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THE  
CANADIAN DRY GOODS REVIEW  
SPRING NUMBER 1893



THE BEST UNDERWEAR  
IN THE MARKET.

Original and \* \* \*  
Attractive Goods

for  
**Spring 1893**  
- in -

FANCY DRY GOODS, Smallwares, Ribbons, Laces, Bibs . . .

BERLIN WOOLS, Embroidery Silks, Wash Silks, Knitting Silks, &c. (We carry these in Brainard & Armstrong and Belding and Paul's make) . . .

CORDS, TASSELS, Colored Linen Fringes, Silk Head Rests, Silk Hand Painted Tidies . . .

ART NEEDLE-WORK, Stamped Linen Goods, Tinted or French Painted Squares, Tray Cloths, D'oyleys, &c. . . .

SILK EMBROIDERED Linen Squares . . .

CHINA SILKS (all colors. Printed Art Silks (50 patterns to choose from), Silkette, Printed Art Muslins . . .

New Cloths for Embroidering, Luzerne, Mexican, Hindoo, Sorento, Matting

FELT, Embroidery Linens, Satin Jeans, Ivory Canvas, Linen Drill . . .

GLASS BOTTLES, Plain for covering, also Satin Finish and Opal for hand painting . . .

FANCY BASKETS, Japanese Goods, Fans, &c. . . .

Shell and Metal Hair Pins. (The largest selection shown by any house in Canada . . .

JEWELRY, New designs in Brooches . . .

## Perforated Stamping Patterns

IN FACT WE KEEP EVERYTHING THAT IS NEEDED IN THE FANCY GOODS TRADE



**EVERY LIVE BUYER** owes it to himself and his business to communicate with us and learn what NOVELTIES are in the market

NEW IDEAS FROM THE ENGLISH, FRENCH, GERMAN AND  
AMERICAN MARKETS CONSTANTLY ARRIVING . . .



# The BOYD, BOWER & BRUMELL CO., Ltd.

3 WELLINGTON ST. WEST, TORONTO

# SAMSON, KENNEDY & Co.

TORONTO

**The Great Fancy Dry Goods House of Canada  
and Dealers in Domestic Staples**

**WE ALWAYS LEAD . . . . WE NEVER FOLLOW**

DEPARTMENTS

**HABERDASHERY AND NOTIONS**

**RIBBONS AND LACES**

**MUSLINS AND LINENS**

**DRESS GOODS**

**HOSIERY AND GLOVES**

**GENTS' FURNISHINGS**

**BRITISH AND DOMESTIC STAPLES**

## LOOKING BACKWARD

IT is with unalloyed satisfaction that we point to our past record and note with what favor our house has been received. To our personal friends and patrons we say: Please accept our thanks. We could not conscientiously ask more of your patronage than we have had during the year '92, which has been by far the largest of any in the history of our business, and shows an increase of **a Quarter Million Dollars** over that of 1891. This great advance has been along the whole line of our business, and every department is enthusiastic over its success.

## LOOKING FORWARD

WE present our congratulation on the auspicious opening of the Spring of 1893. We shall contribute our part toward making it a successful season, by furnishing you superior facilities for obtaining an excellent assortment of Spring Goods in every department, which we enumerate above.

They are fully equipped for your largest and most varied wants better equipped than ever before. Lest this should have the sound of an easily made assertion, we beg to remind you that we grow each year, not only in size but in strength, hence you expect that we will do better this year than last. We should disappoint your expectations otherwise.

## AS TO OUR AIM

IT is not our aim to load up every dealer with goods--in order to be rid of them. We desire that all our customers should carefully examine our Stock and discriminate in their selections. We aim to make our prices so low, that the closest buyers will be our heaviest customers.

**COME AND SEE US!**

---

**TORONTO WAREHOUSE: 44, 46 AND 48 SCOTT ST., AND 15, 17 AND 19 COLBORNE ST.**  
**LONDON OFFICE: 25 OLD CHANGE, LONDON, ENGLAND.**

# ALEXANDER & ANDERSON

OUR SPRING STOCK is NOW WELL FORWARD, and all orders are being shipped speedily as possible.

ON MONDAY, 27th inst., we will show an EXCEEDINGLY CHOICE AND ATTRACTIVE STOCK in EVERY DEPARTMENT.

OUR GREAT SPECIALTY is DRESS GOODS, in which we are particularly strong.

We extend a cordial invitation to Merchants visiting the city, to call and examine our immense collection.

# The Worsted and Braid Co.

OF TORONTO, Ltd.

Solicit Trial Orders for any and



All kinds of Boot and Shoe Laces  
Dress, Corset and Stay Laces  
Cords of All Sizes and Kinds  
Braids of any Kind or Width

The above are made in Cotton, Wool (Wool or Worsted) or Silk.

Send for Samples and get Quotations

THE WORSTED AND BRAID CO., Limited,  
TORONTO JUNCTION



— THE —

## AMAZON VELVET SKIRT FACING

A NEW FABRIC FOR FACING AND BINDING SKIRTS

### ADVANTAGES:

- DURABILITY**—Will outwear a dozen old-fashioned braids.  
**NEATNESS**—The Pile of the Velvet gives a smart finish to the bottom of the skirt. Being cut on the bias it does not ravel and does not injure the shoe.  
**ECONOMY**—Being done up in continuous lengths of 3, 4 and 18 yards.

ALL FASHIONABLE DRESS SHADES.

MANUFACTURED BY

MEYERHOF, MARX & SIMONSON, MANCHESTER.

Representative. FRED KING, 61 Piccadilly, Manchester.

WHOLESALE ONLY.

# JOHN F. POWER,

Freight and Forwarding Agent,

20 and 33 Jewin Crescent, Aldersgate Street, E.C.,

— AND AT —

Liverpool, Manchester, Birmingham, &c.

Goods examined, packed, shipped, etc., at the lowest possible rates, and which will be found to be considerably below those now charged by other firms. Large packing floors, hydraulic machinery, telephones to all Depots and Docks, also to Northern towns.

CABLE ADDRESS: Mehalah, London.

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Birmingham, 322.

AGENCY IN CANADA:

L. Trotter, 13 St. John Street, Montreal

# CHARLES COCKSHUTT & CO.,

British and Canadian Woollens

AND

Clothiers' Trimmings

59 FRONT ST. WEST. TORONTO

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## JOHN D. IVEY & CO.

WHOLESALE  
MILLINERY  
IMPORTERS

FIRST SPRING OPENING, MONDAY, 27<sup>TH</sup> FEB.,  
AND FOLLOWING DAYS,

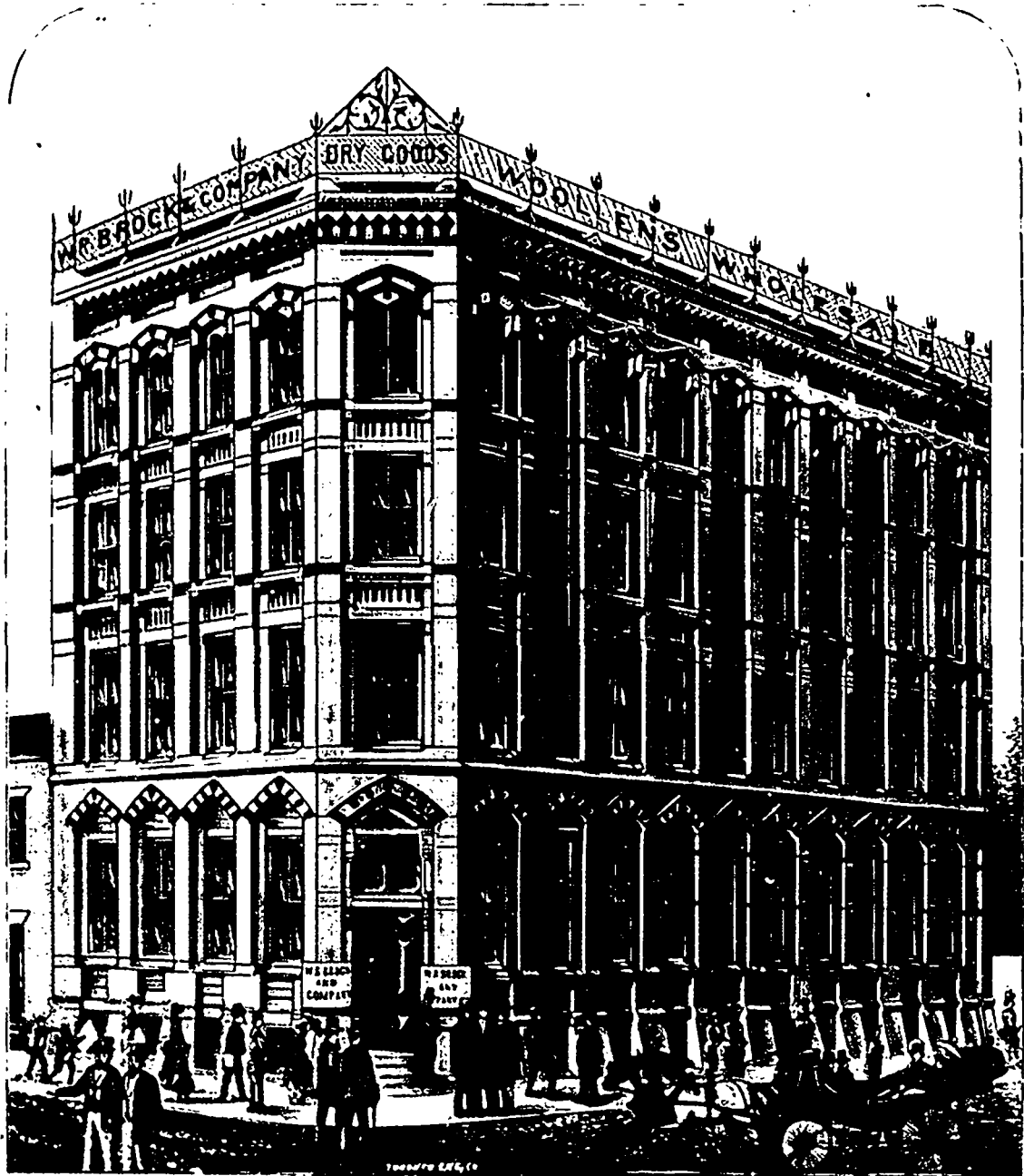
to which we respectfully invite every buyer to attend, as  
we will show a stock superior to anything ever heretofore  
shown in this city.

Toronto, Canada.

**SPRING 1893**

# W. R. BROCK & Co.

**Wholesale Importers of Woollens  
and General Dry Goods**



The bulk of our importations have been passed into stock and we are now in a position to show full lines of Imported and Canadian Woollens, Tailors' Trimmings, Men's Furnishings and General Dry Goods.

**Dress Goods** We are showing the latest productions in Plain and Fancies. Also some high-class Novelties of French and German manufacture.

Buyers visiting this market are invited to inspect our stock.

W. R. BROCK  
ANDREW CRAWFORD  
T. J. JERMYS

**Cor. Bay and Wellington Sts, Toronto.**

# GRAND DRY GOODS

Vol. III.

TORONTO, FEBRUARY, 1893.

No. 2.

**THE J. B. McLEAN PUBLISHING CO., LIMITED.**

**Trade Journal Publishers,**

AND

**Fine Magazine Printers.**

10 FRONT ST. EAST. - - - TORONTO.

J. B. McLEAN,  
PRESIDENT.

HUGH G. McLEAN,  
MANAGER.

**SUBSCRIPTION \$2.00.**

**BRANCH OFFICES:**

MONTREAL. 146 ST. JAMES STREET.  
E. Desbarats, Manager.  
NEW YORK. ROOM 41, TIMES BUILDING.  
LONDON, ENG., Canadian Government Offices,  
17 Victoria St., LONDON, S.W.  
R. Hargreaves, Manager.

**COMPOSITIONS.**



ONE of the worst features in the relations of the wholesaler to the retailer is the seeming necessity for compositions under certain circumstances. A retailer gets into difficulty and he comes into the city and says to the wholesaler: "I have been unfortunate, and am running behind in my payments: I cannot possibly pay the whole amount of my debt. Now, I don't want to do anything that is wrong; and if I give up everything I shall be out of an

occupation. I have dealt with you for a large number of years, paid you thousands of dollars, and no matter how we fix the matter you are bound to lose. Now can you not oblige me with a composition, and give me a chance?" This is what places the wholesaler in a warm corner. He has to consider a number of conditions. If the debtor has more than one creditor, and he usually has, and if all other creditors agree to the composition, and one stands aloof with a stern "no compromise," the latter will suffer in point of future custom, and he believes he cannot afford to antagonize even a single purchaser. Again, the wholesaler must consider that if he doesn't offer this man a composition at fifty, sixty or seventy cents on the dollar, the estate will have to be wound up and the stock sold, perhaps at a much less price. His loss will then be greater and there will be more

trouble, anxiety and expense. If he compromise with this man he knows he is putting his other customers in the vicinity at a disadvantage; because the man who receives a composition generally goes home, marks down his goods, writes large advertisements and starts a slaughter sale. Yet even if the wholesaler refuse the composition the stock will be sold at a rate in the dollar and the slaughter will perhaps take place.

Everything considered compositions must be condemned. They put the honest retailer at an enormous disadvantage, and keep the ranks filled with incompetent men. It is abject folly to keep an incompetent man in the business, merely because he was successful once, his prolonged mercantile life is only a worry to himself and a vexation to his creditors. Moreover, the slaughtering may be prevented if the goods are put up for sale at auction in bulk or parcels, by the merchants interested in the retail trade of that vicinity buying up the stock. The proposed Insolvency Bill contains provisions for exterminating all compositions, and this will be a great benefit to the business men no matter from what standpoint the matter is viewed. The liquidator must in every case sell the assets, leaving the creditors if they choose to give the debtor his discharge, but independently.

A discharge, after all debts are paid ratably, is not objectionable, but a composition which allows a man to continue in business with a likelihood of slaughter sales, and further failure, and a still further slaughter sale by a purchaser of the bankrupt stock is what we are protesting against. An assignment made under the Ontario Act or an act of any of the provinces makes no provision for the discharge of the insolvent, because to do so would be to make what is virtually an insolvent law, an undisguised insolvent law which the provinces have no right to have on their statute books. But it would seem just that if a man surrenders every possession, title, and interest, no greedy or exacting creditor should hold him, or be enabled to do so. But a creditor who refuses to sign a paper accepting a composition for his debt, and allowing an insolvent debtor to proceed in his disastrous business career is neither greedy nor exacting. He is simply protecting himself and his other customers, by bringing on the evil day at once, instead of delaying for a year. And there is no doubt that wholesalers themselves would be much pleased if the pernicious systems of compositions were done away with completely.

It is to be hoped that the Government will see fit to pass a National Bankruptcy Act which will remove this and other evils. Truly the need is great, and from merchants all over the country the appeals for this legislation have been sent forth, and at present this is perhaps the most earnestly sought legislation in this country. The Congress of the United States is also being asked to pass a National Bankruptcy Act for that country: the circumstances which require redress are much the same there as here.



## EDITORIAL JOTTINGS.



TWELVE months ago we presented our readers with the first special spring edition of THE DRY GOODS REVIEW. It was a success. The present issue speaks for itself. We hope it is an improvement, because we hope to be always improving. It is an improvement in one respect at least; that is, in the number of firms who make their spring announcements on our pages. The advertisers herein are the most substantial and enterprising houses in the trade, and their advertisements are worthy of perusal. It is a matter of pride with us that our advertisers have found our papers a profitable medium, and that the increasing power of THE REVIEW is seen in the increasing number of firms who find it convenient to speak to the readers of this journal. The reading matter contains information of such value that we believe our readers will find it profitable to preserve this spring edition on account of its intrinsic value.

This is the season of the year when the enterprising retailer looks over his stock and makes a note of the lines which need replenishing. He also considers the question of introducing new lines and new varieties of goods in the lines that are already represented in stock. He desires to carry as complete a line as possible, and yet there are limitations beyond which he cannot go, if he wishes to make money; and there is no denying the fact, that this is the reason why most men are in business. It is a mistake to become overstocked on saleable goods, and it is a much worse mistake to become overstocked on goods that are not saleable. For this reason great discrimination must be used. The taste of the public in his particular locality must be studied; and, above all, he must keep posted on the new goods, and the new varieties of staple goods that are being produced by the manufacturers and distributed to the trade by the jobbers. This can only be done by visits to the houses, and the reading of trade papers. THE DRY GOODS REVIEW will be found announcing everything worthy of notice.

The investigation into the Reading Railroad Combination by a committee, has led the public men of the United States to the conclusion that more anti-trust legislation is needed. The Sherman Act of 1890 has been found insufficient to meet the exigencies of the trust cases which arise. Another favorite way of striking at the trusts is by means of the tariff. Mr. Harter of Ohio, has now a bill before congress, which has been referred to the Committee on Manufactures; and if this committee sanction the bill it will come before Congress for a vote thereon. The superiority of the bill over previous measures of the same character is that it suspends duties and patent rights only so long as the trust continues. Persons engaged in a trust combination can have their option, to meet free competition abroad or to abandon combination at home and have foreign competition again shut out by tariff duties. Mr. Harter feels that the tariff provision itself will go a good ways in putting the operators of trust combination upon the same plane with other business men, and that they ought not to have the protection of the Government while they are attempting to enhance prices by combination. This is a principle which Canadian business men would

do well to bear in mind because there can be no doubt that some day anti-trust legislation will be needed in this country.

The strike among the cotton spinners of Lancashire still continues, and much destitution is reported. In Oldham alone there are nearly 5,000 spinners who are getting lockout allowance. The strike, as is well-known, was started in opposition to a reduction in wages. Since its inception the price of yarns has increased very materially, running between 1 3-8 and 2 7-16d. per pound, and averaging about 2d. In the same period cotton has advanced about 1d., thus leaving about a penny per pound advance in the price of yarns to be attributed either to the strike or to an increased demand for the cotton yarns. Both sides seem confident of ultimate success, and in the meantime misery, want and distress reign supreme. It is high time that the legislators of Great Britain turned to this great labor question and attempted to apply a moiety of their legislative energy in producing some remedial legislation. While the whole country is fighting about the tenantry of Ireland, the proletariat of England are suffering from the strife between capital and labor. Commerce is being materially injured, and let Great Britain once lose her hold on the markets of the world and she will never regain them. By commerce she has gained her supremacy; by commerce alone can she hope to maintain it. To maintain her lead over the manufacturers of the United States, the cotton men must prevent extreme prices, and considering the present tend of yarns, and also of manufactured cottons, competing manufacturers are likely to strengthen their hold on the markets by slow sales.

One of the largest retail dry goods houses in Canada has a rule which requires stock-taking once every six months. At such a time all goods which have been on the shelves for twelve months or more are taken into stock at half price. This is the proper way to do business. Goods must be turned over at least once in twelve months, and all goods which have been in stock beyond that period should be marked down and moved out. If kept much longer they are liable to become worthless. Moreover, the money is needed to purchase new goods. The store that has always the newest and brightest goods is the store that attracts to itself slowly but surely the best trade that is going. And here goods cannot be placed in stock unless their predecessors are displaced. It is much better that the old goods should be sold at cost, and the money invested in the latest productions of the manufacturers, than that they should be allowed to lie on the shelves and depreciate in value, and at the same time have their cost increased by the addition of the interest on the money locked up in such an investment. There must be some rule for a merchant's guidance in this matter, and we think none better can be formulated than the one stated in the opening of this paragraph. If this rule be laid down and directions given to heads of departments and clerks that it is to be adhered to, no risk of accumulating unsaleable stock will be incurred. The pernicious changes of fashion make the necessity for the adoption of some such rule an unavoidable one.

There is an awful hubbub going on in Europe and in America concerning the possible revival of the crinoline. Surely men should have more sense than to try to modify a woman's desires by means of argument. The following is a copy of a despatch from Paris dated January 29th: "The fashion law

markets of Paris have decided that skirts shall be tres bouffant during the coming season, which, it is generally believed, will lead to a revival of the crinoline of twenty-five years ago. With the full skirts fashion has decried the long, slender waist, and the demand has already commenced at the fashionable London corsetiers for long, small-waisted, and heavily boned stays. The latest fashionable edict makes very slender waists de rigueur for children, and the loose blouses are entirely superseded in fashionable society for the closely fitting frock, and the little misses seen on the promenade or at parties are as tightly laced as their elder sisters or their mothers."

Reports like the following are numerous among the city dukes: "The Canadian cotton combine has distributed among its supporters a million dollars' worth of stock as a kind of New Year's box, and has paid 10 per cent. upon its capital in addition. This is what is known as "stock-watering." By the process, the real earnings of a combine is concealed, and when its exactions are called in question the dividend sheet is produced as proof that it is not making extravagant profits out of the people. The fact is that no one but those in the inner circle can ever discover the real profits collected." The Toronto market has had vague rumors to this effect for some time, and it seems probable that some watering of the stock has taken place though to what extent is not known accurately. Trusts always cause a certain amount of dissatisfaction, because even if they do not charge exorbitant prices, they have the power of doing so and this has much the same effect. For example up to the time of writing, and since the great advance in cottons in the United States and Great Britain, the Colored Cotton Combine has advanced prices only on one line of greys; and the markets have been full of rumors concerning expected advances. Dealers have been in constant terror lest a big advance should be sprung on them, at a moment when their stocks should be low; and this is what causes the trouble. It is the terror of having to buy at an advance to fill orders at lower or equal prices, which causes the dislike of a trust which has a monopoly of the market. The buyers who have been prophesying an advance ever since January first, are now kicking because the advance did not come to fulfil their uncalled-for speeches. The man who utters prophecies concerning another's doings is running a certain risk which may end by making him appear foolish. So far the prices of the trust's goods have been kept down fairly well to what moderate men called a reasonable standard and one which is compatible with a fair profit. The cotton industry is in a thriving condition at present, all the mills being run at a profit to those concerned. This is as much as can be safely asserted.

Another phase of the cotton goods question has to be considered. Several of the jobbers have been attacking the present methods of levying duties on cotton and woollen goods. We quote the opinion of one of these gentlemen as published in one of the Toronto dailies. "It is my opinion,

that a straight ad valorem duty on imported dry goods would be much preferable to that of specific and ad valorem duties now imposed. While specific and ad valorem duties are necessary in the case of importations of some lines of merchandise, I do not think they are necessary or advisable in the case of imported cottons and woollens. At present we have a duty of 15 per cent. ad valorem and a specific duty of 2c per square yard on cottons. Now, you will see that a specific duty of 2c a yard equally on common and fine goods makes the percentage of duty much higher on the common than on the fine goods, in some instances 15 or 20 per cent. This gives the opponents of protection an opportunity to cry out that the tariff grinds the poor man. As a matter of fact, it does nothing of the kind, for all our cottons except the finest goods, are made in Canada, and our Canadian-made goods are better and cheaper than a similar class of foreign goods, even if we had only a very low duty against them. I have been a protectionist and am still a supporter of protection. The National Policy has built up our cotton and woollen industries until, by giving our manufacturers our own market, we are making goods fully equal to foreign goods in both price and quality. But I think that if the government be wise they will impose a straight ad valorem duty of 20 or 25 per cent., or any duty they may deem advisable, which will make the duty equal on both common and fine goods. At present the tariff has the appearance of discriminating in favor of the rich and against the poor. A straight ad valorem duty would avoid this appearance, and at the same time afford full protection to our industries." To make the matter clearer it may be pointed out that a colored cotton which cost 2½d. in England costs in Toronto 7¼c., under our present duty of 15 per cent. and 2 cents per square yard (1 cent in case of whites and greys), and under a duty of straight 20 per cent. ad. valorem it would cost but 6½c. An example might be given of how it would work with woollens, on which the duty is at present 20 per cent. and 10 cents per square yard. The reason that our duties are part specific and part ad valorem is that they are intended to keep out low grade goods. This is done for a double purpose: to help our own manufacturers who generally manufacture the cheaper and coarser grades of goods, and to keep the market free from cheap lines of shoddy goods which were placed on this market when it was unprotected. This latter circumstance was very detrimental to our manufacturers and our dealers who were selling honest goods. It was also detrimental to the consuming public, or the poorer portion of it at least, who bought this class of goods. Hence, at worst our duties are not without some defence. The arguments advanced by the gentleman quoted above are very good from a political point of view; but from a purely business and civic view of the case they bear much less weight. Now that the cotton combine has got in good working order, a slight reduction of the tariff might be advisable. For example, no one would be seriously injured if the duty were 15 per cent. and 1 cent per square yard on colored cottons and ½ cent on whites and greys; but under present circumstances it is hard to see how much more could in justice be asked or granted.





SALIA IN OUR ALLEY.



### THE RACE FOR WEALTH.

BACK among the early centuries of this Christian era, down into the middle ages even, the aim of the bulk of human kind was glory and renown, which were attained by chivalrous and warlike deeds. Sir Walter Scott's novels, such as *Ivanhoe*, give us a glimpse of this kind of life. But even among all peoples in all ages there has been a class which sought wealth. The Phenicians of pre-Christian centuries, and the stirring traders of Northern Italy during the middle ages, were anxious to accumulate wealth. But even the traders thought of something beside mere silver and gold for its own sake: the age of sentiment was not wholly gone.

But a gradual transformation has taken place. The pursuit of wealth, once a subsidiary part of a man's or a nation's life, has become the one occupation of all. Wealth it is that opens the portals to pleasure, fame and power. The old thirst for glory in war or for renown through feats of prowess is dying slowly dying. It lingers in the minds of trained soldiers and hereditary rulers, but in English-speaking countries at least it has vanished. All are now engaged in the great race for wealth. The change has come and we must accept it as the criterion of a business age, and go forth ourselves into the business arena, there to win the golden crown instead of the laurel; or else to meet with a defeat which condemns us to a life so miserable that it is inconceivable until it is experienced.

With such an alternative before him, every man turns to the business world for an avenue to success. The philosopher has wisely said that life has given nothing to mortals without labor; and the man who labors is the only man who is sure of success. Too often the young man covets the "palma sine pulvere," the prize of glory without the dust of the race; but such covetousness is vain, vain folly. Industry and energy are two great aids in the race. The young man who thinks he can succeed in the business life of to-day without years of hard work, both with body and brain, is going to be sadly disappointed. The Greek philosopher laid down the rule: "In the morning of life, work; in the mid-day, give counsel; in the evening, pray." The philosopher of the nineteenth century lays down the rule: In the morning, work; in the midday, work; in the evening, work, give counsel and pray.

The people of the American continent lead the world in the race for wealth. They devote their lives more assiduously to the accumulation of colossal fortunes than any other people in the world. There was once a time when the tinge of business unfitted a man for the best society, as the dark tinge under the finger nail now endangers the social chances of a person in some of the Southern States. On the American continent to-day, the fact of being a man of business is a help rather than a hindrance. Wealth opens the doors of society and calls down the favors of the great and the applause of the multitude. We may lament this or not, just as we please. But facts are stubborn things, and here they lie. The young man who starts in life to-day has but one aim—to become rich; honorably, if possible, but rich anyway.

Truly this great race for wealth has made the world an enter-

prising one. The thousands of steamships that navigate the river, the lake, and the ocean; the thousands of locomotives which puff and snort through valley or plain, and over mountain or river; the ceaseless tick of the electric speaking machine; the enormous accumulation of machinery in factories; the great division of labor which this occasions—these and a thousand other enterprises show that this age is essentially a wealth producing age. Invention has reached a height never before known in the history of the world. Modern undertakings are putting to shame even the pyramids of Egypt, the colossus of Rhodes and the hanging gardens of Babylon. But while they show greater inventive power, they show also a refinement in conception. The modern structures lack the bulkiness which was the chief characteristic of ancient structures; to-day the world's structures are judged by quality, not quantity. Twenty years from now, if electricity continues to be applied at the same advancing speed, we shall have an electric age, and the age of steam shall have vanished. The speed of the race for wealth will then be doubled, if not quadrupled.

### GLOVE ITEMS.

Some exquisite novelties in suedes will be opened the first of next month, showing shades of lavender, reseda greens and golden tans among other colors that have never been surpassed, in delicacy and softness of tones that will harmonize in a charming manner with the spring dress goods.

The secret of a well gloved woman is in wearing gloves that harmonize in color and style with her costume. In order to do this they may match or contrast, but must be in harmony in either case.

The retailers say that they are perfectly safe in giving orders for fabric gauntlets, judging from the craze that sprang up for them last spring, when the supply gave out before the demand.

In spite of all the reports that arise now and then, suedes continue and will remain the leader in gloves, owing to its feel and flattering appearance on the hands, shoppers forget any of its less serviceable qualities.

To help in keeping black gloves soft and supple, repaper each pair every month, lightly rubbing them with an old black silk handkerchief before putting them in the fresh paper. Of course the boxes will be dusted out every second day, and there is also a fine dressing for black gloves that restores their appearance. Economist.

### DEATH OF JOSEPH WALKER.

The announcement of the death of Mr. Joseph Walker, at his residence, 243 College street, Toronto, on Wednesday, the 18th ult., has occasioned a shock to his many friends. The deceased gentleman enjoyed pretty good health up to three weeks ago, when symptoms of heart disease manifested themselves. It was not considered, however, that any very serious results would follow, and the sudden demise of Mr. Walker was a great surprise to his acquaintances. Deceased was the eldest surviving son of the late Robert Walker, who founded the firm of R. Walker & Sons, so well known in this city. He was a native of Toronto, 56 years of age. He received his education at Victoria University, Cobourg, and was engaged in business with his father until 1875. For some years he was engaged with Mr. Evans in the wholesale boot and shoe business, but afterwards went back to his former occupation. A widow and one daughter are left to mourn their loss.

## CASH VS. CREDIT.



ALTHOUGH this is an old subject, we believe something new can be said on it. For many years the question as to whether retail dry goods merchants should sell on a cash basis or on a credit basis has been debated warmly in trade papers and in meetings composed of merchants. Many men have pointed out the use of credit, especially where a fair percentage of the merchant's customers are agri-

cultural laborers or farmers. These men receive their year's pay or profit during the last three months of the year, and for the other nine are supposed to be without any considerable amount of cash; and for this reason many boldly declare that a retail merchant such as we have described cannot succeed when doing business on strictly cash principles.

Now, we believe this to be both fallacious reasoning, and arguments based on wrong premises. The farmer does not market his produce in this country all on one day nor all in one month. In the Northwestern part of our Dominion, the farmer comes very near the state described; but it is different in the other and older provinces. The product of the farm is not all grain, it is composed of different classes of articles or products which are marketed every week, or can be if necessary. Even the grain is often marketed at intervals during the winter months; and often held over until spring. In all these cases the reasoning of the credit men breaks down. But even if the whole statement were true, and farmers did market their grain all between October first and January first that proves nothing. They have their money, and why shouldn't they lose the interest on it as well as the merchant? A few days ago a director of one of the large departmental stores in Toronto, stated that on the flat of which he had control, they did a business of over \$300,000, with a loss in debts of less than \$25, and that was on account of some friend of one of his chief clerks. And let it be understood, that fifty per cent. of the customers of that store are from rural districts. These facts explain themselves.

But there is another side to this question, and it is well stated in a circular issued by the managers of a dry goods business in Clinton, Ont., the firm name of which is the estate of John Hodgens. These five business men speak as follows.

On January 31st we close our financial year, and then purpose making a radical change in the method of conducting our business. From that date we will place it on a strictly cash basis. Before we decided on taking this step we consulted with as many of our credit customers as we could, asking their opinion of such a change, and have found an almost unanimous feeling in favor of doing business on the cash system, provided we could reduce prices by the change. It is a well known fact that a great proportion of the losses in any business are caused by Bad Debts, or long standing accounts, and the loss of interest, cost of collecting, care of books, etc. These losses and the cost of carrying accounts are all a charge on the business and must come out of the profits. For example. Suppose a firm commencing a cash and credit business, do a credit business of \$15,000 the first year, during the year they receive by payments on account \$5,000, which would leave them, when the year closed, with \$10,000 on their books. From our own experience

we can say, that, with no increase in the amount of business done, this firm would in future, never have less than the \$10,000 out, for in their second year they would send goods out on credit as fast as they would collect their previous year's accounts. Now see what extra cost there is in a year, doing this \$15,000 credit business:

Interest on \$10,000 at 8 per cent. Bank Rate. . . . .	\$800 00
Losses from Bad Debts. . . . .	400 00
Cost of Stationery, Postage, etc . . . . .	150 00
Value of Time taken in Care of Books . . . . .	400 00
Total. . . . .	\$1,750.00

Or to do the \$15,000 business on credit there is an extra cost of \$1,750, or nearly 12 per cent. When marking goods we have to figure on the cost of giving credit, just the same as we do for rent, taxes, help, etc. We believe a cash business will be mutually beneficial. Every person is looking for the cheapest market to buy in and where goods are sold on credit cannot be the cheapest place. Neither can a cash and credit business be the cheapest, although cash customers may get a discount, yet the credit price is always asked, and even with the discount off, the prices are not as low as they would be if the business was strictly cash. It is an undoubted fact that the man who sells the cheapest is the man who sells for cash. Buying where credit is given you not only have to pay for your own goods but for those of the man who does not pay."

This is the way a practical merchant figures it out. The arguments are convincing and incisive, and show that all that is needed to place the retail dry good business on a sound basis, is common sense action on the part of the merchants engaged therein.

The last argument adduced in the above quotation is one which should bear great weight if properly presented to the public. Undoubtedly in a combination cash and credit business, the man who pays for his goods must pay a certain per centage extra on account of the merchant's bad debts; that is, he must pay for the goods of the man who doesn't pay. If merchants would put this plainly and honestly before their customers they would undoubtedly succeed in convincing them that a pure cash basis in the retail business would be much more economical.

The half-heartedness of retail merchants in dealing with this measure leads one to think that either they do not recognize their interest, or that they prefer a cash and credit business to a purely cash one. It is hard to be convinced of the latter, and consequently the slowness with which this reform is permeating business methods, must be attributed to indifference and carelessness. Surely any one who reads the powerful arguments quoted in the above circular cannot fail to be convinced of the costliness of credit in a retail business; and that a near approach to the purely cash basis would be financially beneficial. The grocery trade of Canada has advanced towards perfection in this matter much faster than the dry goods trade. This has been helped to a great degree by the stand taken by the wholesale grocers, especially in Toronto, who utterly refuse to date bills ahead and whose terms are sixty days instead of four months. In the dry goods trade the dating ahead is due in a great degree to the competition of the British agents who visit this market, hence a reform cannot be hoped for very soon. But this should not prevent retail merchants thoroughly eradicating the credit mode of business from their practice.

## THE BOOMER AND THE GRUMBLER.

THERE are two classes of merchants and by merchants is meant all who are engaged in mercantile pursuits, manufacturer, jobber, and retailer who represent extreme types, both of which do harm, but one more than the other.

The Boomer is a man who is always doing a huge business, laying large plans, building towering air castles, and disturbing things generally. He cannot do much harm, because people know him by sight, and his splurging speeches have no very great effect, but in some cases he succeeds in loading the wholesale or retail markets with unsaleable goods, and financial dam-

a manufacturer, the wholesalers cannot handle his goods properly, and to him they are a miserable set. If he is a wholesaler, he will go around with a funereal smile on his face and tell everybody that the country is going to the dogs, that business is entirely ruined by the tariff and would be worse if free trade were in vogue; that Canadian manufacturers are worse than useless, and that there isn't a decent piece of goods turned out from a Canadian mill. A man who goes around with such talk as this should be drummed out of the community, for misery is as contagious as joy, hope and enthusiasm. Moreover, it makes matters a hundredfold worse to have a few such men in the mercantile ranks, because they seriously retard the wheels of com-



CALDECOTT, BURTON & SPENCE'S FOOTBALL TEAM, 1891-92.  
CHAMPIONS TORONTO DRY GOODS LEAGUE.

age is done. Often he is a shark who is working up a joint stock company for his own advantage, but such a man is a boomer by calm, malicious forethought, while the one mentioned before is more natural and his faults are unintentional.

But turning to the other side, the extreme type is the Grumbler—that wrinkle-browed, irritable, dyspeptic individual whom everyone wishes to avoid, but who is always cropping up to jar one's happy feelings and hopeful plans. With him the weather is always so unsuitable that business is being ruined. He cannot find a decent clerk or workman whom he can trust to properly carry out a piece of work which he wants done. If he is

merc. They throw cold water on the warm anticipations of new manufacturers, or of young and enterprising business men who desire to start out on new lines. What this country needs at present is a whole hearted enthusiasm which will maintain the fact that, tariff or no tariff, Canadian woollen, cotton and other manufacturing industries can be and will be developed; that Canadian wholesale dry goods merchants can sell goods as cheaply and do it as efficiently as the men who frequent Canadian markets from foreign countries; and that Canadian retail merchants are capable of handling all meritorious goods which are placed in their way.



### SPRING TRAPS FOR TRADE USE.

**D**RY goods men do not desire to catch furbearing animals by means of spring traps, but they do desire to entrap the busy public into having a glance at their bargains. There are two great means used for the purpose—advertising and window dressing. Let a man neglect either of these mediums and he will lose part of his trade; let him neglect both and he will fail within a year, just as surely as that period shall be completed. Business is so constituted now that no man can keep in the front ranks unless he has a certain quick step which enables him to keep up the proper speed. To attain this swiftness of movement, he must use every expedient for accelerating progress. People look to the advertisements of their dealers, and to his windows for information concerning the newest goods and the latest freaks of fashion. If he fails to inform them of all that is new, they will cast him off, as they would an old-fashioned or wornout garment. The old-fashioned mail coach has been displaced by the steam-drawn passenger train, the horse car is being displaced on the streets by the swift, phantom-like electric cars; and so the old business methods which meant putting in a stock, and sitting on a box until customers came, have been displaced by new methods with slightly more snap and vigor. Among these, advertising and window dressing stand pre-eminent and no dealer can succeed in using these to good advantage, who does not make a special study of them. He must read, observe and experiment. Edison gained his knowledge of electricity, by means of hard work; so every dry goods man must know very thoroughly the principles on which he is operating business, and the rules for the application of those principles.

#### A PRETTY SPRING DESIGN.

On Yonge St., a pretty window might be seen recently, filled with new, French dress goods, among which delaines predominated. There were light-colored stripes and dark-colored stripes; there were light grounds with dark colored figurings, dark grounds with light colored figurings, all artistically placed and combined. The pieces were tightly folded and tied, just as they had left the factory. Across the front of the window was placed a row of these dress goods pieces, being on the floor of the window with an end to the glass, every other piece being on its edge between its two neighbors on their sides. The next row was placed end to end, only being elevated to an angle of 30 degrees with the floor; while the third row was placed vertically, the same method of alternation in the position of the pieces being maintained. The other details would of course depend on the size and shape of the window, which it was desired to dress in this manner. The window might be varied by other plans of placing the goods, many of which could be easily devised. But the effect of the whole was refreshing after the long exhibitions of winter mantles, and fancy handkerchiefs. In the centre of the window and on a line with the observer's eye, being a neatly printed card, bearing the words, "We have just arrived from France." The window

might have been improved by placing delaines all in the first row and placing a card on them with the word "Delaines" in clear bold type; and so with the other two rows, each being of some other kind of goods.

#### ADVERTISING PURPOSES.

Windows undoubtedly help to advertise goods as well as attract buyers. When the store is open and a customer sees desirable goods, he or she enters and purchases. But when the store is closed for the night, it is not necessary nor yet desirable that the windows should be darkened and curtained. Many dealers light their windows well, and leave them so lighted until the streets are deserted. This is undoubtedly a capital plan. It can not attract customers at once, because the store is closed but it may cause them to come to the store on the next day or within a week. Thus the window is, if properly used, an advertising medium. If the number of probable window gazers is sufficient to justify the necessary expenditure for gas or electric light, then it will be a profitable advertising medium. In the larger towns and in the cities, this will undoubtedly be the case always. Strollers are always about, and impressions made on a person's mind, in a leisure moment, are not easily removed. Patterns and prices are noted and when purchases are made, these facts will be recalled to the purchaser's mind, and influence decisions. It is an advertising medium pure and simple and must be considered and used as such. A window costs money; but if the money be judiciously expended, it will bring as great profit as any other advertising medium. Many dealers follow this plan carefully and persistently; other dealers taboo it entirely. But the observant dealer will make the experiment if he has not done so already, and watch and carefully note results. There can be no doubt whatever as to his conclusion; and it is only a fool who would go contrary to well founded conclusions.

#### ADVERTISING SPECIAL SALES.

It will not be the purpose of this article to discuss the pros and cons of special sales. They are used mostly to clean up broken lots and carry off unsaleable goods. They are very useful between seasons; but are used in cities at all times of the year. The larger stores in the cities have weekly bargain days, on which slow selling lines are marked down and placed forward, and goods that are liable or likely to become dead stock are offered at a price which must necessarily move them out. This serves a double purpose, it draws a crowd, gives them bargains and creates a reputation for close selling, and it also keeps the stock in sound and saleable condition. In smaller towns, many merchants have between-season bargain days, say three days in February and three days in September. Others again have a monthly bargain day, a certain day in each month being adhered to; e. g. the second Saturday in the month. Certainly these special sales have advantages which the live dealer cannot afford to overlook.

When it comes to advertising these there is a variety of methods. These special sales are positively useless unless well

advertised previously. Some dealers use circulars as an advertising medium; these are a great deal of trouble, and are often poorly distributed, being placed under sidewalks, door mats and in empty houses. If gotten up cheaply, dignified customers will not pay any attention to them; if gotten up costly, they are too expensive a medium. Therefore, most dealers use newspapers. In these days of general culture, the newspaper reaches every home and is well and thoroughly perused. They reach the live people—the buyers.

A special sale requires a special size of advertisement. It must be large and showy, and is thus impressive. The size of a man's methods of gaining custom are gauged by the size of the advertising space he uses. If his special sale fills only a few inches, people think it is insignificant, and will not trouble themselves investigating its magnitude. It must state the particular lines in which bargains are offered, and explicitly explain what will be shown and at what price in each line. In a special sale people come to buy certain articles—they may buy others also just as they come for certain articles upon regular shopping occasions. Therefore, they must know before-hand that some special line or bargain is being offered, which is likely to suit their needs and their purse. Every buyer has a number of wants, and when they read of cheap articles which will satisfy these wants, they are likely to go after them. Of course, some people will go just because bargains are being offered, but this is not a class of trade which can be depended upon. In weekly or monthly bargain sales, the lines offered should vary on each occasion, so as to gradually cover all the lines carried. The advertisements must state the facts fully and truthfully, fully to bring out buyers who know what they want, truthfully in order to create a public confidence in the veracity of the dealer.

#### AN ADVERTISING AGE.

This is the age when people are doing business by advertisements. It is a grand rush for trade, and the man who can write the best advertisements as regards space and quality is the man who gets the biggest share of the trade. It is an age of splurge; and unless you can cast something into the sea of public thought which will cause a bigger ripple than what your neighbor casts into the water you are unnoticed. Circus methods are now business methods. P. T. Barnum and his brother circus managers have led the business world a great deal. The departmental stores began to use printers' ink in profusion, and now the retailer, wholesaler, jobber, or manufacturer who does not advertise liberally cannot succeed unless he has a monopoly.

A leading merchant, on being asked a few days ago if he believed his advertising paid, replied that he didn't know. "It is like casting your bread upon the waters; but you know everybody caters to the public taste in the advertising line, and unless you keep yourself prominently before the public you are lost sight of."

The retailers of Canada cannot do business without spending a certain amount in advertising. People expect advertisements, look for them, and read them very critically if they are worth reading. They read them if they are chatty, or if they tell them something which will perhaps be the means of enabling them to make savings on future purchases. They must contain knowledge in some form or other. Moreover the advertisements must not be stingy. It is lamentable that the size of advertisements are generally taken, if other circumstances correspond, to be a detriment of the trade, and a few dollars saved in this way may

not be a few dollars earned. Advertising must be liberal or it may be wasted. It must be hearty and healthy. It must be witty, pithy and learned. It must be fresh and important. It must be continuous and impressive. It must have all these qualities, because this is an advertising age.

#### NOTES ON TYPOGRAPHY

It is a mistake for a newspaper to use too small a type for its advertising. Too much duty is imposed on the eye. As a rule, a man cannot read for more than an hour or two in any type below minion, and when it gets down to a pearl or a small-faced agate, not more than five minutes. One great charm of run-on advertisements in large type is that they give very little work to the eyes.

Business men should always scrutinize the work done for them. Little provoking errors are apt to creep into advertisements, as they will anywhere else in the paper. The New York Tribune once printed the head line of a page with the wrong year three months after that year had expired, and one of the handsomest and best got up newspapers in the United States is now spelling the name of its editor in its columns Jhmoson, instead of Johnson. An inch of advertising in agate, single column, will contain a thousand letters, and each letter can be put in eight different ways. The editor frequently makes mistakes in writing, and his handwriting is often bad. Business men are no more free from accidents than editors.

A very desirable place for an advertisement is the last one. It has a place all its own. No one can overpower it, or destroy its significance. Yet this position is rarely sought for, while head of column, or head of page, or next after reading matter, is demanded, at a greater increase in price sometimes. There is no reason why this should be so. Generally speaking, the space of the last advertisement is worth one-half more than in the dead level of the page, and if the journal is a large one, more than the head of any column not next to reading matter.

It is no business of the printer to set up a notice time after time, or to keep changing lines in matter to suit the advertiser. He is only obliged to set it up once in a workmanlike manner, following directions as they may be given to him. If the work doesn't suit the advertiser, the workmen will change them, but not at his own expense. No printer will object to an alteration of a line or two, but if it goes further he must be paid for his labor. Some advertisers hold back from making alterations simply on account of this extra charge. They are very foolish. These changes may be necessary to bring out the force of the notice, and if so they should be made. A line of type, advertising size, will cost to set up in job offices in New York about two cents. The compositor will receive a little over a cent. Is it not a penny-wise and pound-foolish plan to save on this, while paying twenty or thirty cents a line for ineffective advertising?

#### ENGLISH RULES.

In England the municipal regulations are opposed to the use of the streets for advertising wagons. A van or cart may drive about all day, and display any amount of advertising on its sides, and so long as it can be shown to be actually delivering or conveying goods for a bona-fide trade purpose no objection can be sustained by the police. Similarly, high networks bearing signs and lettering over buildings are illegal. A firm in London had a large windmill on the roof bearing an advertisement. The municipal police took proceedings to test the legality of this display. Evidence was adduced to show that the mill actually did "mill" something (it was used to supply part of the power for electric lighting), and the court before which the case was brought ruled that a windmill so used, even if made to serve as an advertisement, was not a sky sign within the meaning of the law. The police therefore failed, and had to pay the costs.



# ALEXANDER & ANDERSON

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**W**E desire to direct the attention of Merchants to our Magnificent Stock of New Spring and Summer Goods, which will be complete in every department by the end of February.

## OUR GREAT SPECIALTY IS DRESS GOODS

And the collection which we offer of really new and high-class Exclusive Dress Fabrics is very choice and exceedingly attractive.

**In Silks** we are offering our new Spring Goods at old prices, and we show a nice range of Plain and Colored Surahs, Shot and Plaid Surahs, Colored Mervelleux, Colored Faille Francaise, Plain and Printed Pongees and Fancy Trimming Silks, also Black Surahs, Merves, Peau du Soie, Faille Francaise, Bengaline, Grosgrain, Etc.

## OUR SMALLWARE AND HABERDASHERY DEPARTMENTS

Are replete with all the Novelties of the Season. We offer a **Stock of Domestic and Imported Staples** which is second to none for value and assortment.

We extend a hearty invitation to merchants visiting the city to favor us with a call, and examine our large, varied and comprehensive stock.

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**43 Front St. West, Toronto**



### EARLY CLOSING.

**D**URING the past year there have been in Montreal and other places in the Province of Quebec strenuous efforts put forth to have an act passed similar to the Ontario Early Closing Act, which would enable the majority of the merchants in any town or city to have a by-law passed that would secure a uniform hour for closing shops. In Montreal there is an Early Closing Association which has done good work in educating the merchants in that city with regard to the needs of the community in this particular. They have ably seconded Mr. Auge, M.L.A., in his efforts to secure the introduction and passage of an Early Closing Act. Mr. Auge gave notice at the last session of the Provincial Parliament of his Bill; but the important fiscal and other measures which could not be delayed prevented the consideration of the Bill in the session of 1892. The good work was kept up, and when Mr. Auge announced his intention of making another effort to secure the passage of the Bill, the Montreal Association did its best to have the Bill properly and suitably framed, and appointed a delegation to go to Quebec to urge the passage of the Bill. Many of the Associations in the Province passed resolutions in its favor, and copies of these were distributed to members of the Legislature. A few days ago the Bill was introduced, and when it came up for its second reading Mr. Martineau rose and moved the six months hoist. This was seconded by Mr. Kennedy, and as it was likely to carry, Mr. Auge raised the objection that the Bill was not printed in both languages, and on this technical ground was allowed to withdraw it. This leaves him in a position to reintroduce the Bill during the present session if he sees fit; but it is doubtful if it would pass even then. Nevertheless it is to be hoped that enough members can ultimately be secured to support it, to ensure its passage.

It seems strange, considering the features of the Bill, that the legislators of Quebec cannot be induced to pass it, and leave it to the municipalities to say whether or not they care to have it enforced. The bill as proposed applies only to the larger towns and cities, but other municipalities may pass by-laws to provide similar arrangements, on request to the council of two-thirds of the interested class of traders. It exempts tobacco shops, news depots, hotels and restaurants, and meat and vegetable stalls from its provisions, and grocery stores are to be allowed to keep open until nine o'clock. Other shops shall be closed at seven o'clock in the evening, and remain closed until five o'clock the next morning, except, however, the evenings of Saturday and those preceding public holidays, and also during the last two weeks in December. Goods may be sold in case of death, illness or accident, and apothecary's shops may sell medicines and surgical instruments. If three-fourths of the merchants, proprietors, tenants, or occupants of shops in these towns, or if three-fourths of the merchants trading in similar products so desire, they may petition the Lieutenant-Governor in Council and he may declare that the Act shall no longer apply to such town or to such a class of merchants.

In Toronto the practice of closing early has obtained very strongly, and dry goods clerks have little to complain of in the larger stores. The wholesale houses close the year around at

one o'clock on Saturdays. The large retail stores close at six o'clock every evening, and during the summer months at one o'clock on Saturdays. The smaller stores keep open on Saturday evenings until ten o'clock and in some cases on all the evenings during the week. Other classes of retail stores such as groceries and shoe stores closing during one afternoon during the summer months, and the majority of them at six o'clock during every evening of the week except Saturday evening. In Hamilton the Saturday half holiday during the summer months obtains among the larger dry goods stores. Throughout this and other provinces in the larger towns and cities, the larger stores close at six or seven o'clock on every evening except Saturday evening. Looking at this widely spread practice in its various forms, it causes considerable wonderment that a body of legislators, such as the Quebec legislators are supposed to be, should refuse to pass an optional act such as that proposed by Mr. Auge. It is not in advance of public sentiment, if the whole of Canada be considered, nor is it even as advanced as the practice in the leading cities of Ontario, and those of the United States or England.

The great objection to such an act is that it interferes with public liberty. This is not so, it may be interfering with the liberty of a few employers who would work their employees twenty four hours in the day, if it were possible, but in no other way. In fact such an act would be granting liberty to a body of workers, a large portion of the public, who require as much liberty as the law can give them. The employed are always at a disadvantage as compared with the employer with regard to the terms of employment. The lack of such legislation as would tend to place the employed in an equal position with the employers is repressive of liberty, rather than conserving it. It allows a few grasping employers to draw after them the more liberal and better educated employers in upholding long hours, by preventing a universal shorter hour movement. If one man keeps his store open sixteen hours, his neighbor in the same business is obliged to do it in self defence, and thus for one man's foolishness many are punished. Nearly all classes of mechanical laborers work fewer hours now than they did ten years ago; and the manufacturing industries are not ruined. Why then should not dry goods clerks participate in the benefits of the social change or as it should be termed social advancement? No employees in the land work longer hours than do the clerks in retail stores. This is due to the lack of combination among them, which is again due to the fact that they are mostly young; for when a man comes to years of discretion he says to himself that the hours of toil are too many, and he either enters the ranks as a merchant or seeks some other employment. Thus we see very few good men remaining as professional clerks, and their places are taken by boys and girls, among whom combination is not likely to exist. Great credit is due the many employers who refuse to work their clerks sixteen or eighteen hours a day, and who lose a certain amount of trade rather than ruin the health of their helpers, and there is occasion for congratulation that, in spite of the dilatoriness or conservatism of legislators the number of these employers is steadily increasing. It is to be hoped that during the year 1893, a general advance will be witnessed towards a voluntary shortening of the hours of labor of those employed in the dry goods trade, and this will be beneficial in raising the standard of worth and merit among these employees. Shorter hours mean just as much business, less expense and brighter, more thoughtful, and more interested employees.

## OUR NATIONAL GAME.

No game with the exception of lacrosse is so national as Association Football. It is played in every schoolground throughout the Dominion. It is an invigorating game, and much more gentlemanly, than the English game of Rugby. There is a distinct and independent association among the wholesale dry goods houses in this city, known as the Toronto Dry Goods Football League. Last year and this year, the team composed of the employes of Messrs. Caldecott, Burton and Spence succeeded in winning the Silver Shield which was offered for competition by the proprietors of this journal. This

Brock & Co.'s team obtained the same number of points as the preceding team. Their picture will be found elsewhere in this journal. The following players compose the team: R. Cooper (captain), James A. Catto, W. E. F. Paine, A. G. Gilmore, W. E. Young, R. D. Crawford, W. H. Fox, A. Biette, H. Tilley, P. F. Rogers, and P. Miller.

Several ladies representing a lottery in aid of the Catholic church at Brighton asked Mr. J. W. Berkinshaw, dry goods merchant, of Trenton, and formerly of Toronto, to buy a ticket. He gave the person, who was a customer, the price of a ticket, and it drew 50 acres of good land. Mr. Berkinshaw wrote to

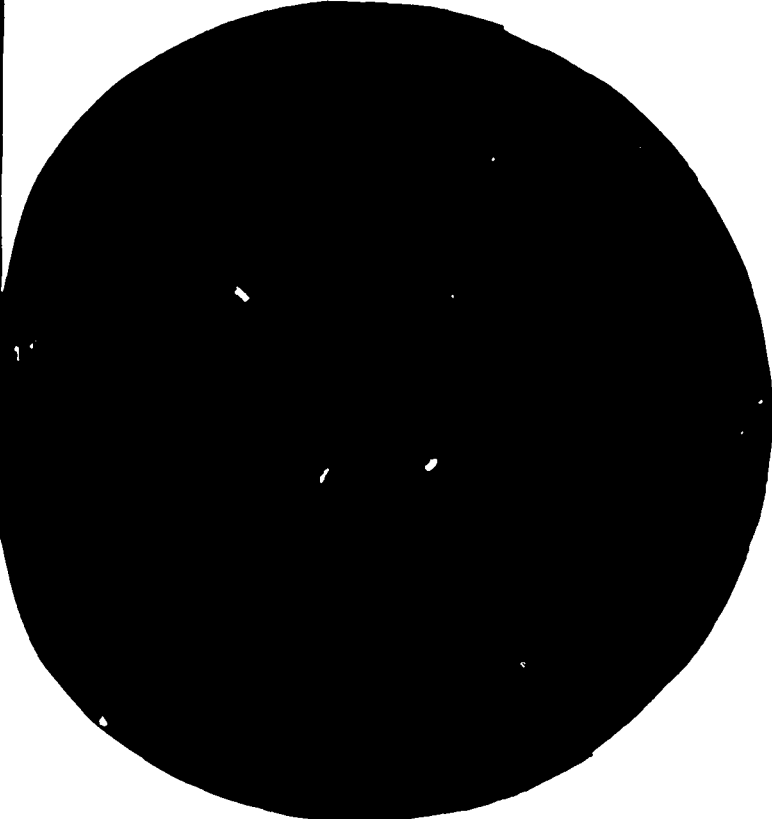


WYLD, GRASETT & DARLING'S FOOTBALL TEAM, 1892.

champion team has for its President Mr. Geo. F. Watson, and its Captain is Alex. F. Rodget. The other members of the team are Geo. Irving, Wm. Trimble, Jas. Mickelborough, John Mimms, Fred. Wastell, D. W. Glass, C. H. Passmore, C. L. Peniston, Wm. Masson, Alf. Randall, and Ed. Faulds. Their picture will be found on page 11. Wyld, Grasett & Darling's team, which was but one point behind the champions, is composed of the following players: C. M. Kirby, Harry Jones, W. Prentice, Frank Lillie, F. McBrien, J. M. Kerr, Bert. Smith, Harry Foster, Ernie Lye (captain), F. C. Hodgins, Alex. Smith. Mr. E. J. Henderson is President of the Club, Mr. W. Field Vice President, and L. Langstaff is Sec. Treasurer. W. R.

Rev. Mr. McCloskey declining the land, as he did not care to receive anything for which he gave no value.

On Jan. 29 the Campbellford woollen mills, valued at \$18,000 and operated by Mr. John McMurchy, were burned. Only the dye and boiler houses were saved. The building is insured in the Millers and Manufacturing Insurance Company for \$9,000. The machinery is insured in the Sun of England for \$4,200. The loss is complete. Mr. McMurchy had but recently moved from Huttonville to Campbellford, and has just got the mill nicely in working order. The week before the fire he received an order for 5,000 dozen of wool half hose from a Toronto wholesale house.

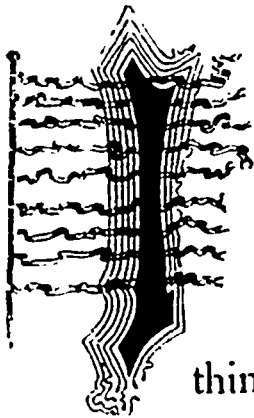


*"He that knows anything worth communicating and does not communicate it, let him be hanged by the neck."*

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## Old Trade Revived

## New Trade Made



N presenting to you the Spring Trade Number of THE DRY GOODS REVIEW we have little to say and no apologies to offer. It speaks for itself. We have no hesitation in claiming it equal---typographically and editorially---to anything ever published in America.

Much of its success is due to the lively interest displayed by advertisers in preparing advertisements which are both attractive, interesting and valuable ; advertisements that the retail trade will read with as much interest as the letter-press. This is the secret of successful advertising.

THE REVIEW has been and is a success. It has won its way through merit alone. The trade journal is not a "charitable institution," or a party organ. Advertisers do not spend hundreds of dollars every year

“to help us along.” They demand a return upon their investment. Its success is due to hard and incessant toil, backed up with experience and capital, the latter enabling us to send canvassers into every city, town, village and hamlet in the Dominion; and last, but not least, we conduct our business on thorough business principles. We intend to place THE REVIEW in such a position that you *must* advertise. We are frank with you. It is the only way to gain your confidence. If you are not already aware of its value we would ask that you give it a fair trial. If you want proof before doing so, we cheerfully refer you to any of our large advertisers who will not hesitate to recommend it--that is, if you are not in the same business as themselves. “Old trade revived, new trade made, is the result of my advertising in THE REVIEW.” so said a large advertiser the other day.

Yours respectfully,

**THE PUBLISHERS**





FURS.

THE furriers, both in Montreal and Toronto, have done a good business despite the higher prices on the favorite lines. Lines made up from beaver, otter and mink are high. The latter is more the fashion than ever for gentlemen's caps and coat trimmings, and the demand has stiffened up its tone materially. There are some lines with an easy tendency, such as fox, fisher, marten and lynx; but the demand this year does not seem to run much in their direction.

Raccoon is high and is now occupying the wave of public favor, both for ladies' and gentlemen's coats.

FUR NOTES.

Boas are as much worn as ever this year, and if warmly underclad, young ladies need wear no other covering over their walking costume. They are universally seen at five o'clock teas, when overcoats, cloaks and heavy jackets are left in the ante-room or hall.

On October 12, Charles P. Searle and wife, of Boston, while in Canada purchased a fur-lined overcoat and a fur cape, and on returning home Mr. Searle was assessed \$45 duty on the garments at Richford, Vermont; he paid the duty under protest, and being an able lawyer subsequently explained in writing the tariff regulations to the comprehension of the collector, and the duty was refunded on December 13. Mr. Searle showed that the garments, which were openly worn at the time the duty was assessed, were purchased for personal use, and were proper and lawful components of his wardrobe.

A writer from Victoria to the Fur Trade Review says. The Hudson's Bay Company has forwarded to London the collection for 1892, comprising 2,135 black, 249 brown, and 109 grey bear, \$800 beaver, 283 ermine, 243 fisher, 35 silver, 91 cross and 120 red fox, 755 lynx, 3,705 martin, 11,292 mink, 768 musquash, 6 sea otter, 170 raccoon, 1,030 fur seal, 33 skunk, 222 wolverine, and 112 wolf. A large supply of beaver may be expected next year, as Mr. N. B. Gauvreau, during his recent exploration in Northern British Columbia, learned that Lake Testin, the source of the great Yukon, is frequented by beaver in large numbers; a party of trappers has already left here for the new beaver territory.

The most elegant garment in sealskin this season is undoubtedly the mantle or long cape. This is made severely plain, hanging free from the shoulders and straight around. In some cases the mantle is given the fashionable broad effect by two capes, placed one above the other, and covering the shoulders. This exaggerated appearance is seen more often in capes of Persian lamb of that fine waved variety, which looks like moire silk. There are some mantles forty inches in length, but this is extreme. The most desirable length covers the hips, but does not reach to the knees. These wraps are liked, because they can be easily put on and off. Some of the new wraps of close fur have a yoke outlined by a pleated or shined ruffle of the fur, which gives again the most desired width about the shoulders. There is a "catchet" about these mantles on a tall and willowy figure, but let the short woman of generous embon point avoid them,

lest she should resemble an inflated umbrella. The short shoulder capes seem to have almost disappeared. All the caps now reach below the waist line, and may be properly called mantles.

LONDON FUR SALES.

Hudson's Bay Company's sale, January 23.			
Beaver,	10 per cent.	higher than in January,	'92.
Musquash,	5	"	"
Messrs. C. M. Lampson & Co.'s sale, January 23 to 26.			
Beaver,	7 1/2 per cent.	higher than in June,	'92.
Mink,	35	"	Nov. '92.
Skunk,	25	"	"
Marten,	20	"	"
White fox,	12 1/2	"	"
Russian sable,	5	"	"
Aust. opossum,	7 1/2	"	"
Bear,	15	"	"
Red fox,	10	"	"
Muskrat,	10	"	June, '91.
Bl'k musquash,	75	"	"
Opossum,	15	"	"
Gray fox,	20	"	"
Raccoon,	5	"	"
Squirrels,	20	"	lower than in Jan., '92.
Persian lamb,	same as in November,	1892.	
Japanese fox,	"	"	"
Wolf,	"	"	"

Northwest coast seals, sale January, 27, offering comprised 39,862 salted skins. Result:

Sold 4 per cent. higher than in November, '92. At Messrs. Goad, Rigg & Co.'s sale Lobos Island salted fur seals sold 30 per cent. higher than in November, 1892.

Messrs. Phillips, Politzer & Co. report. Hudson's Bay Company's sale:

Beaver advanced 12 1/2 per cent., muskrats advances 5 per cent.

C. M. Lampson & Co.'s sale:

Mink advanced 40 per cent., marten advanced 30 per cent.; Russian sable and muskrats, other than firsts, unchanged; muskrats, firsts, advanced 35, black, 45 per cent.; Japanese foxes advanced 5; Australian opossum, 15; wallaby, 20, and bears 10 per cent.

Raccoon, firsts, unchanged, seconds advanced 15 and others advanced 35 per cent. Skunk, black, advanced 10, striped advanced 35 per cent., American opossum 20, and gray foxes advanced 15 per cent. Northwest coast seals advanced 7 1/2 and Lobos Island advanced 35 to 40 per cent.

MINOR SALES.

Culverwell, Brooks & Co. offered January 18, in addition to monkeys, 40,000 chinchillas, 50,000 Australian opossum, 1,000 goat rugs and sundry small articles.

Flack, Chandler & Co., January 19, offered in addition to monkey, 30,000 Australian opossum and various small lots of furs and skins.

Dyster, Nadler & Co., January 19, in addition to monkey, offered 1,000 otter, 140,000 Australian opossum, 500 tigers and leopards, 120 Polar bear, 10,000 wallaby, 6,000 Thibet lamb skins, 750 Thibet slink crosses, 500 Thibet lamb crosses, 400 sheep crosses, 3,500 grebe, 9,000 Japanese marten tails, 70 sheep coats and 110 Thibet lamb coats.

Messrs. Anning & Cobb, on January 19, offered 1,500 Thibet lamb skins, 150,000 Australian opossum, 3,000 wombat, 132 marten tails, 2,130 sable tails and 5,000 wallaby and kangaroo skins.

ESTABLISHED 1863

# MACABE, .. .. . ROBERTSON & CO.

For Nearly Thirty Years We have led the Trade in . . .



## Berlin Wools and Fancy Goods . . .

And to-day we show a stock of Materials for Needlework and Decorative Purposes, that is not surpassed on this Continent

**WE WANT YOUR TRADE**

### Macabe, Robertson & Co.

8 Wellington St. West

TORONTO

We respectfully invite the trade to our-

= 1893 =

## = SPRING OPENING

-- OF --

*Pattern Bonnets*

*Pattern Hats*

*Pattern Mantles*

REMEMBER  
THE DATE.

And Other Imported Novel-  
ties, commencing on . . . .

**MONDAY, 27th FEBRUARY**

and Following Days.

OPENINGS WILL TAKE PLACE AT MONTREAL  
AND TORONTO ON SAME DATE.

# D. McCALL & CO.,

1831 Notre Dame St.,

MONTREAL.

12-14 Wellington St. E.,

TORONTO.

## FANCY GOODS.



FANCY goods houses are doing a small but steady trade by means of their travellers. Preparations are being made to show a nice line of novelties at the time of the coming millinery openings. Their attractions will be well worth examining. In materials for fancy work many very new and striking novelties are being introduced.

Among the large stock of new novelties shown by the Boyd, Bower, Brunell Co. is a number of new kinds of glass bottles. They are showing the latest New York fad in these, being a white bottle, a French opal, with handpainted sprays of blue violets. The bottles are of two shapes, the decanter shape, and the Egyptian vase, and are shown in several sizes. Their line of satin finished or ground glass bottles are new, pleasing and exquisitely decorated. Another very new novelty is the Japanese pin ball which is a new ornament for a lady's dresser. They are showing a silkette cloth 31 inches wide at 16 cents a yard which is used for backing art cushions, and which unless examined by an expert cannot be distinguished from a cheap satin. It is shown in all art shades and is taking well with fancy dealers. Colored matting or duck cloth is a new fabric used for covering embroidered photo frames. It comes in all the art shades. These last two lines are controlled in Canada by this firm. They are showing a novelty in art cushions made of red denim with pattern tinted in black and finished with Japanese gold giving it the appearance of a handsome Japanese cushion, but at a tenth of the cost. French sateen squares, about 27 inches in length, are shown in great variety. They are decorated with an imitation of hand painting and can be used for large lounge pillows or when trimmed with the new linen fringe make pretty table covers. Tinted or French painted photo frame covers a fine white duck for embroidering purposes are a taking novelty. A manufactured novelty is a balloon letter rack made of plush, cane and silk cord. It is a neat decoration as well as useful.

During this month John Macdonald & Co. will show in the fancy goods and haberdashery departments many novelties for the coming season's trade. A special line will consist of art cushions, tea cosies and head rests. These are made in satin, reversible, embroidered, and combination of satin and velvet, also a complete stock of art, embroidery and sewing silks, tinsel in all shades, chenille cords, pompons and silk tassels. They have also a full line of purses, hair and cloth brushes, soaps, perfumes. The silver service set is also a quick selling novelty. Their extensive stock of Berlin and other wools is in excellent shape for the opening season. A special and extra effort has been made this season in the dress trimming section, and many new and popular lines are to be seen. They desire to call attention to the very full assortment of dressmakers' supplies carried in stock. The prospect for buttons this coming season is very bright. The stock shown by this firm is excellent, consisting as it does of all leading things in metal, pearlita, jersey, ivory nut, gilt, jet and pearl. Amongst the various lines of which they carry full stock may be mentioned beads, brushes, studs, curling irons, warming irons, hair and hat pins, belts, corsets, millinery and dress buckles, cretonne and daisy ball fringes, felts for embroidery, art piece silks, chamois skins, vulcanite hair pins, dressing and fine combs, towel racks, metal hairpin trays, fancy colored and black silk cords.

## JEWELLED HAIR ORNAMENTS.

As the end of the century approaches, we are returning to the fashions of its opening years. Nowhere is this more apparent than in hair ornaments, which are as fanciful, splendid and dainty as in the days of Josephine. Gold acorns with diamond sprays, lilies of pearls with diamond tipped stamens, birds' heads glistening with precious stones, jeweled coronets and many other equally costly pieces are worn at dinners, balls and other evening entertainments. An exquisite ornament, which is quite new, represents two gracefully-curved gold antennae each about three inches long. Upon the ends are pear-shaped diamonds. Two gold prongs, from which the antennae spring serve to fasten the ornament in the hair. A beautiful hair-pin shows a peacock's head and throat set against the fan-like tail. The head is encrusted with diamonds and the tail outlined with rows of small rubies, each row terminating in a large diamond. Other hair pins are ornamented with enameled gold and precious stones. A bullfinch's head set in diamonds, with ruby eyes and wings of colored enamel interspersed with small emeralds, is a very attractive hair-pin.

The jeweled daggers now worn for hair ornamentation are very beautiful. One example shows hilt and guard closely set with small diamonds, a green stone of good size finishes the hilt, and there is one upon each end of the guard.

Another dagger is entirely of daggers and pearls. A charming object is a crusader's sword, the hilt of pure white enamel wound with fine gold cord. The guard is of gold set with pearls. The blades of these are of gold, ending in a point, and pass easily in and out of the hair. Something new is a tiara wire on springs, with a little upright spiral in front so arranged as to take any brooch or ornament one wishes to wear. A diamond star, a bird, a spray of jeweled flowers, a crescent or fleur-de-lys may each be set in at will. Some handsome pins, which are also very costly, are huge smoky pearls, set like flowers in a calyx of small diamonds. Five thousand dollars will buy one of these ornaments.

A dainty hair-pin represents an English double violet in silver, each petal is closely set with small diamonds, the ensemble being graceful and delicate. A unique ornament with two prongs simulates a fleur-de-lys in purple enamel held together by three small pearls. The flower is placed in the centre of a gold circle in which is set fifteen amethysts.

Some pretty shield-shaped combs each with two tortoise shell prongs are of gold trellis work with an outer edge of twisted gold cord. At each point where the trellis work intersects, a tiny diamond is set. This form is quite new and very attractive; sometimes the comb is of silver, and the trellis points set in garnets and the shape varied to other heraldic forms.

Gold and silver pierced work in the shape of shields, crescents and ribbon bows all appear, mounted upon one pin, or two prongs to be used for hair ornamentation. An exquisite tortoise shell comb is cut in the shape of a small palm leaf surrounded by a border of filagree gold following the same curves, and edged with a narrow bordering of tiny diamonds. Some odd fancies in hair-pins appear in the shape of spiders and beetles, with garnet or diamond eyes, and enameled wings. Small gold or silver balls, set with tiny rubies, diamonds or emeralds are favorite hair-pins, although not very new.

Large coronets or crowns of diamonds, pearls or opals, or of many-pointed stars within circles of pearls are shown. These are worn frequently, but of course, only by the very rich. A pretty shape is a crown with points of pearls and rubies.



# WYLD GRASETT &

82 GEORGE ST MANCHESTER

7 BRYAM ST HUDDERSFIELD  
ENG.

# DARLING

WHOLESALE GENERAL

DRY  
GOODS,  
DRESS  
MENS GOODS,  
FURNISHINGS.



# BRITISH & CANADIAN WOOLLENS.

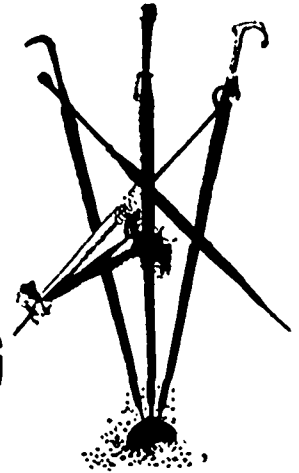
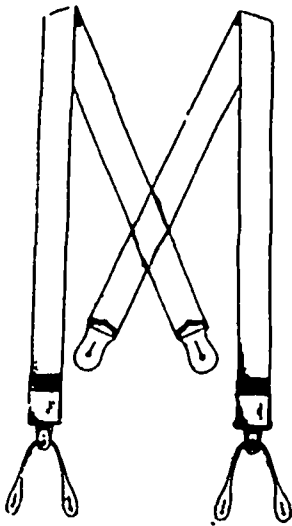
COR WELLINGTON &  
BAY ST



TORONTO

SPRING, 1893

**WYLD,  
GRASETT  
& DARLING  
TORONTO**



**Imported and Canadian  
Staple Dept.**

We have in stock, recently opened up, very complete ranges of **Prints**, including our special **wide Cloth**, in a great variety of latest designs and colorings. **Cretonnes, Art Muslins, Furniture Satens, Plain and Fancy Dress Satens**, including **French Printing, Delaine Cloths, &c.** Linens of all kinds a specialty, **Tablings in Bleached and Loom in Damask and Dice, Towelings, Checked Glass Cloths, Towels, Napkins, Table Cloths, Striped Hessians, Hemp Carpets, &c.**

In Canadian Staples, all the leading lines from the best mills at close quotations. **Grey and White Cottons, Ticks, Shirtings, Cottonades, Linings** of all kinds, **Pillow Cottons, Sheetings, &c.**



**Imported Woollen  
Department**

COMPLETE RANGES IN STOCK OF

**Scotch and English Tweeds and Trouserings, Black Worsted Trouserings** in all prices. **Spring Overcoatings in Worsted Venetians, Meltons and whipcords** in all the newest tints. Special values in **Black and Blue Worsted Coatings, Venetians, Corkscrews and Twills, &c., &c.** In **Tailors' Trimmings, Italians, French and Beatrice Twills, Canvasses in full ranges, Silesia**, in fancy and plain shades. **Haircloths, Pocketings, &c., &c.** **Buttons**, in Ivory and Worsted, in Black and colors. **Braids, Sewing Silks, &c.** In **Canada Tweeds** we show full ranges from the best mills. In **Stripes, Checks and Plain Colors**, newest designs. **Halifax Tweeds, Serges, &c.** values unsurpassed

**DRESS GOODS DEPARTMENT**

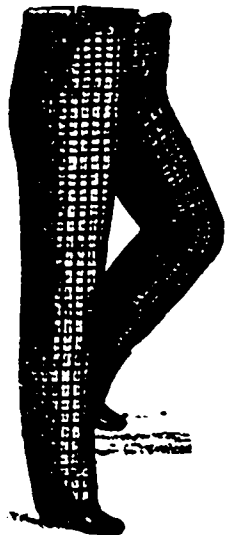
Latest designs and newest colorings in British, French and German manufacture. **Cashmeres, Serges Figured and Fancy Shot effects, Bengaines, French Twills, Delaines in Black and cream grounds**, great novelties with **Satin stripes, &c. &c.** In silks large ranges including **Black and Colored Surahs, Failles, Shot Surahs, Black Satin Merve, Black Gros Gram**, a special line **Black Peau de Soie, Pongee's Pongonois, &c.** As these goods were bought before the recent advance in prices took place, quotations will be found very favorable

**SMALLWARES DEPARTMENT**

The leading lines of this department will be found very complete. **Hosiery and Gloves, Ladies' Underwear, Circulars, Embroideries, Laces, Veilings, Handkerchiefs, Ribbons, Frillings, &c.** A larger variety in **Dress Trimmings** than heretofore. A special line of **Ladies' Belts**. Staple **Haberdashery** kept well assorted

**MEN'S FURNISHINGS**

An immense assortment of latest styles in **Men's Black and Fancy Neckwear, Collars and Cuffs, Braces, Half Hose, Gloves, Umbrellas and Waterproofs. Underwear** in great variety in **Balbriggan and Natural Wool. White, Neglige and Athletic Shirts, Summer Vests, &c., &c.**





### TAILORING AND FURNISHING GLEANINGS.

**M**OST of the buyers for Toronto wholesale houses are now in Great Britain buying woollens for the fall trade. Meanwhile the spring stock is being shipped out to fill letters and road orders. The latter are exceedingly large and numerous and the staff of each department is kept very busy executing them. Domestic tweeds are selling well on account of the vast improvement in finish and the happier combination of colorings. Domestic manufacturers are making extra efforts to improve the quality of their wares and are succeeding in a way which is surprising the crokers. Others again are much pleased with the advancement made and hope soon to see the domestic goods supreme in the market. Canadian tweeds sold moderately well last fall, overcoating sold extremely well and now tweeds from 35 to 75 cents are in great demand.

Domestic shirt and collar makers are doing a fairly good trade. It is lamentable to note the vacillating policy adopted by this class of manufacturers. They try to sell to the best of the retail trade and also to do business with the wholesale trade. This is a huge mistake, and such business methods cannot possibly succeed. An individual as the old saying goes must "be either a man or a mouse," and a man cannot expect to be a business hippodrome rider in these days. A manufacturer to do his business properly and establish a trade on a firm basis must make a class of goods which wholesalers will be able to sell beside their British and German goods, and until they do this they cannot hope to succeed.

In suspenders the domestic goods are holding their own with American manufactures and gaining a reputation for superior goods. But all classes of these goods, domestic, American, and British are in strong demand at present. Higher class goods have the preference.

#### AMONG THE TORONTO JOBBERS.

Gordon, Mackay & Co. are paying special attention to their men's furnishing department. Spring neckwear is now spread for inspection, and a more sumptuous display it would be difficult to imagine. A leading feature is their \$2.25 range, which they claim is unequalled in the trade. In knots the newest thing is 'The Dude,' being a very small tapering knot, with a wide, flowing end. In four-in-hands the width is about the same as last season—namely, 2½ to 3 inches. They come in handsome dark and light effects. In wash ties their range of piques and Derbys is very attractive, and the designs are new. In ladies' Windsor ties they have an almost endless variety, including cottons, pongees and surahs. They run in self shades, polka dots and fancies.

Gordon, Mackay & Co. are showing what is a marvel of value in an unlaundred shirt at \$4.50, in all sizes 14 to 17 inch. This shirt is made of a good cotton, with linen fronts, continuous facings, and heavily reinforced. Their supply will meet even an extraordinary demand.

W. R. Brock & Co. are shipping out their tweeds on spring delivery. They report a strong run on a brown and bluish mixture, which is so prominent in domestic tweeds this season. Lighter colors seem to be discarded, except in very cheap lines. In Scotch tweeds the hop-sack patterns and plain twills are hav-

ing the best demand. They carry a nice range of each of these. Light colors are not so much in favor as last spring, medium shades being preferred by the tailors at least. In dress goods they are receiving numerous shipments of Canadian, English, French and German. The samples of these have been shown for some time, and they commence at once to fill the numerous orders that have been booked.

Gordon Mackay & Co.'s men's furnishing department presents a busy scene. Their rubber clothing display is simply immense. Conspicuous among their novelties in men's neckwear is the small knot with wide apron, in imitation of the graduated four-in-hand.

Alexander & Anderson at present have a fine exhibit of Canadian and imported tweeds, worsteds, serges, overcoatings, etc., also an attractive stock of men's furnishings, including neckwear in four-in-hands, knots, bows, etc., white and regatta shirts, top shirts and underwear in great variety, also collars, cuffs, braces, gloves, handkerchiefs, socks, etc.

W. R. Brock & Co. have been receiving in their men's furnishing department large shipments of neckwear in derby and knot shapes, including all the newest styles and effects of the latest materials. They have also received men's drill, pique, cashmere and silk waistcoats for spring and summer wear. Flannel shirts and cashmere outing shirts are also in stock. Sporting belts, with suitable buckles for lacrosse, football, baseball, lawn tennis, cricket, nautical sports, etc., that can be retailed from ten cents up to one dollar each, will be found in large range. They report that their sales for white dress shirts, unlaundred shirts, men's collars and cuffs have greatly increased this season, and account for this from the fact that they made very large purchases of several clearing lines at job prices, of which they have given the benefit to their customers. One special line of braces, of which they have purchased the full output of one manufacturer, and of which an imposing pile is shown, are sold so as to be retailed at ten cents per pair. This is one of the greatest bargains ever shown in this line of goods to the Canadian trade.

### JOKELERS.

#### TRYING IT ON THE BOYS.

Some time ago a general merchant in a small country town saw an advertisement where for five dollars he could learn at home an infallible system of cutting gentlemen's garments. After he got the instructions and outfit he at once set to work to teach himself the art of cutting. His maiden effort was a pair of pants for Johnny the shop boy. The following day the boss said, "how do you like 'em Johnny"? Well mother says it seems to her that when I go up street to dinner my trousers are heading down street towards the post office. That's all right, tell your mother when they are worn at the knees, you can turn 'em round, they fit both ways.

#### AN INFERNAL MACHINE.

Thirty years ago, said an old dry goods man the other day, I was an apprentice in a draper's shop in England. At that time those big balloon crinoline hoop skirts were all the rage. I was parcel boy. One day I was swinging along the street with a huge crinoline done up in a paper bag. I met my best girl, and we walked along together. Unfortunately for me, I struck the bag against a lamp post, the string gave way, when, gee whiz! The huge affair inside burst open and there I was. The young lady screamed and ran, a crowd collected, two policemen ran up to see what the row was. I carried it up a lane and it took the crowd, the policeman and me half an hour to tie it up. I lost the girl-

**DOMESTIC MANUFACTURERS' BOOM.**

CANADIAN manufacturing establishments are paying fair profits in nearly all lines, and the stock in the larger establishments is commanding good prices. The following from the Montreal Gazette of February 6th indicates the feelings with regard to cotton stocks:

"Cottons are again on the 'boom.' Very satisfactory reports are being made of last year's work. The mills have been kept well employed, and owing to an increased demand additions will have to be made to several of the mills. The principal 'boom' at present is in Montreal Cotton. The company has now under consideration a scheme for increasing the output

and intend erecting a large building for this special purpose. The building will be used for the printing of ingo dyed fabrics, a branch of the industry never yet introduced into Canada, and which will call for the employment of a good deal of skilled labor. On the strength of handsome profits and the favorable prospects cotton stocks are in great demand and show a big advance. The principal advance has been in Montreal Cotton, which has had a rise of over 15 per cent. during the past week; and much higher prices are expected, as investors are anxious to obtain the stock before it goes higher."

This is but an example of how our domestic manufacturers are prospering. The knit underwear and hosiery mills are also



W. R. BROCK & CO'S FOOTBALL TEAM, 1892.

of cloth at the mills, which will necessitate new buildings and a large addition of plant, at a total estimated cost of between \$250,000 and \$300,000. The company has decided that it will continue to produce all goods required in its particular branch of manufacture, and expects a steady increase in the demand. At the annual meeting of the shareholders, to be held on the 14th inst., a proposition will be submitted to issue \$500,000 new stock to cover the outlay for the additional buildings and improved machinery, which have been found necessary to meet the increased demand. The directors of the Dominion Mills at Magog have decided to increase their printing capacity,

and have a full supply of orders for immediate and future execution. Many of them are enlarging their mills and placing new machinery. With the mills that manufacture flannels, blankets or tweeds, the situation is much the same. A mill for sale is an exceptional instance, and a firm and confident feeling pervades all investments in these industries. With experience comes greater skill, with greater skill comes a better class of goods, and a better class of goods is bringing greater profits.

New designs of fern fronds in diamonds, or entirely of emeralds, are superb and of immense value

# KNOX, MORGAN & CO.,

WHOLESALE DRY GOODS IMPORTERS,

= = Hamilton, Ont.



## A BANNER YEAR.

Our line of action has been well marked out for the coming Season, and the activity already shown in the various Departments of the extensive and old Kerr warehouse, indicates that the Largest Trade ever done in it will be Knox, Morgan & Co's in 1893.

WE CONDUCT OUR BUSINESS ON THOROUGH BUSINESS PRINCIPLES AND LOOK WELL AFTER OUR CUSTOMERS INTERESTS.

Give our Travellers a Share of your Trade.

YOU CAN MAKE MONEY OUT OF OUR GOODS. Merchants who have been doing business with us for years told us that our SAMPLES NEVER WERE IN BETTER SHAPE THAN FOR SPRING, 1893.

VISIT US - AFTER 18<sup>TH</sup> FEBURARY WHEN OUR STOCK WILL BE COMPLETE

We mention no Department in particular. We have made a special effort to make this a First-Class All-Round Market, at which General Store Merchants can make their purchases.

Goods are daily being Passed into Stock and Opening Out Well.

THE NUMBER AND SIZE OF LETTER ORDERS SURPRISED US LAST YEAR.

This is one of the many ways in which Merchants can help forward and increase the volume of their trade. We give the very best attention to orders entrusted to us in this way.

## MR. P. H. BURTON.

FOR fifteen years the firm of Caldecott, Burton & Spence has been represented on the foreign market by Mr. P. H. Burton. Nearly a hundred trips across the "big mill-pond" have fallen to his lot, but he is still bright, cheerful and energetic, and carries his fifty odd years of life very well. There has been much talk and writing about self-made men; Mr. Burton's career speaks for itself.

He was born in London, England, and the year 1852 found him an emigrant from his native land and an employee in a general store in Brockville, Ont. Seven years in a country village prepared him for higher work. He went to Montreal in 1859 and spent four years in the retail stores of Henry Morgan & Co. and Jas. Morrison & Co. His first experience in the wholesale business was with Jas. Johnston & Co., of Montreal; but he soon became buyer for the firm of W. J. McMaster, which was then starting business in Montreal. From 1871 to 1879 he served J. G. McKenzie & Co. in the position of buyer. He had thus gone through the preliminary stages of the business man's life, and was ready to strike out for himself. He came to Toronto in company with Mr. Stephen Caldecott, Mr. R. W. Spence and Mr. C. W. Harris, and they formed the wholesale dry goods firm now known as Caldecott, Burton & Spence. A successful career in business for himself has been the result of his careful preparation of himself for his chosen calling.

As a man Mr. Burton is model in many ways, but nevertheless unobtrusive, modest, and exceedingly friendly. He is a strict temperance man and can tell strange tales of how the English and continental buyers regarded him as an anomaly when he made his first trips to foreign markets. But it is pleasant to note that with the example of P. H. Burton and others before them, many buyers and commercial men have adopted the strict rules of temperance. He has been a director and shareholder in the Temperance and General Insurance Co. ever since its foundation, and does a great deal of general work in behalf of temperance. In religion he is a Congregationalist, in politics somewhat independent, but with Conservative leanings. But above all he is a strong Canadian, and upholds Canada with the fervor of a true patriot. He is decidedly opposed to Commercial Union and despises annexation sentiments. He has a fair amount of both the French and German languages, having acquired these after he left school. His ambition told

him that these languages were necessary to his success in life, and with admirable courage and pertinacity of purpose he acquired them both by attending evening classes in the Mechanics' Institute at Montreal. This perseverance is a marked trait of his character, often amounting to a dogged determination not to be beaten in any undertaking. He has clear views of the market, and is always abreast of the time in knowledge of business conditions, possibilities and exigencies. He is rapid and prompt when judgment is required, and not easily swayed by the opinions or spoken thoughts of others. He can estimate the value of facts for himself, draws his own conclusions, and seldom finds himself in error. Without descending to adulation or fulsome flattery it may certainly be acknowledged that Mr. Burton is one of the shrewdest men engaged in the Canadian dry goods

business. His shrewdness is acknowledged freely by all who know him.

His partners are also energetic men of business and the firm is well and favorably known throughout the length and breadth of Canada. They do not aim at making a splurge or a splash while doing business, they are rather conservative and believe in doing a steady, stable trade, and doing it in such a way as to attract and hold the better class of retailers. The firm is well known for its uprightness and fairness of dealing. The specialties of the house are staples, dress goods, gloves, hosiery and under wear, and they have no competition in many of the lines they handle.

On another page will be found an article from the pen of Mr. Burton on the subject of a Canadian fast Atlantic service. In it may be noticed the intense Canadian feeling which has been mentioned as charac-

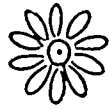


MR. P. H. BURTON.

teristic of the man. When he comes in contact with younger men he imparts to them that patriotic feeling which is not satisfied with what is, nor so dissatisfied as to be discouraged, but which fills them with a determination to do their utmost to help build up on the northern half of this continent a purely Canadian nation. Not only is this noticeable in his conversation, but it may easily be discerned that Mr. Burton is a student of affairs; not of fiction nor legend lore, but of the tales of every day human life and business ventures and changes. He is at home on all the live topics of the day, and speaks with the firm conviction of a deep thinker. A merchant with a broad grasp of all questions, financial, political and social, necessarily commands respect. It is a lamentable fact that too few of the merchants of this country have this general self-culture, many being exceedingly narrow in their views and knowledge.



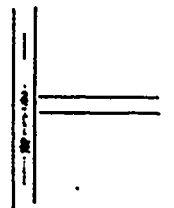
Blouses,  
 Shirt Waists,  
 Cashmere  
 Cloaks,  
 Headwear, ETC.



# R. H. GRAY & CO

MANUFACTURERS OF

Ladies' and Childrens' Whitewear,  
 Infants' Outfits, Etc.



24--26 WELLINGTON ST. WEST,

= TORONTO, ONT.

SEND FOR OUR NEW ILLUSTRATED CATALOGUE.



Shirts, - Pants,  
 Overalls,  
 Summer Clothing,  
 Etc.



## BOARD OF TRADE NEWS.

## TORONTO BOARD.

THE annual elections for the Board of Trade took place recently. Owing to the return of President D. R. Wilkie and First Vice-President Hugh Blain by acclamation, the chief interest centred in the second vice-presidency, the candidates being Messrs. F. S. McKinnon and E. B. Osler. The following is the result:

Second Vice-President S. F. McKinnon.

Council—William Christie, John I. Davidson, W. R. Brock, D. W. Alexander, H. N. Baird, W. D. Matthews, G. M. Bosworth, Arthur White, Michael McLaughlin, George H. Bertram, A. A. Allan, Warring Kennedy, William Ince, Robert Jaffray, and Barlow Cumberland.

Representatives on Harbor Commission W. A. Geddes and J. T. Matthews.

Representatives on Industrial Exhibition—James Carruthers, M. F. Brown and W. B. Hamilton.

Board of Arbitration—William Galbraith, J. H. G. Hagarty, J. D. Laidlaw, Thomas Flynn, R. J. Stark, R. S. Baird, R. C. Steele, John Earls, M. F. Brown, J. H. Sproule, Charles Pearson, and S. Crane.

Several hundred leading business and financial men attended the annual meeting of the Board of Trade in the rotunda at 3.30 o'clock on the same afternoon. Reports from the president, treasurer, secretary and other officials were presented and received with due applause as the progress of the institution was shown.

Treasurer Ross in his report showed that the income of the board had been augmented by \$6,440 in consequence of the increase in the annual fee at the beginning of the year. The membership in 1891 was 922 and in 1892, 922. The income in 1891 was \$9,307.55, and in 1892 \$15,736. The expenditure in 1891 was \$9,053.67, and in 1892 \$8,794.37. The surplus in 1891 was \$753.88, and in 1892 \$6,942.33. The amount of \$7,239.38 had been handed to the House Committee and a balance of \$171.85 was carried forward. The gratuity fund continued to prosper. The total amount paid out since its organization was \$55,157, and the fund now in the hands of trustees was \$73,000. The report was adopted amid applause.

Secretary Wills stated that during the year 563 meetings had been held, and went on to give particulars of the subject under discussion. His report concluded as follows:

"Boards of Trade are the natural and inevitable outgrowth of our commercial life. They are a part of that great system of the sub-division of labor which bespeaks our social and material progress. The necessities of trade and commerce produced them, and no more is required in defence of their existence than is required in defence of insurance, the wholesale merchant or the banker.

"In conclusion, I respectfully submit that the members are to be congratulated upon the position which the Board of Trade of the city of Toronto occupies with reference to the commerce of the country."

President Baird then presented his report of the year's proceedings, and his utterances were marked by a business-like coloring on all trade matters, showing him to have a thorough grasp of all these questions.

The inaugural meeting of the new council was held on the 8th

inst., President D. R. Wilkie in the chair. There was a full attendance of the members. A return was presented of the non-resident members of the board. It showed that there were 169 altogether, namely 146 in Ontario, distributed through 78 cities, towns and villages; six in Quebec, in three centres; two in Manitoba, one in British Columbia and fourteen in the United States.

The secretary reported that a copy of the resolution passed at a recent meeting of the board advocating the establishing of a fast Atlantic steamship line had been sent to all the boards of trade in the Dominion, and replies strongly endorsing the said resolution had so far been received from London, Hamilton, Quebec and Goderich.

The question of the circulation in Canada of American silver and paper currency was introduced, and the opinion widely expressed that the country was being flooded with this money to such an extent as to constitute a serious menace to the commercial weal. Finally a committee was appointed consisting of the president, vice-president Blain and Mr. W. D. Matthews to prepare a resolution to submit to a meeting of the board.

Some discussion took place upon the necessity of a complete system of direct telegraphic communication within the Empire, and in view of the importance of the matter it was laid over for further consideration at the next meeting.

The kindred question of a uniform postal rate upon this continent was also discussed, and the following resolution adopted: "Resolved, that this council is of the opinion that the inland and United States postal rate should be reduced to a uniform rate of two cents per ounce, and that the president and two vice-presidents be a committee to prepare and forward a memorial to the Dominion Government, showing the urgency of the question and asking for the immediate and serious consideration of the Government."

## MONTREAL DRY GOODS ASSOCIATION.

The Wholesale Dry Goods Association of the city of Montreal met recently and the following firms were admitted to the association:—Messrs. D. Morrice, Son & Co., J. A. Cantlie & Co., A. Ewan & Co., H. L. Smyth & Co., Stevenson, Blackader & Co., and J. S. Shearer. These firms were admitted under the new by-laws. These enlarge the scope of membership, admitting wholesale clothiers, wholesale furriers, wholesale gents' furnishings, agents of Canadian manufacturers, and manufacturers' agents dealing with the wholesale trade only.

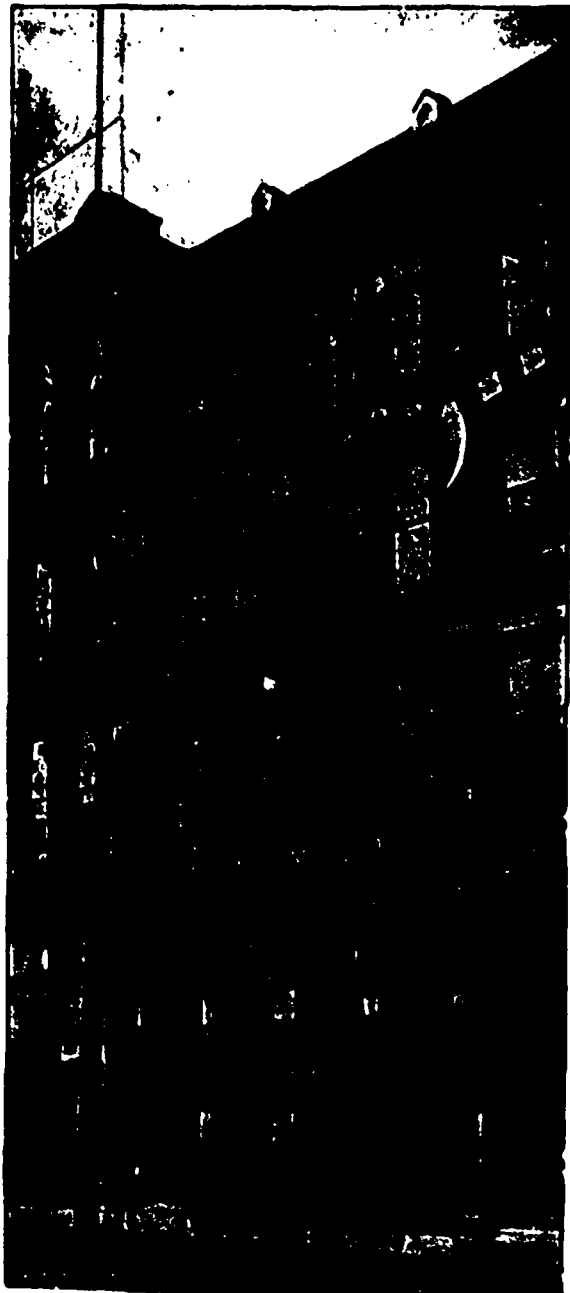
## HAMILTON BOARD.

At a recent meeting of the Board of Trade, Joseph Wallace, M. C. Dickson and A. D. Braithwaite were elected members. The Postal Committee presented a report recommending that the Postmaster-General be petitioned to "adopt some system whereby guaranteed compensation may be granted for losses by registered letters under a certain scale of fees to be charged by the postal department." The report was adopted. A resolution in favor of a fast Canadian-Atlantic steamship service was carried. Agent Wallace, of the Grand Trunk, stated that another morning train from Toronto to Hamilton would be put on about March 1. It was decided to ask the railway companies to give stopover privileges at Hamilton to World's Fair tourists.

## WINNIPEG BOARD.

At the annual meeting of the Winnipeg Board of Trade on the 9th inst., F. W. Hobart was elected president. A resolution urging the government to establish a fast line of Atlantic steamers was passed.





# OUR . . . STOCK FOR SPRING 1893

... Is now complete. We have purchased for the present season the latest and most **Stylish Goods** in our respective lines, and are offering them at close prices and liberal terms.

Fine Imported and Canadian Cloths and Worsteds,  
The Best Scotch Serges and Cheviots,  
Black Worsteds and Black and Fancy Trouserings,  
Spring Overcoatings, Etc., Etc.

SUITABLE FOR THE

**First-class Merchant  
Tailoring Trade . . .**



**In Tailors Trimmings and Linings**

We carry at all times a full stock of the newest and best goods at bottom prices.



**Our Gentlemen's Furnishing Department**

Comprises full lines that cannot be questioned for **Style, Quality and Price**, from the best makers. Shirts, Collars and Cuffs, Gloves, Neckwear, Waterproof Clothing, Umbrellas, Underwear, Etc., Etc.

Merchants visiting London are cordially invited to call and inspect our stock

LETTER ORDERS RECEIVE SPECIAL ATTENTION

# A. E. PAVEY & CO.

London, = Ontario

### THE NEED OF A CANADIAN FAST ATLANTIC SERVICE.

BY P. H. BURTON.

IN the matter of speed, our Canadian steamers have made scarcely any advance since the *Parisian* was built by the late Sir Hugh Allan some twelve years ago. Had the Knight of Ravenscraig been spared, no doubt he would have kept in the front rank. The consequence is that the great majority of Canadians travel by New York, and although we are only one-twelfth of the population of the United States, it often happens that we furnish one fifth of the passengers travelling on the New York steamers. Having crossed the Atlantic 95 times, I have had opportunities of judging, and I have long felt that the Canadian Atlantic service ought to be equal in speed to any other. We could have as fast and as good steamers as the *Teutonic* and *Majestic*, and not spend quite so much money on them, as these are in some respects needlessly elaborate and luxurious in their fittings. Still the fact remains that these steamers pay, and always attract the best travel. The loss to Canada is perhaps not so much that Canadians travel so much by New York, but that the travel from Britain and the Continent goes that way also, and the most of them think of Canada as a place something like Norway—no doubt a good country but cold—and we have fostered this idea in our illustrated papers by showing what beautiful ice palaces, toboggan slides, sleighing, skating, and all sorts of winter sports we have, and saying little or nothing of our immense wheat fields, grazing districts, coal and iron mines, nickel, copper, phosphate and other deposits. Our great need is the right class of immigrants and capitalists, but both these classes are drawn via New York by better Atlantic steamers, and Canada is "side-tracked."

We have in the C. P. R. undoubtedly the best trans-continental railway in America, and the fuss they make in the States about its competition is the very highest compliment that could be paid to it. The C. P. R. steamers on the Pacific are undoubtedly the best on that ocean, and now we must have the connecting link in a first class fast Atlantic service. Who will undertake the task? I think it would be much the best if the service were undertaken jointly by the C. P. R. and G. T. R. representing the railway interests of Canada, and the Allans and Dominion Steamship Companies representing the shipping interests. Let these latter two build two Steamers each, of a speed of 20 knots, give them the mails, and a subsidy sufficient to make them pay 6 per cent. annually to the owners clear of all expenses and repairs. It would be much better to harmonise the existing interests than start a new concern if it can be done, but if not, give us a new concern. But if the four companies could agree on joint action they could so improve the entire service for passengers, freight produce and cattle as not only to make it very profitable to themselves, but also very advantageous to all the travelling, shipping, and produce people in the country and benefit indirectly every farmer, artisan and wage earner in the Dominion. Europe is our market where we want to sell our produce, and place it there in the most direct and economical way, and make it known as Canadian produce sent in Canadian steamers, and in return we want immigrants and capitalists to come to Canada in Canadian steamers, without being led off in "*Statia*." The Government may rest assured that the same patriotism that has commended the expenditures made on our railways and canals, will also commend and support a liberal expenditure to establish a first class Atlantic service which will not only satisfy Canadians

and Europeans, but also from our much shorter sea passage, turn the tables on the Yanks, and bring the Chicago and western travel via Canada. We have the position, let us make the best use of it, and neither look to New York or Washington but put Canada first and foremost.

### ON THE INJUSTICES OF THE ASSESSMENT OF PERSONALTY.

BY PAUL CAMPBELL.

THE taking of a citizen's property for public purposes is next to the power of taking life, or the holding of one's person, the most important function a government exercises. A legislature in delegating this power of taxation to municipalities should do so with the greatest caution and prudence. In enacting laws for the levying of municipal taxes, the government should base their mode of assessment on some principle of justice to all. In Ontario no such principle is carried out and injustice is done.

Municipal assessment in its application to personalty is crude and unjust and full of incongruities and absurdities. It throws the incidence of taxation on the very capital (the capital employed in manufacture and commerce) which should be the most lightly taxed, the capital that employs labor, the capital that builds up the manufacture of a country and develops its twin sister commerce.

Local taxation should be: Firstly, either based on wealth or the ability of the citizen to pay: or, secondly, it should be considered as a tribute due to the municipality for protection, and should be levied equally and uniformly on all property of the same kind.

Now municipal personalty assessment is not levied equally on wealth, as the capital of one class of citizens—the holders of stocks, mortgages and other securities—are taxed only on their incomes (if taxed at all), whereas the unfortunate merchant or manufacturer after paying on his realty is further taxed on the entire capital in his business. Justice and policy demand that the active capital employing labor in commerce and manufacture should not be taxed any more than the capital of the retired and wealthy invested in stocks, mortgages, etc.

If taxation is based on property as a tribute for protection it should be as stated levied equally and uniformly upon all property of the same kind; but what do we find? We find the stock of one merchant paying a heavy tax because he honestly admits having capital, whereas the stock of the dishonest is entirely free from taxation, both obtaining alike the same protections afforded by the municipality, such as fire, gas, water, police, etc.

The merchant and manufacturer demand fair play. They care not particularly what mode is adopted as long as they are treated fairly and equitably.

The Commission appointed by the Ontario Government to take written evidence regarding municipal taxation consists of J. S. Cartwright, Q.C., Hon. T. W. Anglin, and E. Saunders, Esq., Secretary.

Any facts bearing upon the subject can be sent in writing to the Secretary, addressed Parliament Buildings, Toronto.

A fire occurred in the dry goods store of Patterson & Co., Lindsay, Ont., on the 1st inst., caused by the stovepipes becoming disarranged. The stock is insured, but the loss will not probably exceed a few hundred dollars.

## NEW SPRING HATS

# A. A. ALLAN & CO.

HEADQUARTERS FOR

**TOURIST HATS, CRUSH HATS,  
SELF-CONFORMING STIFF HATS**

In all the Leading Styles and Fashionable Colors

SOLE AGENTS FOR

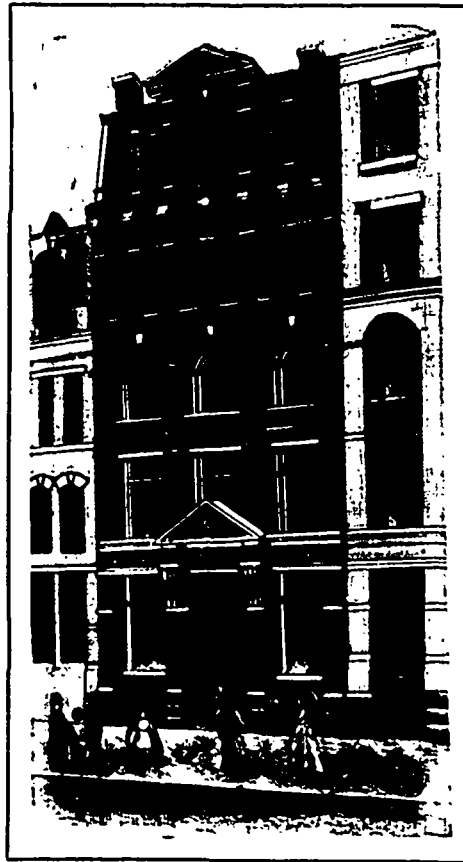
Wakefield's London  
Leslie & Co. London

English Silk

... AND ...

Felt Hats...

Easy Fitting .  
Popular Styles  
Popular Prices



CORRECT STYLES IN

Straw Goods

An Immense Stock of Men's, Boy's and  
Children's, in Split Straw, Rustic,  
Sennit, Mackinaw, Etc.

Men's and Boy's Harvest Hats in Large  
Variety.

An Unlimited Stock of . . . **Caps** Of our own  
Manufacture

Novelties for Children  
Novelties for Boys

ALL THE LEADING REQUIREMENTS FOR MEN

Orders solicited for Band and Society Caps, Baseball Caps, Cricket Caps,  
Uniform Caps of any description

# A. A. ALLAN & CO.

51 Bay Street

- - -

TORONTO

**A RETAILER'S NOVEL SCHEME.**

**F**ROM the town of Otterville comes a novel scheme of reaching after customers. Very few retailers ever invent anything really striking and it is exceedingly refreshing to happen on something which bears the mark of individual and original business methods. Wyatt & Purvis is the name of a firm which must comprise energetic business partners. They have certain leading lines in cottons, shirtings, tweeds, etc., which they advertise strongly, and do this by sending out samples with a price ticket affixed. On their cottons they print information of various kinds, e. g. "Our great 5 cent cotton," "Full 36 inches wide, 8 cents per yard." On their 8c. cotton sample they have the following printed:

OTTERVILLE, JAN. 31ST, 1893.

**A FEW FACTS ABOUT COTTONS.**

"During the past month raw cotton has advanced in price nearly 40 per cent. This has had a stiffening effect on all the Cotton Stocks throughout the Country. The rise in raw cottons is due to light crops, so that it is not a temporary advance." - From CANADIAN DRY GOODS REVIEW.

Anticipating an advance in cotton goods we bought heavily before the rise and therefore are now in a position to give exceptionally good value in

**GREY AND BLEACHED COTTONS, SHIRTINGS AND COTTONADES.**

February is the great cotton month of the year with us. We now have in stock nearly TWENTY THOUSAND YARDS of these goods, buy your cotton goods now and get them made up before the busy spring season.

Yours Truly,  
WYATT & PURVIS.

This is printed on our 36 inch, 8c. cotton.

They believe strongly in advertising prices; e. g. they have just issued a circular showing the clearing prices of their remaining stock of overcoats. This is undoubtedly a splendid way of pushing goods. It is a poor customer who will not appreciate and encourage such energetic methods

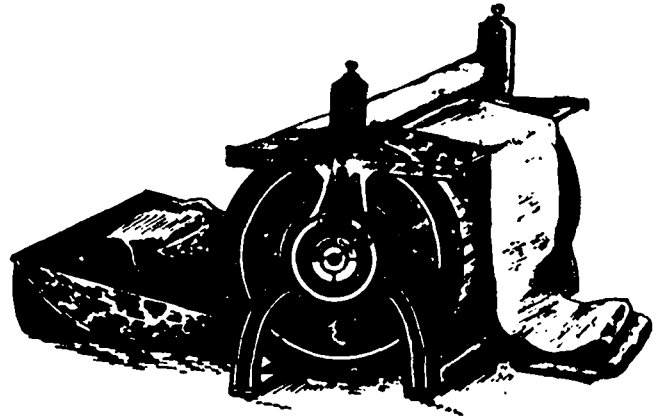
**A NEW IMPOST UPON TRADE.**

Montreal merchants doing business with New York have been notified of a new regulation which adds considerably to the trouble and something to the expense in shipping merchandise from United States ports to Canada. One firm writing to its Montreal correspondents says: "A ruling has come, established either by the Government on the border line, or by the transportation companies, that hereafter all invoices have to be sworn to before a notary public, have to be made out on a separate blank, to be supplied, and a charge of twenty-five cents is made for each swearing. We now bring up the subject to ask you to kindly look up the matter at your end of the line, and see whether it is justifiable or not. Surely we cannot be expected to pay the expense of swearing to our bills. We have always endorsed across the bills, according to custom, that they were correct and signed such officially. This has been sufficient up to the present time. If this rule is carried out we shall have to charge up the 25 cents with each shipment." Another letter received from New York says: "Our new treasury regulations compel us to furnish invoices and bill of lading in triplicate and to 'clear' from the port; also to acknowledge before notary.

We charge the notary fees only." The annoyance is felt by the trade to be unnecessary, and as the cost of the new proceedings fall upon the purchaser in Canada the influence will hardly be in the direction of increasing business.

**THE CYLINDRICAL CLOTH MEASURE.**

The accompanying cut is of a very simple but useful device now being placed on the market by H. A. Kennedy & Co, 101 Bay St. Toronto. The object of the machine is to save time and labor and dry goods merchants will no doubt appreciate anything in that line. The Cylindrical Cloth Measure is very neat



in appearance and is made of the best material. A bale of cloth can be automatically measured by this machine in one-fifth the time it takes to do it in the ordinary way. It will measure silks, cottons, carpets in fact anything in the dry goods line. The manufacturers have a number of first-class testimonials in their possession from parties using this machine and they will be pleased to furnish full particulars on application.

**A HEAVY FAILURE.**

The heaviest failure in the city retail dry goods trade that has occurred in several months was announced on the 1st. inst., when Messrs. McLean & Mitchell, carrying on business in dry goods and millinery under the name of the Golden Crown at 240 Yonge street, assigned. A meeting of creditors was held in the morning at which the embarrassed firm made an offer of compromise at 50 cents on the dollar. After considerable discussion the offer was rejected and a demand of assignment was made. The estate was then turned over to Henry Barber, the assignee.

The statement shows liabilities amounting to \$19,700, and assets to the amount of \$23,000. Several of the creditors, who are principally local dry goods and millinery houses, are in favor of permitting a compromise.

The firm of McLean & Mitchell has been carrying on business since 1889, but previous to that time Mr. McLean was in business for himself. In 1883 he was employed by one of the leading wholesale houses here. He severed his connection with the house and embarked in business on a small capital. In 1889 he was joined by Mr. J. A. Mitchell of Deseronto, who put in \$1,000. At that time a surplus of \$5,000 was claimed. They have continued in business since, meeting their engagements and paying their bills with promptitude. The competition in the vicinity of their place of business, however, made it difficult for a firm without ample capital to hold their ground among powerful competitors.

The stock has been sold to Mrs. McLean at 50c. on the \$.

## SPOOL COTTON.



In Canada, spool cotton is being sold at prices which do not pay the cost of production. Why this should be so is plainer now than at a previous period. The Central Agency, composed of Coats and other great thread firms, is at war with Chadwick's and other firms not in the Agency. At this distance from the seat of the fight it cannot be said which party is right or which is wrong. It might be more safe to assert that it is not a matter of right and wrong, but merely a business battle for trade. The following from the *Textile Mercury* will throw a little light on the trouble. "Taken altogether, the situation is one which opens out possibilities that can scarcely be considered pleasing to those having capital invested in the thread trade. All or most of Chadwick's directors are directors of the wealthy house of J. and N. Phillips & Co., Manchester, and if there is to be war they can stand the strain as well as their powerful opponents. The Agency has a perfect right to prevent Messrs. Chadwick from taking away the trade of its members if it can, and Messrs. Chadwick, on their part, are entitled to compete with the Paisley 'lords' if they wish, and to seize a portion of their trade if possible. The Agency says Messrs. Chadwick are 'aggressive,' which is a rather elastic term. Possibly the combination possesses an exaggerated idea of its own importance, in which case a very mild competitor would be considered an aggressor. We fear that the Agency, in any war of rates which may ensue, will not obtain as much sympathy as it desires. In this country the commercial public is against combinations, no matter under what form they may be disguised. The Agency says it has obtained evidence from a number of markets proving that Messrs. Chadwick have quoted prices far lower than was really necessary. Messrs. Chadwick have, however, the right to be the judges of that."

The prices on the Canadian market do not conform to the cost of production, nor depend on the demand and the supply. An ordinary observer might possibly think that such are the only rules for regulating the prices of goods in constant demand. But the prices are not so regulated. A cablegram arrives in Toronto saying, "Sell Coats' at . . ." No reasons are given, and no reasons asked. It is much the same at the head office of the Agency in Montreal. The prices depend on how much a particular maker is willing to lose in order to maintain his Canadian trade. This has continued until 6-cord 200-yard cotton is sold over two dollars per gross less than it was some three years ago. It is because this is at present one of the seats of a thread war that we are able to buy cotton so cheaply.

The *Textile Mercury* says: "The Canadian and Mexican markets, which have been the scene of war lately, consume about £150,000 worth of British cotton threads every year. In addition to Canada's purchases (valued at about £90,000 per annum), there is the production of Coats', Clapperton's, and other domestic mills to be reckoned." It may be well to explain what is meant by domestic mills in this extract, or at least what it seems to mean. Most of the thread firms have spinning mills in the United States, at Fall River and other places, to supply the American markets, and the thread is imported into Canada from these mills in large hanks, and mills are established here merely for the purpose of spooling this cotton. Kerrs have an

establishment in Toronto for this purpose, and Clark, Coats and Clapperton in Montreal. Thus the Canadian mills are not spinning mills, but merely spooling mills.

## DOMESTIC WOOLLENS.

During the past three years the Canadian manufacturer of woollen goods have shown an immense improvement in the finish and style of their productions. This applies more particularly to a line of goods which were not manufactured in Canada until recent years. We refer to mantle cloths and dress fabrics. A special feature of the Canadian dress good, is that they are made of a uniform width of 54 inches wide which in every way cuts to better advantage than narrower width goods.

Tweed effects for dress goods have been greatly in demand and some of the mills last year could not begin to fill orders which were offered to them. Consumers have discovered that for intrinsic value and satisfactory wearing qualities the imported goods will not compare with Canadian made goods. The Canadian manufacturer has not the skill of his European competitor in working up inferior stock, but uses only the very finest of pure wool and fine peruvian cotton, which gives to their productions that effect of clearness good style, and wearing qualities for which these Canadian goods are famous.

We have been shown some of the advance sheets for Autumn '93, representing some of the most beautiful novelties which have ever been produced in Canada. Shot silks which have been so fashionable during the past season have been initiated in the most remarkable manner, in woollen goods, and the effects are quite equal to all silk. We have also been shown some decided novelties in the smooth Devon finish, or camel hair effects, which is the latest French novelty in the way of dress materials for winter wear. These have been produced in an immense range of colorings and designs. The few buyers who have seen them have been most favorably impressed, as the designs, finish and beautiful harmony of color in these goods is a revelation. Some of the English dress goods buyers have told us that these goods could be sold in the London market, not only on account of their excellent quality and beautiful designs, but that they are really cheaper than English or Scotch made goods.

The windows of the large and fashionable dry goods shops in Toronto and Montreal will no doubt, when the goods are offered in the market, show to great advantage, a full line of these Canadian made goods which are a credit to manufacturers of this country.

The employes of W. A. Murray & Co., King street, Toronto, to the number of nearly 100, held their annual sleigh drive and supper at the Heyden house, Carlton West, on the 18th ult.

Mr. Alexander Peden, agent for Messrs. Mann, Byars & Co., of Glasgow, Scotland, is in town on his semi-annual visit receiving large orders from the big store for the spring trade. The house he represents is one of the largest in Scotland, having agencies also in Australia, South Africa and Canada.—*Deseronto Tribune*.

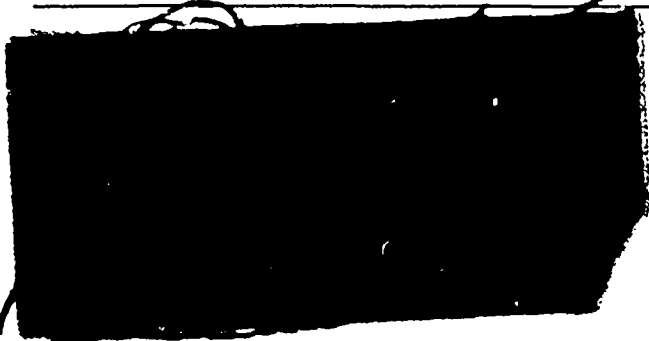
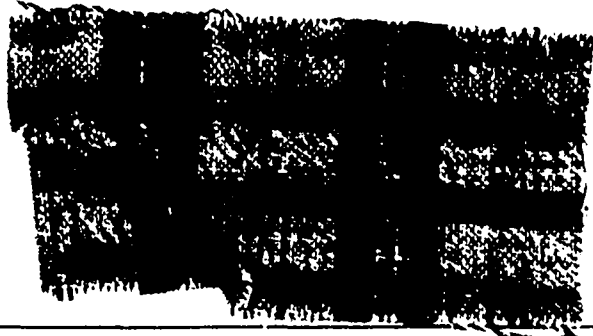
A new postal car service has been authorized between London and Toronto, by Grand Trunk trains, via Stratford, due to leave London at 7.35 a. m., and returning at 9.30 p. m., and will shortly go into operation. This will be a great accommodation to London and the west, and will bring into direct communication the several offices between London and Toronto along the line of the route named.

# Our Silent Salesman.

We aim at and . . . succeed in furnishing **Right Goods** at the **Right Time** at **Right Prices**

## Our No. E27 Flannellette

Medium and Dark Stripes and Checks, 3,000 pieces, 47 patterns to select from, width 26 inch, price 6 $\frac{7}{8}$  cents. Terms, Nett 60 days.



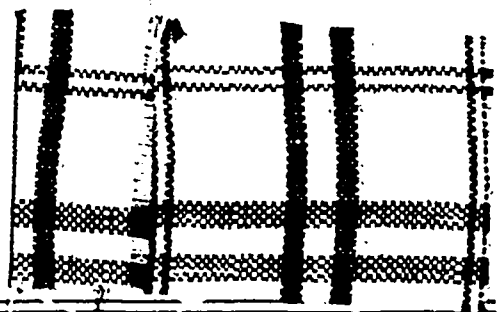
## Our No. 50 Extra Heavy Brown Denim

Width, 27 inch, price 12 cents. Terms, Nett 60 days. Our entire stock of this line is 335 pieces, in brown only.

## Our 33 Inch Check Apron Linen

In 12 patterns, price 11 cents. Terms, Nett 60 days.

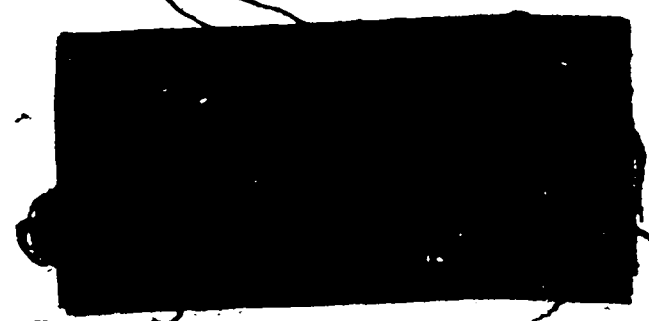
NOTE THE WIDTH AND QUALITY



## Our No. 130 All Wool Black Cashmere

Width, 38 inch, price 30 cents. Terms, 4 months or 5% 30 days.

Our cloths at 37 $\frac{1}{2}$ , 50 and 55 cents, are equally good value.



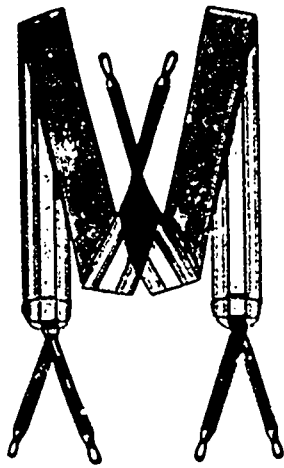
# Gordon, Mackay & Co., Toronto

# GORDON, MACKAY & Co.

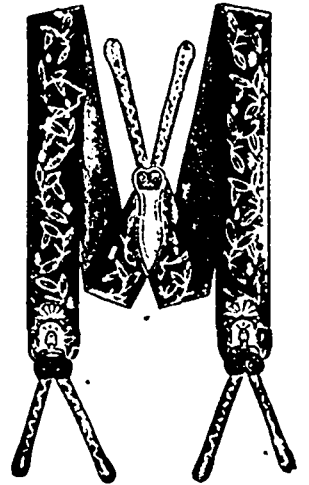
## TORONTO

### MEN'S FURNISHING DEPARTMENT

# BRACES



No. 253—Buckeye, 36 inch, at \$1.45 per doz., in 5 doz. lots at \$1.35 per doz.



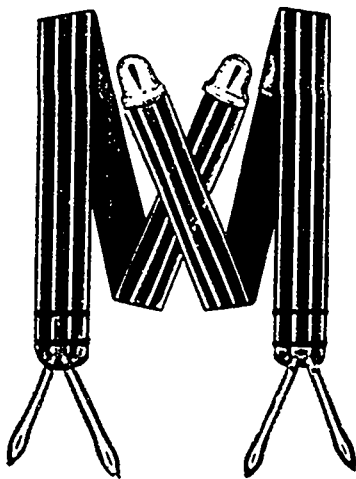
No. 100—One-piece Back, Cast Loose Buckles and Drawer Supporters, 36 inch at \$2.25 per doz.

Compare with any Makers Goods that you can buy direct.

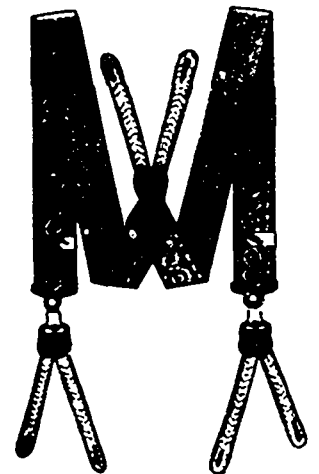
No Line marked at Cost to Lead, but

## EVERY LINE A LEADER

Our Range Throughout is Unequaled in the Market.



No. 269—Cross Back, Heavy Web, 36 inch at \$2.15 per doz.



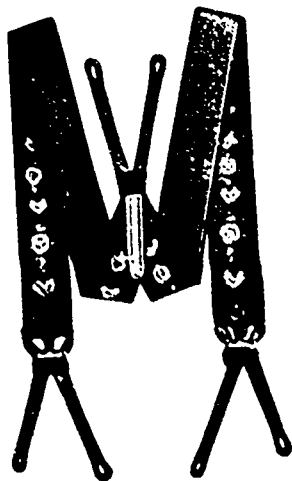
No. 165—One-piece Back, Cast Loose Buckles and Drawer Supporters, 36 inch \$3.75 per doz., Beautiful Goods.

### SEND US A TRIAL ORDER

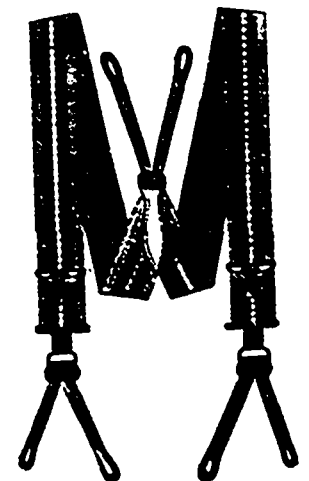
## Gordon, Mackay & Co.

COR. FRONT AND BAY STREETS

### TORONTO



No. 160—Silk Shot, Cast Loose Buckles, 36 inch at \$3.00 per doz., Very Choice.



No. 170—Sliding Buckle, 36 inch at \$3.85 per doz.

# ALLAN MANUFACTURING COMPANY

Corner Simcoe and Pearl Streets

(FIRST BUILDING NORTH OF KING STREET)

## TORONTO

Baby Linen, Knitted Toques,  
 Infants Cloaks, Infants Knitted Vests,  
 Children's Underwear, Children's Knitted Vests,  
 Ladies' Underclothing, Ladies' White and Colored Skirts,

### BLOUSE WAISTS

Allan Manufacturing Company,

Cor. Simcoe and Pearl Sts.,  
**TORONTO**

Assessment System

**SAFE  
 SURE**

**SOUND  
 SECURE**

Mutual Principle

## The Mutual Reserve Fund Life Association

OF NEW YORK

E. B. HARPER, *President*

Business for 1892 exceeded **Sixty Million Dollars**

Increase of business over 1891, **\$9,990,395.00**

Death Claims paid during the year 1892. || Total amount of Death Claims paid since '81.  
**\$2,705,000.00** || **\$15,000,000.00**

Reserve or Emergency Fund, **\$3,376,458.86**

New Business Received  
 January, 1893.  
**\$6,645,960**

Excess of New Business over  
 January, 1892.  
**\$1,052,010.00**

|| **A GOOD RESOLVE** would be to take out a  
 Life Insurance Policy in the Mutual Reserve  
 Fund Life Association for the benefit and com-  
 fort of those who are dependent upon us for a  
 livelihood.

**W. J. McMURTY, MAIL BUILDINGS, TORONTO**

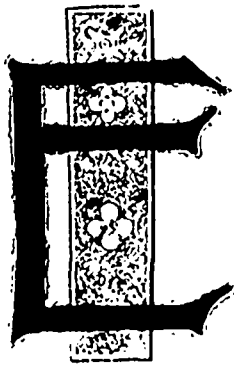
Manager for Ontario.

Circulars sent if requested.

Agents wanted in all unrepresented districts.



## CARPET MANUFACTURERS MEET.



EVERY factory in Ontario was represented when on January 24th the carpet manufacturers held a meeting in this city. Mr. Henry Stroud of Paris was in the chair, and there were also present James P. Murray, president of the Toronto Carpet Co.; W. Campbell, Markham; James H. Etherington, St. Catharines; Michael Gates, Woodstock; R. Dodds, of the Armstrong Carpet Co., Guelph; and Edward Burrows, representing the Royal Carpet Co., Guelph.

It was anticipated that the Hon. N. Clarke Wallace, comptroller of Customs, would be present to hear what the manufacturers had to say concerning the working of the present tariff. But he was unavoidably absent, and sent a reporter to procure a short hand account of the meeting.

There were two points up for discussion. The first was with regard to the grievance mentioned in THE DRY GOODS REVIEW of last November—that carpets of which 25 per cent. was jute and 75 per cent. cotton were allowed to come in as jute carpets, and hence paid only 25 per cent. duty, whereas if properly classed they would pay 5 cents per square yard and 20 per cent. Here is what was said about this by this journal last November.

"The dealers and manufacturers claim that the whole difficulty can be obviated by directing these goods to be classed under 'two-ply and three-ply carpets of which the warp is composed wholly of cotton and other material than wool, worsted, hair of Alpaca goat or other like animals,' on which the duty is 5 cents per square yard and 20 per cent. At present these goods come in under cotton manufacturers' N. E. S. or under jute goods, on which the duty is only 25 per cent. This makes a considerable difference. e. g., a carpet which can be laid down here for 38c., under the first and proper class, can be laid down now under the last two classifications at 34c. The remedy is simple—direct that such goods come under the first class. It may be asked, What are the reasons for this? The answer is easy. In the first place the consumers are getting poorer carpets which are being sold as unions, and it is necessary that proper and just goods should be sold. An ordinary customer in a retail store cannot tell a woollen thread from a jute thread that is pulled out of a carpet. For jute and the worst kinds of shoddy are used in the manufacture of these United States carpets. Moreover, they are displacing good unions of domestic manufacturers. Domestic carpet manufacturers should be protected from such frauds. But the Canadian manufacturers base their claims on higher grounds even than this. They say that at present the appraisements are wrong, and that they are asking for justice only, not for favors. These are strong contentions, and the government should attend to the matter at once."

From the discussion it would seem that the Customs appraisements differ at the different ports; and that there is no official interpretation of the different clauses of the tariff regulations which enables sub-officers to know when they are deciding correctly and when they are not. It does not affect the carpet trade alone, but it affects nearly every class of the mercantile community, and hence is an evil for which remedies cannot be applied too speedily. It was asserted at the meeting that Mr. Wallace had definitely stated that he intended to make rules whereby uniform appraisements would be secured at all ports.

If Mr. Wallace can carry out and does carry out his determination, he will have earned the gratitude and respect of hundreds of merchants, for no more vexatious difficulty has ever arisen in this connection. On this point, at least, Mr. Wallace need not be any longer in ignorance, for it was explained fully at the meeting, and he is no doubt in possession of all the arguments ere this.

The second point which was discussed was whether an increase of the tariff could be secured or not. Last April a request was sent to the Minister of Finance that an advance in the tariff rates on carpets were necessary to the following extent.—40c. per sq. yard on all wool ingrain, 5c. on two and three ply unions, 5c. per sq. yard on Smyrna rugs, and 10c. per sq. yard on all other carpets having only an ad valorem duty. But the request has not been granted as yet. The addition of these amounts would place domestic manufacturers at an advantage as compared with importers. There was some discussion as to the omission of the last clause of the request or at least a modification of it is so as to leave the existing tariff on Tapestries, Brussels, Wiltons, etc. Finally it was moved by Mr. Murray and seconded by Mr. Etherington "that the government at Ottawa be memorialized by the carpet manufactures to the effect that the tariff on carpets be given immediate consideration, and that alterations as suggested by the manufacturers be adopted: further, that a uniform reading of the tariff shall be understood at all ports of entry, and that Mr. Stroud, Mr. Dodds, Mr. Campbell and the mover be in committee with power to add to their members to go to Ottawa to present this to the government. This was carried and the meeting adjourned.

The next day the committee went to Ottawa, met Mr. Wallace and were informed that their request would be acceded to.

One of the arguments advanced by a manufacturer to prove that an advance of duties was necessary, was that one kind of yarn used in domestic unions cost 15 cents per pound in Canada, whereas the American manufacturer procured it for 7 cents. This is one of the reasons why our carpet manufacturers are at a disadvantage compared with the U. S. manufacturers, and is a matter which it should be worth the while of those interested to investigate.

The American tariff on unions is 19 cents per square yard and 40 per cent.; the Canadian rate is puny and diminutive as compared with that.

## CARPET AND CURTAIN NOTES.

A careful estimate of the upholstery industry of Philadelphia shows an investment in buildings, machinery and real estate of some \$3,900,000. One of the largest makers of curtains and table covers believes the output in chenilles to be about \$4,000,000; the investment being about equal to the annual yield. Very few have any idea of the magnitude of the table cover trade. A good authority states that the Bromley Manufacturing Co. carry some 85,000 table covers at one time, and W. T. Smith, who makes these goods a specialty, carries as high as 25,000 to 30,000 covers.

A recent census bulletin showing the industrial status of Yonkers, N. Y., reports that there are three establishments in that city engaged in carpet and rug manufacture, with an aggregate capital of nearly \$3,000,000. The goods manufactured amount in value to \$7,962,500; using raw materials to the amount of \$4,919,000. The total wages amount to \$1,470,000, paid to about 3,900 hands. This is a pretty showing for a single town.

Mr. Bailey, who makes table oil-cloths in Montreal, Canada, remarked recently that five-quarter fancies cost him \$1.40 to

\$1.50 per piece. It would seem hard to make these goods at recent prices.

For the month ending December 31, 1892, England exported to the United States 38,100 yards of carpetings, valued at \$26,741, as compared with 98,500 yards, valued at \$55,110.24 for the corresponding period in 1891. The exports for the year 1892 amounted to 752,300 yards, valued at \$570,069.72, while in 1891 the shipments aggregated 769,500 yards, valued at \$615,739.96.

The Toronto Empire says: "During 1892 Canada imported from Great Britain Brussels carpets to the value of \$498,684; Dutch carpets to the value of \$464,041; tapestry and other carpets, \$199,798; curtains, \$186,835. Some one has been doing awful bungling, as may be seen by looking at the following figures of the two previous fiscal years. The figures given by the Empire for Dutch carpets are away out. In year ending June 30th, 1891, the figures were: Brussels, \$481,222; Dutch, \$11,075; tapestry and other carpets, \$559,349; curtains, \$157,916. In year ending June 30th, 1892: Brussels, \$496,699; Dutch, \$9,227; tapestry, \$463,446; curtains, \$189,001.

Messrs. Alexander & Anderson, the well-known dry goods firm of this city, do quite a trade in tapestries, linoleums, oil cloths, and lace curtains. Their stock for spring is well assorted in all lines.

Mr. Dewar, the buyer of the carpet and curtain department of John Macdonald & Co., is in England at present buying for fall delivery. In the meantime the department is being well looked after by his able assistants. Spring curtains are being received and sent out. All lines are represented in their well-assorted stock, and some very heavy orders are being executed. Their stock will be large enough to meet even an extra heavy demand for spring delivery. In Nottingham lace curtains they show some very striking novelties.

An interesting instance of the rapidity with which carpets can be produced was afforded recently. On the 18th October last an order for 4,000 yards of Wilton carpet was received by a well-known English firm, the goods to be in accordance with a pattern of which a sample was sent. About a month ago, or, to be exact, on the 29th ult., the entire consignment was delivered at Winnipeg--5,000 miles away. The order was given by Mr. J. B. Hall, carpet buyer for the Hudson's Bay Company at Winnipeg. The order was for an important hotel contract, and certainly deserves mention as an instance of what can be accomplished by the aid of modern weaving machinery, and modern facilities for rapid transit by land and sea. Winnipeg may be reckoned as 12 to 13 days from Liverpool.

The Toronto Carpet Manufacturing Company are very busy; they have on order for spring delivery over 70,000 yards of their different grades of ingrain carpet, principally ex. super wool, the Maple Leaf brand of which they pride themselves on. They

are just preparing samples of their Axminster rugs, mats and carpets, and expect that there will be quite a large sale for them. They have five looms on these goods, and their large factory resounds continuously with the generous hum of the many machines. While this company is doing a good present trade, they are also preparing the foundations for a trade which will before long be of immense size. They intend to make their brands of carpets known and appreciated.

The ribbon patterns that have been introduced into Brussels carpets with such pleasing effects have also appeared in Ingrains. They are brought out very handsomely in the best makes of goods, and lose nothing in color effect, even when compared directly with the Brussels.

The chief reason for the influence which trade papers have attained in modern business life is that they enable the manufacturer or wholesale dealer to address himself directly to the men to whom he wishes to sell his goods. They concentrate his fire solely upon those whom he desires to reach instead of scattering it and wasting the greater part of it on people with whom he cannot expect to deal, as would be the case if he advertised in daily papers or other periodicals, in which little or no attention is paid to trade news and interests. The Carpet and Upholstery Trade Review.

In their curtain department, Gordon, Mackay & Co. are showing a strong range of fancy art muslins in the latest colorings, with and without borders. In chenille curtains they have an extensive range, both in plain centres, with dado at top and bottom, and in clever combinations in all figured goods.

#### GOSHEN SWEEPER CO.

A representative of this journal while on a western trip a few weeks since, had the pleasure of interviewing F. Letellier, sec. treas. of The Goshen Sweeper Co., Grand Rapids, Mich. This Company moved to Grand Rapids two years ago from Goshen, Ind., where it gets its name. They are located in a large factory 60 x 100, equipped with special machinery to manufacture sweepers. Their trade has since increased some three-fold. The special features of their sweeper may be of a simple character, but add greatly to a favorable reception by the housekeeper. These features are simplicity and lightness of construction.

Until this season the trade in Canada have not been called on by a representative of the Company. W. J. Jendron, 3 Wellington street east, has been appointed agent for Ontario and Quebec, and will shortly call on the trade showing samples.

Mr. Richard Morwood, who has carried on a large mercantile business at Welland since 1856, died on the 26th ult., after a short illness, aged 61 years. He was a prominent figure in social life there, and leaves three sons in business.





### NEWS FROM THE MERCANTILE METROPOLIS.

**I**N Canada, like all other new countries settled gradually by an incoming race, the trade in dry goods has always been in the van of commerce. To the savage the product of the loom is always the most valuable object of barter, and consequently the earliest batteaux that left the struggling little city of Ville Marie carried dry goods as the principal portion of their cargoes. The French cottons and woollens became the currency of those wild tribes, the remnants of whom the advancing tide of civilization has almost obliterated from the country, just as the cottons of Manchester are to-day the currency of Central Africa. As the stalwart pioneer pushed back the Hurons and Iroquois, the first store to be erected in the lonely clearing carried dry goods as the principal line. Gradually it became the nucleus of a village which grew into a town, and the first sign of its prosperity was when the proprietor deemed it safe to abandon his other lines and launch out into dry goods alone. In the wholesale trade also the first store to emancipate itself from the old traditions and stand forth committed to one branch of business alone was a dry goods warehouse, and to-day the tendency is even more marked for the individual houses to devote their attention more and more to lines of specialties—one house to woollens, another to dress goods, another to cottons, and so on. In fact it has been noticeable through the whole of Canada's commercial history that her dry goods men have always been the pioneers in the extension of her growing commerce.

Now Montreal occupies the leading place in dry goods, so that three-fifths of the business is done by her houses. In the city proper there are 257 dry goods stores, whose overturn stretches away up into the millions of dollars. The magnitude of their operations can be judged from the fact that during the fiscal year of 1891 the imports of textile fabrics at Montreal reached a total of nearly twenty-three millions of dollars, and of which at least \$14,000,000 was actually turned over by the Montreal houses. The principal branches of this huge volume of imports are as follows:—

Woollen goods.	\$8,736,697
Cotton goods.	4,358,390
Silks and velvets.	2,675,574
Flax, hemp and jute manufactures	1,435,851
Hats and caps.	1,288,199
Carpets and felts.	1,182,531
Gloves	660,674

This enormous quantity of goods does not include the ever increasing volume of Canadian manufactures, although Canadian tweeds and cloths now dominate the home market, while Canadian cottons are even sent to far-off China. The whole of the vast bulk of textile fabrics is distributed by Montreal's merchants through an army of drummers ever on the wing from where the Atlantic breaks against the rocks of Cape Breton to where the

Pacific gently laps against the capes of Vancouver and British Columbia. Travelling on the railway trains, driving along lonely country roads, the Montreal drummer is everywhere the pioneer of commerce. The result is that Montreal's dry goods merchants are now the magnates of the commercial world, and their palatial residences adorn and beautify the principal streets of the mercantile metropolis.

Perhaps the best testimony to Montreal commercial supremacy would be a brief review of her different dry goods houses. For instance, take the large importing firm of Hodgson, Sumner & Co. They occupy two large blocks on St. Paul street, and require sixty to seventy employes to attend to the various flats. This firm handles all kinds of foreign and American dry goods, gents' furnishings, small wares and fancy goods, as well as a complete range of domestic goods, and do an extensive business all over the Dominion. The business was established about forty years ago by Mr. Jonathan Hodgson, who is one of Montreal's millionaires, and the present partners of the firm are Messrs. Jonathan Hodgson, George Sumner, Thos. E. Hodgson and Jas. Gardner. The senior member of the firm, Mr. Jonathan Hodgson, is connected besides with a large number of Montreal public enterprises, a director of the Merchants' Bank, Canada Shipping Co., Alliance Insurance Co., Merchants' Mtg Co., and other similar bodies.

Brophy, Cains & Co., although a young house comparatively speaking, is one of the best known dry goods houses in the Dominion to-day. Brought up in the dry goods business, understanding it thoroughly and knowing its requirements, they have steadily increased their business from year to year. They occupy commodious premises at 196 McGill street, which is fitted up in the handsomest manner to suit the modern requirements of their business. The lines they handle are rich black dress goods, mantlings, jacket cloths, hosiery, linens, laces, gents' furnishings, etc. They are showing a most exquisite range of prints for the spring trade, which Mr. Howell is very proud of, as he considers their range the best he has ever seen in Canada. The members of the firm are Messrs. Thomas Brophy, F. L. Cains and A. W. D. Howell, all young and enterprising business men.

J. G. Mackenzie & Co. is another of the leading firms, and one of the longest established, taking for the last sixty three years a foremost position in the trade here. Their place of business is on St. Paul street, where they employ a large staff, and they have beside a branch house in London, Eng. Mr. J. P. Cleghorn the managing partner is a prominent figure in the Montreal business world. He has been President of the Board of Trade and is a director of the Sun Life Assurance Co., the Intercolonial Coal Co., and the Merchants' Cotton Co. The senior member Mr. Hector Mackenzie in addition to his position in the business community is a prominent figure in the

social life of the city. He is also a director of the Merchants' Bank, the Richelieu Nav. Co. and the Montreal Telegraph Co.

D. Morrice, Sons & Co. do an extensive commission business, and date their foundation from the year 1883. They represent the Dominion Cotton Co., Globe Woollen Mills Co., Ashburn Woollen Mills Co., Penman Mfg. Co., Strathroy Knitting Co., Coaticooke Knitting Co., Coaticooke Narrow Fabric Co., Fruit Valley Woollen Mills, and several other concerns. The firm are the Canadian representatives of Rylands & Son, of London and Manchester. They deal only with the wholesale trade, their towering warehouse being a conspicuous object on Notre Dame street west.

Mackay Bros., of McGill street, were first established in the year 1840 on McGill street by Mr. Joseph Mackay, since deceased, and the successive titles of the firm have been: Joseph Mackay & Bros. and Mackay Bros. This is one of the most conservative houses in Montreal, their connection being one of the soundest known, and the firm is noted particularly for the high esteem in which it is held by all of its customers. Mr. Robt. Mackay, the senior partner in the firm, recently retired from the active business of the firm.

Robertson, Linton & Co. were indebted for its foundation to Lord Mount Stephen, who 40 years ago opened up business under the title of Wm. Stephen & Co. Twenty years later he parted with his interest to Messrs. Andrew Robertson and Robert Linton, which then became Robertson, Linton & Co. Mr. John Robertson was subsequently admitted to the partnership. Afterwards the senior partner, the late Mr. Andrew Robertson, chairman of the Harbor Board, withdrew from active participation in the management, although retaining his interest, and finally, Mr. Jno. Robertson, his brother, retired last year. The business is now carried on under the old title by Mr. Robert Linton and Mr. Jno. Black, who was formerly one of the old firm's leading travellers. They occupy extensive premises on St. Helen street, and employ a large staff of travellers, as well as employes at headquarters.

Messrs. Jas. A. Coulter & Co. do a large woollen commission business, representing the following well-known woollen manufacturers. Cobourg Woollen Co., Streetsville Woollen Co., R. Gemmill & Co., Peter Macdougall, Golette Whyte, J. G. Field, John Fairgreive & Son, fine and coarse tweeds; A. Lomas & Son, Wm. Thornburn, Doughty & Houghton, Blythe Woollen Co., A. P. Gomdrod & Co., ladies' dress goods; and the Almonte Knitting Co. and Chas. E. Hanfield, in knit underwear. They are also the Canadian representatives of several leading English, German and French houses.

Messrs. McIntyre, Son & Co. were originally McIntyre, French & Co., being founded by Mr. Duncan McIntyre, the C. P. R. millionaire, of syndicate fame. The present partners are his two sons, Messrs. Wm. and John McIntyre, and Mr. J. M. Whyte. This firm confine themselves almost exclusively to imported goods.

Thibaudeau Bros. & Co. are the leading French Canadian wholesale house and are among the largest importers of dry goods in Canada.

Frank Stephen & Co. do a commission business, representing the Paton Mfg Co., of Sherbrooke, the Rosamond Woollen Co., of Almonte, and the Richelieu Flannel Co., of Chambly.

James Johnston & Co., of St. Helen street, are another of the leading dry goods houses of the city. Their specialties are

heavy lines, and they do a sound conservative business in them from one coast to the other. The partners are Messrs. Jas. Slessor and Jas. Johnston.

In clothing also Montreal takes a leading position, the firm of H. Shorey & Co. being the foremost. This firm was founded by Mr. Hollis Shorey in 1865, the other partners being his two sons, Samuel O. and Charles L. Shorey. In addition to their Canadian business proper, their representatives visit the West Indies and are steadily working up a large business there.

E. A. Small & Co. occupy extensive premises in the Albert Buildings on Victoria Square and make a specialty of highly finished clothing. The business was founded in 1887 by Mr. E. A. Small.

J. W. Mackenzie & Co. also occupy premises on Victoria Square, dating their record from 1877. They employ 900 hands, their Melissa waterproof fabrics being a leading specialty.

Jas. O'Brien & Co. occupy imposing premises on Beaver Hall Hill. They turn out an immense quantity of clothing and do a lot of work for the Federal Government.

In the millinery branch of dry goods Messrs. Thos. May & Co. occupy a leading position. They date back as far as 1847 when their place of business was on Custom House square, and the business is confined to members of the May family. The firm occupy commodious premises in the Albert Block on Victoria square, employ something like 75 of a staff, the partners being Messrs Fred. and Frank May.

Caverhill, Kissock & Binmore are one of the youngest but one of the most enterprising millinery houses in Montreal. They do an enormous business in all the fine lines of millinery, the firm being composed of J. B. Caverhill, Wm. Kissock & F. Binmore. It is said however that some changes are likely in this connection.

D. McCall & Co., of Toronto, have a thriving branch on Notre Dame St. under energetic management of Mr. J. O'Malley.

Belding Bros. and Co., the Canadian partners being Messrs. Frank Paul and Fred. Birks, have their principal factories at Rockville, Conn., Northampton, Mass., Belding, Mich., Montreal, Can., and St. Francisco, Cal. The entire consumption of raw silk in the five mills averages fully 2000 lbs. daily, probably the largest by any individual concern on this continent. Ever on the alert to extend their business, Belding Bros & Co. in 1876 established the Montreal branch under the name of Belding, Paul & Co., of which the two gentleman above mentioned are the Canadian members. This move was for the purpose of supplying the Canadian trade, and from a small beginning in thread, only the business has grown into large proportions the firm now turning out silk threads, art silk, etc., for needle work, ribbons, and serges, etc. Fully 2,600 operatives find employment in the five establishments, the Montreal mill alone requiring 500. In all these ventures the firm employ the very best methods, etc., satisfied that only that will hold the favor of the public and retain the confidence of their Canadian custom. The working force is mostly composed of operatives born in this country, though some have been brought from Europe for special departments of weaving and hosiery manufacture. The Montreal mills occupy a commodious structure on the banks of the Lachine Canal, while the company has its salesrooms and offices facing Victoria square at 296 St. James street.

# UNSURPASSED

John Macdonald & Co's For Dress Goods. For Silks. For Laces. For Ribbons.	FILLING LETTER ORDERS A SPECIALTY	John Macdonald & Co's For Linens. For Prints. For Carpets. For Curtains.
John Macdonald & Co's For Frillings. For Embroidery. For Hosiery. For Gloves.		John Macdonald & Co's For Woollens. For Gent's Furnishings. For Smallwares. For Tailors Trimmings.
John Macdonald & Co's For Velvetees. For Muslins. For Veilings. For Parasols.		John Macdonald & Co's For Extra Value. For Liberal Terms. For Prompt Attention. For Quick Despatch.

INSPECTION INVITED

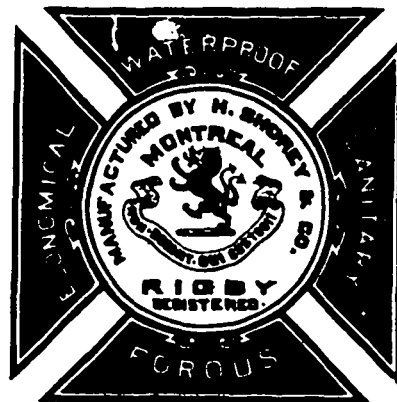
ORDERS SOLICITED

## JOHN MACDONALD & Co.

WELLINGTON AND FRONT STS.,

TORONTO

*Rigby . . . .  
 Porous . . . .  
 Waterproof  
 Clothing . .*



*For Ladies'  
 And—  
 Gentlemen's  
 Wear . . . .  
 And—  
 Cloth. . . .*

*Rigby is barely a year old, but in that short time has become an indispensable article of wearing apparel to thousands throughout Canada.*

## RIGBY HAS NO RIVAL

*The Leading dry goods and furnishing houses throughout the Dominion are agents for Rigby Garments, and Cloth.*

*Ladies' Rigby Ulsters are made in all the latest styles, with Coachman's and very deep capes.*

MANUFACTURED ONLY BY

Sample Clippings will be sent on application. Letter Orders Carefully Filled.

**H. SHOREY & CO., Montreal.**

## JAMES M. ALEXANDER.

**A**MONG the popular mercantile men of the city of Toronto there are some who overtop others, and of these the subject of the present sketch, Mr. James M. Alexander, is one of the most popular. The firm name of Alexander & Anderson has been in existence but four years; nevertheless it is well known throughout the seven provinces of the Dominion. Previous to this the name of the firm was Ogilvy, Alexander & Anderson, which is yet remembered by the majority of Canadian dry goods merchants.

Mr. Alexander was born in Aberdeenshire, in Scotland, and he is blessed with the stout, powerful frame and strong constitution which is a part of the heritage of men born in that part of Auld Scotia. In Aberdeenshire he received his earliest training at the dry goods business, spending his five years under indentures and being paid, as he says himself, "hardly enough to keep shoes on his feet." But his training was thorough, and Mr. Alexander attributes much of his success and that of other Englishmen and Scotchmen to the fact that their apprenticeships were long and their drill thorough. Every detail of the business had to be mastered and every principle digested.

He afterwards occupied important mercantile positions in England and Scotland, particularly in Glasgow, and finally in the autumn of 1865 he emigrated to the New England States and settled in Boston, where he occupied an important position in a large mercantile house. Shortly afterwards he came to Canada and was soon found in the retail business in Cobourg, with a partner,

the name of the firm being Alexander & Reid. At this time both men were young, in the prime of life, both had a thorough knowledge of the trade, and their energy and enterprise enabled them to do a successful trade. But their ambition made Cobourg appear too small, and they removed to Brantford. Here they were also blessed with remarkable success, but like all success it was due to their indefatigable efforts to attain it. Success goaded on their ambition and they soon removed to Toronto, where they commenced doing a wholesale trade in millinery and fancy goods. For ten years their success continued, and by dint of hard work each succeeded in amassing a neat fortune and then they sold out. They then set out to enjoy the fruits of their hard labor and started on a trip around the world, visiting Japan, China, Australia, New Zealand, India, Palestine, Egypt,

and other countries. They had seen life's labors in Canada and they wanted to see what other people did for a living, how they earned their wealth and how they enjoyed themselves. Mr. Alexander tells many interesting tales of his two years' wanderings on the face of the earth and on the surface of the deep. Mr. Reid and Mr. Alexander afterwards married two sisters, daughters of a Toronto clergyman. Mr. Reid is living retired near London, England, enjoying the wealth which he accumulated in Canada. Mr. Alexander returned to Canada, and as he felt more contented at work he joined the firm which was controlled by the Messrs. Ogilvy, and the firm of Ogilvy, Alexander & Anderson continued up to four years ago, when, as has been stated, it was succeeded by that of Alexander & Anderson, they having bought out the interests of the Messrs. Ogilvy.



MR. JAMES M. ALEXANDER

Ever since Mr. Alexander became head of this firm they have done a steady and paying trade. Both partners are men of good character and famed for their sterling integrity and upright business dealings. They make a specialty of dress goods and other ladies' wear and their stock, it is claimed, is unsurpassed in these classes of goods. They also deal to a certain extent in carpets, curtains and other furnishings, and do a steady trade in these lines.



Mr. Alexander has always refrained from taking a prominent part in politics or other public matters. He is of a quiet disposition, and after his long business hours he finds his highest joy in spending the remaining part of the day in the family circle. He has often been asked to take a position on directorates and the advisory councils of corporate bodies, but he has abstained from so doing.

He prefers to think only of his business, and then when this does not demand his immediate attention he is free to do as he pleases. He takes a trip every other year to Great Britain and the continent, and spends six months among his friends and on the different markets. This alone would prevent his taking a prominent part in any corporate or social undertaking.

Mr. Alexander is one of the most genial men in the trade, and courteous in his manner towards both stranger and friend. He has a host of friends, and stands high in the respect and esteem of his fellow merchants. There is no doubt that much of a man's success depends on his manner towards those with whom he comes in contact, and to say that a merchant has been successful is to imply that his nature is genial and his manner courteous.

**DOMINION SUSPENDER CO.**

**NIAGARA FALLS**

**MACDONALD SOUVENIR**

*Guaranteed, all-Plated  
Strong and Substantial, &  
a perfect work of Art.*

*Our Latest production*

**D.S.C.**

**THE LARGEST, OLDEST, AND MOST  
PROGRESSIVE MAKERS OF SUSPENDERS.**

**THE BRITISH AMERICAN WATERPROOF COMPANY.**

**M**OST of the readers of THE DRY GOODS REVIEW are familiar with at least the name of the British American Waterproof Co., of which Mr. Hermann S. Scheyer is sole owner. This firm has been established in Canada for the last twelve years, and last spring was forced, owing to the large increase in their business, to move into the extensive premises they now occupy. Its warehouses extend from street to street, being Nos. 149 Le Royer street, 20 De Bresoles street, and 39, 41 and 43 St. Sulpice street; are five stories high, and are among the finest in Montreal.

Besides importing extensively from European markets, furs, silks, furniture plushes, glove leather, and other special lines, they also represent as sole agents several of the largest and best manufacturers of mufflers and handkerchiefs, French woven corsets and other specialties. In 1891, in addition to their other lines, they began the manufacture of waterproof garments for ladies and gentlemen. Using only the best vulcanized and odorless materials, proofed by well-trained waterproofers in England, and exercising the greatest care in the make up of their goods, both as to style, finish and perfect fit, they succeeded in producing an article fully equal to the best imported English waterproofs, in which they were not a little helped by the fact that their foreman and almost all those under him in the manufacturing department are old and experienced English workmen, trained in the best English factories.

We are glad to notice and to chronicle the success of this firm which by its push and energy, as well as by its honest dealings with its customers, has worked up for itself one of the largest and best businesses of its class in the Dominion. From the very start Mr. Scheyer saw the necessity of periodical trips to Europe, and so year after year he visits the manufacturing districts and also the great fur markets, as Leipsic and London, thus keeping his business well abreast of the times and being in a position to share with his customers the knowledge he thus acquired, and to put them in a better position to meet and cope with modern competition.

Mr. Scheyer is not a native Canadian, being a Berliner by birth, but for the last twelve years Canada has been his home and he is a naturalized British subject. He is a member of the Montreal Board of Trade, and of The Canadian Manufacturers' Association, and is a notable addition to the list of useful and distinguished citizens of Canada for which we have to thank old Germany. It is such men as these who by bringing into the country their capital, as well as their energies, help in the development of our resources and in the building up of Canada's general prosperity. We wish Mr. Scheyer the continued success which his close attention to business well deserves, and trust that his next European trip, which we understand he is about to start on, will be a pleasant as well as a successful one.

**A NEAT SUSPENDER BUCKLE.**

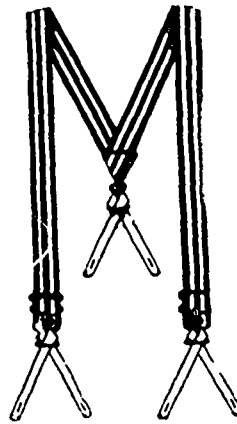
The cut on the opposite page shows the design of a suspender buckle which will be placed on the market at once by the Dominion Suspender Company of Niagara Falls. The centre of the top portion of the buckle is a raised medallion with a cast of the well-known features of the late Sir John A. Macdonald, the beloved and now lamented Premier of Canada. The design is very neat. Around the medallion is his loyal expression, "A British subject I was born, a British subject I will die." The hook

part of the buckle has a neat spring catch which is very easily adjusted; in fact the whole buckle is superior in every feature. It will be made both in brass and nickel, and will no doubt be a great hit.

This Company also manufacture the now justly celebrated Hercules brace which is warranted for two years, and which is handled by all the leading houses, wholesale and retail, in the trade. The company believes in placing superior goods on the market, and pushing them well. Thus have they gained a reputation for reliability and progressiveness which may well be envied by older and longer established firms.

**A CHEAP SUSPENDER.**

Dealers who want an article about which they can say a great deal concerning its cheapness and still make a fair margin of profit should send an order for a brace of which the accompanying cut is an exact representation. The web in the brace is of a medium quality, and is continuous from buckle to buckle, being merely turned over at the back and secured by a wire patent. It is a marvel that such a brace can be retailed at ten cents a pair; but W. R. Brock & Co., who handle it, have bought up the manufacturer's stock at a cut price and are giving their customers the benefit of the bargain. Mr. Smallpiece, the manager of their haberdashery department, is continually seeking to place such snaps as these within reach of his customers, so that they can make special displays of low lines and thus attract trade.

**TWO ENTERPRISING MONTREAL FIRMS.**

The firm of S. Greenshields, Son & Co. was established as far back as 1836, and is therefore one of the oldest houses in Canada. It does an enormous business and besides running a branch house in Vancouver, maintains prominent sample rooms at Windsor, Ont., and other points throughout the country. The headquarters of the firm on Victoria square is probably the most extensive wholesale dry goods establishment in Canada, and requires a staff of over 70 employes. Mr. E. B. Greenshields the senior partner is one of the merchant princes of the city. He has been president of the Board of Trade for the past year, and although he was urged to accept another term declined owing to pressure of private business. He is a director of several companies including the Bank of Montreal, and is one of the life governors of McGill University. The other partners are Messrs. G. B. Fraser, E. C. B. Featherstonhaugh and G. L. Cains, the last named being also the president of the Dominion Commercial Travellers' Association of this city.

Messrs. Gault Bros. are prominently identified with the great cotton industry of Canada. Messrs. A. F. and R. L. Gault the partners being among the leading promoters of the Dominion Cotton Co. Their large warehouse is on St. Helen street and they keep a large force of travellers constantly on the road. The Dry Goods' Association is at present under the presidency of Mr. R. L. Gault.

John Evann, who was recently in business in London, has commenced business in this city on the corner of Carleton and Parliament streets.





SPRING

1893

# RIBBONS

SPECIAL DESIGNS FOR  
THE DRY GOODS AND  
MILLINERY TRADES . .

••

## Reid, Taylor & Bayne

TORONTO

**W**E show a Magnificent Range of DOUBLE  
FACED SATIN RIBBONS in beautiful  
Shades, all Widths.

Fancy Ribbons in Immense Variety.

**Veilings** A Heavy Stock of all the  
latest productions in Black and Colored  
newest shades including Violet.

**Flourning Goods** A special feature  
with us.

**Flowers**--Our Stock is unequalled.

**Ostrich Feathers,**  
**Ostrich Flounts,**  
**Straw Goods, Leghorn Hats,**  
Special Values.

. LACES .

Beautiful Designs in  
Black and Colored  
Silk Laces,  
New Bourdon Laces,  
Irish Point Laces

## SPRING MILLINERY.

BY the time that this journal is in the hands of the merchants, the spring millinery buying will have begun in earnest. Nearly every house has been rushing its clerks and milliners making due preparation for a big display. Stocks are complete; and the displays are ostentatious. The openings are on the 27th and 28th of the month, but buyers will commence to arrive on the 20th.

Flowers predominate everywhere. The French milliners are showing bold red roses, but the quieter style of flowers lead among the displays here. Jet goods are going to be stronger than ever. Small bonnets trimmed so as to be almost covered with jets will be in favor among older ladies. Fancy jet buckles are shown in long ranges; but buckles are not confined to jets, they are shown in all styles and makes. The two toned effect in buckles is perhaps the newest thing in this line.

The newest colors are Nile green, Anemone and Amethyst. Later in the season the run will likely be on creams and baizes.

Large hats, very large hats, are shown in great variety and will be most worn by younger ladies. The medium size will take best in the general trade, but for the best trade the large hat will be in demand.

The three illustrations on this page show three of the newest hats of the season. The leghorn hat with its drooping frill of lace is a new and striking idea.

## DESCRIPTIONS OF MILLINERY ILLUSTRATIONS.

No. 1, is a leghorn, trimmed with two large maize plumes, a cream lace curtain secured by emerald buckles round the brim, a bow of cream fulle fixed cabochon in the centre, a maize satin bow between the plumes, with a "rose de nice" bud in front.

No. 2, is a white chip medallion trimmed with large loops of Bronze velvet ribbon, and clusters of auricula, a bow of Bronze straw braid at the back with gold wheat. It also has velvet ribbon ties.

No. 3, is a bonnet made of Tan fancy braid trimmed with



FIG. 1.



FIG. 2.

a aigrette of black lace extending into strings. Tan faille rosette bows in front, and purple and gold acacias along each side.

The photos of the hats were furnished to THE REVIEW by Reid, Taylor & Bayne, wholesale milliners, Wellington St., where the originals may be seen.

## FLOWERS AND FEATHERS.

About all the country flowers are under marching orders with roses and violets somewhat in the lead. All novelties, however striking, display effects characteristic of the approaching season. Combinations are endless and in elegant design. At the openings of prominent houses have been seen floral hats of small Jacqueminot roses, with thorned rubber crown and small heliotrope piquet on the brim, very fine silk and velvet capucine roses, with large fan shaped clipped aigrette on either side.

Monture with brim of mixed pansies and pompon of dark satin violets on each side, with ferulee tiege leaves, a rose monture of three sprays of silk and velvet roses, in Pompadour style, with four single tips of silk velvet tied with faced No. 1 velvet ribbon. A unique novelty is a floral poke bonnet of three pompons of changeable nacre velvet roses forming the brim and the rear of small basket entwined tubing.

A fine bow effect has been noticed of two sheaths of pink wheat joined with square diamond buckle and a pompon on either side of prairie green and rose velvet ribbon. Mercury wings in pairs are said to be very good. They consist of natural Paradise and magnificent plumage, with edge of breast of latter. A pair of shaded pasted ears has been noticed, color from Persan to Ophelia, with shaded clipped aigrette of same colors in center, also a base of oblong fine gold beads supporting black aigrette pompon with a center of piquets of gold, white cross aigrette of 24 strands, with a center of five piquets of pearl and gilt beads.

Rose-colored ostrich in bow effect of two tulips of pasted

Flowers .

~ 1893 ~

Hats . . .

SPRING OPENING  
..OF..

# PATTERN HATS AND BONNETS

.. ON ..

TUESDAY, WEDNESDAY AND THURSDAY

February 28th, March 1st and 2nd.

## CAVERHILL & KISSOCK

Ribbons .

91 St. Peter Street  
MONTREAL

Novelties

# LONSDALE, REID & CO., DRY GOODS IMPORTERS

We have the pleasure to inform our Customers that our Stock is now complete in every department. .

## MONTREAL

We are favorably known throughout the Dominion for special values in the following lines :

PRINTS  
LINENS  
DRESS GOODS  
HOSIERY  
GLOVES  
PARASOLS

SILKS  
LACES  
RIBBONS  
HANDKERCHIEFS  
FANCY GOODS  
SMALLWARES Etc., Etc.

LETTER ORDERS WILL HAVE CAREFUL ATTENTION. —————

ostrich plumes, with center of tipped marabout surmounted by 18 strands of finest crossed aigrette are very handsome.

Branch effects are prominently shown in varied combination as required by size of hats in brim and crown.

A strong flowerseason is in prospect.—New York Economist.

#### AMONG THE WHOLESALERS.

J. D. Ivey & Co. are making an unusually large display in all classes of millinery. Their straw department is a special feature this year on account of the increased variety of colorings



FIG 3.

shown. In lace goods they are showing new varieties, such as Irish Guipures, Black and Colored Chantilly, Point d'Angleterre, Tinsel Lisse, Silk Mauresque, and others. Although they are preparing for a big season in flowers, they also expect ostrich goods to sell well, and are prepared with an adequate stock. In ribbons they are showing heavy stocks in plain and fancies, and on account of early placing of orders they have avoided the recent advances. Their French patterns bonnets lead always in the opinions of visiting milliners, and their range this season will undoubtedly maintain their reputation. Their foreign goods were all personally selected by Mr. Ivey, and the American hats were selected by Mr. McKinley, who has also a splendid reputation as a buyer.

Elsewhere will be found a mention of some of the Montreal millinery houses. The Commercial Metropolis of Canada possesses several millinery houses very worthy of mention. Two of the leading houses, Caverhill, Kissock & Co., and Lonsdale, Reid & Co., make their announcements on the opposite page, and these are worthy of perusal. The Montreal openings are on the 28th of this month and the two following days. They have three days as compared with two in Toronto.

Reid, Taylor & Bayne are making an extensive display this year. Their spacious warehouse is filled with an abundance of delightful millinery of all sorts. The firm is very enterprising, and while doing almost the largest trade in Canada, are still drawing more and more of it to themselves. The members of

the firm are well up with the modern business methods, as shown by the use they have made of the columns of this journal to exhibit to their customers some of the leading styles in spring millinery.

D. McCall & Co. are from the appearances of things in their warehouses making great preparation for spring openings. At present they are head and ears in work filling placing orders. Their stock looks very extensive and particularly bright and enticing.

#### LATEST NEWS FROM PARIS.

Here are a few spring novelties by leading Parisian modistes: Madame Laraviere produces a large flat leghorn hat, turned up at back and side, trimmed with velvet and ostrich plumes, ribbon ("Chicago") ties, very stylish. Lin Falkner shows a toke hat of jet and lace trimmed with flowers. The shape is very odd on account of the extreme poke and peculiar manner of trimming it is trimmed with, "Bledor" ribbon ties. Mme. Lignorino shows a new design in a bonnet perfectly square and drops over the face, made of rough straw trimmed with barley flowers, ribbon "Oural" ties, and is very nobby. Mme. Julia Delmotte, an extreme artist, produces a fancy bonnet, covered with azur crepe de chene, faced with pearls, trimmed with large silk shaded pansies and "oural" ribbon. It is extremely nice. Maison Blun has a very large brown chip hat drawn up at back and trimmed with shaded feathers and violets, fastened at side with grindstone buckle on fawn lace, beautiful effect.

The most fashionable shades in ribbons are Ophelia, Kana, Paradis, Martinique, Chicago, Violette, Rougainville, "Oural," and Roi.

Large chip hats in the following tints will be largely worn. Nile, Oural, Beige, Martinique, Ceres and Muguet.

Flowers will be worn by the masses, but ostrich plumes and mounts will play a prominent part with the better class. They are made up in various styles suitable for the shape of hat or bonnet to be trimmed.

In the spring season flowers are invariably favorite decorations. This year we find, as usual, the flowers that bloom in the spring and early summer holding the prominent places; violets, primroses, cowslips, hyacinths, forget-me nots, lilac and so on through the list with which nature furnishes us. As regards their form and texture, they are as natural as it is possible for human hands to make them. The French fleuriste always uses real flowers as a model for those which she makes up out of nainsook, silk gauze, taffetas or velvet, according to the particular texture of each. But they are produced in a far greater variety of shades and lines than Dame Nature is content with.

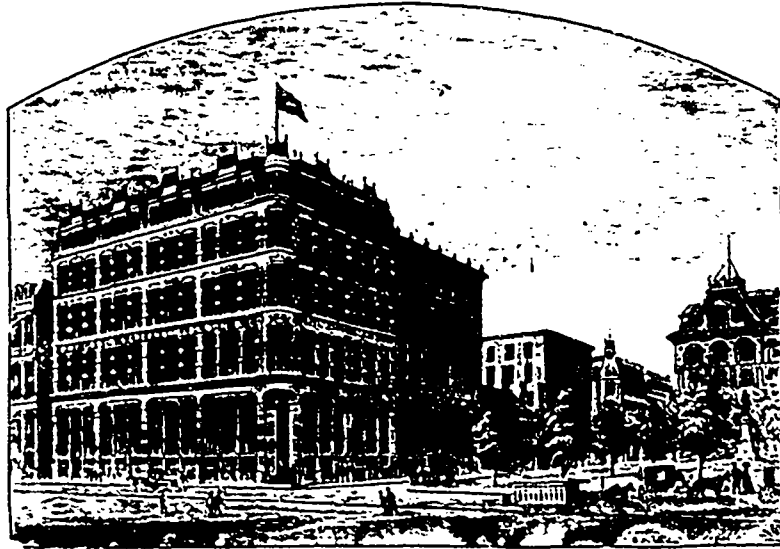
There are purple violets, yellow primroses and cowslips and blue forget-me-nots, it is true, but every one of these and others is also to be found in a graduated scale of colors quite foreign to its character. Strange to say, it does not seem to render them the less real by any means, and you are inclined to affirm that memory plays you false, so familiar in their unusual tones are the delicate outlines. Leaves are mixed but scantily with the blossoms, grasses being preferred, and I note a tendency to mount the flowers in diadem form and in the symmetrical arrangements adopted for plumage and bows during the winter.

For summer leghorn straw is provided in large quantities. By that time the feminine world will probably have tired of flowers and butterflies' wings, and we may expect ostrich feathers to be revived or so, at least, the importers of this important article of trade fondly believe.

# S. GREENSHIELDS, SON & CO.

17, 19 and 21 Victoria Square, and  
730, 732, 734 and 736 Craig Street

## Montreal



# GENERAL DRY GOODS MERCHANTS

Sole Selling Agents in Canada for

## MR. CHAS. HARRISON & SON, Carpet Manufacturers

STOURPORT, ENGLAND

Also for the Well-known EVERFAST STAINLESS HOSIERY

**BRANCH STORE:**

Van Horne Block,  
VANCOUVER, B.C.

**SAMPLE ROOMS:**

Winnipeg, Man.  
Windsor, Ont.  
Cobourg, Ont.

Ottawa, Ont.  
Quebec, Que.  
St. John, N.B.

## BUSINESS CHANGES.

## ONTARIO.

At the meeting of the creditors of Joseph Cote, furrier, of Ottawa, the insolvent made an offer of fifteen cents on the dollar, payable five, ten and fifteen months, without either interest or security. It was refused, and the stock will be sold. There are almost 40 creditors to the estate, the liabilities exceeding the assets to the amount of \$10,000.

The creditors of Mr. George Halliday, Ottawa, held a meeting and Mr. A. Mutchmor was confirmed as assignee, and Messrs. R. Linton of Linton & Cleghorn of Montreal, Paul Campbell of John Macdonald & Co., Toronto, and John Calder of John Calder & Co., Hamilton, appointed as inspectors. Mr. Halliday made an offer, which has not been made public, but which, in all probability, will be accepted.

Messrs. Pigeon, Pigeon & Co., dry goods merchants of Ottawa, have suspended payment, and will in all probability assign, at the instigation of Gault Bros., of Montreal, which firm is principally interested in their business. It is learned that the liabilities and assets will amount to almost the same figure.

The creditors of K. R. Rogers, of Hamilton, met at the Palmer on the 9th inst. and decided not to compel an assignment. An offer of 40 cents at two, four, six and eight months was accepted unless Montreal creditors object.

Mr. Weir of Harris & Weir, Kingsville, offered 55c. on the dollar, but this has been refused and the stock will be sold.

Sarah Davidson, dry goods, Ottawa, has assigned to Peter Larmouth.

Mrs. McLean has bought the estate of McLean and Mitchell, dry goods, Toronto, at 50 per cent. of the amount of the liabilities.

E. R. Bollert & Co., dry goods, Guelph, were losers by a recent neighboring fire.

Ferguson & Mason, men's furnishings, St. Thomas have been succeeded by Mason Bros.

J. W. Cheeseworth, tailor, Toronto, is in difficulties, and his estate is to be wound up.

The clothing stock of Jos. J. Phillips, Brockville, was sold on the 9th at 53 $\frac{3}{4}$ c. on the dollar.

G. F. Langtry, tailor, Alvinston, has assigned to J. T. McKay.

The clothing stock of T. N. Vance, Galt, will be sold at Suckling's on the 21st inst.

Neil McPherson, dry goods, Lindsay, is selling out and removing to Sunderland.

Rotz & Co., dry goods, Rodney, are advertising their business for sale.

Fred. J. Rugh, hatter and furrier, Kingston, has assigned to James T. Tennant.

P. T. Dagenais, tailor, Arnprior, suffered by a recent fire.

Fry & Co., fancy goods, Brantford, have sold out.

Bowes & Bissonette, dry goods, Kingston, will dissolve March first.

East, the umbrella manufacturer of Toronto, is in difficulties.

J. G. Willson, tailor, Galt, advertises his business for sale.

Frank Gobel is advertising the Empire Knitting Works, at New Hamburg, for sale.

G. S. Wood & Co., dry goods, St. Thomas, have assigned to S. O. Perry.

D. A. Hyslop, dry goods, has removed from Ancaster to Stratford.

Grant & Hooper, dry goods, Aylmer, have sold out to J. B. Batterby and Henry Ansley.

E. A. Small & Co., clothing, Guelph, has sold out to Thornton & Douglas.

W. J. McAlpin, furnishings, Mitchell, has sold out to R. W. House. The latter was formerly in Woodville.

## QUEBEC.

Hebert & Boivin, tailors, St. John's, have dissolved.

The dry goods stock of Villeneuve, Lalonde & Co. has been sold at 63c. on the dollar.

Hebert & Bassinet, dry goods, Montreal, have assigned after trying to compromise.

E. G. Wiggett & Co., tailors, Sherbrooke, have sold out to S. D. Gilkerson.

Chas. T. Murphy, men's furnishings, Montreal, has assigned to J. McD. Harris.

Samuel Mills, hatter, Montreal, sold his stock on the 15th instant.

A. Roy & Co. sold their stock of dry goods in Montreal at 59 $\frac{1}{2}$ c. on the dollar.

Riche & Havard, dry goods, Montreal, have dissolved.

Chas. I. Murphy, men's furnishings, Montreal, has made an offer of 50c. on the dollar.

Abraham Brahadi, furrier, has assigned at the demand of John Martin & Co., with liabilities of about \$44,000. The principal creditors are: K. Hortosk & Co., \$33,000; John Martin & Co., \$3,154; A. Scheyer, \$1,329; T. C. Hickok, \$1,092; Chas. Hickok, \$1,150; S. S. Stephens, \$1,200.

Mr. Dupuis has retired from the dry goods firm of Dupuis & Labelle, Montreal.

N. Morrisette, clothing, Three Rivers, has suffered by a recent fire.

Oliver Bros., dry goods, Sherbrooke, will dissolve partnership on the 1st of March.

M. Boucher & Co., hats and furs, Montreal, have sold to J. H. Ledue at 45c. on the dollar.

J. F. Deslauriers, hats and furs, Montreal, has assigned.

S. Mills, hats and furs, Montreal, has assigned.

Alphonse Davie, dry goods, Montreal, has assigned.

## MARITIME PROVINCES.

Dauil & Gibson, wholesale clothing, Halifax, N. S., have removed to Montreal.

Henry Hermes, tailor, Halifax, N. S., has sold to Robert Stanford.

Mrs. T. A. Sullivan, dry goods, Benny River, burnt out.

Perkins & Stevens, dry goods, Charlottetown, P. E. I., have sold out.

S. D. McCormick, tailor, New Glasgow, N. S., has assigned.

J. K. Munnis, clothing, Halifax, N. S., has been offering to compromise.

Joseph B. McDonald, dry goods, Charlottetown, P. E. I., is offering to compromise.

## MANITOBA AND THE WEST.

Preston & Norris, dry goods, Winnipeg, had their stock damaged by a recent fire. The loss is covered by insurance.

Walsh & Co., clothing, Winnipeg, were recently burnt out. Insured.

Mr. Harper has retired from the dry goods firm of J. R. Strome & Co., Brandon.

J. A. Macauley dry goods, Portage La Prairie, has assigned.

N. N. Cole & Co., merchant tailors, Winnipeg, have assigned.

# THIBAudeau BROTHERS & CO.

WHOLESALE IMPORTERS OF

## English, French, American and German Dry Goods

332 St. Paul Street, Montreal.

Dalhousie Street, Quebec.

Basinghall Street, London, Eng.

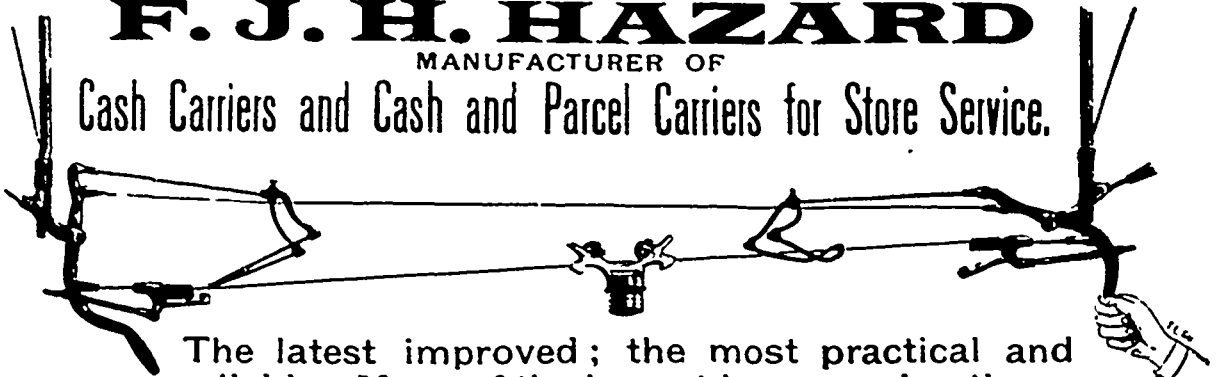
House Founded in 1811.

THE BEST IS THE CHEAPEST.

### F. J. H. HAZARD

MANUFACTURER OF

Cash Carriers and Cash and Parcel Carriers for Store Service.



The latest improved; the most practical and reliable. Many of the largest houses using them.

Also Swinging Fans for Restaurants, Dining Halls, and Stores. Driven by Steam, Electric, or Water Power.

Send for Particulars.

Address F. J. H. Hazard, 81 Victoria St., Toronto, Ont.

## STEWART & McDONALD

GLASGOW.

- Toronto Agency: 30 Wellington St. East. -

Special lines of  
Linens always  
in stock. . .

### M. MOWAT

Close buyers would  
do well to inspect  
our samples. . . . .  
SP

GANADIANS ! # ———

## MILES & CO.

Have removed from  
21 Old Bond St., to

4. Sackville St., London.

## TAILORS

Best Scotch Tweed and Angola Suits from £3 15s.

The Celebrated GUINEA TROUSERS, Etc.

The **TORONTO**  **CARPET**  
**Manufacturing** **CO.**  
 LTD

**MAPLE LEAF  
 BRAND**



JARVIS &  
 ESPLANADE STS  
 TORONTO

**OUR MAKES**

Three Plys  
 Extra Supers  
 Extra Super Cotton (hains  
 Extra Super Unions  
 Medium Wocls

**WE GUARANTEE**

Full Weight  
 Fast Color  
 Clean Goods  
 New Designs & Coloring  
 Pure Stock



# THE WORSTED AND BRAID CO.

OF TORONTO, (LIMITED)

SOLICIT TRIAL ORDERS FOR ANY AND

To  
The  
Wholesale  
Trade



All Kinds of Boot and Shoe Lace  
Dress, Corset and Stay Laces  
Cords of All Sizes and Kinds  
Braids of any Kind or Width

*The above are made in Cotton, Wool (Mohair or  
Worsted) or Silk.*

Send for Samples  
and get Quotations

The Worsted and  
Braid Co. (Ltd.)

Toronto Junction.



OSTRICH

FEATHER

DYERS, CLEANERS AND CURLERS

R. PARKER & CO'Y

787 to 791 Yonge Street, Toronto

*∴ THE Dyeing, Cleaning and Dressing of Ostrich Plumes is an art which requires the greatest care and skill, and after many years of experience we are able to dye them every known shade and curl them beautifully.*

*Our Feather Department is under the Management of a thorough practical feather manufacturer, while the dyeing is done personally by our Mr. Parker.*

*Plats can be cleaned, dyed and made up into Fashionable Tips, Prince of Wales Pompons, Mounts, Aigrettes, etc.*

*Send for Special Quotations on Large Quantities*

## *Millinery Department*

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**Ostrich Plumes**—We beg to call special attention to our Dyeing, Cleaning and Curling of Ostrich Plumes. Milliners who have a quantity of old feathers on hand can have them dyed and cleaned and made up in Flats, Tips, Aigrettes, Prince of Wales Pompons, Mounts, etc.

**Ribbons**—Union and Soft Silk Ribbons dyed, finished and re-blocked.

**Silks**—China and all other Soft Silks dyed all the fashionable shades and re-finished.

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## *Dry Goods Department*

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All-Wool and Union Dress Goods dyed and finished, without shrinkage in the width, and made up as originally.

**Braids**—Mohair, Military and other Braids dyed and made up.

**Hose**—All-Wool and Cashmere Hose dyed and put in half-dozens, and boxed when desired. Our Fast Blacks cannot be beat.

**Wools**—Berlin Wool dyed and made up in quarter pounds. Fingering Yarns dyed and put up in spindles.

**Tweeds**— $\frac{3}{4}$  Tweeds,  $\frac{3}{4}$  Worsted Trousering, 6-4 Worsted Coating, Cloakings, Jersey Cloth, Meltons, etc., dyed and finished.

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**NEW GOODS SHOULD BE FORWARDED TO WORKS DIRECT**

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**R. PARKER & CO.**

787 to 791 YONGE STREET

TORONTO, ONTARIO



# "TIPS" ON FEATHERS

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FIRST *Feathers are going to be worn more than ever this coming Season.*

SECOND *The fashionable shade will be White, Cream, Tuscan, Cardinal, Greens, Heliotrope, Etc., or to quote from the "Chambre Syndicate Plates": "Eminence," a dark Reddish Purple, "Eveque," a dark Blue Violet, "Kana," a light Violet, "Dahomey," a Reddish Yellow, "Caspreme," a Yellowish Green, are the Latest Spring Shades.*

THIRD *Prince of Wales Tips will be the fashionable tips of the Season, while flats of a superior quality always hold their own.*

FOURTH *Milliners wishing their Stock done over should send them on at once and not wait until the rush comes at the height of the Spring Trade.*

FIFTH *If a large lot of feathers are sent for different colors, it is best to let us know the proportion desired for each color, and allow us to choose from old colors those most suitable for the new shades desired.*

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## R. PARKER & CO.

Ostrich Feather Dyers and Cleaners

- - Curiers and Manufacturers

787 TO 791 YONGE STREET, TORONTO, ONT.



*Parker's Dye Works and Head Office.*

To the Wholesale and Retail Dry Goods and Millinery Trade of the Dominion:

☼ We beg respectfully to remind you in these days of fierce competition in the Dyeing business that we still maintain the position we took some years ago of being the largest and most extensive Dyers in the Dominion.

☼ By the adoption of all the new methods and appliances we have more than kept abreast of the trade.

☼ We have also to record the gratifying fact that the few of our customers who have been induced to patronize others on account of cheap prices have returned to us again finding we are the most satisfactory, and that they have not gained anything by the change.

☼ Our new Machinery for Dyeing and Finishing All-Wool and Union Dress Goods has come up to our most sanguine expectations. Dress Goods, such as Bedford Cord, Cashmeres, Serges, Non's Veilings, etc., can now be Dyed and Finished without any shrinkage in the width of the goods.

**R. Parker & Co.,**

*DYERS AND FINISHERS*

787 TO 791 YONGE STREET, Toronto, Canada

**BRANCHES AT HAMILTON, BRANTFORD, LONDON, ST. CATHARINES, GALT AND WOODSTOCK**



JOHN D. IVEY.

THE accompanying cut shows one of the most successful business men in Toronto. Although only forty years of age, he has worked up from a clerk in a country store to the owner of one of the best paying millinery businesses in Canada. Mr. Ivey is a Canadian and believes in his country. He was born near Jarvis, in the County of Haldimand, and, as has been mentioned, began life as a clerk in a country store, learning his trade with the old firm of J. & R. Sill. Soon he began a business in the same town with a partner, the firm name being Parker & Ivey. This business ran for three years, when it was sold out, and Mr. Ivey then purchased an interest in the firm of J. & R. Sill, where he had learned his first "counter-hopping." Three years afterward Mr. Sill, the surviving partner of the elder firm died, and as Mr. Ivey did not care to remain in Jarvis any longer he sold out the business, and going to London he started into the wholesale business, striking out on new lines for himself, forming his own connection, and establishing his own patronage. He believed that by close attention to business and by undefatigable energy he could build up a business of his own. Undaunted by any discouragements he worked steadily on and business grew steadily better for J. D. Ivey & Co. Being courteous and kindhearted and paying close attention to the wants of his customers, Mr. Ivey has secured a trade which is not only the largest in Canada, but which is one of the most reliable. After five years in London he moved to Toronto to get more of the Eastern trade, and has been in this city since 1886. At 53 Yonge St. he carries a well assorted stock of millinery and fancy dry goods. Mr. Ivey visits the foreign markets for himself and has the faculty of seemingly

being able always to discern the proper and taking lines for the large body of customers to whom he caters. He has been uniformly successful as a buyer.

Mr. Ivey is a member of the Board of Trade, is connected with several of Toronto's charitable institutions, and is a strong church worker. Personally he is one of the most pleasant and affable men in the trade.

#### INTERESTING TO SPOOL SILK DEALERS.

A prominent manufacturer of spool silks says that the demand for cheap qualities has decreased to a large extent. With this information every retail dry goods merchant should only buy the best quality of spool silk. Beldings stamped on each spool. For the consumer of 100 yd. or 50 yd. spool silks will soon find out the merchant keeping the best silks and he will secure the trade. It is much more economical for the consumer to pay an extra cent a spool and procure a good strong article, besides the guarantee of full length. Beldings are the largest silk thread manufacturers in the world, and their own brand, Belding stamped on each spool, is the most popular spool silk in the Dominion, and is kept in stock by all the leading retail merchants in every city.

#### NEWS ABOUT HUSTLERS.

Messrs. Miller Bros. & Co., 30 to 38 Dowd street, Montreal, are the only manufacturers of paper collars and cuffs in Canada. The firm, which is composed of Messrs. Wm. T. Miller, Peter Miller, Walter S. Miller, was founded in 1880, and besides supplying the whole Dominion with its goods and doing a large business in paper boxes, own extensive mills at Glen Miller, Ont., where they manufacture all the stayboard required for their box factory, besides woodboard, etc., etc.

The firm of Lonsdale, Reid & Co., of 18 St. Helen street, is one of the wholesale dry goods firms of Montreal who do a large and flourishing business. It is composed of Messrs. Wm. Reid, A. B. Macpherson, and Wm. Reid, jr., and has been doing business since the year 1880, when it was first formed. The firm is a well-known one in the Eastern Provinces, Western Ontario, and throughout Quebec, having a large roster of customer in all three districts. It is especially noted for the fine selections of prints and dress goods which it carries, is well represented on the road by an able travelling staff and devotes special attention to the prompt handling of letter orders, the result of which is a constantly increasing business.

On the back cover, inside, will be found the advertisement of Flett, Lowndes & Co., who are the largest dress trimming and button importers in Canada. Within the last few years they have added to their stock a complete range of tailors' supplies and trimmings. They carry a full line of Belding's famous silks and twists and can supply any color on the shade card from stock immediately. Knox' linen threads is also a staple line with them. Orders by mail always receive prompt attention, and merchants visiting Toronto will find it to their advantage to give Flett, Lowndes & Co. a call.

Alexander & Anderson are receiving their shipments of spring dress goods, both in plains and fancies. Some of the fancies are particularly striking, and are in strong demand at present. In plain goods whipcords seem to be the most popular material for spring dresses; and in fancies, shot effects, silk mixtures, etc., are also popular. They are showing particularly striking lines in prints, printed French delaines, sateens, cretons, and a very cheap line of art muslins in the newest and most stylish patterns.

# Brophy, Cains & Co.

## For Fine Black, Mourning and Half Mourning Dress Goods

Fancy Dress Goods with Trimmings to match.

Our 100, 151 and 152 prints are the newest designs and handsomest shown this season.

Ask for our B60, B70, B80, B90, and B100 Victoria Lawns.

Ivory Normandy Val's, Beige Point D'Irlande, Cream and Two Tone Point D'Irlande, Ivory and Black Silk, Black and Cream Silk Point D'Irlande and Cream Silk Guipure are some of the Laces we are now showing.

GLOVES.

HOSIERY.

EMBROIDERIES.

**186 McGill Street, MONTREAL**

We beg to inform the trade that we have now in stock a complete line of Fur and Wool, Stiff and Soft hats of the most desirable shapes, from the following manufacturers :

Lincoln, Bennett & Co.,  
Wilkinson & Co.,  
and J. E. Mills,

and that we are in a position to fill orders for fall trade without delay.

The Fur department is receiving special attention, and we invite an inspection of our samples on the road.

## B. Levin & Co.

491 and 493 ST. PAUL STREET,  
MONTREAL, P. Q.

Like all other Silk Thread Manufacturers, we make different qualities of 100 yards and 50 yards Spool Silks to meet the demands of the trade.



The Only Brand we recommend is that bearing our own name on Spool like this.

Belding's Silks will be found the best in the market, and average 10% stronger than any other make.

See that the name Belding is on every Spool, and take no other.

All the Leading Retail Dry Goods from the Atlantic to the Pacific keep Belding's Silks.

BELDING, PAUL & CO., Ltd.,  
MONTREAL.

## THE MONTH'S TRADE.



LIKE THE previous month, there has been a continuation of the demand for all spring lines during the past four weeks. Few buyers have visited the market, but orders from travellers in nearly all cases surpass those for the same season of last year. The weeding out that took place during 1891 and 1892 has left the trade with only the strong men in it, and consequently

there are few failures, very few bad debts, and a general healthy state of trade. This has at last brought about a strong confidence in the minds of all concerned, and, while orders are not enormous, yet they are being placed readily and cheerfully with out hesitation or misgiving. Wholesalers also seem to have no fear of the future, and are buying readily and selling readily.

English advices show another advance of  $\frac{1}{8}$ d. per yard in colored cottons.

Shot silks are in active demand, both for dress trimmings and for evening wear.

Bradstreets says on Jan 23rd: In Quebec the sales of dry goods are stimulated by the cold weather. Last year is said by Montreal dealers to have been the best for dry goods jobbers since 1885.

One week during the past month, one of the Toronto wholesale houses did \$67,000 of business in five days, and in the whole week they made an increase of \$25,000 over the corresponding week of last year.

In 1891 Canada imported 39,593,688 lbs. of wool in 1892 it amounted to 46,322,525 lbs. In 1891, the amount of raw silk imported was 43,428 lbs., in 1892 it was 78,245 lbs. In 1891, the exports of cotton goods were \$174,955, in 1892 it had risen to \$333,846.

The silk market of Europe remains firm, and advance prices of October last are still maintained. There is no likelihood at the present time of any drop. The advance originally arose from the short crop of last season together with the increased demand for silks of all kinds, principally colors, which are now so largely used for the making up of blouses. As is always the case, the low-priced goods are more effected by an advance than the higher priced stuffs; though the percentage of advance may be the same on both, it is more felt on the low-priced goods. This season may see a scarcity of the cheap grades.

Failures compared: week ending January 21st, 39, corresponding week last year 72; week ending January 28th, 48, last year 44; week ending February 4th, 54, last year 34; week ending Feb. 18th, 45, last year 68. Total in these four weeks of this year are 186, while last year in the same period they numbered 218—a decline of 15 per cent.

During the latter half of January considerable sorting was done in heavy goods, especially in woollen underwear. It is quite unusual for this season of the year, and its effect is visible in two ways. First, the stock of the wholesaler is very meagre, and he is placing extra heavy orders for next season's woollen goods. Second, the heavy orders received by the knitting mills has caused some of them to hold off for higher prices. Prices are very stiff at present. This will be beneficial, no doubt,

because during the past three years there has been a gradual fall in the price at the mills; thus narrowing the manufacturers' profits. It is reported that Ward's and Algie's mills at Alton have already sold their whole production for the coming season. This is an indication of a scarcity in woollen goods next fall.

There is big strife among the wholesalers for the trade in ribbed cotton vests. Especially for the reputation of having the lowest line is the strife strong and bitter. This has caused a drop in some of the prices, until some of the wholesalers are selling their lowest lines at or below cost. The men who are doing this are, to say the least, very foolish; and it is abuses of personal liberty such as these which causes it to be a less defensible right than formerly.

The fourth of February has come and gone. It was preceded by two or three failures in Toronto, only one of which was serious. Throughout the province the failures preceding were fewer than in previous seasons. The wholesalers report fewer renewals than before, plentiful cash, and almost no failures. This is very encouraging. The good trade of the last two weeks of December and throughout the whole of January has enabled the retail merchants to secure sufficient cash to meet all their engagements.

In connection with the great thread war now going on between the agency and Chadwick's, it transpires that several firms have, it is said, been trying to place orders of from 500 to 1000 gross of Chadwick's spools. The arrangement would seem to be as follows: The Agency people are able to buy Chadwick's 200 yd which is selling in this city at \$3.40 per gross (it has never been below \$3.20, as the Textile Mercury has asserted) and ship it to Great Britain where it sells at 15s. less 10 per cent. In order to block Chadwick's they have tried to buy up their cotton and ship it out of the country, so the Chadwick people claim; and do this by going to a merchant and offering him 2½ per cent commission to purchase 1000 gross of Chadwick's cotton. This is a pretty scheme if true, and there seems no valid reason to doubt it.

## NOTES.

John Macdonald & Co. have opened up a shipment of table napkins, table cloths, sets of these, R. B. Hollands, glass towellings, tea cloths, and a full range of several other numbers in towellings. This makes their stock complete in every line of linen goods. Their carpet stock is being replenished with fresh shipments of unions, all wools, tapestries, and brussels. In the silk and dress goods departments they are showing a large range of novelties in apron lawns. These are 43-inch goods, and come in stripes, drawn-thread patterns, etc. A further shipment of satin-check muslins, large and small patterns, fancy muslins in stripes and checks, coin-spot muslins for window blinds, Victoria lawns and similar lines are now in full stock. They have just opened up a large delivery of negligee shirts in all qualities from the lowest to the finest grades produced. Also received, a delivery of art cushions, tea cosies and head-rests. These are beautiful goods. Spring underwear and top-shirts are being passed into stock, and shipments of neckwear are arriving almost daily.

In September, October and November, Caldecott, Burton & Spence took enormous import orders for gloves, hosiery and underwear, which are the leading lines in the house. These goods are now being shipped out, and sorting orders are expected shortly. Their stock will be sufficiently full to meet all sorting demands in every line. They are carrying a large range of





Do You Use Thread ?

IF SO, USE

**CAT BRAND**

FOR COTTON THREADS, AND

**JELLIE BRAND**

FOR LINEN THREADS

And you will obtain the best value in the market. The low price and high quality of these Threads render them superior to all other brands.

Write for : **FILATURE et FILTERIES RÉUNIES,**  
 Prices and :  
 Catalogue.:  
 (UNITED THREAD FACTORIES), of Alost, Bilgium.

**G. de SOLA,** GENERAL AGENT, **3 St. Sacrament St. Montreal**



TRADE MARK

**THE BRITISH AMERICAN WATERPROOF CO.**

HERMANN S. SCHEYER, Sole Owner,

Manufacturers and Patentees of Ladies' and Gentlemen's Odorless Steam Vulcanized

**WATERPROOF GARMENTS.**

IMPORT AND COMMISSION IN ALL KINDS OF FURS, Glove Leathers, Plushes,  
 Corsets, Silks, Etc.

**HERMANN S. SCHEYER**

Special Attention paid to mail orders.  
 Perfect fit guaranteed.

39, 41 and 43 St. Sulpice **MONTREAL**  
 20 de Bresoles St. 149 La Royer St.

**W. J. GAGE & CO.** WHOLESALE STATIONERS AND  
 SCHOOL BOOK PUBLISHERS

MANUFACTURERS OF

**ENVELOPES, WRITING TABLETS,**  
**BLANK BOOKS, MEMO. BOOKS,**  
**SCHOOL BOOKS OF ALL KINDS**

ORDERS SENT TO US BY MAIL RECEIVE SPECIAL ATTENTION, goods are carefully selected by experienced salesman who attend closely to every detail, and Lowest Market Prices are Charged.

Dealers who appreciate Low Prices and Prompt Shipment can safely entrust their orders to us.

Samples and quotations promptly sent on application.

**W. J. GAGE & CO.**

**Toronto**

ladies' domestic ribbed cotton vests, in which they claim to be offering as complete bargains as any house, with a larger range than most of their competitors. They still find an increasing demand for their leading lines of cashmere hosiery, which have been so successful in past seasons. Their stock of kid gloves is now complete, and every line has a full range of colors and sizes. They are sole agents in Canada for Fernand's Seamless Patent Kid Glove. This article gave great satisfaction to the trade last year, and they confidently expect a larger trade this season. Its superiority arises from the single palm seam, the cutting being so arranged that no seam comes at either side nor on the wrist. The Marguerite four dome fasteners and Katrina laced kid gloves are also kept in stock, and large quantities of them are sold.

Wyld, Grasett & Darling have passed into stock a large shipment of silk and taffeta silk gloves, including an imitation of Suede Lisle, which can be retailed for 25 cents a pair. This line is a leader for spring as the glove is done up like a kid glove, and has a heavy kid feel. All these are shown also in gauntlets. In frillings a new shipment is to hand, in which the ostrich frilling still predominates. This is the third time this season that their stock has been replenished in these goods. In their neckwear department the sales have made this season much ahead of previous seasons, and, notwithstanding the extra heavy purchases, it is probable that the stock will not be sufficient for the full demand. A repeat order of 1,000 dozen of spring underwear has just been placed. Their lines of balbriggan, natural balbriggan, and natural wool are the leading lines for this trade.

Alexander & Anderson are showing a full and choice stock of goods in their smallware and haberdashery departments, consisting as follows, viz., dress trimmings, buttons, cashmere and fast black cotton hosiery, cambric, linen and silk handkerchiefs, collars and cuffs. In frillings the newest thing and greatest novelty is the "new feather frilling," which is having a big run. This firm is also showing specially good lines of lisle, taffeta and silk gloves, also the best makes of kid gloves in laced and dome fasteners, ladies' hygiene, Balbriggan and gauze vests; ribbons, plain and fancy, also satin black velvet ribbons, all widths, cambric and Swiss embroideries, flouncings, etc.; black Spanish and Chantilly laces, Oriental, Torchon, Valenciennes, and other fancy cotton laces, veilings, etc.; curtains and curtain nets, and a host of other things too numerous to mention.

W. R. Brock & Co. have opened up a shipment of muslins in Manchester, Scotch and Swiss makes, in checks, stripes, coin spots, figures, etc.; also art muslins and Madras draperies. In laces they have restocked in Irish Point, Silk Guipure, Chantilly, Oriental, American, Valenciennes, Torchons, Tottings, Ewington, Irish Fringes, Real Maltese, Fancy Cotton, etc. In lace curtains their Nottingham and Swiss effects are numerous and varied. Their 3½-yard curtains to retail at eighty cents and one dollar are leaders. In embroideries they are showing four job lines to retail at 5, 10, 15 and 25 cents. In veilings they are showing some new effects and colorings. Six cases of ladies' belts have been opened up; the range is enormous.

John Macdonald & Co. have opened up a shipment of two special lines in towelling to retail at 5 cents, and also two special numbers in tablings of extra value. They are just opening up case lots of embroideries, which are all job lines, and at specially low prices. A shipment of black silk surah is to hand; these are 22-inch goods at a job price; also coin-spot Scotch muslins, in 30 and 36-inch, and with all sized spots from that of a five

cent piece to that of a half-dollar. Another line is printed wool delaines, 30 inch goods, in spots and figures, dark and light grounds.

Gordon, Mackay & Co. have a range of dress goods which they claim have never been surpassed their shot and changeable effects disclosing the finest possible treatment of color. It is thought the supply of novelties is limited, and merchants should make their selections while the supply is comparatively unbroken. Their No. 1 special silk warp Henrietta at 75 cents is in ever increasing demand.

Samson, Kennedy & Co., in their haberdashery department, are making a special display in novelties for the milliners and the fancy dry goods dealers. In millinery ornaments, pins, narrow gimps, dress and mantle trimmings they have all the latest productions of the English and French markets.

During the past week many novelties in prints have been opened up to the trade. Among those observed are some very excellent and attractive lines shown by Gordon, Mackay & Co. This firm also shows a large range of English indigos on a very fine cambric at 8 cents. Another line of special merit is their all-wool challie (cream grounds only) at 22½ cents.

W. R. Brock & Co. report a very strong demand for their Bradford tweed effects in dress goods; so strong are these goods in public favor that their stock is well lowered already, although the season cannot be said to be opened up yet. Delaines and crepons are also in good demand, but while these three lines are going especially well, it must be said that all lines are in good demand.

Alexander & Anderson show in their dress goods department many startling novelties in dress goods, which it would be well for every merchant to inspect. They are also showing new spring silks in plain colored surahs, shot and clan tartan surahs, mervs, faille francaise, plain and printed pongees and bengalines.

John Macdonald & Co. have opened up several cases of United States sundries, including hairpins in fancy wooden cabinets, curling tongs, towel racks, Lindsay's safety pins, garter webs, combs and dress shields. They have also sorted up in fancy dress buttons, feather-stitched braid and creton fringes.

Printed goods of the delaine variety are in strong demand. Gordon, Mackay & Co. show a long range of these goods, and one of the marvels of the trade is the perfection which these fine printed fabrics have attained.

Caldecott, Burton & Spence are showing a nice range of colors in shot faille silks. These are scarce goods at present, the shot effect being in great favor in nearly all classes of silk goods.

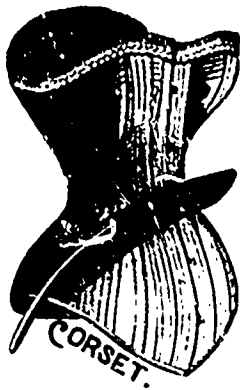
A favorable purchase enable Gordon, Mackay & Co. to supply a corset to retail at 50 cents which they claim is the best value in the trade. They invoice this line at \$4 regular terms.

Mr. Southgate, who has been with Samson, Kennedy & Co. for a number of years, now has charge of the staple department in Wyld, Grasett & Darling's warehouse.

Gordon, Mackay & Co. have gone in heavily for negligé shirts, and report an unprecedented rush on these goods, though the trade for white dress shirts also shows a handsome increase.

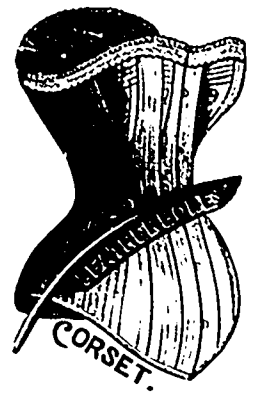
The Canadian manufacturers of yarns and fingerings were on the market recently. Among these were Patton, of Sherbrooke, Forbes, of Hespeler, and Randel, of Meaford.

In their quilt department, Gordon, Mackay & Co. report good business. They carry a generous stock, and can always



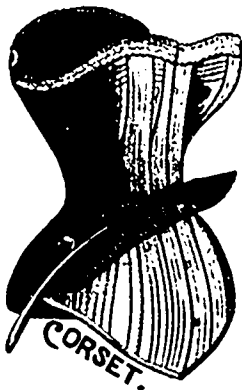
# FEATHERBONE

## CORSETS

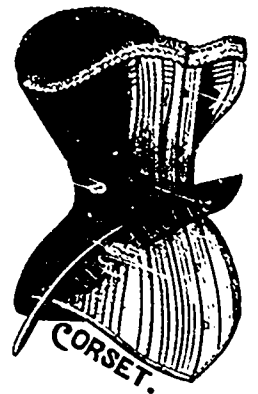


BEST SELLING AND MOST SATISFACTORY  
CORSET BEFORE THE TRADE

ASK YOUR WHOLESALE HOUSE FOR THEM



Marketed entirely  
through the . . .  
Wholesale . . .



FOR.....

*The best Overall  
made in Canada;*

*The best Rubber Gar-  
ment, either Ladies'  
or Gents' produced*

YOU SHOULD GET  
PRICES FROM THE

**Standard Manufacturing Co.**

ALL NEW  
SPECIALTIES.

ROCK ISLAND,  
P. Q.

TO THE **(CLOTHING TRADE**

MANUFACTURERS  
OF THE . . .

**\$1** BOYS'  
SUIT.

WRITE FOR SAMPLES.

**GLAYTON & SONS,**  
Halifax, N.S.

fill orders quickly. Their satin quilt at \$1 for 9 4, rising 25 cents per size up to 12 4, is their great seller.

W. R. Brock & Co. are pushing Chadwick's cotton, 200 yd. spools, by supplying every large customer with labels on which is his name and address printed, and which can be easily affixed to one end of the spool. This forms an excellent advertisement for a retailer, in fact, one of the best means of advertising known, as it reaches the consumers thoroughly and is continuously before their eyes.

Gordon, Mackay & Co. have for years devoted special attention to lace curtains. This season their stock abounds in novel ideas, but in low and medium priced curtains, they claim to lead the trade, not in style only, but also in value.

What is distinctively a novelty is a very handsome range of costume silk shown by Caldecott, Burton & Spence in Japan goods, though printed and finished in Lyons, France. The range is principally navys and blacks in polka dots, floral and figured patterns. They will come in well for blouses, but if the Canadian trade follows the American in this taste, they will be largely used for costume dresses.

Gordon, Mackay & Co. have received an enormous shipment of black cashmere, but they say they are shipping these goods every day in the year and find difficulty in keeping their stock ahead of their orders. They call special attention to their No. 175 at 50 cents, 185 at 52½ cents, and 195 at 55 cents. It is not price, but quality and finish that tell the tale.

Wyld, Grasett & Darling are making a display this spring in prints of all kinds, cretonnes, art muslins, as well as a large variety of linen goods, which is the largest and finest in their history. The beauty of the colorings and the styles of their fancy prints would in a great measure account for the present expansion of their business. In the dress goods department they are showing very choice novelties in all classes of dress fabrics. In imported woollens, which is a very large feature of the firm's business, the latest effects in English and Scotch tweeds, worsteds, and the newest tints in spring overcoatings are shown. They have an immense variety of tailors' trimmings and a large assortment of domestic tweeds from the best manufacturers.

John Macdonald & Co. are showing new goods in table covers, quilts, lace curtains, chenille curtains, and 72 inch piano felts in all the leading shades. Every line is very well assorted at present. They are also offering a special line of ninety pieces of best Brussels at a reduced price. In the silk and dress goods departments they have been making extensive preparations for the millinery openings in the way of staple ribbons, silks, laces, veilings, etc. Their stock is large enough to meet all possible demands, and they anticipate an increased demand for their goods. Their prices are claimed to be closer than in previous seasons, and they are determined this department shall maintain its leading position, especially with regard to the silk trade. They have held prices down to those of previous seasons or lower, in spite of the advance in the prices of silk and other lines in this department.

In the December issue of THE REVIEW attention was called to the range of dress trimmings then being shown for spring business by Caldecott, Burton & Spence. Their goods are now opened up and they are indeed handsome. This firm has always taken a prominent part in the trimming trade, and this season lay claim to be further advanced than any former season with them.

Black gimps of the silk and jet class are now looked upon by the retailer as staple goods, quite as much so as years ago, when a silk fringe was a necessary part of a lady's dress. As to whether the consumer will use the silk or the jet it is difficult to predict. It is not likely though that one will be used quite as much as the other. Black mosses are being picked up well and are sure to be used as much as any former season. Black fringes are also being sold again, braids of all kinds will be found to be in active demand when the season opens. In colored goods, braid effects, gimps and mosses are shown, a good deal similar in pattern to last fall, but distinctively new in color, the novelties being the persian or cashmere mixture, two tone effects and the plain colorings. Those visiting the market in search of trimmings would do well to see Caldecott's range. Their goods are now all on the way, including repeats on the most desirable lines and are a imposing lot.

John Macdonald & Co. report among the new makes of corsets, the following. World's Fair, Queen City, National Policy and French Wove. Their Thompson's Glove Fitting are still in strong demand. Among the new arrivals this week is a large shipment of creton fringes, purses, hair, cloth and tooth brushes, regatta, negligee and white shirts. Two cases of neckwear are to hand, and more are expected shortly. These are repeats of the best selling patterns. A shipment of colored surahs, in cream, navy and cardinal and other leading shades, has been opened up. These goods are in strong demand at present for blouses and also for trimmings. Further shipments of ribbons are to hand; in baby ribbons a full range of colors is in stock again, and in all silk ribbons widths 5, 9, and 16 are again replaced. Laces are being opened up; black, white and creams are shown in great variety, and among them is the new Irish Pointe, which is in such favor with the feminine part of the public.

Samson, Kennedy & Co. have nearly finished shipping their spring goods. Their sales in fast black hosiery have been enormous, and they carry some very leading lines. In gloves they have a well assorted stock of laced kids, dome fasteners, silks and taffetas, and other leading varieties. Their stock of gauntlets in the different classes has been much appreciated by their customers. In their men's furnishing department they have an excellent stock of neckwear, including the Society Knot, flat shapes, and Derbys in all widths. In fancy cotton neckwear they are showing a very large range in Derbys, bows, and puffs. In McIntosh's ladies' and men's waterproof garments they carry a full range of tweeds, parmattas, sheetings, and silk finishes. In shirts they are showing new lines in white, negligees, flannelettes and knitt goods. They control the celebrated "Sterling Quality" make of shirts, collars and cuffs. In umbrellas their variety is almost endless, and a special line number 200 at \$9 is being shown which is claimed to be extra value at this price. In laces, Irish Guipures, and Pointe D'Irelande, are the leading lines. Two tones, beige and black are the leading things in these. In veilings gauze, chenille spots and nets are well assorted. Ostrich frillings are shown in various colors. They control a line of corsets known as the Sterling, and they claim it to have certain unsurpassed features. They are prepared for a huge trade in Windsor ties, plaids are the latest variety. In Ivanhoe and Bone house caps they exhibit a nice range, also in washing sunbonnets and hats. In dress goods, whip cords, bengalines and shot effects are the season's specialties, and are shown in different qualities. They are opening up a new range of French delaines, comprising all the latest novelties.

## HATS AND CAPS.

A. A. ALLAN &amp; CO.

**P**LACING orders are slow, but nevertheless the trade in hats and caps is very brisk with the wholesale houses at present. The chief work is the execution of orders placed before and since January first. As each manufacturer's goods arrive, the large orders are filled; while for small orders two or three makers, goods are sent at once. Sorting orders are not very numerous nor bulky; but nevertheless some are being received from the travellers who are out. House trade will be brisker during the last week of this month, and will then

continue brisk for some time.

In stiff hats the wide brim and low crown hat has been forcing its way slowly but surely among the better class of wearers; but it seems utterly futile to push it on the general trade, which is too conservative for such an innovation. It is being worn by the leaders of fashion, in men's gear, in the cities, but the town and village buyers prefer the medium brim and the medium crown. Black stiffs are in good demand. Light colored stiffs are shown in great variety of shades; pearls, browns and Cubas leading. The Tourist with its wide continuous rolling brim is increasing steadily in favor. The fashion is much stronger in the United States than here; but nevertheless the coming spring will make this hat a familiar and common sight.

In straws the very fancy braids have never been a success in Canada, but moderate braids do well. The Ontario Straw Works in this city have put a neat line on the market for the summer trade. The most remarkable change is the almost total disregard for fancy bands. The Boaters with black bands are in favor, wide bands being stronger than narrow. In harvest hats plain and mottled fancy straws have almost entirely superseded domestics, although the Cantons are made in Canada from imported straw and are thus to a certain extent domestics.

In caps the Varsity, hooked-down Varsity, P. and O. or naval cap, and cloth and velvet Tam O'Shanter for children are all in good demand. Nothing very new is shown in shapes, although some new patterns in materials are noticeable.

## TRIMMINGS FREE OF DUTY.

Mr. Wallace, Comptroller of Customs, has lost no time in meeting the representations of the hat manufacturers in regard to the duty on trimmings. After thoroughly enquiring into the matter Mr. Wallace decided that material for hatters' bands, bindings, tips, sides and linings when imported in the piece by bona-fide manufacturers of hats and caps, may be admitted duty free on the importer making a special affidavit upon the face of the entry, setting forth that he is a hat and cap manufacturer, and that the material so entered has been imported to be used, and will only be used in his own factory in the manufacture of hats and caps. In notifying collectors of customs of this ruling Mr. Wallace enjoins them to exercise every care to ensure that only materials of proper quality for this use are admitted to free entry, and collectors have further to see that quantities are not imported free by any individual manufacturer in excess of his legitimate needs. The stiff hat trade has never been a great success in this country, and if it can be made so in anyway, it will be very gratifying to the well wishers of domestic manufacturers.

A. A. Allan & Co are showing some very new things in English hats in wool and fur stiffs and also leading lines of English tourists in black and colors. Cuba and brown are the leading shades. The self colored bands is a manifest feature in English hats this season. They carry both the American and English Alpine with its tapering crown made for creasing; this hat has a very smart appearance. In the regular American fur soft they show a good range from the straight leaf with raw edge to the



GOVERNOR.

turban. In their straw hats the Boater with its wide black band is a leader for the coming season. Their novelties in Milan, Senate, and Mackinaw braids are natty for boys and youths. As proprietors of the Toronto Cap Mfg. Co., they have exclusive designs in caps, and make a specialty of supplying corporations and societies. Tam O'Shanter are in steady demand. They report a good fur trade this year, and with one week's intermission they commenced again to manufacture for the next season's trade in fur caps and garments.

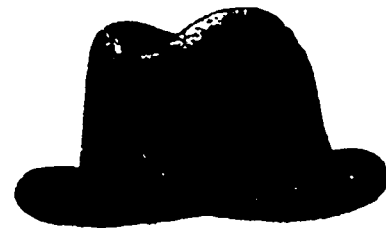
## SOME NEW SHAPES.

The Governor is one of the leading styles for spring. The style in general is staple for large, well built men, but this hat is possessed of a very wide brim, which makes it very attractive. It is shown by A. A. Allan & Co., Bay street, in blacks and browns. THE REVIEW is indebted to this firm for all the accompanying cuts.

The Savoy and Carlyle are two of the leading styles in soft frame hats. They are running at present in black, brown and Cubas. Light colors will be shown later.

## A LITTLE MISTAKE.

The other afternoon a traveller for the hat and cap house was going up town in a bob tail car. The only other passengers were two ladies, they were talking quite loud. The traveller took out his order book and began scribbling with the book on his knee. The way those ladies stopped was amusing. They evidently



SENATOR.

thought "there was a chief among em takin notes." It was a lot of hieroglyphics which meant nothing, but they mistook him for a shorthand reporter for some society paper. They both jumped the car at the first crossing.

**STYLES AND COLORS IN HATS.**

TO hear some people talk, says the American Hatter, one would think that the stiff hat business is a dead issue for the coming season, and that nothing would be sold but soft hats. Careful inquiry convinces us that there will be practically as many stiff hats of the finer grades sold for Spring trade as ever.

With the class of consumers who purchase fine stiff hats, the Alpine is an extra hat only. They cannot get along without a dress or semi-dress hat for special occasions, for which occasion the Alpine is not at all suitable. To the question therefore "Is the Alpine hat going to supersede the stiff hat?" we answer emphatically, No! It is evident, however, that the present craze for flange brims will seriously interfere with the consumption of medium and cheap grades of stiff hats for Spring trade, and this fact may as well be looked squarely in the face and prepared for.

Most of the consumers of these grades of goods buy but one hat a season, and as they are buying Alpines, they will no doubt wear them well into the straw hat season, and this may be fairly taken as an indication that the retail trade in straw hats will open



CARLYLE.

early—very early if the weather is suitable, for when a soft hat begins to look shabby, it looks very shabby, goes to the bad quickly, and the wearer naturally becomes impatient for a change.

In stiff hats, while the tendency is towards wider brims, it will be well to be conservative about going to extremes. There is nothing so unbecoming, and nothing makes such bad stock as the very low crown with abnormally wide brim, and it is to be hoped that manufacturers will resist any tendency towards the horrible "soup plates," that were in vogue some years ago. We are authorized to state that the Dunlap derby is of medium proportions, with no pronounced features in block, brim or curl, a very wise and commendable stand for a leader of fashion to assume in face of the dangerous leaning for extremes in some sections of the country.

In colors it is already evident that pearl will be a favorite, especially in Tourist shapes. At present there is every prospect that a pearl Tourist with black band will be much in favor.

A very unusual winter fashion, but one that is very prevalent in Boston and Philadelphia, and to some extent, in New York, is the combination of a light colored Tourist hat with tan colored shoes. This fad is bound to grow, owing to its very oddity, and may be looked forward to, as a coming craze.

It is possible, but not certain, that pearl derbys may be in favor, and some very handsome shades are being shown.

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FRINGES, CORDS, POMPONS,  
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'76 ORO MARQUIS  
MOZART CUFFS, RAPHAEL,  
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Only the very best materials are used in the manufacture of these Goods



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ENGLISH MADE.



Glove-Fitting. Long Waisted. TRADE MARK.

**CORSETS** At Popular Prices.

The Perfection of Shape, Finish and Durability.

APPROVED by the whole polite world.

SALE OVER ONE MILLION PAIRS ANNUALLY.

ELEVEN FIRST MEDALS.

A large stock of these GOOD VALUE Corsets always on hand at

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**MAGOG PRINTS.**

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Also a full range in STAPLE AND FANCY PRINTS, SLEEVE LININGS, Etc. All leading wholesale houses carry our full range.

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Montreal and Toronto.

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Best Sewing Cotton for Hand or  
Machine Work.

**CALDECOTT, BURTON & SPENCE,**

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MANUFACTURERS OF

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**❖ THE RELIABLE SUSPENDER. ❖**

This is back view, showing method of fastening webs without sewing. Trimmings are of strong, light, nickel chain, with button loops which will not slip off, but are easily opened by pressing the balls together.



No Sewing to give out.  
No pulling apart in the back.  
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Button loop gives, and prevents pulling button off.

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When ordering **LAMA BRAID** if they order it put up in rolls and see that this label is on the cover of each box. We put 3 or 31-2 yds. on each roll as required.



LAST YEAR'S FAILURES.

WE are indebted to Mr. T. C. Irving, Superintendent of Bradstreet's, for a statement of the failures during last year in the dry goods, hats, caps and furs, millinery, and clothing trades throughout the Dominion, including Newfoundland. The statement also includes the cause of failure. It is as follows :

PROVINCE OF QUEBEC.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	48	\$240,600	\$695,779
Hats, Caps, and Furs	8	24,300	82,202
Millinery.....	6	52,700	90,196
Clothing.....	5	19,400	40,799
	70	337,000	908,976

PROVINCE OF ONTARIO.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	42	\$227,978	\$500,375
Hats, Caps, and Furs	8	13,127	22,550
Millinery.....	8	4,703	28,435
Clothing.....	9	21,850	54,000
	65	267,658	605,360

PROVINCE OF NEW BRUNSWICK.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	10	\$89,100	\$159,541
Clothing.....	1	2,000	4,700
	11	91,100	164,241

PROVINCE OF NOVA SCOTIA.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	7	\$24,400	52,600
Hats, Caps, and Furs.	1	800	2,200
Millinery.....	3	4,700	9,857
	11	29,900	64,657

PROVINCE OF PRINCE EDWARD ISLAND.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	1	\$12,000	\$25,000

PROVINCE OF MANITOBA.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	2	\$38,791	\$63,759
Clothing.....	1	500	1,500
	3	39,291	65,259

NORTH-WEST TERRITORIES.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	1	\$2,500	\$7,500

PROVINCE OF BRITISH COLUMBIA.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	2	\$16,500	\$29,000
Clothing.....	4	26,200	49,600
	6	42,700	78,600

NEWFOUNDLAND.			
	No. Failures.	Assets.	Liabilities.
Dry Goods.....	1	\$10,000	\$20,000

CAUSES OF FAILURE.					
	Dry Goods.	Hats, Caps & Furs.	Millinery.	Clothing.	Totals.
Incompetence.....	10	..	..	2	12
Inexperience.....	..	1	..	..	1
Lack of capital.....	85	13	17	11	126
Failure of others.....	..	1	..	..	1

Neglect.....	3	..	..	..	3
Competition.....	2	..	..	1	3
Disaster.....	12	2	1	2	17
Fraud.....	2	..	..	4	6
	114	17	18	20	169

GENERAL STORES.			
	No. Failures.	Assets.	Liabilities.
Quebec.....	125	206,970	528,855
Ontario.....	98	280,461	585,681
New Brunswick.....	19	60,370	115,400
Nova Scotia.....	41	97,540	187,430
Prince Edward Island...	4	17,900	26,000
Manitoba.....	15	40,885	92,818
Northwest Territories ..	2	11,147	17,500
British Columbia.....	9	43,000	64,776

CAUSES OF FAILURE GENERAL STORES.			
	No. Failures.	Assets.	Liabilities.
Incompetence.....	..	..	23
Inexperience.....	..	..	2
Lack of capital.....	..	..	250
Unwise credits.....	..	..	1
Neglect.....	..	..	2
Competition.....	..	..	1
Disaster.....	..	..	26
Speculation.....	..	..	2
Fraud.....	..	..	7
			314

Total numbers of failures was 169 as compared with 181 last year; the liabilities this year amounted to \$1,939,593 as compared with \$3,670,913 last year; the assets amounted to \$812,149 as compared with \$1,423,415 last year. This will be better understood by noticing that last year the assets equalled 38.8 cents on the dollar, while this year they equal 41.8 cents on the dollar. The failures in Ontario for the past four years may be compared thus :

DRY GOODS.			
	Total failures.	Assets.	Liabilities.
1889.....	65	\$321,349	\$588,891
1890.....	62	537,769	953,671
1891.....	52	488,428	1,082,896
1892.....	42	227,928	500,375

HATS, CAPS, AND FURS.			
	No. Failures.	Assets.	Liabilities.
1889.....	4	3,400	9,733
1890.....	10	21,913	55,895
1891.....	6	15,000	34,441
1892.....	8	13,127	22,550

MILLINERY.			
	No. Failures.	Assets.	Liabilities.
1889.....	9	3,187	10,079
1890.....	11	10,077	24,573
1891.....	9	11,613	34,350
1892.....	6	4,703	28,435

CLOTHING.			
	No. Failures.	Assets.	Liabilities.
1889.....	11	85,625	150,509
1890.....	10	39,052	68,135
1891.....	8	41,879	98,727
1892.....	9	21,850	54,000

Thus we see that Ontario's failures are fewer than last year, as are the failures in the whole Dominion. When we look at the causes of failure we see that 126 out of 169 are due to "lack of capital"; in general stores 250 out of 314 are due to the same cause. It was the same last year, it will be the same in 1893 and 1894, and perhaps forever. The wholesale men cut their own throats and live a miserable worried existence. People get used to taking risks of all kinds; and no matter how little capital a retail merchant has, somebody will float him until he floats off and leaves his supporter up to the knees in the mud and water. As our grandmothers would say: "It is shocking."





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Huddersfield,  
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## TRADE CHAT.

ON February 1st a fire occurred in E. S. Nolan & Co.'s tailor shop, 56 James Street North, Hamilton. The fire started near the store and speedily gutted the interior of the shop, but the building was not damaged to any considerable extent. The loss is \$3,000; insurance \$1,900.

P. T. Dagenais, tailor, Arnprior, Ont., lost \$2000 by a fire on the 2nd inst.

G. W. Woodland of Durham, who failed recently had assets \$3,000 and liabilities \$6,000.

G. S. Wood, the St. Thomas dry goods merchant, has settled his \$11,500 of liabilities at 45 cents on the dollar.

The liabilities of Nathaniel Davis, the Yonge street fancy goods dealer, are \$22,388, and assets \$33,269.

Morphy, Burrows & Co. is the name of a new firm in the dry goods trade at Ottawa.

J. C. Roy has transferred his dry goods stock from Fenelon Falls to Bobcaygeon.

The firm of R. C. Burns, of Niagara, is now R. C. Burns & Co., J. H. Burns being the new partner.

The Vancouver Board of Trade passed a resolution urging the Dominion Government to establish a fast Atlantic service as soon as possible.

The death of Mrs. J. J. Sheehy at Paris, Ont., was a sudden event. Her young husband has received many expressions of sympathy from his dry goods friends.

Wholesale merchants in Winnipeg have protested to the City Council against taxation on stocks, stating that it is keeping wholesale men out of the city.

The proprietor of Parker's Dye Works writes to the mayor of Toronto to say that if he can obtain water at manufacturers' rates he will double the capacity of his works.

Mr. J. Follis, who was doing an unsuccessful furnishing trade on Yonge St., in this city was recently burned out. His stock was insured for \$1700 which would be nearly full value.

There appears to be considerable dissatisfaction among importers in Winnipeg at the tardy manner in which entries are passed through the Custom house. There is said to be a good deal of friction between the Customs clerks.

Port Arthur Board of Trade held its annual meeting on the 26th ult. Mayor Marks, who has been president for two years, retired and was succeeded by Aaron Squier. W. C. Dobie was elected vice-president; H. A. McKibbin, secretary.

Mr. J. Sutcliffe, of the Yonge street dry goods firm of J. Sutcliffe & Sons, sailed on 25th ult. from New York per steamer Majestic for the European markets to pick up novelties and latest styles for their spring trade.

Mrs. Woodliffe's fancy goods store in London, Ont., was burned on the 6th inst. The loss will be about \$7,000. Mrs.

Woodliffe holds some insurance on her stock, but not nearly enough to recoup her in the loss sustained.

The Hudson Bay Company's fur sales this year realized the sum of £91,7000. The prices were higher than those obtained last year. Had last year prices ruled the furs just sold would only have realized £84,7000.

The retiring president of the Brantford Board of Trade in his annual message urged among other things that the Board take up the question of insurance, and also the desirability of a Board of Trade building being erected.

Mrs. Sadie Watson, a milliner, doing business at 396 Spadina Avenue, in this city was recently injured by a defective sidewalk. She sued the city for \$5000 damages and obtained \$750 and costs. Mrs. Wilson said she was making \$1,400 a year, and that the accident disabled her from attending to her business, causing her much loss.

The Bentley estate, consisting of stocks in Toronto and Peterboro, amounting to \$16,000, has been sold to Mr. Russell, of St. Lawrence Market, Toronto, for 59c. on the dollar. The stock of C. W. Brownell, Cornwall, amounting to \$12,000, has been sold to R. Larmour, Cornwall, for 55½c. on the dollar.

A Medicine Hat paper says: "Mr. Walsh, traveller for Gault Bros., Montreal, spent Sunday in town. Mr. Walsh, who is of a literary turn of mind, amuses himself while travelling in the west in writing sketches of the different phrases of life met with here for eastern newspapers. These sketches we understand show considerable talent coupled with keen observation."

The annual meeting of the Montreal Cotton Company was held on the 14th. The statement showed that the net profits for the year had been \$136,787, or 14¾ per cent. in the capital. The sum of \$56,226 was paid out in dividends and \$80,800 added to the surplus, which was \$646,000. Sales for the year amounted to \$1,468,000, as against \$859,500 last year. It was decided to ask for power to increase the capital from one to two millions.

An advertisement appears in this number from W. J. Gage & Co., Toronto, the large school book publishers. Their name has become a household word throughout the Dominion as publishers of school text books, though it may not be so generally known that they are very large and extensive manufacturers of envelopes, blank books and all lines of stationers' supplies. Any dealers who sell stationery or school supplies will find it to their interest to consult Gage & Co.'s catalogues.

Owing to the increased demand for their goods, the Montreal Silk Mills Company have been incorporated, with an authorised capital of \$75,000. This step has been taken in order to place them in a position to make considerable additions to their plant and purchase such other new machinery as will, for the coming fall trade, enable them to manufacture any and all goods in the line of ladies' underwear that this market may require, putting their productions more than on a par with European manufactures. The trade will have an early opportunity for judging of the progress made by this industry.

The following stocks of goods were sold at Suckling's on the 14th inst. Miller & Co., furs, etc., Toronto, \$1800, sold to John Riach of Hamilton at 23c. on the dollar, Conger & Co., boots and shoes, Pictou, \$1580, sold to J. A. Clapp of Gananoque at 52c. on the dollar, A. H. Mellish, stationery and fancy goods, Brantford, in two lots, No. 1 \$4800, sold to Mrs. Mellish at 34 and 33c. on the dollar respectively.

# THE E. B. EDDY CO., Ltd.

WANT THE DRY GOODS TRADE  
OF CANADA TO KNOW THAT  
THEY MANUFACTURE A . . .

**Manilla and  
Brown . . .**

**WRAPPING  
PAPER . . .**

Especially adapted to their requirements, in Reams and Rolls, all sizes and weights. If you desire any paper in rolls, we can furnish the most perfect cutter in the world. If your Paper Jobbers have not our lines, write us direct.

**Factories:            -            -            Hull, Can.**

**TORONTO BRANCH:**

29 Front Street West

**MONTREAL BRANCH:**

318 St. James Street



## “Tickled to Death.”

**T**HERE is an end to all good things. We must therefore close this pleasant, though somewhat lengthy, chat on trade matters right here : otherwise we cannot be out at the time promised. Now that you have read this number through, what do you think of it? Are you “tickled to death,” like these coons above? There are some good things in it, are there not? Yes! Well, don't you think it would pay you to subscribe and read it regularly? It will only cost you about 17c. a month, or two dollars a year, to do so. Our subscribers almost to a man tell us that they make more out of one number than would pay a year's subscription four times over. What do you think of the advertisements? Some of them are as interesting as the editorial pages. If you happen to remember, you might just mention that fact to the advertisers, it will please and be of value to them. But, first of all, just send in your subscription to **THE DRY GOODS REVIEW**—if you have not already done so. Well, good day!



“By Jove! I forgot to send  
my subscription to **THE  
DRY GOODS REVIEW**”

*Caldecott, Burton & Spence.,*

**IMPORTERS AND  
JOBBER'S OF**

**Dry Goods** WHOLESALE

- 46 and 48 Bay St., Toronto. -

... SPECIAL DEPARTMENTS ...

*Dress Goods, Silks,  
Dress Trimmings, Buttons, Furnishings,  
Gloves, Hosiery, Underwear,  
Embroideries, Laces, Parasols.*

10 STANDARD MAKES  
OF KID GLOVES

AGENTS FOR THE

❁ Lee Spinning Co., Manchester, England

**H. BRADFORD CLARK**

REPRESENTATIVE OF FOREIGN  
MANUFACTURERS IN . . . . .

**Dry Goods Specialties . . .  
Furniture Coverings, Etc.**

Tapestry Portieres,

Tapestry and Jute Curtains,

Chenille and Lace Curtains,

Table Covers in Jute, Tapestry and Silk,

Piece Goods, Antimacassars, Etc., Etc.

French Saddlebags,

Silk Brocatelles,

Silk Tapestry and Jute Furniture Coverings,

Plain and Embossed Mohair Plushes,

Fringes, Etc., Etc.

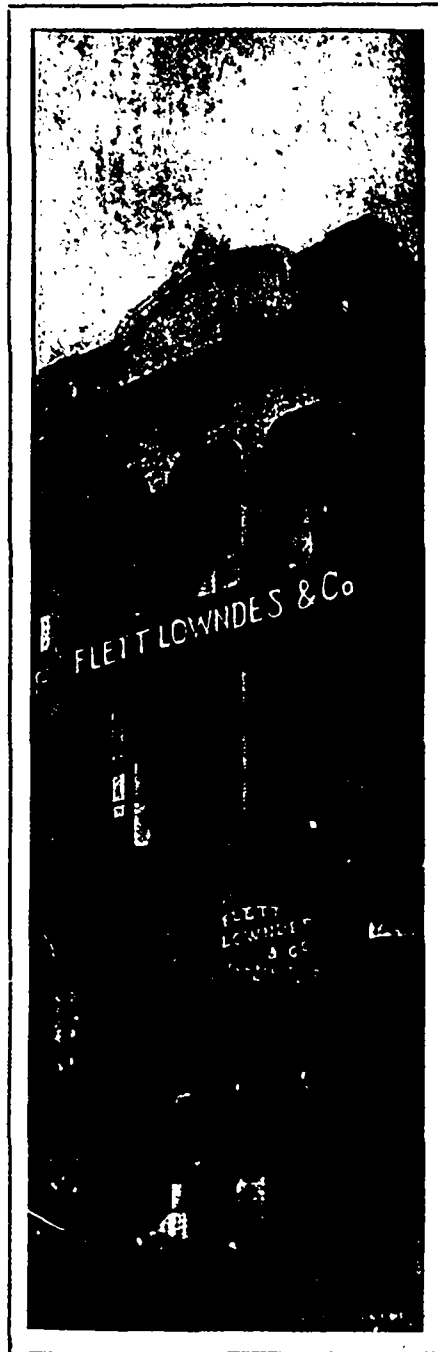
Linen Ticking especially for Mattress Purposes  
from Stock or for Import.

**H. Bradford Clark, 32 Colborne St.,  
TORONTO**

# DRESS BUTTONS AND TRIMMINGS,

Belding's  
Silks . . .  
are the . . .  
Best . . .

A FULL STOCK  
CARRIED . . .



Use only  
Knox's . . .  
Linen . . .  
Threads . . .

THEY ARE .  
UNEQUALLED

**TAILORS' TRIMMINGS.**

**FLETT, LOWNDES & CO.,**

**27 Front Street West, TORONTO**

# GORDON, MACKAY & CO.

WHOLESALE DRY GOODS,  
TORONTO.



## GORDON, MACKAY & CO.

CARRY A LARGE AND MOST COMPLETE  
STOCK OF THE FAMOUS

**WATERPROOF CLOTHING**

MANUFACTURED BY