

subordinate position, while here a man who has proved himself successful as a department buyer and manager is apt to think he ought to be his own employer, unless he and his staff get such salaries as make the cost of the department as great as a separate shop.

Let the specialty shops adopt the cash system, have some "leasers" to satisfy the bargain hunters, give their best personal efforts to both buying and selling, and they will no doubt be able to hold their ground. As to "Bargain days," that will probably cure itself, as the stores are rapidly driving a larger portion of their business into these days and doing comparatively little at other times, which means poor service on busy days and too much help on others. The general public will be better served and wealth and profit more evenly distributed by specialty shops.

ONLOOKER.

TORONTO PERSONALS.

Mr. S. F. McKinnon and his buyer, Mr. Pack, have returned from Europe.

Mr. W. A. Dewar, carpet buyer for John Macdonald & Co., sailed for Europe recently.

F. R. Hodgins, of Hodgins Bros., Clinton, was in Toronto wholesale houses this week.

P. H. Burton, of Toronto, sailed for Europe on July 24 per the Majestic from New York.

It is claimed that John Hallam, of Toronto, has bought most of the Northwest wool.

The Ontario Government has again leased the corner of Queen and Yonge streets, Toronto, to Mr. Philip Jamieson, which site he was occupying at the time of the late disastrous

fire. The lease is for 21 years at \$4,000 per annum, and a condition of the lease is that the tenant erects a fine building on the site.

Word has been received from England that Mr. Paul Campbell, of John Macdonald & Co., is rapidly recovering his health. He will shortly return home.

J. S. McKinnon, buyer for McKinnon & Co., Blyth, Ont., called on THE REVIEW on Monday. He was on his way to the Muskoka Lakes for a two weeks' outing.

The stock of the Colonial Manufacturing Co., Toronto, consisting of umbrellas, parasols, trunks, valises and other goods manufactured by the firm, was sold recently to McKendry & Co. at 50c. on the dollar.

Gordon, Mackay & Co.'s employees are enthusiastic sports. They have played several cricket matches already this season, and have a number of fixtures arranged for August.

Geo. Caudwell, of Brantford, has been in Toronto for the benefit of his health. The treatment received has benefitted him very much, and his old-time enthusiasm and energy have returned. For the last few days, he has been a constant visitor to the wholesale houses.

THREE DATES.

August 26th to 29th.
September 2nd to 5th
September 2nd to 14th.

Here are three dates to be remembered. The first is the date of the Toronto millinery openings. The second is the date of the Montreal millinery openings. The third is the date of the Toronto Industrial Exhibition.



DON'T MISS IT

The next number of **The Dry Goods Review** will be the **Special Fall Trade Number**. Don't miss it! As usual, it will be brimful of the latest ideas and news for the trade.

Advertisers requiring extra space should notify us at once. Space is limited, and the sooner we hear from you, the better position can we give you.

Last Day for
Copy is
August 23rd.

The Dry Goods Review

