

Quality Revival.



There's an increasing demand for better clothing. The prosperity of low-priced tailoring is dependent upon the impoverished condition of the people, and just so soon as prosperity is established again the low-priced tailoring establishments will gradually disappear. It is a matter of fact that in this country more than in any other it is the disposition of all prosperous people to demand the best on the market, and, as a rule, they are sufficiently intelligent to know that the best goods and the best workmanship are the cheapest in the long run. They are in perfect accord with the opinion of Henry A. Taylor, maker of Men's Fine Tailored Garments, the Rossin Block, Toronto, that "a cheap coat makes a cheap man." Experience has taught most men that a well made coat outlasts two poorly made coats, and two poorly made coats costs more than one that is well made. Better goods at better prices are in demand, and the outlook for spring trade is very encouraging. Mr. Taylor's stock of high-class woolsens for spring wear is very complete, and he will be pleased to have you consult him on styles and materials when it's convenient for you to do so.

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Mercantile Summary.

ANOTHER failure, among the smaller shoe manufacturing concerns, is reported this week, McCann & Ruelland, Montreal, having assigned. The business was started in 1897 by Mr. McCann, who had been a foreman in the shoe trade for some years, and who shortly after took in Ruelland. They made a specialty of turned work. Liabilities are not expected to much exceed \$5,000.

A MONTREAL tailoring firm, Clifford & Ferres, in existence since the spring of 1896, have made a voluntary assignment to their principal supplier. Indiscriminate credit to young irresponsible men about town is assigned as the cause of the firm's downfall.—Voluntary assignment has also been made by Louis St. Pierre, of the same city, doing a retail dry goods business, under the style of St. Pierre Freres. The business was formerly carried on by Jacques & St. Pierre, who failed in 1897. The present liabilities are put at \$8,000.—K. Jacob, a hardware dealer in the St. Henry suburbs, whose father, recently insolvent, started him in business last year, has also been obliged to assign, and owes about \$1,700.—Edward Matthews, a small Montreal grocer, has assigned to the Montreal representatives of Christie, Brown & Co., Toronto.

RESULTS OF BONUSING.

There have been a good many instances of the poor results, not to say disaster, that have followed the bonusing system to manufacturers, with which craze some of our country municipalities seem badly touched, but hardly any so marked as that shown by the failure of H. Swain & Son, cigar manufacturers, at St. Johns, Que., last week. It is but little more than a year ago that the said town voted the firm a bonus of \$10,000 to remove thither from Montreal. \$7,000 of which is said to have been paid in cold cash, and already the bonused concern has assigned on the demand of their bankers, showing that they had been financing on accommodation paper, to a greater or lesser extent, for some time back, and the assets are said to be such that unsecured creditors stand a chance of getting but a poor dividend. At the same time that the Swain bonus was passed, a bonus of some \$20,000 was also voted to a boot and shoe manufacturing concern, as an inducement for them to remove to St. Johns, but, fortunately for the town, some hitch interfered to prevent the final closing of the deal, and the shoe concern in question suspended just a few weeks ago. Few municipalities seem to be aroused to the unwisdom of making large grants and extending concessions to manufacturers without counting the cost or securing themselves against the future. Especially unfair is it very often, to industries already established in a place, whose proprietors pay full taxes and water-rates, for that town to invite a strange concern to come in and plant itself beside the long-suffering, old resident, and give to it exemption from taxes for a term of years.

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