

## A NEW COMPETITION.

Three Handsome Money Prizes.

Closes June 1st.

**S**UCCESS having attended the first prize competition held by THE DRY GOODS REVIEW, a second is now announced. The subject is one which should interest every dry goods retailer, and the best men in the trade will no doubt enter the lists and contest for supremacy. This subject:

### How to Draw and Keep Trade

is a difficult one to treat, and one which will require much thought. Every merchant has his own methods and his own ideas, yet there are certain general principles which can be laid down as the basis of success. After these, there are numerous minor plans and details which are always considered useful by the live retailer.

To those who will write we would say: Stick to your text, have an idea in every paragraph, arrange your ideas logically, avoid wordiness, and quit when you have said enough. You will thus be enabled to produce a short, crisp essay, full of ideas and quite readable.

We hope for an increased number of essays in this competition. Twenty-two wrote last time, and as it was the first of its kind in Canada, we were satisfied. This one should bring out more writers. The great dry goods trade is filled with brainy men, and the rest desire to exchange ideas with them. It is this interchange of ideas which will educate the trade, place it on a higher plane, and produce an esprit du corps which will be beneficial in more ways than one.

The following are full particulars of the competition:

A first prize of \$15, a second prize of \$10, and a third prize of \$5, are to be given by this journal for the best essay on the following subject:

### How to Draw and Keep Trade.

The rules of the competition shall be as follows:

1. All the competitors must be devoting their whole time to some branch of the retail Canadian dry goods trade, and must be subscribers of this journal.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, DRY GOODS REVIEW, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than June 3rd, and awards will be announced in the June issue, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by two retail dry goods merchants. The names of these merchants will be announced at the same time as the award.
8. All prize essays shall be the exclusive property of THE DRY GOODS REVIEW.

## SPECIAL MONTREAL NEWS.

**F**OR the past three weeks business in dry goods in Montreal has only been fair. The cold unsettled weather and the uncertainty about the tariff are to a large extent responsible for this state of affairs. Travelers are now all at headquarters from their general placing trips, and are preparing for their sorting one. The placing trip this spring, according to the opinion of four leading houses in the trade, in the aggregate return it has brought will compare favorably with that of former seasons; and with the opening of navigation and finer weather the trade are looking forward to fair encouragement from the sorting trip. During the past few warm days the city trade has been good, and, all in all, it is the opinion, considering all the adverse circumstances that were in operation, that matters might have been worse.

Payments on the fourth of April seem to have been satisfactory, some houses reporting that as high as 75 per cent. of their paper was met, while the general average appears to have been 60 to 65 per cent. This is considered a fair return, in view of the weather and other causes.

In view of the advance in the duty on all kinds of cashmeres, henriettas and imported dress goods to a uniform rate of 30 per cent., the trade are considering the propriety of an advance of 2½ to 5 per cent., commensurate with the increased duty on these goods, in the event of the change being confirmed. Business in fancy dress goods has, by the way, been fully equal to that for the corresponding period last year.

In consequence of the new schedule of duties on cotton goods, prices have been reduced fully 10 per cent. on the average in grey and bleached cottons by the Canadian manufacturers. The range on colored goods has also been marked down, but in the case of the latter class of goods the change has not been so important, the average difference being much less. The mills have sent out the new lists on greys and

