

ing into popular favor unless he takes the proper steps to bring them before the trade and the general public. These remarks do not apply to every mill in Canada, but they do to the great majority, and if the old sleepy policy is pursued, if the manufacturer, like the ostrich, keeps his head buried in the sand and imagines that the wholesale and retail trade are going to push domestic woollens for pure love of the manufacturer, the sooner he wakes up to the actual facts the better. This journal has always championed the home interests; has tried its best to combat prejudice and stimulate demand for Canadian goods of all kinds, and the remarks we have felt impelled to make are intended in the kindest spirit, and solely for the purpose of bringing about a better state of things.

CANADIAN FLANNELETTES.

SINCE our last advices the mill price of 32 inch flannelles has continued at 5c., and jobbers are asking very little advance on this figure. A new feature is that D. Morrice & Co. have placed orders for spring delivery of these goods at 5c., showing a determination to continue the cut-rate war. Wm. Parks & Son, Ltd., have followed suit and are now taking orders for spring delivery at the same figure.

INTERVIEW WITH MR. PARKS.

In conversation with The St. John Sun Mr. John H. Parks stated that the cutting was done by the combine. His company a short time ago bought out a line of flannelettes of designs and colors different from any other mills. They placed it on the market at the price of goods of similar weight turned out by the combine. A demand set in, and the combine cut the price of that line of their goods which was nearest in weight and selling price to that made by the Parks company. They did not cut the price of either their lower or higher priced grades—but just this one line. And that caused trouble among the dealers, for nobody would buy the cheaper makes—say a 4½c. article—when a 6½c. article was being offered at 5c. Mr. Parks says he had no intention of cutting prices, but marked his goods at what he considered equivalent to what the combine was charging for similar goods, though different in designs and colorings. The cut was therefore a great surprise to him. He had met the reduction, and that was all there was about it. The combine had cut the price of gray cotton when he was in that line, and he had gone out of it. They had also lately cut the price of cotton yarns, which he manufactures quite extensively, although the cotton market has been steadily advancing of late.

Speaking of the cotton industry in general, Mr. Parks referred to a proposition he had made to the late Government, and which he purposed bringing to the new Government's attention. There is only one print mill in Canada, that at Magog, and owned by the combine. One print mill can keep a number of other mills employed. Their products, in the form of print cloths, are taken to it to be finished. Now Canada in the last fiscal year, despite the existence of the Magog mill, imported over 30,000,000 yards of prints, an increase of 8,000,000 over the previous year. Mr. Parks' proposition to the Government was that he be permitted to send print cloths either to the United States or England to be finished, and on their re-entry he be required to pay duty on the improvement only. He had made arrangements with a mill near Boston to have the work

done, and had arranged with the United States Government to get a refund of the duty he paid there, when the goods were brought away again, the Treasury Department agreeing with his proposition that print cloths were raw material for their print mills. Mr. Parks claims that if Canadian mills were allowed to do that they could do a much larger business in the manufacture of print cloths, in addition to their present line of cotton goods. The late Government could not, at the last session of Parliament, take action in the matter, but the new Government may take it up.

With regard to flannelettes Mr. Parks was in Lowell the other day and saw a mill working night and day on flannelettes, and even in the face of the present depression there getting higher prices than he gets for the same class of goods.

PROSPECTS IN NEWFOUNDLAND.

MR. BEGG, woolen buyer for John Macdonald & Co., returned last week from his usual continental purchasing trip. He came by way of Newfoundland, which he had not visited for 28 years. Mr. Begg, for three years after leaving Scotland, was a resident of St. John's with one of the old commercial houses there, now gone out of existence, and came to Canada from the Island. St. John's, Mr. Begg says, owing to the fire and the financial panic, has not made the progress since he saw it that one might expect. However, there are some new buildings—over 20 dry goods stores altogether in all—and trade is fair, depending a good deal at present upon the results of the fisheries. The railway is still under construction, and about 6,000 people are employed upon it. If union with Canada carries, a good many Canadian goods will go to the Island and displace imported goods, which are now the rule. The present tariff is as high as Canada's, 30 per cent. Prices of produce are high, and farming does not develop much. "You will pay," said Mr. Begg, "as much as 25c. for a cabbage, for instance." He spent a day in Halifax on the way to Toronto, and reports a perceptible improvement in that fine city. The new electric street service is excellent, and Halifax seems to be forging ahead.

KID GLOVE NOTES.

BUSINESS continues quiet, as usual at this season of the year. No activity can be expected till signs of cooler weather and autumn costumes are being considered. Those buyers who have not fully placed their fall requirements are beginning to make enquiry as to local sources of supply, which we think will be more than usually limited this fall, as jobbers and glove houses have not had sufficient encouragement to discount the prospects. Consequently should a fairly good trade eventuate there will likely be little choice left, even in standard lines of well-known French makes. Meantime some heavy lots have already been received by agencies here, and deliveries have already commenced. No change in foreign prices is advised, though skins, French, remain firm. Colors continue much as last fall, tans, gold-tans, browns, etc., being in favor; suedes, in good qualities, are in demand; a unique, sewn, with two large black lock fasteners, black trimmed, sold by the Eugene Jammet people, has been much appreciated by fall buyers. Ladies' kangaroo, 4 horn buttons, has also been a decided success in the same hands. We think gloves of this character very safe stock for autumn and winter requirements. Thoughtful dealers have already anticipated the demand. The others must risk supply from stock.