

FLANNELETTES BELOW COST.

It is said, by those who know, that R. Simpson, the well-known dry goods merchant of this city, is selling flannelettes at $\frac{1}{2}$ cent per yard less than the mill price, and the goods were obtained through a prominent dry goods house whose name will be left unmentioned. Mr. Simpson *doesn't* usually sell goods without a profit, and it is fair to assume that he *was* making a profit in this instance. The conclusion to be drawn is that flannelettes are being sold at less than mill prices, and at more than $\frac{1}{2}$ cent per yard less.

This same house has sold large quantities of flannelettes to visiting retailers. Much of this has been sold at cost, and where this was not obtainable at $\frac{1}{2}$ cent below cost. The price has varied, the customer who just dropped in and wasn't anxious to buy, always getting the best offer. Regular customers are often forced to pay more than irregular customers when such cutting is going on. This may not have occurred in the present instance, but it is generally a result of such cutting.

The instance is quoted to show our readers that the prices of Canadian staples are topsy-turvy and they should be careful in their buying.

THE DRY GOODS REVIEW's articles on the cutting has aroused a certain amount of wrath in some quarters. A traveler for one house, who sell staples at almost any price, was heard to ejaculate: "The man who wrote about that cutting is a — fool. Why, all the small dealers all over the country are on to it now. It has caused me a lot of trouble." Then another gentleman, the head of one of Toronto's large wholesale houses, declares very emphatically that the man who wrote the article doesn't know what he is talking about. We leave the matter with our readers.

Where the matter will end we cannot say. Profits are going down, down; and the market is seemingly possessed of a quicksand bottom. Retailers must choose their own course by the light of the facts presented.

HE'S AFTER THEM.

MR. JOHN CAMERON, says the Truro Daily News, has just visited Truro among other Maritime province towns in the interests of the J. B. McLean Publishing Co., Toronto. This firm's trade journals—THE HARDWARE MERCHANT, CANADIAN GROCER, BOOKS AND NOTIONS, DRY GOODS REVIEW, and last, but not by any means least, THE PRINTER AND PUBLISHER, all have subscribers in Truro, and Mr. Cameron's visit this year has added others to the list. Referring to the last named journal, Mr. Cameron says that it is now more than an experiment, it is starting out on its second year as an established success, and is very highly spoken of by the craft. We added our testimony to its usefulness. Mr. Cameron has gone to Cape Breton and other eastern points, and will thence go to Halifax and the western counties.

WOOL TRADE.

The demand for wool from American buyers has been almost nil, in fact some wool has been brought in from that country. The mills are buying from hand to mouth. Some transactions are reported in Cape wool at prices running from 14 to 16c. One or two parcels sold for less than 14c., but this was due to the very poor quality of the wool. Ontario fleece wools are selling from 17 to 18c. North-West wool is quiet at $11\frac{1}{4}$ to 15c. Prices all around are low and stocks plentiful. The year's overturn promises to be very large.

THE PRICE OF LINENS AND SILK.

LINENS are bound to advance on this market shortly. The import prices are firm at an advance of from 10 to $12\frac{1}{2}$ per cent. One or two wholesale houses have had to buy some lines at the advance and are now asking slightly advanced prices. But the majority of the houses have been selling the stock bought at old prices, and competition alone has prevented them asking more than was asked last fall. But these old stocks are pretty short and soon the inevitable advance will come.

Silks took a great rise in the spring, but the manufactured article did not rise as much as the raw material. Still the latter rose, and many Canadian and American buyers bought at an increase. Now the price seems to have gone down again, and manufactured silks, such as peice silks, pongees, merveilleux, and some ribbons can be bought at last fall's prices. The crop of raw silk promises to be exceptionally large and this tends to weaken the market.

TALK.

"I don't see why they call you a walking-stick?" said the Umbrella to the Cane.

"And why shouldn't they?" queried the Cane.

"Because you can't walk, of course," retorted the Umbrella.

"I wonder what's to be on foot for to-day," said the Derby Hat.

"I guess I am," said the Rubber Overshoes, "it's so wet out."

"The Beaver Hat is awfully cross to-day," whispered the Cane.

"Well, why shouldn't he be?" said the Card-receiver. "That Hat-Brush rubbed him the wrong way, and he's ruffled up about it."

"Where's the Brown-Silk Umbrella?" asked the Mackintosh.

"He's in the hospital," said the Green silk Umbrella. "He was attacked by a severe east wind yesterday, and three of his ribs were broken."

"I don't think our owner is a very fast runner," said the Derby Hat. "I can beat him easily. I jumped off his head yesterday, and he chased me for three blocks without catching me."

"You must have had the wind behind you," said the Hat Brush.

"I had—but so did he," said the Hat.

"I'm glad winter's over," said the Seal-skin Cap.

"Why? Do you like the hot summer?" asked the Derby

"No; but I'm never worn out in summer, and I always am in winter."

"I wonder where that music comes from?" said the Green-silk Umbrella.

"I guess some of the Hat-bands must be giving a concert," replied the Riding Whip.—Harper's Young People.

Silk mitts are the coolest of all coverings for the hands, but they are not considered dressy, and that is their draw back.