

NOW ON A CASH BASIS.

FOR the interest of REVIEW readers, we give the circular of Messrs. Geo. Ritchie & Co., of Belleville, who, as stated elsewhere, adopted the cash system last month. The circular said -

"Although, heretofore, our terms have been nominally cash, yet credit has gradually crept in, until, now, in justice to the cash principle, we feel that we must make a change.

"After full consideration we have decided that on and after July 1 next we will strictly enforce the cash system in connection with our business.

"It is needless to call attention to the losses included in running a credit business, such as office expenses, interest, bad debts, etc., as the great majority of people are fully aware of its disadvantages, and recognize the 'Cash System' as the correct business principle, beneficial alike to buyer and seller.

"Standing as we do directly between the world's producers of our different lines of goods and the consumers of the Bay of Quinte district, we realize our position to be one of public service, and hesitate not to declare it to be our ambition to make this service the most efficient to be found in Canada.

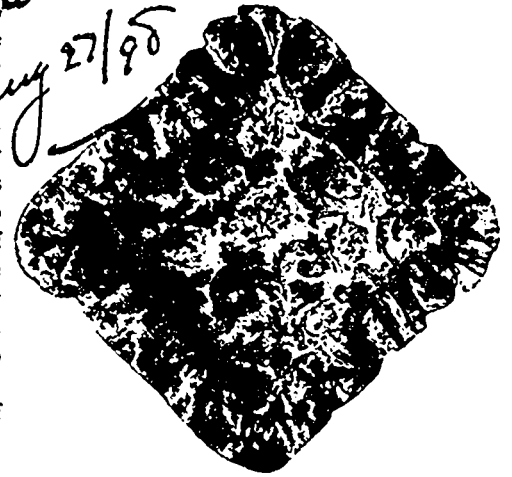
"This ideal position we feel can only be reached through the 'cash system'; with the worry and leaks of the credit system cut off and the energy heretofore expended in entering, rendering and collecting accounts, turned into the channel of wide-awake business management we believe we will occupy a vantage ground far in advance of our present position.

"We have no intention by this action to reflect upon any. In obedience to our convictions we adopt a rule of business, which we are firmly convinced will be advantageous to our customers as well as to ourselves, and ask for the hearty cooperation of all in the mutual interest.

"Having fully determined to firmly adhere to this rule in the future, our customers will kindly not ask us to transgress."

SPEAKS WELL OF THE MARITIME PROVINCES.

Like every Ontario man who visits the Maritime Provinces for the first time, Mr. F. W. Sterling, of the Brock Co., who has just returned from his first trip to that part of Canada, is delighted with the country and the people. He said the country is a grand one and the merchants are a very intelligent class of people to meet. Even if they did not have any business for the traveler, it was a pleasure to chat with them. The quietude of the lumber trade affects business in both Nova Scotia and New Brunswick, but the retail trade is good in all the larger centres, like Halifax, St. John, Moncton, etc., and the stores are up-to-date in all respects. Mr. Sterling will go east again shortly to reside, and believes that the hopeful feeling, which has sprung up since the close of the Spanish war, will result in better trade and larger purchases for spring. He found THE DRY GOODS REVIEW at all the various places visited.

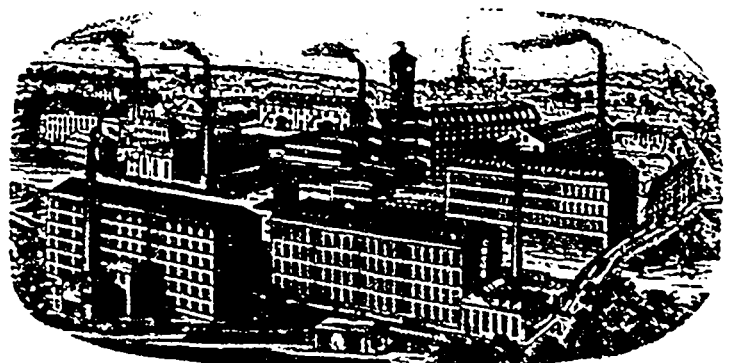


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