

MONTREAL NEWS.

TRADE in fancy goods has been quite good during the month in the matter of securing supplies for the fall trade, and if the business done in this connection in toys, novelties, etc., is any indication, a good holiday business is to be expected. There is no special change in any line. Paper is on the quiet side but steady, and travelers now out in the Maritime provinces note a fair demand for stationery. In sporting goods all the houses have done a good summer's trade, generally equal and in many cases in excess of that for the corresponding period last year. The majority are now busy on lines of toys, etc., for the holiday trade, and the demand so far is encouraging. Wall paper travelers are now all out, having commenced their tours early in July, and up to date their returns have been satisfactory, in fact compared with last year they show a noticeable improvement according to the reports made by both the big manufacturing firms here.

Mr. H. Brophy, the manager of the Montreal News Co., was up west during the month visiting the different centres in Ontario.

The Canada Paper Co. note a good demand for stationery and envelopes, and also for the heavy lines of wrapping paper, of which they make a specialty.

J. H. Jones & Co. are busy on fall orders. They have had a very good summer's trade in cricket supplies, bats, etc., also base-ball goods.

Mr. Foster, the business manager of Messrs. John C. Watson & Co. wall paper manufacturers, is out of town on a trip at present.

Porter, Teskey & Co. say there is a big call for all lines of block games, of which they have a complete variety. The "Beauty blocks" especially are meeting with a good demand.

The recent storm flooded the North River to such an extent at Lachine that operations on the new flume at Messrs. J. C. Wilson & Co.'s paper works had to be temporarily suspended.

The Montreal Playing Card Co. had their new samples out on the market some time ago in over a dozen varieties. Orders on them are fair, especially from the districts east of Montreal.

The Montreal Paper Co. report business fair during the month for all lines of paper, and argue from this that general business should be good, as a call for wrapping etc., should indicate a movement in other lines as well.

There is nothing like judicious instruction for the young, and Messrs. Porter, Teskey & Co. think they have just the thing in this respect in a line of rubber balls they are offering. Each one of these forms a complete map of the world in miniature. The continents and countries are brought out on

a raised surface in different colors. The toy is certainly a useful novelty and already is having a good run.

The Montreal News Co. report a decided increase in the demand for the better class of novels during the month. Their lines will be represented at the coming exhibition here on the stands of Messrs. F. E. Phelan and Norman Murray.

The big warehouse of Messrs. H. A. Nelson & Sons on St. Peter, is already putting in its attractive holiday appearance. The firm say that this has been a remarkably good summer for fishing tackle, sporting good, etc.

Peter Teskey & Co. received the other week an extensive and varied assortment of fancy French hairpins in many handsome patterns. They anticipate a good call for these, as they are taking and are offering at moderate cost.

J. C. Wilson & Co. are getting up an entirely new set of candy boxes for the holiday trade in some different varieties. A special line that is offered as just the thing for small dealers, etc., is a \$5 case containing a full assortment of these goods.

E. B. Eddy & Co.'s branch here note a big call for their patent wrapping paper holders in all sizes, fitted to hold anything from a role of hardware wrapping to the finest white druggist paper. They are filling quite a few orders also for their lines of wood pulp pails.

Mr. J. C. Wilson, of J. C. Wilson & Co., has gone away on a ten-days fishing trip to the grounds of the Wastigouche Fishing Club, of which he is a member. He is accompanied by several New York gentlemen, Messrs. H. J. Howlett, L. W. Walkley and A. E. Osborne.

R. Hy. Holland & Co. are offering numerous lines of cheap purses in the wallet and folder shapes at present, and running all the way from 35c. per dozen up to \$1.25. A cheap line of toilet soap at 33c. per dozen, a line of penholders at 40c. per dozen, and a lot of removable rubber-tipped pencils are among the other reductions this month.

Cameron, Currie & Co. the dealers in advertising novelties in St. Paul Street, intend retiring shortly. They are winding up their business at present and expect that it will take a month or two to do so. A more advantageous opening in another line of trade is the reason alleged for their action.

The many friends here of Mr. Palmer who until recently was the manager of W. Drysdale & Co.'s establishment on St. James Street, were quite anxious until news of the long overdue S. S. Sarnia was received. Mr. Palmer, who had severed his connection with W. Drysdale & Co., was on his way across to visit his relations in England.

The Reinhardt Mfg. Co. have nothing special to report in the way of new goods at present. They are very busy rushing forward goods on fall orders however, and note that the moderate cost of their line of felt

papeteries, toilet boxes, etc., is inducing a good demand for them as they have had several "repeats."

Colin McArthur & Co. report that they are very busy on orders at present. Their travelers have been all out for some time now, and have met with very good encouragement. In fact the percentage so far is in excess of last year, and Mr. McArthur says that present indications incline him to the belief that it will continue so.

Jno. Lovell & Son's classified business directory for 1893-94 was issued the other week. It is a complete guide of the various business interests in Montreal. In its pages are to be found the names and addresses of 1,100 retail grocers, 600 dress makers, 600 contractors, 500 manufacturers, 400 butchers, 400 boarding house keepers, 200 confectioners, 300 boot and shoe men, 300 hotels, 400 restaurants, 350 physicians, 200 merchant tailors, 150 real estate agents, 250 lawyers, and 50 dentists, etc., etc.

THE W. J. GAGE CO. (LTD.)

THE old and well-known firm of W. J. Gage & Co., originally conducted under the name of Adam Miller & Co., has recently been formed into a Joint Stock Company as intimated in our August number. This does not mean any change in the personnel of the staff, many of whom have been with the house for years, although still young and active men. Mr. W. J. Gage, Mr. W. P. Gundy, and Mr. Geo. Spence are managing directors of the new company, while many of the old employees have now an interest in the firm. These are Mr. Campbell, Mr. McKague, and Mr. Wilkinson, who severally cover the west, the north and the east as travelers, and who for many years have been well and favorably known to the trade throughout the country; as well as Mr. Yellowlees, Mr. Knox, Mr. Lukeman and Mr. McBride, all holding positions of trust in the various departments of the house. The officers of the company are as follows: W. J. Gage, President; Geo. Spence, Vice-President. W. P. Gundy, Secretary-Treasurer. The paid up capital is \$150,000.

Twenty years ago this firm occupied a leading position in the country, and the enormous development of trade during that period may be appreciated, when we state that the business of one month now is as much as the entire annual output some twenty years ago. This development has been along many lines of manufacture, and whether it be in envelopes, blank books, or the preparation of school supplies, great progress has been made. The output of Exercise and Practice Books has in one year extended to about a million, or over eleven car loads of these lines alone. The publication of the school books used throughout the various Provinces of the Dominion has given a very wide field for enterprise, a field which W. J. Gage & Co. were not slow to cultivate.

A live business is always of interest and we predict for the W. J. Gage Co., Ltd., still greater success in the future.