

## THE TORONTO TRADE IN SESSION.

THE Dry Goods Section of the Toronto Board of Trade has formally endorsed the proposition for a fixed date on which to put tariff changes in force. At a meeting on Monday, Oct. 19th, the trade were well represented. Mr. Andrew Darling, chairman of the section, presided, and amongst those present were: W. R. Brock, F. Wyld, S. Caldecott, J. S. McMaster, W. Blackley, Chas. Cockshutt, etc. A gratifying feature was that the resolution passed was unanimously agreed to. It reads:

"That, as the time for the chief importations of dry goods for the spring trade is during the months of January, February and March, it is the opinion of the Dry Goods Section of the Board of Trade that any reduction in the duties upon dry goods that may be proposed and carried by the Government of the Dominion should not take effect earlier than the 1st day of July, 1897—any earlier date for reduction of duties would have a disturbing effect upon the business of the country, and work a great injustice not only to importers but to the retail merchants of the Dominion generally."

The date selected, therefore, July 1st, is fixed upon (and THE REVIEW notes this with satisfaction) to suit the retail trade as well as the wholesale. The Board has not selfishly consulted the interests of one branch of the trade, but both. This date covers the selling period as well as the buying, so that the retailer has a chance to clear out his stocks before the anticipated drop in the duties takes place. The drop may turn out to be trifling. Yet it will lean in the direction of reduction, and thus the necessity for a fixed date is all the clearer. A merchant who has bought under a 35 per cent duty will naturally be forced to drop prices if the duties on a particular line go down to 32½ per cent, hence the most suitable season for the change must be chosen.

## THE CREDIT SYSTEM.

A short discussion on the question of shorter dates developed a pretty general agreement in favor of reducing time. THE REVIEW's position on the whole credit system is well known. It is felt by all who study business conditions just now that the nearer the merchant gets to cash, and the closer he can buy, the better his chances. The good men will naturally favor shortening credits, because a weak man who can get long terms, may continue in business for 3 or 4 years, going behind each season, till finally he succumbs—to the injury of his competitor who is doing business on a sound basis. The experience of wholesalers who have tried shorter periods is also satisfactory and they regard it as a wholesome movement. One firm reports that when it inaugurated the change only three of its customers raised any objection. Things are tending away from long credits. The wholesaler gets to know where his customers are, and as wide-awake management is the feature of the dry goods trade to-day, shorter credits helps this. The desire is to do away with supply houses, and the good merchant favors this.

The Toronto section also discussed the question of local taxation. Mr. W. R. Brock called attention to the English system, which, being based on property values, is less subject to change than taxation on stocks. The matter is one of municipal government, and as a new City Council for Toronto will be elected in two months, it was postponed.

## THE WOOLEN MILLS' CIRCULAR.

The following circular has been issued to the trade:

MONTREAL, Oct. 20, 1896.

DEAR SIRS,—I am instructed to inform you that at a meeting of the Canadian Woolen Manufacturers' Association, held this day, a list of whose members was mailed you on the 11th July last, the following resolutions were unanimously adopted, viz:

Resolved:

1. "That the terms of dating for the whole trade in future be:
- 4 months 1st March, spring;
- 4 " 1st Sept., autumn;
- " Repeats and deliveries in March, April, May, for spring; and

in September, October, November, for autumn; to be dated four months from 1st of the following month.

2. "That the rate of interest to be allowed for prepayment shall not exceed 9 per cent. per annum."

3. "That the giving of sample ends for the purpose of taking orders should be discouraged to the utmost, and that in no case should sample ends be given without double price being charged."

I am, yours truly,

(Signed) A. H. PLIMSOLL.

## MAGG PRINTS.

The following price list for spring prints was issued Oct. 13th:

H. Cloth, regular	4½ cts.
No. 1 " " Grey Blacks and Solid Blacks	6 "
No. 1 " " Fancy Aniline	6½ "
P. C. " " regular	6½ "
P. C. " " Embossed	7 "
No. 2 " " regular, Grey Blacks and Solid Blacks	7½ "
No. 2 " " "Aniline Fancy"	7½ "
No. 2 " " Embossed	8 "
Heavy Shirting	8 "
No. 3 Cloth, regular, Grey Blacks and Solid Blacks	8½ "
C. " " " " " "	9½ "
C. " " "Aniline Fancy"	9½ "
INDIGOS.	
P. C. Cloth	6½ "
S. C. " "	7½ "
D. C. " "	9½ "
G. C. " "	12 "
SPECIALS.	
Challies, Light Fancy	4½ "
Dark Fancy Aniline	5 "
Pique, Light Fancy	8 "
Aniline and Indigos	9 "
Wet Cord, Light, 27 in	10 "
Heavy, 27 in	13½ "
Sateen, 27 in	10 "
Organdy, 28 in	12½ "
Skirting, 38 in	12 "
" Fancy Borders, 38 in	11½ "
A. Duck	7½ "
AA. " Indigo	9 "
Summer Suitings and Salisburys	7½ "
Costume Twills	9½ "
Jacquard Satens	15 "
Fancy Crinkle, CC	7½ "
" " NC	10 "
Ladas Tweed	11 "
Heavy Moles	14½ "
Ex. Heavy Moles	18½ "

## HINTS FOR HOLIDAY TRADE.

In smallwares, etc., Wyld, Grasett & Darling are showing some lines that deserve a passing note. A range of Swiss embroidered handkerchiefs in all late designs will retail from 10 to 40c. with all intermediate prices; ladies' pure hemstitched handkerchiefs, to retail from 12½ to 35c. each; ringwood gloves, in black, white and fancy colors, retailing at 20 to 35c. a pair, are selling well and the stock is much reduced; a special line of boys' navy ribbed hose, retailing at 20c. a pair, is being jobbed; a specially good line of children's black cashmere seamless hose, imported stock, just received, retailing from 12½c. for 4-inch sizes to 30c. for 8-inch sizes.

## GOOD DEMAND FOR THE NEW VELVET.

"Meteor" is the name of a new velvet skirt binding just being put on the market. All the wholesale houses carry it. They report that it is already making progress, and that repeat orders are being received right along.

## THE MANTLE SEASON.

Caldecott, Burton & Spence report an active enquiry for curl mantlings. Lister's sealettes are selling well, being never out of favor. The demand for silk velvets and velveteens for trimming purposes is excellent just now.