

NO PROFIT IN CHEAP GOODS.

A manufacturer's agent who has ~~become grey while selling textiles~~, had a tale of woe for us the other day. He represents a German house, the fabric productions of which are renowned the world over because of their superior excellence. "I can't sell our goods," he remarked. "They tell me there is no longer a demand for really good fabrics; people now-a-days want something cheap, paying but little consideration to the matter of quality. The fault, to my mind, rests not with the public, but rather with the merchant and his assistants. Should a woman gaze at the shop windows visions of low prices stare her in the face. When she enters the store the first object that meets her eyes is the 'bargain counter,' while the clerk in attendance displays first, last and always cheap goods. A low price is the worm with which he baits his hook. Possibly it is the quickest way to land the fish, but with different bait and more skilful ~~angling~~, in the long run better results would be obtained. For not every sort of fish, or even the best sort, can always be caught with that bait."

The words of our informant contain some truth. The public may have a weakness for low-priced goods, but the merchants are not wise to encourage that liking to the exclusion of considerations of quality and wear. There is more money alike for manufacturer and merchant in making and handling the better and more durable qualities of goods, and in consequence every energy should be turned towards pushing the sale of such descriptions. A clerk who is credited daily with a large volume of sales has not necessarily done his best for the house. If his work had been performed with more care and judgment—although more slowly—the element of profit might play a more prominent part in his department.

DRY GOODS JOTTINGS.

Linens are easier both abroad and locally.

The feeling abroad appears to be strong for velvets this winter.

The manufacture of mohair began in England as early as 1830.

Golf capes of Scotch tweed with plaid linings are selling well. A Toronto firm turns out some very jaunty ones.

The silk trade is apparently dead; the holiday season will, it is to be hoped, bring life again to certain lines.

A large double display window of a King street merchant is filled with silks of endless variety in shades, and all marked at one price, 50c.

An advance has been made abroad in the prices of certain glove materials, namely, chamois skins and skins suitable for eight-button suede gloves in medium grades.

The wholesale houses have now completed their stocks of handkerchiefs for the holiday trade. Some beautiful Japanese silk, Swiss embroidered and linen goods are being shown.

Messrs. C. M. Lampson's London fur sales closed on the 19th ult., having occupied three days, and it has been roughly estimated that skins to the value of about £150,000 were disposed of.

"Most of the wholesale Canadian buyers," says the Bradford correspondent, "who were in Bradford have gone to Scotland and the Continent, but are expected to be back here later on to complete their purchases."

Economist predictions for next spring's dress goods favorites are: "Mohair favored for next season"; "transparent weaves to the fore"; "the prominence of black goods"; "crepons increasing in popularity."

The clothes may make the man:

But it's a struggle all his life

To keep from going broke

When he's getting them for his wife.

—Chicago Inter-Ocean.

Exports of silk handkerchiefs and piece goods from Yokohama from July 1st to October 10th last: handkerchiefs—to America, 357,396 dozen; to Europe, 114,040 dozen. Silk piece goods—to America, 73,575 pieces; to Europe, 35,041 pieces.

Toronto dry goods circles have witnessed the advent of another wholesale house this week. The Merchants Import Co., as the new firm is styled, will deal exclusively through samples, and in saving the interest upon moneys invested in stock, claims to be in a position to give satisfactory terms to close buyers. Mr. John Northway, who has won considerable fame as an import buyer, is the inspiration of the new company, which has situated itself on Bay street.

It is very much to the credit of Mr. James P. Murray, of Toronto, that he has, as we learn from an item in the *Carpet Trade Journal*, which we copy elsewhere, been the means of floating in so important a manufacturing city as Philadelphia a new industry with a large subscribed capital. The reputation that chenille axminster carpet has already made amongst us leads to the belief that this fabric will obtain great vogue in the larger market of the United States.

A correspondent writing from Leeds, Eng., says: Except in the case of the principal London buyers, not much attention is given to the new patterns of coatings, suitings and mantlings which are there to pick and choose from for the coming spring trade. The buyers from the north and west of England are giving their attention mostly to medium and low fancies in unions, cheviots, and tweeds. These are not selling at as high prices from manufacturers' hands as was expected before the last wool sales began, and Scotchmen in particular seem to appreciate this state of the case to the full. The best known firms have sufficient orders on hand for the present for fancy worsteds, serges, and vicunas, the quotations in which cases are scarcely at all different from those of twelve months ago.

The *Drafter's Record* contains the following paragraph of Canadian "personals": "Recent arrivals from Canada include Messrs. George Hyslop (Messrs. Hyslop, Caulfield & Co., Toronto), R. E. Burns (Messrs. Cornell, Spera & Co., Winnipeg), R. C. Struthers (Messrs. R. C. Struthers & Co., London, Ont.), and W. T. Minnes (Messrs. Macree & Minnes, London, Ont.). Mr. P. H. Burton (Messrs. Caldecott, Burton & Spence, Toronto), has, I understand, returned home. Mr. Burton completed his hundredth trip across the Atlantic some time ago. Mr. Stobart (Messrs. Stobart, Son & Co., Winnipeg) has been the principal buyer from Manitoba this season. A report was current recently in the north that Mr. Stevenson (of the Dominion Colored Cotton Mills Co., Montreal) was buying machinery in Lancashire, but I believe that his visit was in connection with the purchase of certain grades of goods not made by the company with which he is connected."

PRESCRIPTIONS FOR DRUGGISTS.

Opium is firmer.

Quinine remains steady.

Shake before using—dice.

Chlorate of potash is easy abroad.

Pineapple juice is said to have cured diphtheria.

Cod liver oil continues firm in primary markets.

Spice markets at home and abroad are quiet and easy.

Manufacturers in London are said to be cutting prices of bismuth salts.

A transaction was made in senega root in New York during the week at 29½c.

It is said that thymol applied to warts will cause them to shrivel and disappear.

Toilet soap, in the form of paper, but slightly larger than visiting cards, is used in France.

Carbolic acids, crude acid crystals are dull in English markets, and the tendency is for lower prices.

Lyman Bros. & Co., of Toronto, report an increasing demand for chloroform and sulphuric ether in concentrated preparations for anæsthetic purposes.

Lactucarium increases the efficacy of camphor in the treatment of chordee. They are combined in equal proportions, say two grains of each to a pill, and one or two pills given at bedtime.—*Druggist's Circular and Gazette*.

The *Reporter* lists the following drugs as advancing in price: Opium, morphine, beeswax, caffeine, cod liver oil, balsam tolu, asa-fœtida, ginseng root. On the other hand, menthol, balsam fir, juniper-berries, senega root, coriander seed, have declined in value.

Two young ladies recently walked into a Bedford avenue drug store and one said to the green young clerk, "Lettuce cream, if you please." "All right," replied the astonished young man, "scream away, if you want to, the boss won't be back for an hour."—*Wechsler & McNulty's Weekly*.

At the last auction sale of cinchona bark held in London, Oct. 16, the following proposition was submitted: "That with the decreased and decreasing interest the London bark market now offers to quinine manufacture, the remaining auctions for 1894 should be held Nov. 13 and Dec. 11, and that throughout 1895 they should be held not oftener than monthly."

Crousel (Bul. Soc. Pharm. Bord.) recommends the use of citric or tartaric instead of sulphuric acid, for dissolving quinine, as the bitter taste is not so much developed, and they harmonize better with the digestive fluids, and do not lessen their action. To render soluble one gram of quinine sulphate, he uses 20 centigrams of tartaric or 60 centigrams of citric acid.

A filter for acids has been patented in Berlin, an ingenious chemist having discovered a means of preparing a tissue which is unsurpassed in filtering liquids of decided acidity. Cotton cloth is steeped for about an hour in nitric acid of 40-50 degrees B. After the immersion the