

MERCHANTS AND FEATHERS.

This is the time of the year when the prosperous farmer looks over his flock of geese and turkeys, surveys them with pride, and calculates how many dollars this fall-harvest will bring him. So much per pound for the stripped bird, so much for wing and tail feathers to the manufacturers of feather dusters, and so much per pound for the downy small feathers. In former years the latter item was always a dubious one, for unless one of his friends wanted a feather bed there was no demand for this article; latterly, however, and since the establishment at Montreal of the Alaska Feather and Down Co., quite a few country merchants offer to buy feathers all the year round. They get them from the farmers in trade and sell them at an advance to this company for cash, thus making a double profit. For the benefit of our country readers here are the latest quotations of the Alaska Company: Goose feathers, 35 to 40c. per lb.; duck feathers, 25 to 30c. per lb.; hen feathers (colored), 4 to 6c. per lb.; turkey (soft), 2 to 2½c. per lb.

JAPANESE SILKS.

The Canadian branch of H. Ishikawa & Co., of Yokohama, Japan, at Montreal have received in the past few days a shipment of colored Japanese silks, in all shades, 23 and 27 inch widths; white handkerchiefs, in assorted sizes and grades; gold stamped cotton crepes, in 30 different patterns, suitable for Christmas decorations and fancy work, hand-made Dantsu rugs, from small door mats to those suitable for large parlors. These are going into stock to fill small orders. The same steamer brought several shipments which went direct to the larger buyers.

SMALLWARES.

This is a department which requires careful watching both in buying and selling. Put a competent man in charge and you will find it one of the most profitable departments in your business.

Brophy, Cains & Co.'s shelf smallware department is well assorted; they are constantly adding new lines to it.

DOING A LARGE BUSINESS.

The Dominion Suspender Co., of Niagara Falls, have been so heavily oversold this last two or three months that they have been far behind in shipping, although they are working to their full capacity, and also overtime. They are now catching up, and will be able in a week or two to ship very promptly.

GLOVE NOTES.

Mr. E. W. Foster is visiting the principal points in the Maritime Provinces for his firm, Fitzgibbon, Schafheitlin & Co., Montreal.

Prices are firmly maintained. Good schmaschens continue very scarce.

A STRIKING LINE.

The golf blouse continues in high favor, and Kyle, Cheesbrough & Co., Montreal, report a shipment just in, and more coming. They have also a striking line of black cape velveteens, 32 inch, which the trade will wish to have.

CHARLES H. RICHES
SOLICITOR OF PATENTS

Canada Life Bldg., King St. West
Patents and Trade Marks procured in Canada and foreign countries. Handbook relating to Patents free on application. **Toronto.**

NORTHERN Established 1836
ASSURANCE COMPANY OF LONDON
Capital and Funds, \$36,465,000
Revenue, \$5,545,000
Dominion Deposit, \$200,000

Canadian Branch Office:
1724 Notre Dame St., Montreal. **ROBERT W. TYRE,**
G. E. Moberley, Inspector. Manager.

MARINE INSURANCE

The

MANNHEIM INSURANCE CO.

Grant Open Policies to Wholesale Grocers and Importers at specially favorable rates. Further particulars obtainable by applying to Local Agent, or to

Jas. J. Riley & Sons, **MONTREAL.**
Managers for Canada

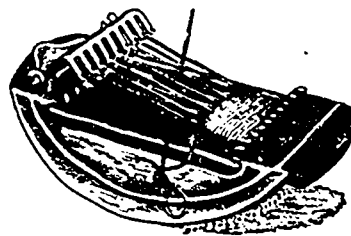
THE PEOPLE'S
Building and Loan Association

(INCORPORATED)

HEAD OFFICE - - - - - LONDON, ONT.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. \$3 deposited monthly is estimated to mature a \$500 certificate in 7½ years. Larger amounts in like ratio.

Security: first mortgage loans—the basis of wealth. Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages. Agencies in all the principal towns and cities in Ontario. Write for manuals and name of resident agent in your locality. Do not delay. It will pay you.

**AIRD'S STOCKING DARNER**

By the use of this little loom the finest table linen, as well as the coarsest stockings, can be more neatly and better repaired than by hand and in one-twentieth of the time. Made in bronzed steel, and pays early 50 per cent. profit.

CANADIAN DEPOSITS.

E. O. TINLING, Winnipeg.
BLAIRLOOK BROS., Montreal.



K. Ishikawa & Co. YOKOHAMA JAPAN

We are now ready to fill your orders for

Colored Japanese Habutai Silks.
Hemstitched White Silk Hdkfs.
Gold-Stamped Cotton Crepe.
Hand-Made Dantsu Rugs.

Send for prices and samples to Canadian Branch,

NO. 23 ST. JOHN ST., MONTREAL.