

The Clothing Trade of Canada is Threatened.

It is gradually becoming an established fact that ready made or ready to wear clothing can be produced by houses who are equipped with modern machinery and understand up-to-date methods of manufacture in style, fit and finish, equal to the best work produced by tailors who make to measure, and very much superior to the class of goods that is turned out by the ordinary rural or second-rate city tailor. The result has been a considerable improvement in the quality and style of garment that is being turned out by the leading houses in the clothing trade, with the prospect of a still further improvement in the quality of goods used taking place. If wholesale clothiers are properly encouraged to manufacture a finer grade of goods they are not only quite ready but very anxious to do so, and among leading houses the trade is being encouraged on these lines to a considerable extent. This, of course, means the population of Canada being clothed and turned out in much better style than heretofore, and at a considerable less expenditure of money.

A well dressed man respects himself and commands the respects of others. Put the ordinary individual in a stylish, well-made suit of clothes, and it has a tendency to make him think he amounts to something, and as a rule he will arise to the occasion and show the man in him; put him in a shoddy suit that will rip and ravel and he will be just about the style of chap to go well with such a suit. But the shoddy suit even if made up in a manner quite in keeping with the goods from which it is made has a temptation that is sometimes hard to be resisted, as the late P. T. Barnum remarked, "That the public liked to be humbugged." The great danger that is threatening the clothing trade of Canada lies in the fact that some of the large wholesale dry goods houses who have been unable through unfair competition with each other to pay an interest on their capital, have conceived the idea of competing with the clothing houses for their trade. This has arisen probably through the fact of their piece goods business decreasing as ready-made clothing has become more popular, but will have, if it has not already had a tendency to cause some houses in the clothing trade to cheapen their goods at the expense of the intrinsic value the consumer gets for his money. These dry goods people farm their goods out to Russian and to Polish principally. They are cut in large quantities with a knife or cutting machine, and made up by these people in a style that would be a disgrace to any self-respecting man to wear. The thread with which they sew is of the cheapest and most inferior quality; the linings and trimmings are also of a quality to match, and the whole outfit when produced will be dear to the consumer at first sight, but the price at which they are offered is so exceedingly low that a bargain hunter is unable to resist. The result of all this will be that what is now a growing and respectable business will rapidly degenerate through the unfair competition of those who know nothing of the clothing trade, competing with those who do. The only remedy that we can see is to advise our customers to get their clothing from reputable

clothing houses, and not from people whose business it is to sell other goods, and also to insist upon agents from whom they purchase their goods, giving them a guarantee as to workmanship and quality.

The Hardware Trade.

Owing to large importations of glass, the Montreal market has been weak and prices have declined 10c to 15c per 50 feet and 50c per 100 feet. Dealers there now quote first break, \$1.25; second break, \$1.35 per 50 feet, and third break, \$2.80 per 100 feet.

The Montreal Gazette says: There has been some readjustment of pig iron prices in consequence of new arrival at wharf. Summerlee pig iron is now selling at \$17.50 to \$18 ex ship and other English brands are lowered in proportion. Sheet iron has declined 25c to \$2.25, and a further drop has occurred in galvanized iron, which is selling at a range of \$4.25 to \$5.25. Canada plates are rather unsettled with a lower inside price for round lots at \$2.35, while smaller quantities range up to \$2.60. Pig lead is 10c higher at \$3.35 to \$3.60.

A further Montreal Gazette report says: The market for both wire and cut nails is completely demoralized as a consequence of the recent tariff changes and competition from United States makers. The basis of sale for wire nails was changed from a discount to a net price after the new tariff had been brought down, the change being equivalent to a considerable decline in price. The United States wire nail list is \$1.35, base f.o.b. Pittsburg, and 35 per cent, duty brings that to \$1.83. Bearing this in mind, Canadian makers first scaled their price at \$2 to \$2.10, but they were forced the other day to make a still further reduction. The basis in this province is now \$2, but in Ontario there is no fixed price, everything depending on the offers that are made by the Pittsburg people, but the ruling idea seems to be \$1.94 for carload lots. Cut nails are just as much demoralized as wire. At the first of the year they were selling at a base of \$2.25 to \$2.30. To-day the base in Quebec is \$1.95, or a decline of 35c, and there is no fixed price in Ontario, the instructions to salesmen from Canadian makers being to meet the Pittsburg price, no matter what it may be.

Dairy Trade Items.

The Souris creamery commenced operations for the season on May 21.

W. Stevenson has been engaged for the Neepawa creamery this season.

Mr. Hettle, of Boissevain, has rented the Ninga creamery and commenced operations on May 19.

The managers for the respective government creameries in the Territories have assumed their positions.

The machinery for a new creamery at Souris, Man., is being placed in position. J. O. Smith has been engaged to handle the creamery.

At the cheese market at Brockville, Ont., on May 20, cheese was lower at 83-4 to 87-4, 3,500 boxes changing hands.

The Gladstone creamery began operations for the season on May 17, in charge of J. Martin, who has been in charge for the past two years.

The Newdale creamery shipped a ton of butter to Vancouver recently. Farmers in the vicinity of Newdale are patronizing the creamery very liberally this spring.

At the Douglas creamery they are receiving about 1,500 pounds per week, just three times as much as this time last year. The present price is 16c per pound. The manager, Mr. Greenwood, is about to build a large refrigerator capable of holding the whole season's make.

The Regina creamery started operations for the season under A. E. Howie on May 20. It is estimated that there will be cream from 500 cows in Regina and neighborhood. A cream gathering station has been established at Craven, about twenty-two miles north, and from that point there will be cream from 300 cows. The farmers seem to be waking up to the benefit of the monthly cash distribution on account.

Live Stock Items.

M. McKinnon, of Calgary, left Edmonton recently with a number of cattle, which he had purchased in the district for Gordon & Ironside.

During the week, says the Deloraine Times, Mr. Macdonald sent 300 head of cattle to Bottineau, and thence shipped them to St. Paul, Minnesota.

The flow of cattle into the Kootenay from Northern Alberta still continues. J. J. Duggan, of South Edmonton, shipped four cars of fat steers to Nelson recently.

A company of cattlemen from the United States have located in the Cypress Hill, Assa., with one thousand head of stockers, which they purchased in Ontario.

W. R. Stewart and H. J. Burton, of Carman, Man., have purchased some 400 head of Manitoba stocker cattle and 1,500 head in Ontario, which they have shipped to Alberta ranches. 1,000 head of steers and two carloads of bulls were disposed of to the Cochrane ranch, thirteen head of bulls were placed in the Pincher Creek and the North Fork and twenty-two head at High River and Calgary; 105 head of cattle were also sent to the Blood reserve and twenty head to the Peigans.

ALBERTA.

Mellin and Vogel, of Edmonton, have bought out Alfred Cover's meat business at South Edmonton.

J. Shera, of Edmonton, who has been employed with J. A. McDougall for some time, will open business at Fort Saskatchewan under the style of Shera & Co.

C. Gallagher, of Edmonton, has begun the erection of a pork packing establishment at South Edmonton. The building will be of solid brick and three storeys high.

The South Edmonton Plaindealer says: "The egg trade with the Kootenay has so developed that a great demand for egg cases has arisen. To meet this demand a factory for the purpose, with a steam plant, is being put in by R. B. Bisset. The factory has an initial order for 1,500 cases.

Hay advanced 50c to \$1 per ton at Montreal recently, to \$11 to \$11.25 for No. 1 and \$10 to \$10.25 for No. 2 timothy.