

MONTREAL IMPORTERS DISOUBS

THE NEW PREFERENTIAL TARIFF WITH THE MINISTER OF CUSTOMS
—TRYING TO CONFINE THE PREFERENCE TO BRITISH GOODS.

HON. WM. PATERSON, Minister of Customs, visited Montreal, June 29 and 30, to confer with importers regarding tariff matters. A deputation of the Wholesale Dry Goods Association, consisting of Alphonse Racine, James Slessor, James Rodger, G. B. Fraser, Jonathan Hodgson, Geo. Sumier and Thomas Brophy, discussed the various phases of the preferential tariff with Mr. Paterson, devoting considerable time to the difficulty likely to be experienced in confining the preference to goods of British manufacture. German, Belgian, and other foreign goods, would, it was pointed out, be shipped to England, and, after being subjected to a process of manufacture, involving, in many cases, very little expense, be exported to Canada, trusting to receive the full benefit of the 25 per cent. reduction in duty, thus giving the British workman very little preference, indeed.

After a lengthy discussion it was agreed that a fair method of regulating this matter would be to permit goods that had changed their individuality in Great Britain no matter at what expense to come into Canada under the most preferred clause. And that in the case of goods imported into Great Britain from foreign countries and there being increased in value by additional manufacture without altering their individuality, that the limit of such added value to entitle the goods to rank under the preferential tariff should be 20 per cent.

The question of British and foreign manufacturers invoicing their products to their agents in Canada at the actual cost of production, on which invoice duty was collected, as against the duty which Canadian importers who purchased their goods direct had to pay, was brought to the Ministers' attention. The hope was expressed that something would immediately be done to protect the Canadian importer against this unfair competition.

The Minister pointed out that the law was very clear on this matter, goods requiring to be invoiced at the fair market value, and not at the loom price, that is, the cost of manufacture. He said that any clearly proven violation of this law would be fully dealt with, and that the importers themselves had, to a great extent, the prevention of such practices in their own hands.

Matters pertaining to more uniform appraisement and the reduction of the number of the ports of entry were also discussed.

BUSINESS IN TORONTO.

The wholesale houses in Toronto all report business very good this year. The reported embarrassment of Alexander & Anderson is an exceptional case, and does not reflect the general condition. While there are fewer houses than there were four or five years ago, those that remain do a larger trade. One house reports being \$250,000 ahead in sales over last year. Local retail buyers who visited other markets last month, told THE REVIEW they got all they wanted at home. East of Toronto, a good deal of the trade goes to Montreal, but the Toronto firms get a share which satisfies them. An eastern wholesaler visited Toronto lately for pointers regarding a new warehouse his firm are building.

A NEW TORONTO WAREHOUSE.

The W. R. Brock Co., Limited, are now in possession of their new premises, and the increased space relieves them from the feeling and appearance of being overcrowded, which they have suffered from for years. In each department the relief is most noticeable, but nowhere more so than in the linens. Hitherto it has been impossible to do justice to these goods in the house, as there has not been room enough to properly show bleached and cream

damask table linens, tablecloths, napkins, towels, and all classes of fancy linens. Now, with their range and values in this class of goods they anticipate that it will be a pleasure to show and be shown their linens.

AUTUMN LINES OF VARIOUS KINDS.

Jas. Johnston & Co. call attention to a special line of black and colored velveteens, 21½ inches wide, at 25c., and also to their standard line of "Sunbeam." They have just received an assortment of plain and fancy chiffons in different widths, ladies' tassel end scarfs in great variety and a big range of ladies' leather and elastic belts. Their assortment of ladies' and gents' handkerchiefs of every description, plain, colored and embroidered is complete. They offer ladies' white hem-stitched handkerchiefs at 30c. per doz., and men's at 55c. per doz.

A full range of moreen skirting in black and colors, both plain, striped, checked and shot, will be shown by this house.

CLEARING LINES IN STAPLES.

In staple department, the sales of the clearing lines mentioned in the special advertisement of S. Greenshields, Son & Co. have been very large. These lines, which comprise silk striped grenadines, striped lawns, check gingham, dress goods, tartans, printed flannelettes, woven flannelettes, etc., etc., are all offered very much below regular prices. S. Greenshields, Son & Co. will send samples of any lines in case their travelers may not see you for some time.

OPENING A NEW STORE.

Mr. Geary has withdrawn from the firm of Spence & Geary, Niagara Falls, and intends going into the dry goods and general business for himself in Woolnough's store, next F. E. Dalton's. The store is being fitted up, and will be open for business with an entirely new stock about the first week in July. Mr. Geary, says a local paper, has proved himself an estimable citizen and thorough business man, and no doubt he will receive a fair share of patronage.

LINENS MAY GO HIGHER.

John Macdonald & Co. state that they have made larger contracts than usual for linen goods, believing that the linen market would be higher as the season advanced. They are showing special values in towellings, tablings, tea cloths, table napkins, tablecloths, d'oylies, embroidery linens and embroidery apron dowlas, that they cannot replace at the same price.

JAPANESE SILKS.

The Merchants Dyeing and Finishing Co. are now dyeing and finishing successfully Japanese silks imported in the natural color. As it usually takes three to four months to get colored goods from Japan after being ordered, the advantage of this concern carrying stock in the natural color and dyeing and finishing the goods as fashion may demand, is apparent.

IMMEDIATE DELIVERY.

For immediate delivery Kyle, Cheesebrough & Co. have some special drives in Valenciennes and silk laces. They will give special attention to letter orders for these goods and promise the trade some real bargains.

DRY GOODS BUSINESS WANTED.

STOCK MUST BE CLEAN AND WELL BOUGHT—AN OPENING FOR AT least a \$50,000 per annum business. Advertiser is prepared to pay cash. Address with full particulars, naming very lowest price, N. O. W., care MacLean Publishing Toronto. (7)