

BUSINESS CHANGES.

ONTARIO.

F. W. Ash, merchant tailor, Markham, has assigned. The assets valued to \$1800 were sold to Mrs. Ash at 70c. on the dollar. Mr. Ash's business was in a healthy condition, but he was dragged into insolvency, owing to his connection with the firm of Foy & Co. of Brighton, who failed recently.

The stock of O. C. Rowse, dry goods, Peterboro is to be sold on the 25th inst.

The stock of E. Viger & Co., clothing merchants, will be sold by auction on the 25th inst.

The dry goods stock of the estate of John Lyle, Sarnia, Ont., valued at \$18,091 will be sold by auction on Nov. 1st.

The dry goods stock of James Munroe, Thorold is advertised for sale by tender.

Excellstone & Co., men's furnishings, Toronto, have assigned to Chas. A. Hunter.

James Foy & Co., dry goods, Brighton, have assigned to Wm. K. Doherty, Toronto.

Joseph Patterson, gents' furnisher, has made an assignment to W. A. Campbell. His liabilities are \$40,000 and the stock is worth about \$34,000.

John W. Brown, tailor, Belleville, is dead.

Norman McLeod, tailor, Keewatin, is dead.

J. C. Phillips, men's furnishings, Stratford, has assigned to J. C. Curry.

QUEBEC.

James McGinn, dry goods, Montreal, is offering to compromise.

P. Harkness & Co, dry goods, Montreal, are in financial difficulties.

A. Lalonde, dry goods, Montreal, has assigned. Stock to be sold on the 26th inst.

M. J. Lachapelle & Co., dry goods, Montreal, are trying to compromise.

I. Cohen & Co., clothing, Montreal, have assigned.

H. F. Poinier, dry goods, Montreal, has assigned to Kent & Turcotte.

Boisseau & Beland, wholesale fancy goods, Que., have compromised for 40 cents cash.

MARATIME PROVINCES.

Jno. T. Graham, dry goods, New Glasgow, is in trouble financially.

Chas. E. Kelly, tailor, Parrsboro, N.S., has assigned his book debts.

H. & P. Cullinan, St. Stephen, N.B., have sold out their dry goods stock.

The clothing stock of Mrs. E. Tierney, Halifax, N.S., has been sold at auction.

Miss Rose Burke, milliner, Buctouche, N.B. has been burnt out. Insured.

Maxwell & Walsh, tailors, Amherst, N.S., have been burnt out.

MANITOBA AND WEST.

W. G. Potter, tailor, Northfield, B.C. has sold out to A. Macaulay,

A. A. Richardson, dry goods and millinery, Nanaimo, B.C. has assigned to J. Ferguson.

H. Marymont, men's furnishings, Victoria, B.C. is offering to compromise.

Mrs. Thomas, millinery, Victoria, is out of business.

Burton Bros, tailors, Regina, N.W.T. have assigned.

SKIRT FACINGS.

THIS season has seen several lines of velvet skirt facing placed on the market. One of the best known and most praised of these is the Amazon. This facing is designed to supersede the old fashioned braids, and it is claimed will outwear a dozen of these. The velvet pile runs across and rapidly conforms to the skirt, the velvet itself giving a smart finish to the dress and preventing that injury to the shoes which is of such a frequent occurrence when a hard and coarse material is allowed to come in contact with them. The material is made up in lengths of three, four or four and a half yards for each skirt, and is supplied in all fashionable dress shades in boxes of a dozen pieces to a shade. The article has already, it is understood, had a very large sale in the United States, and is undoubtedly destined to come into great popularity in the Dominion.

A GREAT MACHINE.

IN Canada very few stocks of dry goods, millinery, etc., can be found that are free from pieces of goods which are in their original color unsaleable, mostly owing to the changeableness of fashions. Such cannot be disposed of except at great sacrifice and loss and even if sold are rarely found to give satisfaction to purchaser. Such sacrifices should not and need not be made. Many merchants do not fully realize the great importance of constantly turning over stock which represents capital, and are too apt to keep goods in store because they will not bring near their original cost price, forgetting at the same time that the longer such goods remain on hand, the greater loss they cause of interest and principle.

Recognizing that there were large amounts of goods which needed dyeing in pieces, if a proper way was only provided, Messrs. R. Parker & Co., the well-known dyers and finishers of this city have secured a machine which will enable them to do this work with more satisfactory results than have ever been attained in the city before. They have invested in a \$2,500 machine, which will enable them to dye all kinds of piece goods and turn them out with their original width. The great trouble has been that in dyeing and drying, the goods generally lose two to three inches in width. This machine being adjustable to any width from twenty inches up to seventy; goods can be dried by it and the proper width maintained. This will be a

great boon to both wholesalers and retailers, as unfashionable goods may now be turned into choice, saleable stocks, instead of lay-on the shelves or being sold at a sacrifice.

The company is well-known throughout Canada, and this will make them still more familiar to the dry goods merchants. Their works have been enlarged several times, until now it is an extensive establishment employing over one hundred persons in this city, while hundreds of agents are scattered all over the country, branches being established in all leading centres.

The new machine will enable them to turn out from 1,000 to 5,000 yards per day, according to the texture of the material, and thus they will be enabled to do all of this class of work that can be desired.

HOW TO COAX TRADE.

LET us take up the subject of calling attention to other goods than those asked for. Clerks should be coached in this field, and in small stores where merchants themselves do this to a considerable extent, they can take some lessons to good advantage. There is a very great difference between placing a customer in an embarrassed position with reference to an article which she is being shown and drawing her attention to its excellent features and in an off-hand way pleasing her. The attention and pains you show in trying to supply your customer's every want makes established trade. The customer who becomes nervous and has to just tear herself away from you that she may not buy what she has no earthly use for, is not going to have the pleasantest feelings when she realizes the situation she was placed in, in your store. A great evil is reflected through those unpleasant feelings. An ever-present desire to enter your store, whether for a spool of thread or for a purchase amounting to \$25, is the spirit you should cultivate.—Economist.

Messrs. L. Davis, John Haskell, John Barker, H. J. Joseph and S. Joseph, all of Montreal, are seeking incorporations as the Montreal silk mills, with headquarters at Montreal and a capital stock of \$75,000.

William Reichling, John Playle, Phaon Brauss, William Trimble and Florence Silverton, all of Toronto, have been incorporated as the Dominion Embroidery Company of Toronto, limited, with a capital of \$40,000.

Saturday Oct 15th being an off day for W. R. Brock's football team the boys visited Newmarket and although they were short four or five of their regular team they came out on top by 2 to 0. They say the Newmarket boys treated them in grand style. Brock's team were:—Crawford, Goal, Roger and, R. Cooper, Back's J. Cooper, Young, Hedges Half Backs', Miller, Dunn, Fox, T. Fairbairn and Crooks forwards. Miller scored the goal.