

ENTERPRISING DYERS AND CLEANERS.

IMPORTANT ADDITION TO THE WORKS OF R. PARKER & CO.,
TORONTO—AN ELECTRIC WAGON PLACED ON THE ROAD.

ESTABLISHED more than 20 years ago, the business of R. Parker & Co., dyers and cleaners, Toronto, has put on steady and substantial growth. Several times within this period the works have been enlarged to meet the increase in trade. This year a further addition is being built that will give 7,000 square feet of extra floor space.

The success of this business is due in a great measure to the thorough knowledge of dyeing and cleaning possessed by the principal, Mr. Robert Parker, who gives careful oversight to the orders entrusted to the firm. On top of this is perfect organization, so far as the workpeople are concerned, the staff numbering upwards of 100 hands, and a system of branch stores, including five in Toronto, as well as stores in Montreal, Hamilton, Galt, Brantford, London, St. Catharines and Woodstock, besides more than 400 agencies extending throughout the Dominion from the Atlantic to the Pacific.

The enterprise of R. Parker & Co. has found further illustration this season in the addition of an electric wagon to the delivery equipment of the firm, already numbering eight or ten wagons. This horseless wagon is being used for the business in Toronto, and is attracting a large share of attention, being the first wagon of the kind used for business purposes, if we except one of the large departmental stores. The Parker wagon was made in Toronto by The Still Motor Co., and, in many respects, is more attractively built than any of the American horseless wagons so far seen on the streets. It is made to ascend a grade of 40 deg., while the best electric wagon of American make advertises nothing higher than an 8-deg. grade.

This firm have been great helpers to the dry goods trade in Canada for a score of years. Goods the merchant has on his shelves that have passed out of fashion or that have become faded or shell worn need not be sacrificed. R. Parker & Co. dyed thousands of yards of dress goods, ribbons and other materials for the dry goods trade of Canada, enabling the merchant to turn to ready cash goods that would otherwise count as dead stock. They also make a specialty of dyeing and cleaning feathers, and get credit for doing this work in a manner that is well nigh perfection. Inquiries of any kind from the trade sent to the head office and works, 787-791 Yonge street, Toronto, always meet with prompt attention.

PROPOSED AGREEMENT FOR TERMS, DATING AND DISCOUNTS.

There is a movement on foot among the wholesale dry goods trade to secure the adoption of an agreement or understanding for the better regulation of terms, dating and discounts. The continued

and growing difficulties which wholesale houses experience, owing to the repeated claims, when attempting to sell a customer, that a competitive house is doing a shade better in one or other of the above features of the business, have become so great that there is now an evident general desire on the part of the leading houses at least to come to an understanding whereby these difficulties may be avoided.

A draft agreement has been prepared, and is now in the hands of the wholesale trade in the leading centres, in order that those interested may have an opportunity of fully considering the details thereof.

That such an agreement is most desirable goes without saying, as it would not only enable the wholesaler to feel sure that he could sell his goods on their merits without being met with a request for a longer dating to protect his trade, but the retail merchant would also benefit by the knowledge that his competitor was not getting better terms, dating or discounts than he could.

While, no doubt, there would be many difficulties in the way of the successful carrying-out of such an agreement, yet it is not impossible, as has been proven by both the wholesale grocery and wholesale hardware trades, and THE REVIEW will hail with pleasure the accomplishment of such a step.

NEW COTTON PRINT COMPANY.

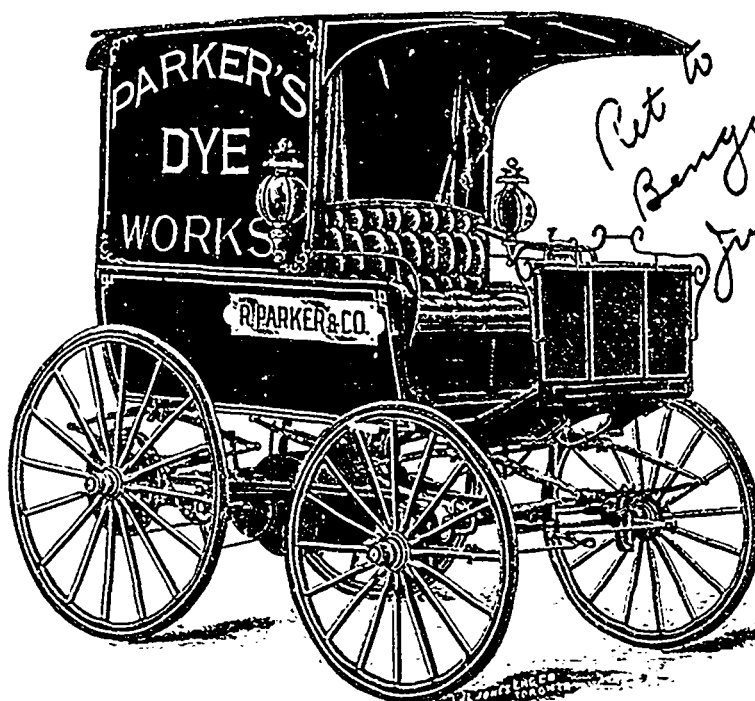
The new Colonial Bleaching and Printing Co. are making rapid strides towards permanent organization and the choosing of a site and erection of a factory. All the shares of stock have been subscribed for at par, and a meeting of the subscribers is called for the first week in July to appoint a permanent board and transact such other business as may be necessary to enable the directors to proceed with the erection of buildings

and the instalment of the necessary plant.

The location of the works will probably be in the vicinity of Montreal, and, so far as can be learned at this writing, will cost in the neighborhood of \$200,000, with an output of from \$650,000 to \$750,000 per annum. The number of employes will be between 150 and 200 to begin with, but this number will require to be added to as the business grows.

The permanent officials of the company are all men who are well and favorably known to the trade, and THE REVIEW hears on all hands expressions of good-will for, and hope for, the success of the new concern.

The W. R. Brock Co. had a letter from a customer a few days ago with this complimentary remark: "Our order through Mr. ——— will reach you in a day or two, and we believe this year that you are offering better values than other houses in the trade, and, as you are aware all the Eastern people are after the trade, they are becoming almost a nuisance."



HORSELESS DELIVERY WAGON.
R. Parker & Co., Dyers and Cleaners, Toronto.