

THE JUBILEE

Is past and gone, but
those who buy from
us are jubilant the
year round.

THE SECRET of success is to have the right goods, at the right time, and at the right price.

Our travellers are now showing well selected and carefully bought lines suitable for the fall season.

Our aim in soliciting trial orders is to increase the number of our regular customers.

We want **business friends** who write us as follows: "Your goods opened out to advantage. Please duplicate ranges A and B. Will order more next time your traveller calls."

It is our Wish and our Interest to please you.

P. GARNEAU, SONS & Co.

Wholesale Importers of Foreign Dry Goods and
Dealers in Canadian Staples.

Quebec

Crops appear to be above the average and prices should be high. Stocks are low and the merchants will have to purchase heavily to meet the demand."

Tooke Bros (Mr. B. Tooke): "Judging from all reports, business is on the mend. We have had a long period of depression, but I think the fall will be better. A good harvest should help trade a great deal."

Mr. Patton, agent for Emil Pewny & Co., thought business was in a better condition than it had been. Merchants have been buying in small lots for some time, but orders are getting larger. Payments are very fair.

Mr. Laurencelle, agent for Perrin's gloves: "Trade will probably be better in the spring, but at present it is quiet. Though confidence has been somewhat restored, still merchants are not buying at all largely. We find that orders are no larger than last year."

The Montreal retailers are hopeful also. In conversation with a REVIEW reporter, Mr. Henry Managh, of Jno. Murphy & Co., one of Montreal's largest dry goods establishments, said that the business situation to him appeared to be very promising. Business is good and money appears to be plentiful. With good crops a very satisfactory season's business should be done.

Mr. W. H. Scroggie, a prominent Montreal dry goods man, said: "I think we will do a big business this fall. Things are certainly looking up and are much better than last year. We notice that our mail orders are increasing rapidly and we have orders coming from points in British Columbia. Money is quite plentiful."

A letter received by THE REVIEW from British Columbia says that in Victoria, and several other points in the province, retail

trade is brisk. The supplies for mining camps are larger than before and indicate steady development of trade, consequent upon increase in mining operations.

In Toronto the wholesale trade has been brisk this past six weeks, and August has opened well. W. R. Brock & Co. report large sales of fall goods. John Macdonald & Co. have been very busy, their sales being much ahead of last year. The shipping room is an indication of how healthy wholesale trade in Toronto is just now. The head shipping clerk told THE REVIEW reporter that from June 1 to August 5 eight hundred more numbers had been shipped this season as compared with the same period last year. Retailers who visit the markets to buy also speak hopefully, and buy more.

Speaking of payments on the 4th W. R. Brock & Co. said they were quite as usual and certainly up to expectations. Mr. John Macdonald, of John Macdonald & Co., said payments were satisfactory on the 4th and business brisk, his staff having asked permission to break the rule of the establishment not to work at night. Mr. Caldecott, of Caldecott, Burton & Spence, said payments were fair.

WHOLESALE HOUSES HANDLE THEM.

A retail merchant who should wish to try and run his blanket department next winter without "Puritas" cotton comforts might as well drop comforters altogether and let that trade go to his competitors. "Puritas" comforts can be distinguished from others by the cotton tag which each one bears and on which is printed the guarantee of the makers. All up-to-date wholesale houses sell the "Puritas" comforter; but, should you not be able to get attention in this line from your supply house you can write to the company that manufactures them—290 Guy street, Montreal.