THE DRY GOODS REVIEW to my address. Please send August number. I have been a reader of THE DRY GOODS REVIEW for some time and find it of great assistance in keeping posted re the dry goods business in Canada. Wishing you continued success."

Our Representatives are now on the road with the finest line of Samples of Wall Paper ever produced. Wait and see them before placing your orders.



Our line comprises from the cheapest Brown Blanks to the finest Embossed Gills, also Ingrains with Ceilings and Borders to match

Colin McArthur & Co.,

1030 Notre Dame St.

— MONTREAL