



FIGURINE.

J. N. Stewart, Dunnville, Ont. —“ Would you kindly tell me where I can buy ‘Figurine,’ which I read about in the last issue of your paper?”

Address Glover & Brais, McGill street, Montreal.

ELASTICA.

Wood Bros. & Co., Halifax, N.S.—“ In your March number you refer to a new sleeve lining ‘Elastica.’ Will you kindly tell us the best house to get this from? We should like to see samples of it.”

The sample referred to in March issue was shown to the editor of THE DRY GOODS REVIEW when on his round of the trade by Greenshields, Son & Co., Victoria Square, Montreal. They have promised to send samples and prices at once. They are also showing samples of a pulp fibre cloth, which is being used for the same purpose.

LONDON PAPERS.

J. Wilder Daniel, St. John, N.B.—Address The Drapers’ Record or The Drapery World, London, England.

PUTTING INVOICES IN EXPRESS PARCELS.

EDITOR DRY GOODS REVIEW :

Sir,—Being in the fancy dry goods business we have a great many express parcels, and Friday morning is the day we have the most for the Saturday trade. On our order sheets we have printed instructions to enclose invoice in parcel, but half the time it is neglected. We write special instructions to the houses, and it will be all right for a short time, then back at their old plan.

I would like you to insert this, so that the wholesale houses may know where they inconvenience a retail man.

Yours in the trade,

GEORGE CAUDWELL.

IMPROVEMENT IN PAYMENTS.

Talking to THE DRY GOODS REVIEW the week following March 4, a member of a Montreal wholesale firm produced a comparative statement of payments on notes due on that date. The house covers the entire Dominion, and does a large trade. The statement showed that last month 63 per cent. of the paper falling due was paid in full, against 57 per cent. in 1894.

That other firms may not have done as well, the gentleman referred to explained, was because they did not watch their collections as carefully as they should have. It is in the interest of both wholesale and retail houses that collections should be made more promptly. It would compel consumers to buy more for cash, and there would be fewer bad debts.

The Montreal trade also report that April 4 resulted in paper being met very well much better than was expected. The reports from about twenty five houses indicate that 60 per

cent. net of paper was promptly taken up, and this is regarded as satisfactory. There were a few renewals asked for and some grumbling reported, but on the whole good results have been recorded.

HENRIETTAS ACTIVE.

“ There is an increased demand for Henriettas, broadened silks and cheviot serges,” said a Montreal dealer to THE REVIEW the other week. “ Our season in these goods has been more than equal to that of last spring. In fact, I don’t think we have ten pieces of these lines left in stock. Advices from primary markets also are firm and sellers generally appear to be indifferent at present regarding orders.”

WINDOW DRESSING COMPETITION NUMBER.

The May number of THE REVIEW will be a great and valuable adjunct to the live retailer and his window dresser.

As a help to the struggler after ideas we will reproduce every window brought into competition; in addition to this, we will send copies to the best retailers throughout the country who are not now subscribers—there are not many of them.

Advertisers should get up special advertising for this issue, as it will be eagerly sought after by window dressers.

WINNIPEG B. OF T. REPORT.

Winnipeg Board of Trade has issued its sixteenth annual report, and as usual it contains a great deal of interesting matter concerning the Prairie Province. The President’s address, the exports and imports, and the information concerning freight rates are especially valuable.

The report points out that most of Manitoba’s wheat for export was moved via Buffalo, being sent there in United States bottoms. This is a disgrace. Where is Canadian enterprise?

The report also speaks highly of the opening of the Sault Canal, and hopes for the early deepening of the Welland and St. Lawrence Canals.

COMMERCIAL EDUCATION.

That is a good move of the Chambre de Commerce of Montreal to promote commercial education. They are not satisfied with the standard of commercial training given to French-Canadian youth. They are going to summon a congress of principals of academies, endeavor to arrange a good program of studies, and secure co-operation of all commercial schools. Prizes will be offered by the Chambre to the best pupils, and a committee will take charge permanently of the whole idea.

There is too much of the ornamental element in all schools in these times, in fact “ flummery ” is the best word to describe it. Commerce is the basis of the greatness achieved by every nation in the 19th century. Agriculture and business are the two great occupations before Canadian youth. Why should they be so much ignored in our schools?

The French-Canadian merchants are doubtless spurred to action by the success of the English minority in Quebec in commerce. The French are a clever people, they possess the prudence and capacity needed in business, and it is right to give their young men every advantage in commercial training.