

THE SYNDICATE.

RYAN BROS., Owen Sound, have taken up the cudgels in behalf of the Retail Syndicate. They have been writing letters to their local papers declaring that THE DRY GOODS REVIEW doesn't know anything about the Syndicate, is published in the interests of wholesale merchants, and is a generally ignorant journal. THE REVIEW has much pleasure in receiving Ryan Bros.' kind opinions; perhaps they will have a good effect, as most of our readers will believe the contrary simply on account of the source of the above statements.

Speaking of the Syndicate and Ryan Bros., they say:

1. We visit the leading manufacturing centres of Europe.
2. We buy direct from the loom.
3. We pass by wholesale houses and manufacturers' agents.

By these statements they attempt to show that the Retail Syndicate can buy goods as cheaply as the Canadian jobber, and hence considerably cheaper than the retailers who buy from the jobbers.

Let us examine the first. Of course, Mr. Ryan can visit the leading manufacturing centres of Europe. Even the writer could, if he were able to borrow the necessary traveling expenses. But Mr. Ryan would be unable to buy from the large manufacturers at these centres, simply because they would know nothing about him, and because his purchases would be trifles too small to be bothered with. Mr. Ryan is trying to mislead.

"We buy direct from the loom." This may be so, but THE REVIEW must be pardoned when it ventures the assertion that one good-sized box would hold all that Ryan Bros. buy direct from British looms in one year.

"We pass by wholesalers and manufacturers' agents." This

is true; but it is equally true that they do not pass by them all. They purchase three-fourths of their domestic goods through agents and wholesalers, and seven-eighths of their foreign importations through similar sources. They undoubtedly purchase more than this percentage, but it will be wise to place it as low as generosity will permit.

Ryan Bros. cannot gain access to the large manufacturers, either Canadian or British, and they know it. They may buy from a few small ones here and there, but this is not worth mentioning. They belong to the Syndicate, and the Syndicate belongs to a wholesale house in Glasgow, which wholesale house buys from the manufacturer on the same, but no better, terms than the Canadian wholesaler.

A NEW CHAIRMAN.

The Dry Goods Section of the Toronto Board of Trade held its annual meeting about a week ago, and the chairman of 1894, Mr. Alexander, reviewed the year's work.

Officers for 1895 were then chosen, and John D. Ivey was elected chairman and Andrew Darling, of Wyld, Grasett & Darling, vice-chairman.

Mr. Ivey has been a member of the Section for a considerable time, and has always taken an active interest in its affairs. He possesses a good knowledge of the various questions which are before the trade at the present time for settlement, and it may be expected that under his regime the section will be as progressive and aggressive as usual, or even more so.

Although Mr. Ivey is still a young man, he seems to possess the confidence of the wholesale dry goods men of the city.

Wholesale Millinery

Preparing for our

OPENING

SEE NEXT ISSUE.

D. McCALL & CO.

Wholesale Millinery and Fancy Dry Goods

12 and 14 Wellington St. East, Toronto

1831 Notre Dame St., Montreal