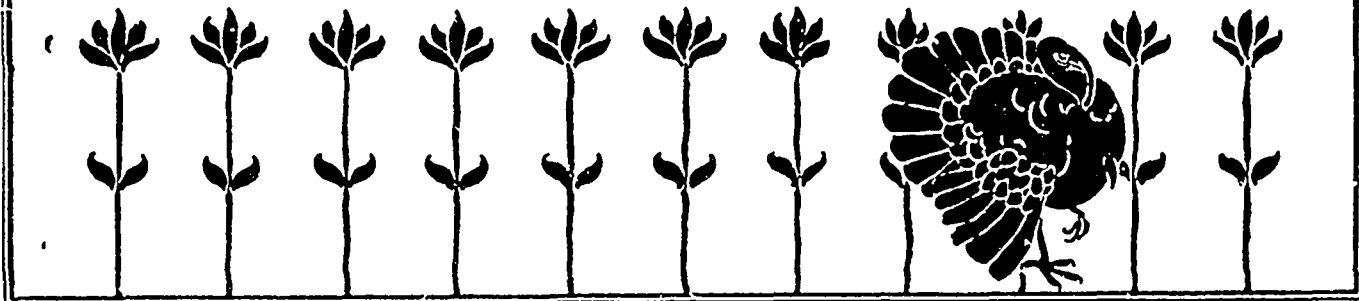


THE DRY GOODS REVIEW

IN THE INTERESTS OF THE DRY GOODS, MILLINERY, CLOTHING AND HAT TRADE



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RECENT NEWS OF THE DRY GOODS TRADE.

MR. W. J. McKERRACHER, of Shaw & McKerracher, general merchants, Perth, Ont., paid a flying visit to Toronto and Detroit last week. He reports business in the Perth district quiet since New Years, but much better than the same months during previous years.

The Caughnawaga Indians, on the south shore of the St. Lawrence above Montreal, are enjoying the boom caused by the discovery of gold in the Yukon, and are rushed with orders for showshoes. Never before in the memory of Indians has there been such a demand for snowshoes as at present; the Montreal merchants, not contented to await delivery, are in the village continually outbidding each other; the result is that snowshoes are getting dearer. In connection with the hardships resulting from the scarcity of provisions now experienced by the Klondykers, the Caughnawagas state that intending Argonauts should take a leaf from the experience of the old Indian hunters. When the latter were in for a long hunting expedition, they were wont to take with them about 50 pounds of corn flour prepared in a certain way. The quantity was sufficient to sustain a man for three months. White corn is roasted like coffee, and ground, then mixed with maple sugar to suit the taste. This flour could be used with advantage when the miner is compelled to economize his other food.

The Kaslo, B.C., Board of Trade is asking the Underwriters' Association for a reduction in insurance rates, which are now 6 per cent.

Two blanket mills have orders that will keep them busy for six months. This is partly owing to the big demand for the Klondyke, and it is only a sample of the rush in other Canadian mills. So great has this become that it is difficult to get orders filled promptly for cotton goods, printed cottons and dyed stuffs, cottonades, grey cottons and denims. The same state of things applies to Canadian woollens and tweeds. It being difficult to secure prompt delivery. Prices are, as a result, very firmly held, and the tendency is upward. There is not a weak spot to be found anywhere in values. As a consequence of the difficulty of getting Canadian cotton goods some dealers are buying American lines, although they would take Canadian if obtainable at the moment.

Regarding the business outlook, Mr. Byron E. Walker, general manager of the Canadian Bank of Commerce, says: "There is a revival of trade all over the American continent, but I think

the greater hopefulness of feeling is more apparent than the actual results. This feeling, however, has a sure basis in the really improved condition of agriculture, seeing that farmers have passed through a period of depression and are getting much higher prices for their produce, notably pork, cheese and wheat. There is a greater amount of money in circulation and there are more people carrying about \$5 and \$10 bills in their pockets than formerly. Deposits are also increasing, though I think that this is not always a good sign, seeing that it often indicates that money is being withdrawn from investment. It would be an advantage to commerce if the Government lowered the rate of interest, for by keeping it at the present rate they compete with banks and divert money from business investments. Leaving the Klondyke out of the question, I believe there is an all-round relief from the depression of the past few years."

The Hudson's Bay Co.'s fur sales in London last month showed trade to be less depressed than was expected. Beavers fetched within 5 per cent. of last prices, and musquash $2\frac{1}{2}$ per cent. less, while seals realized the prices of December last, which is 30 per cent. more than the prices of January last year.

The town of Dundas, Ont., is about to secure a glove factory, which is to be carried on by three of the Smith Bros., who are engaged in the manufacture of gloves in Johnstown, N.Y., and Brockville. They will make a line of goods not now made in Canada, and will begin by employing 15 hands.

Alexander Macpherson, secretary-treasurer of the Alpha Rubber Co., Montreal, has resigned to accept the position of Toronto manager of the Canadian Rubber Co.

The business of the Robert Simpson Co. has changed hands, and will in future be conducted by a syndicate, the principal members of which are H. H. Fudger, J. W. Flavell, and A. E. Ames. The papers transferring the business of the company were signed Feb. 23. The capital stock of the company is to be increased, and the business is taken over on March 1, when stocktaking, which is now going on, will be completed. Messrs. J. B. Campbell and A. R. Parsons, who have been associated with the company for a long time, have taken shares, and with the other gentlemen named will constitute the board of directors. The business will be continued under the name of the Robert Simpson Co., and it is understood that Mr. H. H. Fudger will be president of the company and assume the active management.