



## The MacLean Publishing Co., Limited.

President, JOHN BAYNE MACLEAN, Montreal.

PUBLISHERS OF TRADE NEWSPAPERS THAT CIRCULATE IN THE PROVINCES OF BRITISH COLUMBIA, NORTH-WEST TERRITORIES, MANITOBA, ONTARIO, QUEBEC, NOVA SCOTIA, NEW BRUNSWICK, P.E. ISLAND AND NEWFOUNDLAND.

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 Traveling Subscription Agents - { T. Donaghy  
 { F. S. Millard.

Published the First of each Month.

Subscription, Canada, \$2.00; Great Britain, \$3.00.

Cable Address: "Adscript," London; "Adscript," Toronto.

### CANADIAN BUYERS IN GREAT BRITAIN.

Canadian buyers and subscribers may have their letters addressed to the London office of THE CANADIAN DRY GOODS REVIEW, 109 Fleet Street, E.C., London. Letters so directed will be kept or forwarded according to instructions.

MONTREAL AND TORONTO, APRIL, 1900.

WHEN WRITING ADVERTISERS  
 PLEASE MENTION THAT YOU SAW  
 THEIR ADVERTISEMENT IN THIS PAPER

### THE NEW TARIFF.

**V**IEWED, as we are bound to view it, entirely as a business proposition, the new tariff announced in Parliament by the Finance Minister possesses considerable interest for the dry goods trade. The increase in the preference for British goods from one-quarter to one third of the duty amounts, generally speaking, to a further drop of about 3 per cent. in the duties on imports in Great Britain.

Already, under the one quarter preference, the imports from Great Britain have increased a good deal. The further reduction will stimulate this growth of trade, and it would not be surprising if, a year hence, the volume of business between Canadian importers and British houses had not swelled to much larger proportions. As times are good in Canada, some of the increase of trade with Great Britain is probably due to

that fact. At the same time, the effect of the tariff preference has been felt.

The Canadian dry goods trade buy very largely in the British market, and the European competitors of the British manufacturers will now find themselves seriously handicapped in several lines in making Canadian sales. The British will correspondingly benefit.

The increased preference goes into force at a good time for the Canadian manufacturers who may be affected. The domestic mills are busy with home orders, and the market abroad is one of rising prices. This is especially true of Great Britain. The increased competition resulting after July 1 will not, therefore, be so serious a factor for the Canadian mills as if it came when the market was falling. Whether the lower duties could, in a depression of trade, be borne by our mills without disastrous results is a question that does not fortunately arise now. When such a condition does arise—as it may—that will be time enough to consider it. We commend very highly on this point the wise and moderate views of Mr. Andrew F. Gault, of Montreal, who speaks as one with large investments in Canadian manufacturing industries. Evidently, he hopes the best, which is, for the present, the most sagacious course for our manufacturers to take. Should they feel the pinch of the new tariff, however, it will be equally their duty to speak out plainly.

### ENGLISH SILKS IN CANADA.

An important change in the silk trade with Canada is announced this month.

Messrs. H. L. Smythe & Co. have been appointed the agents in Canada for the well-known Lister silks, which have formerly been sold exclusively through London wholesale houses, but which will now be sold direct to the Canadian wholesale trade by Messrs. H. L. Smythe & Co.

It is expected that the trade in English silks with Canada will largely increase, as many persons not hitherto reached will now be waited on by the Canadian selling agents. The silks affected by the change include plain pongee, plain lameline, fancy stripe, fancy check, and broche.

### NEW SELLING AGENT.

It will be somewhat of a surprise to the trade to learn that D. Morrice, Sons & Co. have resigned the selling agency of The Trent Valley Woollen Mills Co. This firm have held the agency ever since the mills were incorporated, about 20 years ago, but having sold out their interest in the mills (of which they were the largest shareholders), they relinquished the selling agency, as they represent only those companies in which they have an interest. We understand that the newly-appointed selling agent is Mr. Geo. H. Bishop. It is said that there are few men in the commission business who can cover the ground quicker than Mr. Bishop, and, as an originator of styles and new things for the mills, he has always held a position second to none. The new styles and ideas developed for the Hawthorne Mills were generally as good as were to be seen anywhere.