

O'LOUGHLIN BROS. & CO.,

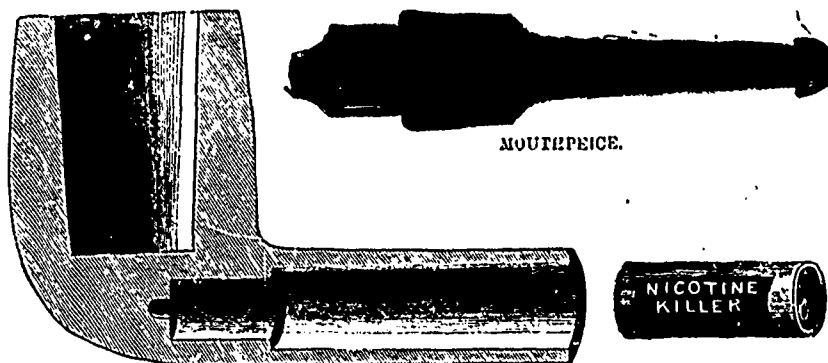
GREAT INVENTION

Anti-Nicotine Patent Pipe

This Pipe contains a purifier which is recognized by the highest medical authorities as a sure and effective destroyer of nicotine, and a perfect absorber of saliva.

Wholesale Paper, Stationery & General Jobbers
AND STEAM PRINTERS.

134 and 136 2nd Avenue North, WJNNIPEG.



Sorting Stocks and Long Credits.

Just now the sorting trade is brisk; that is, the new fashions and demands call for goods which were not ordered with the regular spring stock, and these new wants can be satisfied only from wholesaler's stocks. As this is the case, it may be opportune to consider, critically, this sorting trade.

There was a time when Canada knew very little of this sorting trade, when the merchant from the village came down to the city on an ox-cart and bought enough goods to last him six months. But the railway train has superseded the ox cart, the steamboat has displaced the canoe and ferry boat. And the consequence of this advancing civilization is that the sorting trade is indispensable. The quick communication between Canadian cities and those in the United States, Great Britain and Europe has led to a quick dissemination of fashionable ideas. The Paris, London and New York tastes soon penetrate into the cities and larger towns of this country. And a dealer cannot buy all his stock six months ahead, a month being too far ahead in many cases. Some classes of goods experience more than one change, as to the ruling color or quality, in a month; and this being so, how can any retailer do a proper business unless he has somewhere to place his sorting orders? He must have a house which has always the goods which fickle fashion dictates. The conclusion is that the house that has a full stock at such a season of the year as the present, satisfies many demands which a house with a small stock cannot do. If Guipure laces take an extra run, and every merchant who ordered a 100 pieces sends in a repeat for a similar quantity, only the house with a heavy stock for the sorting trade will be able to fill that order.

Having thus seen that the sorting trade is necessary to meet the tastes of quickly-changing fashion, it may now be pointed out that there are certain things which are detrimental to this sorting trade, and which tend to make those houses which carry a heavy stock in the sorting season dissatisfied with the kind of business they are doing. The first and great objection is that some houses presided over by suitable men, but men who lack the starch ingredient necessary to a stiff back-bone, find it convenient to sell goods during the sorting season with a dating of October 1st four months. In other words they give seven to nine months' credit. They do this because they count on the sorting trade as one in which they make no money, but simply get rid of the balance of the previous season's goods, which may be reasonable, but which is generally not. The houses which carry large stocks and have special facilities for doing a sorting trade are thus put at a disadvantage, because their customers want the long dating they get elsewhere on goods that are not so seasonable.

There is a certain ingredient of injustice in this business, and if the practice continues, then the sorting season will be spoiled, nobody will carry the stock necessary to meet the fashionable trade, and Canadian trade and tastes will degenerate, much to the detriment of the dry goods community generally. A wholesaler tells how one day in May, an eastern buyer entered a Toronto house and said he wanted to buy summer goods and wanted them dated October 1st. The wholesaler refused the demand, which the buyer himself admitted to be unreasonable. The latter went out, and returning after a few hours, declared that two houses had acceded to his wishes quite freely, and he had bought from them as far as their stock went. He then placed an order with the first house for goods which he could not obtain elsewhere, on regular terms. Surely the 1st of July is soon enough to commence dating goods October 1st, four months. The above example shows where the fault is—it lies with the wholesalers. They and they alone are responsible for the unreasonable, pernicious and destructive system of dating ahead. They worry and wiggle, hum and hah, and declare that the English jobbers come out here and sell goods on six months' terms, often really amounting to nine months' credit. This may be a slight excuse, but Canadian wholesalers should have as much sand as their United States neighbors, and declare that they will not be guilty of countenancing a system which renders the dry goods business a top-heavy structure. But they prefer to lose money in failures, to go with curtailed profits, and to grumble at the hard times rather than improve their lot by adopting rational methods. Some two years ago every wholesale house in this city agreed not to give October dating until July 1st (unless our memory is bad). Where is this agreement now?

British and Continental manufacturers sell on 30 to 60 days time. This discount of 30 days varies from 1½ to 2½ per cent, according to the class of goods. United States jobbers sell for 2 to 2½ per cent, 10 days; 1 per cent, 30 days; and 60 to 90 days net. Why shouldn't this obtain in Canada? There is some talk of the English jobbing houses shortening their periods of credit when they sell to the colonies. This is due to the recent Australian crisis. If credits are not soon shortened in Canada there will be a Canadian crisis, and the guilty will not be the only ones to suffer. But Canadian wholesalers are putting forward only flimsy excuses for the continuance of this diabolical and suicidal method. They have the cure in their own hands.

Certainly, it must be admitted that the retailer rejoices every time he secures a longer credit on a purchase. He sends in May to his wholesale house and asks for a shipment of woollens, say. He gets in \$2,000 worth of these goods and transfers the cases to his banker's warehouse until October, and obtains an advance on them sufficient to pay the duty on his foreign importations. Thus

the retailer hoodwinks the wholesaler and works on his good nature to obtain sufficient capital on which to run a fair-sized retail business. But the intelligent retailer recognizes that this is an unsound feature of Canadian trade, a trade which is otherwise very well grounded, as has been mentioned in a previous article, and we believe the leading retailers would welcome a change.

The terms which would be most suitable to Canada would be net 90 days, 2 per cent 60 days, or 4 per cent 30 days. If this obtained, the dry goods trade would move forward with increased energy, and there would be no danger of a crash if hard times happened to obtain. The man that cannot pay his wholesaler in 90 days had better be out of business. —Dry Goods Review.

Hides, Wool, Etc.

James McWilliam & Co., of Minneapolis, speak as follows in their circular of September 1:—

Sheep Pelts—The market is unchanged. There is no prospect of any improvement in prices at present writing, and as there is nothing to be gained in holding them we advise frequent shipments.

Hides—As predicted, there was a further decline in prices during the month. There is a little more demand for some grades of hides, but as there are only a few tanners in the market, they are enabled to control prices, especially as there are large accumulations of hides all over the country; consequently we do not look for any advance in prices for the present. Calfskins are more active, owing to the small supply at this season of the year, and we are enabled to advance prices slightly. A great many hides are arriving in a damaged condition through lack of proper care. We again caution our customers to salt their hides promptly and thoroughly.

Tallow and Grease—The supply of tallow is not very large, but prices have dropped back from August quotations on account of a very limited demand.

Seneca Root—Seneca root is dull and dragging. We note a sharp decline in price. Considerable old root is held over from last season, and the receipts of new root have been unusually large for so early in the season. This over supply has caused prices to weaken, and we believe it advisable to forward the root as fast as it can be got ready for shipment. Wash the root clean and dry it thoroughly before shipping.

Wool—Manufacturers are still loth to buy wool in any quantity, until the vexed question of tariff changes is settled. Receipts of wool are light as compared with last season, as our shippers have followed our advice, and are holding their wool to great extent, as it does not seem possible that prices can go much lower than they are at present.