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THE CANADIAN TEXTILE DIRECTORY

A Handbook of all the Cotton, Woolen and other Textile manufactures of Canada, with lists of manufacturers, agents and the wholesale and retail dry goods and kindred trades of the Dominion, to which is appended a vast amount of valuable statistics relating to these trades. Fourth edition now in hand.

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Editorial.

PATTERNS AND PRICES.

Many of our Canadian manufacturers are too stay-at-home in their habits. Even when they do go abroad it is either with too good an opinion of what they have left behind them to desire new ideas or with too humble an opinion of themselves and their means to believe that they can take home what they see abroad. We want more adaptability among our manufacturers. We want our old firms to show us new patterns. Of course there may be too great activity in picking up points abroad, as we are

reminded by the story of the mill which surprised the trade with samples of unusual excellence—which were imported from Great Britain. But novelty must be had just as quality must be had. The days when certain patterns could be counted on as standard are gone completely. Every farm house and logger's shanty in Canada receives its paper, monthly, weekly or daily as it may be, and none can escape the catalogues of the departmental stores. Then, if even the poorest and most remote know what is the prevailing fashion in the centres of light and learning, what is the use of turning out year after year sheets of patterns that are hopelessly "out" and that can only bring orders through furious price-cutting or from buyers who scent the return to power of a long discarded favorite. These things are being done every day in our mills. Our attention is called from time to time to goods of excellent quality that should find a profitable market, but fail to do so save on the "cut and come again" principle.

CLOAK AND CLOTHING MANUFACTURERS.

A short time ago S. F. McKinnon, the Toronto merchant, and F. Buchanan of the Empire Cloak Company, had interviews with Sir Wilfrid Laurier and Sir Richard Cartwright in regard to the suggestion of an American trade paper that Canadian cloths be admitted in the States in bond to be manufactured into ladies' cloaks, and sent back duty free into Canada. The cloak-making business in Canada, Mr. McKinnon says, is so far as wages and conditions of labor are concerned a far better one than in the States, where the foulest sort of sweating is practised and the Jews have forced wages down very low. Piece-work prices are higher in Toronto, in some sorts of work 50 per cent. higher, he states, and girls can make \$10, \$12 and some experts as much as \$16 a week. It is unfortunate that the evidence submitted by these gentlemen to the Government was not available when W. L. M. King was making his researches into the condition of the clothing trade in Toronto. Mr. King states the average wages paid in a number of lines, even going into minute matters such as price of thread, the cost of button holes, etc., and his figures are just about one-quarter of those submitted by the manufacturers. Mr. McKinnon says cloak makers earn \$10, \$12 and \$16 a week. Mr. King says that clothing makers earn \$2.50, \$3 and \$4 a week. But now the work is nominally different, military and post-office uniforms are the subject of Mr. King's enquiries, while mantles are the subject of the manufacturers' evidence. Now there