

CANADIAN DRY GOODS IN AUSTRALIA.

THE Corticelli Silk Co., Limited, have recently opened a branch of their business in Sydney, Australia. They feel confident that Australia can be made a good market for Canadian dry goods, as well as for other manufactures. At present they intend to confine their Australian trade wholly to threads; but, with the development of trade, braids, in which they expect to do a large business, and all other lines will be introduced.

The bulk of the trade in Australia in silks, etc., has hitherto been carried on by English firms; but, as they only export spun silk, and the Corticelli people intend to place neat silk, a much higher class of goods, on the Australian market, it is not likely that the English merchants can rule the market. "Though," said Mr. Milligan, of the Corticelli Co., "as yet the Australian merchants have not used neat silk to any extent, and the people will have to be educated into its use. Our manager there, Mr. Robt. McPherson, reports that the Australians appear to regard Canadian-made goods very favorably, a number of firms doing good business in many different lines. We intend to export only Canadian-made goods, feeling sure that the present cordial relations existing throughout the Empire will make these goods a success. Australian buyers have in the past done business with our American factories, but we do not think that we can make American-made goods as popular as those made in Canada."

"A great deal depends upon the fiscal policy of the new Australian Commonwealth. At present, New South Wales is the only free trade colony, while all the others have a protective tariff, so that it is likely that the policy of the majority will be adopted. We do not intend to manufacture in Australia for some time yet, even if business should warrant us in doing so. We find that we can manufacture in Canada cheap enough to cover the cost of the freight there. As yet, we have shipped all our goods from Vancouver."

Mr. Milligan thought that a good trade could be developed in all lines of dry goods, and that there would never be any better time than the present to introduce Canadian goods into Australia, so many things having tended during the past few months to interest the people of the Island Continent in Canada and Canadians.

FLAGS! FLAGS!! FLAGS!!!

A very complete assortment of flags will be found at P. Garneau, Fils & Cie's., Quebec—Dominions, Union Jacks, Ensigns and Tricolors, in 1 yard, 2 yards, 3 yards, 4 yards, 5 yards and 6 yards.

THE P. O. CORSETS.

A notice from the Parisian Corset Co., of considerable interest to the trade, has just been made. They announce that in future the only corsets having the patent safety pockets will be the "Empire" and the "Flora." The trade, therefore, will take notice of this and order by the correct names.

A SELLER.

Another novelty introduced by Brush & Co. is the "All-Ways Ready" skirt holder, which every well-appointed store should have in stock. It is surprising how a small novelty will attract custom to the store that introduces it, and at this season the "All-Ways Ready" skirt holder is just such a

novelty. As its name indicates, it is all-ways ready, as no sewing is required, and the waist and skirt are always in place when worn. We were surprised to note the attention this little article—25c. article—aroused in one large departmental store where it was being demonstrated, requiring two clerks to serve the customers.

IMPORTED ELASTIC GOODS.

An interesting announcement in elastic goods is made by A. Stein & Co., 218 Market street, Chicago, Ill., in another part of this issue. They offer to send sample lines to any Canadian merchant who is desirous of seeing their goods, which include many numbers of fancy garters, ranging in price from \$7.50 per gross to the highest priced goods of this class. The better grades are all put up in nice lace-edged boxes with glass covers.

They also show a complete line of hose supporters, of which the "Flexo-grasp" is one of the features. These and other novelties are brought to the attention of the up-to-date merchant who is invited to send for samples.

The Review's Directory of Agents.

British, American and Foreign firms who are looking for Canadian connections will find in this column the names of leading agents who are eminently fitted to represent them in this country.

R. FLAWS & SON, Manchester Bldg., Melinda St. **Toronto.**

Dry Goods Commission Agents.

Representing: { Wm. Simpson, Sons & Co., Philadelphia, Pa.
Prints, Linings and Draperies,
CARTWRIGHT & WARNERS, Limited, Loughborough, England,
Hosiery and Underwear.
D. SANDEMAN & Co., Leicester, England,
Yarns and Warps.

A. ROLAND WILLIAMS Manufacturer's Agent, Room 200 McKinnon Bldg 19 Melinda St., Toronto, Woollens, Silks, Ribbons, Gloves, Fancy and Staple Linens, Felt Hats, Dress Trimmings, Canvas, etc.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word each insertion; cash in advance. Letters, figures and abbreviations each count as one word in estimating cost.

SITUATION VACANT.

WANTED—A PUSHING YOUNG DRY GOODS MAN FOR early Fall. Must be good window-dresser and successful dress goods salesman. Position is permanent. Address, with full particulars, "DRESS GOODS," care DRY GOODS REVIEW, Toronto. (7)

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