

TRADE IN THE WEST—Continued.

the hundreds of samples of silk carried for this purpose, it would be difficult to imagine any reasonable beings not finding something to suit them.

The travelers have just started out with the Spring samples of shirts. This house have found it a good season for ladies' tweeds and golf cloths and blouse velveteens, of which they carry 28 different shades of the "Dream" brand. Mr. Rogers, the managing director from Montreal, paid a visit to Winnipeg during the month, and expressed his pleasure at the volume of trade done. Blankets and heavy underwear and men's Oxford wraps are other lines that have proved good sellers.

STOBART, SONS & CO.

Report trade quiet just now but anticipate a good sorting trade. Have had a specially good year in staples. There has been an unusual demand for velvet ribbon, and the supply is exhausted. This firm have found a large sale for ladies' cloth for tailor-made suits.

NOTES.

Mr. Wilson, buyer for Messrs. Stobart, Sons & Co., has left for his semi-annual purchasing trip to European markets.

Mr. Godfrey Parker, chief buyer for The Hudson's Bay Company, left this week for London and Paris.

The Imperial Dry Goods Company expect to occupy their splendid new premises about October 1.

W. H. Campbell, who for the past few years has been with N. S. B. Burley, of Portage la Prairie, recently bought out the business of H. M. Douglas, of Innisfail, N.W.T., and will carry on the business in an up-to-date style.

The N. R. Preston Company have sold out their business to E. B. Nash & Co. It is understood that Mr. N. R. Preston, head of the late company, is about to reenter business in Neepawa, Manitoba, being a member of The Neepawa Trading Company.

Myron McBride & Co., men's furnishings, are going into liquidation. Owing to the outlook for the next few months being unfavorable, the members of the firm consider it unadvisable to attempt to continue the business. The stock will be sold on the premises in the regular way of business. There will be no auction sale. Mr. Myron McBride will likely have charge of the winding up of the business.

Mr. A. D. Rankin, of the firm of Wilson & Rankin, Brandon, has been visiting the wholesale houses of the city this week.

The Fairley's, of Carberry, Man., have further increased the efficiency of their large departmental store by installing a multiple-drawer National cash register.

E. C. H.

Ladies' patent leather belts have proved to be the best sellers for the fall trade. One of the most successful of these is the hip shape belt, which is cut from the leather to fit the body. The patent buckle which is being used with these belts is exceedingly neat and is quite a novelty—one that will prove a help in selling. The same belts are being made with the regular nickel and covered buckles. The popular widths are in the 1 inch buckles tapered to $1\frac{1}{4}$ to $1\frac{1}{2}$ inches at the back, thus giving support to the skirt. The Julian Sale Leather Goods Co., Toronto, Limited, are making these belts, and they will be pleased to send quotations or sample orders to the trade on request.

CATALOGUE OF FANCY GOODS.

The Fall and holiday trade catalogue just issued by Nerlich & Co. contains many new things in fancy goods, dolls, toys, fancy chinaware, etc. Their soldier dolls, dressed in khaki, should be particularly interesting this season.

A fine assortment of celluloid, plush and leather albums are worthy of attention. One kind is made with spaces for either cabinet or the new 5 x 7 size photographs. Their palms for decorating stores, houses, etc., are a feature of the stock.



The cut shows one kind, besides which different sizes and shapes of potted and preserved palms and grasses are shown. The catalogue, a large and fully illustrated one, is designed to make it easy for customers to order goods, each article being numbered, described and priced. It is gotten up subject to trade discounts, so that retailers may use it in making sales of goods they do not carry in stock.

AMERICAN WAISTS.

Floersheimer, Roman & Hahn, of 73 Wooster street, New York, produce a line of silk and satin waists that find a very extensive sale in the United States. The cut, fit, and style of an American waist are distinctive, and are recognized even in Paris and Berlin. The firm have a well equipped factory, turn the garments out in large quantities, and are in a position to give exceptional values in these lines. The firm are seeking to extend their business in Canada, and will send samples to any merchants who are interested.

THE MANUFACTURERS' SECRETARY.

T. A. Russell, B.A., has been reengaged as Secretary of The Canadian Manufacturers' Association at a largely increased salary. The great progress the association has made in the past few months has been largely due to his intelligent and energetic efforts, and the increase in salary is well deserved. The work he has done and is doing for the manufacturers of Canada has paid and will pay many times over the expenditure on his salary and other expenses.

A SIGN OF PROSPERITY.

The American Silk Waist Manufacturing Co., Limited, Montreal, is a growing concern. Their Fall trade has exceeded even the fondest expectations, and now they are compelled to refuse any more orders, reckoning that the filling of those already booked will leave them little enough time to get ready for next Spring's trade. This condition of affairs has necessitated an enlargement of the manufactory. Although new machines are being added every week, and the staff is being worked overtime, yet shipments have been behind.

An increased capacity is now to be secured. The stock and showroom and offices have been removed to the Glenora Building, 1886 Notre Dame street, where their patrons will always be welcomed, and the St. James street offices are being turned into an extensive factory. It is expected that about 75 machines will have to be added to give the factory the desired capacity, and then the firm hope to be able to comply with the least wish of their customers.