

TEXTILE MATTERS IN GREAT BRITAIN.

Manchester, September 7th.—Reports from a wide area in the North and Midlands, made by travellers for local houses, whose views I have been able to gather this week, indicate the existence of conditions which must be regarded as eminently satisfactory from the wholesale drapery standpoint. The cotton industry is sufficiently active to ensure for the workers good and regular earnings for some time to come. As to the textile machinery industry, I only hear of one instance in which a firm is doing badly, and in this case the company starts its financial year with an accumulated debt of £99,242, or practically one-fifth of its entire capital. Elsewhere, however, the machinery trade is doing well, and throughout Lancashire and the West Riding good returns for travellers may be forecasted. The instance referred to is quite exceptional, and quite indicative of the actual trade position.

The fustian trade in the Congleton district is now employing about 600 hands, and has improved of late, and Leek is doing fairly well in sewing silk. Messrs. J. and N. Philips & Co.'s tape factory at Tean is also, I believe, well employed. At Macclesfield, the staple industry has improved considerably. Mr. R. Robinson Brown, a retailer in that centre, is endeavoring to build up a special trade in silks of British manufacture; his methods, although on a smaller scale, resembling those which have enabled Messrs. Robinson and Cleaver, of Belfast, to develop such a large business in the products of the North of Ireland.

The Montreal Cotton Company are offering 33s. to 37s. 6d. a week for Lancashire sateen weavers. The Lancashire weaver, who accepts such a wage without the guarantee of a fixed engagement for a term of years, is foolish, unless he is in search of a holiday. Canadian wages, and those in the adjoining manufacturing districts of New England, have always been kept down owing to the willingness of French-Canadians to work for low money. It is the system in many cases for a whole family to offer their services at a fixed sum, and when times become dull there is a wholesale emigration over the border towards the United States manufacturing districts.

IRISH TRADE.

Belfast, 7th.—Business in the linen market continues to be of a very encouraging character. Not only has the steady improvement, experienced since the beginning of the year, been maintained, but all the indications point to a still further development and a lengthened period of prosperity. The linen trade was for so long under a cloud that when brighter days dawned expectations were in check lest they should be disappointed. There is now, however, a very buoyant and hopeful tone prevailing. Spinners and manufacturers are busily engaged, stocks are low, and production can scarcely keep pace with demand.

In the brown cloth market a very satisfactory trade is passing. Orders are plentiful, and comprise practically all classes of the manufacture, and rates continue to go higher. Manufacturers have, in many instances, more to do than they can cope with satisfactorily, and for new contracts they require an appreciable advance. Power-loom linens for bleaching continue in active demand. Tow-made goods are selling steadily, and unions are moving off freely. There is a steady demand for cloth for dyeing and hollands, and a fairly good trade in handkerchiefs at full late rates. Damasks and house-keeping goods are in improving request, and handloom linens for bleaching are

quietly but steadily passing into consumption.

In the bleached and finished end of the trade matters have a bright complexion. Enquiries and orders are coming to hand in steadily-increasing quantity, and there is little difficulty in obtaining an advance in prices. The prospects of the autumn trade are decidedly good.

Business with the United States is slowly but surely growing, and the marked expansion that has been noted in the Cuban trade is fully maintained. Shipments to Canada show no falling-off, but the South American markets are not lively. Continental trade could bear a little stirring up, as it has been rather quiet of late.

SCOTCH TRADE.

Glasgow, 7th.—Business is good just now among the retail warehousemen of Glasgow. Prospects for the autumn are promising. Several houses are still conducting clearing sales, but these should be over shortly.

I hear that an effort is being made to float one of the largest concerns in Glasgow. It is understood that the success of the Polytechnic has induced the proprietors of the establishment referred to, to seriously consider the matter. I may be in a position to speak more definitely of this matter next week.

Satisfactory reports continue to be received from Kirkcaldy. At the linen factories all the machinery is fully employed, while the orders on hand will keep the establishments going for a considerable time. The boom at the floorcloth and linoleum factories shows no signs of falling off. It is not anticipated that any cutting of prices will follow the amalgamation.

The drapery trade in the Scottish metropolis remains quiet, the holiday season being still in full swing. Some retailers are doing their best to encourage trade with end of season sales, and, so far as can be learned, are doing fairly well.

It is just fifty years since the power-loom was introduced into a Dunfermline linen factory by Messrs. Andrew, Reid & Co. The firm are signaling the event by a big addition to the works.

The American tourists to this country this season, who, it is estimated, number close on one hundred thousand, are now returning home in large numbers. The trade in Aberdeen has benefited to a considerable extent from this class, who buy largely goods of Scotch manufacture.—Draper's Record.

AMERICAN TRADE WITH ENGLAND.

The New York "Journal of Commerce" has summarized some official figures relating to the trade of the United States with England this year, and to some of the textile statistics we desire to draw attention. United States purchases of cotton piece goods from Great Britain show surprising increases. There is a falling-off in the exports of raw cotton to Great Britain, and July business registered a decline of 26,000 cwts., and the aggregate decline for the year is about 1,000,000 cwts., although the business for the seven months shows an increase of nearly 1,000,000 cwt. in cotton exports. With regard to the trade in imports from Great Britain, some marked changes have occurred, particularly in the wool trade, which is steadily showing the influence of the reduction of stocks, these having been abnormally swelled by the heavy importations of 1897. The imports from Great Britain in July, 1897, were over 8,000,000 lbs., and the total imports for the first seven months of that year were over 27,000,000 lbs. But the July business of this year shows pur-

chases from Great Britain to the amount of 536,000 lbs., against 167,000 lbs. bought in July last year. The total purchases of wool from Great Britain thus far this year amount to nearly 5,000,000 lbs.—more than double the figure for the corresponding period last year. The purchase of cotton goods from Great Britain shows marked changes. British sales of cotton piece goods of all kinds to the United States during July amounted to 5,400,000 yards—an increase of over 2,000,000 yards in July last year. The purchase of cotton piece goods from Great Britain thus far this year amounted to 436,000,000 yards—an increase of about 14,000,000 upon the figures for July, 1898.—Drapers' Record.

HOW NOT TO DO IT.

In a recent issue of the San Francisco Country Merchant, a contributor gives the following instance of how foolish shopmen often bore their customers:

"Well, well, when did you get back, Mrs. Blank?"

"Just yesterday."

"Looking just as fresh and blooming as a rose, too. How long were you away?"

"Three weeks. I want to get some groceries."

"I was down at the Coast myself last week. What kind of weather did you have?"

"Very pleasant. I'll take a pound of that cheese."

"Was your mother with you?"

"No. And a square of butter."

"This weather isn't quite warm enough for the Coast. I was thinking of sending my family down but we thought we'd wait till it got warmer."

"Fifty cents worth of sugar and a package of raisins."

"How is your sister, I haven't seen her lately?"

"She has gone back East. How much are these watermelons?"

"Fifteen cents. Is she going to be away long?"

"Perhaps several months. Send over two of the watermelons and a can of that pineapple."

"All right. Good morning, Mrs. Blank. Glad to see you back."

Yes, and I'll bet Mrs. Blank was glad to get away from that grocer's incessant talk. She showed him pretty plainly by her manner that she would prefer him to confine his talk to business, but no, he wouldn't take the hint.

I can't help thinking, the more I study grocers and their style of doing business, that there is more trade lost by just such lack of tact and business sense, as is above described, than by any other cause. One of the most successful retail tobacconists on this Coast told me the other day that he had customers that he had sold cigars to every day for six years, with whom he had not exchanged six words. The very acme of success in the retail business is to know how to cater to the particular whims of different kinds of people. Your customers are the tools provided for you to make money with, says The Hustler. Humor them in everything. If they want to talk, all right. If they don't, be silent as the grave. Never forget that people always trade with the man they like the best.

PILLS OR DEATH.

Discussing the question of patent medicine advertising in Church papers, the Pittsburg Christian Advocate says that Dr. William Hunter, one of its early editors, when appealed to by one of the clergy who objected to such advertisement, replied that in the present state of the paper's financial health it had to take pills or die.—Western Advertiser.