

mott avenue, and include the latest and most fashionable lines of high class dry goods. They are turning more and more, as the business grows, to the better and finer lines of goods, and it is pleasing to know, have always been able to carry their customers with them. In the new building a special department will be maintained for gents' furnishings.

In order to keep abreast of the times it is necessary for buyers nowadays to visit not only British markets but those of the continent as well, such as Berlin, Paris and all leading centres of fashion, and for this purpose, while away this time, Mr. Campbell visited Paris, where he bought extensively and observed the tendency of styles. On his way home he visited Boston and New York for the same purpose.

A. S. Binns, wholesale buyer for R. J. Whitla & Co., accompanied Mr. Campbell on this trip, and gave his attention specially to purchasing dress goods, silks, etc. Of these Mr. Binns has succeeded in selecting a stock that will exceed in quality and appearance anything ever shown in this country before.

DRY GOODS TRADE NOTES.

Dress goods will be popular this year for Christmas gift purposes.

Lowest grades of saxouys were made the subject of a 5 per cent advance at Toronto a few days ago.

Cape wools have advanced 10 per cent at shipping points. Both Canadian and United States wools are strong in the home market.

In tartans, which are selling freely just now, a feature is the Elliot plaid. It is the tartan of Lord Minto, the Governor-General of Canada, and is meeting with a popular demand.

Plaid skirts and warps are nearly a 1-4c to 1-2c higher at New York than the schedule adopted two weeks ago by the southern spinners, while 2-30s to 2-50s are 1c to 3c higher, and scarce at that.

A large old country manufacturer of woollen goods cabled last week that fine Australian and Cape yarns have been advanced 15 per cent over and above all previous advances of this season. The supply of fine wools is at present much below requirements.

Very handsome Canadian homespuns are being shown this season which it would be difficult to tell from imported goods, either in color, pattern, texture or general finish. They are selling freely to those who wish to have up-to-date dress goods in stock.

The demand for coarse woollen dress goods has improved greatly this fall and no up-to-date retailer can afford to be without a stock of this line in the popular patterns now being shown by wholesale houses. They are put up in dress lengths, which enables the retailer to show a much larger range of goods.

The first time a man goes up in a balloon he realizes how frail are the ties that bind him to earth.

A philosopher says a man occasionally gets light on a subject by scratching his head. So does a match.

The mild weather has largely reduced the consumption of coal and wood fuel so far this season. Plowing is still going on in the country, and with such a long open season, farmers should be enabled to plow all the land they wish to. The open weather also effects a great saving of winter fodder for cattle, which are still grazing out on the prairie.

THE COMMERCIAL MEN.

WM. HARGREAVES

Our subject of illustration this week is one of the best known commercial men on the road in the west. Mr. Hargreaves has been a resident of Manitoba for the past twenty years, and he has been on the road about eighteen years of this time. He was connected with the retail hardware trade in Winnipeg for the first year or two after coming west, but gave this up to go on the road for the firm of A. Ramsay & Son, wholesale palats. This firm had a branch house in Winnipeg, which was later discontinued. Mr. Hargreaves left this firm to take a position with the wholesale paint and glass house of G. F. Stephens & Co. His connection with the latter house has endured for the past fourteen years, and still holds good.

Mr. Hargreaves is an Englishman by birth, but resided at London and Brockville, Ontario, before coming west. The publication of his portrait is of special interest at the present time, in view of the fact that it is expected he will be elected president of the Northwest



WILLIAM HARGREAVES.

Commercial Travellers' Association, at the meeting to be held this evening. During the past year he has filled the position of vice-president of that organization. He is also senior councillor of the local council of the United Commercial Travellers of America, all of which indicate the high esteem in which he is held by his fellow travellers.

AMONG THE TRAVELLERS.

E. M. Kallmeyer was in the city this week.

Wm. Hargreaves, of G. F. Stephens & Co., Winnipeg, went west this week.

Joe. Mundie came in from the west for a short time this week, going out again a day or two later.

Geo. N. Jackson, western representative of the Walter Woods Co., will go east next week, to remain for the holidays.

The employees of the D. McCall Co., Ltd., wholesale milliners, Toronto, gave a farewell supper to F. Robbie, on the eve of his departure for Winnipeg, to represent the company in the west.

S. R. Morden, of John Calder & Co., Hamilton, was taken to the hospital

at Calgary on Thursday, suffering from a serious attack of appendicitis.

The annual general meeting of the Northwest Commercial Travellers' Association for the nomination of officers and board of directors for the year 1900 will be held at the board of trade rooms, Winnipeg, on November 25th at 8 o'clock.

Railway Construction Notes.

About sixty men were sent from Winnipeg to Savanoo on Tuesday for construction work on the Ontario and Rainy River railway.

The Southeastern railway track is now at a point 97 miles from St. Boniface, a distance from the boundary of 10 miles. From the end of the track the distance to Warroad river in Minnesota is about 16 miles. Track-laying will be continued and completed to the latter point before the middle of December.

The Northern Pacific extensions in Manitoba will be completed about December 1, when regular train service will be started. The new work includes a short branch north from Portage la Prairie, and an extension of the Winnipeg and Portage branch about 20 miles westward from the latter place.

The Canada Northern or Dauphin railroad has been extended to a point on Birch river in township 33, range 26 west, being a distance of fifty miles for this section's construction. Track-laying is still proceeding and about ten or fifteen miles more will be covered this fall. On the Gilbert Plains branch about twenty-five miles of line has been graded and fifteen miles of iron will be laid this season.

H. D. Lumsden, consulting engineer of the C. P. R., who has charge of the construction work now going on on the various extensions of the line, states that very satisfactory progress is being made. On the Waskada extension eight miles of rail has been laid, Goodlands station having been reached. On the Pipestone branch three miles of track has been laid from Antler. Grading work is also progressing with the favorable weather. On the line from McGregor, 21 miles have been graded. A construction gang is now at work on Lac du Bonnet line, 31-2 miles being now graded. The Snowflake line is in running order.

W. K. Elliot, senior partner of the Elliot Furniture Co., Carman, is dead.

The last of the Canadian Pacific railway steamers will leave Owen Sound for Port Arthur and Fort William, weather permitting, on Tuesday, Nov. 28.

The land department of the C. P. R. offer to pay holders of these eastern excursion tickets this year a commission of \$10 on each quarter section of C. P. R. land sold through their efforts in the eastern provinces.

Bright & Johnston, wholesale fruit importers, Winnipeg, will supply their customers, as usual, with a calendar for \$1900. The subject of the illustration is very appropriate, being a life like representation of a luscious dish of fruit.

C. C. Van Norman, of the Harvey Van Norman Co., Toronto, boot and shoe manufacturers, was in Winnipeg this week on a business trip. It is likely that this concern will greatly extend its western connections in the near future.