

TORONTO EXHIBITION.

FROM Sept. 5th to the 17th the city was full of visitors, and the exhibition was a success from every point of view. The enlarged grounds and the new grand stand prevented crowding and the weather was all that could be expected. The leading business men from all over the Dominion assembled to show their wares and let the world know that they have something to sell, and that something the people want and must have. Advertising by cards and circulars was liberal even to excess; no doubt many of these were taken away and read, but it was quite apparent that many were destroyed unread. Still the manufacturer who makes an exhibit at the Fair and draws attention to his goods is undoubtedly sowing seeds from which there will be a harvest. Those most interesting to dry goods merchants are described below:

E. T. CORSET CO.

A case of beautiful and finely finished corsets was displayed by the E. T. Corset Co. of St. Hyacinthe, Que. Their Watch Spring Corset is a beauty and has attained a wonderful celebrity. During the past few years the make of corsets has much improved, and no pains have been spared by these manufacturers to produce a well made and scientific article. It is possessed of sliding and detachable watch springs, which are very flexible, light and durable. They yield to every conceivable movement of the body, and they cannot penetrate the material of the corset. This make of corset undoubtedly possesses advantages which place it in the first rank of these manufactured articles. Another article shown was the ladies' combination waist, corset and shoulder brace. Dealers will find these garments well made, being specially constructed with two wide, finely tempered clock springs, and four narrow springs the full length of the back, with diagonally attached pockets filled with double whalebone, thus giving a complete support to the shoulders and spine. It has great effect in imparting a graceful form to the wearer without any discomfort. The trade can procure them from the Toronto agency at 57 Bay street.

SAMUEL PEACH & SONS.

One of the prettiest and most artistic exhibits in the main building was an exhibit of lace curtains manufactured by the celebrated firm of Samuel Peach & Sons, Nottingham, England. About sixteen pairs of curtains were hung up on poles and were so arranged that the openings between the curtains of each pair narrowed toward the back, giving the appearance of a vista of curtains stretching a long distance away from the spectator. The different kinds of curtains were artistically blended, so that no discord in shade or pattern was apparent. The silk curtains were really beautiful and much admired for their delicate texture and beauty of design. All the curtains, both silk and cotton, were striking in the freshness and originality of the patterns shown. Samples of Honiton bed sets and of Nottingham gypure bed sets were also shown, and beautiful goods they were. On a bamboo stand, in a prominent position, was a well-finished picture of the great English manufacturer, and above the exhibit was a large sign showing the name of the

manufacturers and the name of the Canadian agent, Mr. W. H. Leacock, whose office is at 71 Yonge street.

EVER READY DRESS STAY.

One of the most novel and artistic displays in the building was that of the Ever Ready Dress Stay Co., which was in a cotton roofed building of elegant design and decoration, and was pronounced by visitors to be the prettiest thing in the main building. This company manufacture the plush-lined Alaska sock and mitten, which are guaranteed not to ravel, and are strongly made and of the best material. But their great article is the Ever Ready Dress Stay. It is the only dress stay on the market which will not push through the material, and the steel, being covered with rubber, will not rust. They are made in various sizes and shades.

MONTREAL DRY GOODS.

A recent issue of the Montreal Herald speaks thus of the Montreal dry goods trade:

"In Canada, like in all other countries settled gradually by an incoming race, the trade in dry goods has always been in the van of commerce. To the savage the product of the loom is always the most valuable object of barter, and consequently the earliest batteaux that left the struggling little city of Ville Marie carried dry goods as the principal portion of their cargoes. The French cottons and woollens became the currency of those wild tribes, the remnants of whom the advancing tide of civilization has almost obliterated from the map, just as the cottons of Manchester are today that of Central Africa. As the stalwart pioneer pushed back the Huron and the Iroquois, the first store to be erected in the lonely clearing carried dry goods as the principal portion of its stock. Gradually it became the nucleus of a village which grew into a town, and the first sign of its increased prosperity was when its proprietor deemed it safe to abandon his other lines and launch out into dry good alone. In the wholesale as in the retail trade the first store to emancipate itself from old traditions and stand forth committed to one branch of business alone was a dry goods store, and it has been noticeable through the whole of Canada's commercial history that her dry goods men have always been the pioneers in the extension of her growing commerce.

To Montreal may fairly be allotted three-fifths of the entire dry goods trade of the Dominion. In the city proper there are 257 dry goods stores, whose overturn stretches away up into millions of dollars. The magnitude of their operations can be judged from the fact that during the fiscal year of 1891 the imports of textile fabrics into Canada reached a total of nearly twenty-three millions of dollars, of which at least \$14,000,000 must be credited to this city. The principal branches of this huge volume of imports are as follows: Woollen goods, \$8,736,697; cotton goods, \$1,538,390; silks and velvets, \$2,675,574; flax, hemp and jute manufacturers, \$1,435,851; hats and caps, \$1,288,199; carpets and felts, \$1,182,531; gloves, \$660,671. This enormous quantity of goods does not include the ever-increasing volume of Canadian manufactures, although Canadian tweeds

and cloths now dominate the home market, while Canadian cottons are sent even to far-off China. The whole of this vast bulk of textile fabrics is distributed by our merchants through a small army of drummers ever on the wing from where the Atlantic breaks against the rocks of Cape Breton, to where the Pacific lashes itself to foam against the bold capes of Vancouver. Travelling on railway trains, driving along lonely country roads, now staying at a palace hotel, now roughing it in some remote village, the tireless pioneer of commerce is constantly engaged in hustling for business. The result is that many of our dry goods merchants are now magnates of the commercial world, and their palatial residences adorn and beautify the principal residential streets of Canada's mercantile metropolises."

The list of leading dry goods houses included J. G. McKenzie & Co., D. Morrice, Sons & Co., Robertson, Linton & Co., Thibault Bros. & Co., S. Green-shields, Son & Co., Gault Bros., McIntyre, Son & Co., McKay Bros., Hodgson, Sumner & Co., Frank Stephen & Co., Jas. A. Cantle & Co., Of Hodgson, Sumner & Co. the Herald says:

"This large importing firm occupy two handsome stores in the Nuns' block on St. Paul street, and keep some sixty employees busy in the various flats. They handle all kinds of foreign and American dry goods, gents' furnishings, small wares and fancy goods, as well as a very complete range of domestic goods, and do a very extensive business all over the Dominion. The business was established about forty years ago, the present partners being Messrs. Jonathan Hodgson, George Sumner, Thos. E. Hodgson and James Gardner. The senior member of the firm, Mr. Hodgson, is one of Montreal's prominent citizens, being connected with a large number of public enterprises, a director of the Merchants' Bank, Canada Shipping Co., Alliance Insurance Co., Merchants' Mfg. Co., etc., etc."

The leading clothing firms mentioned are E. A. Small & Co., H. Shorey & Co., J. W. Mackenzie & Co., and James O'Brien & Co. The leading millinery houses are John Maclean & Co., D. McCall & Co. (branch), Thomas May & Co., and Caverhill, Kiscock & Blumore.

AN ENGLISH AMALGAMATION.

There are two dry goods firms in England which have been doing business since before Miss Canada was born, one at least since before Wolfe planted the British flag on the Plains of Abraham, and these two firms represented two methods of doing colonial trade. The firm of Laid & Co. have been paying a staff of travellers to do their selling in Canada, while the firm of Pawson & Co. have not done this, but have sold only directly to the Canadian wholesale houses. These two London firms have now amalgamated, and business will be done on the Pawson lines, all travellers being withdrawn. This action will no doubt be appreciated by the Canadian wholesale dry goods men. For a time the business will be carried on at both warehouses, St. Paul's Churchyard and Old Change, until adequate arrangements can be made for doing all the business in one warehouse. Mill-champ, Coyle & Co., Bay street, will continue to be the Toronto representatives of these two firms.