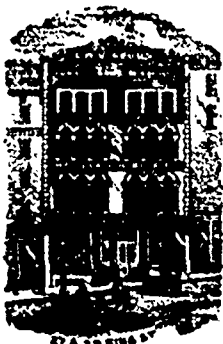


from all combustible matter and stored in dry places. In its use care should be taken that none of the dry substance is allowed to get into contact with moist combustible matter.

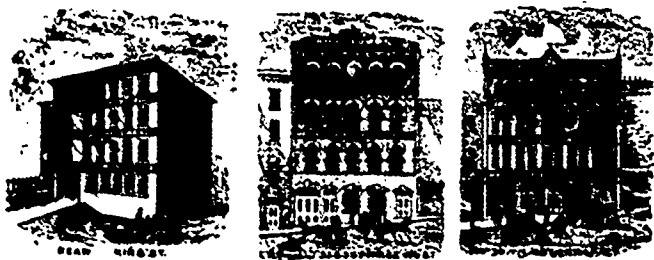
'As regards the bleaching by peroxide, I should consider that there was no danger, either from the solutions of peroxide or from materials after their treatment with the peroxide solutions.'

THE GROWTH OF A MARITIME PROVINCE HOUSE.

Most towns have, so to speak, an individuality, and the cities and towns of the Maritime Provinces are no exception to the rule. Some are staid, and sober and prim; some are lively and bustling, some even reckless. Some are sleepy and seem solely created to enable fagged-out holiday seekers to dream away a month in happy repose and forgetfulness, while some are brisk and alert, up to date



in most things, and a little ahead of even the metropolitan cities in a few things. Of the latter character is St. John, N.B. It is not only a bright and brisk city, but there is an air of self-reliance about St. John which every Canadian city does not possess. St. John has been overwhelmed with fire and flood, and upheaved with financial earthquakes in its history, but it rises out of each calamity as full of hope as ever.



The merchants of St. John are as enterprising as those of any other city in Canada. Take the record of Manchester, Robertson & Allison, for example. Some three or four years ago THE CANADIAN JOURNAL OF FABRICS gave an illustration of the first humble edifice in which they opened business in 1866. They then had a floor space of 1,600 feet, now they have 105,000 square feet, and the accompanying are illustrations of the various buildings they



occupy. Since the last description of their establishments which appeared in the journal, they have acquired the wholesale dry goods building occupied by the late firm of Daniel & Boyd, and have taken in a large block facing on Germain street, but

directly connected with the main office block. By these accessions they have been enabled to enlarge several departments, and add new ones, among which is a department of stationery and fancy goods for small general stores, and a department of men's ready-made clothing. The Daniel & Boyd block is turned into a "wholesale package department." One of the admirable features of the Germain street building is a traveler's sample room, which is laid out on an original plan not equalled by any arrangement the writer has yet seen in Canada—or elsewhere for the matter of that. There are 560 bins ranged in tiers. These bins are allotted to the various travelers, who are known by numbers and not by names, and a plan of each tier is mapped out at the head of the range, with each traveler's relation thereto. The system of book-keeping is so simplified to correspond with this design that the travelers' order department works almost automatically.

MERCHANT TAILORS.

Some months ago we called attention in our editorial columns to the growing clothing trade in the United States and the large profits made by some of the houses there. Our trade is increasing, and last season undoubtedly saw a much larger turn over than any season yet, in spite of the dull times. Yet the merchant tailoring branch of the trade is not yet receiving the attention which it deserves. The *American Wool and Cotton Reporter*, in a recent issue, says: "The system of merchant tailoring has become a great factor in the clothing business of to-day, and while it has in many parts of the country usurped the position of the country tailors, it seems to be working side by side with the ready-made clothing business. The fact that many of the largest and best-known clothing houses are agents for one or another of the merchant tailors is proof positive that there is a demand for both. The clothier can do a custom business without investing a cent more capital and compete easily with the regular custom tailors of the town. This is a business that has sprung into existence within about 15 years, and has now grown to enormous proportions. To be able to have a suit of clothes made to order, according to your own measurements, sent by mail, is very alluring to many, and a trial of the business by one large concern in Chicago—the pioneers—proved that it was a ready source of profit, especially from districts far removed from the large cities, and people who had hitherto made their purchases of ready-made clothing from the local dealer, turned their trade over to the mail department of this house. The natural result has been to establish agencies in many of the cities, some in clothing stores and others exclusively for this business."

There are undoubtedly more clothing stores now who do than who do not have the agency of some one of the large merchant tailors. Advertising matter is furnished them, samples, measurement blanks, and in fact it is as near as possible the "royal road to business." They have the store, there is no extra help required, no investment, no stock of goods. It is an easy way to combine the two branches of the clothing business. A few years ago, when a large number of merchant tailors had sprung into existence in Chicago and New York, competition began to reduce price, and as a natural consequence the quality of the goods suffered, and some of the houses gave up this business, declaring that there was no profit in it, and that honest goods could not be made at the prices paid. This had a depressing effect for a time, but new business methods introduced by other houses gave it a fresh lease of life, and to-day the mail order department is a strong factor in the trade.

The first way in which these garments were made was by what is known to the trade as the "wholesale custom" method, that is, the house had a set of patterns to fit nearly all requirements in shape and size, and when filling an order, the cutter would select the pattern corresponding as nearly as possible to the measurements and depend upon the "knight of the thread and needle" to make it right. For instance, here is an order calling for 35½ inch chest; the nearest pattern may be 36, which is used, and when the garment is