

A NEW DEPARTURE IN CLOTHING.

THE clothing trade has experienced quite a revolution during the past season or two, and the demand of the consumer is now for a much higher class of clothing than has heretofore been offered to the trade. The Lowndes Company, Limited, of Toronto, have anticipated this want, and are now offering a grade of clothing not excelled in style, fit or finish by any of the large houses of New York, who have necessarily to charge much higher prices on account of the lower tariff into Canada on imported goods. We think it would be to the advantage of every up-to-date retail clothier to inspect this line when buying Fall novelties.

VANCOUVER AS A TRADE CENTRE.

A Vancouver merchant writes THE DRY GOODS REVIEW: "I would like to draw your attention to the fact that little more than two years ago Vancouver City had but one wholesale dry goods house, while now she can boast of six, all of which are being well supported. This seems very good proof of the growth of the dry goods trade. The firm of MacKay, Smith & Co., who started up here two years ago, have already built up a large manufacturing business in British Columbia. We also have in Vancouver a very enterprising young firm which opened up about December, 1898, with an up-to-date stock of men's furnishings, and in connection with same a first-class tailor-made shirt department. I speak now of The Sandell Shirt Co. Mr. Sandell, the proprietor, is a young and enterprising man, a manufacturer of men's furnishings all his life, having left Toronto about four years ago, engaged by a Victoria firm. After being for a time with a Vancouver house he went into the retail business for himself and is meeting with every success."

DETECTIVE MIRRORS.

A mirror may be regarded as something more than a promoter of vanity, since it is often set to do the work of a detective. By well-arranged mirrors merchants can watch their customers, even when they turn their backs on them. Thus they save their costly stock and avoid giving offence to honest buyers. One jeweler in the west end of London has caught several well-dressed culprits simply by the aid of the looking-glass. Owners of street-corner coffee stalls find the detective mirror very useful. Petty pilfering goes on briskly around such stalls. One London coffee-stall owner declared that he used to lose a dollar a week in this way. Now he has mirrors fixed to the back and sides of his stall, and when his back is turned he can still watch his customers and protect his interests. A bookstall clerk told a similar tale. The theft of magazines and books represented a serious loss to the firm until adroitly-placed mirrors proved an effective check.—Exchange.

SHORT-REELED COTTON YARN.

We are glad to learn that there seems every prospect of a settlement of the dispute between the Scotch and Manchester yarn manufacturers regarding the export by the former of short-reeled yarn to Singapore. The production and sale of such yarn was some time ago declared illegal by the Manchester Stipendiary Magistrate, but as the Scotch manufacturers were not affected by that decision they continued to export to Singapore as before, with the result that they entirely killed the Manchester trade to that place, for Singapore buyers were accustomed to short-reeled yarn, and would not pay more for that which was the full length. The Manchester Chamber

tried to obtain a decision in the Glasgow Sheriff's Court on the legality of the Scotch procedure, but could not secure a hearing on a technical ground. The facts were thereupon brought before Sir Courtenay Boyle, who expressed the opinion that representatives of the Manchester Chamber and of the Glasgow Chamber or of the Scotch dyers should be invited to meet the board of trade for the purpose of endeavoring to arrive at a satisfactory solution of the singular difficulty which had arisen. We now understand that the suggested meeting will shortly take place.—London Drapers' Record.

TRIMMING NOVELTY.

The coming season will, from all indications, give the dressmaker great scope in adorning the costumes with trimming novelties. Even the tailor-made costume has now a suitable trimming in the form of taffeta, applique, passamenterie, skirt panels, revers collars, etc. This line is shown in great profusion in both black and colors by Flett, Lowndes & Co., Limited, of Toronto.

QUEBEC MERCHANTS ACTIVE.

A DEPUTATION from the Retail Dry Goods Merchants' Association, of the City of Quebec, called on Mayor Parent, to object to the adoption of a by-law which would allow persons within or without the city limits to sell manufactured articles on the markets on payment of a tax fixed by the market committee. The deputation's objection appeared to be against the number of peddlars now selling around the markets, but their chief objection was against a woman dealer selling stockings and mittens on the Jacques Cartier market place. This dealer formerly resided at Lorette, but sold her goods on that market, paying for that privilege a license of \$120 to the city. A few years ago she removed to Quebec, leasing a store and paying a business tax to the city, and besides continued selling on the market, paying the ordinary peddler's tax. The market committee decided that she should pay a special tax, and a by-law was drafted to that effect. She agreed to pay the tax, but the retail merchants are against such a measure, alleging that she does an immense business in selling stockings and mittens and considerably injures the merchants, particularly in that locality. Consideration of the by-law was postponed.

WHAT ARE OUR MERCHANTS DOING?

The Merchants' Association, of New York, announce that they have received notice from the Trunk Line Association that the reduced rates from trunk line territory have been granted. This includes the territory as far west as Buffalo, and as far south as the line of the Ohio river. The tickets will be good to return 15 days from the date of sale. This action of the Trunk Line Association includes concurrence in action which may be taken by the other associations. Are Canadian houses equally active in securing similar concessions from the railways?

RESTRICTED PRODUCTION OF WOOLLEN GOODS IN EUROPE.

The United States Consul writes from Munich: "At a recent meeting of the United German Manufacturers of Worsted Goods in Leipzig (at which 1,400,000 spindles were represented), it was resolved to reduce production from June 1 to December 31, 1900, by 20 per cent. It is understood that the manufacturers of Switzerland, Austria and Russia have agreed to adopt the same course, in order to put a stop to further decline in prices."