

bundles and mail each teacher a bundle sufficient to go around the school. They then write the teachers asking them to distribute them, and for the trouble this will entail they give them a discount of 10 per cent. off their purchases (for their personal use) during 1894. They have found excellent results from this method of advertising.

The Williams, Greene & Rome Company, of Berlin, have made a settlement with their creditors, and will continue the business as formerly. The company pays the creditors 60 cents on the dollar as a compromise, and they are now in as good a shape as ever they were, being \$40,000 ahead. The usual number of hands will be employed, and the ten travelers will be sent out on the road again as soon as possible.

The Richmond Water Power Co. has another factory project in view, that of the manufacture of trunks, valises and satchels, in wood and leather; to employ from twenty to forty hands. The company had an interview with the Melbourne Council in regard to restoring the bonus of \$2,500 voted to the dam, of which the company had not availed themselves.

One of THE REVIEW'S canvassers writes thus from Victoria, B. C.: H. Knowles, representative of the Dominion Suspender Co., has been my companion on part of the trip and he is a hustler. Moreover, all the furnishing men tell me that the line of goods sold by this firm beat anything on the continent. From this, the bulkiness of Mr. Knowles' orders can be readily explained. Mr. Knowles has been connected with this company for four years.

During the eight months ending August 31st. the United States importation of free goods declined from \$303,267,483 to \$269,897,164. The dutiable imports declined from \$275,757,277 to \$183,030,177. The exports declined from \$517,025,698 to \$504,463,442. The United States decline in imports is thus about 22 per cent., while exports declined only about 2 per cent. Canadian imports declined fully as much, but the exports increased about seven per cent.

The Toronto Empire of the 12th inst., says in its dry goods report: A gratifying feature of payments of late is the increased amounts received from merchants in Manitoba and the North-West. Wholesale houses here who do business with the west-erners are outspoken in their regard for the pluck shown by the merchants, as a class, of Manitoba and the North-West. "There is scarcely an instance," said a leading jobber to-day, "of a retailer in the west offering to compromise. They talk nothing less than 100 cents on the dollar. When a retailer in the older provinces gets into a hole there are any number of lawyers and assignees to talk him into a compromise, and the outcome is that he throws up the sponge with the idea of making something for himself out of his assignment. My experience with the merchants of Manitoba and the North-West, however, is that they will fight against adversity, and eventually make their payments in full, coming out of their difficulties with honor to themselves and credit to the trade."

#### AMONG OUR READERS.

ST. JOHN, N. B.

"MY experience," said Fred. A. Dykeman to THE REVIEW, "is that window dressing is one of the most important departments of my business. On a much frequented thoroughfare, such as this one, the number of people who pass and see the window are greater than the number who read the paper. I have tried the experiment of advertising—and I am always using

the four dailies here—a good line and then putting another equally fine but different lot of goods in the window, and the results from the latter were quite as good as those from the papers."

Chas. A. Everett, of C. & E. Everett, thinks they have the longest established hat, cap and fur house in Canada. His father began in 1824, and he went into partnership with him in 1848. Their present position is within 200 feet of the original stand. Mr. Everett at one time represented his constituency in the Dominion Parliament.

A. O. Skinner goes to Montreal about September 25 to make next season's purchases of oil cloths. If any of the importers have something extra in carpets he might be induced to look at them.

S. C. Porter, who carries a very nice stock of dry goods, buys largely from Stewart & McDonald, Glasgow. He has been dealing with them constantly for over twenty years, being formerly with the late firm, Turner & Finlay.

C. B. Robertson, of Daniel & Robertson, is in New York purchasing notions for the winter trade. He is laying in a stock of American fringes, draperies, shaker flannel, blankets. The latter, by the recent change in duty, he is able to buy to better advantage there than in Canada.

John Calder does a steady trade in general dry goods. He imports the bulk of his supply from Glasgow. "They are giving us goods now in any quantities we want," said Mr. Calder to THE DRY GOODS REVIEW. "They will cut the better qualities of dress goods in dress lengths, 6½ or 7 yds as we want them. In cheap goods they will send out two or three dress lengths."

"We are doing a very nice business in mantles and dress goods," said B. J. Dowling, of Dowling Bros., to THE REVIEW. "We buy most of them from Berlin, but we occasionally get a few from the west. Alexander & Anderson, Toronto, sold us a nice line last year; they were very good, but a little too good for our trade here. We make up quite a few ourselves during the season. We had a tremendous demand for the tight-fitting jacket with leg-of-mutton sleeves, and could not supply it. Our fall goods are just arriving now, and we look for a run on jackets with large stitched revers, with a leg-of-mutton sleeve considerably larger than last year."

MacAulay Bros. & Co. are doing a jobbing business in hosiery, lace curtains and a few lines of ribbons. These they import direct, and sell to one firm in each town only. They have been doing this trade for the past eight years, and find it works very satisfactorily. It gives them a profitable line, and the retailers get something in which they have no local competition. They send their samples by mail, and retailers order from them. They have done a little business west, but have not pushed it."

Charles K. Cameron makes a specialty of corsets, and probably does the largest business of this kind in St. John. He has a special make, "Cameron's Health Corset," which is not only popular, but is a good advertisement for him. The other half of his store is devoted to millinery and fancy goods.

The wholesale and retail trade who waited on the two commissioners from the Dominion Cabinet on the tariff reform last fall agreed that 25 per cent. all round on dry goods would be ample protection for any manufacturer, and no dealer would object to this. Some of them who urged this wonder why their suggestions were not adopted, and now ask that the notes of interviews be published to show how far the Government followed the recommendations of the trade.

Kinnear Bros, who began in the men's furnishing business last spring, have a good stand just next the Royal hotel, in which they are catching a good deal of the extensive travel which has been passing through St. John. They divide their shop with C. B. Pidgeon, a merchant tailor, and both have found this an advantage, as the trade of each draws in customers for the other, besides dividing rent. Harrison Kinnear spent a few days in the early part of the month among the Montreal jobbers.