

CARPETS AND CURTAINS.



WHEN it is considered that at one time very few cheap tapestries were sold in Canada, and that last year over a million and a half yards were sold, it must be admitted that some change has taken place. And when it is considered that these cheap tapestries will not wear well because their stock is of the poorest class, and because their appearance is mostly due to the starch and glue in them, it causes wonder that the consumers of Canada would buy the trash instead of domestic well-made unions.

There was a time when this was not so. But the change is due considerably to domestic makers of unions themselves. They allowed the standard of quality of their carpets to deteriorate until the buying public became disgusted with them and refused to buy them. They then changed their buying unto cheap tapestries, and now large quantities of these are sold every year at prices for which good unions can be secured. The domestic unions made to-day in Canada are much superior to the unions made in other countries, and the reasons for this were pointed out in the last issue of *THE DRY GOODS REVIEW*; and that these domestic carpets are much superior in point of appearance, durability and price than the cheap tapestries which have taken their place. Domestic manufacturers are selling carpets to-day of the same quality of stock as foreign carpets, weighing 2 ounces per yard more, at 9 cents per yard less than the imported carpets can be laid down at. This shows that if the domestic manufacturers were given half a chance, they could give Canadian consumers better value by twenty-five per cent. than they are now receiving. Domestic unions can also be compared favorably with cheap tapestries. At prices ranging from 33 to 50 cents (wholesale) enormous quantities of tapestry are imported. Now at these prices unions can be bought which are superior in quality, and which are at the same time one-third wider. It may be asked, if this be so why are these unions not displacing cheap tapestries at a faster rate? The reason is that the consuming public do not know this, and it may be added that a great many of those men who handle carpets for a profit do not know it. Moreover people have got into the habit of buying these cheap tapestries, and the class of people who buy them do not change their habits very quickly or easily. The buying public is intensely conservative, and follows well beaten paths.

What is the remedy? When low priced shoddy woollens were being rushed into this country and were displacing sound domestic tweeds, in much the same way as bad money drives out good, what was the remedy adopted? The remedy was the putting on of a specific duty of 10c. per yard and 20 per cent., and the shoddy woollens were imported no longer. This should be the remedy in this case, if no better can be found. It seems a drastic remedy to propose, but yet the only one available to meet the circumstances of the case. The carpet manufacturers assert that this is the only way to prevent the buying public of this country from being persuaded that cheap goods are the best goods. They have asked for an adjustment of the tariff, and considering the above circumstances it would seem that they are not making an unreasonable demand, but one which would be for the benefit of the consumer generally. The retail carpet

dealers could not be injured because their trade would simply be transferred to another line of goods. Moreover, as the output of the domestic mills increased the prices of carpets would tend to fall. Increase the product and prices are bound to fall. It cannot be said that prices are too high now, because enormous quantities of domestic carpets are sold every year. Neither can it be said that if the manufacturers were in a position to increase their output, that prices would tend to rise. All manufacturing history, economic principles, and common sense point out that with an increase in product comes a decrease in price. If the duties were arranged as the manufacturers and others suggest, only good could result.

A DIRECTORY.

A work of considerable importance to the carpet, upholstery, furniture and kindred industries is Kindrick's Directory of the Carpet and Upholstery Trades for 1893, just out. This book has been carefully compiled in the office of the "American Carpet and Upholstery Trade," and contains conveniently classified lists of the carpet and upholstery jobbers and retailers of the United States and Canada, about 8,000 names in all.

The tables of carpet and upholstery manufacturers are also of special value, disclosing at a glance the strength of the two industries in the several states and towns. The number of looms engaged on tapestry, brussels, wilton, velvet and ingrain carpets is given in detail and in totals, and supplies information much in demand and difficult to obtain. This directory is the recognized authority on the subjects treated of. The typography, binding and paper is in every way creditable, and the price (\$1 per copy) almost nominal, the labor expended, considered. The Trades Publishing Company, 1001 Chestnut St., Philadelphia, Pa.

BRITISH EXPORTS.

The exports of British carpeting to the United States during the two months ending February 28 last, amounted to 163,500 yards, valued at £11,049. In the same period of the preceding year the exports amounted to 243,800 yards, valued at £19,913.

JOHN MACDONALD & CO.

John Macdonald & Co. have an excellent stock of every kind of carpet at present, as they are always prepared at this season of the year to execute any and all sorting orders presented. Their stock of tapestries consist of ten different qualities, with a range of patterns in each quality. In Brussels they carry an extensive range, with numerous patterns in each grade. Their stock of hems is large, and the variety presented is sufficient to meet all possible requirements from the retail trade. Linoleums and oilcloths are carried in all widths and qualities and in good range. Despite the advance in cottons, they are showing better value in curtains than at any previous time. Their curtain department has been a large success this season, and they are still showing by means of repeats the full line of fast selling patterns shown earlier in the season. They are offering numerous drives at all the popular low prices; in better qualities they are showing excellent value. Irish Pointe and Swiss curtains are shown in full exhibit.

News has been received of the death in London, England, of Mr. F. W. Kay, a former prominent citizen of Montreal. Mr. Kay was born in that city. He was the son of Mr. Thomas Kay, and a member of the dry goods firm of Lewis, Kay & Co.