



Editor DRY GOODS REVIEW:

SIR,—Short terms are certainly the best, having as many advantages for the retailer as the wholesaler. Too sharp and radical a change of terms might be unwise, but some arrangement for uniform terms would be an advantage, my idea of uniform terms being the same terms for all Canadian dry goods and adopted by all the leading wholesale firms and jobbers in Canada.

Retailers will certainly take the lowest prices and longest terms and largest discounts they can get and for as long a time as they can get them. All it requires is the nerve to fix the terms and backbone enough to stick to them, and the thing is done and everybody wondering why it was not done long ago.

Yours truly,

W. C. FORMAN.

INGERSOLL, Sept. 24th, 1894.

Editor DRY GOODS REVIEW:

SIR,—I read with interest your article on the question of terms. I quite agree as a retailer that it is time for a change to be made. I strongly advocate shorter terms—say, two months on Canadian goods and four months on imported goods, with a cash discount of 1 per cent. per month as an inducement for the spot cash buyer. Goods bought during the month to be dated 1st following. No forward dating with the exception of an extra month on first spring and fall purchases.

Yours truly,

JAMES BECKETT,

Manager George Caudwell's Staple Department.

Brantford, Ont., Sept. 24, 1894.

Editor DRY GOODS REVIEW:

SIR,—The amusing side of the "Terms" question with the retailer is the persistency with which the wholesaler insists on attaching all the blame to the miserable bantering retailer, when on the other hand he forgets, in 99 cases out of 100, he offers the long terms himself for the purpose of unloading goods that the retailer would be better off without.

The great existing evil to the retail trade to-day is the overcrowded commercial force on the road. They all are expected to sell goods. If a merchant says he is full, he at once takes up the old hobby-horse, and an extra month, or two or forward dating to spring or fall, is offered. Anything to sell the goods, as he is expected to have his sales up to high water mark at the end of the year.

The retailer very often, for the sake of the drummer (who, as a rule, is a fine fellow) buys in the dark on speculation, with the following results generally: An overcrowded portion of the stock and a final mark-down to cost to clear out, as well as the name of a banterer from the wholesaler. The "terms" question can never be a fixture, nor the retail trade in a good healthy condition, until such time as a retail merchant can go to the wholesale house with his want list and buy such goods as he wants for present use only, at a time when he is in a position to pay for them.

The road is so full of travelers to-day it is impossible almost for the retail merchant to visit the markets himself, as his want list is always overdrawn.

Selling direct would not only give the retail merchant what he wants, but it would do away with so much unpleasantness of returning goods not opening out according to the ideas of the purchaser.

We have no quarrel to put up with the commercial staff, as they are men to-day above the average. They have to be. It is the number of the men and the frequency of their visits. As long as this strain is kept up all kinds of datings and terms will continue.

T. E. VANSTONE.

Owen Sound, September 24, 1894.

Editor DRY GOODS REVIEW:

SIR,—It is with some considerable pleasure that we notice the active measures taken by the wholesale men of Canada toward shortening the dates on Canadian staples. The effect of the success of this undertaking on the retail trade will be exceedingly wholesome. We will know better where we stand. Prices will certainly not be so vacillating and quotations much less confusing.

Trusting that this measure will meet with the success it deserves, I am, sir, yours truly,

THOMAS STONE.

Chatham, Ont., Sept. 25th, 1894.

Editor DRY GOODS REVIEW:

SIR,—From a retailer's point of view, shorter terms strictly carried out would be a decided benefit. It would curtail the number of lame ducks, it would lessen the cutting and slashing of prices, and put the trade of the country on a sounder basis in every way. Long credit or low prices are no benefit to a retailer who has sufficient capital for his business, but the reverse.

In fixing terms it would be a benefit to the retailer if all goods both imported and domestic were sold on exactly the same terms. I very frequently receive an invoice with four different kinds of terms stamped, viz, net $2\frac{1}{2}$ per cent. or three months, four months net, four months or 5 per cent., and in settling am allowed 5 per cent. off the whole. Is not this a farce?

I would favor three months or 5 per cent. off on all goods, dating from date of entry. This would be better than 3 per cent., especially for the wholesaler, as it would encourage cash payments (which every retailer knows is one of the greatest benefits in their business), and need not lessen profits, as prices could be fixed to meet.

Dating ahead is of more advantage to lame ducks than to any other class.

Stratford.

WM. MACKIN.

The San Francisco Evening Bulletin of September 27th says: "The first considerable consignment of Arctic whalebone for 1894 arrived at this port yesterday on the steam-tender Jeanie, of the Pacific whaling fleet. It was 65,000 pounds. Two whalers have become total losses this year. The catch of ten others on the 1st was 25 whales, a poor return up to that date."