

THE SANFORD CO.'S REMOVAL.

SENATOR SANFORD has stated lately that he has been contemplating the removal of his great clothing manufactory from Hamilton to Toronto. He said he had two possible locations in Toronto in view, but he had not decided whether he would leave Hamilton or not. He said if his firm were located in Toronto a much bigger jobbing business could be done than is done at present, and in the manufacture of overalls he could more successfully compete with his rivals in Toronto, where the price paid for making this class of goods was a good deal lower than in Hamilton. If the Sanford Manufacturing Co. remains in Hamilton it will be necessary to get in machinery for the manufacture of overalls, so as to make it possible for the company to do its share of the overall business. The Senator said he was considering not only the extension of the clothing trade which he has at present, but branching out into the manufacture of ladies' mantles and costumes. At present the mantle supplies come chiefly from England and Germany, and the supplies of ladies' made-up gowns from the United States. Toronto being a more important distributing point than Hamilton, the Senator thought it better adapted for these contemplated branches of his big business, and, taking everything into consideration, it would be to his interests to remove to the Queen City. He said he paid 25 per cent. higher wages than his rivals in Toronto pay.

A WORD TO THE RETAILER.

(Ottawa Journal.)

If the Retail Merchants' Association will put in practice a system of refusing credit to unsafe customers, they will benefit themselves and they will benefit the general public. It should not be forgotten that the paying public is the sufferer always by the dead-beats who get credit. The necessity of providing for losses by bad

debts forces merchants to keep up prices higher to paying customers than they would otherwise need to. This may not be done consciously always by merchants, but that is the inevitable result.

Another thing. Unless retail merchants begin to do a thoroughly safe business, and as far as possible a cash business, they cannot hope to hold out against the departmental stores. In all the larger cities the departmental stores are selling for cash only. It is stated that in one of the largest department stores in Toronto the other day, the wife of the proprietor, although she was known to the clerk, was refused credit. The clerk said his orders were so strict that he would have to have authority from the proprietor himself to make an exception even in such a case. The firm keeps no books for its retail business except a cash book. This cash business is one of the secrets of the cheapness which the departmental stores are able to show. If the ordinary retail merchants are to have any chance of existence against these huge competitors, they must get rid of bad debts.

BUTTONS DOING WELL.

The Berlin Suspender and Button Co. said to our representative: "Don't know whether it is the result of advertising in THE DRY GOODS REVIEW, or the superiority of our goods, the fact remains that our business has largely increased over last year. The old idea that there is only one firm in the country that can make braces is exploded. We have great value in braces at \$2.25 per doz."

TAMS AND TOQUES.

Now is the time for tams and toques for driving, outing parties and winter amusements generally. A. A. Allan & Co. have a shipment of German toques in silk, cashmere and wool, assorted colors and attractive patterns, to retail at 35 to 50c.

THOS. CARLYLE

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