

A TORONTO BUYER DROWNED AT SEA.

SKETCH OF MR. JAMES BLACKKEY, WHO LOST HIS LIFE IN THE "MOHEGAN" DISASTER OFF THE ENGLISH COAST.

MR. JAMES BLACKKEY, who was drowned in the ss. Mohegan disaster, off the Lizard, between the Manacles and the Lowlands, on the Cornwall coast, England, returning from his semi-annual trip to the European markets, was buyer for the firm of John Macdonald & Co., of Toronto. Mr. Blackkey had been in the employ of that firm for about 18 years, and, for the past



THE LATE JAMES BLACKKEY.

12 years, was buyer for their men's furnishing, haberdashery and fancy goods departments. He was an expert haberdasher, having served a regular apprenticeship in the west end of London, England. He came to Canada in 1873. Obtaining a position with L. Page & Sons, then known as the "London House," his ability as a salesman soon became known and his services were sought after. Crawford & Smith, who at that time were doing a first-class business in King street, gave

him a position, which, after some time, he resigned to accept a more lucrative one with John Catto & Son, King street. From there he secured a position with the firm of which he has been a trusted employe for the past 18 years, as already stated.

In conversation with Mr. Macdonald, shortly after the news of the sad disaster was confirmed by cable, that Mr. Blackkey had been drowned, he stated that Mr. Blackkey was very highly esteemed by the firm for his sterling qualities as a thorough business man, and that they sincerely and deeply regretted having lost such a valuable employe. One of the most prominent traits in his character was a fondness for and refinement of taste in water colors and works of art. His private life was devoutly spent in the interests of his family. He was an affectionate son, a faithful husband and loving father.

Mr. Macdonald also stated that they could not understand or give any explanation whatever why Mr. Blackkey sailed by that ship, as all the firm's buyers travel by the best lines. We extend our sincere sympathy to the bereaved family.

A QUEBEC ASSIGNMENT.

Charles E. D'Auteuil, who carried on a general dry goods business at St. Roch's, Que., under the name of P. C. D'Auteuil & Co., has assigned. A statement of the liabilities and assets has not yet been prepared, but the latter are known to be well up in the thousands. The principal creditors are M. Saxe & Son, J. W. Boudreau & Son, J. Eveleigh & Co., John Cowen & Co., Montreal; Walter Blue & Co., Sherbrooke, Lailey, Watson & Co., L. Buisseau & Co., A. Bradshaw & Co., Toronto, The Green Manufacturing Co., London, Ont., John Calder, Hamilton, Gaspard

Rochette, Quebec Clothing Co., Delille & Dion and Mrs. P. C. D'Auteuil, all of Quebec. V. E. Paradis has been named provisional guardian.

ACTION IN THE EXCHEQUER COURT.

AN action was entered some days ago in the Exchequer Court against Fitzgibbon, Schafheitlin & Co to recover some \$188,000—made up of duties and fines for alleged undervaluation of goods. The case is one in which a good deal of interest has been worked up. It was brought to the attention of the Dominion Government, in September last, by A. Kannengiesser, Berlin, Germany, who, it is said, was at one time in the employ of this firm. Fitzgibbon, Schafheitlin & Co. deny the claims; in fact, they say that, so far, neither they nor their attorneys have been served with notice of action, and that the whole thing is a conspiracy against them.

When Mr. Kannengiesser's charges of undervaluation were made, Mr. Schafheitlin answered the Customs Department by presenting the declarations of 200 German manufacturers that there was no undervaluation. The Government sent Hon. Charles Russell, their law agent in London, to Germany to investigate. He presented his report, showing contradictory statements, and the Government leaves it to the courts to get at the facts under oath.

At the time the case was first before the Customs authorities, capital was made against Fitzgibbon, Schafheitlin & Co. by travelers of competing houses. THE REVIEW pointed out the injustice of this, for which it was criticized in some quarters. THE REVIEW has yet no reason to regret its course. No matter how strong the evidence, a firm or an individual should be regarded as innocent until proved guilty. That the Customs authorities are not infallible is shown by the number of times they made improper seizures or took actions which failed.

On the other hand, if the Exchequer Court action is successful THE REVIEW hopes that there will be no compromising, but that the Government may inflict the extreme penalty.

MR. GIBSON'S APPOINTMENT.

The readers of THE DRY GOODS REVIEW will be interested to learn that F. James Gibson, the author of the series of articles on "Good Advertising," has been appointed general superintendent of Journeay & Burnham's dry goods establishment in Brooklyn, N.Y. The selection is regarded as an excellent one. Mr. Gibson, who, during recent years, has been advertising manager of Vantine's, was born at Whitby, Ont., in 1858. He received his education at Whitby high school. After a preliminary experience in office work and as a traveling salesman, he engaged, when still a young man, in the manufacturing business in Toronto, Ont. During this period he visited, more or less frequently, nearly every town and village in Canada, and acquired the knowledge of human nature and the art of salesmanship which have undoubtedly been of great service to him as an advertiser. To Mr. Gibson is due the formation of the Sphinx Club, an association of New York advertising men. In Mr. Gibson's position at Vantine's he won golden opportunities. He is a man of ideas, and he puts them successfully into practice. The interest taken in his contributions by DRY GOODS REVIEW readers has been very great.

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