

## JOBGING AND MANUFACTURING TRADE.



**COTTONS AND WOOLENS.**—There are no new developments in prices, and the trade in these articles keeps moving on evenly and satisfactorily. Cotton continues firm. From all we can learn the cotton mills are not stocking up, and if they would take the advice of the trade they will keep their manufactured goods at as low a point as possible, this being the only danger that confronts the cotton trade at present. There is a good demand for all classes of heavy woollens for the fall season.

**DRESS GOODS.**—There has been a fair demand already for fall dress goods but parcels are small.

We were shewn some charming designs in chevrons which will undoubtedly be in large demand for high-class trade. There are also some pretty designs in diagonal historicos, co'rados, and spoletto rayes. Buyers seem to be guided entirely by what they believe will be in most request in their particular district, and it cannot be said that there is any general preference for color or effects.

**TWEEDS AND WORSTEDS.**—There is very little demand among jobbers for English tweeds as the Canadian tweeds and worsteds are crowding them out. In the better class of English tweeds there is a greater demand for the fall trade than the spring as the duty almost prohibits the importation of the inferior lines. There is, however, a considerable demand for imported worsteds both for fall and spring. There is a better demand now for worsteds than tweeds owing to the duty and also to the Canadian mills making a better article than formerly. As showing the immense variety of Canadian tweeds and worsteds in the market we saw the other day over 7,000 different samples from the Montreal Woolen Mills alone.

**COTTONADES.**—There is a big demand for cottonades by jobbers everywhere.

In other lines, not enumerated, there is a steadily increasing demand from the retail trade which would indicate that the prospects for a good fall and winter trade are bright at least it is to be hoped so.

## MANCHESTER DRY GOODS TRADE.

Reports to hand, says the Textile Mercury, are extremely disappointing, for although rumour is afloat that one well-known concern will pay a larger dividend, there is evidence that as a general rule business has been below the average during the first half of the year. Repeats have not been numerous, and it is feared that stocks in the hands of drapers are also rather large. Local printers early in the season sold some pretty designs in imitation of the woolen dress effects in spots and checks, which have been selling for some time. Unfortunately the weather was against sellers, and the goods have not gone off so well as was expected. Laces, too, have been disappointing, and the June half ends on the whole unsatisfactorily. With reference to the jacquard effects in dress goods, which have been selling for some time, there is a tendency to discard the goods in favor of other and new styles, amongst which camels' hair stripes may be mentioned. The fabric possesses irregular lines of raised stripes similar in appearance to the fibre from which they are named, and German manufacturers have, we believe, produced some striking effects by this method. Carpets are extremely quiet, and the feeling as to the future is one of uncertainty. The United States market yearly becomes worse, only a few manufacturers being able to produce an article that can be sold on the other side in face of the heavy duties which are imposed upon them. The decline this year as compared with last is startling. The position is somewhat the same in the print trade, where designs of the very highest character are alone sold for the American market. In the fancy flannel branch sales have fallen off since Messrs. W. and J. Anderson, of Glasgow, and others opened the factories in the United States. American

"domets" of cotton, with the surface raised as in flannelettes in order to give it the appearance of fancy flannel, for a time interfered with the business. With reference to the new French tariff, it is understood that while imposing duties of 180 and 150 francs respectively as maximum and minimum rates on serge de berri, the Commission will enforce on carpets of mixed wool a duty equal to that on all-wool goods. As to serge de berri the Commission have expressed the opinion most emphatically that the existing protection is insufficient. The proposals with reference to dress goods have been slightly modified. The item now reads. Dress goods weighing not more than 250 grammes per square metre, 211 and 140 francs. The decisions with reference to grey cloth velveteens and other cotton goods are awaited here with some anxiety. It is considered probable that Spain will decline to enter into fresh treaty arrangements with France if the present ultra-protectionist proposals are carried out, and as she will raise her duties next year, it is hoped that this country will be placed on a better footing than France.

## NEXT SEASON'S COLORS.

Referring to the colors for next season, the Paris correspondent of the Warehousemen and Drapers' Trade Journal says: Fashion favors almost every shade of pink, running from wild rose pink to deep rose color, from old rose to "neille," and from china pink to geranium. Fresh blues carry the day just now, although what are understood by gray-blues are still a great deal worn, but these really ought to be classed among the neutrals along with the slates and lavenders. Gray-blue is often obtained by the weaving of darkish blue with white, just as a varied scale of pink is the result of combinations of different reds with white. Warm yellows are more in vogue than cold ones—that is to say, golden yellows, maize, amber, marigold yellow, with a brown or a red tone, now bordering on russet, now approaching more or less nearly to orange, and not greeny yellows. Very little actual red is worn, though scarlet and crimson crop up in millinery, trimmings, etc., or are introduced in small quantities in the designs on figured fabrics. A decided movement in favor of green has been noticeable of late, more particularly very light shades of rather bright positive green, which would seem to denote that this color will be fashionable next winter. The wings and crape draperies with which so many hats are now trimmed, are often in eau-de-nil or absinthe green, which harmonize equally well with pink or mauve. Pale green silk is also often used as a background for lace and other transparent tissues.

## MAINTAINING PRICES.

A merchant is just as much entitled to get from customers, in the money received from goods, a legitimate profit as to get the cost of the goods, remarks a contemporary. The merchant cheats himself who sells goods without a profit. It would be a good thing for some merchants, and it would not hurt any, to write out the last two sentences, underscore them in red, and stick them up in their counting rooms where they will often meet the eye. Experience has proved that more goods can be sold at good prices firmly maintained than can be sold under the price-cutting policy. The merchants who have achieved fortune and success are those who have made it an invariable rule to make a fair profit on every sale. A man who charges a good price shows he has confidence in his goods, and the very fact of charging a uniform price impartially to all necessarily begets confidence in the customer that the goods are right and desirable. When a merchant runs down his own goods by letting down the price, the customer may well entertain a suspicion as to their character, and, if he is after first-class goods, seeks elsewhere.

## HE HIT THE NAIL.

"When a man makes a large fortune, what do the people say?" asked the teacher.

"That he is fortunate," replied the bright boy. "That's right. Now, when a man fails in business, what do they say?" "That he didn't advertise."—Ex.