



## The Commercial Review

OFFICE—64 ST. JAMES STREET

Issued every Saturday by the  
Commercial Review Publishing Co.,

The COMMERCIAL REVIEW is printed and published at 64 St. James St., every Saturday, by John W. Kirkup and Thos. A. Hamrahan, of Montreal, and James S. Clemens, of New York.

MONTREAL, JUNE 29, 1878.

### OTTAWA WHOLESALE INTERESTS. THE WHOLESALE DRY GOODS TRADE.

For the supply trade in staple and fancy dry goods buyers in the Ottawa valley have no reason to go farther east than this city. The number of representative firms is somewhat limited, but the merchants controlling the interest certainly deserve credit for the efforts they have made to retain within this city the patronage of dealers both east and west, who are legitimately bound to visit this market. Of the two representative houses here engaged in the wholesale dry goods trade, that of James W. Russell & Co., successors to the old house of McGee & Russell, is probably the most widely known. The substantial warehouse of this firm is located corner of Elgin and Queen streets, next door to the Russell house. It has a fine commercial appearance, is built of white brick, being three stories and basement in height. The ground surface covered is ample for the storage of the heavy stock of staple and fancy dry goods which they at all times carry, and the building throughout is supplied with every convenience necessary for dispatch in the handling of large lots of goods known to the modern wholesale dry goods trade. In the basement are stored goods in bulk; here is also the checking and shipping department; on the first floor is ranged the usual stands similar to those seen in all wholesale warehouses in the large cities, on which are tiered in separate departments tweeds, prints, cottons, and dress goods to a very extensive aggregate. The firm carry a most varied and large stock of staple and fancy dry goods; the entire three floors, which have a capacity equal to any of the large houses in Montreal, being filled to repletion with a systematically arranged series of departments, including all the lines of fancy and staple dry goods, milliners' goods, cloths, tweeds, &c., &c. In fact we had no idea that the city of Ottawa could boast of such an extensive establishment and one which could offer to buyers the same facilities in every respect as the largest houses in the Dominion; and when we consider the advantage to the trader of buying from personal inspection and of houses near at hand, and whose reputation is well known, we think this house deserves to monopolize the trade of the Ottawa valley, and parties will find their quotations equal to anything obtainable at a greater distance. The principles have had long experience in this business, and thoroughly understand the requirements of the Ottawa trade. Goods are bought by this house direct from the manufacturers and first hands in the large European markets, where the firm have old established connections, with the principal representatives with whom they are in constant correspondence, thus enabling them to take advantage of every fluctuation in prices; and being backed by ample capital are quick to secure for the benefit of their patrons every advantage which clear foresight and shrewd business abilities enable them to secure. With representatives of this class of goods in each line

the retail traders of Ottawa and the country tributary, contribute but a just share to the advancement of this section of the Dominion, by placing every order within its limits. Mr. James W. Russell, the proprietor, is now in Europe selecting goods for the fall trade, and the house expect this year to offer to their patrons a more varied display of new goods than ever before, and under such circumstances we do not deem them over sanguine in expecting for their travelling representatives a corresponding degree of success. Visitors coming to the Ottawa markets, for sorting up, orders will find the house well prepared to meet their views, and satisfy every want.

### WHOLESALE.

#### FANCY DRY GOODS, SMALL WARES, &c.

A feature in connection with the trade of this city, and one which afforded us much satisfaction, as an evidence of the readiness with which modern trade ideas were accepted and put into practice, was the well-defined line which the wholesale houses have drawn between the old idea of general dealing, which included a little of most every kind of goods, as the family has it, from a needle to an anchor, and the modern division of labor system in which one kindred class of merchandise is made a specialty of, and largely dealt in, thus affording the buyer a larger scope for selection, and the importer who deals direct with the manufacturers, and must of a necessity dispose of a larger amount of goods, to quote lower prices, and by devoting exclusive attention to the special wares dealt in, give much better satisfaction to buyers. The practical illustration afforded, and the advantages offered to buyers by this system in some of Ottawa's leading establishments, is so marked as to be worthy of imitation on behalf of some of her older and more pretentious rivals in trade. The house of Messrs. Seybold & Gibson is the most extensive and only wholesale importing house for the class of wares heading this article in the Ottawa district. The fine structure in which they conduct their business, and in which is located their offices, display and sales rooms, is at 160 Sparks street, this city. It is three stories in height, and substantially built of white brick, and has been specially adapted and equipped for the better conducting of this department of wholesale trade. Large windows shed ample light on each floor and the goods are systematically arranged in separate departments, aggregating on the whole the largest and most complete stock purely of this class of small wares and notions, of any in the city. To attempt to describe, or even to name, the different articles that this firm deal in is out of the question, and even if our space would permit, it is too bewildering; and however much we may desire to describe their three large floors filled to repletion from ceiling to floor we must confess our inability. The departments partly comprise hosiery, gloves, corsets, umbrellas, shirts, collars and cuffs, handkerchiefs, muslins, braids, buttons, threads, sewing silks, ribbons, flowers and feathers, stationery, purses, perfumery, soaps, hair-oils, brushes, combs, jewellery, cutlery, and in fact such an endless variety of goods of this description, that it appeared to us there could be nothing thought of in the way of small wares, notions or toys which are not here to be found, including all the newest ideas in novelties and notions which are constantly introduced simultaneous with their appearance in the European manufacturing centres. In addition to their present stock, the firm are in weekly expectation of a large consignment of new goods, bought by them in England, France, Germany and the United States, and when the addition will have been

completed, which will be about the middle of next month, they feel confident in their ability to meet the views of buyers, whether they visit their establishment here or through their travelling representatives. The firm of Seybold & Gibson rank in their line as the largest in this line of trade in the Ottawa Valley, and enjoy a substantial and steadily increasing trade in their specialties, and much credit is due them for the system to which they have reduced this department of the wholesale trade. Prices will be quoted low, and all enquiries through mail will receive prompt attention.

### GENERAL HARDWARE TRADE.

We now come to what is, in Ottawa more especially, an important branch of trade, for it is but natural to infer that the lumbering interests which centre here, and the consequent extent of building material obtained in this city, should lead to a corresponding demand for builders' and general hardware and glaziers' supplies of every description. The nature of the merchandise handled precludes the possibility of us selecting as a representative of this branch a house doing an exclusive wholesale trade.—there is no such here, and this is the only department of wholesale industry in which we fail to find a wholesale house. We therefore select the most extensive establishment, which is that of Thomas Birkett, whose store is located at 67 Rideau street. This house imports direct a large and complete assortment of all the best quality of mechanics' and carpenters' hardware and tools, lumbermen's hard wares—supplies, and general house-furnishing goods, and carries at all times a heavy stock of iron, steel and blacksmiths' supplies, including horse shoes and nails. In wrought nails this house does an extensive trade, selling both to builders and contractors, wholesale and retail, also a fine stock of paints, oils, glass, of all sizes will be found carried in stock at this establishment, and buyers may rely upon receiving the same liberal treatment as has always been characteristic of the management heretofore. An extensive wholesale business has grown to the house in the sale of goods to country and small dealers in the surrounding districts, as well as to manufacturers and mill owners through out the Ottawa Valley. We were surprised at the quotations made for first-class hardware goods, and no buyer need pass Ottawa in search of a better market in any other part of the Dominion whilst this house continues to cater to the public wants in this line of business.

### WHOLESALE.

#### TEAS, COFFEES, SIFTE AND GENERAL GROCERIES.

In continuing our investigation into the above trade we find that the standard of the representative houses is even proportionately in advance of those of any other trade, the number of fine warehouses being larger, and a spirit of enterprise and competition seems to keep alive that rivalry on the part of the merchants engaged to excel each its predecessor, so beneficial to the advancement of the whole interest brought under this influence.

The finest and most imposing structure of any engaged in the wholesale trade in this line is that of Messrs. S. Howell & Co., Sparks St., and selecting this firm's warehouse as a purchasing depot, whence buyers might direct their enquiries for certain special classes of goods, we are strongly inclined to assign this old house the first place, that is, of a firm doing a trade in purely temperance goods. In their line of Teas, comprising Japans, blacks and greens, of all the newest seasons, this house make a specialty and buy very largely from first hands, importing the herb direct in bond from New York, or ordering through their agents from the places of growth. They carry at all times a very extensive stock of teas, (the same remarks above made applying to coffees) both in