

## THE DRY GOODS TRADE

## FASHIONABLE SUMMER LINES.

A feature of the clothing and men's furnishings trade of this season is the good demand for all kinds of outing goods. Summer clothing is being manufactured more extensively than ever. Coating, bicycling, boating, etc., all promise to add their quota to the demand. Good hosiery is being shown in a great variety of patterns, many of which are exceedingly attractive and promise to be good sellers. Washable neckwear is another line that is being shown in a number of different styles, among which the leaders are berbers, ascotts and puffs. In the more expensive lines of silk neckwear the ascott tied in a puff shape and held with a pin seems to be the most popular.

Dealers are also showing a large range of belts for ladies' and gentlemen's wear. These are bound to be popular this season as the styles are decidedly pretty and the prices much reduced. A taking line is an open work, woven leather belt with large nickel plate buckle, made wide for men's use and narrower for ladies.

Leather braces which have formerly been confined to cheap kinds for working men are being shown in more expensive and fancy styles this season. The appearance of these lines is still further improved by the use of fancy metal buckles. The prices run up to \$6.00 per dozen.

Negligee shirts with soft unlaund ried bosoms, cuffs and collars attached or detached in printed fabrics, percales or Madras will be very much worn.

In trade novelties dealers had a large sale this year for coat and trousers holders and various devices for economizing space in closets and wardrobes and for preserving the shapes of various kinds of garments.

## THE COTTON BOOM.

The feature of the dry goods trade this season has been the remarkable advance in cotton. The Minneapolis Commercial Bulletin has the following interview with an authority on cottons:

"I believe that the cotton market will continue strong," said Mr. Harris, in response to a question. "There is a great scarcity in all medium grades, especially in blacks and browns, in sheetings, in medium four yards sheeting and in 64x64 bleached cottons, cambric linings and denims of all kinds.

"In many lines it is very difficult to get orders filled within anything like a reasonable length of time. Many of the large cotton mills of the country are sold ahead until next November and are refusing to take orders for delivery until after that date.

"The advance in the cotton market since the first of January has been unprecedented in my experience. The advance on many lines has been at least 20 per cent, and I should say on general lines it has been between 15 and 20 per cent. I believe this advance is due to natural conditions and that will be well sustained. In fact, I look for still higher markets on some grades of cotton goods before the end of the year.

"The raw cotton market continues to advance and is very firm, especially in some of the better grades. Much of the crop last year was damaged in harvesting so that it was not available for the best quality of goods. Then

the wet weather and frost damaged the crop to a very large extent and the manufacturers of cotton goods have not had the same supplies to draw on that they have had heretofore.

"I do not anticipate there can be any easier feeling in the market until after the new crop of cotton is harvested, and I doubt if there will be much change then. Until that time I think the tendency of the market will be higher."

## DRY GOODS TRADE NOTES.

Cashmere hosiery is displaying great strength in eastern wholesale centres.

According to the statistics of the Silk Association of Milan, Italy, the total visible supply of raw silk in the world on Jan. 31 was 1,037,169 kilos, against 1,559,020 kilos at the same date in 1898, and 2,853,261 kilos in 1897. The average visible supply on Jan. 31 for the previous five years was 2,600,589 kilos. The new crop will bring a fabulous figure. Already 4 lire per kilo has been paid on contracts for new cocoons.

A rather curious explanation is given for the recent sharp advance in prices for Swiss embroideries. It was due to the seizure of a large quantity of these goods by the customs authorities at New York. The importers saw that they were going to be some time getting the goods released, and as a more rapid means of securing what they wanted cable repeat orders to the makers in Switzerland. This caused the makers to think that the demand had increased and they accordingly put up their prices.

Dry goods and clothing merchants throughout the west are every year becoming more progressive and up-to-date in the matter of displaying goods. Most of the leading stores are quick to supply themselves with anything good that offers along this line. This year Myron, McBride & Co., have been offering a cabinet for displaying hats, made so that they can be closed to protect the goods from dust. The trade has been quick to see the utility of this device and the sale has consequently been large.

## THE HARDWARE TRADE.

## ADVANCING PRICES.

The whole tenor of current advices from the east and south regarding the various leading lines of hardware is in the direction of further advances.

Makers of smooth steel wire announced a new price list last week, which shows advances running up to 75c on the base price per 100 pounds. Following are the advances. Nos. 2 to 9, 5 to 10c per 100 pounds, making the present price \$2.45; No. 10, 6c on base; No. 11, 13c on base; No. 12, 20c on base; No. 13, 35c on base; No. 14, 45c on base; No. 15, 60c on base; and No. 16, 75c on base per 100 pounds. Extras as follows: Copper wire, 55c per 100 pounds; tinned wire, \$2; oiling, 10c; special, hay baling, 30c; spring wire, 85c; best steel wire, 70c; bright soft drawn, 18c.

Wood screws is another line which has been the subject of further advances. The new list went into effect last Saturday, the old list having been in for just a month. The new schedule shows advances averaging 15 per cent. Following are the new discounts: Flat head, bright, 82 1-2 and 5; per cent off; round head, bright, 75

and 5 per cent off; flat head, brass, 75 and 5 per cent off; round head, brass, 67 1-2 and 5 per cent off; round head, bronze, 67 1-2 and 5 per cent off.

Makers of corrugated iron pipe have at last been compelled by the high prices for their raw material to inaugurate an advance which is now in force. Prices for this line are as follows at Toronto: 2, 3, 4, 5 and 6 round or corrugated pipe, per 100 feet, \$3.60, \$4.65, \$6.00, \$7.75 and \$9.35 respectively; 2, 3, 4, 5 and 6 inch corrugated elbows per dozen, \$1.15, \$1.40, \$1.95, \$2.45 and \$2.85; do, elbows, \$1.40, \$1.90, \$2.45, \$2.85, and \$3.60; 2, 3, 4 and 5 inch corrugated hooks, per 100, \$3.50, \$4.50, \$6.00 and \$7.50 respectively.

Eavetrough, has advanced in Ontario in sympathy with other lines and is now quoted as follows at Toronto: 3 inch, \$2.80; 4 inch, \$2.50; 5 inch, \$4.00, 6 inch, \$5.25.

Advices from abroad indicate that cement is very strong and prices are likely to rule higher this summer than last.

## HARDWARE TRADE NOTES.

J. P. Shannon has sold out his hardware business at Glenboro, Man., to C. Armitage.

Hopper and Fanning are adding hardware to their implement business at Newdale, Man.

Smellic Bros. & Co., general merchants, Russell, are putting in a complete stock of hardware.

Ed Crouter is buying out McRae's interest in the hardware business of McRae & McLean, at Gladstone, Man.

C. F. Wood is putting in a stock of hardware and harness at Treestank, Man.

At a meeting of stove manufacturers held at Chicago recently, it was decided to raise the price of stoves at once at least 10 per cent. This is a result of the heavy advances in values of raw materials.

The leading stove manufacturers of eastern Canada are moving in the direction of increasing the wages of their employees. An advance of 10 per cent will be made in moulders' wages May 1.

## Trading Stamp Legislation.

A bill now before the Ontario legislature provides for the regulation of the trading stamp business.

The bill is described as a bill "for regulating and licensing persons exercising the calling or engaged in the business of selling or otherwise disposing of trading stamps, or coupons, or dealing in gift schemes," and empowers municipalities to fix certain maximum sums which these shall pay for a license to carry on business within their boundaries. Cities having a population over 50,000 may make a tax of \$1,000; cities having a population of 50,000 or under, \$500, and towns having a population of 5,000 or over, \$250. One of the clauses reads: "This is not to apply to or prevent merchants or others from making gifts to their customers or others purchasing from them as a condition of their purchasing goods up to a certain value."

The Educational Journal of Western Canada is the name of a new publication, the March number of which has recently been issued. The topics taken up in this number are timely and should be of interest to every school teacher. Brandon is the headquarters of the publishers.