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# THE DRY GOODS REVIEW

Vol. III.

TORONTO, JUNE, 1893.

No. 6.

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

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AND

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NEW YORK,	ROOM 41, TIMES BUILDING.
	Canadian Government Offices,
LONDON, ENG.,	17 Victoria St., LONDON, S.W.
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**BANKRUPT STOCKS.**



As has been the case for some time, the dry goods trade, as far as it pertains to legitimate retail trade, is being injured in many places by the slaughtering of bankrupt stocks. During the past three months failures have occurred which are attributed to the destroying influence of such sales. It is lamentable that old and deserving firms should be injured from such a cause. In the Province of Ontario much of it can be prevented by enforcing the laws with regard to transient traders.

Last October THE DRY GOODS REVIEW pointed out the remedy, and what was said then is repeated for the benefit of those who may be suffering from such traders at the present time.

Merchants who suffer by this in Ontario have only themselves to blame. The Government has done its share, and it only remains for the merchants to do theirs. For those who desire to know the law on the subject, we refer them to the Consolidated Municipal Act of 1890, section 489, sub-sections 9 and 9a. This Act gives any Ontario municipality—city, town, township or village—power to pass a by-law to regulate all transi-

ent traders whose names are not entered upon the assessment roll of the municipality. They may be subjected to a tax not exceeding \$100, payable before commencing to trade in a town or city, and not exceeding \$50 in a village or township. This tax will apply on their first or other instalments of taxes, but if they never pay taxes, it goes to the treasury fund of the town. The tax is not very heavy, but still it may be sufficient to cause many a transient trader to stay out of the municipality into which he has strayed. Merchants should bestir themselves, and as everybody can see at a glance the injustice which is being done to regular merchants, there should be no difficulty in passing such a by-law."

This by-law should be passed by every municipality in Ontario and thus be capable of enforcement when the opportunity offers. Retail dealers have enough to contend with without being robbed of their legitimate trade by unscrupulous and bogus tramp merchants who wander from place to place with trashy merchandise and a red flag.

Another phase of the bankrupt stock difficulty has received a blow in England by a decision which is reported in a recent issue of the Draper's Record. This journal says: "A case reported this week, heard at the Birmingham Spring Assizes, deals with the very important question of the sale of bankrupt stocks, and conveys a timely warning to those who are addicted to the rather free use of borrowed phrases. The plaintiff, Mr. Nathan, had disposed of his stock, it subsequently passed into the hands of the defendants, who then added other goods to it, and advertised it as the assets in "a great failure, and the stock of the plaintiff who was "in liquidation." Naturally the plaintiff, not having failed, objected to the free use of his name in a manner calculated to bring general discredit upon it, and he brought an action for libel against the defendants, and succeeded in recovering a verdict for £85. We are afraid the procedure which the evidence in this case discloses, by no means belongs to this as an isolated case, it has degenerated in some quarters into a systematic practice, which is far from a credit to those who are responsible for it. While sales of bankrupt stocks are generally admitted to have a very prejudicial effect on the retail trade, this is greatly to be regretted, but it is the more to be deplored when we regard it as an example and an encouragement to the hundreds of sham auctioneers who stump the country with their rubbish, and by selling it at ridiculous prices, ruin the trade of localities for months together."

Should this decision be followed in Canada, some of the so-called vendors of dry goods would be in danger. But Canada has no need for such dealers, what is needed is a body of honest and stable retailers.

## THE ANT VS. THE OCTOPUS.



SEVERAL times during the past twelve months THE DRY GOODS REVIEW has pointed out that the small retailer was being crushed out by the departmental store, and that the latter was a product of the mercantile evolution which is now going on. Naturally enough the small city retailer declined to acknowledge that his death was but a matter of time, and the ideas were received by a large number with a certain amount of disdain. But during the past month much additional light has been thrown on the subject by the various commercial papers and others interested in the matter, and the opinions expressed by this journal have been amply verified. It has been pointed out that about twenty five per cent. of the stores in Toronto's 27 miles of shop frontage are vacant, and with no prospect of tenants. The effect of this is more severely felt in the dry goods trade than in any other. The grocers have not felt the effect because the large stores cannot handle groceries to much advantage, yet even here the process of centralization is going on although much more slowly. The retailers of boots and shoes have felt the change much more, but the custom derived from repairing tends to continue the stores run by practical shoemakers. The vendors of meat, green grocers, and fruit dealers have been unmolested. The booksellers have felt the effects of the centralization very much and this, combined with the fact that Toronto now supplies free text-books to the pupils in the public schools, has crushed out the small bookseller almost entirely, while the larger ones are suffering from decreased trade. The small fancy goods dealer will soon be a thing of the past. The small millinery stores are fast lessening in numbers; and though there are circumstances peculiar to millinery which is made up of custom trade, that tends to keep these stores in existence, yet they are doomed to lessen still more both in number and importance. The men's furnishers and the hatters are suffering, as are the dealers in retail fur goods. This latter class have suffered more in Montreal than in Toronto; but in both places the larger stores are drawing to themselves nearly the whole of the trade and the small city hatter and furrier will soon be a matter of history in point of importance. In the case of the small general dry goods dealer, the change is most apparent. Figures to support this have been quoted in previous issues.

The men formerly engaged in these mercantile operations have drifted into other employments, but it is the real estate men who are suffering most at present. The empty stores with a flat above in which its occupants formerly lived are not readily turnable into residences, nor are their locations suitable even if they could be made into dwelling houses. The consequence is that the market value is shrinking, much to the discomfort of the owners. Rents have dropped very considerably in the case of stores still occupied by small dealers, and thus the shrinking is generally felt. There seems no way out of the difficulty, as no remedy can be proposed or carried into effect. It is a case where the owners of such property must suffer in their helplessness. Twenty-five years from now there will not be as many stores in Toronto as there are to-day, even if the city be double the size, and much the same can be said of other Canadian cities. Centralization must necessarily go on, because the larger stores can supply goods at less prices, and people will go where they are forced to pay the least. The introduction of a

faster and cheaper street car service has combined to help this centralization. There will always be a good trade in the centre of each city, and then smaller centres may be established at a distance, say, of two miles from the central business portion. But between these centres the smaller stores will ultimately go out of existence, or, if they remain in existence, their owners will do small business in specialties or in lines in which their personal skill is a material factor. With an electric street car service, a distance of two miles to a shopping centre is not a thing which presents sufficient difficulty, discomfort, loss of time or cost, to deter any shopper from undertaking the journey.

In the larger towns and smaller cities the small dealer is at a disadvantage, but not to the same extent as in the larger cities; but even here the tendency to combine more than one business under the same roof is appreciable.

The question then naturally presents itself: Is the tendency to centralization one which is desirable? Theoretical economy would answer that it is, because it cheapens the goods which the consumer requires, and consequently enables him to purchase more or better goods. But this looks only to the ultimate result. It is in the process of change that the blighting influence of this centralization is felt. Those who lose by the change must continue to lose while the change is being accomplished, and all trade necessarily suffers in sympathy. Still no matter what the suffering, the change seems unavoidable, but if the inevitableness of this be pointed out and acted upon intelligently much suffering can be avoided. The matter is one that should be thoroughly ventilated and studied with regard to all its probable and possible effects.

## APRIL IMPORTS.

THE following figures show some imports for the month ending April 30th:

	1893.	1892.
Cotton, manufactures of.....	\$404,706	\$341,930
Fancy goods.....	130,619	138,208
Hats, Caps and Bonnets.....	115,137	129,065
Silks, manufactures of.....	192,124	191,124
Woollen manufactures.....	705,595	619,197

In these classes of goods every class shows an increase over April of last year except fancy goods. A peculiar thing is the fact that silk imports for the month increased exactly \$1,000.

The total imports into Canada for the month, including both dutiable and free goods, amounted to \$9,389,800. In April of last year the amount was \$7,975,200. This shows a healthy increase, and other parts of Canadian trade show a corresponding prosperity. Just here the following quotations will be opportune:

"Canada has risen very much in the estimation of British and continental manufacturers during the past few months. Hitherto Australia has been petted and made much of by the European manufacturers. They got all the favors, while Canadians were looked upon as the poor relation. The manufacturers looked upon Canada as a God-forsaken country where bears and Indians predominate. However, Canadian buyers worked cautiously, seldom or ever overbought and paid their debts in full. They said nothing but bided their time, knowing what the result would be. The recent total financial collapse of the whole Australian colonies has come upon the Europeans like a thunderbolt, and they are now running after Canadian buyers who go over there. In the past Canadians had to look for manufacturers; now they quietly sit at the hotels and the manufacturers

look for them. The manufacturers have turned their attention to Canadian finances and Canadian Governmental methods, and are forced to admit that they are sound as any free-trader will admit a country can be under a protective tariff. They do not attempt to explain in passing why the entire business fabric in free trade Australia has failed." *Toronto Empire.*

#### CANADIAN DESIGNATIONS.

IT is well-known that goods of British manufacture are marked with British trade-marks, German goods are stamped with a designation which shows their origin, and so with French, Austrian and other fabrics. Now, why should not Canadian goods be stamped with a Canadian mark of some kind instead of going masquerading under foreign names? Canadian manufacturers of knit underwear mark them Scotch to help their sale; but why should this be necessary? If these goods are worthy to be classed as Scotch goods, would their value be depreciated by marking them with a distinctive mark of their Canadian origin? Canadian cottons are generally marked as such, and now that these goods are being exported to such countries as Japan, it would be an excellent opportunity to demonstrate in a bold way that Canada has begun to fight her way in the industrial arena. All fabrics manufactured in Canada should be marked with a distinctively Canadian designation, so that people who get Canadian goods can tell exactly their origin and worth. The prejudice of the buying public can only be overcome by a certain bold firmness, but this prejudice for foreign goods must be overcome sooner or later, and the sooner Canadian manufacturers right about face, and boldly make the change, the sooner will the people in this and other countries recognize that Canada can produce fabrics worthy of a leading place in the markets of the world. A Canadian nomenclature is badly needed.

#### A CASH ON DELIVERY POSTAL SERVICE.

AT present there is a movement on foot in Great Britain for the establishment of a "cash on delivery" system—i. e., a system by which the postal authorities will not only carry goods, but collect the cash in payment of them on delivery, on behalf of the sender. A petition is now before the British Postmaster-General which states:

"That in the interests of British commerce it is desirable to introduce the "Cash on delivery" system into the General Post Office.

"That such a system is successfully working in the British Colonies, and in almost every European country.

"That it would be equally a boon to the public and the trader, and a protection to both against fraud.

(a) To the public because under the system they need not pay for goods until actually delivered.

(b) To the trader because the cash value for his goods would be insured.

"That the introduction of the "C. O. D." Post would give an enormous impetus to commerce generally, and that no opportunity of promoting the interests of trade throughout the country should be lost by the Post Office, especially when at the same time it is likely to be productive of profit to the Department."

There is no such system in use in Canada under the control of the Postal authorities, but the express companies supply this

deficiency by their C. O. D. service. The establishment of such a service might be useful in Canada for smaller parcels at a cheaper rate than is procurable from the Express companies. But one grave objection exists, when it is viewed from the standpoint of the rural retailer, which is, that it would enable the departmental stores in the cities to extend their trade into these rural districts and injure the storekeepers who are dependent upon the trade of the residents in their own locality for support. It would, no doubt, give a great impetus to advertising; but it would on the whole be as detrimental to the interests of the retailers in the towns and villages, as the adoption of a two-cent railway rate instead of the present three cent rate. The latter change has already been mooted in parliament, the former has not yet been publicly entertained by Canadian law-makers.

#### THAT MAN VAN HORNE.

THAT man Van Horne has a new scheme to help develop the Northwest, according to the following report from the *Textile Mercury* (Manchester). "The Government of Canada received much help from the railway authorities in the opening up of the great 'North West.' That distinguished Scotchman, Lord Mountstephen, inaugurated that policy even before he became President of the Canadian Pacific, and performed the almost miraculous feat of extending that gigantic railway system across the continent from the Atlantic to the Pacific in the course of six or seven years. And now when he has retired from active business his successor at the head of the Canadian Pacific Board is actively working on the lines that he so skilfully laid down. This spirited official sent a commissioner over the Atlantic the other day, an energetic and capable young Scotchman, to ascertain how flax is grown and dressed and manufactured in this country, especially in Ireland, and to extend his enquiries to Belgium and other places on the continent of Europe. The purpose of this is to afford guidance in the setting-up of flax-growing and dressing as a new industry in Manitoba. The soil and climate of that vast province are said to be eminently suitable for the growing of flax, and if that be so, very probably there is money in the business, and settlers will be eager to secure a share of it."

#### THE WORLD'S FAIR.

A CORRESPONDENT writes from Chicago giving some information which will be of interest to dry goods men.

He says: "The Sanford Manufacturing company, Hamilton, have completed a grand exhibit of ready made clothing. It is very generally admired and reflects much credit on the firm's representative, Mr. George Hamilton, who arranged it. The magnificent display of the cotton mills of Canada, represented by D. Morrice, Sons & Co., of Montreal, as selling agents, is probably the attraction of this section. It was arranged by Mr. A. W. Cochrane, and neither expense, time nor labor were stinted to make it what it is—a creditable display of the cotton fabrics of Canada. In the same handsome cases is neatly shown the attractive exhibit of the Cascade Narrow Fabric company. The Corticelli Silk Company, St. Johns, has about completed its display. Mr. Wyman has returned to Canada, but the work is in good hands, and will be finished at an early day. Messrs. Belding, Paul & Co., of Montreal, have a very attractive exhibit of silk now completed. It is really an attractive show case, and will do credit to this section."



COLORED COTTON MILLS CO.

THE annual meeting of The Canadian Colored Cotton Mills Co. Ltd., was held in Montreal last month. This is the first annual meeting of this newly formed Company, and the result was watched with more than ordinary interest.

## ITS HISTORY.

This Company, as the trade is aware, is composed of the lately acquired St. Croix Cotton Co., of Milltown, N. B., The Canada Cotton Mills and the Stormont Cotton Mills at Cornwall, Ont., the Ontario Cotton Mills, Hamilton, Ont., the Merritt Cotton Mills, Merritt, Ont., the Dundas Cotton Mills, Dundas, Ont., and the Lybster Cotton Mills at Thorold, Ont. The present Company came into existence in April 1892, having acquired the properties above named, the whole being consolidated under one general management. The primary object of the formation of this Company was to endeavor to consolidate the different classes of goods in the different mills. One of the most serious difficulties in connection with manufacturing in this country, both in cottons and woollens, in the past, has been the large variety of different kinds of goods required to be made by each mill, the result of which system is a very considerable loss; as it is well known to all engaged in manufacturing that the fewer changes are made the better the results. The above pernicious system had continued since the formation of the original companies. Their all being different concerns necessitated each producing a variety of goods for the market, thus causing serious loss in the manufacturing as well as producing undue and ruinous competition as against each other. In England and the United States where the market is so much larger, the different mills there manufacturing textile goods are not subject to this severe drain on their margin of profits, as they, to a very large extent, manufacture only one or two special lines, the different mills taking up those most suited to them, there being a sufficient demand to keep them running on the lines thus chosen. Whereas in the limited population we have in Canada this is impossible; even the mills as at present organized are more or less subject to severe changes, causing loss of production and thereby largely increasing cost.

The present Canadian Colored Cotton Mills Co. purchased the mills above mentioned, nearly all of which had previously been losing concerns, at low values, and while the first year of the newly organized Company cannot be considered as a fair evidence of what can be done, still they have by strict economy in and concentration of management, been able to pay a dividend of six per cent. per annum, and to carry over a little over \$100,000 to the credit of profit and loss account. This amount, from a manufacturer's point of view, is not too large considering the extent of responsibility involved, but shows that there was wisdom in the endeavor to place these large labor-giving concerns, if possible, on a paying basis, thus rescuing them from the serious loss which the previous owners were continuing to sustain. These cotton mills are now being worked with a profit, and from the same point of view, colored cotton manufacturing has been

placed on a sound and solid basis, and as their trade grows the mills will continue to increase the number of their looms and the quantity of their output. But every person does not look at this consolidation from a manufacturing standpoint, and instead of watching the good results which have flowed from it, they have chosen rather to gloat over the possible bad results of this 'combine' or trust, not having, seemingly, learned to wait until they come to a mountain before they attempt to climb it.

## HOW THE TRADE VIEW IT.

There is no one in the trade, so far as we can learn, who denies that this company has used every reasonable endeavor to meet the wants and wishes of the trade. When their service is compared with that of the Montreal Cotton Company, and that some other mills, it shows to excellent advantage. The trade frankly acknowledges that it seems to be the wish of the present controllers of this concern to endeavor to meet the general requirements of the jobbers of these textile goods by shipping all goods promptly.

All are aware that during the past winter a very marked increase in the price of raw cotton took place from 25 to over 30 per cent. advance and we have stated on more than one occasion that the general expectation then was that an increase in the values of the manufactured goods would be but a reasonable result. No advantage, however, was taken of this, the goods have continued to be placed on the market at the previous prices. (But it must be remembered that prices of some lines were increased 10 to 15 per cent. after the consolidation.) We have also made ourselves conversant with the general satisfaction as to the get-up and make of the goods made by this company. They are certainly as sightly and in every way as desirable goods as can be expected. It is well known to all engaged in the dry goods trade that a large proportion of the production of similar goods made by the Lancashire, England, manufacturers are what is known as "stuffed" or "filled" goods, which, owing to the long experience and improved facilities of the manufacturers there, are also placed on the market in very sightly condition, so much so as to deceive to a large extent many of the most experienced dealers, the difficulty only presenting itself when the good housewife places them in the wash-tub, out of which they come a much lighter and inferior cloth. The Canadian goods are, however, comparatively pure, and not only fast in color but cannot but give the fullest satisfaction in point of wear. The ordinary pure standard of American goods is maintained here, so that any difference of increased price is somewhat counterbalanced by the difference between the character of the English and Canadian goods.

## DESCRIPTIVE INFORMATION.

The St. Croix Cotton Mill is the largest of the mills forming this company. It has about a thousand looms, with carding and spinning to keep the same fully employed. This mill is running more particularly on the finer grades of goods—such as gingham, fine flannelettes, Oxford shirtings, dress goods of all descriptions, skirtings, costume cloths, summer suitings, colonial serges, etc., etc.—while it manufactures a line of grey sheetings which is well known over the entire country. The "Canada" Mill, about 900 looms, manufactures certain lines of finer grades—such as flannelettes, suitings, cheviots, etc.—while a portion of the machinery of this mill manufactures largely, with the "Stormont" Mill, 650 looms, a heavier grade of goods—such as cottonades of all kinds, tickings, heavy shirtings, denims, awnings, and that class of goods requiring more or less

heavy yarns. The Ontario Mill at Hamilton, and also the Merriton Mill at Merriton, run almost exclusively on shirtings. Full and very desirable ranges of these goods are made at these two mills, goods that are well known throughout the trade. Unfortunately for the proprietors, the producing power of the mills running on textile goods in this country is considerably in excess of the requirements of the trade and the consumer. In consequence of this the large Dundas mill, and also the Lybster mill at Thorold, are shut down, no doubt causing serious loss to the company. The machinery in these mills was somewhat old-fashioned, and their product comparatively expensive.

Very large and important changes have been made in connection with the Company's properties during the past year. As is well known, constant changes are taking place in the machinery necessary for the manufacture of these goods, involving a continual heavy expenditure. At the "St. Croix" Mill some 250 of the ordinary looms have been replaced by the improved Crompton box looms, for the manufacture of the finer classes of fancy goods, while a number of the new improved flat top revolving cards have also been placed in position in place of the others previously used. The "Canada" Mill has been more or less remodelled throughout, changes having largely been made in the looms for a better class of goods. At the present time a very heavy expenditure has been found necessary in connection with the water power, involving a very considerable outlay in the erection of a new wheel-pit, new wheels, etc. At the "Stormont" Mill a new and most complete dye-house has been erected, which was rendered necessary by the introduction of the new style of chain dyeing, thereby enabling them to secure more uniformity and stability in color, while a large addition in opening machinery and carding has also been made at this mill, also displacing machines previously in use. The same remarks hold good in connection with the Ontario Mill at Hamilton, an entirely new dye-house and plant having been placed there so as to be able to take advantage of the improved appliances now in use in connection with this important branch of manufacturing. Other very extensive alterations have been found necessary at this mill, and also alterations in spinning and weaving. All these changes and expenditure show the risk and responsibility involved in such enterprises and have a very important bearing upon the earnings of the mills, as they cannot be placed there for nothing.

AN ESTIMATE.

A published statement made in the Dominion House at Ottawa during the last session declared that the value of property owned by the cotton manufacturers of Canada was about \$13,700,000. The yearly production of goods manufactured by these concerns was about \$8,750,000. The number of employes in the neighborhood of 8,700, while the amount paid in wages alone amounted to the large sum of \$2,400,000, which, as a matter of course, is only one item of the enormous expenditure made by these live manufacturing concerns, not embracing general supplies, fuel, freights, machinery and improvements thereon, etc., etc. Of the above amount the Company which we have at present under our consideration forms somewhat less than one-half the value of the production, probably about three and one-half to four million dollars. The costs of the real estate and properties owned by this Company is about \$6,000,000. The capital stock of the Company is \$5,000,000, of which about \$2,750,000 has been issued. The Company deservedly occupies a very high position amongst the manufacturing interests of the country. Such organizations as these that are the means of

creating much heavy expenditures in labor, fuel, and general supplies, all of which are very important factors in the development of our country, and certainly entitled to some consideration.

THE TARIFF.

We might mention in connection with the agitation regarding tariff revision at present being mentioned, some points that will require consideration in connection with the manufacture of textile goods in this country. We have alluded briefly above to the question of production. It is well known that where there is, as in the case of English and American manufactures, an almost unlimited market, thus enabling the mills to concentrate on one or two fabrics, a very considerable reduction in cost is made thereby. It is also a fact that in the old established centres of manufacturing, such as Lancashire and Yorkshire in England, skilled help of the best class can be procured at comparatively low wages, much lower than the same grade of help can be procured at in this country. And also it is well known that money for manufacturing purposes is rarely above four per cent. to the English manufacturer, while the ruling rates here are six and seven per cent. These items form very important factors in connection with such enterprises as the above which we have been considering, and bear heavily on them as paying concerns.

Having thus set forth the position of the Colored Cotton Mills Co., its short history, the obstacles which it had to overcome, which it still has to overcome, and which beset every manufacturing industry, especially cotton manufacturing; and having incidentally mentioned many reasons which entitle it to consideration, we must now turn to consider the tariff more particularly.

As regards the tariff there can be no doubt that the public are clamoring for a reduction on colored cottons. The tariff before 1878 was 17½ per cent. Now the public in general and the trade in particular declare that the rate could be reduced to 30 per cent. ad valorem without injuring our own manufacturers. Everybody strongly insists that the present duty of 15 per cent. and 2 cents per square yard is too high. Let us see. At the present rate, when the

Foreign cost is 10c. per sq. yard, duty will be 35	per cent.
" 9 " " "	37.2 "
" 8 " " "	40 "
" 7 " " "	43.5 "
" 6 " " "	48.3 "
" 5 " " "	55 "
" 4 " " "	65 "

This shows the duty, and the consumer says, "Goodness, do I pay 65 per cent. duty?" The politician may tell him he does, but he tells a falsehood. Very few colored cottons are imported of which the cost is less than 6c., and consequently the highest duty paid is 48.3, and from this it runs down to 20 per cent. But if this duty of 55 and 65 per cent. is never collected why should it be on the statute books? If the consumer can get cheap domestic cottons suitable in the lower grades, there should be no increase of duty. It was designed of course to keep out cheap grades of foreign manufacture, but its designers did their work too well; they should have arranged to stop at a point not higher than 35 per cent., and not have allowed intriguing politicians, stump speakers and ignorant newspaper writers to declare that there is a duty of 55 and 65 per cent. on colored cottons. When a specific duty is levied either alone or in conjunction with an ad valorem rate it is an easy matter to prove—



what is in some cases true—that the consumer of cheap goods pays a higher rate than the consumer of higher grades. There can be no doubt that domestic manufacturers are not taking full advantage of these high rates; but if they are not doing so, why are the rates there? By all means let them be removed if they are useless and are causing unnecessary trouble. A straight duty of 30 or 35 per cent ad valorem should be ample for all purposes. This is the verdict of the dry goods trade whose sentiments THE DRY GOODS REVIEW attempts to voice. We have shown reasons why the duty cannot be abolished altogether, but by all means let it be placed in a position to do the greatest amount of good with the least amount of harm.

#### ANOTHER ATTACK.

Another attack has been made this month on the Colored Cotton Mills Co. by a Montreal trade paper. Here is the article:

"There is a general impression that one of the chief ostensible objects of the colored cotton combine was to prevent the cutting of prices and to establish a more uniform basis of value. How well this has been carried out may be inferred from the fact that certain lines of colored goods were pushed upon firms last December, January and February, and now before these houses have had a chance to work them off, the combine is supplying other houses with the same class of goods at 13 to 15 per cent. less money. In regard to one line especially, that of St. Croix gingham, we would ask the combine whether it did not unload all it could of these goods upon the trade for spring delivery at 8c., and then turned round and sold them to one house some time afterwards at 6½c., so that the latter was in a position to sell them at less money than the other wholesale houses bought them for. This action on the part of the combine has invoked a considerable amount of ill feeling in the trade, and it is understood that quite a number of the combine's best customers have asked for a reduction on their purchases made some time ago at the high figures complained of, more especially as they have not, nor had, sufficient time to work off their stocks. If the combine is going to treat its customers in this unfair manner it will prove a curse instead of the blessing it promised to bestow upon the whole trade by its consistent regulation of prices."

The gingham here complained of are cheap goods and the patterns and colorings are poor, and consequently the sale of these goods even at the reduced price must necessarily be limited. Another mole hill made into a mountain. Toronto buyers are not worrying about the matter.

#### A SUGGESTION.

TO the large body of dry goods retailers in Canada we make a suggestion which seems worthy of consideration, at least. The suggestion is simply that they should form Provincial Associations. This is an age of combinations, and unless the retailers combine they are going to be ground down more and more. Such an association would be productive of many good results; but its greatest influence would be the educative one. The advantages of such an association would be as follows:

1. All matters of interest to the trade would be discussed at semi-annual meetings; papers on important subjects having been prepared beforehand.
2. These meetings could take place at spring and fall millinery openings, when all dealers would be in the city anyway.
3. Cheap rates could be obtained over all the railroads, and

thus a greater number would attend the meetings, and the expense of a trip to the city at such a season would be lessened.

4. Such an association would voice the sentiments of the great body of retailers on such all-important matters as trusts, duties, railway rates, trade discounts, etc.

5. It would cultivate an esprit du corps among the retailers of Canada which would do much to improve and benefit all concerned.

6. The annual fee would be more than saved from railway fares.

The advantages of such associations in each of the provinces are indicated above. Every thoughtful retailer can elaborate them for himself. But THE DRY GOODS REVIEW would be pleased to have opinions from the leading retailers of the country as to the value of the suggestion. All replies should reach this office by July 1st, and should be addressed to:

Editor, DRY GOODS REVIEW,

10 Front St. E.,

Toronto.

Since the foregoing was written we have seen a retailer's letter, in the jewellery trade journal, showing that a provincial or national association of retailers to protect the honest dealer, prevent dishonest compromises, and rid the trade of many cancers which are eating into its vitals is desirable in the jewellery trade. We are glad to see this suggestion, which comes from the Northwest Territories. What is good for the jewellers should be doubly beneficial to the dry goods dealers. What do the latter say?

#### CANADA AND AUSTRALIA.

THESE two sister colonies are being drawn closer together. A new Steamship Line now carries goods between the two countries, and as the service promises to be most efficient there can be no doubt that trade between the two should increase. In 1891 the United States exported \$13,017,132 worth of goods to Australasia, Canada exported only \$589,100 worth. In the same year the Republic imported from Australasia \$6,239,021 worth of products, Canada imported almost nothing. This order of things should disappear with the new service. Another proposed improvement is the establishment of a second cable route via the Pacific to Vancouver. This with a new postal service should enable both countries to profit by better trade relations. It is unfortunate that just at the moment when these arrangements were being well developed, there should have been a collapse in Australian money markets, and the development hoped for will necessarily be retarded. But though the trade may be of slow growth, it should be certain.

All the boards of trade in Canada have been supplied with a precis of the tariffs of Australia in order that exporters may know what duties are imposed upon products which may be shipped from Canada by the new steamship line. In a circular which the department has sent out it is stated that the Government considers the present an opportune time for opening up trade with the Australian colonies, and has entered into arrangements with Huddart, Parker & Co. in full confidence that the mercantile public will second its efforts and contribute by its patronage to the success of the undertaking and warrant its continuance on a scale in no way inferior to that of its inception. For the information of those who may desire to open up a trade, the customs tariff rates now in force in New South Wales, Victoria, Queensland and New Zealand are given on a number

of such articles as are largely imported into those colonies with, as regards some of them, the quantity and value of such imports during the year 1891. As the colonies have not a uniform mode of arriving at the value for duty of imported goods, it may be stated that in New South Wales, Western Australia, Queensland and Fiji the value for duty is the value at the port of shipment. In South Australia and New Zealand it is the value at the port of shipment plus 10 per cent. In Victoria goods subject to ad valorem duty are dutiable at their fair market value at the principal markets of the country whence they were exported, with 10 per cent. added. In Tasmania imports liable to ad valorem duty are estimated at their value at the port of shipment with 12½ per cent. added. A memorandum is added showing the values of articles exported from Canada to Australia and imported therefrom during the past four years.

#### PRICES OF DOMESTIC STAPLES.

A GREAT furore has been caused in wholesale trade circles in Toronto by the cutting of the prices of some lines of Canadian staples. There are some houses who denounce this cutting very boldly and distinctly, while others denounce it on the one hand and slice away with the other, following the old rule of not letting the right hand know what the left hand is doing.

Then there are other houses who boldly declare that 5 per cent. is a sufficient advance on Canadian staples when sold in quantities, and for cash or solid security. They declare that this is a necessity for two reasons: the first is, that this plan was the only way of securing themselves from the ruinous cash discount which was being given by some houses, e.g., when a house sold staples at 10 per cent. advance and then gave a five per cent. discount. The second reason is that the dry goods retailers know exactly what these goods cost and that more than 5 per cent. cannot be readily obtained.

The opponents of this 5 per cent. system declare that it is a species of humbugging, because it cost 10 per cent. to sell goods and as a consequence the loss in selling these cut lines of staples must be made up on goods of which the retailer can not as readily estimate the value. They claim that these cuts are thrown out as baits and the extra profit made up on other lines. They claim, moreover, that if this cutting continues some houses will go to the wall, and until this happens other houses must suffer from the reckless conduct of their competitors.

These are the two sides to this question. But let the retailer note carefully that only a few lines of domestic staples are being sold in this way, and that only for cash and to good men. The business is carefully watched, as a bad sale would destroy the year's profits. Moreover, let him notice that five per cent. advance on cost price is not a fixed quantity, because wholesalers, like retailers, buy different quantities and secure different prices. Five per cent. advance in one case may be less than seven per cent. in another, and vice versa. This latter point is the loophole whereby some houses escape certain consequences. As far as THE REVIEW has been able to estimate the situation, it must be acknowledged that the new plan threatens to become permanent. It means a lowering of profits, no doubt, but it has counterbalancing advantages. But it lays business open for a certain kind of humbugging, but this is an advantage, for people like to be humbugged. Some houses, according to Toronto dry goods history, have failed for want of profit even when trade was

good, and a dry goods Owl has remarked that the same thing is likely to occur again. But in the meantime let buyers be cautious.

#### EARLY CLOSING.

NO SPECIAL declaration is needed to show how THE DRY GOODS REVIEW regards the early closing movement. It has always been maintained by this journal that no man can stand behind a counter (for so many dollars per week) for 16 hours a day, and do justice to every customer on whom he waits and do justice to his employer's wares. To expect it is to expect what common sense and human nature says is not possible. But these are common place truisms; and the good work is going on in spite of the bellicosity of a few. Winnipeg's Early Closing Association recently passed the following resolution, which indicates harmony in that city: "As a Society, we give expression to our feeling of gratitude and thankfulness to all the merchants who are so honorably adhering to the early closing movement, by closing their places of business at 6.30; also to the clergy and to the press for their efforts in moulding public opinion. And lastly to the customers who are doing their shopping before the new hour of closing."

When we turn from the retail trade to manufacturing there is a difference. But here also there is a strong tendency to shorten the number of working hours of employees in manufacturing establishments; but such a shortening must in some cases be attended by a small loss to the employer and employed. As an example of the latter we quote from the Commercial Bulletin: "While it was reforming things in general last winter, the South Carolina Legislature passed a new factory law, which received Governor Gillman's approval. It goes into effect the first of next month. After that date, the hands in the Carolina cotton mills will work 66 hours a week. Heretofore they have been working (say) 71 hours a week. They will have more leisure time on their hands now, and less money in their pockets. A Spartanburg correspondent of the Charleston News and Courier estimates the coming yearly cut in wages in the mills of that county alone at \$65,000, the falling off in the consumption of cotton at from 5,000 to 6,000 bales, and the loss to the mill-owners at from \$175,000 to \$200,000." But the financial gain or loss is only part of that which has to be considered in regard to this question.

#### SHOPPING.

"Do you think it will fade?" she asked anxiously, as she chewed a mouthful of the goods.

"No'n, I'm sure it won't."

"Nor shrink in the washing?"

"No'm. These are linen threads."

"How wide did you say it was?"

"Forty-two inches, ma'am."

"That isn't extra wide."

"It isn't made any wider."

"Are you sure it will wear well?"

"Certainly, ma'am—like cast iron."

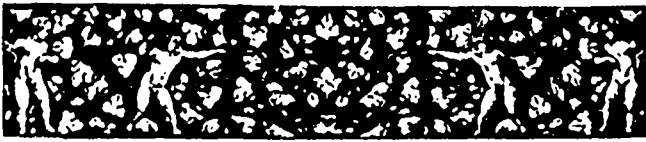
"And won't fade nor shrink?"

"Not the least bit, ma'am."

"Do you change goods in this store?"

"Not after they are out, ma'am."

"Then I won't trade here! I won't patronize a store where they're not more accommodating," and she walked away, leaving the clerk a wreck behind her.



### LETTER WRITING.

EVERY merchant writes a number of letters, but his most important letter is the one he sends to his daily, weekly or trade paper, where it is set up in type and sent out to his numerous customers. If it is a silly, trashy and foolish letter, why, of course, the reader thinks the sender is the same.

But no advertisement appeals to the taste of the reader unless it is properly set up, and has a new, crisp style about it; in fact, it must feel like a piece of new silk. Examine this style:

Lives there woman  
 With sense so dead,  
 Who never to herself hath said,  
 "This is the joyous spring time  
 When Gowns are new,  
 And Gloves are prime."  
 Go! mark her well,  
 She never did at  
 STARBUCK'S dwell, o'er

## CAPTIVATING CAPES

## FETCHING FROCKINGS

AND

## GLORIOUS GOWNINGS,

Just the thing for

## SUMMER.

Style in an advertisement is everything. Of course the printer cannot make a good job of your advertisement unless you do your share. You must understand how to write an advertisement, just as your clerk must learn how to show dress goods or trousers. There is a knack about writing advertisements much similar to the knack required to ride a bicycle. Practise, learn, study; and after you have done that study, learn and practise. After a time you will become proficient. No horse can trot well until he becomes fit; and it takes lots of good exercise to bring him to this state of perfection. The man who designs the patterns which make prints, muslin, carpets, etc., look so beautiful, must study for years at the details of his trade. Why then should a man expect to advertise without a thorough study of the different methods? There is no royal road to the learning of "how to advertise."

Put an ordinary piece of twenty-cent dress goods among a number of pieces of a similar kind, but of a ten-cent grade, and it will look lovely compared with its poorer neighbors. Put the same piece among its equals in quality and price and it looks only ordinary. There was a time when even a moderately well-

written advertisement would appear conspicuous among its very poor companions, but now advertising is improved and is of a higher grade, and consequently to make an advertisement conspicuous in one of our modern newspapers, it must be exceedingly clever. The matter must be well chosen by the writer, and then it must be well set by the printer. These are two indispensable requisites.

Having secured these two requisites there still remains to be considered that about which the letter will speak. It must speak about something which will interest the person receiving it. This is the one invariable rule, the sine qua non of all advertising. Just imagine how nice even an advertisement will be, when it is about something interesting, composed in a neat and suitable manner, and displayed with the highest of printer's art. It must contain some pointed and reasonable remarks about that which interests the reader. Think you, that ladies ever tire hearing of the new styles in veilings, millinery and dress goods? The columns of THE REVIEW are full of information for advertisers.

### ADVERTISE YOUR SALES.

Being an advocate of cash transactions and a quick turning over of goods, as far as possible, I am naturally opposed to allowing an accumulation of slow goods, that go to form dead stock. I regard it as, most frequently, the result of hasty and injudicious buying, says a writer in the Dry Goods Chronicle, and think that buyers would find it more satisfactory to place smaller and more frequent orders, than to overload themselves with large quantities of slow goods even though they purchase them slightly cheaper. Then in buying novelties, especially lines where styles are changeable, they had better buy small quantities of numerous patterns than give large orders for goods that might soon go out of style, and help form dead stock. They can then, whenever necessary, repeat the order for any specially saleable patterns.

Of course, buyers will make some errors, and sales will turn out differently from what has been expected, so that slow stock, like some other things, we have always with us. However, you all remember the old saying about an ounce of prevention, and the relative value thereof.

When you find that anything of which you have a large stock is selling slowly, you should make a special sale, and clear it at once. You must expect to lose some money; you cannot force slow goods without doing that; but the longer you keep the goods the more you are destined to lose, and it is useless to try to avoid the climax.

Nowadays we cannot afford to keep goods for twenty years till they are in style again, and besides the goods might not stand it. However, you must use some judgment in selecting the time of sale. You cannot force woollens in the spring, but you must keep them for the next season. In the case of novelties, though, the quicker you are rid of them the better, for the longer they are kept the further you fall behind the style. Most staple goods you can, of course, force at almost anytime.

When you are ready for your sale bring the goods out in some conspicuous place where plenty of light will fall on them. Make the price low enough so that it is a genuine bargain. As I said before, you must expect to lose money. If possible, also make a good window display of goods and instruct your salespeople thoroughly in regard to them.

Advertise them thoroughly and well, placing your notice prominently before the eyes of the public.

## HERMANN S. SCHEYER.

MR Scheyer, the proprietor of the British American Waterproof Co., of Montreal, is a Berliner by birth. He comes from good old German stock, his father having been in his lifetime one of the largest "waldungen besitzer" (holder of large areas of forest land, which are leased out to lumber merchants) in Germany, and his grandfather the leading whole sale wool merchant in the west of Prussia, while his mother's father was a large wholesale general merchant in the same district.

In 1831 Mr. Scheyer came to Canada as agent for some of the large European manufacturers, and at first took only import orders. Soon, however, the agency business extended, and Mr. Scheyer began to carry stock on his own account. From a staff consisting of one office boy and premises embracing an area of some 20 feet square, Mr. Scheyer's ever growing business compelled him to increase little by little, both staff and premises, till now some 30 people have their hands full in trying to keep pace with the orders, while the stock fills the whole of the handsome five story block which he occupies at present.

Mr. Scheyer's principal lines are furs, in which his specialties are seals, Persians, grey lamb, nutrias, French cooneys, and also all kinds of fur-lined ladies' garments—silks, handkerchiefs and mufflers, French corsets, furniture plushes, etc., in which lines, he controls, for Canada, the output of some European factories. Glove leathers are also an important part of his business.

In 1891 he added the manufacturing of waterproof garments to his business, under the name of the British American Waterproof Co., of which he is sole owner. While this concern does not claim to be the largest in America, it does claim to turn out as high class goods, as to material, style or finish, as can be imported from any country. In all his waterproof clothing only the best English vulcanized waterproof material is used. The demand for these garments, which are really waterproof, has grown so quickly that Mr. Scheyer was obliged, to meet the increasing demand, to bring out from Manchester on his last European trip, several skilled operatives to assist in his factory.

In 1887 Mr. Scheyer married a wealthy American lady, daughter of a leading manufacturer and importer of the United States.

Mr. Scheyer is a naturalized British subject and is a member of the Montreal Board of Trade and of the Canadian Manufac-

turers' Association. In the comparatively short time he has been in this country, Mr. Scheyer, by his energy, ability and close attention to business details has stepped into a foremost place among the importers of our commercial metropolis, a place which it is to be hoped he will long maintain. He is stirring and ambitious, and as a consequence he works hard and manages skilfully. He desires to do a good trade and knows that he can secure this only by close attention to all the details of business.

## TRIMMINGS FOR FALL.

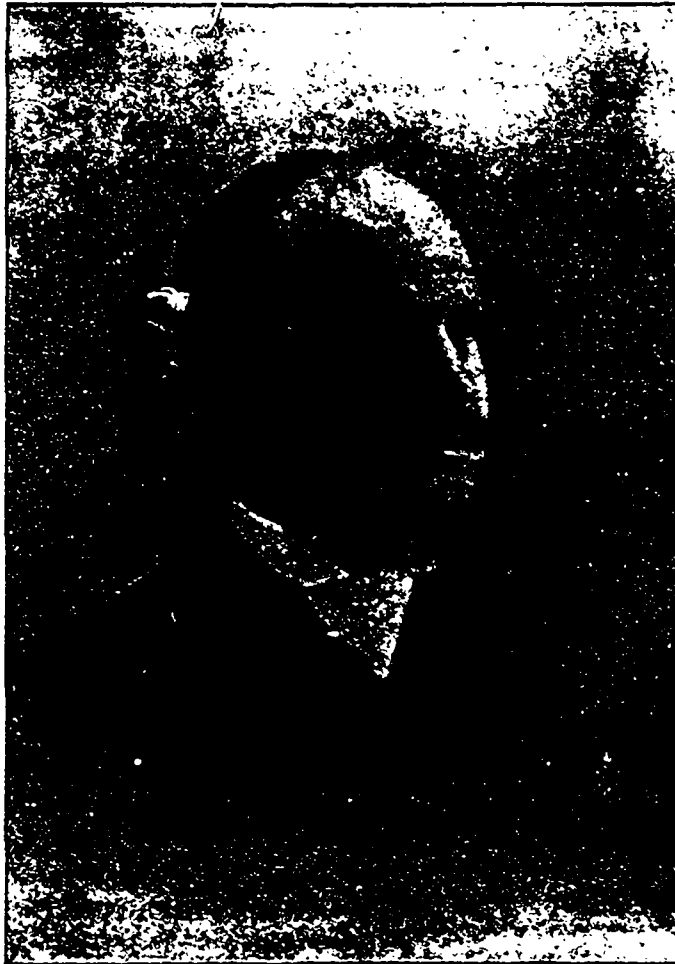
VELVETS, silk and chappe, according to the best authorities, will be the most prominent article used for dress trimmings purposes the coming fall and winter. This

spring has witnessed a large consumption of this cloth and fashion will declare itself stronger in this direction for fall. Retail buyers will do well to keep this in mind in making their fall purchases. In color browns of gold n, tabar and seal casts, Eminence or evégin purples will be strong, apple and moss green and a new shade of bright grass green called emerald will be enquired after, while the more staple colors of navy, grey, fawns must not be overlooked. Changeable or shot velvets will also be seen.

In the edging trimming trade, fur will play an important part, and as a combination with velvet makes a handsome and rich effect. Last fall fur was largely worn for trimming, but only among the better classes on account of price, but this season they have been made cheaper and at same time effective, as a trimming fur is particularly suitable to our winter months. A pretty style shown is where the gimp of the same color as the fur is introduced. Some without

gimp are shown, which come lower in price. Astrachans will also be worn. Black gimps of the silk and jet order are seen among the staple goods, and colored gimps will be worn but not so largely as heretofore.

The house of Caldecott, Burton & Spence stand well abreast of the times in the trimming market and generally can be relied on to have the new goods. Other houses, who carry general dry goods, and also the millinery houses, will all carry a stock of trimmings for fall. This is an exceedingly hard trade to buy for, and the shrewdest buyer often makes mistakes. The best rule is to buy light in quantity, but fairly heavy in variety. This fall will show a variety larger than ever shown before, and prices of velveteens and braids are going to be high.



HERMANN S. SCHEYER.



**BUSINESS CHANGES.**

ONTARIO.

**R.** D LAIDLAW, of Toronto Junction and Mono Centre, has sold his stock. He assigned on the 16th ult.

Theodore Mader, merchant, Orillia, has assigned to Chas R. Gray.

Mrs McAlpine, millinery, Thessalon, has sold out to W J Miller

Wm. Murray, of Murray & Taylor, dry goods, Kingston, is dead.

W. Zinger has sold his woollen mill at Teeswater to J. H. Brick.

Mrs. S. J. Eveleigh, fancy goods, Fergus, is out of business.

W. Nightingale, dry goods, New Hamburg, is leaving that town.

J. Modie & Sons are advertising their fancy goods business at Hamilton for sale.

The tailoring business of the late Jas. Johnson, Belleville, is advertised for sale.

David Waters, tailor and furnishings, Campbellford, has assigned.

O. Gravelle's stock of dry goods at Kingston was sold on the 30th, at 7½ cents on the dollar.

Brown, Waite & Co. are removing their dry goods business from Port Perry to Smith's Falls.

The hat manufacturing plant of Tunstead & Co., Hamilton, has been sold.

W. B. Wilson, of Wilson Bros., tailors, Hastings, is dead.

Wm. Campbell, Tweed, who so recently assigned, suffered by fire on the 30th.

O. A. Pratt, general merchant, Markworth, has sold his stock at 70½ cents on the dollar.

The millinery rooms of Misses Hoolehan & Sullivan, Lakefield, were damaged by fire on the 9th. Loss \$700.

QUEBEC.

The firm of Kinloch, Lindsay & Co., Montreal, has been dissolved by mutual consent, Mr. W. George Kinloch retiring. The business will be carried on by the remaining partners, Messrs. William Kinloch and W. B. Lindsay.

Arthur Gagnon, dry goods, Montreal, has assigned with liabilities of \$3,150. The principal creditors are Thibaudeau Freres, \$1,500; Laddell, Lesperance & Cie., \$617; Caverhill, Kissock & Co., \$204. The stock was sold on the 7th at 67 cents on the dollar.

Tancredi Hamelin and Sidney Daignault, doing business as the American Dress Company, Montreal, have dissolved partnership, the first named retiring.

A tailor in Three Rivers, H Z Lord, who has been in business some six years, has assigned. Assets, \$1,200. liabilities, \$3,500

E H Paquette dry goods merchant, of Coaticooke, is reported to be in trouble, with liabilities of \$18,000

The stock of E. Gohier & Co., dry goods, St. Laurent, has been sold at 56c. on the dollar, and that of A. Sasseville, hatter and furrier, Montreal, at 25 cents.

MARITIME PROVINCES.

The dry goods stock of Jost, Lewis & Co., Windsor, N. S., has been reconveyed to L. E. Jost by the assignee; and that of F. A. Wilson, Amherst has been sold at auction.

Chas. G. Rowland, tailor, Halifax, has removed to Sidney.

John McD. Fisher, of the clothing firm of C. Humbley & Co., Halifax, is dead.

Kedy & Co., dry goods, St. John, N. B., are selling out.

Miss S. A. Hamilton, millinery, Wolfville, N. S., is in financial difficulty.

Bell & Co., dry goods, Truro, N.S., have been burned out. So has A. T. Dalrymple.

The firm of Wm. Cummings & Sons, dry goods, Truro, N. S., now contains two new members, Dinnoek B. and Selden W. Cummings.

Mrs. Shreve, millinery, Dorchester, N.B., is out of business.

BRITISH COLUMBIA.

D. J. McLean & Co., clothing and men's furnishings, Vancouver, B. C., have dissolved. A. E. Lees continues the business.

FAILURES IN GENERAL.

	1893	1892.
Week ending May 20th.....	19	22
“ “ “ 29th.....	27	28
“ “ June 3rd.....	29	34
“ “ “ 10th.....	36	34
Totals.....	111	118

HOW TO DISPLAY.

Skill in effectively displaying goods counts for much in the trade. This skill can be exercised both in arranging goods upon the counters, shelves and in cases, and in making an attractive exhibit in the show windows. The value of the latter is often underestimated. The street window is to many people the index of the store's character.

They see in it and intuitively store away in their memory the business methods of the merchant. Dust-covered articles betray a conservatism and a stolidity of character which, while scrupulously honest and worthy, does not invite the purchaser. A poorly arranged display is equally unsatisfactory to the possible buyer.

The subject is worth the attention and constant study of the merchant. Strangers in town are proverbial sightseers, and shop windows are their delight. If they scent a bargain or discover the attractive, they hover around the window like flies about a molasses barrel.

It is easy, in strolling up a business street, to pick out the wide-awake, industrious merchants by the attention which their store windows attract. If you have a genuine bargain for your customers, put it in your windows and place a price upon it.

It will sell for you not only the article itself, but many other goods from your staple stock. Not only should the windows be tastefully arranged, but the displays should be frequently changed. Do not begrudge the time and labor thus employed. It is seed cast upon the waters which will bring excellent returns.

## TAILORS' TRIMMINGS.

ADVANCED prices are the most notable feature of the trimmings business. In silks especially the increase in price has been very marked, and may be put down at an average of fifty per cent. over the figures prevailing a year ago. The chief causes for this are a poorly supplied raw silk market and an enormous increase in the consumption for all classes of ladies' wear. It is confidently expected that by the end of the year the advance price will have reached seventy-five per cent., with no prospect of an early fall, as the new crop is not anticipated to raise the supply materially above the demand, there having been a marked falling off in the production. The flax harvest is reported to have been scant, too, and that has sent up canvas and linen materials considerably. This state of things, though appearing serious at first glance, should not be viewed with any degree of apprehension. Prices have been very low for the last few seasons, and the present advances will do no more than restore them to the standard of two or three years ago, while tailors have enjoyed the advantages of the intermediate low rates.

Silks were never more in demand, and all our prominent trimming houses report good sales, the increased length of coats, requiring more silk, having materially assisted to swell the volume of their business. The tendency is to quiet colors for linings, mostly in stripes and solid colors. Serges are finding more favor than the merveilleux. As the season advances black satins will be used freely for overcoat sleeves, and wool linings will also sell well. Mohairs are as popular as ever, and some very fine grades are meeting with much favor and will be extensively used for overcoats. Already advance orders show that velvets will be used for overcoat collars at least as much as last year. The demand is chiefly for blacks and dark blues.

Some of the principal houses are selling a considerable quantity of braids and bindings, and anticipate a much brisker demand than for several seasons. In covered buttons plain cashmere and soutache sell with their usual freedom, while in horn and ivories we have seen some very handsome stag-horns in shadings peculiarly adapted for rough-finished gray materials. For drab goods buffalo horns and plain colored ivories seem to be the favorites.—The Sartorial Art Journal (June).

## MAKE YOUR CUSTOMERS FEEL AT HOME.

ANY merchant who succeeds in making his customers feel that they are welcome to call in his establishment at all times without feeling the necessity of making a purchase to be sure of a welcome, has scored a point, and a strong one at that, over his competitors. Say Mrs. Dresswell is passing near your store; it looked like rain when she started, so she brought her umbrella and waterproof along. It has cleared up brightly, her rain protectors are a nuisance to her, and in she comes, wants to leave them and "will call for them later." Take them from her gladly. We won't say send them home (out of sympathy with the bundle boys), but still you might: make her feel that she can use you for all such conveniences as this. Or does she want a sheet of wrapping paper, bit of twine, empty box, etc., see that she gets them, and that they are given to her, not as a favor conferred, but in a manner to give her the impression that you believe in the Scripture, "It is more blessed to give than to receive." You will find many times just such instances as his will prove the writing, for every woman likes just such atten-

tion, and, despite her actions in horse cars, is grateful for them. She will come to you for her goods when out shopping, and tell her friends how obliging you and your clerks are. One such friend made, talking well of you, is worth a ten-dollar advertisement in your daily paper, and has cost you next to nothing.—Dry Goods Chronicle.

## SUMMER COSTUMES.

HOP-SACKING is rivaling serge as a material for outing suits this year. The variations of the blazer and Eton suits grow more numerous and startling every day. One of the most charming models shown has a mannish little jacket with wide, stiff revers trimmed with rows of soutache braid. The same trimming is exhibited at the wrist of the immense sleeves, and rows of it extend downward from the shoulder and end in small loops. The novelty, however, lies in the waistcoat, which is not of vesting cloth—as is customary—but of the same material as the suit. It is double-breasted and cut about two inches above the belt and fastened with large pearl buttons.

Another chic outing suit has a corselet skirt with small, white buttons in front and trimmings of white braid. For mid-summer wear nothing can be prettier than the suits of white pique or duck.

The once simple and elaborate outing suit is now laden with gold braid, jeweled passementerie, Persian trimmings and all sorts of gorgeous trappings, which is indeed a pity, since no service is rendered by costumes so embellished.

The summer tolets will be more fluffy and flounced than ever before. The thin, gauzy materials that have almost been forgotten for years are now brought to light again. The sweet, old-fashioned dotted Swiss is here again both plain and flowered, and also the tamboured batiste with sprays of blossoms flung broadcast over it, and a scroll pattern done with a single heavy thread over this; the satin-striped organdies, grenadines and crepons are somewhat reduced in price, but the light glace silks show no decrease.—Chicago Dry Goods Reporter.

## DOES THE CAP FIT?

THERE are many dry goods men in Canada who do not yet receive THE DRY GOODS REVIEW regularly, and these are hard to reach. But those who do read the journal and take a kindly interest in it can extend its sphere of usefulness by sending their copy to some one who is not a subscriber and if necessary dropping a card to this office for a duplicate copy.

There is another point. There are many events every month, in each town in Canada, a mention of which would be agreeable to the readers of this journal. Friends of THE REVIEW always send these, and they are gratefully received. Contributions and suggestions of all kinds are welcomed and due attention given thereto. Mill owners of all kinds should send notices of their improvement, and retailers notices of all changes. It is only by such co-operation with the trade, that THE REVIEW, can become a truly national trade journal. What about your co-operation?

Satin Duchesse will be in vogue again next winter; so far the best grades have been manufactured, but there is no doubt that ere long the cheaper ones will make their appearance; all colors will be represented. At Lyons rich brocades on satin ground, likewise arabesques and palm-leaf designs, are produced.



### THE MONTREAL MARKET.

**D**URING the last weeks of May the cold wet weather had a depressing effect on the dry goods business. The last week in May, however, saw a decided change, and since that date business has shown a steady improvement, the demand being brisk for all lines of light goods for summer wear, principally for cotton and cashmere hose, fancy trimmings, silks, parasols, laces, and muslins.

Values generally are steady. Since our last there has been an advance of 20 per cent. in velveteens; and silks are being held at much higher prices. There has been no change in Canadian woollens as yet, but anticipations are for an advance in them also. Other staples are firm except in the case of some lines of colored cottons.

Last fall the Cotton combine sold wholesalers heavy lines of certain kinds of goods, and now, before their customers have had a chance to dispose of their stock, it is claimed that the combine have placed a heavy stock of the same class of goods with a certain firm to be cleared out at a reduction of 15 per cent. The goods in question are mainly gingham, and of course holders of this class of goods feel that they have good reason to be annoyed at the unfair way in which they claim the Combine has treated them. On the other hand it is claimed that a lot of the goods which are offered at the lower prices are not really A 1, and that they cannot be classed as very desirable stock, so that in reality it is not so much of a cut after all. Whatever the exact facts of the case are, there is considerable hard feeling over the matter.

During the past few weeks there has been quite an influx of buyers from nearby points to the city who have been making purchases in a sorting up way and paying up arrears. The trade consider this latter fact one of the most favorable points of the situation, as it is an indication that some buyers at least feel that they want goods.

Travellers are now returning in detachments for the purpose of getting their lines of fall samples. The various houses expect to get to work on these in the course of a week by which time they will have wound up their stock taking.

It is a little too early yet to speak in regard to prospects for fall trade, but reports from some sections are encouraging. It is said that stocks of fall and winter goods in dealers' hands are low as the long cold winter and unfavorable spring helped to materially reduce them. This is quite possible but for all that the disposition generally noted is to pursue a conservative policy until the future crop prospects and other conditions can be gauged more definitely.

Remittances have fluctuated from good to bad from week to week. On the whole, however, they are unfavorable, and this is especially the case in the Northwest and Manitoba, where it seems absolutely impossible to get any money out of customers.

The travellers for the various clothing houses here have finished up their work on account of fall orders in Manitoba, the

Northwest and the Maritime Provinces. During April and the early portion of May their trip was anything but encouraging, but since that time business pulled up wonderfully, and the average of orders from these three sections is now about on a par with last year's trade. The men are now starting out to work up Ontario and Quebec for clothing orders on fall account.

The tenor of recent advices from primary markets indicate that all imported woollens will be higher in price during the ensuing fall and winter.

The mischievous custom introduced some two or three years ago of giving goods now and dating them as fall is being carried on to a large extent by one or two houses in the trade here. They have done so entirely without solicitation on the part of the retail trade, who were quite content with present dates. The result of all is that houses who do a legitimate business are incommoded, while traders generally are buying their spring and summer goods as fall and their fall and winter goods as spring. Any sensible merchant will readily recognize that this is the height of foolishness and leads to a very unsound condition of affairs if carried to its legitimate conclusion.

Silks were never as high as they are at present except once, and that was in the fall of 1876.

### TRADE NOTES.

Messrs. Gault Bros. & Co. are at present engaged on opening up some of their stock of fall tweeds. Quiet shades promise to be the fashion in this connection for men's wear during the coming fall and winter.

Greene, Sons & Co. have been filling quite a few orders for their lines of cellular shirts and underwear. Blazers and light flannel jackets have also called for considerable attention on their part.

Mr. White, one of the buyers for Caverhill, Kissock & Co. has left for England to look up and keep posted on the late fall millinery novelties.

Mr. H. Shorey, jr complains that the payments from British Columbia fail entirely in showing any improvement.

Messrs. Greenshields, Son & Co. have just opened up a line of fall tweeds which promise to make some handsome tartan and cheque suits this year. The designs are all in quiet shades.

Messrs. J. G. Mackenzie & Co. report an excellent trade in such goods as surahs, bengalines, new tartan surahs and all wool challies.

The Dominion Oil Cloth Company accepted the tender of Messrs. Hodgson, Summer & Co. for their oil cloth seconds, which they always offer to the trade in this manner every summer. The successful tenders are now offering them to the trade at an advantageous price.

The extensions to the warehouse of Gault Bros. & Co., on St. Helen street, have been completed and firm now occupy premises reaching from the corner of Recollect street to 15 St.



Held's This makes it one of the most extensive dry goods warehouses in the country.

Mr. McIntyre who buys the dry and fancy goods for Hodgson, Sumner & Co. will be back at his old post during the week of the 12th.

Jas. Johnston & Co. have turned over several large lines of silks, hosiery and muslins during the past few weeks.

Greenshields, Son & Co. opened up during the past month some handsome lines of Irish point and Guipure laces in shades of black, cream and white, which are all the go. They have also been receiving large lines of velveteens in the popular shades of lizard green, vert, Eminence, heliotrope and bright cardinal, for which the demand runs.

Challies are not a plentiful article on spot at present. The S.S. Wandraham had a heavy line on board for McIntyre, Son, & Co., and, of course, her wreck has seriously curtailed the supply. The demand for them runs to dark ground lines with designs in the popular shade of heliotrope.

J. G. McKenzie & Co. have a full line of challies on hand both of the much sought after dark ground goods as well as lines in some very taking designs of light ground. The patterns on both all run to the popular color heliotrope.

The wrecked steamer Wandraham had some heavy lines of German cashmeres on board. The general bazaar on St. Catherine street and Larose & Paquin were large consignees. The former firm are offering some of the damaged goods at a heavy reduction.

Greene, Sons & Co. note an increased number of sorting orders for their shirts with reinforced bosoms, also negligee flannelettes and summer underwear. There is a demand also for small peaked flannel skull caps.

Jas. Linton & Co. note a satisfactory increase in the demand for silks, hosiery and woollen dress fabrics.

According to Mr. Howell, of Brophy, Cains & Co., the aggregate business for the latter part of May and first of June will be much in excess of the entire turnover for the whole month of April and the first half of May.

Thouret, Fitzgibbon & Co. report some encouraging orders for general fancy goods and also for their Jammet Freres gloves from west of Toronto.

Wm. Agnew & Co. are opening up some handsome fall lines of cashmeres and fine dress goods. Mr. Agnew is up in the Ottawa Valley, having just got back from a trip through the district east of Kingston.

Matthews, Tower & Co. have been pushing their extensive line of cowboy hats in Manitoba and the Northwest. They cater specially to this trade.

ADVANCING AND LOWERING.

THE two Canadian manufacturers of sewing silks have, owing to the advance in raw material, reduced their discounts to four per cent. Belding, Paul & Co. (Ltd.) give notice that in future they will put up Belding's 50 and 100 yard blacks, in all sizes except A, as follows:—B, C, D, E will be stamped 1-16 oz. in place of 50 yds.; B, C, D, E will be stamped 1/4 oz. in place of 100 yards. Both of these will be sold at list prices same as colors 50 yds. and 100 yds. They say they

are forced to this action by the continued advance in silk and the constantly growing demand in Canada for the coarser sizes, which materially enhances the cost of the goods. With this change they reduce the price of this brand, "Belding's Spool Silks," to 50c. per dozen for 50 yards and 1-16 oz.; \$1 per dozen for 100 yards and 1/4 oz.

On January 12th of the present year there was an advance in Bengal grey cottons, full particulars of which was given in the January DRY GOODS REVIEW. Prices have dropped to their old level, due no doubt to the lowering in price of raw cotton, and perhaps to the limited demand for these lines. Some claim that this shows that the prices of cottons in Canada are not regulated by the tariff, but by the demand and supply. The changes in wholesale prices will be somewhat as follows:

No.	Old Price	New Price
No. 45	6	5 1/2
50	6 1/2	6
60	7 1/4	6 3/4
70	7 3/4	7 1/4
A. D.	7 7/8	7 1/2
80	8 1/4	7 3/4

ROMANCE BEHIND THE COUNTER.

AN OLD DRY GOODS CLERK'S STORY.

IT is now about twenty years ago, said Mr. Harry Jenkins, since I had charge of the silks and velvets in a city retail house. We did, in those days, a large trade with American summer tourists, principally in silks, velvets, kid gloves and real laces. Our tariff was 17 1/2, and the American tariff was over 50 per cent.

One hot summer's day an old gentleman wearing a holland wrapper came to the silk counter and asked to look at some black dress silks. He selected a French silk at \$7.50 per yard. He also selected the best black silk velvet we had for a mantle, the price of which was about \$14 per yard; also black Guipure real laces at \$6 and \$10 a yard; in fact he bought the best goods all round.

He said, "I'm from the State of Kentucky. I want a dress and mantle for my wife, the best I can get for money. I'm going to Montreal and will be back in a week. Now I want to make a deal with you people. I am going to meet my son and daughter in Buffalo on my return, and if you will send the suit across to Buffalo for me, free of duty, I will leave you the order to make it up and pay a hundred dollars down on it (as a deposit). I said it was impossible for us to send the suit across without paying duty. We were sorry to loose the sale as it came to nearly \$350. The old man, as it turned out, knew more about the matter than we did. Said he, "Why not fit it on one of these stylish young ladies. She can come over as my daughter; it won't cost either your people or the young lady a cent. She can wear it across and take her own outfit in a satchel. We will go over by boat, and she can return by train." The dress and mantle makers were consulted and the deal "went through." One of the young ladies undertook the rather risky commission. The old gentleman, along with his son and daughter, drove her through the city, and next day she told us the best in Buffalo was not too good for her, which turned out to be a fact, for two years afterwards she was married to the old gentleman's only son, who was a partner with his father, and the firm was worth half a million.

TOM SWALWELL.





HATS, CAPS AND FURS.

WARM weather has made the straw hat boom, and the execution of orders for this class of goods has kept every house busy. Broad-brimmed boaters seem to have the lead, and are likely to maintain it throughout the season, simply because they are a sensible hat. Canton braids are best for the general trade, but some other fancies are in demand for particular classes of trade. Mixed colors in hats are not in demand at all, the public having seemingly discarded them altogether.

The feature of the felt hat trade is the conservatism of the Canadian trade with regard to extreme styles such as broad brims. Neither in stiff nor soft felts has there been much of a demand for these new and extreme styles, and wholesalers have been forced to repeat in old blocks and in medium styles. Of course, there is always a certain amount of trade done in these extreme styles, and certain dealers take fairly large quantities of them; but the volume of the trade done is comparatively small.

Most of the furriers are busy manufacturing fall stock in garments, caps, mitts, etc. There is a large manufacturing business done in Toronto. Take, for example, the business done by A. A. Allan & Co. They have nine cutters busy all the time and over three score of workmen and workwomen employed on furs all the year round. Even then they have contracts with five other concerns in the city to manufacture for them. Then Gillespie, Ansley & Dixon, Thos. Dunnett, Bastedo and others do extensive business in the fur manufacturing. The fur goods manufactured in Toronto every year must have a very high value, for besides the wholesale houses, large retailers such as Dineen, Lugsdin and Rodgers do a great deal of this work, and many very high priced garments are made.

The volume of fur trade in the Northwest is, so far, much less than last year, but this is not an unexpected phase of the trade. Last year the dealers bought heavily and trade was not up to the mark, and the consequence is that present buying is not brisk. But when the crop is assured, and dealers have decided that trade will be good, then heavy sorting orders may be expected. Every person who sells in that district where fur garments are a necessity and where the fur trade is always large, must be pleased with the caution displayed by buyers, and wholesalers need not have sleepless nights wondering how their accounts in that district are going to be collected.

Military fur capes with butterfly collar seem to promise well for fall. Small fur ornaments for the neck will also be a novelty in the coming season's trade. Fur collars will be worn as usual, but some startling novelties will be introduced.

The travellers for A. A. Allan & Co. are still on the road taking sorting and fall orders, except in the Northwest and in the Maritime Provinces where their travellers have finished. They report a satisfactory season's trade.

THE RETAIL FUR TRADE.

A marked change has taken place in the retail fur trade of Montreal during the past few years, in consequence of retail dry goods merchants having gone into the business so extensively

that it now comprises one of their leading departments. This change was a matter of very easy accomplishment, as customers, when making their purchases of dry goods, were naturally induced to select their furs from the attractive assortments spread before them, until now a large proportion of customers go direct to the dry goods stores for their requirements. This has undoubtedly had a material adverse effect upon retail fur stores, which have lost a great portion of their former patronage and which has been a leading factor in precipitating the recent failures, showing liabilities of about \$120,000. Wholesale furriers, however, have experienced a good business, as they have had to supply the dry goods houses, which have no doubt pushed the sale of furs to a greater extent than if the trade had been allowed to run in its old channels; and as they were content to receive a less percentage of profit than the retail fur stores had been accustomed to make, this also had the effect of increasing the sales at the dry goods houses. These are among the causes which divert the course of trade in the present day from one channel to another, as business will tend to the cheapest centres, just as water finds its level.—Trade Bulletin.

TORONTO FUR MARKET.

The following prices give the approximate values of raw skins on the Toronto market. The quality determines the price to a large extent and hence the distance between the lowest and the highest price is extensive. Dealers here refuse to take very poor skins.

Badger, per skin.....	\$ 25 to \$ 75
Bear, black.....	15 00 to 30 00
Bear, brown.....	15 00 to 30 00
Bear, grizzly.....	10 00 to 20 00
Beaver.....	2 00 to 7 00
Beaver, castors, per pound.....	2 50 to 4 00
Fisher.....	50 to 7 00
Fox, cross.....	75 to 6 00
Fox, kit.....	10 to 45
Fox, red.....	25 to 1 50
Fox, silver.....	5 00 to 50 00
Lynx.....	25 to 4 00
Marten.....	75 to 2 50
Mink.....	25 to 1 75
Musquash.....	02 to 10
Otter.....	8 00 to 12 00
Raccoon.....	50 to 85
Skunk.....	25 to 1 00
Timber Wolf.....	25 to 3 50
Prairie Wolf, large.....	25 to 1 00
"    "    small.....	25 to 65
Wolverine.....	50 to 3 50

U. S. STYLES AND COLORS.

The following concerning the hat trade in the U. S. is gleaned from 'The American Hatter.'

"This is not much of a time of year to discourse upon styles, and as for colors everything goes that shades upon brown.

"The styles in stiff hats bought for fall trade are generally of medium proportions, showing a slight tendency towards higher crowns. The latest English derbys are very full in the crown, almost in the shape of what has been known in the trade as the "Hub" block. Brims on these English hats are medium in width and moderately set, the general effect being neat and natty.

"Soft hats hold their own in the general trade but show a decided falling off in the city wear. The stiff hat is evidently

about to resume its full sway in the large cities among well dressed men, although the tourist will be worn as an extra for travelling, sea shore and country wear. Indications point to a very heavy straw hat trade. The popular style for the masses will be the wide brimmed yacht and largely in coarse braids. For fine trade split straws are always popular, and advanced dressers will undoubtedly appear in soft finish straws with rolled brims and narrow bands. There was a disposition to revive the genuine Mackinaw, Japs having taken a back seat, but the Mackinaw season was a poor one, and it has been impossible to get enough good braid to make an impression upon the market. Genuine Mackinaws will be in it next season, if the braid can be had."

#### A PROHIBITION.

The following notice has been published in the Canada Gazette: "Referring to a proclamation in the Canada Gazette of 30th April, 1892, of the arrangement concluded between the Government of Her Britannic Majesty and that of the United States of America, for the continuation until the 31st October, 1893, of the prohibition of seal-killing in Behring Sea, —

"Public notice is hereby given that an order of Her Majesty the Queen in Council has been issued prohibiting seal-killing in Behring Sea until the 1st day of May, 1894, unless Her Majesty the Queen in Council otherwise directs.

"Dated at the office of the Minister of Marine and Fisheries, this 23rd day of May, 1893."

#### THE WOOL SITUATION.

THE wool trade in Canada appears to be in a much better condition than in the United States. Here for the past month the market has been firm for all kinds, and no immediate decline is expected. In the United States the market is in a very depressed condition at present, and the outlook for the coming clip is far from satisfactory for both dealer and grower. The large business accomplished during the first two or three months of the year gave promise that the stock of old wool on the market would be quite closely absorbed by the time that the new clip was available, and in this expectation dealers maintained a fair amount of firmness in prices long after the demand had fallen off. During January and February the woollen manufacturers were taking large orders for goods, and they were consequently free buyers of wool to make up the orders, which gave the market for raw material an activity that dealers had not looked for in the face of the result of the fall election. The cold winter which gave clothiers a chance to work off their stock of heavy goods was the inducement for the free buying of woollens, and until clothiers had fairly looked for their fall necessities they showed no disposition to hesitate regarding placing their orders ahead. The falling off in the demand for woollens was very quick, and manufacturers have booked but few orders during the past two months. The fact that the mills were well supplied with wool to cover their orders as fast as they were taken has made their wants, since orders ceased to come in, of a very moderate character, and instead of dealers finding their stock of old wool closely sold out at the advent of the new clip, they have awakened to the knowledge that there are still considerable supplies of old wool on the market to dispose of.

During the past few weeks the liberal offerings of new wools from country points have brought this knowledge more closely home to dealers' notice, and a more decided effort has been

made by them to get their old wool out of the way. Territory grades that were selling on the scoured basis of 57c. to 58c. per pound for fine, and 54c. to 56c. for fine medium, are now being offered freely at 53c. to 55c. for the former, while the latter can be picked up at 51c. to 52c. for strong staple warp wools. Bradstreet's, May 30th.

#### DOMESTIC WOOL IN TORONTO.

There is a little beginning to come in, and dealers are paying 17 to 18c. for good merchantable fleece combing, and for coarse unwashed 10c. and fine 11 to 11½c. The mills are still fairly well employed.

In rural districts the trade in wool is quiet, 18 to 20 cents being the ruling figure. Farmers are now engaged in washing and clipping, and it will be the middle of June before the spring clip is on the market. Until the last few days it has been too cold to permit of even the washing process.

#### SOME NEW PRODUCTIONS.

THE Worsted and Braid Co., of Toronto, have put on the market some new productions, which are worthy of the attention of those who delight in the progress of Canadian manufacturing. In a short time this company will have thirty machines on a corset lace which they are making, a number of new machines now being on the way from Reading, Pa., and Providence, R. I. This shows how progressive this company is. They have agreements already with two large domestic corset manufacturers by which the latter will purchase their whole supply of corset laces from the Worsted and Braid Co. But these are only one line of many which are now being made in their factory. Fancy silk laces in delicate patterns, are shown, and the blouses and dresses of the day are calling for quantities of this line. A plain spun-silk lace for ladies' vests and for top shirts is being made, and it will undoubtedly make a big impression on the market. They are making a very fine line of hosiery twine made especially for the requirements of the manufacturers of hosiery. Another line is a cotton shoe-lace, made to compete with an imported line called the "Can't break 'em." The manufacturers expect to control the market as they can undersell the foreign manufacturers. They also make rifle or tubular laces; and they are also making tan laces in all the different grades in which they have formerly made their blacks. They show both light and dark tans. The readers of THE REVIEW will gather from this summary, an idea of the enterprise which is being displayed on the part of the company, but the management acknowledges that many Canadian manufacturers have given all the encouragement possible to this new industry, for the reason that they believe in patronizing home goods as much as possible.

#### THE LAST ARRIVAL.

The last buyer to arrive from the foreign markets is Mr. J. W. Woods, of Gordon, Mackay & Co. Mr. Woods buys for all departments except the woollen department, and has the reputation of being a shrewd and capable buyer. He is a close student of markets, and knows the most of what is going on in the particular market in which he is. He is also an acute observer of mercantile methods, and is quite aggressive in this particular. He has spent over two months in British and Continental markets, and seems perfectly satisfied with his success.



### THE MONTH'S TRADE.

#### TORONTO MARKETS.

A FAIRLY brisk month has been experienced by the wholesale trade. The movement generally has been good, and many buyers have been on the market. Laces are in especially strong demand in various kinds, qualities, and colorings. White, creams, and two-tones lead. Summer underwear is brisk, as is light hosiery. Fast black is the color in the latter, except in ladies' hosiery, where colors are again to the front. All kinds of summer dress fabrics have received attention, although the volume of trade in these lines is not extremely large. The staple trade is fairly good, but some lines are being cut, much to the disgust of some of the dealers. Frilling are in good demand, but embroideries are comparatively dead. Some kinds of parasols are scarce, and the general sorting trade in these is fairly brisk, especially in fancies of all kinds. Men's summer vests and straw hats are receiving a great deal of attention, and orders are numerous.

Orders for fall are reviving somewhat, and buying is slightly brisker, which is no doubt due to the fact that brighter weather is fast lightening retail stocks.

W. R. Brock is now in his accustomed place in the trade, and after a six months' absence has not lost his interest in everything pertaining to the trade. He says he saw no country in all his worldwide travels which was as prosperous as Canada, and that while we may not have an El Dorado, yet we have a comfortable and prosperous nation.

In prints the leading varieties are heliotrope flowers on black, pink and cream grounds. There is a rage for these goods. Blue and red, red and black, and white and red are the leading combinations in drilletes.

The latest advices from Germany confirm the 1st of May advance of 10 per cent. in fancy braids, especially in ladies' military braids. The manufacturers are offering candid advice about placing orders for the next six months' requirements before July 1st, as another advance is expected then. The advance is caused by the requirements of fashion combined with the advance in wools. There will no doubt be a brisk demand for braids in the fall season.

Many buyers have returned from the foreign markets. Among the latest arrivals are Mr. D. O. Anderson, of Alexander & Anderson; Mr. Fisher, buyer for Wyld, Grasett & Darling's furnishing department; Mr. Blackey and Mr. Sanderson, buyers for John Macdonald & Co.'s haberdashery and staple departments respectively. Mr. Johnson, buyer for Wyld, Grasett & Darling's woollen department, has left on a buying trip. All the buyers report a rising market to buy in, and had to pay advances in many cases.

Letter orders are very brisk, and the enquiries are for very numerous classes of goods, but especially for the classes of goods which are advertised from time to time or mentioned in the reviews of the trade as published in THE DRY GOODS REVIEW. Hosiery, laces, curtains, summer vests, clearances, etc.; all these

have received attention from the increasing number of merchants who find letter orders a useful and expedient way of ordering goods. Most of the houses are now supplying their customers with order pads.

Angola shirtings promise well. These are taking the place of low all-wool fancy flannels shirtings, being cheaper, and standing well both washing and wearing. The wholesalers give them fancy names, such as Inverness, Loch Lomond, Ceylon, etc.

Payments during the past two weeks have been a huge improvement over the previous six weeks. Since the farmers have finished seeding, rural trade has improved and money has come in more freely from the quarter where it was scarcest. From the Maritime Provinces payments have been, comparatively, above the average, showing that the trade there must be in a strong condition.

Among the distinguished visitors to Toronto during the past month were Mr. Stevenson of Stevenson & Co., manufacturers of the celebrated Irish hand-knit hosiery, Newtonards, Ireland; and Mr. Harper of Harper's needle works, Redditch, England. Both had been to The Columbian Exposition at Chicago, and visited Canada on their return trip.

On the first of June domestic adamantine pins took a drop and now the discount is away down, quotations being made as low as 40, 10, 10 and 10 per cent. It seems that the National Pin Co. of Detroit has been gaining a foothold in the Canadian trade, and are determined to maintain what they have won. The domestic manufacturers resent this and the consequence is that the market is falling, and the manufacturers have given up their profits for the sake of their Irish love of a fight.

Fall underwear is coming in, already, to the wholesalers. Early deliveries of these goods are the best, because when there comes a big rush at the last to fill all orders, the goods generally deteriorate in many points. Retailers should consider this important feature of the trade.

W. R. Brock & Co.'s staple department is in full swing in their fall staples and report large sales. They have two special lines of gray flannel which are particularly good value, and also two lines of all wool blankets which stagger the trade on account of price and quality. They are well satisfied with their share of fall trade.

Wyld, Grasett & Darling have opened several cases of frilling, and now show all the latest novelties in silver light, ostrich, watteau, and hypatia. The latter is the newest thing out, and the demand for it is steadily increasing.

Gordon, Mackay & Co. report a larger demand for art muslins than is usual at this season, which can easily be accounted for when their stock of these goods is examined. It includes single and double fold muslins in a great variety of colorings, and newest designs, marked at their usual close prices.

Wyld, Grasett & Darling have a repeat of shot silk flounced parasols. These are scarce goods.

W. R. Brock & Co. are showing a nice lot of polka dot flannels. Wool delaines and navy and black serges are also moving very freely with this house.

John Macdonald & Co. have just passed into stock the largest shipment they have ever received of the justly celebrated Featherbone corsets. Several cases of art cushions, tea cosies, and head rests are also to hand.

In Gordon, Mackay & Co.'s staple department there is a huge pile of bleached sheetings containing some 300 pieces, 60

100 h, double warp, plain, suitable especially for single beds. This is a recent importation, secured at a price which enables C. M. & Co. to offer to the trade at manufacturer's cost.

Alexander & Anderson have new shipments of domestic goods in shirtings, flannelettes, flannels, tickings, cottons, etc. The goods were bought early, and they claim that as a consequence prices will be found to be right. Fall samples are coming forward.

Gordon, Mackay & Co., who claim to have one of the best assortments of flannelettes in the trade, have just added to their already complete stock a job lot of 1,500 pieces, English manufacture, comprising 45 patterns in stripes and plains. These, with their standard ranges give purchasers a choice of colorings, designs, and prices hitherto unapproached.

Caldecott, Burton & Spence are expecting several cases of black and cream silk guipure laces, which will be pleasing information to dealers, as these goods are very scarce in Canada at present. Their range of parasols for sorting trade is very good, and they are doing a steady trade in these goods.

Gordon, Mackay & Co. are showing a grand range of fine linens, noticeable amongst which is a choice line of five o'clock tea cloths and Damask sets, also several prices in 72-inch bleached Damask and napkins to match.

In their staple department John Macdonald & Co. have just opened two special lines of art muslins with heliotrope and other colored flower patterns, and another line with Madras designs, the latest novelty in these goods. Buyers who have seen these are much pleased with their taking appearance.

W. R. Brock & Co. have opened out their entire purchase of German knit boating shawls and evening wraps, which is much larger, more attractive, and of better value than in any previous season on account of their large trade in this line of goods. They have also opened out their cable repeat orders for their well-known lines of Hermsdorf's absolutely stainless black hosiery in 1—1 rib numbers C.O. and C.I. Back orders have been all shipped.

Caldecott, Burton & Spence have opened up a large shipment of laces, including cream, two-tone and beige cotton guipures, two-toned guipure insertions and Bourdon silk insertions and laces. Insertions are coming to the front this season, and the enquiry for these is very active at present. Two-tone and cream insertions are especially active. This house is just passing into stock a large shipment of cream and beige hand-made guipure insertions of the very latest designs. These have been in very active demand in European markets for some time back.

W. R. Brock & Co., anticipating the great demand for ladies' and misses' lace mitts, have laid in a very large stock of these goods. They show them in lace effects of lisle and pure silk, also taffeta, lisle and pure silk in plain goods. All the blacks are Hermsdorf's absolutely stainless fast blacks, with a guarantee ticket from the dyer attached to each pair. Their pure silk in lace effect to retail at 25 cents is an extra special line, and they claim fully 25 per cent. cheaper than if they were bought to-day from the manufacturer.

Caldecott, Burton & Spence report a strong sorting trade in parasols. They are offering special bargains in clearances of this class of goods.

Alexander & Anderson have received their first shipment of new fall prints; they have just arrived from Manchester and are

very choice goods. They have also received their samples of new autumn dress goods, and these are now in the hands of their travellers. In plain goods, whipcords and diagonals will still be popular for the autumn trade, and the prevailing color will be "Eminence."

John Macdonald & Co. are receiving large shipments of midsummer and fall prints. Brown and navy grounds with Eminence and Emerald flowers will be the leading varieties. All these goods have been purchased by a very expert buyer, and dealers will find in their stock all the leading novelties.

#### FROM FOREIGN MARKETS.

THE London wool market has been of a spirited character during May, competition between the home, French, and German buyers having been keen. Prices for the month have ruled higher with a tendency to great firmness. The yarn mills are mostly overworked.

Worsted coatings and serges are meeting with an improved demand from the United States and Canada.

Lace trade is brisk. Irish Guipure, Valenciennes, and Brussels laces have been in much favor, whilst anything novel has sold freely. Silk goods have had an improved demand, tulle, veilings, and goffered laces having sold well.

The demand for cottons is poor and prices are easy.

The Irish linen trade is holding its own; but the quantity of flax grown in that country has diminished during the past two years. The Ulster farmer is too old fashioned and thriftless, in spite of all efforts to educate him.

The Irish Textile journal speaking of the coming winter's woollen trade says: "The mode of doing business which has been generally adopted this year, viz., making a liberal selection of qualities and designs, and placing for these only moderate opening orders, would, in the opinion of many, be the very best that the trade could follow in all and every season, unless something very exceptional in the condition of the wool market presented a good and sufficient reason for departing from it. Some of the manufacturers, however, do not, for obvious reasons, at all like the system recommended. The leading makers approve of it thoroughly; indeed, to disapprove of it would argue want of confidence in their own productions, and in the value they were offering."

The run upon imitation hair-cloth for linings continues, and many Glasgow firms have a large number of looms working on these goods.

The print works of the Thornliebank Company (late Walter Crum and Co.), like most of the high-class establishments, are very busy just now, owing to the number of orders received. The Thornliebank Company is preparing to erect a large calico-printing machine, capable of printing both sides at once, and in 16 colors—8 on each side. The machine comes from Manchester.—Textile Mercury.

During the first four months of this year the English exports of prints show an increase of 19,400,000 yards over 1892 and 28,000,000 over 1891, for corresponding periods.

French linen manufacturers, pressed by the constant rise in prices of yarns, are demanding increases also. Both linen and jute yarns are dear, and flax of Russian and native growth is firm. Tows have been bought extensively at higher prices. The French flax crop suffered severely from the drought, and it is feared that the yield will be a poor one.

## CLOAKS FOR 1893-94.

THE cloak trade is a rapidly growing one, and these readymade garments are here to stay. Large quantities of these goods are now annually imported into Canada, and they find great favor with the general trade. For the better class of trade, of course, the ordered cloak will still be a necessity, but some very high-priced ready-mades are nevertheless imported.

For fall many orders are already placed. A favorite in the market is one similar to that shown in Fig. 1. Such capes as these are made from fine velvet, with a fur trimming. The cut is much liked because the large sleeves of the fashionable dress require either a jacket with balloon-like sleeves or a cloak of this description. This style looks very rich, indeed, in black velvet, with chinchilla edging on both itself and the plain umbrella skirt. Combinations of cloth and velvet will be fashionable; that is, the upper and smaller cape will be of cloth and the lower part or body of velvet. A garment exactly like Fig. 1 will be shown at the Columbian Exposition by a leading New York cloak house. The leading lengths will be from 32 to 34 inches.

Figure 2 is a design by the Cloak Review, and Figure 3 is a fashionable jacket. Both these designs show variations of the Empire style with the fashionable butterfly capes. Figure 2 shows a single-breasted jacket with fur trimming, and Figure 3 a double-breasted jacket without fur edging. Some of these jackets have simple round backed capes, others are shown with derby backed capes which are somewhat more showy. Some very fast selling lines have capes similar to the Butterfly, except that the fluting is lacking, and a plainer appearance is secured. The latter style with fur edgings are very neat and promise exceedingly well. Cavalry capes promise well, both in

cloth and fur. The short Butterfly shoulder cape gives a natty finish to these goods. They look well in beaver or lamb.

In colors there is an immense variety. Navy and cinnamon are two leaders, but nearly every color will have its representative. Every importer seems to have favorite shades of his own, until Fashion decides what shall be worn.

## WOMEN'S WEAR.

The German correspondent of the Cloak Review speaks of the coming season's trade as follows: "The goods which will be mostly used are the plain beavers or satens in black, navy, Russian green, and in new colors, such as medium, tobacco a new light green medium grey, and tan, with colored or checked backs. Cheviots, diagonal cheviots, and corkscrews are also demanded again. All these goods are made to perfection on your side, and we have very little chance to export them to your country.

"Colored silk velvet will be a prominent article next season. Jackets and capes, partly of cloth and partly of velvet, trimmed with fur, shall, in my opinion, be good sellers. Embroidery on cloth, as well as on velvet, is bought. Beaded embroidery, in combination with tinsel and narrow braid, in arabesque or with leaves and flowers, on velvet garments, are shown as a novelty.

"Mohair braids will continue to be a favored trimming next season. In buttons the pearl buttons, large size, will be preferred for the double-breasted jackets. As linings, the black or colored satin is applied. The changeable silks as well as the fancy silk are also used, but not so much as last

year. The principal trimming is undoubtedly the fur, for which there is a great demand for all kinds, although the prices are very high.

"It is no doubt of a sound state of trade that all materials are very high at present. Cotton goods as well as woollens and



FIG. 1.

silks are very high. Silk has never before reached the price it brings at present. Mohair yarns have risen considerably, partly on account of the demand for mohair braids. Everything tends to a good fall season."

#### THE MILLINERY TRADE.

**S**ORTING orders are not overly bulky but they are still numerous. Travellers are still on the road, although a few days later will find the most of them returning to their warehouses, and many of them will be getting two weeks of well earned holidays. The demand for goods is quite general as yet. Leghorns are very active, and straws of all kinds are receiving considerable attention, but these are the only features.

Reports from retailers indicate that the spring millinery trade has been up to the average in spite of the extremely unfavorable

some clearances at prices which make them very valuable to a retailer. Many retailers make big money from judicious purchases of such clearances. Their cloak orders this year have been excellent, and show a considerable improvement over previous seasons. They had an excellent range of samples, and when their goods commence to arrive about August 1st, they expect to place a large number of sorting orders. Dealers should not neglect to see their display in August and September. The cloak trade promises to be a great feature of the coming season.

S. F. MCKINNON & CO.

S. F. McKinnon & Co. provided for a good June trade, and so far have not been disappointed. They claim that the fine weather of the past two weeks has had a visible effect on business, and even in that short time the outlook has brightened considerably. They draw special attention to the following lines



FIG. 2.

weather. Payments are fairly good in most localities, although some houses are grumbling somewhat.

About the 1st week in July fall samples will be in and the early birds will be looking for indications of the coming season's styles.

J. D. IVEY & CO.

This firm has been doing a steady sorting trade, with Mr. McKinley in charge. Mr. Ivey is in the European markets, but will return about the end of the month. Their range for fall will be quite as extensive as in former seasons, and no doubt customers will find a greater variety than ever offered for their choice. Mr. McKinley stated that he thought milliners would give a great deal of attention to velvets this fall.

REID, TAYLOR & BAYNE.

Mr. Taylor is in Europe buying novelties, pattern hats and stock for his firm. July will find most of these ready for inspection. They expect their travellers to finish this week; and, when they go out again they will carry fall goods. By a reference to their advertisement it will be seen that they are offering



FIG. 3.

in their stock:—Flowers, leghorn hats, sailor hats, laces, ribbons, veilings, parasols, plain and shot silks; these, they claim, are not only right in characters, but also fine value. For the next two weeks this firm will offer big inducements to clear odd lines previous to stocktaking.

The innovation this season of the washable duck and other fabrics, such as chevots, madras and coxsackies is a feature of more than ordinary attractiveness. The white duck suit, with the wide skirt and the puffed sleeve and the big double breasted lapel and deep roll collar, is one of the deftest conceptions that was ever launched. It is so white and so clean, and so adapted to the various types of the warm weather damsel, that it will have a great run, rest assured.

The large increase of silk consumption can best be learned from the fact that the conditioning establishments at Lyons, France, have prepared about 40 per cent. more silk during the past three months than for the like period of last year. The figures are 5,350,000 kilograms for the first quarter of 1893; in the same period of last year they were only 3,880,000 kilograms.

# KNOX, MORGAN & Co.,

**Wholesale  
Dry Goods  
Importers**

**HAMILTON**

Give  
Us  
A trial  
Order

## SPECIAL REPEAT IMPORTATIONS

### LETTER ORDERS

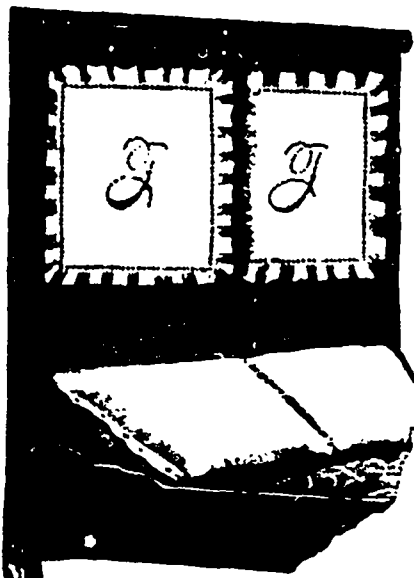
Receive careful  
attention, and  
prompt shipments  
made.



Parasols, Veilings,  
Gents' Silk Ties,  
Emb'd China Silk Handkerchiefs,  
Salisbury Costumes,  
Hemp Carpets,  
Crankie Shirtings\_\_\_\_\_

STOCK IN FIRST-CLASS SHAPE FOR SORTING SEASON.

## The Tarbox Pillow Sham Holder



POSITION OF SHAMS RAISED.

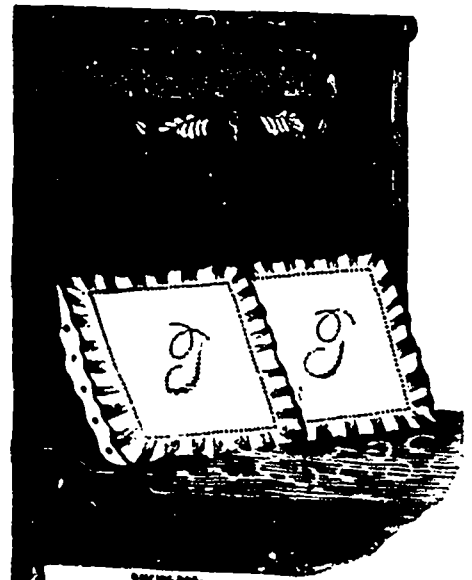
Does just what the cuts represent. Lifts the Shams straight up without folding or creasing them.

**A Fact.** A Laundered Sham will last, looking nice, ten times as long as is possible by the use of any other holder, known to us.

### WE DESIRE YOUR PATRONAGE !!

FIRSTLY.—Because we have spent hundreds of dollars advertising the goods teaching the people where and how they differ from any other holder. . . .

SECONDLY.—Because these are saleable goods for dry goods houses—where people buy the material to make Shams, they should be able to buy the holder. . . .



POSITION OF SHAMS LOWERED.

Shams are used for effect, and, if they are folded, creased and soiled their usefulness is spoiled. With our Holder they are raised and lowered without folding, that is why they last longer and look nicer. Ladies spend days beautifying their Shams with delicate designs, by the use of our Holder that work always shows in all its perfection without the usual crease through the centre at which point all folding holders cause a soiled streak. On receipt of 75 cts. (the retail price) we deliver a sample pair to any address in Canada, where there is an Express Office. **Liberal Trade Discount.** Orders for enclosure receive our prompt attention. Bills collected through consignees.

Address, **TARBOX BROS.,** TRUTH BUILDING,  
73 ADELAIDE ST. WEST, Toronto, Ont.



### THE FURNISHING TRADE.

**F**URNISHINGS have been in active demand this month. Drill vests are leading the cashmeres. Half hose is in good demand. Light colored neckwear in bows, Derbys and knots is in good and steady demand. Colored shirts and various kinds of flannelettes are active.

#### THE NEW WATERPROOF PROCESS.

If there is one feature of the present day more noticeable than another it is the rapidity with which labor-saving and economy-making inventions follow each other. One of the latest inventions submitted to the public is one by Mr. William Farquharson, merchant tailor, of St. Peter street, Montreal, who has recently patented a process for rendering ordinary clothing entirely waterproof. It differs considerably from the process now before the public, judging by repeated and severe experiments it contrasts more than favorably with any yet on the market. The process does not injure the color or the quality of the cloth, and it can be, and is being, adapted to ordinary tweeds and other wearing apparel of every grade from the heaviest to the lightest texture.

#### UMBRELLAS SUPERSEDED,

A proposal to make London, England, a glass roof is made by Mr. J. Newton Mappin. The plan resembles one in Mr. Bellamy's "Looking Backward." Mr. Mappin says: "The covering of Cheapside, Poultry, Queen Victoria street, Regent street, Bond street, or Oxford street with a glass roof may appear a Quixotic suggestion—but other at first sight less practicable schemes have been launched successfully, and the world has not ceased to revolve on its axis in consequence. Nothing can have a more miserable and tawdry appearance than a leading London thoroughfare on a wet day. A change from the condition of things would be delightful to all people concerned. If I say the outlay would be returned in a few years, owing to the increased flow of business—and to the lessened expenditure upon paint and cleaning—I should be under the mark. Our wood and asphalt streets would be dry, perfectly safe in all weathers, and the lease of life doubled or trebled. If the rain water were not preserved for domestic use it could be usefully applied in flushing the sewers with clean water instead of liquid mud. The health of the inhabitants would be greatly benefited by breathing a dry atmosphere instead of a damp, humid one. Our clothes, boots, hats, and general comfort would not suffer as they do now." But what will the umbrella trade say?

#### THE JOBBERS.

Wyld, Grasett & Darling have just opened up an assortment of summer vests or waistcoats, which includes cashmere in single and double breasted in various qualities. Their range includes some very choice goods. Linen vests in tasty patterns are also shown, and are preferred by many people on account of the better appearance after laundrying. Dark ground vests with fancy spots and small figures are in good demand.

Greene, Sons & Co., Montreal, note an increased trade in gents' furnishings brought on by the fine weather. They have received a number of sorting orders for their reinforced shirts, also summer underwear. Excessively wide brimmed straw hats

will be all the go, according to Mr. Radford, for men's wear this summer.

Wyld, Grasett & Darling are showing their well known brands of English collars, Grandee and Glendowe, in various heights, from 1 5/8 to 3 inches, and in sizes 14 to 18 1/2. They have been selling these goods for the past four years and have never had a complaint from buyers. Each season shows an increase in the volume of sales, and they are now staple stock. Their neckwear samples for the autumn season are now in the hands of their respective travellers, and will be found quite equal to their usual standard of excellence. A fine range of summer neckwear is now in stock, including colored cambries, in puffs and derbys; white dress bows, all sizes and shapes.

W. R. Brock & Co. have bought a manufacturer's stock of sateen outing shirts in white grounds with hair stripes of blue, red and black. These goods can be retailed at a dollar, and are a splendid imitation of silk goods at three times the price.

A bargain is being offered by John Macdonald & Co. in 800 dozen of drill and cashmere vests, being the surplus stock of a West End London (England) manufacturer. The goods are of the latest London designs and patterns, and certainly cannot be beaten in style and finish. A shipment of white pique flat ties is also to hand; also white China four-in-hands, fancy pique derbys and the World's Fair bows. This latter is a very taking piece of neckwear. A German braid four-in-hand is the latest novelty in washing ties. The patterns and colorings are suitable for summer.

Wyld, Grasett & Darling have a special line of absolutely stainless black half-hose which can be retailed at 12 1/2 cents a pair, or ten pairs for a dollar, which is something unusual. In fact, their range of half-hose at the different prices is so extensive that no buyer could desire more. Their stock of men's natural wool, natural balbriggan, and brown balbriggan underwear is complete in all sizes from 32 to 46 inches. They show a variety of qualities in each of these different makes.

W. R. Brock & Co.'s well-known line of white dress shirts called the "Monarch" have been greatly in demand this season, and their output has been double that of any previous season, particularly in their Nos. 20, with cuffs, and B. 20, with bands, which can be retailed at \$1 each.

W. R. Brock & Co., in their woollen department, are showing a very handsome range of cream ground worsteds, with colored silk stripes and checks, suitable for ladies' and men's vests, outing coats, blouses, etc. These are the leading fashion for the season.

Athletic jerseys in cotton and worsted, both long and half sleeves, are shown in great range in black, navy and royal and various combinations of 1-inch stripes, by Wyld, Grasett & Darling; also bathing trunks and suits in great variety.

A dry goods merchant of West Lorne is reported to have lost nearly \$200 of goods through a dishonest clerk.

The store belonging to Mr. J. J. McKenna, of Dublin, was entered the other night, and a lot of shirts, silk handkerchiefs, and two rubber coats taken.

Newlands & Co., Galt, expect to occupy their new wing in June or July. The new premises will be well equipped, and will be lighted by electricity. The firm have a splendid exhibit of their fancy linings at the World's Fair. Mr. Stouffer now represents the company on the road.



**MILLINERY** AND**Reid, Taylor  
& Bayne****STRAW GOODS**

*The month of June is generally a busy one in millinery circles, and the present is no exception, judging from the continued daily rush to our warehouse. We have the largest and best assorted*  
**General Millinery Stock** *in the trade to-day.*

**Leghorn Hats.**

*Have been advanced in price by the manufacturers during May. Low priced and medium Blacks have been very scarce. We secured a heavy stock at old prices and have every grade in Black and White, up to No. 24.*

**Children's Silk, Lace, and Muslin Caps,  
and Tam O'Shanters.**

*Special attention is given to this Department. We have a very large assortment.*

**Straw Hat Department.**

Sailor Hats, White and Black.

*Newest and correct styles—all prices. Clearing-out lots of Ladies' and Misses Hats at very low prices.*

**Flowers.** *This is where we excel at present. Stock of wreaths for June and July trade is very large, and values not excelled anywhere. We have a number of lines at closing-out prices well worth the attention of large buyers.*

**Ribbons.** *Double Faced Satin. All Silk Ribbons in colors, and black—best value in the trade. Fancies at closing-out prices.*

**Laces.** *Black Silk Chantilly. White and colored Irish Point Cotton Laces for dress trimmings, and various other makes.*

**Veilings, Veils, and Mourning Goods.**

*We carry the largest assortment in the Dominion. Correct Styles.*

**A few days more will bring stock-taking. Now is the most advantageous time for buyers to visit our warerooms.**

**REID, TAYLOR & BAYNE**

210—214 St. James Street, MONTREAL.

9 and 11 Wellington St. East, TORONTO.



### DRIVES AND BARGAINS.

**BELTS AT \$2.25.** CALDECOTT, BURTON & SPENCE report that the fashion this year will require belts of a double and single bodice nature, and they are now moving actively. They show a special line of blacks and tans at \$2.25, not ordinary value.

**\$50 DOZEN DRILL VESTS.** JOHN MACDONALD & Co. are showing a special shipment of vests in drill and cashmere. These vests can be retailed at \$1.25 to \$1.50. These goods are one-third below regular value.

**WIDE-WIDTH PRINTS.** W. R. BROCK & Co. have cleaned out a lot of American wide-width prints, delaine patterns--a manufacturer's stock. The regular wholesale price of these goods is 18 cents, but they have purchased them so that they can be retailed at 12½ cents and yet leave a good margin to the dealer.

**TOP SHIRTS AND TIES.** JOHN MACDONALD & Co. have a job line of top shirts. Quantity limited. These can be retailed at 50 cents. Also, 500 dozen job four-in-hand ties, to retail at 10 cents. Both lines are extra value.

**JOB TROUSERINGS.** W. R. BROCK & Co. have a job line of trouserings just passed into stock. This includes light and medium colors in small line stripes. Samples on application.

**685 PIECES ART MUSLIN.** GORDON, MACKAY & Co. have lately secured two special lines of art muslins, choice patterns and colorings, and are offering them at 25 per cent. less than regular value. These deserve inspection.

**APRON MUSLINS AND ART SILKS.** JOHN MACDONALD & Co. have a line of 28-inch satin checked apron muslins which they are offering at 20 per cent. less than regular prices. These are fine quality goods. A new line of 30-inch art silks in new fancy colors and designs at specially low prices. These are handsome goods.

**2,500 PIECES VICTORIA LAWNS.** JOB Victoria Lawns have always been a special feature of Gordon, Mackay & Co.'s muslin department, and they are this season offering better value than ever. This last shipment of 2,500 pieces is attracting the attention of close buyers.

### PILLOW SHAM HOLDERS.

**SPECIAL** attention is called to Tarbox Bros' advertisement in this issue. This firm have been doing business since 1887, and the secret of their success seems to be in putting into the market superior goods in their lines of specialties. They are now meeting with their usual success in introducing their Sham Holder, which is given their own name for advertis-

ing purposes. Their holders have all the appearance of perfection and must eventually displace all old style folding holders; as there is no injury done the finish of the bed, and the shams lend beauty and cheerfulness to the bed and room whether covering the pillows or raised for the night. The shams being raised straight up without folding, retain all their richness of finish always exposed to view without creasing or soiling the center, as is usually the case. The retail price is lower than the next best Holder sells at, and they claim to be able to offer the trade liberal inducements to handle their goods.

### SOME NOTICEABLE FACTS.

**SOME** facts more noticeable than others, and when it is known that a wholesale dry goods house needs nine horses to do its delivery work around the city, then the fact that a trade which is so large in one city must be very large when the whole country is considered, becomes very noticeable. Mr. J. K. Macdonald, of John Macdonald & Co., takes a personal pride in his horses, and, as a consequence, they have nine of the finest horses, in their class, to be seen on Toronto's streets.

Another noticeable fact concerning this enterprising firm is a new vault they have had built for them by Goldie & McCullough. The vault is 9 feet wide and 12 feet long. The lower or basement part is 14 feet high and the upper or office part is 16 feet high with a gallery. The outside wall is of brick, 14 inches thick; then comes a space of 2 inches filled with cement, and then another wall, and inside it is lined with ¾-inch steel plate. The fittings are all made of the best japanned steel, and the shelving is of the same material and moveable. The filing system is perfect, and the vault first class in every respect. It surpasses anything of the kind in the trade. It is simply perfect, and is very commodious, as is easily seen when it is considered that the whole height is 30 feet.

### DRY GOODS MEN MEET.

**T**HE dry goods section of the Toronto Board of Trade met on the 5th inst., with President Stapleton Caldecott in the chair. Mr. W. R. Brock was present for the first time since his eastern trip, and received a cordial welcome from the members. The question of tariff changes was discussed, and a committee appointed to draft a memorandum of the desired alterations for the information of the Dominion Government, said committee being composed of the chairman and Messrs. Wyld, Allan, Anderson and Blackley. The postal arrangements were again considered, and the section noted with satisfaction that in addition to the ordinary European mails eight supplementary mails monthly had been provided, and the improvement was working satisfactorily, but the members regretted that the Grand Trunk railway had not materially improved the mail service between Toronto and Buffalo. Notice of motion was given to consider the practice followed by certain retail firms of giving their book accounts as security to wholesale houses, with a view to deciding whether the practice was advisable, and, if so, to secure legislation requiring the registration of such assignments. A resolution was unanimously adopted condemning the postal regulation which sends all unstamped letters to the dead letter office, thereby causing vexatious and serious delay, and asking the department to adopt the English procedure of delivering unpaid letters and collecting double rates thereon.

**WHO PLAYED THE JOKE?**

Some person played a joke on the dry goods trade by inserting the following advertisement in the Toronto Globe of June 3rd:

**"SALESMAN WANTED--IN GENERAL** store--Dundas county; with about two years' experience; prefer one enjoying the blessing of holiness as taught by Rev. John Wesley; state salary with board; send photo. reference last employer and minister. **GLOBE** office, Box 547."

Wonder if any person applied.--wages would likely be two dollars a week. No; it must have been a joke.

**BUSINESS CHANCE.**

**INDENTS.** AN OLD ESTABLISHED FIRM IN LONDON is open to be appointed buying agents for dry goods and general warehousemen. Terms moderate. Address D. & M. care of Watson's Advertising Offices, 150 Fleet St., London, England.



**Mantels, Grates and Tiles, Office and Store Fittings and Furnishings.**

**Stock still Complete and well Assorted in Every Department.**

# Novelties . . .

## ARRIVING WEEKLY

Special Lines are being offered at a Big Reduction from usual prices to clear.

Orders by Letter, Telephone or Telegraph receive attention.

# D. McGALL & CO.

**WHOLESALE MILLINERY and FANCY DRY GOODS.**

TORONTO,  
12 and 14 Wellington St. E.

MONTREAL,  
1831 Notre Dame St.

LONDON, (Eng.), 12 Falcon Ave.; Aldersgate St.

# S. GREENSHIELDS SON & CO.

**GENERAL DRY GOODS MERCHANTS MONTREAL**

# LACES

Just Received

Black Silk Laces, Cream and Ecu Irish Point Laces. . .

# Velveteens . . .

A large assortment, Black and Colored.

# LISTER & CO.

(LIMITED)

## Manningham Mills

**BRADFORD, - - ENGLAND**

(Paid up Capital \$10,000,000)

**Are the Largest and most Reliable Makers of Pile Fabrics in the World.**

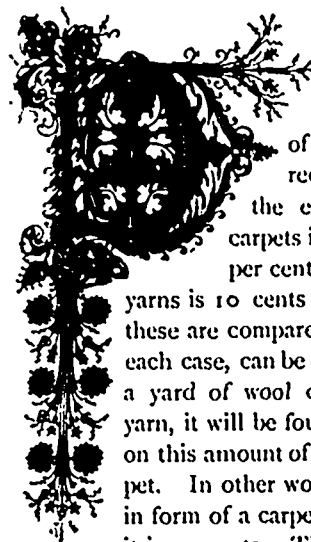
**Silk Seals. Silk Velvets, Black and Colored. Dress, and Millinery Plushes, Etc. Silk, and Mohair Furniture Plushes, Etc.**

To be had of all the Leading Wholesale Houses in Canada.

Sole Agents for the Dominion:

**H. L. SMYTH & CO., - Montreal and Toronto.**

## CARPETS AND CURTAINS.



DOMESTIC carpets are certainly growing in public favor, but there is one way of giving the consumer cheaper unions and woollens of home manufacture, and that is, to reduce the duty on yarns. Here is the explanation: The duty on wool carpets is 10 cents per square yard and 20 per cent., and the duty on wool or worsted yarns is 10 cents per lb. and 20 per cent. When these are compared, the 20 per cent., being equal in each case, can be omitted, and when it is known that a yard of wool carpet contains about  $1\frac{1}{3}$  lbs. of yarn, it will be found that the duty is 3 cents higher on this amount of yarn than it is on a yard of carpet. In other words, the duty on  $1\frac{1}{3}$  lbs. of yarn in form of a carpet is 10 cents, while in its raw state it is 13 cents. Thus the domestic carpet manufacturer has less protection than the domestic yarn maker, and the Canadian tariff is more favorable to the foreign carpet manufacturer than it is to the foreign yarn maker. This is a policy on the part of the Government which must be strongly condemned, for surely the two manufacturers have an equal right to protection and a right to equal protection. If these duties were equalized the price of Canadian wool carpets would drop and the consumer be benefitted by the removal of this tariff incongruity.

JOHN MACDONALD & CO.

The carpet department of John Macdonald & Co. has received a shipment of domestic all-wool carpets in some very new designs and colorings. These are a few new patterns procured especially for the sorting trade. Their travellers are now out on the road with fall samples. Stock will commence to arrive about July 1st and shipment to retailers will commence about August 1st. Mr. Dewar, the head of this department, is at present laid up with acute inflammatory rheumatism in one of his feet, and will be confined to his room for some time.

GORDON, MACKAY & CO.

The manager of Gordon, Mackay & Co.'s curtain department reports a lively demand for lace curtains this month, white being asked for in the better grades and cream in the lower lines. This firm has received a further repeat of several numbers which have proven exceptionally good sellers.

THE TORONTO CARPET CO.

Since June 2nd Mr. Murray, of the Toronto Carpet Co., has been wearing a smile as bright as the colors in the beautiful carpets made by this firm. On that day R. G. Dun & Co. announced that Canadian manufacturers had now improved their methods so that it was possible to get a domestic union or woolen carpet as good as, if not better than, any imported goods. The excellence of domestic productions has thus been recognised—it may be said, officially—and henceforth the buffeting of the waves of prejudice will be less felt by the manufacturers. The Toronto Carpet Co. are advancing rapidly in their production of Axminsters. One contract is just being completed for 400 rugs of a single pattern for a Montreal house. Their machinery is being rapidly perfected by workmen employed in the building. They have their own model maker and machinists and their own patents, and before another year expect to have their machinery all perfected and to be able to make a huge

output every year. Their latest move forward has been to bring over a designer from Philadelphia, and will now make their own designs, instead of buying them from Philadelphia designing firms. They have also added considerable new machinery, such as the latest patent scourers, hydro-extractors, etc. They have constructed a new machine for the manufacture of fringes for their Axminster rugs, and are turning out an excellent quality in this line.

## BRITISH NEWS.

The well-known floorcloth and linoleum business of Michael Nairn and Co., of Kirkcaldy, has been converted into a limited liability company under the style of Michael Nairn and Co., Limited. This has been effected by the admission of the firm's representatives in London, Manchester, Glasgow, Paris, and elsewhere, together with the managers and foremen of the works as shareholders. There is no change in the conduct or management of the firm.

The British carpet trade has been languishing for a considerable period, exports having shrunk, while the home trade has not been maintained at its ordinary level. During the four months ending with April in 1891, 1892, and 1893 respectively, the shipments were 3,705,200, 3,469,800, and 3,145,700 yards, the decline, it will be seen, having been steady. The falling-off in values comparing the first four months of this year with the corresponding period in 1891, amounts to nearly £60,000. The decline is almost general, the only increase being under the heads of Chili, Argentina, British North America, and "other countries."

## TENNYSON AS A CARPET-CLEANER.

The "Gentlewoman" prints the following anecdote of the late Poet Laureate:—A married couple, old friends of Tennyson, who had been travelling in the East for some years, returning to England, wrote to the poet to announce their whereabouts and beg him to go and see them. Accordingly one fine afternoon Tennyson betook himself to Shepherd's Bush, and on ringing at the bell he learned they were not at home. "Well, then, I will just write them a note, and arrange for a day of meeting," said he to the housemaid. Forthwith he was conducted to the drawing-room, where quills, ink, and paper were supplied. When signing his name to a polite little note, Tennyson, by a jerk of the elbow, overturned the ink-bottle, and great was his dismay at seeing a large pool of ink spreading rapidly over his friend's new white Persian carpet of matchless beauty. Horror-struck he rang the bell. Up ran the servant. "For goodness sake, help me!" cried the poet. Now it happened that the milkman had just left a can of frothing milk at the door. And the intelligent handmaid remembered, in the nick of time, that new milk if thrown over wet ink would remove all traces of the despoiling fiend. Accordingly she overturned the jug on the large black pool, and with house-flannel and cloths set about rubbing and scrubbing at the stain. Down went Tennyson on his hands and knees rubbing and scrubbing with his little helpmate. His agony of mind for fear that his old friend should knock at the door and suddenly appear on the scene of disaster he often described in later days, declaring it "to reach the infinite." With such a good will did this strange couple work together that every trace of ink was removed. "Here is a five shilling piece, my good girl," cried the poet, "and God bless you!" With that he seized his hat and made for the door. Some weeks later an invitation to dine with his old friends reached Tennyson. He went. And the carpet was in no way alluded to on either side.

# Goods for Present Season



**PINK AND CREAM CHALLIES.**  
 PRINTS in all the fashionable colors; values unsurpassed. . . . .  
**ART MUSLINS, Art Furniture Goods, Art Cretonnes, special lines.**  
**LADIES SUMMER VESTS** at very low prices, immense ranges. . . . .  
**LADIES HOSIERY AND GLOVES** at very low prices, immense ranges.  
**LACES AND EMBROIDERIES,** new ranges just to hand. . . . .  
**SUMMER TIES, Vests, English Collars** in every height, and a fine range of Men's Furnishings. Suitings, Cricketing Flannels, Halifax Tweeds, Tailors' Trimmings, Etc.

ORDERS SOLICITED

**WYLD, GRASSETT & DARLING**  
 TORONTO.

# W. R. BROCK & Co.

Are meeting the requirements of the times in the trade of Canada, both in respect of the quantity and quality of goods held in stock all through the year, and also in the matter of

## PRICES

We meet all fair competition and conduct business on business principles. . . . .  
 We ask the trade to examine our samples now in the hands of our representatives on the road and note the quotations. . . . .

**W. R. BROCK & CO.**  
 TORONTO.

# ALEXANDER & ANDERSON

We have in stock the following seasonable and desirable lines for the midsummer trade, viz.:

Printed French Delaines.  
 Scotch Zephyrs and Chambrays.  
 New Prints in dark grounds, reds, indigos, etc.  
 American and English Challies, nice range.  
 Satin Check Dress Muslins, Lawns, etc.  
 Summer Silks, small and medium checks.  
 Colored Surah Silks, Merves, Failles, etc.  
 Black and Col'd Velveteens--Bronze, Greens, Fawns, Slates, etc.  
 Navy and Black Dress Serges--full range of prices.  
 Cream, Cardinal, Wood Brown and Fawn Dress Serges.  
 Printed Flannels, in spots, stripes and fancies.  
 Union Cashmeres, all colors, also full range of blacks.  
 Wool Cashmeres, in scarce shades, such as Cream, Pale Blue, Cardinal, Pink, Coral, Salmon, Navy, etc.  
 Black Grenadines, various prices.  
 Art Muslins, specially cheap lines.  
 Cretonnes--full range at popular prices.  
 Parasols and Umbrellas nice assortment.  
 New Frillings, Veilings, Embroideries, Hosiery and Gloves.  
 Lace Curtains, all prices, special value.  
 Domestic and Imported Flannelettes in great variety.  
 Just received, a full range of our celebrated and well-known Black Henriettas in Jet and Blue Black, A 1 value.

NOTE.—We are now offering some specially cheap clearing lines in Dress Goods and Prints, also odds and ends in every department, to which we would direct the attention of merchants when in the city. INSPECTION RESPECTFULLY INVITED.

43 FRONT ST. WEST, **ALEXANDER & ANDERSON**  
 TORONTO.

# CALDECOTT, BURTON AND SPENCE

DRESS GOODS, SILKS, HOSIERY AND GLOVE IMPORTERS

The LATE SEASON will cause a GOOD SORTING TRADE for which WE HAVE PREPARED

We hold a large stock of **PARASOLS**, several fabrics and choice handles.  
 In **LACES**, we are showing **Pointe D' Irelande, Black Silk Guipure, Wire Grounds, Spider Web Grounds**, in two Tone, Cream and Black.  
 In **SILKS**, Shot and Plain effects, **Surahs, Pongees**, and **Peau de Sole**.  
 In the **DRESS DEPARTMENT** the special feature is a fine range of **Whipcords**, all shades; **Bengalines**, all shades; and a splendid choice of **Printed French Lisses**.

**CALDECOTT, BURTON AND SPENCE**  
 TORONTO

## TRADE CHAT.

WHEN, says the St. John Globe, Messrs. W. W. Turnbull and Simeon Jones advanced the \$200,000 to Messrs. Parks & Son (Ltd.), to pay off their pressing indebtedness and get clear of the Equity Court, it was arranged that the money would be paid back in quarterly instalments at the rate of \$40,000 a year, with interest at 7 per cent. and commissions. The first quarterly payment of \$10,000 fell due last week and was promptly met, principal, interest and commission.

Belding, Paul & Company, Limited, of Montreal, are to erect a new mill.

The dry goods stock of Patterson & Co., of Lindsay, was sold recently at 50 cents on the dollar.

Mr. Prudent Beaudry, once a dry goods merchant in Montreal and latterly a prominent citizen of Los Angeles, Cal., is dead.

Messrs. Bedard & Papillon are building up a fine business in hats and furs, at retail, in Quebec, where they have an attractive store.

Mr. Geo. Bulford, of Athens, a merchant tailor, undergoing an operation to his hip, died while it was being performed. He was 40 years old.

The dry goods stock of A. Kern, of Waterloo, valued at \$6,820, was sold by auction to Adolphe Kernzoeger, of Newton, at 75½ cents on the dollar.

David Munshaw, for many years traveller for Clinton E. Brush & Co., of this city, died at Flesherton on the 7th inst. He was well known to the trade.

A new ruling by the Controller of Customs states that measuring tapes, whether in cases or otherwise, are properly dutiable at 25 per cent. under item 296 of the tariff.

Mr. Charles Kavanagh, a man about 23 years of age, employed in the dry goods establishment of Mr. R. J. Vincent, of Bracebridge, lost his life by drowning on the 4th.

Mr. E. E. Willson, of the Beaver Mills Woollen Co., of Union and St. Thomas, has started a branch store at Clinton, Ont., for buying wool and doing custom manufacturing.

The dry goods stock of Jennings & Co., Simcoe, was sold at Suckling's on the 16th ult., to Oscar Hendry, of Simcoe, for 60 cents on the dollar. The worth of the stock is estimated at \$23,400.

The Canadian Boards of Trade are passing resolutions which are hard on American silver, and U. S. currency is becoming extremely unsuitable and unpleasant for a merchant or tourist to possess.

The Hamilton Board of Trade is endeavoring to arrange to have the G.T.R. and C.P.R. to issue stop-over tickets for the World's Fair visitors, and will ask the City Council to grant \$175 for expenses incidental thereto.

Mr. Robert Linton & Co., Montreal, have sent a cheque for \$100 for the Firemen's Benevolent fund in recognition of the valuable services by the firemen in saving their warehouse from destruction by fire on the 11th inst.

We had a pleasant call this week from Mr. Cameron, representing the J. B. McLean Co., Toronto, publishers of five excellent trade journals, one at least of which should be taken by every business man.—Kemptville Advance.

The hat factory at Truro, N.S., is being enlarged, and the business will be extended. Mr. Saurrier, who has conducted the

manufacture of soft hats at Yarmouth, has secured an interest in the works at Truro, and will manufacture at the latter place.

Mr. Wm. J. Murray, of the firm of Murray & Taylor, dry goods merchants, Kingston, Ont., died on the 31st ult., from abscess in the head, resulting from a cold contracted two months ago. He was 38 years old, and a much respected business man.

The stock of F. W. Long & Co., of St. Mary's, consisting of dry goods, clothing, millinery, etc., was sold on the 17th ult. by J. W. Jones, London. The stock amounted to \$1,296.90, and was bought by F. G. Ramsay, of Chesley, at 59¾ cents on the dollar.

Read that article on page 6? entitled "A Suggestion," then write a post card or a letter containing, in a few words, your views on the matter. If you are very modest mark on it "Not for publication," and then it will be used only for the editor's information.

The stock of James H. Shearer, insolvent dry goods merchant, of this city, which was put up at auction and withdrawn on the 25th ult., was again put under the auctioneer's hammer on the 3rd inst., and sold to John Rennie, of St. Catharines, at 54 cents on the dollar.

Mr. Andrew A. Allan, of Montreal, confirms the statement telegraphed from London that arrangements are now under way for the conversion of the Allan line into a joint stock company. Mr. Allan thinks a faster Atlantic service will be inaugurated. It would help the dry goods trade very materially.

Messrs. Wilson, Hall & Co., Colonial merchants and bankers, 63 Queen Victoria street, London, England, have changed the style of their firm to Messrs. Henry W. Hall & Co., but no alteration will be made in the management of the business, which will remain as before.

The commercial travellers of this city celebrated their entrance into their new rooms in St. George's Hall on May 18th with a most successful entertainment. The new rooms are tastefully furnished and very capacious, and the occasion was one in which the hospitalities of the travellers were given full play.

The Provincial Government of Ontario are sending out copies of Mr. Waters' Bill to amend the Assessment Act, to all the municipalities, for an opinion. What good it will do, nobody knows. It cannot educate anybody on the nature of the nice principles involved; only a pamphlet on the subject could accomplish that.

A merchant in an Eastern city advertised for a clerk, giving the list of qualifications he desired should be possessed by the employee. Among other requirements, the clerk must be "one who has a taste for reading trade journals with a view to being well informed." That merchant had a lot of good sound brains in his head.

The Montreal Board of Trade Council held a meeting on the 6th inst., and decided that the new building should be formally opened about the end of the month, if the necessary arrangements can be made in time. The daily meetings of merchants seem to be found very profitable; and besides this benefit, the new Board of Trade building has produced several very beneficial results.

The Canadian Haircloth Co., St. Catharines, Ont., are adding a number of new looms to their factory, and will double their present capacity. They have recently placed a steam engine as auxiliary to their water-power. There is rumor of a



*Letter* \* \*

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*Order* \*

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*Department*

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*HAVE* you anything in stock you want to clear out before the Fall campaign? Have you any lines you want to make a run on? • • The way to sell them is by telling the retailers you have them. The way to tell the retailers is by advertising in *THE DRY GOODS REVIEW*. Before your traveller has left your office the advertisement has had an interview with the probable buyer. The buyer may be out of town when the traveller calls, but he has *THE REVIEW* in his pocket. The country dealer may be located "much out of the way," and may be busy when your traveller calls, but is always at home to *THE REVIEW*. Your letter order department should pay you an extra profit of 4 per cent. Develop it by direct advertising to probable buyers. *THE DRY GOODS REVIEW* is the only medium. We want you to give it a trial, that is all. Address

**THE DRY GOODS REVIEW,**

**TORONTO.**

new hair cloth factory in this town. There is no doubt that hair cloth is now much in demand, but a year from to-day there will be a difference.

Hoover Bros., of Port Arthur, have a neat and novel establishment. They carry men's goods only, and their stock comprises shoes, hats, caps, furs and furnishings. They are said to be hustlers.

Paper stockings are said to be a new German invention. A Berlin shoe trade journal says that the stockings are made of a specially prepared and impregnated paper stock, which, it is claimed, has an extraordinary effect on perspiring feet. The moisture is absorbed by the paper as rapidly as it is formed and the feet remain dry and warm, while the constant temperature maintained in the shoes is said to be a great preventative of colds.

The annual meeting of the Canadian Colored Cotton Mills Company was held on May 16, at the Company's head office, at Montreal. Mr. A. F. Gault presided, and there was a full attendance of shareholders. The report was considered most satisfactory, and was unanimously adopted. It showed that after the payment of a dividend of 6 per cent., and ample provision for all expenses, the sum of \$125,000 had been carried forward. The board of directors was re-elected.

At the conference between the representatives of Canada and Newfoundland at Halifax last winter it was agreed to reduce the rate of postage between the two countries to three cents per ounce, or, in other words, to apply the domestic postal rate of either country to the other. Hitherto the letter rate has been five cents per half ounce. It has been arranged that the change mentioned shall take effect on the 1st proximo--Dominion Day. It involves also the free transmission of newspapers between the two countries.

Two remarkable carpets have been sent to the Chicago Exhibition by Messrs. Yates & Co., of Wilton. They are woven without seam, and are of the closest possible stitch of real Axminster hand-made fabric. Some idea of the labor involved in their production may be gathered from the fact that each square inch of carpet contains 144 tufts, each carpet comprising altogether more than two and a half millions of tufts. The pile is one inch deep, the tufts being of the finest English lamb's wool. The designs from which these carpets have been made are Persian of about the sixteenth century.

The general manager of the Bank of Montreal in his address at the annual meeting of the shareholders remarked that during the past year there had been a banking crisis in Australia of unexampled severity, a money panic in London and a very unsatisfactory condition of affairs in the United States arising chiefly from the vexed silver question. The satisfactory condition of the Canadian banks in the midst of these disturbing influences is a matter for congratulation. It is due partly to the merits of a banking system not surpassed in the world, and partly to the skill and prudence with which such institutions as the Bank of Montreal are managed.

Port Stanley has long felt the necessity of having some commercial association through which the many advantages the village and harbor offer could be brought to the notice of the commercial world, and recently the matter was taken up in the shape of a public meeting. It was the opinion of the meeting that the most feasible way was to form a Board of Trade, and through the Board communication could be established with

the leading railway and steamboat lines. Accordingly a Board of Trade was formed, with Mr. Payne as president, John Price first vice-president, John Ellison second vice-president, Arthur Ellison secretary, and J. L. Orme treasurer. The Board starts off with a membership of twenty. There are many other towns where this example might be profitably followed.

There was over 100 members present at the semi-annual meeting of the Commercial Travellers' Association in this city on Saturday night, when Secretary James Sergeant presented his report. It showed that there had been an increase of 200 on the membership roll during the past six months, making the total membership 3,400. The amount in the treasury was \$225,000. John Burns, ex-president of the society, was presented with a beautifully engrossed address, bound in morocco, an oil portrait of himself to be hung in the Association's rooms and a drawing-room suite in appreciation of the esteem in which he is held by the members. President C. C. Van Norman made the presentation and Messrs. Warring Kennedy, McCabe, Patterson, Haywood, Black and others gave short addresses eulogistic of Mr. Burns.

Few people will be met with who have not heard of Shetland and its hand-knitted woollen goods. Shetland may be said to have an industry all its own, or at least to stand unrivaled in the production of hand-knitted woollen goods. The manufacture of stockings has existed for a long period in Shetland; hose may be said to be among the first knitted goods produced there. In the end of last century it is stated that as much as £17,000 worth of stockings was sent out of Shetland annually, but some years afterward, owing principally to the ware of that day, the exports fell to about £5,000 annually. Even up to the present day the Dutch fisherman call along Lerwick in midsummer, and among other things make purchases of stockings, gloves, mittens, etc. In more recent years, however, the knitters have taken up the manufacture of underclothing generally, and a large trade is done in this branch. For lightness and comfort Shetland underclothing is unrivaled, and very many ladies prefer these goods now to any other. Doctors recommend them for invalids or persons in weak health, and testimonials in their favor appear again in the leading journals. The Textile Mercury.

A large and representative meeting of the Woollen Manufacturers' Association of Canada was held on the 23rd inst., in the offices of the Canadian Manufacturers' association, Canada Life building, King street west, to consider what changes, if any, were desirable in the present tariff affecting the woollen industry. President B. Rosamond, M. P., Almonte, was in the chair. It being the annual meeting the officers were re-elected for another term. Mr. James Kendry of Peterboro' being vice-president and Mr. J. J. Cassidy secretary. After a lengthy but practically unanimous discussion a series of resolutions were drafted to submit to the Dominion Government, but their purport was kept a profound secret. The following members were chosen as a deputation to wait on the government and present the matter to the ministers:--The president; Senator Ferguson; R. W. Hencker, Sherbrooke; D. Morrice, Montreal; M. T. Smith, Toronto; A. W. Brodie, Hespeler; George Pattinson, Preston; J. A. Cantlie, Montreal; Brock Willett, Chambly; George Davidson, Montreal; C. Copeland, Weston; Thos. Caldwell, Lanark; E. A. Small-Turnbull, Cornwall; J. F. Morley, Waterloo; J. E. Brown, Kingsville, and Thos. Long, Toronto. The date of the deputation's visit will be arranged later.



**KID GLOVES FROM LAMBSKINS.**

**M**ILLIONS of kid gloves are demanded, comparatively only a few goats are raised in the world, and of these a large number must be kept until full grown, for breeding purposes. A substitute for the genuine kid is found in lambskin, which makes an excellent grade of glove, and is easily sold for kid. Genuine kid gloves can, of course, be obtained at a high price; but thousands of persons who think they are wearing kid have only the skin of the lamb. "Where are the best gloves made?" he was asked. "Well," he replied, "the French excel all other nations in the manufacture of gloves. They are remarkable for elasticity, and give when pressure is put upon them by the hand, and retain their shape for a long time.

The lambskins are selected with great care, and put into large tanks at the factory. These tanks are partly filled with the yoke of eggs and other soft sticky substances. Then the skins are subjected to a thorough pounding with a heavy stick that is padded so as not to injure them. In some factories men with bare feet tread on them, their object being to "nourish" the skin and make it strong and "healthy." The skins are kept in these tanks for a long or short period, according to the judgment of the superintendent. If allowed to remain too long they become too well nourished and decay. After the work of nourishment is over then comes the work of cleaning. The skins are worked in tubs of fresh water, and washed thoroughly until all trace of useless substance is removed from the surface. They now become soft, and in color are a dull white. Then they are laid on a smooth stone slab, with the rough side down, and pressed and stretched until every wrinkle has been smoothed out. The skins being cut remain in this stretched state and are then dyed. The dye is laid on with a brush, and the shade is always darker than the one desired, for the dripping and after treatment lighten it at least one-quarter. The greatest care is taken to prevent spots of dye from getting on the inside of the skins, as this would produce a damaging defect in a high-priced glove. After the skins have been allowed to dip for several hours they are taken to the drying-room, the air of which is kept at a high temperature, usually by steam heat. It does not take long for the skins to dry out hard, stiff, and rough. Before they can be used, however, they are made soft and pliable again by lying for several days in damp sawdust. Then they are placed on a machine worked by a screw, and by a long and gentle pressure stretched to the utmost. If there are any holes, rough spots, or cracks in the skin it is thrown away, or should be. But not all the glove-makers are honest, and the blemishes are often covered up. This accounts for the sudden giving out of many gloves. The delicate part of glove-making is the cutting, as the least variation in the lines will destroy the symmetry of the glove and make its fit imperfect. Patterns are used for each size; but even with these mistakes are often made. In first-class factories where the skin is not properly cut, it is thrown away or cut up into gussets. Every skin is studied by the cutter so as to make the greatest number of gloves from it with the least waste, and it is so graded that the largest sizes are first marked out and the rest are used for children's gloves.

Modern invention has enabled the cutter, when blocking out the glove, to make small holes in the skin for stitches. This insures perfect regularity and uniformity of stitching, which are of great importance. If the stitch is too tight an uneven pressure is put on the skin, which makes it break easily, and if too

loose it leaves a bag in the glove. Linen and silk thread are used, and the stitching is done by women, who are fairly well paid. When the gloves are finished they are thoroughly inspected, and, if accepted, are tied up in bundles ready for the market.—Hosier.

**WHAT IS HIS NAME?**

**T**HE London, England, Draper's Record has the following item in a recent issue:—

"In an interview which I had this week with a Canadian merchant, I gathered that the outlook in the Dominion is bright, and that trade generally is in a healthy state. 'We expect,' said he, 'a very considerable revenue during the next nine months or so from the passenger traffic over the Grand Trunk Railway to the World's Fair, while there is certain to be a large influx of visitors who will take the opportunity of visiting our leading centres of industry while in America. The Canadian Pacific Railway has completed in Quebec one of the finest hotels in the west, and they are also erecting extensive grain elevators, which will mean a large revenue to Canada in course of time, while it is under contemplation to establish a direct line of steamers between Quebec and Liverpool during the summer months, and between Halifax and Liverpool in the winter. This route is five hundred miles shorter than via New York. The steamers will be of the newest build, and the promoters hope to be able to arrange so that the passage may be completed in less than six days.'

"Questioned as to the prospects of the new service to be started in May between Canada and the Australian ports, he believed it would open up very pleasing relations between both countries, but for the present, until the cloud had lifted from the Australian markets, the Canadians would be very careful. The agitation in favor of a reduction of tariff upon British goods going into Canada is growing stronger every week. The Government papers have taken the question up, and are lending their influence. The country is growing more unanimous. They are sanguine that before very long their trade relations with the old country will be in a very satisfactory state."

**ARTISTIC WOVEN LABELS.**

**W**HEN the manufacturing season is at its commencement is a good time to look around and see what improvement can be made in the product. Many manufacturers who actually put the best material in their goods and are careful to have only the best workmanship, fail in some of the little questions of finish. It is with the question of the finishing touch that the German Artistic Weaving Company have to do. When a merchant has written a letter or any document he must sign his name to give it force, and so when a concern has completed an article it places its name or the trade mark, which stands for that name, on it. If the goods are worthy of the name or distinguishing mark they are surely worthy that the name should be neat and attractive and be a fitting final touch to the whole. The German Artistic Weaving Company are unexcelled in the manufacture of woven labels for manufacturers of clothing, furnishings, neckwear, night robes, etc. They also have some unique and exceedingly handsome night robe trimmings, samples of which they will be pleased to exhibit to the trade. For samples address the German Artistic Weaving Company, 120 Franklin street, New York.

ADOLPH KLUGE.

ALBERT KLUGE.

# Woven Labels

## German Artistic Weaving Co.

THE oldest and largest concern in the World manufacturing Woven Silk Labels and Hangers for Clothing, Furs, Cloaks and Shoes, Shirt Labels, Dress Belts, Night Shirt Trimmings and Initial Letters.

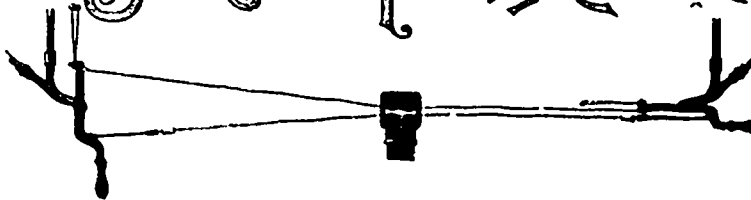
Our goods are the very best that can be produced and our prices are the lowest in the market. We deliver all goods free in Canada. Write for samples and prices to our New York Office.

120 FRANKLIN ST., NEW YORK.  
24 EDMUND PLACE, LONDON, E.C.  
98 MARKT ST. CREFELD, GERMANY.

### IMPORTANT NOTICE TO MERCHANTS

*The Barr Cash & Package Carrier Co.*

Avoid Liability for Damages  
in Buying Cash Carriers  
Infringing Barr's Patent.



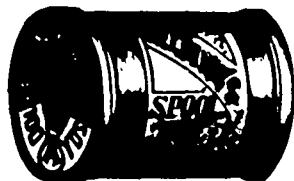
The Patent Office Decides  
in Favor of the Barr  
Patents.

Two Strong Decisions Rendered Each Unqualifiedly Awarding  
Priority of Invention to Barr.

- When Purchased, if put up in store by this Company, price per line, \$35.00.
- When Purchased and put up in store by purchaser, price per line \$30.00.
- When put in under lease of three years, 1 line, \$15.00 per year; 2 lines, \$12.00 per year each; 3 lines or more, \$10.00 per year each.
- When under 5 years lease \$1.00 per line less.
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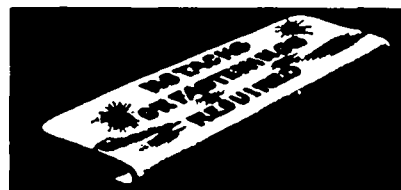
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