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ACTUAL CASH RETAILING--IN THIS ISSUE.

OCT., 1893.

THE CANADIAN

Millinery

HATS. CAPS & FURS.
Millinery & Clothing.

REVIEW.

“Things are not Always What They Seem”

But when you get hold of a

“HEALTH” UNDERVEST



The Montreal Silk Mills Co.

LIMITED

MONTREAL

FOR . .

DRESS GOODS

(English, French, and German.)

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Toronto*

*Gordon,
Mackay & Co.
Toronto*

FOR . .

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Canadian and Imported.

FOR . .

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Mackay & Co.
Toronto*

*Gordon,
Mackay & Co.
Toronto*

FOR . .

Hosiery ^A_N^D Gloves

FOR . .

FLANNELETTES

*Gordon,
Mackay & Co.
Toronto*

*Gordon,
Mackay & Co.
Toronto*

FOR . .

BLANKETS

For . .

Linens, Cottons, Shirtings, Sheetings, Cottonades,
Ticks, Denims, and all descriptions of Staple Dry
Goods. Short dates—Low prices.

Gordon, Mackay & Co.

The Staple
House . .
Of Canada

GENERAL DRY GOODS

Vol. III.

TORONTO, OCTOBER, 1893.

No. 10.

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

Trade Journal Publishers.

AND

Fine Magazine Printers.

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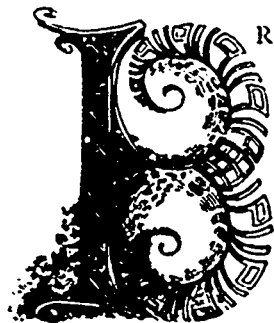
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NINE MONTHS' FAILURES.



IRADSTREETS' report of failures in the Dominion of Canada and Newfoundland for the first nine months of the present year has been issued and affords ground for much encouragement. Yet there is no denying the fact that the report would have been more encouraging had the number of failures shown a decrease. But it must be remembered that this was a very trying year at home and abroad, and there has been a certain uneasiness and distrust in trade owing to foreign financial depression.

The number of failures will be seen to be slightly over 2 per cent., an increase which can be attributed mostly to the increased number of men in business. Last year the assets were but 25 per cent. of liabilities, while this year they were over 56 per cent., showing that creditors have kept a closer watch on their debtors and have insisted on prompter and closer payments, and no extremely rotten failures have been disclosed. This latter phase is encouraging, as it points out the fact that when failures do occur creditors do not lose nearly as great a per-

centage of their debts, as they otherwise would. This restriction of credits to weak merchants does not mean that general mercantile credits are being curtailed. In fact it may be perfectly consistent with a general extension of credit, because when a wholesaler is carrying a greater amount of credit he is more careful to see that none of his debtors are decidedly weak, and is more likely to close up those accounts of merchants in whom he has not moderate confidence.

The report is as follows:—

	Number of Failures		Assets		Liabilities	
	1893	1892	1893	1892	1891	1892
Ontario	568	555	\$2,356,062	\$1,195,351	\$5,102,266	\$2,855,707
Quebec	441	424	1,427,291	1,536,231	3,560,720	4,253,701
New Brunswick	58	65	217,640	294,950	402,966	463,602
Nova Scotia	94	119	384,698	428,440	736,455	822,507
P. E. Island	19	5	53,450	48,100	117,550	85,000
Newfoundland	10	3	669,410	19,000	911,630	37,000
Manitoba	53	53	2,186,444	246,868	1,804,353	430,430
N.-W. Territory	21	14	45,062	25,402	126,753	46,521
British Columbia	59	49	211,200	166,531	400,150	296,191
Totals	1,321	1,287	\$7,552,157	\$3,966,873	13,162,841	\$9,270,610

In these figures, however, are included the returns for Newfoundland, which forms no part of Canada, and whose commercial death list ought not to be embraced in the reports relating to the Dominion. Eliminating the Newfoundland figures, the comparison for the nine months stands thus:—

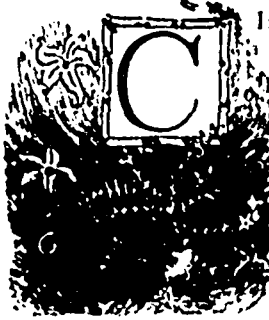
	1892	1893
Number of Failures	1,284	1,313
Liabilities	\$9,251,659	\$12,251,211
Assets	\$3,941,873	\$6,882,747

We could scarcely expect to escape absolutely from the adverse influences which have wrought so much havoc among our neighbors, trading with them so largely as we do, and affected in our financial operations as we must be by the financial crisis there, but how comparatively little we have been scotched by the collapse of the trade in the United States will be understood by the following figures of failures there during the nine months:—

	1892	1893
Number of Failures	7,372	11,174
Liabilities	\$76,071,771	\$124,087,768
Assets	\$9,700,701	\$25,758,281

Trade in the United States is not recovering as quickly as the believers in the great spontaneity of business in that country thought it would. This is tending to depress Canadian trade to a very small yet quite appreciable extent. Failures for the closing quarter of the present season, for this reason, will no doubt equal in number those of the same period last year. But owing to the conservative buying of the past few months, the failures cannot possibly show a great increase.

THE UNITED STATES TARIFF.



CHANGES are imminent in the United States Tariff. A wave of free trade feeling has swept over the country and the politicians must bend before its force or be submerged. The Ways and Means Committee are hearing what manufacturers have to say, and some of these have queer ideas about tariff reform. For example here is a report of the ideas

of the hat manufacturers:

"The hat manufacturers of Newark and Orange, N. J., in conjunction with the hat manufacturers throughout the country, are now interested in the probable action of the present congress in the matter of tariff on hats.

"The McKinley bill, through the efforts of the Manufacturers' Association, increased the duty on hats to 55 per cent. ad valorem, and manufacturers are anxious that this duty shall remain as it is. The committee of manufacturers has just laid a statement before the Ways and Means Committee. The memorial cites several reasons why the present duty should be retained. All materials used in making a hat are subject to duty; 55 per cent. of the cost of a hat consists of labor, manufacturers abroad use the same machines as are used here, and can work to the same advantage, but with much less to pay for wages than here. The memorial makes a comparison of wages and says that a hat costing \$15 a dozen in this country can be produced for \$8.18 in Europe. The claim is made that full protection would require a tariff of 85 per cent. The hatting industry of this country employs over 25,000 persons."

Special attention is drawn to the phrase, "Full protection would require a tariff of 85 per cent." Supposing somebody would suggest that the Canadian tariff on hats be raised to even 55 per cent., so as to equal the United States present rate, he would be denounced as a villain. Did he dare suggest that 85 per cent. would only be "full protection," he would be furnished with an apartment in one of our asylums at the public expense.

On September 18th the hearing before the Ways and Means Committee was opened by John W. Stewart of New York, sales agent for Lister & Co., Bradford, England, makers of seal plushes. The tariff of 1890, he said, raised the rate on these goods so as to make it almost prohibitive and deprived the Government of a large revenue. The domestic production began in 1889, but the goods made were inferior, under the prohibitory duty domestic manufacturers raised the prices. Before 1891 nine factories had been started by persons from abroad who had transferred their workshops to the United States to share the large profits. The competition proved ruinous and a majority of the manufacturers had failed. This is but an example of the great and destructive competition which results from a too high tariff. There is such a thing as a too large number of manufacturers of certain lines, and to prevent such hasty growths, tariffs should be moderate and carefully adapted to the situation of the country, and of the particular trade which it is intended to benefit. Abrupt and extensive changes should be avoided as being destructive.

But there can be no doubt that changes will be ultimately made in the United States tariff, and from some of these changes Canada expects to benefit. The agricultural classes will be the

first to derive benefit therefrom, but this benefit will permeate all branches of the country's trade. Still while some little benefit may be derived in this way, there will be no throwing down of tariff walls altogether. Many duties will be retained, and when cut down will, in many cases, be higher than the Canadian tariff of to-day. It is, nevertheless, instructive to watch this movement in the United States, because on that movement depends to a great extent the course that shall be pursued by tariff reformers in Canada.

THE WOOL TRADE.

FOREIGN wool is in very little demand in Canada at present. Last month large quantities of Cape wool were offered by American houses, but the sale was slow. Too slow for the Americans, who were forced to ship to England in order to realize quickly. Small lots of Cape wool have been sold on the Toronto and Montreal markets to meet present requirements. The prices ruling have been 13, 14 and 15 cents. The buyer who secured quantities at 13 was quite lucky.

A large number of woolled sheepskins have been shipped into Canada during the past two months. The imports would amount to about 50,000 skins. At this season it is usual for Canadians to be exporting these. The consequence has been that prices instead of ruling as usual from 75 cents to a dollar, ran between 25 and 45 cents.

Ontario buyers of fleece wool are holding on for better prices, as the large dealers will offer no more than 17 cents, and this is less than was paid for it.

Some of the mills have bought Northwest wool at 15 cents for selections, and running down as low as 11 cents for very inferior grades.

A London despatch of September 27th says: "At the wool sales to-day 4,000 bales of fair quality were offered. The bidding was animated. Home purchasers bought with great freedom. French and German buyers purchased actively. The market was firm. Following are the sales and the prices obtained for greases: New South Wales, 1,000 bales; greasy, 5¾d. to 9½d. Queensland, 200 bales; greasy, 5¾d. to 6d. Victoria, 300 bales; greasy, 9½ to 10½d. South Australia, 500 bales; greasy, 5d. to 7½d. West Australia, 200 bales; greasy, 4¼d. to 5¼d. Tasmania, 100 bales; greasy, 7¾d. to 10d. New Zealand, 1,000 bales; greasy, 5¼d. to 11d. Cape of Good Hope and Natal, 700 bales; greasy, 5¼d. to 6¾d.

AN ELECTRIC CUTTING MACHINE.

ON Friday, October 13th, there was exhibited at the warehouse of W. R. Johnston & Co. an electric cutting machine, specially designed for the use of the wholesale clothing and shirt trades. This machine is about 14 inches in height and consists of a frame in which is set a small motor, two or three cog wheels and a revolving circular knife, a base specially adapted for running over a cutting table, and a handle by which the operator pushes the machine. The electricity is supplied by means of a slack wire hung from the ceiling in such a way that the machine can be run all over the table while the current is turned on. The revolving knife is equal to the task of cutting 100 ply of cotton at a time, or from 2¼ to 3 inches of heavy cloth. It will do the work of eight expert cutters.

This wonderful machine was shown under the control of Captain Alexander Hamilton Gunn, a Scotch capitalist, whose name is familiar to those who have anything to do with ocean steamers. Mr. Gunn is the man who is backing the machine

financially. It is not the intention to sell the machine in Canada at present, as the present desire is to introduce the machine into the service of the army and navy departments of the European governments. Then, when this is accomplished, a factory will be started in each country for the manufacture of the machines.

The idea is not limited to the construction of a machine to cut cloth. Machines have been constructed to cut marble, and where hand labor cut 3 to 7 inches a day the electric cutter cut 3 inches on first trial. Machines for various classes of trade will be introduced, and they will aid in the great revolution which is going on in the industrial world, but so gradually that it is scarcely noticeable. Electricity has performed some great wonders, and this is not the least, as it promises to work a revolution in the clothing trade.

RETAIL ASSOCIATION.

THE following from the 'Textile Mercury of Manchester' will be found worthy of perusal: "As in other countries, so in Germany, various learned professions are forming associations; manufacturers and wholesale houses are erecting syndicates, even small traders are reviving the old guilds to a certain extent, proving by these acts that the individual is looking for support in the ever-keener strife for existence, where the weaker is trodden down by the stronger and less scrupulous. There seems in Germany, according to the Literary World, only one class of people who hitherto have not yet taken any similar steps for protection, and have in consequence suffered much, and will probably suffer still more in the near future. This class is that of the retail traders or small merchants. They are not producers, but deserve to hold their own, as they form a necessary link between the producer and the small consumer. Of course, to recoup themselves for their outlay and their hard work during longer hours than workpeople now would submit to, it is necessary to increase the cost of the article. In consequence, some other means are frequently found even by the smaller consumers of getting their requirements at first hand. Co-operative stores, mutual purchase associations, etc., are increasing, and even the Government no longer places orders with merchants, big or small, but invites the manufacturer to tender direct. To make things worse for the shopkeeper, wholesale houses and manufacturers not only do not decline retail business, but actually send out circulars to every private person whose name can be seen in a directory.

'What is a retail trader to do under these circumstances? We are afraid many have already given up the game for lost, and seeking such employment as their abilities will allow in bigger houses, or else they form, by amalgamation, larger establishments, which may compete with the stores. Legislation may, perhaps, in course of time, give them assistance and greater facilities, but the retail business, as conducted hitherto, is doomed.'

It is probable that the picture drawn by our contemporary is a good deal exaggerated. The influence said to be working against the welfare of the retailer in Germany may be seen also in this country. Civil service and other co-operative stores exist on the most perfectly organized basis. Moreover, we also have so-called "wholesale" houses and "manufacturers" going direct to the public. Strictly speaking, these concerns are neither wholesale merchants nor producers. In the case of one large advertiser we have in mind, goods are extensively offered

to the public by the usual flourish about direct sale "from the loom to the consumer," although there is not a single loom running on the goods in question within a hundred miles of the town in which the advertiser carries on business. The public, however, are not informed on these matters, and the firm, no doubt, does a good trade. Such concerns, whatever they may style themselves in advertisements, are themselves nothing more than retailers buying their goods from the wholesale house or the manufacturer just as other retailers do. Probably the writer in the Literary World has mistaken the bogus merchant for the genuine one. The time has not yet come for such a useful class of men as the retail shopkeepers to be wiped out either by syndicates or any other feature of modern trade development."

A COMMERCIAL HOMILY.

THERE are several proverbs in the English, and other languages as well, which indicate the uncertainty of earthly affairs and the difficulty of correctly judging of the future. Business men are well aware of the truth of all of these sayings, and most of merchants hold caution to be one of the chiefest of virtues in doing business. But there is such a thing as being too cautious. "Vice is but a virtue carried to extreme," says one philosopher. The miser is one result of too much caution.

Give a man a large sum of money in gold and let him lock it in a room and spend all his time in guarding it and he might keep his capital intact, but he would starve to death. The moment he risks his capital he begins to make money, and the returns depend on almost an exact proportion of the amount of risk. The safest investments pay 2½ or 3 per cent., while the wildest speculation may pay a thousand per cent. about once in a thousand times.

Merchants who want to do business must expect to pay for safety by a reduction of their profits. A merchant insures his stock to guarantee against loss by fire, but his profits are decreased as his safety from loss is increased. He may do business for years and not have any occasion to call on his insurance company, but he may burn out and lose his all just after he has decided that it is a waste of money to pay insurance premiums. It is a most difficult matter to know just what risk to take, when to refuse business as too risky and when to accept it as comparatively safe. It is this ability to form a just decision that forms one of the most valuable business qualifications and which comes only from long experience, a wide knowledge of men and affairs and an exact acquaintance with the details of the special line of business. The lack of this qualification is most often the cause of failure in young firms. Such firms are apt to plunge in very boldly, but merchants have their connections formed, and the customers that the young firms can most readily obtain are those that older houses least care to sell, so that without extreme care the new concern is apt to find its books loaded with a large number of bad accounts. If they weather this disaster they are apt to draw in and become too cautious. In order to obtain the business of the cash paying customer they adopt a policy of cut prices, which indicates a lack of knowledge on their part of their business. Knowledge, experience and character are all essential to the young business man who hopes to succeed. Ex

Messrs. Walker & McBain, 450 Spadina avenue, are enlarging their premises and increasing their stock of goods, so as to be able to compete with any other establishment in this city.



ACTUAL CASH RETAILING.

AWAY west on the shores of Lake Huron lies one of the most prosperous agricultural districts of Canada. In this district are several lively little towns and villages, in which are a number of enterprising and progressive business men. A representative of this journal spent a few days in this region during September, and was surprised to find that retailing in that district is fast reaching a cash basis. Many merchants have adopted it, and the majority of the remainder are making preparations for giving it a trial. Those who have adopted it are enthusiastic over the results. In the dry goods business the once a year settling of accounts has given place to at least monthly settlements.

In the February issue of this journal, in an article on "Cash vs. Credit" we quoted the circular of a dry goods firm doing business under the firm name of "The Estate of John Hodgens of Clinton, Ont." This business is managed by two sons of a deceased dry goods merchant, and these young men, being progressive and thoughtful, decided that a cash business was desirable, and an experiment necessary. They issued the circular referred to and among other arguments it contained the following. "For example, suppose a firm commencing a cash and credit business, do a credit business of \$15,000 the first year, during the year they receive by payments on account, \$5,000, which would leave them when the year closed \$10,000 on their books. From our own experience, we can say, that, with no increase in the amount of business done, this firm would in future, never have less than \$10,000 out, for in the second year they would send goods out on credit as fast as they would collect their previous year's accounts. Now see what an extra cost there is in a year, doing this \$15,000 credit business.

Interest on \$10,000 at 8 per cent.	800.00
Losses from Bad Debts.	400.00
Cost of Stationery, Postage, etc.	150.00
Value of Time in Bookkeeping.	400.00
Total	\$1750.00

Could any argument be more conclusive?

The firm began the cash business on February 1st of the present year and eight months' experiences have only made them more convinced that the cash system is the only one for the retailer. Less than five per cent. of their business is credit, and by this time next year the percentage will be much smaller. They find that they have lost very few customers, and those they have lost were mostly undesirable. The volume of business shows no increase over the previous year, but shows an increase over the second previous twelve months. The firm avow that they will never buy another ledger, as it is a bugbear in business.

They have resolved to do a business where the merchant has either the goods or the price.

Another enthusiastic cash retailer in this town of 2,800 inhabitants is Mr. Israel Taylor of Wm. Taylor & Sons, retail shoe dealers. He started the year 1893 with the firm resolve and abundant announcement that he would do no more credit business. Every boot or shoe in that store at that time could be bought for cash at 10 per cent. off the marked in plain figures price. New goods when opened up were marked at net prices, but always 10 per cent. or more below the former prices. Rubbers, sold formerly at 40 cents, are now sold for 35 cents. Shoes sold at \$4 are now sold at \$3.50. The public are finding out that Wm. Taylor & Sons sell ten per cent. less for cash than they did for credit, and the firm have gained many new and important customers. Mr. Taylor is delighted with the results, and he says he will never retrace his footsteps. All he is sorry for is that he did not make the plunge sooner, he stood shivering on the banks of the Cash System River, wondering if the water was chilly; once in, he found the water pleasant and exhilarating. His ledgers and journals worry him no more, and he says that he is saved hundreds of hours of tedious and monotonous labor. When he turns the key in the door at night he goes home knowing that no matter who skips out of the country before morning he will be no loser. Having been trained for years to work long hours as every credit merchant does—he found he had some spare time, and he now furnishes himself with pocket money by looking up insurance risks. Any dealer who wants to try the system will gain much information and abundant encouragement by corresponding with the two firms mentioned above.

Twelve miles from Clinton, and on the high shores of Lake Huron, stands the most perfectly laid out town in Ontario perhaps in Canada. In the centre of the town is the court house, and around this is a circular street, on the outer side of which nearly all the stores of the town are built. From this circle the main streets of Goderich run out as do the spokes of a wheel from the hub. Many a good story is told of the travelers who strike the town for the first time. It is said that one traveler started around this street by electric light to count the number of dry goods stores, so that he would know how much work he would have to do on the morrow. He started to walk, and after an hour's patient work he had counted nearly a hundred dry goods stores, and yet the street never came to an end. Some of his friends took him home, and as he studied the circular square from his window next morning, he wondered how many times he had gone past each store.

But to return. In this town is a firm of dry goods merchants by the name of Armstrong & Co., and for about fifteen

months they have done a successful "cash and one price business." The people have confidence in them, their prices take and their goods sell. Another merchant by the name of Robinson has started to do the cash business. He finds it most satisfactory, people being willing to pay cash when they are convinced there are counterbalancing advantages.

Another town in Huron County is called Blyth, and the leading dry goods firm in the place is McKinnon & Co., managed by a brother of S. F. McKinnon, wholesale millinery dealer of this city. Mr. McKinnon has been running a cash business for about two years and is amply convinced that it is a feasible and proper method. Blyth contains less than 800 inhabitants and consequently the bulk of the customers are farmers. They pay McKinnon & Co., cash or produce when they take away goods, and yet weakling merchants throughout the country still utter the old cry, "the farmer cannot pay until fall." That this is not the case, the experience of all the merchants cited goes to prove. The farmer who cannot pay is putting money in the bank, doing a note-shaving business, or laying out the money where the cash is absolutely necessary.

Up on the borders of Huron and Bruce counties is another town of a thousand or so inhabitants and in this town is a firm by the name of Cameron, Murdock & Co. Their trade is fifty per cent agricultural—yet they do a cash business, claiming to do 10 per cent. better for their customers than credit merchants can. They find the cash method the most satisfactory and have no intention of reverting to old practices.

If there is a retail dry goods merchant in this country who is not convinced by this recital of facts, that the cash system is feasible, he must be pig headed. The country is full of similar experiences. The retail dry goods trade of Toronto is being all swooped in by The T. Eaton Co., and they sell for cash only. In the cities of Canada, the retail business can be said to be 75 per cent. cash. A few years ago, in the towns and villages the business was 75 per cent. credit. But credit in the retail business has received its death blow, and it is only a matter of time until the fossilized dry goods merchants of this country drop it entirely. The brightest men are dropping it now—abandonment is the order of the season.

Ninety per cent. of the dry goods retailers of this country are in favor of the cash system, yet they go on selling for credit and settling with their debtors once a year. Why? Simply because they lack the moral courage to make the change. The practice remains diametrically opposite to their sentiment because they believe that certain inexorable circumstances exist which prevent them from making sentiment and practice harmonise. The object of this article is to show that these circumstances do not exist.

The credit system shortens the merchants life because it imposes a great strain on his nervous system. The degree of labor, thought and energy that is required is trying indeed. The cash system prolongs the merchants life.

The credit system brings loss—loss through money withdrawn from use—loss from bad debts—loss from slow paying customers remaining away from the store. As the Germans say: "To lose a friend, lend him money."

Credit is costly, and the credit merchant makes his cash customers pay for the losses and expense of the credit customers.

When they buy on credit customers are under great temptation to buy beyond their ability to pay. The cash system avoids this and the merchant is saved the reproach of having pushed goods on someone who did not really need them.

A credit store in New York has thirty bookkeepers. What a prodigious waste of money, and yet one bookkeeper may be more costly according to the business done.

Low prices, bargains, drives—these are what the people of the day are after. It is the cash retailer who offers them the best bargains, hence he gets the trade.

Another argument in favor of cash retailing perhaps the most important one—is the fact that the man who sells his goods for cash, can buy for cash. In these days this is an important consideration. The wholesale merchant will sell cheaper to the cash buyer, just as the retail merchant does. In the dry goods trade the cash discount is important. Suppose a merchant buys \$5,000 of goods on July 1st, and has them dated Oct. 1st, four months. Then he finds on the invoice sent him that the cash discount is 5 per cent., 30 days, and that 10 per cent. interest is charged on overdue accounts. He has the money and he desires to see what he can save by paying that bill on August 1st. Were he to pay it on November 1st he would get 5 per cent. discount, which amounts to \$50. But from August 1st to November 1st is three months. Three months' interest on \$1,000 at 10 per cent., the rate the firm charge on overdue accounts, is \$33 $\frac{1}{3}$. Total discount on \$1,000 is \$83 $\frac{1}{3}$. That is, the merchant who sells for cash and uses the cash to advantage can make \$83 $\frac{1}{3}$ on every \$1,000 in six months, or 16 $\frac{2}{3}$ per cent. on his money. Is that rate of interest any inducement to you to start cash retailing or are you still unconvinced?

A cash retailer related an instance told him by a wholesaler. A certain general firm somewhere in Ontario, had bought a bill of goods at 90 days net or 60 days, 6 per cent. That firm were rated in the Mercantile Agencies at over \$40,000, and yet they had so much on their books, and so little cash coming in, that they were forced to take the ninety days and lose the 6 per cent. Do you grasp that rate of interest? Six per cent. for 30 days is 72 per cent. a year—lost because those merchants allowed their customers to buy from them on credit and carry their cash elsewhere.

These are days of close competition and of accurate financing. The dealer who succeeds to-day must be an excellent arithmetician and he must use his accomplishment constantly and intelligently. By its aid he may be able to so arrange his business that he can make profits, while other men are starving at the same work. A manufacturer remarked the other day, that he could make 25 per cent. profit when other manufacturers of the same line were making nothing. There are retail merchants to day, who are making from ten to fifteen per cent. more on their investment than their competitors with the same volume of business. But no merchant can buy cheaply and take advantages of drives and discounts, unless he has a certain amount of cash, and he cannot hold this cash, if he gives unrestricted credit to his customers. He must sell for cash himself, if he wishes to buy with cash—and this is the only satisfactory and proper method of buying.



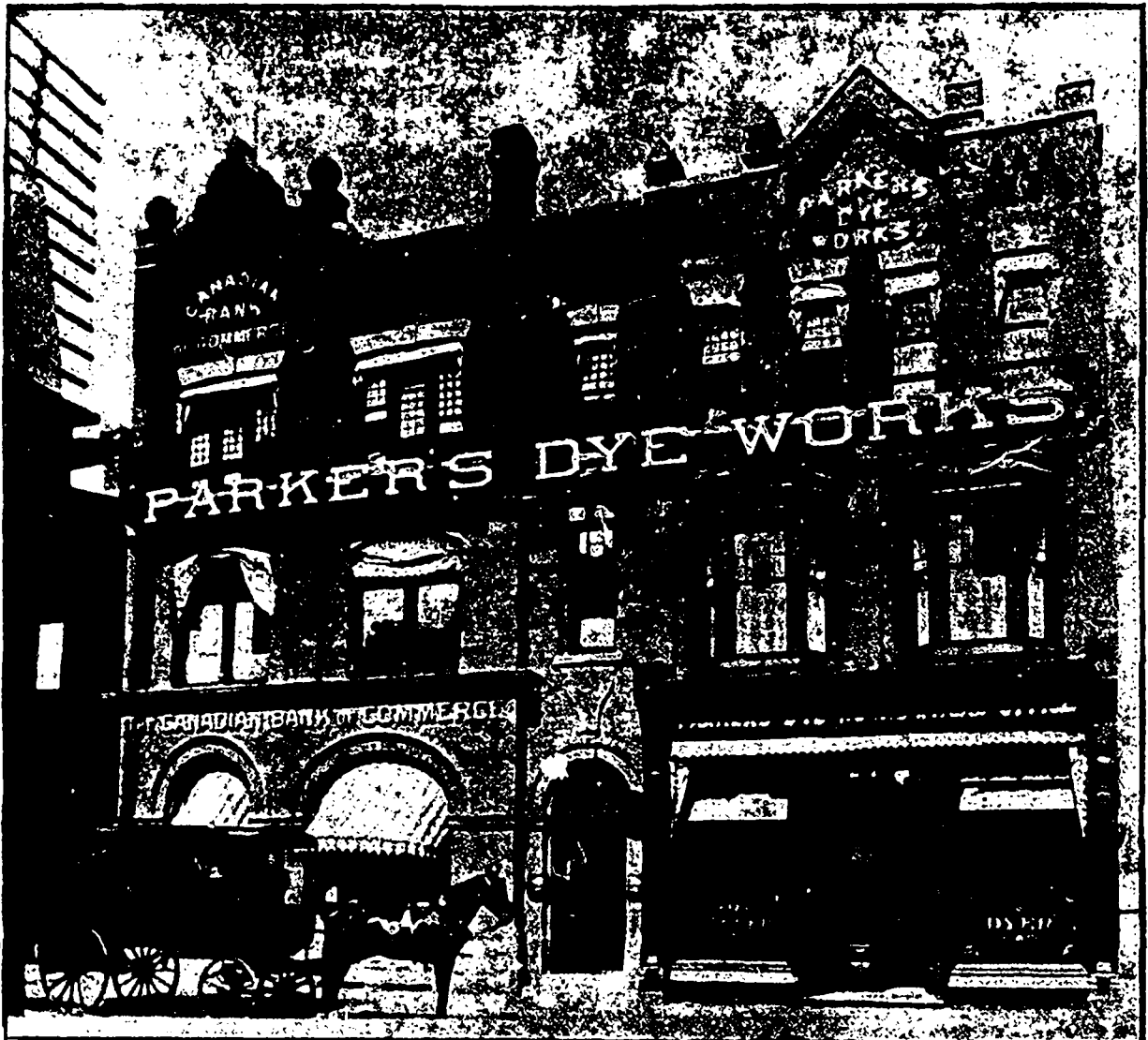
PARKER'S DYE WORKS.

CANADA'S industries are growing, and this is a matter for congratulation, no matter how prevalent the growth may be, nor how natural it is. Too frequently this progress is unnoted, because being gradual it is almost unnoticeable. It is only by the comparison of distant periods that this growth can be properly estimated or placed in such a light as to show perfectly the rapidity and extent of the enlargement. But it is only by a realization of this industrial progress that the people of the country can be made proud of the land in which they live and receive that assurance which is necessary for the stimulation of further activity. This is the excuse if any be needed for the present description of a growing industry.

It is now about sixteen years since Parker's dye works were established. The building in which their machinery was first started into operation was a small one, situated in the hollow just opposite Severn's brewery on Yonge street. Since 1876 when the business was founded the progress of the company has been remarkable. At first only three or four hands were employed, but, owing to the rapid increase of business Mr. Parker soon found that three times the original number of employees were inadequate to do the work which was pouring in daily and

a movement was made toward the purchase of more commodious premises. In 1885 the move was made, and the head office and works of the company were established in a new building Nos. 787 to 791 Yonge street. A year later an enlargement of this new place was found necessary and the company erected a large and handsome wing. In 1891 a further extension of these already large premises was made and a two-story structure running back 100 feet in the rear of the bank was erected.

Upwards of 100 employees are engaged at these flour-dyeing works and eleven branches have been established. Six of these are outside the city, being founded in Hamilton, Brantford, London, St. Catharines, Galt and Woodstock. The city branches are at 209 Yonge street, 59 King street west, 277 Queen street east, 475 Queen street west, and 1267 Queen street west. All of these branches are connected by telephone. A walk through the works and an inspection of the machinery is very interesting. In the dye house are found fifty or sixty vats, all of which are in constant operation. Nearly all of the machinery in this great dyeing establishment has been purchased within the past two years, and is the most modern that could be secured in Europe or the United States by Mr. Parker. The latest addition to the improved



FRONT VIEW OF HEAD OFFICE AND WORKS, 787-791 YONGE ST., TORONTO.



DELIVERY WAGONS OF PARKER'S DYE WORKS.

machinery of the works is a machine for finishing all wool and union dress goods, which cost laid down here upwards of \$2,500. With this machine goods such as Bedford cords, merinos, cashmeres, nuns veiling, etc., can be finished without any shrinkage in the width. It has always been the aim of The Parker's Dye Works Company to hold first place, and, with their excellent facilities for so doing, the trade may rest assured that all goods taken in hand by them will be dyed and finished as well as it is possible for them to be done, and as good work may be expected as is done in any part of Europe. The dyeing, cleaning and dressing of ostrich plumes is an art which requires the greatest care and skill, but after many years of experience this firm is able to dye them every known shade, and curl them beautifully.

By the adoption of all the new methods and appliances, Messrs. Parker & Co. have succeeded in more than keeping abreast of the trade, and they still maintain the position taken by them some years ago of being the largest and most extensive dyers in the Dominion. Their new machinery for dyeing and finishing all wool and union dress goods has surpassed their most sanguine expectations, and this is evidenced by the rapid growth of the trade and thorough satisfaction of the customers, who are found all over the Dominion. Ribbons, including union and soft silks, are dyed, finished and reblocked, while such goods as woolens, braids, hose, tweeds, etc., are made up with such remarkable skill that even an expert could not tell that they had passed through the refinishing process. The idea of the firm has been to do the best work, and as the demands of the trade required they have from time to time added new buildings and improved machinery until the present time it is found that they have the most complete dye works in the Dominion, and a trade extending from Halifax to the Pacific Ocean.

Retail dry goods merchants have been quick to recognize the benefits of an institution which makes their out-of-fashion goods saleable by changing the color or shade of the material so as to satisfy the present requirements of trade. The loss from dead stock is materially lessened, and this great bug bear of the

trade is made less appalling than it would otherwise be. As the people of the country increase the closeness with which they follow the quickly changing dictates of fashion, this means of renewing a previous season's goods becomes most important to both wholesaler and retailer, as well as being economically important to the whole community. The careful retailer will take advantage of this means of making his old stock saleable, and while it may be more trouble than selling the goods at a sacrifice, yet it is infinitely more profitable. Damaged or faded goods can also be made valuable in this way.

FELT DISKS FOR HATS.

A NUMBER of Newark, N.J., hat manufacturers are now busy in making perfectly flat hats for women. They are mere disks of felt, which milliners twist and bend into fantastic forms. Crowns which are mere rings of felt or other material are sewed upon the under side of the felt plaques, sometimes in the centre, but oftener at the side or rear of the centre. The felt disks are 15 inches in diameter, and are only slightly stiffened. The demand is exceedingly brisk just now, and six or seven Newark firms are making them.

Many patents have been obtained upon this simple flat disk of felt and the process of making it. The most important patent is one for splitting the plaques and cementing the pieces together. There is a great advantage in this, not only because it enables them to make hats of two different colors, over and under, but it makes a disk of greater durability and stiffness for the weight of the fur used.

Hetofore all fur hats have been formed by blowing the fur upon a perforated cone and shrinking them with steam or hot cloth. In making the flat plaques most of the manufacturers have been blowing them upon low cones and flattening them in the sizing process. One firm devised a process for blowing the disks flat and in a continuous strip, and have made a sizing machine for working the flat material. They have also machines for pouncing and finishing the plaques.—Ex.

A DISGRACE TO BUSINESS IN NEW YORK.

WHEN recently we read in The Sun and in other newspapers conspicuous advertisements relating how a retail house of this town had purchased in a recent transaction \$2,000,000 worth of merchandise from a great house gone bankrupt in Chicago, and were offering the same to the public at 47 cents on the dollar, we thought it a bold and masterly exhibition of mercantile pluck and sagacity. In seasons like the present there is nothing that so deeply penetrates the feminine heart as a bargain; and the merchandise in question purported to be of a timely and autumnal character, and withal preposterously cheap, the whole affair looked like a fine and forthright stroke of business.

Presently, however, it was made known that far from having bought \$2,000,000 worth of goods, the firm had purchased only a few hundred dollars' worth, and had, instead, simply scoured up the local market here for the customary commodities of the fall trade. This reduced the transaction to the level of a vulgar imposture. By fraudulent advertising the public was led to believe that by reason of a great commercial disaster in Chicago, an opportunity was presented for the purchase of goods at prices far below the cost of production. The statement was false, and was put forth with the intent to deceive and entrap a credulous public.

We are given to understand that it succeeded; that the shops of the Ehrichs have been crowded with buyers, and that they have been able to unload their pretended "Chicago bargains" upon a multitude of unsuspecting citizens. The thing is a disgrace, not only to the Ehrichs themselves, whose hope of decent mercantile repute is gone forever, but a disgrace to the fair name of this city, wherein honorable merchants congregate, and acquire good names as well as wealth. It is an infamy of trade which we had thought impossible to New York, and we can only hope that it will be visited with a reprobation so severe and a retribution so stern and so practical that its recurrence will be impossible. N. Y. Sun.

A RECORD OF DISASTER.

THE commercial history of the past quarter does not offer the most encouraging topic that could be suggested, says the New York Commercial Bulletin. But it is in many respects the most instructive and useful topic for present consideration. This is not merely because the commercial and banking disasters of the quarter have been entirely unprecedented. There are other reasons which a brief consideration will disclose. But it is pertinent first to show how far all past records have been surpassed.

The aggregate liability of firms failing for the quarter which ended on Saturday cannot in the nature of things be accurately stated in the commercial weeklies which went to press on Friday night, and Dun's Review makes no pretense of having a complete record, but states that the failures numbered about 4,000 in the third quarter of 1893, and that the liabilities were about \$150,000,000. But Bradstreet's of Saturday morning published a detailed statement showing 11,174 failures in nine months of the year, with liabilities amounting to \$324,087,768, and assets amounting to \$225,758,881. In this statement, necessarily, returns for the last day or two must have been omitted, and moreover the number of banks, bankers and loan and investment companies included appears to be the same that was recently published for the first eight months of the year, as that total is repeated without change, but if so two of the largest failures of

that class, which have occurred in the latter part of September, must have been omitted. Yet whether the statement is complete and entirely correct or not, it is at least evident that the aggregate of liabilities of individuals, firms and companies failing during three-quarters of the year was as much as \$324,000,000, and during the last quarter somewhat more than \$150,000,000.

It is proper here to remember that the number of failures during the three-quarters of the year cannot have been exceeded materially in any entire year save one, during the thirty-six years which reports of Dun's Agency cover. Moreover, the aggregate of liabilities reported for three-quarters of the year must have been greater than the liabilities for any full year in the history of the country. The reported liabilities have never been greater than \$291,750,000 in any entire year, namely in 1857. It is probable that various railroad and corporation returns were then included which are not now, for even in 1873 the aggregate was but \$228,499,900, and in 1878 only \$234,383,132, and in 1884 only \$226,343,427. When it is considered how far the record of these three exceptional years is surpassed by only three-quarters of the year 1893, the magnitude of this year's crisis may be appreciated. Quarterly reports have been preserved for only 16 years before this, but the greatest amount of liabilities ever reported in any quarter was \$89,085,144 in the fourth quarter of 1890, and yet the amount for the quarter just closed appears to have been about 66 per cent. greater.

The country has grown, of course, but it has not so grown that such records as these can be considered anything less than extraordinary and beyond all precedent.

THE AUSTRALIAN SERVICE.

THE following despatch from London, Eng., gives some interesting information concerning the Australian Service: "The Times to-day has a prominent article on the arrival in London of Mr. James Huddart, who inaugurates the new route from London to Sydney via Canada. This innovation is due, the Times says, to the big trade already carried on between Honolulu and Vancouver which formerly all went via San Francisco. The promoters are very sanguine that improved commercial relations between Canada and Australia will result from Hon. Mackenzie Bowell's mission to the various Australian Governments with a view to arranging special tariff. They hope to obtain a subsidy for the company from the home Government for ten years. The exclusive working agreement with the Canadian Pacific is regarded as of great importance. A proposal to put the vessels on the Admiralty list as available cruisers in war time will be brought up when the House of Commons reassembles. The Times adds that the project of swift steamers between England and Canada is practically settled and indicates that Milford Haven has been decided upon as the point of departure for Halifax in winter and Quebec in summer.

Mr. Robert L. Gault was asked recently as to the progress of the additions to the buildings and the improvements to the plant of the Dominion Colored Cotton company's works, at Magog, which have been under way for some time. Mr. Gault has visited the works recently and reports that good progress has been made. The new buildings are now roofed in, and the machines will be ready to put in active operation in about three weeks. The new offices are almost ready for occupation, as well as the new printing room. The new shops for the engraving of patterns is a great improvement and with it even better work than formerly will likely be able to be turned out.

READY-MADE MANTLES.

THE trade in ready-made mantles and jackets has been extraordinarily large this season and stocks have been depleted in most cases. Some jobbers have been forced to send repeats.

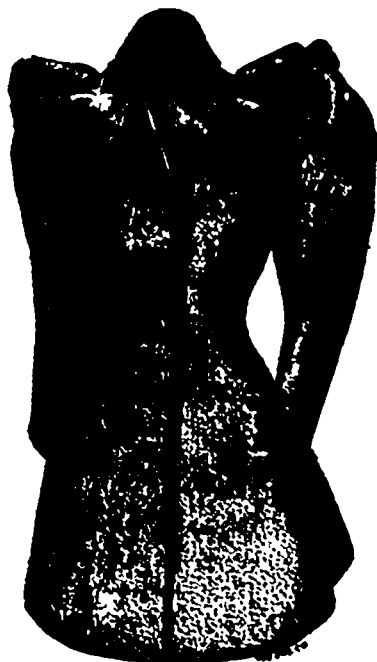
Perhaps ready-made jackets receive more attention from the trade at the present time than any other article of ladies' wear. This is not to be wondered at when one realizes how much their selling strength depends on style, fit and finish. It is marvelous how this trade has developed within the past few years.

ALEXANDER & ANDERSON.

This firm's factory is doing a rushing trade, and their output is hardly equal to their orders. In this their initial season they have made a great success, and their mantles have many characteristics which make them extremely desirable. Their cloak designer is now busy with new samples for spring trade. In a few weeks they will show a fine range of stylish goods in jackets, capes, etc.

ENGLISH VS. GERMAN.

The English mantles are out of it on this market. They are poorly cut and do not fit well; in fact an English mantle



Clinker.

lacks in variety. The German jackets are much better, and dealers find their variety much more suitable for the ladies whom these mantles are sold to in this country.

S. F. McKINNON & Co.

S. F. McKinnon & Co. claim to be the largest wholesale importers of this article in Canada. They are much pleased with their mantle trade so far this season and believe that there is yet a large sorting trade to be done. This firm have just issued a jacket catalogue for October, showing a collection of pretty and desirable styles which they have cabled repeats in large quantities and timed to arrive from week to week all through the busy season. The cuts shown here represent three of the garments referred to above.

Clinker is made from a fine beaver cloth, plain cape, velvet collar and piping. Jumbo is made from a curl cloth, cape edged

with imitation seal, and a perfect garment in every way. Romeo is made from a basket cloth, braided cape.

These garments, like many other numbers in S. F. McKin-



Romeo

non & Co.'s collection, have great records as quick selling, perfect fitting jackets.

Reid, Taylor & Bayne report having had a good season for mantles and jackets. They have still a good range of children's mantles in various styles and in all sizes. They have some lines of ladies' mantles at special prices which are being picked up quickly.



Jumbo



THE MONTREAL MARKET.

UP to within ten days or so of the time of writing this, the trade in fall and winter dry goods was perfectly satisfactory to all of the wholesale houses here. Since that time the warm, mild weather which has prevailed during the present month has proved a serious drawback to business and seriously interfered with the demand for woolen goods of all kinds, so that business at the moment is quiet. The aggregate to date, however, compares very favorably with the returns for the corresponding period last year, in fact until the warm weather intervened business was quite equal to that of the previous fall, and in some cases exceeded it.

The general position also with regard to remittances appears to be sound enough, the returns for the 4th of October being a reliable gauge in this connection. This day is always a big one for maturing paper with the dry goods houses, and the firms here appear to be perfectly satisfied with their experience on that day, many of the houses reporting that 65 per cent. and over of their paper being met, which is considered a fairly satisfactory showing.

Travelers are now all out on their fall trips, and their experience has been fairly satisfactory, but they also as well as the direct city trade are feeling the adverse influence of the warm, summerlike weather when it comes to the sorting up demand. In fact in many cases the dealers complain that their stocks have not been seriously broken into as yet, and of course in this case their wants on sorting account are naturally small.

Prices of all classes of goods remain firm and the tenor of advices on imported British fabrics from buyers now on the other side are very strong in tone, pointing to still higher values if anything. The coal strikes, etc., are said to be having the effect of curtailing the production of many staple lines of goods and leading to firmness in consequence.

The demand that has been experienced of late has been mainly for woolen goods, flannels, underwear, etc. A present feature in the demand for the latter is the call for fancy striped shirts and drawers, which have been worked down to absolutely nothing.

Wholesale houses here have been fairly free in placing their orders for spring goods, and already many of the travelers in fact, the great bulk of them, have a line of spring samples out with them. This practice of selling so far ahead is looked upon with considerable disfavor by the more conservative houses in the trade here. A member of one of them speaking of the matter to your correspondent characterized the practice as most baneful. "If," said he, "the houses generally would devote more attention at the present time to selling goods now actually wanted than soliciting orders for spring samples it would be for the interest of all concerned. A buyer ordering now cannot know with any certainty what he wants so that the practice leads to unhealthy purchasing and besides it tends to make travelers neglect seasonable goods in devoting attention to spring lines and so prevents many houses from working down their stock of

fall and winter goods to their proper level. No, we are no friends of the practice but the force of circumstances compels us to follow the footsteps of our more reckless confreres if we are not prepared to lose some of our good customers." Hence one unscrupulous trader can work a lot of harm in this way.

Blue and black serges bore out with a very good demand and quite a number of good orders have been executed for them in a strong way. A feature also is that the higher priced serges have been principally called for.

There has been quite a demand from the Ottawa Valley district for flannels and blankets, and there has been a good enquiry also for satinets, cossimers and domestic jeans, while overcoatings and cloakings also have sold pretty well.

Prices on cotton keep firm both in grey and white, and although there have been reports of cutting on colored lines during the month they lack reliable confirmation, while the sales agents deny them utterly.

J. G. McKenzie & Co. note a good demand for striped flannelettes, most especially in bright colors. They have experienced quite a brisk demand for underwear of the finer descriptions during the month.

Thibeauveau Bros. have been doing the usual trade in all lines of fall woolens. Mr. Vodson of the firm notices an absolute scarcity of fancy striped woolen underwear and doubts if a buyer could go out on the Montreal market and pick up twenty dozen.

David Morrice & Co. say that the demand for spring supplies is very much better than they expected it would be. They have placed orders for quite as many cotton goods for December delivery as was the case last year. Their orders for other lines of spring supplies are satisfactory also, noticeably for cotton underwear, etc.

Mr. Fred. Cains of Brophy, Cains & Co., now out on a tour of Ontario, writing from the district around Renfrew, says that the weather is altogether too balmy for trade, which is just like summer, making one feel more like going on a "hunting trip than hunting for orders."

The demand for dress goods in a sorting up way has been quite satisfactory, according to Jas. Johnston & Co., until the last fortnight. They speak of a good demand for velvets in the popular shades, also for "hygiene" underwear, knitted gloves, etc., of which they have full lines.

Caverhill, Kissock & Co. note a good demand for German beaver for cloakings, having sensibly reduced a large line which they got in early in September. They complain that the warm weather has interfered with the demand for millinery, trimmings, etc. In this connection they report that velvet is all the rage, and that ribbons appear to be entirely out of it.

John Martin & Co., St Paul street, say that the demand for mink skins at the moment is very brisk, and that prices are firm. This is due to the prevailing fashion which calls for the entire skin of the mink as a neck tippet, but they don't anticipate that the firmness will hold.

Mr. H. Shaw of Jas. Johnston & Co., who paid a visit to the World's Fair during the last fortnight, was back in his dress goods and silk department on Monday morning last.

Thouret, Fitzgibbon & Co. have on hand an extensive and well assorted line of "Jammets" gloves, the demand for which is not interfered with by the warm weather. They are selling at steady and unchanged prices, but according to the firm's most

recent advices this will not be the case with spring and summer supplies, as tone of values at Grenoble is firmer and an advance in the price of French kid gloves during the coming spring almost certain.

Messrs. W. B. Foster and Jas. Baumann, the well-known travelers for Thouret, Fitzgibbon & Co., are out on their regular western trips through Ontario. Their friends will no doubt be glad to see them once again.

The buyers are now all on the other side of the water. Mr. Macdougall of Gault Bros. was one of the rear guard sailing on Monday the 9th. He will be absent about two months.

Mr. Thos. Brophy of Brophy, Cains & Co. sailed during the first week in the month by the S.S. Labrador. He expects to be away for a couple of months at least.

Mr. Wm. Agnew of Wm. Agnew & Co. sailed for Europe the first week in October. This firm notes as an encouraging sign in dress goods quite a demand for serges, especially of the better qualities.

Messrs. Cains and Fraser of S. Greenshields, Sons & Co., is expected back from Europe sometime in November. The firm report a good demand for all lines of fall goods. They are well satisfied with the demand for the celebrated "Priestly" dress fabrics for which they are the sole Canadian agents, also for their special line of Cravenette waterproof goods.

Jas. Johnston & Co. received a large line of blankets and woolen goods early in the month, and have sensibly reduced it since owing to the good demand which ruled during the last week of September and the first week of October. They also have experienced a good demand for Muscovite, one of the newest things in German dress goods, which sold remarkably well in all the popular colors of green, purple, etc.

Mr. Leslie Gault of Gault Bros. & Co. left early in the month for Great Britain and the Continent to look up selections for the firms springs supplies of dress goods, etc.

Messrs. Gault Bros. have noted a good demand for coarse tweeds and overcoatings, both in the shape of letter orders and from travellers. Work is still being pushed on the extensive additions to their warehouses on St. Helen street. As has already been noted in this column, they have taken over the entire warehouse next door to them on St. Helen street, and it will soon be complete in all its arrangements, being connected with proper precautions against fire with the old warehouse at the corner of St. Helen and Recollet streets.

The Hudson Bay Knitting Co. of Montreal was incorporated in 1889 and started on a small scale, but through the energy and push of its president and manager, Mr. J. J. Westgate, it has since become an enterprising and large concern. They manufacture a large variety of goods, composed chiefly of specialties. Their leading lines are (1) leather clothing of all descriptions, (2) specialties in tweed suits and overcoats, (3) specialties in knit goods, including their celebrated Westgate overstocking, lumbermen's heavy stockings, mitts, etc. Their goods are handled largely through Canada by the jobbing trade, and clothiers would find it to their advantage to get samples or clippings with quotations on their tweed suitings for spring.

Hermann S. Scheyer reports that he has gone into a new line by starting the manufacture of men's Australian bear coats. Mr. Scheyer tells us that at the March sales in London, Eng., he bought all that was offered of these skins, 30,000 in all, and

has now a stock which will make 1,000 coats. They are a good looking fur and will supply a long felt want in the way of a warm, durable and low-priced coat. He is also busy night and day manufacturing waterproofs for the spring trade. He reports a good demand in skins, seals, grey lambs, etc., and in common with others engaged in the same lines, is hoping for an early and severe cold snap.

THE MILLINERY TRADE.

ROAD orders are coming in quite briskly, although as a general rule the orders call more for varieties than for quantities. Dealers seem to be buying from hand to mouth with a determination to keep down stocks and run no risk. This is commendable, as wholesalers will discover before spring.

Plain ribbons in numbers 30 and 40 have been in good demand in fine colorings. Fancy ribbons have not had so great a call.

Osprey aigrettes hold wonderfully well, and the demand continues brisk. Feathers have received some attention, both in plain quill feathers and ostrich goods. Black and white are the leading colors, and black and white shaded also takes well in ornamentalations.

In shapes the high and narrow-crowned sailor is sharing the honors with the placques and flops. Walking hats get a little attention, but dress shapes are relegated to back shelves for the present. Sailors are shown in hatters' plush and also in plain felt. Blacks, whites and colors are all shown. Placques are now shown in double colors; that is, the top is of one color and the bottom of another. Often they differ also in materials.

Silks are very quiet at present, but the wholesale houses report an excellent trade in velvets and velveteens.

REID, TAYLOR & BAYNE.

This house shows the "Puritan," a leading sailor shape with a wide ribbon band which reaches nearly to the top of the high narrow crown. They have also a neat line of placques with hatters' plush above and velvet or felt below. The two parts of these disks are joined together by a very thin sheet of rubber, although so well that this cannot be noticed. These are shown in striking combinations of colors, such as cardinal and black, black and cardinal, black and white, white and black, brown and moss green, etc.

S. F. M'KINNON & CO.

S. F. McKinnon & Co. have a shipment of osprey goods coming forward which will enable them to keep all orders filled for this line. They are showing the latest designs in placques and flops and in sailors. Their fancy feather and fancy ribbon stock is well known to be always in good condition. Their stock of dress silks contains some specials, and their mantlings are in full range, their stock of colors in satin-finished beaver cloth being good. In velvets and velveteens they keep their range constant by repeats.

Debtor—I have done well in business, and I have come back to clear up all the debts contracted by me. In fact, I have repented and intend henceforth to lead an honest life.

Creditor—That is good news.

Debtor—Now, what I want to know is, will you accept 20 cents on the dollar?—Puck.

THE FUR TRADE.

FURS are not to be bought these days at any prices that a buyer may name. There is a decided upward tendency of the market, owing to the great demand for dressed furs. But it must be carefully remembered that what is true of dressed furs may not be true of raw furs. Dressed furs of various kinds are in demand at the manufacturing establishments, and in certain cases where manufacturers have been forced to buy repeats of some lines, they have had to pay advanced prices, in some cases amounting to 25 per cent. This advance is only on furs which are available for present use. If November opens up with cold weather, a still further upward tendency may be expected. But there will be no dearth of manufactured goods in Canada, for Canadian manufacturers of this class of goods have worked their factories steadily all summer, whereas United States factories and workrooms have been halls of silence for nearly four months. The prospect for the fur trade in the United States depends on the Silver bill, or the entire restoration of financial confidence, and even if the fur trade picks up, their manufacturers are unprepared for a sharp demand. In this country it is different. Manufacturers have had no difficulty in securing funds to pursue their manufacturing, and most of them have pursued it with more than usual assiduity, confident that the state of trade warranted the expectation of an increased demand for fur garments.

Already this increased demand is apparent, and if the weather is favorable, anticipations will be abundantly realized. One feature of this demand is the enquiry for fur capes.



117—22 in. Cape.

The favoritism shown for this class of garments cannot be explained other than by saying that the Leg O'Mutton dress sleeves make jackets uncomfortable and unsuitable. Capes are selling in all lengths from 22 to 36 inches and in every class of furs. They are shown in plain collars and with and without butterfly and similar fancy capes.

The London fur sales commence on October 25th, although Lampson's make no offerings until October 30th. The class of

furs offered are not important and very few Canadian buyers will be present. Nor is it expected that the prices ruling there will have much effect on those ruling in this market. The date for holding the seal sale has not yet been fixed, and it will not be held before November 30th. Holders of this class of furs are anxious that the financial affairs of the United States shall be more settled before this sale takes place. Any great rise which results from these sales, will be mainly the result of manipula-



115—30 in. Cape.

tion because it is well known that there are enormous quantities of raw furs in storage both in the United States and on the other side of the water, only waiting a favorable opportunity to be thrown on the market.

Collectors especially should note this fact and not base their present prices on those obtained last year. This is a most unfavorable moment for any speculative moment in raw furs. The stocks are large and the probability is for lower prices. The English fur trade is in bad condition, and the United States trade is the same, hence with an equal amount of collections during the coming season, prices are most certain to fall. Conservative dealers expect that prices of nearly all articles will rule lower during the next raw season.

SOME NEW CAPES.

Capes are popular at present. The three accompanying illustrations show three of the leading styles made by A. A. Allan & Co. of this city.

No. 117 is a 22-inch cape in Alaska sable. The shoulders are high and the storm collar plain. It is also made in marmot sable, natural opossum, black-dyed opossum, brown-dyed Greenland seal, mink-dyed Greenland seal, grey, lamb, Persian lamb, astrachan, nutria, beaver and seal. The principal lengths are 17, 22, and 30 inches.

No. 115 is a 30-inch cape made in the same variety of furs. Here it is shown in seal with plain storm collar.

No. 114 is a similar cape with the addition of the nymph or fluted collar. This is put on all their capes if desired at an increased cost of from \$2 to \$3, according to the class of fur.

ABOUT RAW FURS.

An abstract of a conversation which the Montreal correspondent of THE DRY GOODS REVIEW had with Mr. Horace Martin of the firm of John Martin & Co., fur dealers, St. Paul street, may be of some interest to fur manufacturers and others as conveying the impressions of a shrewd dealer on the prospects for raw furs. With few exceptions Mr. Martin looks for moderate values on raw furs for various reasons. Bear, for instance, sold well during the winter and spring months, but now only choice parcels can be moved at concessions, and a decline in value may be looked for as a certainty, and care should be exercised with the lower grades as manufacturers are not using them for robes, as they can buy so many cheaper and more saleable substitutes. Mink at present, owing to the prevailing fashion of using the whole skin for neck tippets, is firm in tone, but it is the impression that owing to many other furs which can be used for fur edging that it will see a lower range of prices. The sharp advance in mink has not benefitted muskrat to the extent anticipated, for although the latter usually acts in sympathy with the former, the opening quotations for them are expected to be moderate. A weakening is looked for in raccoon, and lower prices are also predicted in opossum. Red and grey fox, which are chiefly shipped to Europe, and the demand for them is not brisk. Marten has an easy tendency, and while the better colored skins may hold their own, poorer sorts will unquestionably weaken unless European buyers show the fur more favor than they have. Lynx should be bought very reasonably, while large stocks of wolf skins in dealers' hands can only



114—30 in. Cape
With Nymphic Collar.

be disposed of at a sacrifice. Sea otter, cross and silver foxes, fisher, etc., are exclusively dependant on the European trade, and the outlook for them is not considered good. Beaver, otter and skunk seem to be the most encouraging lines. Beaver is only a light stock, and unless the offerings at the sales in London are excessive the article may show more strength. Otter of all grades finds a good market, and present stocks are small, and as fur edging appear to be more popular than ever, it is safe to assume that otter will be in good request. Skunk has been in good request for the export and home trade, and a good call for them is still looked for.

TORONTO FUR MARKET.

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 80 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

FUR NOTES.

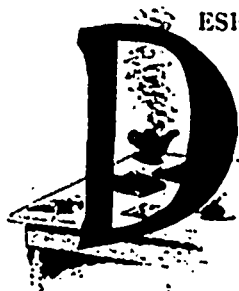
The Russian steamer Kotick arrived at San Francisco on September 28th with this season's catch of the Russian Sealskin Co., owners of the Copper Island rookery privileges. It is the most valuable cargo from the north that has ever entered that port. On the manifest were 33,830 sealskins, valued at \$15 per skin; 134 sea otter skins, at \$100 each; 480 bear skins and 800 sables, making a total valuation of over \$500,000.

Mr. E. B Marvin and Capt. Cox of the sealing firm of E. B. Marvin & Co. of Victoria, B.C., were in Montreal recently on a visit. This firm has six vessels engaged in the sealing business, representing a capital of \$72,000. Capt. Cox states that the Behring Sea decision is not regarded as satisfactory by those engaged in the sealing business. The white seal hunters, he says, are diligently practising with spears, in order to become expert by the time the sealing season commences.

An unconfirmed Boston despatch has been running in the daily papers giving an account of the arrest in Troy, N.Y., last week of Henry Nedecar and Thomas McCormick, Delaware and Hudson trainmen, charged with smuggling sealskin and fur garments into the United States and shipping the same to Boston and other large cities. The principal in this scheme was said to be J. B. Laliberte of Quebec, a French Jew, who, it is said, conducts the largest and finest fur store in America, or in the world. He is claimed to be a man of great wealth, amassed largely by defrauding the United States revenue, and is, the most successful offender against the United States customs laws in Canada, and notorious as a smuggler from Maine to California. The report is generally considered a hoax.

One of the greatest drawbacks to a steady raw fur trade on this continent is that certain flim-flam houses in New York, send out circulars to collectors quoting enormous prices on furs consigned to them. These collectors then think that reliable houses are quoting too low, and too often they ship their furs to the flim-flam house and never receive anything for them. These houses cannot give such prices and deal honestly with their customers, as the latter soon learn.

THE MONTH'S TRADE.



ESPIE all rumors of a shortened trade, most of the houses have done an average September business. The month surprised the wholesalers, the last week being an especially active one, owing to the cold weather then prevailing. Some of the houses report an increase in the month's trade.

September collections were not remarkable, except for their continued slowness. This month shows slight improvement, and about 75 per cent. of the paper due on the 4th was met. There is no doubt that many back debts will be paid up this month.

The large clothing houses have all placed their orders for spring woolens, and the total volume is ahead of last year. Prices remain about the same; in fact this whole trade has become an almost staple one. The designs may change a little, but qualities and varieties change but slightly, and prices are always tending slightly downward. The demand for medium and lower grade woolens is greater than it was last season, and this is almost the only feature.

Hopsackings, for dress material, went with a rush in September. Everybody wanted them, and stocks were pretty well cleared at full prices. Since October opened up the trade has been for serges. The change was abrupt but was decided, and some of the wholesalers were caught with small stocks. Cable repeats for black and blue serges have been quite numerous this past two weeks, and as these have commenced to arrive, dealers can rely on having all their orders filled.

The knit underwear trade is in a normal condition. Mills have an abundance of orders and repeats to keep them busy until the middle of December, and should the weather turn stormy early in November additional repeats would prolong the season's run until sometime in January. Some of next year's samples are appearing. Wholesalers are busy receiving stock from the mills and shipping out. A few road orders continue to be taken for this and similar lines.

The silk trade is decidedly flat at present, there being very little demand. Some dealers who are loaded and are afraid of a falling market have been trying to force sales, and some lots have been sold at much below regular prices. Wholesale stocks are fairly heavy.

Some 300 bales of grey cottons have been cleared out by a manufacturer's agent at much below usual prices. It is said that this clearing was done because a certain mill in Ontario which had been making both colored and grey cottons will hereafter be confined to colored fabrics. The wholesalers who got these lines are not likely to cut as they are staple lines, and a cut is unnecessary. Retailers will derive little or no benefit from this slaughter. One or two other lines of cottons are a little easier at present, despite the fact that raw cotton has advanced 16 points in the last month.

This is essentially a velvet season. Velvets and velveteens have had a wonderful demand, and large quantities have been consumed. But as soon as the first decided frost has passed, watch the demand for fur edgings and fur trimmings. Letter orders will be in great vogue just about that time. Velveteens will be clean out of it after that.

The winter's overcoats are taking lots of cloth. Instead of ordering $2\frac{1}{4}$ yds., merchants are using from $2\frac{3}{4}$ to $3\frac{1}{4}$ yds. for

every overcoat. Even the prosaic men of the last decade of the 19th century, follow the fashion's closely.

Fancy wool goods such as bootees, mitts, hoods, etc., are moving well. Yarns of all kinds are being enquired after.

DRY GOODS FOOTBALL LEAGUE.

THE Wholesale Dry Goods Football League has been reorganized and is again at the work of deciding who shall possess the beautiful silver trophy presented by THE DRY GOODS REVIEW. The teams which entered were from the following houses: Samson, Kennedy & Co., W. R. Brock, & Co., Gordon, Mackay & Co., Caldecott, Burton & Spence, and Wyld, Grasett & Darling. Since the opening the first mentioned team has withdrawn, and their place has been taken by McMaster & Co.

On Saturday Oct. 7, the season was open with a default, a change of date and a bye. Gordon, Mackay & Co. won two points by W. R. Brock & Co.'s default.

On Saturday Oct. 14, a pair of defaults occurred owing to the inclement weather. W. R. Brock & Co., again defaulted, this time to McMaster & Co. who thus have two points and no games lost. Wyld, Grasett & Darling lost two points to last year's champions owing to the fact that their men didn't realize that anybody would play football in such weather as obtained that day. The worthy champs. cared not for wind, rain or mist, and were ready to do or die. They did, and didn't die. This places Wyld, Grasett & Darling's team with a handicap that will lessen their chances materially. Brock's team is out of it—almost the best team in the league—because some of their players were in other matches and some indisposed. This is unfortunate, but cannot be helped. McMaster & Co.'s team is new and untried, and it can scarcely expect to get top place this season. This leaves the two teams to fight for the trophy, although of course the other two have a fighting chance.

Gordon, Mackay & Co.'s team is an excellent one, and Caldecott, Burton & Spence's team is composed of men who have two victorious seasons behind them to give them confidence. The latter team has been drawing victorious confidence all summer from their daily observation of the handsome shield that hangs in their warehouse, and which needs but one more victory to make it a permanent ornament. They are determined to win. The former team are saying little but doing much. If they are beaten it will be by a much better team than themselves. They are out for glory—and the shield—and will give an excellent account of themselves when they come on the field. Let the best team win.

BETTER ALL ROUND.

If the business of the world could be put on a cash basis it would be better not only for merchants, but for the masses. Many people buy things they do not require, simply because they are not called upon to pay cash for them. It is always a simple matter to discount the future, but the obligation once created has to be met, and as a rule it is just as hard to pay for things six months hence as it is to pay for them to-day. If people could not get credit they would find their wants simplified in a most remarkable manner, and they would be able to show a balance at the end of the year on the right side of the ledger. —Hamilton Herald.

BEDDING WINDOWS.

WINTER bedding, blankets, comforters, etc., are now leading cards in dry goods stores, says *The Dry Goods Chronicle*, and if well arranged, capital window displays may be made from these articles. The accompanying sketch gives a suggestion of the grouping in a recent display made by Abraham & Straus, Brooklyn.

In windows of this kind it is well to avoid dark colors. Bordered blandets are exceedingly good, their soft cream tone giving great decorative value to the pale pink and blue of the borders. Comforters having a general tone of soft pinks and blues are also excellent in combination with blankets, and very attractive windows can be made with the dainty satine and India silk comforters, now so great a feature of good stocks.

SMALL WINDOWS.

There are numbers of merchants, says Harry Harman in *Dry Goods Bulletin*, in many of the cities and towns who would be only too glad to display their goods in windows if they had sufficient room, but the small amount of space will not enable them to show goods to advantage. I shall endeavor to help them by giving a few ideas as to the manner in which a smaller window may be dressed and still look attractive; but I don't propose to display goods from every department all at one time, or to overcrowd a window. It is always best to place your goods at some distance from the glass, as they will be better seen and better preserved.

Never arrange the windows by placing masses of dark material at the back. This turns the window into a mirror, and the display of colored goods in front is ruined by being mingled with the reflections of surrounding objects. Don't try to do without fixtures. Have a good supply of them, as it will enable you to change as often as necessary.

To make a neat handkerchief display, first cover the side well with blue cambric, then pin on white and colored border in diamond shape, so arranging them that every other handkerchief has a colored border; cover the entire wall. Now, about nine inches on each side near window pane run a tape from ceiling to floor and pin on your handkerchiefs; about eighteen inches from each side run a tape and arrange as before. The floor may be displayed with boxes of handkerchiefs, the borders merely turned over. For the background drape a pair of lace curtains. A very simple way to display articles is to run a piece of scantling on each side of window, from floor near window pane to back at ceiling, and run strips across, merely tying to a screw-eye at proper distance apart. On this frame may be displayed underwear, each row a color to itself; this may be changed to hosiery or such articles on the light-weight order.

For a small window I would suggest a deep white lace, draped within a few inches of window pane near the ceiling.

This is arranged by placing a screw-eye at each end of pane and stretching a wire. For the background drape a pair of lace curtains. Now build up steps in an angle facing the corner as you enter the store; by so doing, your display is viewed from side as well as front, and at the same time it gives you more room to make an attractive display.

DULL-SEASON BARGAIN TALK.

It will pay to make a good deal more of a feature than usual of special prices. In slow times buyers require marked inducements, and some one in your town is pretty sure to offer them. You better be the one.



It will pay you to try good circular advertising—not cheap dodgers; nobody pays much attention to them—but tasty cards, handsomely printed, describing some few especially attractive features, and sent through the mail to selected lists. Many people who are not influenced by newspaper advertisements respond to the personally addressed circular.

It will pay you to “star” seasonable goods in your window with terse cards explaining their desirable features. Remember that in the window prices talk! An excellent article at a low price draws in many a purchaser who had no thought of buying.

Knox, Morgan & Co.

**WHOLESALE DRY
GOODS IMPORTERS**

HAMILTON, ONT.

JUST CLEARED

Manufacturers' Stock Top Shirts, Assorted.



Navy Blue Buttoned Front, Regular Price \$8.00.

Blue Mottled, Buttoned Front, Regular Price \$8.00.

Black Mixed, Buttoned Front, Regular Price \$9.00.

Brown Mixed, Buttoned Front, Regular Price \$9.00.

Plain Grey, Laced Front, Regular Price \$9.00.

You can secure these by prompt letter order, while they last, at \$7.00, 4 months, or 5 per cent. 1st November.

Any of the Lines will Retail for \$1.00.

Our regular stock of Top Shirts is still fully assorted ranging from \$4.50 to \$15.00.

PRINTED FIGURES.

Cloth on which is printed certain figures, of cats, kittens, elephants and dolls, is in great demand. The printing is done in absolutely fast color, and hence when they are cut out, sewed



Patented July 5 and Oct. 4, 1893.

together and stuffed with wadding they make durable and harmless toys for children's use. Children make them up themselves and find much amusement in the filling of them themselves. This kind of toy has created much amusement, and the quantity of the goods sold has been enormous. It is sold by the yard in short ends of about 25 yards. Each yard



contains 2 cats, 2 elephants, 2 dolls or 8 kittens as the case may be. Dealers who have not yet tried this novelty can secure the cloth from W. R. Brock & Co. of this city.

Some of the flat hats exhibited in the milliners' windows are dreams of beauty, with gorgeous blendings of color upon the napped upper surface and creamy felt below. Others have a broad border of furry nap or are full brush hats. A few have low crowns, built up by hydraulic pressure, but the dictum from Paris is that the crown must be on the under side, and hatters are now making small shallow crowns of felt to be sewn on. Some of the French plaques are so limp that they can be formed into tams and beekeepers.

A. A. Allan & Co.

Wholesale Furriers.

We are showing a full range of Ladies' and Gents'

Fashionable Furs

Made specially on the premises for our Fine Trade.

Perfect fit in Jackets and Coats.

Send for circular.

Cloth Cap Department.

Silk PLUSH Caps—New styles for Men's and Boys'.

Imitation LAMB Caps—Full range, all prices.

Inspection invited.

A. A. Allan & Co.

51 BAY ST., TORONTO.

BUSINESS CHANGES.

ONTARIO.

ISAAC Benjamin, house furnishings, 128 Queen street west, Toronto, made an assignment to John W. Laurence, of John Macdonald & Co. The liabilities amount to \$5,000, with assets of \$3,000. The insolvent made an offer of 20c. on the dollar cash.

The Union Suspender Co., Toronto, has suspended.

A. Wyness & Co., dry goods, Fordwich, have sold out to J. Argo.

John Newton & Sons, mfrs. woolens, Limehouse, have been burnt out.

M. Lynch, children's clothing and fancy goods, Hamilton, is out of business.

Elliott & Hamilton, dry goods, Ottawa, have been succeeded by Wm. Stanford.

The dry goods stock of Bedard & Co., Ottawa, was sold at 65 cents on the dollar.

L. G. Callaghan & Co., dry goods merchants, Yonge street, are in financial difficulties.

W. T. Hayes & Co., men's furnishings, Goderich, have been succeeded by C. R. Shane & Co.

G. & R. Burns, men's furnishings and clothing, London, are endeavoring to compromise at 50c.

J. L. Hagerman, general merchant of Sutton, is fitting up his store for millinery and fancy goods.

A. A. Allan & Co., furniture and carpets, Toronto, are advertising that they will retire from business.

Alexander McDonald, of Cornwall, dealer in carpets and upholsterers' supplies, has made an assignment.

The goods and chattels of Annie Baker, 252 Yonge street, valued at \$5,000, have been sold to G. A. Weiss for 36 cents on the dollar.

F. R. Webb, the veteran dry goods merchant of Petrolia, has admitted his son into partnership, and the firm is now F. R. Webb & Co.

The dry goods stock of S. W. Giles of Hamilton, valued at \$5,457, has been sold to Dahl Bros. of Orangeville, at sixty cents on the dollar.

The dry goods stock of John Rennie of St. Catherines, amounting to \$21,821.20, has been sold to Mr. T. Hamilton, Toronto, for 42½ cents on the dollar.

The stock and plant of A. R. McKinley & Co., mfrs. window shades, Toronto, is to be sold by auction on the 17th. J. Innes' dry goods stock at Rockwood will be sold on same day.

L. Shantz of Berlin, recently bought a stock of furnishings on the corner of Elm and Yonge streets in this city. Then he sold it again, and now is selling his Berlin stock of furnishings by tender.

Mr. Walker, of Tilsonburg, some time ago sold his stock of dry goods to Ross & Symes, of Brantford, but negotiations having fallen through, the stock has been re-sold to D. Zant & Co., of Port Colborne.

Mr. E. Pearce, who for several years past has had charge of the dress goods department of the People's Popular Cash Store, St. Thomas, has severed his connection with that firm and will enter into partnership with Mr. J. W. Parker, of the Golden Lion, Strathroy.

QUEBEC.

Stocks sold: P. E. Delabissioniere & Co.'s, Bastican, at 50¼c.; Mrs. N. Houle's hat stock, Montreal, at 26½c.; Beland

& Morrier's at Capelton, at 60c.; Mrs. F. Boudon's millinery stock at Montreal at 20c.

Richard Kormaier & Co., furs, Montreal, have dissolved.

C. Brazeau, woolen mills, Portage du Fort, has been burned out.

Wm. Lussier & Co., millinery, Montreal, are being sold out by the bailiff.

F. Euclide Stamour, dry goods, Acton, has compromised at 40 cents on the dollar.

Mrs. Maxime Plaute, dry goods, Montreal, has compromised at 50c. So have G. Lepage & Co.

The stock of Dubrule & Co., general merchants, Richmond, Que., has been sold at 57¼c. on the dollar.

Armstrong & Munroe, men's furnishings, Montreal, have dissolved. G.H. Munroe will continue under style Munroe Bros.

H. & O. Gagnon, dry goods, Quebec, have assigned. Isidore Gauthier of Three Rivers is trying to compromise at 50c. Moss & Ross, tailors, Coaticook, are in difficulties.

The bankrupt stock of P. E. Venner, Quebec, was bought by Moise Fiset at 67¼c. on the dollar. The book debts were purchased by J. R. Savignac of Montreal at 17½c. on the dollar.

Camille Lauthier, dry goods, has assigned to Bilodeau & Renaud. J. H. Dore, St. Cunegande, is also in difficulty. So is P. E. Pauneton, Three Rivers. D. Drolet & Co., Quebec, have assigned.

MANITOBA AND BRITISH COLUMBIA.

Mrs. Robt. Graham has opened a millinery store at Qu'Appelle.

H. J. Blaise & Co., men's furnishings, Vancouver, B.C., have assigned.

F. E. Verge, St. Boniface, N.W.T., has sold out to J. F. Prudhomme.

Spencer & Perkins, dry goods, Nanaimo, have dissolved; former continues.

J. C. Corbett & Co., clothing, men's furnishings, etc., Winnipeg, have been granted an extension.

The dry goods stock of J. E. McGossan, Winnipeg, has been sold at 58½ cents, and his book accounts at 25 cents.

Paisley & Morton, dry goods, Brandon, have been granted six months' extension by their creditors, who are chiefly Montreal merchants. Liabilities were \$19,000 and assets \$29,000.

MARITIME PROVINCES.

J. M. Nicholson, general store, Dundas, P.E.I., has assigned.

Hanson & Grady, tailors, St. Andrews, N.B., will dissolve November 1st.

John Redford, commission dry goods, Halifax, has assigned to John H. Wright.

Chas. S. Barss is now sole proprietor of the hat business of Coleman & Co., Halifax.

Fred B. Newcomb, formerly with H. S. Dodge, has opened a dry goods store in Kentville, N.S.

Archibald McLeod, tailor, Campbellton, N.B., has sold off his stock and moved to the United States.

Amero Bros., manufacturers of oiled clothing, Pubnico, N.S., co-partnership registered—Sylvine, Geo. L. and W. H. Amero.

H. G. Gass & Co., dry goods, Spring Hill, N.S., has assigned to Wyndham E. Hefferman, and Murray & Co., tailors of the same place, have assigned to Allen C. McKinnon.

S. F. MCKINNON & CO.



POPULAR goods at right prices bring satisfactory results. Our Millinery and Mantle Trade has been exceptionally good up to date, and although slight murmurs of discontent have been heard in some quarters at the slowness of trade, we have every reason to be thoroughly satisfied with our share. Our foreign buyer being now in the European markets, new goods will constantly be coming to hand all through the sorting season. We draw the attention of every live merchant to the following facts: That in Millinery, Mantles, Silks, Ribbons, Silk Velvets and Fancy Dry Goods, we have the largest stock in Canada to select from. Our buying facilities are equalled by few houses in this Dominion; therefore we are in a position to meet the keenest competition. We invite the trade to call and examine our offerings, and get proof that what we state is correct. Samples mailed to any address for the trade.



S. F. MCKINNON & CO.

35 MILK STREET,
LONDON, ENG.

and

16 and 18 WELLINGTON ST. W.,
TORONTO.

NEW NECKWEAR.

THE Flowing End Derby or Four-in-hand will undoubtedly lead the market during the next six months. It has been leading the United States market for a year, and is only now forcing itself into the Canadian market. The Canadian trade may be slow to take it, but nevertheless it will be the rage

for spring. The wholesalers will all carry various styles and makes of this tie, and the dealer will find no lack of offerings.

But the trade will no doubt be pleased to learn that E. & S. Currie of this city are preparing a beautiful range of these goods. The accompanying cuts show their style tied and untied. It is shown in shot cords in green, heliotrope, blue and brown, with small spots of good contrasting colors; also in a full range of brocaded satins. They will have a range which will not be blessed with that word which seems to charm so many small merchants—"imported"—but it will be designated as the product of a Canadian manufactory, and will stand on its merits as such. Canadian woolens, knit underwear and cottons were once despised by those who wanted to be

"importers," but that day has gone. It has also nearly gone for union and all-wool carpets. It will soon go for certain kinds of neckwear.

This firm will also show a range of patterns in the new graduated derby, with a three-inch end, but with a gradual taper, so that a very small knot is made when tied.

They report a continued brisk demand for their natural, hand-tied, club house bow.

GENERAL FURNISHINGS.

THE general retail furnishing trade has been brisk this month, but would have been much better had the weather been colder. The prospect for the tailoring trade is excellent if the weather comes in cold, and at present the cooling process has begun. As regards the wholesale trade, tailors' trimmings have been fairly active; overcoatings have been sold in large quantities; fall suitings have had an enormous run in certain classes. Neckwear and linen goods have been somewhat quieter, although many back orders have been filled. Gloves of all kinds, lined and unlined, have moved rapidly, and wholesalers' stocks have been placed under such a brisk demand that many repeats have been sent to the factories. Men's underwear has been shipped out in quantities, but the volume of new orders has not been very large.

Wyld, Grassett & Darling have an excellent range of cheviot suitings and find a fair demand for their varieties. They were

fortunately well prepared for the great demand which has sprung up for this class of goods.

W. R. Brock & Co. report an active demand for all classes of woolens. Letter orders have been exceptionally good and letter orders have been exceptionally satisfactory. In overcoatings, beavers, meltons, friezes, serges, and six-quarter tweeds have all received considerable attention. In their Canadian woolen department ulsters and friezes are leading, and their stock is complete. The sale of these goods has been large, and several repeats have been necessary.

Gordon, Mackay & Co.'s small ware department is doing a steady trade in winter neckwear and underwear. They have some taking lines.

The shirt, collar and cuff employees of Troy, N.Y., are signing a petition to be sent to the Committee on Ways and Means at Washington, praying to have the tariff on these articles remain as it is. The concluding paragraph to the petition says: "We respectfully ask your sympathy and aid that our wages may not be reduced by increasing competition with the lower paid employees of European manufacturers."

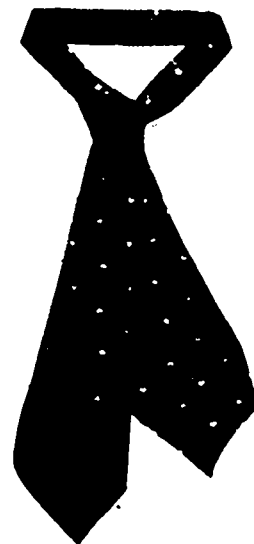
Fall goods in all kinds of men's apparel are now being displayed in the retailers' windows. Light weights are relegated to back shelves and store-rooms.

A novelty of German manufacture in a New York window is a cane and a dressing case combined. The stick is of hollowed malacca, from which a brass tube may be drawn which contains a series of little boxes, in which are neatly tucked away such things as shaving soap, razor, narrow brushes, nail scissors, comb, button hook, and a stick of wax for the moustache. The cane looks natural and is not of unusual size. It should be added that there is a corkscrew attached to the deer bone handle.

Plain black half-hose, which have had an unprecedented run, are on the wane, and the sale for plain drab, slate and the different shades of tan and light brown is increasing, which most hosiery dealers hail with evident satisfaction, as it means, they claim, an increased hosiery business. Stripes are in better demand also, particularly in grounds of drab, slate and light brown, having hair line and cluster stripes of red, pale blue and gold, also black and navy ground with fine hair line stripes of white. All these combinations are shown in lamb's wool merino and cotton except the plain grounds which cannot be made in merino and come out mottled.



Flowing-end Derby—Untied.



Flowing-end Derby—Tied.

Millinery

SCARCE
GOODS

For **OCTOBER** Trade.

Just opened out **WHITE OSTRICH TIPS**, from \$1.25 to \$2.00, also **Browns, Navy, Myrtles, Bronzes.**

WHITE OSPREYS

Black and White Aigrettes.

BLACK OSPREYS

Quills in all shades.

. . VELVETS . .

White Silk Velvets, extra quality, at \$1.25.

Colored Silk Velvets, every desirable shade in a range of prices.
Special value.

Colored Velveteens. Silk Ribbons. Satin Ribbons.

. . PLAQUES . .

Fine Fur Felt, beautiful quality,
Blacks and Colors.

Silk Plush Plaques, double faced or
two toned, any combination of shades.

Wool Felt Plaques, two-toned, range of prices.

Felt Sailors, latest styles, "The Murray Hill," "Chippawa," "Eulalie," "Urania" trimmed or untrimmed, also "The Pilgrim" in White only.

MANTLES—LADIES' and CHILDREN'S

CLEARING ODD LINES AT SPECIAL PRICES.

REID, TAYLOR & BAYNE

9 and 11 Wellington Street East - TORONTO

210 to 214 St. James Street, MONTREAL.

TRADE NOTES.

GEO. R. JOSEPH, 72 Bay street, is now representing Hermann S. Scheyer, of Montreal. Mr. Joseph is brother of Mr. Joseph of the Montreal Silk Mills Co.

The Towers patent brace is having a good run. It is made by Matthews, Towers & Co., Montreal.

The German Artistic Weaving Co., New York, have opened a branch office in Paris, with J. M. Anderson as agent, at 8 Boul'd Poissoniere. He will be glad to receive and attend to the interests of any of their Canadian friends.

W. R. Brock & Co. have just received a shipment of black and navy cravenette. This is a very popular fabric at present. They have an extra large range of velveteens and claim to be showing some very special values in this class of goods.

Alexander & Anderson are offering some special clearing lines in Canadian tweeds. They have received their third repeat order of black dress braids, which are in great demand. They are also offering special value in flannels and flannelettes.

W. R. Brock & Co. have a special line of grey flannels on which they are having a big run. They report an extra enquiry for flannel sheetings over previous seasons, and have tried to meet it with their range, which includes two or three exclusive lines.

Caldecott, Burton & Spence are in receipt of a shipment of serges, navys, blacks and browns. These are scarce goods in this market, the sales being larger in any foreign season. They have a full stock of velveteens, plains and shots in all the season's colors.

Among the buyers who have left for the continent is J. M. Alexander, of Alexander & Anderson. Mr. Fisher and Mr. Lillie, buyers for Wyld, Grasett & Darling, have left for foreign markets. Mr. Sanderson, of John Macdonald & Co., has returned.

John Macdonald & Co. have opened up a shipment of velvet ribbons in blacks and all widths. A shipment of shot velvets is also to hand, including some choice colorings. They have also a full range of prices in the celebrated brands of "Sapphire" velveteens.

Gordon, Mackay & Co. claim to have the finest range and best values in ladies' and men's Japanese hemstitched, embroidered and initial handkerchiefs they have ever shown, and as this department has received particular attention for some time past it will bear inspection.

Cardigan jackets are a big feature of the rural trade. Lines to retail at 75 cents, \$1, \$1.25, \$1.50 and \$2.00 are shown by W. R. Brock & Co. They claim to be giving extra value at \$1 in their number "Dandy." A leader at a popular price is what every retailer should aim to have always. It is a good advertisement.

The popular dress trimming just now is the serpentine or waved braids in blacks and colors. Gordon, Mackay & Co. have in stock a range of very handsome colored effects in imitation of snake skin, they are also opening up a shipment of blacks in the Hercules quality. These goods are very scarce and much in demand.

Mr. G. W. Wood, of Gordon, McKay & Co., leaves shortly on a ten weeks' buying trip to Europe. He will visit the principal British and continental markets. Mr. Warring Kennedy and A. J. Meharg are also preparing to go abroad to buy

for Messrs. Samson, Kennedy & Co., will leave for England in a few days. Mr. Warring Kennedy, the head of the house, will follow later on.

Henry Harman, the professional window-dresser of Chicago, has formed a monthly class in window-dressing and shop-decorating. Members are entitled to ask him any questions pertaining to the trimming of the windows, and they also receive at any time a description of how to make a special display for any special occasion for which they desire it. Window-dressers should correspond with this expert.

Mr. Boyd of Boyd, Bower & Brumell goes to New York on Saturday to pick up the latest novelties in that market. This firm have been very successful in placing novelties in fancy goods on this market, and the novelties they have been showing so far this season have taken so well that their stock is almost depleted in most lines. Mr. Boyd will make some heavy purchases in New York.

The Worsted and Braid Company is to have a new secretary in the person of Mr. Netherson, who has spent many years in the faithful service of Merchants' Bank. He is well able to fill the important position to which he has now been appointed. This company are now making military braids, which they anticipate selling on this market at prices equal to New York wholesale prices. During the latter half of this month they will be ready to supply all demands for this class of goods.

W. R. Brock & Co. are showing this season an unusually large range of ladies' and men's waterproof garments. A line of ladies' cloaks to retail at \$1.50 to \$1.75 is a special offering. Deep single and triple capes, also hoods, are among the styles shown in ladies' garments, while men's have various sizes of deep capes with or without sleeves. These goods are absolutely waterproof and much superior to many so-called waterproof fabrics, under fancy names, now in the market.

What has chiefly contributed to give the German Artistic Weaving Co. the large and steadily growing business that it enjoys is, undoubtedly, the perfect exactness of its work. The absolute accuracy of its designing and weaving may seem unnecessary to the superficial observer, but to manufacturers who have keen eyes for faulty lines, and want labels as perfect as the goods that bear them, the German Co.'s work is highly pleasing and they will have no other.

Alexander & Anderson have repeats of a full range of navy and black estamene serges; also hopsackings in a variety of colorings. These are lines which are in continued demand at the present time. A special line of soft finished whipcords, used especially for ladies' suits, have taken extremely well. A shipment of hopsacking in shot effects is to hand. Hopsack checks in large range are being shown. These goods are new this season, and are almost a novelty as yet. In clearing lots they are offering special inducements to visiting buyers.

What was for many years known as Gow's mill, on the river Speed, was about nine months ago leased by Galbraith & Co., who embarked in the manufacture of hosiery on a large scale. The mill has the advantage of being supplied with good water-power all the year round, except in an unusually dry season, and is now in full running order. The venture has proved most successful, and shortly after the start orders came in so rapidly that the mill had to run extra time to fill them, and the case is the same to day, keeping in employment from 35 to 45 hands.

Thibaudeau Bros. & Co.

Importers of ———

ENGLISH .
FRENCH . .
GERMAN &
AMERICAN

DRY GOODS

THIBAUDEAU FRERES & CIE.

Quebec.

THIBAUDEAU BROTHERS & CO.

London, Eng.

THIBAUDEAU BROS. & CO.

332 St. Paul St.

MONTREAL

Sorting Up Trade

MERCHANTS and MILLINERS will find our stock well assorted for present season. New and Scarce Goods arriving every week, keeping our stock attractive in every department.

WE HAVE A FINE STOCK OF

Plaques IN EVERY SHADE
AND QUALITY

Orders Receive Attention

D. McCALL & CO.

Wholesale
Millinery

... Toronto

S. Greenshields, Son & Co. MONTREAL

GENERAL DRY GOODS MERCHANTS

Have been appointed sole selling agents for Canada for the well known

BLACK GOODS

Made by BRIGGS PRIESTLY & SONS,

TRADE MARK— Bradford, England
"The Varnished Board"

Their travellers are now showing a large range of these samples, including their celebrated . . .

Silk Warp Goods and other Plain and
. . . Fancy Black Goods . . .

Which have a world-wide reputation. They will also have samples of the cloths of the

Genuine "Cravenette" Company For Dresses and Mantles

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

RIBBON MANUFACTURING AT ST. ETIENNE.

THE ribbon industry of France is in a flourishing condition, and it may be said that it has never enjoyed such activity as was witnessed during the four years preceding 1890, when the production exceeded in a notable manner the figures attained hitherto, even in the most brilliant years. However, it cannot be said that the benefits realized were in proportion to the amount and importance of business done, because the ribbon industry, engaged essentially in the foreign trade, was obliged to sell its product at very reduced prices in order to compete with foreign production. The happy situation was destined to come shortly to a close, as a complete change came over the transactions of this industry owing to fluctuations in fashion.

Fashions have always had a preponderating influence on the production of St. Etienne. The development of the general comfort and of the national prosperity permits the masses of France to use articles which hitherto were considered as luxuries reserved to the well-to-do classes alone.

COTTON IN VELVET.

It was in 1860 that cotton entered into the texture of velvet ribbons and a thousand other articles of the ribbon industry, which permitted a considerable development of its exportation. This development would have been much more important if, by the treaties, exaggerated duties had not been maintained on cotton and silk threads. The treaties of 1860 were made on the eve of the war of the Rebellion in the United States. That country, which used to place at St. Etienne orders amounting to 30,000,000 fr. yearly, discontinued all at once its orders.

The exportations from St. Etienne were stopped for two or three years to the United States on account of the duty there. England, by the treaty of 1860, suppressed the duty of 15 per cent. on silks and ribbons, and thus a market was found which compensated in a great part for the decrease in American orders.

It is difficult to give a correct estimate of the development of the export trade in St. Etienne tissues, for, by reason of a strange error of the Custom house, the statistics concerning their exportation before that date are absolutely erroneous. A comparison of the French exports in 1860 and 1866 shows, however, that the treaties of 1860 had a real influence on the production of ribbons. In the former years France exported to England silk and velvet ribbons, silk braids and, mixed braids, to the value of 43,450,100 fr.; in the latter year 70,402,309 fr.

The manufactures of St. Etienne are exported over the entire world. The exportation is effected by French and foreign commission houses established in this place, and by the manufacturers directly, as well as indirectly by Paris firms. Until late years the exportation was chiefly in the hands of commission houses, but within the last few years the course of business has been modified, thanks to the increased facilities of communication. There still exist at St. Etienne numerous commission merchants, French and foreign, but their importance has diminished, as well as the amount of business transacted by them.

HOW MUCH BUSINESS IS DONE.

A great deal of business is also done through the medium of Parisian commission houses and houses dealing in articles of fashion. To-day manufacturers go themselves abroad, organise agencies, and treat directly with their foreign customers. Many foreign buyers, instead of coming directly to St. Etienne, stop at Paris, where they find a general assortment of all the various

articles of fashion they may need, and may make their choice as to quantity not less than quality. When they address themselves to St. Etienne directly, they are obliged to give orders of a certain importance, and to grant a delay of from two to three months to fill their orders. Some St. Etienne firms have begun, however, to manufacture beforehand, so as to have a stock of goods ready for buyers.

It is difficult to accurately estimate the proportion of goods exported from St. Etienne to that of goods manufactured, because of the indirect exportation effected by the Paris houses. However, it may be confidently asserted that 75 per cent. of the goods manufactured find their way abroad, while the remainder, or 25 per cent., are destined for home consumption. The exportation from St. Etienne direct represents about 50 per cent. The houses of the latter place have to-day travelers among all the nations of Europe, and even in America, thus finding the means of exporting to a considerable amount articles destined to serve the fashions of the day.

The value of the silk used by the manufacturers during the year 1889 may be estimated at 61,000,000 francs; cotton and indiarubber, 5,000,000 francs; total, 66,000,000 francs. Considering the present prices of silk and cotton, the cost of the raw material may be estimated as constituting 64 per cent. of the cost of production of the ribbons. From this it results that the entire value of the ribbons produced during the year 1889 amounts to about 103,000,000 francs. The principal material employed in the manufacture of ribbons at St. Etienne is silk, cotton and indiarubber entering into it, but in feeble proportions.

THE SILK USED.

The silk is almost entirely of foreign production, as statistics show that within the last 29 years only 10 per cent. of home-raised silk has been used, and the average has even fallen to 6 per cent. within the last ten years. The great perfection to which China and Japan have brought silk cultivation, and the low prices of the silk, account for this increase in the consumption of the foreign products to the detriment of the home article, the role of which may be said to be almost effaced. The Chamber of Commerce thinks that to interfere with the present rates of import duties on foreign silks would be productive of the gravest results.

The slightest increase of these duties would cause a displacement of the silk market from Lyons to London and Milan, and probably also benefit some German town. The St. Etienne manufacturer, obliged to compete in other countries with foreign manufacturers, has been forced to be satisfied with so small a profit that the slightest additional duty on silk would make such competition impossible.

Concerning the organization of the ribbon industry of St. Etienne, it may be said that it employs 21,000 looms, of which 17,000 are the property of the workmen, on which they work at their own homes, surrounded by their families, and transmitting to their children the technical and artistic qualities acquired by themselves.

The 17,000 looms represent a capital of from 25,000,000 to 28,000,000 francs. The number of men and women employed on these 17,000 looms exceeds 63,000. At the side of the weaver there is a complete organization of artisans, without which the ribbon industry could not exist, such as dyers, silk dressers of various kinds, manufacturers of looms, etc. —Textile Mercury.

TO THE CLOTHING TRADE **YES**

MANUFACTURERS
OF THE . . .

\$1 BOYS'
SUIT.

WRITE FOR SAMPLES.

GLAYTON & SONS,
Halifax, N. S.

The Hudson Bay Knitting Co. of Montreal are manufacturers of all kinds of Leather Clothing, including Leather-and-Cord Reversible Jackets, Hunting Jackets of all kinds, Leather Vests, Pants, Shaps, Caps, Mitts and Gloves,

Durable & Comfortable

Just the thing for Sportsmen, Brakemen, Car Drivers, Lumbermen, Miners and Labourers.

Order samples from your Jobber or direct from . . .

Hudson Bay Knitting Co.

643 CRAIG ST. MONTREAL.

ADOLPH KLUGE.

EMIL KLUGE.

ALBERT KLUGE.

THE GERMAN ARTISTIC WEAVING CO.

120 FRANKLIN ST. NEW YORK

Woven Labels

24 EDMUND PLACE, LONDON, E.C.

98 MARKT ST. GREFELD GERMANY

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.

We have opened a branch office in Paris, J. M. Anderson, Agent, 8 Boul'd Poissoniere, who will be glad to receive and attend to the interests of any of our Canadian Friends.

CARPETS AND CURTAINS.



It is long time since the carpet trade of Canada experienced so much competition as during the present season. British manufacturers in about double the usual numbers have sent representatives into the market to secure orders, and retailers and wholesalers have had a chance to see more than the usual number of patterns and styles, and to ask terms from more than the usual number of manufacturers. The English visitors sell mostly Brussels, tapestry and hemp, as they are pretty much out of it in unions and woolens. They sell to everybody who will buy, retail or wholesale or both. The jobbers who reside in this country complain that the manufacturers who send travelers out to this country are injuring their business, and this business, they claim, is rightfully theirs, because they reside in the country and do their share of paying its running expenses. Just as a merchant hates to pay a share of the running expenses of a business and receive no profits therefrom, so the carpet jobbers of this country desire to hold the carpet trade as a remuneration for their aid in its up building and its support.

The British manufacturer is after the Canadian trade. Indian trade is no good on account of the monetary difficulties; Australia has proved itself a dangerous market; the South American Republics are too unstable internally; and the United States tariff is too heavy to allow them to compete successfully in that market. Canada stands first among foreign countries in the matter of financial standing, having the lowest percentage of mercantile losses; the consequence is that the British manufacturer is looking to Canada more and more. Strong firms who have never previously looked to Canada for trade have been approaching the buyers who have been in the British markets this fall and have told them they must have a share of the Canadian trade in some way or other. The result will be as it has always been, that the British manufacturer will get what he wants—he always does—and carpets will be sold cheaper in Canada, resulting in an increased importation.

Canadian manufacturers of unions and wools, have got out all their next spring's samples and travelers are now out looking for orders. Those received so far give great encouragement, and this promises to be the best season for domestic goods that has yet been experienced.

NOTES.

Mr. J. R. Kendrick of Philadelphia, did not visit Toronto last month as was expected.

J. P. Bird of Halifax, England, was in the city last week, in the interests of his carpet factory.

E. C. Grice, Secretary of the M. A. Furbush & Son Machine Co., Philadelphia was in Toronto last week selling looms and other machinery.

Cunningham & Wright are building an iron smokestack for a new dyehouse at the carpet factory of J. H. Etherington, St. Catharines, Ont.

The Toronto Carpet Co. have added samples of their new Imperatrix Axminster rugs and carpets to their display at Chicago. This has been entered for the prize competition and the awards will soon be announced.

John Macdonald & Co. are doing a fair sorting trade in all kinds of carpets. The demand is very general, hems, tapestries

and brussels, all receiving almost equal attention. They have a special line in a medium priced tapestry, and as a drive it has attracted attention. They have also special drives in mats, rugs and curtain nets, being special lines picked up by their buyer in the foreign markets. They have just opened a large importation of 72-inch felts and tapestry table cover. The felt stock comprises all the latest and popular shades.

Alvin Burrows, of Guelph, has asked the city council for exemption from taxes for ten years for the manufacture of chenille curtains and upholstery coverings. These goods are not manufactured in Ontario at present. He proposes to employ eight men and as many girls in the first year, and to increase the capacity each year till fifty hands are employed.

The Toronto Carpet Co.'s World's Fair exhibit has drawn much attention, and they have been asked to make displays at the San Francisco Exhibition and at The World's Fair Prize Winners' Exhibition to be held next year in New York. Their goods are also increasing in popularity in Canada. One retailer who not long ago advertised that Canadian wools were no good, has now admitted that they are better than Americans and is handling this company's all-wool and unions.

The last issue of the Textile Mercury contains a long article on "The Carpet Trade, English and American." It states that the imports of British carpets into the United States for the first six months of the present year were only valued at £68,462, a decline of nearly £20,000 since last year, and in quantity of near 200,00 yards. It admits that the "reason for the existing state of affairs is, of course, to be found in the rapid development of the industry in the States." Considerable attention is paid to the effort being made by the Alexander Smith Co. to push their moquettes in Europe and concludes by saying: "We are of the opinion that the move of the Yonkers firm requires watching very closely in England. With all our knowledge of the textile arts, derived from generations of industrial ancestors, we cannot afford to ignore the ability of the clever men, chiefly drawn from the old British stock, who conduct the textile industries of the United States."

A carpet loom has been devised in England which runs two sets of needles, and the inventor claims that it will produce a square yard of carpet material in one minute. The needles are independent in their operation. A crude contrivance was recently constructed by the same inventor for making mats on the same principle, and a perfect rug, or art square, was made by it. This machine was of wood, and having but one set of needles only one needle carriage was used. The sample rugs, mats and other fabrics woven are stated to have been beautiful, the texture firm and the face, when finished, attractive. Some of the were finished so as to be "reversible," while others had an application of cement on the lower side to prevent the "pile" from working out. The specimens were exhibited to experts, and the statement that they were made at the rate of a square yard per minute was sufficient to subject them to an inspection that was both close and critical.

IN YET A LITTLE WHILE.

Soliloquized the turkey,
With a deep, deep frown;
"I don't think much of feathers
For a real swell gown,
But I'll have my fill of dressing
When the ax falls down."

Wyld, Grasett & Darling

FALL ASSORTING
SEASON . .

EVERY DEPARTMENT IN

Staple and Fancy Dry Goods
Imported and Canadian Woolens,
Men's Furnishings, and
Merchant Tailors' Trimmings,

is kept well assorted with us and buyers
can rely on having their orders satisfac-
torily filled.

Wyld, Grasett & Darling

TORONTO



Patented July 5 and Oct. 4, 1892.

W. R. BROCK & CO.

Just to Hand

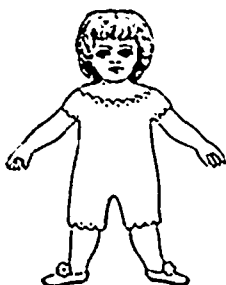
Full
Assortment
of : : :



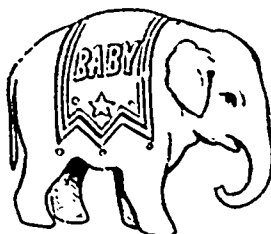
Cats, Kittens, Dolls, Elephants

INDESTRUCTIBLE, HARMLESS TOYS

Sold by the yard in short ends.



Orders for
the above
Will Receive
Prompt
Attention



Alexander & Anderson

HAVE A WELL ASSORTED STOCK OF

Mantle Beavers in Black, Navy, Fawn, etc
Fancy Mantle Cloths and Ulsterings
Black and Colored Velveteens
Dress Goods in Amazon, Whip Cords,
Hop Sackings, Box Cloths, Storm
Serges, Cashmeres, Meltons, etc.
Black Dress Braids
Hosiery and Underclothing.
Special Lines in Staple Department.

We manufacture Ladies' Cloth and Sealette Mantles
and are now in a position to fill orders promptly.

Alexander & Anderson,

TORONTO

CALDECOTT, BURTON AND SPENCE.

We are opening up this month

New Ranges of Braids

In Hercules, Matt, Hopsack, Diagonal, Fancy,
and Insertion Style.

. . Sorting Colors in Velveteens

DRESS SERGES. Weekly arrivals of de-
sirable shades, in the
smooth Coating finish and wide widths, which
are the "Correct Thing." Sorting lines in
Gloves—Cashmere, Kid, and Evening wear.
Sorting lines in Hosiery—Blacks and Tans.
Sorting lines in Mantle Beavers, etc.

Letter Orders Carefully Attended to.

CALDECOTT, BURTON AND SPENCE.

46 and 48
Bay Street



TRADE GOSSIP.

NOT a few Canadian buyers have been in Glasgow during the past two weeks, and the orders placed are reported to be over the average.—Textile Mercury.

Misses L. and M. Millward have opened a new fancy goods store in Port Hope, Ont.

The Canadian Colored Cotton Co. is placing three new boilers in its Hamilton factory.

The Misses Mooney have opened a millinery store on Lower Wyndham street, Guelph, Ont.

Mark Hazza's stock of furnishings has been withdrawn and will be disposed of by private sale.

No days of grace are allowed in Paris on bills payable at sight, as is the custom in this country.

Bricker & Biebel, dry goods, Waterloo, Ont., have built a 30 foot extension to their store and made other improvements.

A meeting of the creditors of Mr. Bowes of Kingston took place on the 2nd, at which the sale of the stock to N. Garland was approved.

One of the Life Guards in the British troops who recently exhibited here, is an uncle of the Steacy Bros., dry goods merchants, Kingston.

An old resident of Montreal, Mr. Robert Seath, merchant tailor, died recently, aged 73. He began business on McGill street in the year 1850.

Carmichael & Co.'s clothing store on Yates street, Victoria, B.C., was burglarised recently of hats, mackintoshes, gloves and shoes to the value of \$50.

John Wilkie, who has been known to the Port Hope tailoring trade for some years, has entered into partnership with Mr. W. G. Stevenson of that town.

A Stratford firm, Messrs. Thornton & Douglas, but recently began the wholesale manufacture of ready-made clothing, and now have 75 machines in operation.

A handsome timepiece was presented to Mr. George J. Webster on severing his connection with the wholesale firm of Messrs. G. Goulding & Sons, of this city.

James A. Cantlie & Co., dry goods commission merchants, Montreal and Toronto, have been appointed selling agents for Boyd, Caldwell & Co.'s woolen mills, Lanark.

The Stormont and Canada Cotton Mills, of Cornwall, which, owing to extensive repairs being made to the buildings, had been closed for two weeks, are again in full working order.

Robinson & Little, London, Ont., have bought the Connor property, adjoining their wholesale establishment on Richmond street, and also a lot in the rear. They will soon erect a fine building.

Frederick W. Watkins and Peleg Clarke have returned from Europe after having bought the fall and winter stock of dry goods, mantles, millinery and other goods for Messrs. Pratt & Watkins of Hamilton.

A man living in a cabin near Centerville, N.S., adopted a novel method of keeping creditors away from the door. He would go to a store, get goods on credit, saying that he would

pay for them on pay day. When a collector appeared he found the dwelling placarded with the words "Scarlet Fever." This did not frighten one collector, and so the scheme was exploded.

Laney Hibbard, a well-known Winnipeg furrier has located permanently in Minneapolis where he will open a branch house for one of the leading St. Paul furriers.

Mr. W. T. Lync, manager for the clothing house of Messrs. Chalcraft, Simpson & Co., Toronto, recently enjoyed a week's shoot at Smith's Lake in company with Mr. Thomas Sweet of Exeter.

Mr. Controller Wallace has signed a recommendation to Council for the remission of the duties on the statue of Maison-neuve, the founder of Montreal, which is now being erected in that city.

John Judge walked away with a roll of oil cloth containing 25 yards from the door of the store of William Tafts, 226 Queen street east in this city, one night recently. He was sent to gaol for 60 days by the police magistrate.

The funeral of the late James McLeod took place from his residence in the city on the 10th inst. He was an old and faithful employee of the firm of Gordon, Mackay & Co., having been employed there for over 30 years.

A contract has been awarded by the commissioner of the Hudson's Bay company to Gray Bros., for the immediate construction of a solid brick addition, with stone foundation, 100x 50, to the company's warehouse in Winnipeg.

There is a likelihood of the old Westminister, B. C., woolen mills being re-opened. Parties from Tacoma have been negotiating for a lease of it, and if successful will open up with increased facilities and considerable new machinery.

At a meeting of the committee appointed by the St. Thomas Board of Trade to arrange for their annual excursion, it was decided to postpone same till next year, on account of the large number of the board and their friends desiring to attend the World's Fair and other attractions.

Acting on behalf of the city of Guelph, Guthrie & Watt issued a writ for \$2,500 against Williams, Greene & Rome of Berlin. The action arises out of the failure of the firm to comply with the conditions under which they obtained possession of the drill shed there as a shirt factory.

Hugh Macpherson, St. Thomas, has entirely altered the appearance of the exterior of his store by painting the brick red. This improvement, and the addition of the new store he has leased, will give him one of the handsomest as well as the most commodious clothing stores in the west.

Denaue & Rondot of Amherstburg placed some dry goods that had been damaged by water at a recent fire on the grass to dry, and when in a few days after they went for them they found the goods covered with an immense flock of grasshoppers that had swooped down on and destroyed them.

The employes of James Robertson, dry goods, St. Thomas, Ont., evinced their respect for the late Wm. Cheyne by contributing a large circle of flowers, on one corner being "No. 7," the number of Mr. Cheyne's check book, while in charge of the mantle department at Mr. Robertson's.

There is a strike among the journeyman tailors in Vancouver, B.C. The masters gave notice that in consequence of depressed trade they must reduce wages 20 per cent., as they could not compete with Eastern tailors who do a large business here. As

a result the men in six shops have gone out on strike. The firms affected are Messrs. Johnson, Kerfoot & Co., Evans, Morrison, Gray, Campbell and Murphy. The strike is becoming a provincial matter.

The contract for the construction of the Hudson Bay Co.'s new warehouse on Water street, Vancouver, B.C., has been let. The warehouse will be three stories high with basement, and will be built of brick and stone. It will be a very substantial building, and will be fitted with elevators, and there will also be a railway siding to it.

The question as to whether unearned salary can be attached came up in court recently, when R. L. Ball of the London & Lancashire Insurance Co. asked for an order directing Robert Darling & Co. to pay to him the salary of J. P. Dunning, a commercial traveler for the firm, on a judgment held by Ball on mortgage. Judgment was reserved.

Mr. David Baird, of the firm of James Baird, who with his bride is expected to arrive here this evening from Halifax, will be the recipient of many handsome and valuable presents. The employees of the dry goods and provision departments of the business have decided to present him with a silver ice pitcher and goblets suitably inscribed. The grocery department will present him with a valuable clock. St. John's Nfld., paper.

For the last week, Toronto customers appraisers have been busy seizing Moquette carpet for alleged under valuation. So far it is said they have gathered up several thousand dollars worth belonging to two or three local firms of carpet importers. This carpet is made in the States and the listed wholesale price is \$1.25 a yard. It is claimed it was being sold here wholesale after being imported at \$1.05 and retailed at \$1.25. The matter has been reported to Ottawa where it will be adjudicated upon.

The St. Lawrence Cotton Co. is a new company which Canadian and United States capitalists propose to organize at Sorel, Quebec, with a capital of \$250,000. Those interested are W. Hobbs of Montreal, Wm. H. Hobbs of Brooklyn, Henry Stanfold, director of the Magog Mfg Co., Montreal, Alexander Hobbs of Lowell and Francis Hobbs of Alberta, N. W. T. Permission is sought to start print cotton works and amalgamate with other cotton companies.

On September 24th Quebec city was startled by a mystery. A merchant of St. Roch des Aulnais, L'Islet county, named Fafard, brother-in law to Mr. Dechene, M.P.P. for the county, left his home to purchase fall goods and arrived safely in Quebec, having in his possession at the time between \$700 and \$800 in money and a couple of gold watches. On Friday, the 15th Sept., he suddenly and mysteriously disappeared, leaving no trace behind him. He was found unconscious in a neighboring bush on the 23d Sept., bound and gagged. The mystery is not yet cleared up.

The regular meeting of the City Commercial Travelers' Association was held in their rooms, St. George's hall, Friday evening. The reports of the treasurer and secretary show the association to be in a good financial position, having a large balance on hand and a steady increase in membership. The annual election of officers resulted as follows: President, J. Owen, by acclamation; first vice, A. M. Piper; second vice, W. Soper; treasurer, R. Maxwell, by acclamation; secretary, S. H. Moore; chaplain, G. B. Curran, by acclamation; marshal, J. Dickson, by acclamation; guard, M. A. Muldrew; board of directors, J. A. McGuane, W. F. Daniel, J. Mortimer, W. B. Dack, R. M. Corrie, E. N. Tyrrell, T. Holman, R. C. Morrison, C. S. Fair-

bairn, B. McCann, S. G. Martin and J. F. Smythe. The president-elect delivered an address in which he urged the members to still greater efforts for the upbuilding of the association than even in the past.

Fred C. Sommerville, the Kingston dry goods clerk arrested on suspicion of having murdered the late Angus McLeod, Napanee, has been honorably acquitted. It appears that James Thompson, another dry goods clerk who visited Napanee a few days previous to the murder, and who does not look unlike Sommerville, was taken for the latter by Messrs. Rankin, Lewis and other witnesses, but when Thompson and Sommerville were seen side by side in the court room, the witnesses at once acknowledged that it was a case of mistaken identity, and that it was Thompson, not Sommerville, they saw. Sommerville was loudly cheered when liberated, as it was thought from the very first that he was innocent.

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TRADE IN GREAT BRITAIN.



OBVIOUS is the fact that Great Britain at present is in great trouble over the miners' strike, the factories cannot get coal and hence they must close. This throws thousands of operatives out of work. The situation is serious. The strike cannot be settled before October 15th, and after that it will be a month before the mines will be in good working order. If coal is scarce now what will it be in six weeks.

The Drapers' Record of Sept. 23rd says: "The effect of the strike is naturally becoming more and more acute, as week after week passes without a settlement of the dispute, and a general resumption of work. Reports are continually arriving that, owing to the increased price of coal and the danger of the supply ceasing altogether in a short time, the expedient of reducing the hours of work in mills is being resorted to, in order to make the stock of fuel that is available last as long as possible. Great hardships are being inflicted upon the operatives by this enforced idleness during a very considerable portion of the week."

MANCHESTER TRADE.

The Textile Mercury of Sept. 23rd says: "There has been very little change brought to the surface in the condition of our leading industries during the week. The salient features existing before have remained unchanged, or, when altered, have become more strongly accentuated. The difficulties brought upon the cotton trade, as well as other industries of the country, by the colliers' strike have grown more acute, and as far as prospects go must surely, if not obviated soon, bring a large proportion of the cotton trade to a stand. The steady advance in the price of coal, and the loss in which it is involving every branch of the textile trades, must soon cause them to pause. The extra expenditure entailed upon them amounts to £4,000 to £5,000 annually. As is well known, this in very many cases is far and away above the profits they have been making. It can, therefore, only go on for a limited time, as no compensating advantage is accruing from any improvement in prices of goods produced.

DUNDEE JUTE MARKET.

The Textile Mercury prints the following Dundee report of Sept. 20th:—

"The market remains very far from satisfactory to the Dundee manufacturers. Calcutta still wires advancing prices. First, £14 2s. 6d.; business done at £13 15s. American advices speak of continued depression there, with no advance in prices. Rio is also a market of importance which still shows no signs of improvement, and political troubles increase the depression. In these circumstances one hears on all sides of still further stoppages of machinery. The leading firms, as well as the smaller men, either go short time or put off frames and looms. Forfar follows suit, and there is still wanting any change of importance. The wish rather than the hope of an early change for the better is all one hears expressed.

"Flax is reported to be dearer, but spinners here refuse to follow it. They prefer to run short time. Russian reports are more favorable, and as the crop is no doubt large, sellers, it is hoped, will soon be more reasonable in their demands. Flax yarns are still drooping; there is no adequate demand for them.

Bleachers are offering good spins under spinners' quotations always an unpleasant feature. Tow yarns are also quiet, and the tendency is still against sellers. Linens remain inactive. The home market for linens is utterly spoiled by the labor troubles in England.

On Sept. 27 the report was as follows:—"There has been considerable excitement in the market this week. Calcutta continues to report still dearer jute. For firsts £15 is now asked, and some spinners have been forced to buy for early arrival. There is a general impression, however, that the large business done has been by dealers rather than consumers, and that the whole situation is again rapidly tending towards the inflation of last year, which led to such disastrous results. In the meantime the fact is that the value of jute is about 15s. a ton higher on the week. For all this there is no adequate reason in the demand for goods. From all the consuming markets the news is unfavorable."

IRELAND GETTING THE LINEN TRADE.

Ireland seems to be getting the linen trade. The Textile Mercury says: "To show the decline of the trade in England, it may be mentioned that the number of spindles in the flax factories fell from 344,308 in 1861 to 118,508 in 1890, although the power-looms increased from 2,160 to 4,472. In Scotland, the number of flax spindles has declined, but the power-looms are more numerous. In Ireland both spindles and power-looms have increased enormously. The number of operatives in Scotland in 1890 was about the same as in 1861. In England there was a serious decline, and in Ireland an increase of about 100 per cent. These are facts which confirm the view taken above of the position of affairs in the linen trade.

"The development which has taken place in some branches of the Irish linen trade is in fact wonderful. Men are living to-day who can remember when there was not 100 damask looms in Belfast, although there are now single firms with from 600 to 700 each. Union damasks, dowlases, glass cloths, and other goods, are produced in enormous quantities by Irish houses."

LONDON WOOL SALES.

Good prices are being realized at the London wool sales. The Draper's Record says:—"There is a good attendance of home buyers at the fourth series of London sales of colonial wool, which commenced on Tuesday, September 19th, and the foreign trade is also fairly represented. The catalogues, according to Messrs. Helmuth Schwartze, contained a somewhat indifferent selection of wool, but the biddings have, nevertheless, been made with fair spirit, prices for Australian wool ruling, for both merino and crossbred, on a par with the closing rates of last series. Cape wool has met also with good demand and realised former prices. The arrivals in time comprise 189,113 bales (151,487 bales Australian, and 37,626 bales Cape). Deducting what has been forwarded direct, but adding the wools held over from last series, the total available amounts about 219,000 bales, against 332,000 bales last year. Messrs. Jacomb point out that the total available quantity is considerably less than we have been accustomed to of late years in September-October, being 116,000 bales less than at the same time last year. As at present arranged the series will last till October 11."

The Kingston Hosiery Company's term of exemption from taxation has expired, and it asks for a renewal. It pays \$50,000 per year in wages.

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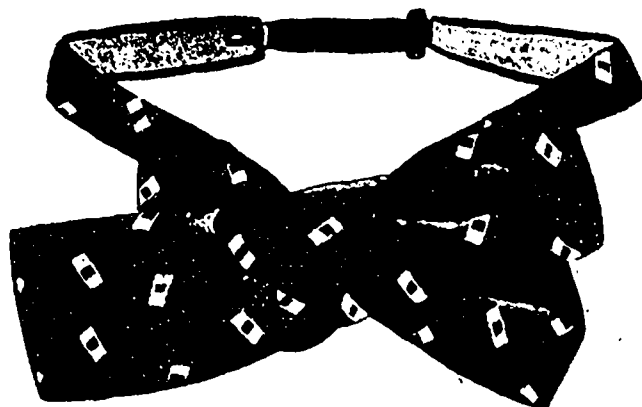
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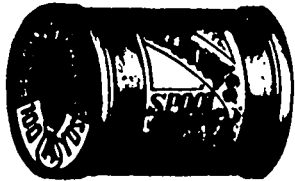


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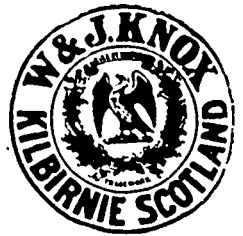
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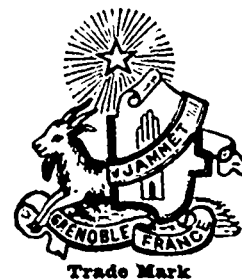
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