

system of placing very small orders and repeating when necessary rapidly grew up among the retailers, and was adopted by the wholesalers also. So widespread has this petty method of doing business become that recently an English manufacturer closed the account of one of the largest wholesale houses in the United Kingdom because it was found that it cost more to enter up, check and generally undertake the accountancy work of the petty items from their orders than the account was worth. The firm in question would frequently order one piece at a time, and an order for as many as five pieces was unusual. The fact that the account was closed, as related, is one of the most cheering features of the story. It shows confidence on the part of the manufacturer. Now that business is improving such wasteful methods will be given up, and as confidence returns dealers will insist on a profit where for some years past they have been pleased to avoid a loss. In the meantime brace up!

Make Money.

Lost time is lost money everyone knows, but all have not the realizing sense of the truth which influenced a New England manufacturer to order his female employees to wear buttoned instead of laced boots, as he found he was losing thousands of dollars annually in the time the young women spent over their shoe-ties. There are larger matters than shoe-ties, however, which any mill owner can think of, without any effort, in which much might be saved by the employment of a little more system and consideration for detail. In all but our largest mills the work, or repair shop, is a place where a little money and time could be spent to great advantage. In some small mills, a hammer, a monkey-wrench, and a few files constitute the equipment, and the "shop" is anywhere that the tools happen to be thrown. In our larger mills we find a full line of wood and metal working tools and a skilled machinist in charge. The small factory cannot have this, of course, but it can have what tools are necessary and a proper place, no matter how small the room is, in which to keep and use them. There is money in this as there is money in anything which enables a man to do more work in a given time. While the buttons saved only a few seconds of each operative's time in the day, a properly fitted workshop will often save, not only hours, but days, for large numbers.

Textile Tendencies.

Cotton Markets.

The present month is one of uncertainty in the cotton trade; the exact amount of the crop can hardly yet be said to be ascertained definitely, the American crop being estimated variously at from six and a-half to eight millions of bales, the Government report being authority for the former amount. After the new year comes in, some exact information will be obtainable; trades conditions, which are now shrouded in the deepest obscurity, will emerge into the open, and we should have an

idea of "where we are at." The factor which has the most unsettling tendency at present is the presence of large stocks of raw cotton in many mills, and the suspicion that such may be the case with nearly all. As yet few American mills have come into the market, and the recent fluctuations have been caused by the manipulations of speculators rather than by legitimate trading, as we pointed out in last issue of THE JOURNAL OF FABRICS. Several mills have realized enormous profits through their having the foresight and capital to stock up heavily a year ago at from 5½c. to 6c. One Southern mill made \$30,000 in this way. The Dominion Cotton Mills Co. is generally understood to have made an immense profit by this means. Middling cotton stands at 8½ as at last writing. There is a heavy bull movement at work, however, as is evidenced by the optimistic predictions of the United States papers, whose commercial editors are nearly all looking for at least 9c. as a fair price in January. The American shortage (the crop last year was nearly ten million bales) would justify this position to a great extent, but conditions are not favorable for a good demand from England, and this year we must consider Indian and Japanese competition more than ever before. The world market is what we must study. The people of Canada have during the past year been getting their supplies of unbleached cotton goods at a lower price than they could have been bought for, of similar quality, in the United States, or even in Lancashire, and this without taking into account the question of duty and carriage charges. An advance even more than proportionate with that of the raw material is essential to make the business fairly profitable to the manufacturer.

Woolen Markets.

The colonial wool sales in London are the chief feature of interest in the December markets. The attendance of buyers was large and competition keen. A number of American buyers figured prominently in the transactions and bought freely of the better grades of merinos. Prices ruled stronger for high-class stock, and some of the combing wool which comes to New York from these sales cannot be sold under 50c. per lb. cleaned. The demand for worsted goods is remarkably strong at present in the United States markets. Fancy worsteds, worsted mixtures and clay mixtures are eagerly sought after, and manufacturers of carded wool goods, especially piece dyed fabrics, are finding it very difficult to keep their mills running. In England, on the contrary, woolen manufacturers are fully as well employed as the worsted producers, if not better. Whether either of these conditions will affect Canadian trade will require some months to determine. We are like the extremities of the body in Canada; while we always keep in communication with the heart of trade in England, the blood circulates slowly, and it takes a good while for us to feel the effects of what is going on at the great centres. It is safe, however, to expect a somewhat increased demand for worsteds in Canada in response to the influence of fashion from the United States. The present