

Technical and Bibliographic Notes / Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

Coloured covers/
Couverture de couleur

Coloured pages/
Pages de couleur

Covers damaged/
Couverture endommagée

Pages damaged/
Pages endommagées

Covers restored and/or laminated/
Couverture restaurée et/ou pelliculée

Pages restored and/or laminated/
Pages restaurées et/ou pelliculées

Cover title missing/
Le titre de couverture manque

Pages discoloured, stained or foxed/
Pages décolorées, tachetées ou piquées

Coloured maps/
Cartes géographiques en couleur

Pages detached/
Pages détachées

Coloured ink (i.e. other than blue or black)/
Encre de couleur (i.e. autre que bleue ou noire)

Showthrough/
Transparence

Coloured plates and/or illustrations/
Planches et/ou illustrations en couleur

Quality of print varies/
Qualité inégale de l'impression

Bound with other material/
Relié avec d'autres documents

Continuous pagination/
Pagination continue

Tight binding may cause shadows or distortion along interior margin/
La reliure serrée peut causer de l'ombre ou de la distorsion le long de la marge intérieure

Includes index(es)/
Comprend un (des) index

Title on header taken from: /
Le titre de l'en-tête provient:

Blank leaves added during restoration may appear within the text. Whenever possible, these have been omitted from filming/
Il se peut que certaines pages blanches ajoutées lors d'une restauration apparaissent dans le texte, mais, lorsque cela était possible, ces pages n'ont pas été filmées.

Title page of issue/
Page de titre de la livraison

Caption of issue/
Titre de départ de la livraison

Masthead/
Générique (périodiques) de la livraison

Additional comments: /
Commentaires supplémentaires:

This item is filmed at the reduction ratio checked below /
Ce document est filmé au taux de réduction indiqué ci-dessous.

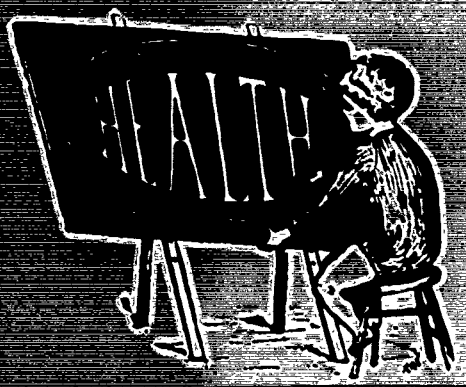
10X	12X	14X	16X	18X	20X	22X	24X	26X	28X	30X	32X
								<input checked="" type="checkbox"/>			



HATS, CAPS & FURS.
Millinery & Clothing.

REVIEW.

The Best is the Cheapest



This is a business maxim which the most frequent and most erroneous interpretation is "The cheapest is the best." It has been our mission, and still is, to convince the trade and the public of this mistake, and our success is attested by the greatly increased popularity of and demand for our goods during the past fall season. The trade are rapidly realizing that to sell one article and retain a customer is better than to sell two articles and lose future trade. While the public are learning that it is always best to get the best, what will you save?

BEST SATISFACTION

Mount. When you want anything in underwear for Ladies or Children Buy "Health Brand."

The Montreal Silk Mills Co.

LIMITED

MONTREAL



THE DRY GOODS REVIEW

Wishes you the Season's Compliments and begs the favor of your advertising for 1894, including the Spring Number.

The advertisement is a highly detailed, woodcut-style illustration. At the top, it reads "THE DRY GOODS REVIEW." Below this, the central focus is a large, arched frame containing the letters "BB" in a stylized font, set against a background of horizontal lines. Surrounding this central element are several smaller, tilted rectangular labels, each representing a different type of wool. These labels include "BEE HIVE SCOTCH FINCERING", "BEE HIVE PETTICOT FINCERING", "BEE HIVE MERINO FINCERING", "BEE HIVE MERINO", "BEE HIVE ANDALUSIAN", "BEE HIVE PYRENEES", "BEE HIVE SHETLAND & VEST WOOLS", "BEE HIVE BERLIN FINCERING", "BEE HIVE SOFT KNITTING", "BEE HIVE BALMORAL FINCERING", "BEE HIVE FLEECY", "BEE HIVE LADY BETTY FLEECY", "BEE HIVE INDIANA", "BEE HIVE DRESDEN WOOLS", and "BEE HIVE CUTTING WOOLS".

Below the central "BB" logo, a banner reads "BEE HIVE WOOLS". Underneath the banner, the text "J. AND J. BALDWIN" is prominently displayed, followed by "MANUFACTURERS". At the bottom of the advertisement, there is a detailed illustration of a factory or mill complex with multiple buildings and chimneys. Below this illustration, the text "CLARE BAYNE HILLS, WAIPAPA" is visible. The entire advertisement is framed by a decorative border with a repeating geometric pattern.



WE WERE TO SEE AND MANY OF THEM

THE DRY GOODS REVIEW

Vol. III.

TORONTO, DECEMBER, 1893.

No. 111.

THE J. B. McLEAN PUBLISHING CO. LIMITED.

Trade Journal Publishers,

AND

Fine Magazine Printers,

10 FRONT ST. EAST. TORONTO.

J. B. McLEAN,
PRESIDENT.

HUGH G. McLEAN,
SEC. TREAS.

SUBSCRIPTION, \$2.00.

Published the 15th of Each Month.

BRANCHES:

- MONTREAL—148 St. James St.
E. DESBARATS.
- NEW YORK—Room 03-00, Times Building.
ROY V. SOMERVILLE.
- CHICAGO—60 Wabash Avenue.
EDW. S. MACKENZIE.
- LONDON, ENG.—Canadian Government Offices,
17 Victoria St., London, S.W.
R. HARGREAVES.
- JOHN CAMERON, General Subscription Agent.

TIME ROLLS ON.

THE true to your aim is a good motto to follow, and twelve months have rolled around since we stated our aims for 1893. We promised our readers a larger and better dressed paper. We have been true to our aim, as all our readers well know, and we have found it satisfactory conduct. THE REVIEW has prospered in subscribers and advertising beyond its expectations; and while part of the credit is due ourselves, part of it is due to the large number of our readers who have aided us by kind words, suggestions, communications, etc.

Already many plans are in operation which will make THE REVIEW as much ahead of its present position as it is ahead of its position of twelve months ago. A change of cover will, it is hoped, tend to keep up the reputation which THE REVIEW has gained of having the most artistic trade paper published in the country. Moreover, enlargements will be made, as an increase of advertising patronage has seriously contracted the space devoted to news and reading matter.

Besides improvements in addition to those mentioned which will be introduced from time to time, a special number will be

issued in February, and it will be something out of the ordinary. We hope to make it one of the most remarkable issues ever put out in Canada.

These improvements are simply the result of the increased patronage and appreciation which THE REVIEW has received. The trade generally have as much to do with the success of the journals as the publishers. Without their sympathies and assistance THE REVIEW could not be a success.

The past year has, on the whole, been a trying one in the dry goods trade. The volume of business has shown little, if any, expansion. The margin of profits has narrowed very considerably, especially among the wholesalers. The depression in other countries, notably the United States and Australia, has been indirectly visible in a certain stoppage of expansion in this country. The financial stringency was felt here, although only to a small extent. The United States has been unable to buy as much as usual from us, and this had its effect. But on the whole the dry goods trade can be said to have held its own, with some energetic houses showing a gain.

* * *

But probably the greatest trouble with Canada to-day is the fact that grain will not bring a sufficient price to give the farmer a fair profit. This is not Canada's own fault. The price of her wheat is regulated by the prices obtained in such markets as London, Liverpool and Chicago. The price there is determined, on the average, by the world's supply as balanced against the world's demand. The ruling price must be that which keeps sufficient, but no more, wheat on the market to supply nearly all the demands for that commodity. Yet there is another influence which may or may not have depressed the price of wheat, and that is the appreciation of gold, and the depreciation of silver. Since silver was demonetized in 1873, gold is virtually the world's standard. If it appreciates, then all other prices depreciate. That is if gold goes up, prices go down, and if gold goes down, prices go up. If gold has appreciated, and many economists and other writers maintain that it has, then the price of wheat is lower than it should be. In other words, it takes more wheat now to buy the same amount of gold as could be bought ten years ago. For example, if a man has a mortgage on his farm of \$3,000, placed there in 1875. He could have paid it off then with 3,000 bushels of wheat at one dollar a bushel. Now he would require to produce 5,000 bushels to pay the same debt, because wheat is only 60 cents a bushel.

Whether or not the fall of the price of wheat is due to the demonetization of silver, or to the increase of the world's production, it cannot be denied that the farmer with a mortgage

finds his burden growing yearly heavier, although he keeps the interest paid, and the principal remains nominally the same. The debtor classes lose and the creditors gain but not in the same proportion.

It is thus that part of the World's poverty can be explained. The rich are getting richer and the poor poorer not at a pace, which can be easily seen, but nevertheless with a most certain movement. It is thus we can explain why the dry goods trade is not so brisk as some unobserving dealers may have expected.

* * *

Still, the dry goods trade in Canada has fared better than that in the United States. A good story is told about a New York firm whose buyer went to Europe and placed orders in March for the silks to the value of \$100,000 or over. When the troubles of May, and the financial trouble of June struck New York, the firm were in a quandry. The orders were placed bona fide, and if the goods came on they would be ruined. Finally they struck a good plan. They put the buyer in an insane asylum, and wrote the European silk manufacturers that the buyer was crazy, that they had plenty of goods and that they desired all orders to be cancelled. The scheme succeeded and the firm were saved for the time. Canadian dry goods importers have been able to maintain their positions, and while buying slightly less have nevertheless managed a hard season without disaster.

* * *

The retail trade have had a fairly good year, and failures have been very little worse than last year. But the lesson of the year stands out boldly and promptly, and he who runs may read. The lesson is: There is a danger in overstocking. The man who buys in small quantities, commensurate with his capital and his trade, finds the year fairly good. But the man with the large head, who knows it all and who wants to do all the trade, has come or will soon come to grief. Eastern Ontario rendered a painful example of this some months ago, where a firm failed with five or six stores. Another example of the same thing occurred in the northern part of Ontario this year. Before us lies a letter which says:

"Owing to overstocking beyond the strain my capital would stand, I was compelled to suspend."

Then follows the old request that the matter be not mentioned.

Talking with a retailer some time ago, he said: "I go down to see the travelers' samples with a mind firmly made up to the fact that I must not buy much. But I like the goods, and buy and buy until the order runs away up. Then I go back and feel like hiring the largest cash boy to dust my coat-tails with his boots. The next traveler that comes along cannot find me; I go out and play pool till he leaves town. The second traveller that arrives catches me and I go down to see him, hear the latest yarn and back to the store again I go, as big an ass as ever. Over-buying is the curse of the retail trade."

The dealer who is moderate in his aims, never allows his ambition to get the better of his judgment, keeps down his debts so that he can meet all his paper promptly without borrowing money at 8, 10 or 12 per cent. is the one who is going to be most successful. He may not go up with the rush that some of his competitors do, but he will avoid their unenviable fate of coming down as suddenly as they went up. Some men

want to get rich and have the biggest business in the country all in twelve months. It can't be done. Even twelve years is too short. The merchant who will succeed must have ability, and he must know that he has it, but he must keep that knowledge within bounds.

* * *

Canada's credit in foreign markets stands higher to-day than it ever did before. The stability of her banking system, and the conservative tendencies of her investments and her undertakings, have carried her safely through a tempestuous year. British and other manufacturers look on Canada in a more favorable light than ever they did, and are more desirous of her trade. This reputation should be maintained. The unsettled and unsatisfactory condition of our insolvency legislation endangers this reputation, and consequently our Government's duty is to see that the cause which may possibly bring disaster is removed, and that right quickly. The situation is worse to-day than it was a month ago, and full information will be found in our article on "Insolvency" in this issue.

* * *

Quite a number of familiar faces have passed from among the ranks of the trade during the past twelve months. Among those which come to the mind on the instant are Hon. Isidore Thibaudeau, Alex. Walker and Henry Morgan, of Montreal; Geo. Goulding and Andrew Crawford, of Toronto; John Beattie and T. A. Mara, of London. There are many others who have been missed from their accustomed places, and they have branched off into a new life. They have fallen in the ranks, some one has stepped forward and taken their place, and the world of business move on. They are mourned only by those who have learned so love the man, and who would have loved him whether poor or rich.

* * *

A few days of brisk holiday trade and the year is over. Let the leaves of this year's growth moulder away into forgetfulness, and let the cares of the year do the same. Let the Christmas turkey and pudding be eaten with a glad and thankful heart, and when New Years Day comes, let the year be begun with fresh hopes and fresh resolves. Only so, can progress be attained. THE REVIEW wishes its many readers a splendid Christmas trade and a prosperous New Year.

FREE UMBRELLA TUBES.

AN agitation is being worked up on the part of umbrella manufacturers to have the duty removed from the steel tubes which are used for the handles of umbrellas. At present there is a duty of 30 per cent. upon these tubes, and the umbrella manufacturers claim that as these tubes cannot be manufactured in Canada they should be allowed into the country duty free. There are some five umbrella manufacturers in Canada, and their complaint is that all the material used in the manufacture of umbrellas is so heavily taxed that they cannot compete with the foreign makers. Mr. J. H. Jacobs, representing the manufacturers, recently had an interview with Mr. N. Clarke Wallace, Comptroller of Customs, at Ottawa. Mr. Jacobs placed the case of the umbrella manufacturers before Mr. Wallace. The latter, after listening to the arguments, stated that he would bring the matter before his colleagues in anticipation of any changes that might be made in the tariff.

THIEVING EMPLOYEES.



REVELATIONS of stealing by employees of wholesale and retail merchants have come fast and thick on the public during the past month. The morality of the average employee seems to be at a low ebb, and if the standard of morality is not raised very soon, this country will soon be on a par, in this respect with its neighbor.

A Yonge street merchant tailor finds that his employees have been robbing him systematically for years, and a conservative estimate would place his losses of merchandise at \$3,000; perhaps it was \$5,000. As a consequence, some of his clerks have been jailed, and that merchant's confidence in his employees must have received a stern blow.

A King street clothing merchant had an employee for years whose salary amounted at the best to \$10 per week. The other day shot himself, an act which seemingly can have no other cause than a guilty conscience, and it was found that he had \$10,000 in the bank.

A King street merchant detected a clerk putting 50 cents change in his pocket, and accused him of it. He acknowledged the crime, and when given the alternative of a general confession or prison, showed petty pilferings amounting to nearly one hundred dollars.

Some time ago a dry goods clerk was detected in stealing postage stamps from the office of his employer.

One wholesale dry goods house has discharged nearly 10 per cent. of its employees during the last three months, and the reason was always petty thieving.

But a most unpardonable act has been committed by the manager of a department of a wholesale dry goods house in Toronto during the past year, which has caused him to lose a splendid position. In order to swell his profits he falsified the amounts in his stock sheets, twice this year. Discovery and discharge followed.

The detective force is finding more and more work in watching employees, and employers are disgusted. Honest employees feel ashamed of their fellows and displeased because the cloud falls on all. There is something radically wrong in a social system which engenders such a state of immorality. The Canadian has been known in the United States as a man to be trusted, and a man who was nothing if not honest. Soon Canada will need to put on sackcloth and ashes and mourn her fleeting reputation for morality.

Business morality seems to be fast following political morality in its swift retreat from this country. Who will explain the why and the wherefore?

STRAIGHTFORWARD TALK.

VERY few men can throw off their robe of selfishness sufficiently to spend time in advertising their country, solely because they desire to see the country prosper. Yet the Canadian dry goods trade is honored with one progressive patriot, and that is P. H. Burton, of Caldecott, Burton & Spence. His latest move is to send a letter to the London (Eng.) Draper's Record explaining the strength of the Canadian banking system. We quote one of his splendid closing sentences: "We shall be glad if the stability of our banks and financiers attracts pro

per attention, and brings to us an increased amount of British capital to develop our coal, iron, copper, nickel and other minerals, and open up and cultivate still further our great North west, but we don't want any more clerks, or distributors, or any who are too lazy to work; and neither do we want good-for-nothing sons or deadbeats, who think they can go on a farm without understanding it, then fail and blame the country."

The Record, in an editorial note says: "Mr. P. H. Burton of Toronto favors us with an opportune and interesting letter on Canadian banks and their relation to the recent crisis in America. He gives a very satisfactory account of those banks, which, from personal observation, we are inclined to endorse. It is the boast of Canadian bankers that they are scientific in their methods, and that they adhere closely to their proper business as bankers. This is to some extent borne out by the fact that there has been in the past twenty years less banking trouble in Canada than in any other Anglo-Saxon community. It was certainly a feather in the Canadian cap to have passed through the recent American crisis so calmly. But there is another side to the question. If the Canadian banks have a fault, it is that they take care of themselves too well when they come into competition with other interests than their own. There is not an expert house in England or Scotland but has had disagreeable experience of how little the Canadian banks leave behind them when an insolvent importer has to be wound up."

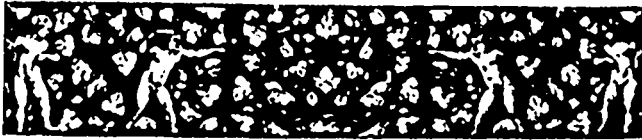
AN EXCITABLE ASSOCIATION.

LAST year the Commercial Travelers' Association had a big time at Montreal at their annual meeting. Up to the night of the election, there was some firing and some cross-firing, affidavits, bitter recriminations, circulars, wire-pulling, etc., and the night of the election, the whole matter was aired amidst many hard words and bitter feelings. Finally better senses prevailed and the hatchet was buried.

This year the annual meeting was even worse, to judge from reports. A heated discussion took place over the financial report, and some members want to censure the board for their financial policy, and it was apparent that the old hatchet had been pulled up from the grave and was anxious for a skull to test its strength on. But finally all vaporings ceased, and the officers breathed easy as they said the annual report was adopted.

The following are the officers for 1894: President—D. Watson, 1,085; L. A. Williamson, 530, majority for Watson, 555. Vice-President—William McNally, 856; Alfred Elliott, 725; majority for McNally, 101. Treasurer—Charles Gurd, elected by acclamation. Directors—T. L. Paton, 1,041; John Hughes, 944; E. D. Marceau, 748; George H. Bishop, 744; James L. Gardner, 644; S. W. Ewing, 650; F. S. Foster, 647; W. Gosling, 374; I. Friedman, 360.

A little cheap advice might profitably be given to the men who attend the annual meetings. If a man goes to such a meeting as mad as a March hare, he cannot reason as calmly as a philosopher and judge as impartially as a chief justice. The man whose opinion is respected is the man who expresses it diffidently and mildly, yet with the vigorousness of conviction. Moreover, it is regrettable that an association which should reflect the gentleness and courteousness for which its members are noted, should have periodical outbursts of petty jealousy and individual spites.



WOOL AND WOOLENS.

EVERYBODY is wondering what effect the admission of free wool into the United States will have on the prices of Canadian fleeces. In the first place, it will not be settled until March or April whether there will be free wool or not, although some people may take chances and buy at present prices, counting on the reduction to make them a profit. Again, the bill will not go into force until June 1st, no matter what happens. Another point to remember is that all the additional wool that goes into the United States as soon as the bars are let down will not be Canadian. There is a small island down about half way between Japan and the South Pole called Australia, and if the Australians are anything they are wool growers. Mutton is their specialty. Moreover, there is another country just north of the most southerly point of Cape of Good Hope, commonly known as Cape Colony, and they send out vast quantities of what is known as "greasy." The merchants in those countries have their eyes on the United States market, and they have some bales which they would exchange for some U. S. golden eagles. Again, the U. S. farmer himself is going to sell his wool or die—and he is not one of the dying kind.

Looking at the matter in that light, it may be safely concluded that with abundant stocks in Canada at present, with prospect of another clip in May and June, with a depressed state of manufacture in the United States, the permanent mark that word—rise in wool will not amount to more than two or three cents a pound. There will undoubtedly be a rise, but its magnitude, viewed in the light of present circumstances, will not be great.

The writer saw a letter from a Canadian manufacturer of woollens a few days ago, saying that the manufactured product, such as underwear, flannels, etc., would probably rise in price from 5 to 10 per cent. during the next three months. His fear seems to us to be groundless, in fact, it seems more like a scheme to secure orders rather than a genuine opinion. Woollens cannot rise in price to any appreciable extent, certainly not 10 per cent. Competition is too strong a factor to allow of such a proceeding as that. The manufacturer of woollens who gets higher prices during 1894 than in 1893 will get it on account of improved quality or finish, but in no other way.

QUEBEC vs. MONTREAL.

A QUEBEC firm of repute has sent the following communication to this journal concerning an item which appeared in the November issue:

To the Editor of THE DRY GOODS REVIEW, Toronto.

DEAR SIR, In glancing over THE DRY GOODS REVIEW for November we were very much surprised to notice, under the heading "Among Montreal's Wholesalers," a short and bitterly worded paragraph referring to one or two Quebec houses who seem to have hurt the feelings of some wholesalers in Montreal because Quebec sees fit to send their travelers to that city, and dare think of attempting to do a legitimate business there, without asking the permission of these Montreal jobbing houses.

Knowing that we are one of the houses referred to in the above-mentioned article, we take the liberty of thanking them

for the advertisement they have given us free of charge, not omitting their advice, which we shall take into serious consideration. However we cannot promise these narrow minded people, who seem to think that the sun rises and shines for themselves, to retire from the scene.

Have we Quebecers ever grumbled about Montreal houses doing business in our city? (And surely we all know what slashing of prices is done here at times.) No, we mind our own business, and let these grumblers in Montreal do the same; and we can guarantee that they will never afterward mind competition, for, according to the old proverb, "they will become rich." In conclusion we think it very unfortunate that a better feeling does not exist among the wholesale dry goods houses. Our business has always been a legitimate one, and we cannot afford to give goods away any more than Montreal houses can, but where we find that a jobber, knowing that we have secured an order for a certain line of goods, cuts prices merely to have our order cancelled, we feel ourselves quite justified in meeting these slashers, whether at cost or below cost.

Thanking you, Mr. Editor, for the valuable space in your paper,

We are, yours truly,

P. GARNEAU, FILS & CIE.

It is to be hoped that no cause for ill-feeling between the Quebecers and Montrealers will arise. The paragraph referred to was probably due to a misunderstanding.

THE REVIEW'S PRIZE COMPETITION.

A FIRST prize of \$20, a second prize of \$10, and a third prize of \$5, are to be given by this journal for the best essay on the following subject:—

THE PITFALLS OF THE RETAIL TRADE.

The rules of the competition shall be as follows:—

1. All the competitors must be devoting their whole time to some branch of the Canadian dry goods trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a *nom de plume*, and both the proper name and *nom de plume* of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, DRY GOODS REVIEW, 10 Front street East, Toronto, and across the corner have the words "*nom de plume*." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than February 15th, and awards will be announced in the March issue, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by two dry goods merchants. The names of these merchants will be announced at the same time as the award.
8. Additional prizes—The five essayists who rank in order after the prize men shall each receive the DRY GOODS REVIEW for one year. This will make eight prizes in all.
9. All prize essays shall be the exclusive property of the DRY GOODS REVIEW.

THE MONTH'S TRADE IN TORONTO.

NOVEMBER closed without any special features, the weather being somewhat unfavorable to a heavy sorting trade. Thanksgiving day excursions brought a few buyers into the cities, and the two following days were somewhat brisker than usual. These visitors secured some clearances which must have amply repaid them for their expenses. On the whole the month was no better than November of last year, and that is not praising it. Sorting trade was disappointing to most of the houses.

With the opening up of December there was a slight improvement, and the first fifteen days of the month have been more encouraging in regard to sorting orders. The continued cold weather increased letter orders and road orders picked up by the travelers. Buying on city account was also improved.

Holiday goods of various kinds have been given considerable attention. Fancy parasols for both men and women, silk handkerchiefs, fancy shawls, gloves, furs, fancy goods, etc., have all been enquired after in an extraordinary manner, although parcels were usually small.

One feature of the November trade was the clearing of large lots to the big city retailers. One wholesale millinery house sold \$6,000 of silks in one lot, another wholesale house sold \$7,000 of silk handkerchiefs and novelties, and another house cleared out a few thousand dollars' worth of dress goods at a single sale. These big city retailers gorged themselves with bargains, and their window displays were reinforced with fashionable goods that the wholesalers did not want to carry over. The wholesaler sells at a small loss or perhaps for cost; the retailer then adds a small margin, and still has prices which seem, to the consumer, ridiculously cheap. The small retailer in the city catches it, when this slaughtering begins. He cannot sell when his prices are 10 to 20 per cent. higher than that of his elephantine competitor.

Grade C of grey cottons have been sold to wholesalers with a five per cent. discount during the past month. This has again been withdrawn. But this discount still holds in one or two unimportant lines.

Linen threads are steady at the 10 per cent. advance announced on November 1st. The raw material is still high at manufacturing centres.

COUNCIL OF WINNIPEG BOARD OF TRADE.

THE regular monthly meeting of the council of the Board of Trade was held on December 6th. The committee appointed at the last meeting to communicate with Mr. Van Horne regarding freight rates on grain submitted the correspondence, upon which further action will be taken by the council.

A request from the Hamilton Board of Trade, that the Winnipeg board should join in urging upon the Dominion Government the extreme advisability of giving the public a two-cent postal service, was acquiesced in, and a petition to that effect will be submitted.

The question of insurance of registered packages sent by mail was discussed. The system has been in force in Great Britain for some years, and has given perfect satisfaction. Under the present conditions in Canada the system of registration is very anomalous. The fee is higher than Great Britain, but the only question the sender has besides his receipt is that

if the letter arrives at his destination a receipt will be taken from the party to whom it is delivered. The government assumes no liability whatever in case of loss, but is presumed to make an effort to trace missing letters. The increase in the price, three years ago, from two to five cents, has considerably decreased the number of registered letters showing that a large section of the public does not consider the protection afforded warrants the larger fee now charged. In 1890, the limit of compensation given by the British post office for loss or damage to inland registered packets was \$50; in 1892, this was increased to \$125, and in 1893 to \$250, the maximum liability in each letter being fixed by the fee paid in accordance with a regular scale, commencing with the ordinary registration fee, which itself covers up insurance up to \$25. Every registered letter there is thus insured to at least \$25. A summary of the post office business for the past four years gives the following results:

Total registered letters	13,507,000
Affording, if at 5 cents each, a revenue of	\$675,350
Of which there were not recovered	401
Which were alleged to contain	\$23,366

In the matter of the Dominion Insolvency Act, President Stobart was requested to name a committee to consider the draft of the Act presented by the eastern boards of trade to the Dominion Government, which is being printed by the Government for distribution amongst the boards of trade in the Dominion.

A CHRISTMAS CIRCULAR.

A VERY durable, washable, untearable, hemstitched, printed-bordered, attractive circular was got out a few days ago by those energetic hustlers up north, Wyatt & Purvis, Otterville. It was a handkerchief and was neatly printed, beginning with a stanza of healthy, native verse.

How doth the busy W. & P.,
Each shining hour improve,
Their double store at Otterville
Is always on the move.

The sequel does not inform the reader where that store has moved to, but no doubt it has gone, by means of its circular, wherever it can find business. A list of holiday lines is given, and an excellent cut of "Kris Kringle" adorns the centre of the handkerchief. Down at one corner are the words:

Handkerchiefs like this, unprinted, 2 cents each.

Please pin up for reference.

And a pin is stuck in beside the second line, so as to help the customer to put the advice into action.

It is one of the most unique and taking circulars that we have had the pleasure of seeing.

THE SARTORIAL ART JOURNAL.

THE Sartorial Art Journal, published by John J. Mitchell, 830 Broadway, New York, has sent out a World's Fair Souvenir number. A tailor necessarily is a critic of appearance, but not one of them can criticise this beautiful production adversely. The photo-engravings are magnificent and are all of special interest to the trade. This journal is a necessary adjunct to every cutting table, and although the price is away up, no first class tailor can do without it. It is creditably conducted and deserves the success which it has always been favored with. The same firm also publish The American Tailor and Cutter, a cheaper journal than the one under consideration.



NEW DEVELOPMENTS Re INSOLVENCY.

**Wholesalers Thunderstruck at Recent Decisions in Ontario---Montreal Opinions on National Act.
What will likely be done.**



In spite of the warning given in the November DRY GOODS REVIEW, some Toronto wholesalers have got the start of the others. The wholesalers who knew just how the situation was and who followed the decisions of the courts as given in THE REVIEW, made a few thousand dollars extra this month. Would you like to know how?

Last month THE DRY GOODS REVIEW said: "At present the general opinion seems to be that Ontario has no assignment law but what is known as 'common law assignments, and lawyers are already considering these. It then went on to explain that by 'common law assignments an execution in the hands of a sheriff against a debtor, even if unsatisfied, is perfectly valid as against a subsequent assignment. And within three days after THE REVIEW was mailed, a decision was given in the Court of Appeal for Ontario, deciding that 'common law assignments prevailed. That is, what THE DRY GOODS REVIEW stated merely as the general opinion of lawyers, was made a law within three days after the warning was given. A few men took the warning and were prepared. Half of the wholesalers will take warning about next June, after they have lost a few thousands.

THE LATEST ONTARIO DECISION.

Here is the court's report of the case which changed the law of Ontario, or at least acknowledged a change:

Court of Appeal Before Hagarty, C.J.O., and Osler and MacLennan, J.J.A. Breithaupt Leather Co. v. Mass. Moss, Q.C., and Pepler, Q.C., for the appellants. W. N. Miller, Q.C., for the respondent. Arguments of appeal concluded from yesterday. Appeal allowed with costs. On the 18th July, 1893, Breithaupt Leather Co. placed a writ of fi. fa. against the goods of Marr in the hands of the Sheriff of Simcoe, who seized Marr's goods on the same day. On the 20th July, Beadmore & Co. and Park & Co. also placed writs in the Sheriff's hands. On the 26th July, Marr made an assignment of all his property for the general benefit of creditors, and the Sheriff received notice thereof on the 27th July. Between the 5th August and the 5th September a number of other writs were placed in the Sheriff's hands, among them that of John Hallam. The Sheriff sold the goods after the assignment, and made the entries under the

Creditors' Relief Act. The proceeds of the sale were not sufficient to satisfy the writs of the first three execution creditors. In the Sheriff's scheme of distribution he ranked all the creditors who had come in before the assignment, and all who came in within thirty days after he made his entries under the act. The scheme was affirmed by the junior Judge of the County of Simcoe, who held that Roach v. McLachlan, 19 O.R., 496, was distinguishable, on the ground that there was a transfer for value to a bona fide mortgagee, while here there was merely a voluntary assignment. This court held that Roach vs. McLachlan was not distinguishable; that the Sheriff by virtue of the writs placed in his hands had merely a lien on the goods for the amount thereof, the legal estate remaining in the debtor, and passing to the assignee, so that the sale after the assignment was not a sale of the debtor's property at all, but of the assignee's property to realize the lien, and therefore that only the execution creditors who had writs in the Sheriff's hands before the assignment were entitled to share in the proceeds of the sale, and as there would be no surplus, there was no question as to that.

Last month THE DRY GOODS REVIEW showed that by Union Bank vs. Neville and by the decision of the Court of Appeal in June, section 9 of Ontario's Assignment Act was ultra vires, and pointed out that as a natural result common law assignments must come in. The case of the Breithaupt Leather Co. v. Marr simply gave the first authoritative application of the law under the new views of the Court.

HOW PREFERENCES CAN NOW BE GIVEN.

Now, let it be supposed that the reader is a retail merchant, and he wants to cheat one wholesaler and pay another. Here is how he can do it: If he is in trouble and finds he is not likely to pull through, he can quietly tell his favorite wholesaler to enter suit and he will confess judgment. Then the wholesaler must get his execution in the hands of the sheriff and he takes possession. Then the debtor assigns, and all the creditors will make a rush to get in their claims. But the wholesaler who has his execution in action smiles, because his claim and costs must be paid in full before the other creditors can touch the amount realized from the estate. If you cannot believe this, go back and read the decision given in the case quoted, Breithaupt Leather Co. v. Marr.

It is thus shown that any retailer can benefit one wholesaler at the expense of another, but it will not be honestly. It will be

legal enough, but it will not be honesty in the broad sense of that word. It may be business honesty, but it is not the square, manly honesty which should obtain no matter what loop-holes the law offers to the merchant who is willing to crush his conscience and save a penny. It is not the fault of the Provincial Government in Ontario that such a situation obtains. They have done their best, but the B. N. A. Act was against them, and it has been decided that insolvency legislation must come from the Dominion Government. Therefore if there are inducements to unfair dealing and openings in the law whereby dishonesty may be induced, the blame must rest on the Dominion Government. The blame cannot be great yet, because when the last session was held the present decisions had not been given, and the necessity for a Dominion law was not so apparent. If the coming session passes without a fair attempt to give the country a national act, then the Dominion Parliament will be worthy of the condemnation of every man who loves truth and reverences honesty.

MONTREAL MERCHANTS WANT A NATIONAL INSOLVENCY LAW.

With a view to ascertaining the personal opinions of some of the merchants in Montreal, THE REVIEW'S correspondent in that city secured some interviews with leading dry goods men, which are appended, and will speak forcibly for themselves.

Mr. E. B. Greenshields, ex-president of the Board of Trade, and head of the dry goods firm of Messrs. S. Greenshields & Sons, said:—"I may tell you in the first place that about four years ago I advocated a new insolvency law, applicable to the whole Dominion, at the annual meeting of the Board of Trade, and have been in favor of such a law ever since. When I was made president of the board last year we had a committee appointed to promote this object, and the committee conferred with the different Boards of Trade throughout the whole country, and held a lengthy interview on this subject with the Board of Trade of Toronto. Finally a bill was prepared which was satisfactory to nearly all the boards of the country, and as soon as this had been accomplished an interview was held with the Ministry at Ottawa, a full account of which was published in the papers at the time. It was so late in the year, however, that the government did not see their way clear to introduce the measure last session, but promised to consider the whole question before another session. The present council of the Board of Trade appointed a committee to continue the work begun last year, and I was asked to act with the committee. A short time ago we went to Ottawa, accompanied by members of different Ontario boards, and had another interview with the Government, and we were glad to hear from Hon. Mr. Foster that he had a bill prepared, which is based largely on the measure submitted by the Boards of Trade, and this bill is now being printed. I would have preferred to have seen this bill which is to be sent to us before expressing any opinion, and we expect this bill shortly. Of course it would have to be submitted to the Cabinet before it can be submitted to the House by the government, but if it be accepted by the Cabinet I hope the bill will be brought down very early in the session, so as to permit of free discussion and its passage before prorogation. The late Sir John Abbot told me that if the Boards of Trade would unite on the terms of an insolvency law and come to Ottawa with it, he would promise that it would at once have the careful consideration of the government; and if possible a bill on similar lines would be introduced. It was acting on this information that we tried to secure the passage of a bill last

session. That is the history of the movement. Now there is an absolute necessity for an Insolvency Act as shown by the fact that in the Maritime and Northwest provinces there is no insolvency law at all. These provinces are acting under the old laws of England, which have been changed repeatedly in the mother country, but which have never been changed in Canada. At the present time there are Insolvency Acts in England and nearly every other civilized country. In Ontario the conditions are almost as bad as in the Maritime provinces. Although they have an act for the equal distribution of assets, this is held by the judges to be ultra vires; and this legal opinion certainly agrees with the common sense of the country, as all matters relating to Insolvency were relegated to the sole control of the Dominion Parliament at the time of the union of the provinces. The Province of Quebec has a fair and just law as regards insolvent estates. It is the only province in the Dominion that has an equitable common law in this respect, but the only way to have a proper law is to make it applicable to the whole Dominion. I may remark here that nearly all the Montreal merchants including many of the French wholesale houses do a very large portion of their business outside of the province of Quebec, and therefore it is equally important to them to have a fair law for the whole country and have the unjust preferences abolished. The present state of the law is a disgrace to any civilized country, and if Canada is to keep the reputation, she is rapidly making among the nations of the world, she must see that her laws are fair to all classes of the community. Well, the state of affairs in the Maritime provinces simply makes us more careful, but nevertheless the losses are heavy and the injustice of preferences crying. British merchants do not know where they are standing when they sell in Canada. We would prefer to do the selling ourselves, but nevertheless steps should be taken to remedy these evils and put the law right. The Draper, the leading paper in London, published in full our interview with the Government, and in addition an editorial expressing satisfaction that the merchants of Canada were endeavoring to remedy these evils. In the Act we have proposed we have tried to be perfectly fair to all classes, and are especially desirous that there shall be no class of official assignees appointed by the Government. We prefer that the creditors should have the liberty of choosing any competent accountant.

MR. ROBERT GAULT.

Mr. Robert Gault, of Gault Bros., considered that a fair law to both debtor and creditor covering the whole Dominion was greatly to be desired. As matters were at present, wholesale merchants had to know almost as much law as a lawyer himself, owing to the difference in the laws respecting insolvency in the different provinces. The most mischievous code of all was that in the Lower Provinces, whereby a debtor could, by certain procedure, give one or more of his creditors a preference on his estate and wipe out all the others. This code was a frequent cause of injustice, and Montreal merchants had lost many a dollar owing to it. No debtor should be able to give an unfair preference to any creditor, but there should be a uniform law whereby an insolvent estate could be equitably wound up for the benefit of all the creditors. As matters were at present, insolvent estates were better administered in the province of Quebec than in any other province of the Dominion. Referring to the thirty-day-vindication clause provided for in the Quebec Act, Mr. Gault said that, although it was a good thing, it sometimes did not work quite justly. For instance, a perfectly honest debtor

was frequently forced into liquidation by some unreasonable creditor, and in such a case he thought the clause worked to the latter's disadvantage. However, it certainly was a benefit to the creditor in enabling him to reclaim his goods when they had been bought by a debtor from ulterior motives. In this connection the law at present in force in Ontario was decidedly wanting. Referring to the old Dominion law, Mr. Gault considered that inherently it was not a bad law, but it was not properly administered. The chief fault with it had been the extraordinary expense, for it generally happened under it that once an estate got into the hands of an assignee, that official was the only party who got any money out of it. If instead of having official assignees, some method could be devised whereby their appointment could be left in the hands of the creditors, matters would work smoothly. He considered it only fair that the latter should have the say as to who should handle what was practically their own property.

A great many people were in favor of withholding a discharge to a debtor. Creditors should not be too harsh in this respect when there were reasonable grounds for believing that a debtor was perfectly honest in his intentions. Mr. Gault thought that a clause providing that a majority in number of the creditors and three quarters in value would serve all practical purposes in this respect, for the discharge of a debtor. A provision of this sort would do away with obstruction by cantankerous creditors, who frequently acted very unreasonably in this respect. In conclusion Mr. Gault pointed out also that the homestead laws in Manitoba worked injuriously against creditors, and thought that in the case of the enactment of a Dominion Insolvency law, this fact should not be forgotten. He thought that the propositions submitted by the Board of Trade, of which he only had a cursory glance, were fair enough, and that every merchant in the country was strongly in favor of a general law for insolvency.

MR. TOWER'S OPINION.

Mr. Tower, of Mathews, Tower & Co., would like very much to see a Dominion Act for the equitable division of insolvent estates among the creditors. He did not mean by this that the right of suit should be taken away from a creditor, but he decidedly objected to the present method, where in many cases legal proceedings were taken with the sole object of freezing out and defrauding the majority of the creditors. Surely some means could be devised to get around this without doing an injustice to either the debtor or the individual creditor. Mr. Tower also thought that the Quebec Act was the fairest at present in vogue. Speaking of the practices adopted by some debtors in the provinces down by the sea, Mr. Tower said he could not condemn them too strongly. He knew of cases where debtors down there had run up a big bill for goods and a half year later had calmly asked their creditors to compromise matters for a ridiculous sum, threatening that if their offer was not accepted to give a preferential claim to certain parties and freeze the Montreal people out entirely. He instanced a case where a party in Halifax had bought goods to the extent of \$5,000 from a certain firm in Montreal and shortly afterwards made a bill of sale to a relative. Since then the case had been dragging along. The debtor first made an offer of 30c., then 40c., and finally 50c., which the disheartened creditors had accepted. Here was a case where the machinery of the law distinctly helped a dishonest debtor to defraud his creditors. This was contrary to all ethical justice.

ANOTHER OPINION.

Another leading dry goods merchant who wished his name to be kept private, in reply to the question, "Is an Insolvency law necessary?" replied "Yes!" Why? "Because so long as goods are bought and sold on credit—and it is impossible to do any volume of business in Canada without giving credit—so long will a percentage of loss be made. Errors of judgment in buying and crediting, speculation, fire, and illness, are some of the causes leading to loss of capital, inability to meet obligations, etc., all make for the necessity of an insolvency law that will permit of all creditors to come in and share alike, as quickly and economically as possible and imperatively. This cannot be done while a different law governs each province as at present. A Montreal or Toronto merchant or manufacturer may be the creditor of an insolvent in the Province of Quebec this week, in the Province of Ontario next week, and in New Brunswick the week after. Reverse this in any order you wish and the necessity for a uniform law is seen. Let the Government enact a Dominion law, let it be short, clear and easily understood. Do not hedge the act about by a lot of provisos that would be simply loopholes for dishonesty. Let the act protect the honest debtor as well as the honest creditor, and speak unmistakably as to the dishonest ones. Say that every trader must take stock and prepare a balance sheet at least once a year, that he shall keep a cash-book showing all cash received and paid out; if he has not done so, jail him. If eighty per cent. of the creditors agree to a composition and discharge, the remaining twenty per cent. must also accept, but let no composition be granted or discharge given if the insolvent or his estate does not pay thirty-three and one-third per cent. Remember the assignee! The trade will never forget some that fattened under the old act. Do not compel creditors to accept as an assignee some cross-roads postmaster who may be father, uncle or cousin of the insolvent. The wholesaler sells his merchandise in good faith, and if by force of circumstances he is compelled to bear a loss, there is no reason why he should accept a dividend through an assignee who does not know the difference between a piece of dress goods and his own pocket handkerchief. Appoint two—not less—nor more inspectors, as the creditors wish. When assets are to be sold let it be by public auction, unless eighty per cent. of the creditors sign their consent to private sale or tender. Allow no creditor or creditors, or anyone in their employ, to be assignee. Make it a misdemeanor for any trader to hypothecate by chattel mortgage or otherwise any part of his assets, stock, debts, real estate, insurance, etc., without notifying each creditor in writing by registered letter within seven days of having done so. We honor and respect our judges, but let the creditors who have to stand the losses have a little more authority than under the present Quebec Act."

Concluding the gentleman remarked: "To you some of the things I have said may seem out of place or unnecessary; if they are, the trade will quickly say so."

MR. AGNEW SPEAKS.

Mr. Wm. Agnew was strongly in favor of a uniform law for the entire Dominion. His business was largely with Ontario customers, and he frequently had occasion to regret the want of the thirty day revindication clause in the Ontario Act. He considered that some law modelled on the Province of Quebec Act would fully serve the purpose desired by the trade generally. He had nothing but condemnation for the preference provisions in the Maritime Provinces.

MR. CANTLIE DECIDED.

Mr. James A. Cantlie, of James Cantlie & Co., was strongly in favor of a universal Dominion law. He had been one of the committee which had drafted the suggestion submitted to the Government at Ottawa, and considered that a law modelled on it would give general satisfaction. Two points that Mr. Cantlie dwelt upon with emphasis was the deeding over of book debts and the question of composition. With regard to the first, as the laws now stood any one could sign an indenture transferring his book debts to another party and also all accounts due, or accruing to him, the party to whom the transfer was made holding the same as collateral security to both present and future indebtedness. In a case of this kind a debtor could assign his book debts to another party, and after he had done so go on buying goods, and if he refused to pay for these, the sellers of the same had no recourse against him owing to the indenture which he had given. In the suggestion which had been made to the Government it was proposed to obviate this by compelling all parties in cases where they gave an indenture on their book debts to register the same at the registry office, stating explicitly what they were. A seller would not be acting in the dark then, but know exactly how matters stood and could act accordingly. In regard to composition with creditors, Mr. Cantlie said that all the creditors must agree before one was possible according to the suggestions made. This he considered very necessary, because it frequently happened that some debtors asked for a composition with their creditors when there was no necessity for it. If they got it they went to work and undersold other traders who were trying to do a legitimate business. If an honest debtor got into difficulties however there was nothing to prevent him from getting his discharge. All he had to do in such a case was to get the consent of the majority of his creditors permitting him to make application to the courts which should decide whether he was entitled to one or not after the hearing of all the evidence, the cost of such proceedings to be paid by the applicant. Speaking of the question of assignees, giving of preferences, etc., Mr. Cantlie entirely concurred in what had been said by the other merchants.

MR. SLESSOR'S OPINION.

Mr. Jas. Slessor of Jas. Johnston & Co. was strongly in favor of a general insolvency law. The suggestions which had been submitted to the Government had been carefully considered by representatives of all the Boards of Trade from Halifax to Vancouver, who with one single exception, those of Winnipeg, had agreed to all of them. The reasons the latter gentlemen had for their action he could not understand, but he was perfectly

satisfied, nevertheless, that a law based upon them, even if they did not get all they asked for, would give general satisfaction, for it would be easy to improve upon the position of affairs as they were at present. He heartily endorsed the remarks of the other gentlemen interviewed upon the subject.

THE FIGHT BETWEEN ONTARIO AND THE DOMINION.

The Judicial Committee of the Imperial Privy Council has heard the appeal against the decision of the Canadian Supreme Court to the effect that the Insolvency Act of 1887 of the Ontario Legislature was ultra vires. Hon Edward Blake appeared for the Province of Ontario, and Sir Richard Webster presented the arguments on behalf of the Dominion. Judgment was reserved, but will probably be announced in a few days. A decision against the province would make a National Act a necessity. A decision in favor of the Ontario Act would make

the necessity, a debatable one although THE REVIEW is strongly in favor of a National Act, no matter what decision may be arrived at by the Judicial Committee in England. When the full text of the decision is published, it will, no doubt, be very instructive, and it is to be hoped that it will not be delayed until after the present session of Parliament. An immediate decision would be very beneficial in clearing up the situation.

WHAT THE QUEBEC LEGISLATURE IS DOING.

The following bill has passed its second reading before the Quebec Legislature. Montreal merchants and assignees are up in arms against the bill, which they consider most detrimental to their interests. They are now taking action to have the bill opposed when it again comes up for its third reading next week.

Article 768 of the Code of Civil Procedure, as it is contained in article 5956 of the Revised Statutes, and amended by the act

55-56 Victoria, chapter 43, section 3, is further amended by adding, after the words "as well as one or more inspectors" added by the said act 55-56, Victoria, chapter 43, section 3, to third paragraph, the words "such curator being always selected from the persons resident in the district in which the debtor has his domicile."

Speaking to a Montreal Star reporter, a leading assignee said:—"Merchants and creditors should have a say in the appointment of their nominee to watch their interests in the administration of an estate in which they are largely interested. The law as it stands at present is just, because the judge is bound to appoint the curator who is supported by creditors who represent a majority in value, and the law further provides that in event of a contestation for the appointment of a curator the applicant should have a majority in number and the other a majority in value; the judge has discretionary power to appoint whom he may think best. What can be fairer than that? The

THE CANADIAN
DRY GOODS REVIEW

HATS
CAPS & FUR
MILLINERY
& CLOTHING

Spring Number
FEB., 1894.

BRIGHTER,
HANDSOMER
THAN
EVER

PREFERRED
POSITIONS
NOW
FOR SALE

PREPARED BY
THE CANADIAN PUBLISHING CO.
100, QUEEN STREET,
MONTREAL, QUEBEC

= CARPETS =

We wish to advise the RETAIL TRADE that we are open to fill orders for Carpets in the following makes :

UNIONS, at 23 1-2, 25, 27, 28, 30, 35, 41 1-2c.

WOOLS, at 41 1-2, 52 1-2c.

SUPER WOOLS, at 72 1-2c.

BRUSSELS, TAPESTRIES, and VELVET PILES.

We will forward samples of any line you require.

We are the Agents for Ten Canadian and American Carpet Mills and therefore show the largest range of Samples in Canada.

In some of our Union lines we show 400 different patterns.

We solicit correspondence.

W. CALVERT & CO.,

MANUFACTURERS' . . AGENTS . . 14 Front Street West, TORONTO

MONTREAL OFFICE,

43 St. Sacrament St.

Samples can be seen here also.

Branches in

WINNIPEG, VICTORIA,
ST. JOHNS, Nfld.

Knox, Morgan & Co.

WHOLESALE DRY
GOODS IMPORTERS HAMILTON, ONT.

We Have Bought at a Clearing Price

—◆ 300 PIECES ◆—

.. HEAVY 32 INCH FLANNELETTE ..

In order to stimulate your December Trade, we offer you them at a drive. Send for samples and price.

SPRING SAMPLES

Domestic and Imported are now ready and are a choice selection.
See these in travellers' hands.

bill before the House at present deprives wholesale merchants in Montreal, Quebec, and other cities in the province who have necessarily large dealings with traders outside of their district from a say in the appointment of a curator. Every large wholesale house at present employs a curator residing in his own city. The bill simply means that should it become law, the creditors in general would require to pay a nominal fee to some person residing in the province who would act as curator. Merchants will not allow insolvent estates in which they have a large controlling interest, to be managed by other than their own representatives. The act as it stands at present is quite satisfactory and should not be tampered with to the detriment of the large wholesale firms who are doing business in this province to-day."

SOME INSOLVENCY SCRAPS.

Hon. Mr. Justice Gill, recently, in chambers at Montreal, rendered a judgment of some moment upon a petition presented by W. S. Walker, advocate, acting on behalf of David Seath, curator of the insolvent estate of Chas. F. Bush & Co., in effect ordering the curator to collect and receive all moneys for wages due and becoming due to one of the insolvents, Bush, from any source whatever, and whoever might employ the insolvent was ordered to pay his wages to the curator, who was directed that out of the wages so collected he was to pay over to the insolvent a certain amount for maintenance, and a certain balance of week's salary was to be distributed among the creditors, according to law. This order was given on the resolution passed at a meeting of the creditors of the insolvent supporting the petition, and at the same time the curator was ordered to apprise each of the creditors as to what had been done in their interests.

* * *

An apparent attempt is made to get ahead of the creditors of D. K. Weber, general storekeeper at Hawkesville, who is no doubt financially embarrassed. Writs, amounting to \$4,000, have been issued against him by relatives. Now Toronto creditors are endeavoring to protect themselves by issuing an injunction to restrain the relatives from getting possession of the goods.—Monetary Times.

* * *

Some of the judges lately, says the London Drapers' Record, have been somewhat severe in their treatment of bankrupts who have come before them for their discharge, but not too severe, we think, if there is any virtue in the suspension which the judges are empowered to enforce. A case has just been heard at Leeds, in which, upon the debtor's application for a discharge,

the judge, upon the report of the official receiver as to the debtor's conduct, made an order suspending it over a long period. In doing so he observed that, although he might feel for a man who had deliberately yielded to temptation, and thrown away the result of his life's labors, he had to consider what was the proper view to take of such a case as between himself and the public. We are afraid that in the course of his business career a trader pays far too little heed to what will be ultimate result of his conduct if it should come within the view of the Bankruptcy Court. By many persons in business we believe there is still an impression that a order comes as a matter of course when the estate has been wound up, and the proceeds distributed among the creditors. This is an egregious error, which it would be well to recognise before hard experience brings it home.

* * *

Under the German bankrupt law the bankrupt debtor is not legally exempted from the unpaid balance of his debts. The object of the settlement in bankruptcy is, from a legal standpoint, to secure a fair and equitable division of such property as the bankrupt may possess. But the creditor who accepts a percentage of the amount due him does not thereby forfeit the right to sue for the unpaid balance of his claim.

* * *

Max W. Cohn, clothing dealer, 164 Granville street, Halifax, N.S., assigned to Herman Glasel some time ago. The first, second and third preferences are as below:

1st. W. J. Coleman	\$ 233
1st. H. Hesslien & Son	175
1st. Hon. S. N. Shannon	143
1st. Bank of N. S.	500
2nd. Dr. W. Cameron	35
2nd. Simon Ungar	4,500
2nd. Louis Green	500
2nd. Samuel Glasel	3,500
2nd. William Schon	2,926
3rd. J. O'Brien (Montreal)	8,799

Total preferences \$21,311

* * *

Geo. E. Spurr, general merchant, Torbrook, N.S., assigned in September. He made preferences of over \$9,000, including \$5,154 to the Commercial Bank, Windsor; \$3,214 to Amos Buras, and \$2,466 to Delong & Seamen. The general creditors got virtually nothing.




“The Distingue”

IS ADMITTEDLY

THE BEST
SELLING

WATERPROOF

in the market, as proved by the
experience of years. : : : : 

“The Distingue” has received the most flattering encomiums of the trading world!

The following are examples of opinions of “The Distingue,” voluntarily expressed in writing by Houses on this side:

**S. Greenshields, Son & Co.,
Montreal,**

say. “We have been selling ‘The Distingue’ Waterproof very largely for the last four years, and it has given the greatest satisfaction to our customers. It is free from the disagreeable odour of the ordinary Macintosh, perfect in fit and finish, and made in the choicest designs. We find it to be the best selling Waterproof in Canada, and in our opinion it is unsurpassed for all round excellence.”

McMaster & Co., Toronto,

say. “‘The Distingue’ Waterproof is unrivalled as a perfect-fitting perfect garment, and is unapproachable by any other.”

**Reliable Proofing!
Choicest Designs!
Reasonable Prices!
Newest Styles!**

ASK TO SEE SAMPLES.

The manufacturer has in his possession a large number of unsolicited testimonials, similar in character to the above, from leading British and Colonial houses.

Every garment has a silk label or hanger bearing the registered title

“The Distingue.”

ANDREW CRAWFORD.

THE sunshine of Andrew Crawford's presence no more shall beam on his many friends in the warehouse of W. R. Brock & Co., of which firm he was a member, nor in the street, nor in the social gathering. Despite the fact that he looked strong and hearty, and was as stout of body as of mind, he was suddenly cut off. Stricken with apoplexy one day, it was only a week before he passed away after but little suffering. It was a sharp shock for his relatives and friends, but Death listeth not where he knocketh. The man in the prime of life passes away more suddenly, in many cases, than the man whose candle goes out quietly and gradually.

Andrew Crawford was a Scotchman by birth, but he loved his Canada also. His chosen calling was a mercantile one. He was at one time in the dry goods business on King street. In 1877 he was connected with W. R. Brock & Brq. When the new firm of Wyld, Brock & Darling was formed, two years later, he was still connected with the business. And when the present firm was formed, Mr. Crawford was one of the partners.

Mr. Crawford made many trips across the ocean, having been buying in foreign markets since 1863. He was uniformly successful, the placid temperament of the man preserved and supported his judgment, and he was never misled by excitement. From his constant attendance in foreign markets, he was well known and much respected in the leading continental manufacturing centres.

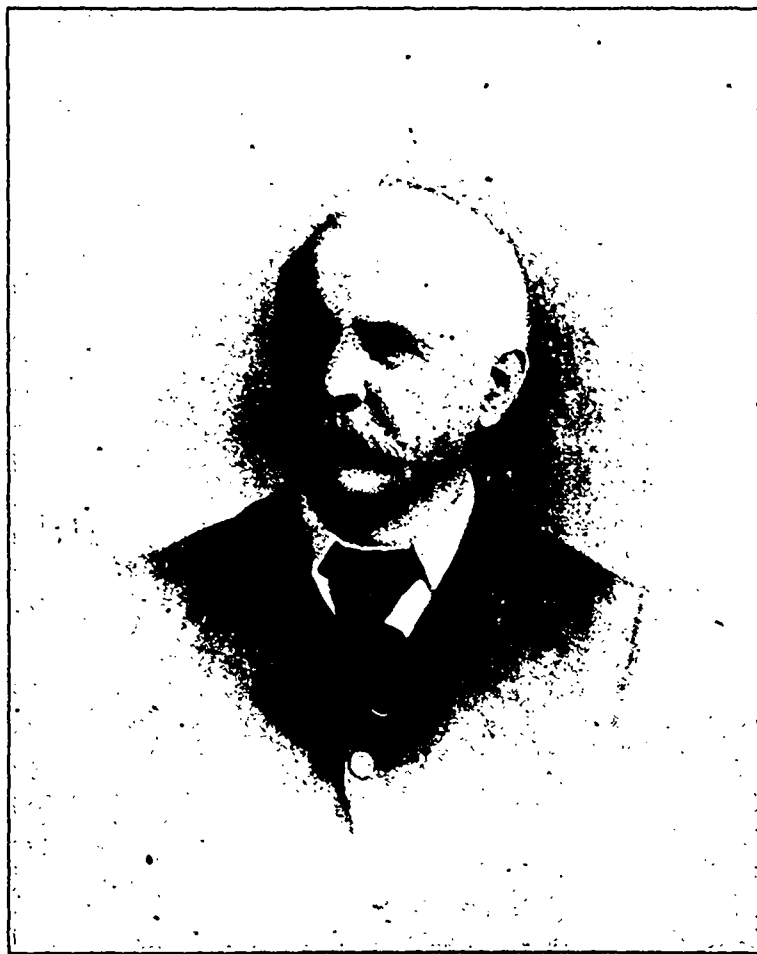
But it was among the dry goods men of Toronto and Montreal; that he found his best friends;

although throughout the country are many merchants who have had occasion to remember his bright and cheery smile and hearty hand-grasp when they visited the city. To meet him was to recognize him as a friend. As a gentleman who had known him for over twenty-five years remarked, "He was always the same; bright, cheerful and sympathetic." He leaves three sons, one of whom is connected with the dry goods business in the house in which his father was a partner.

LIEUT.-GOV. BOYD OF NEW BRUNSWICK.

New Brunswick mourns the loss of its executive head and St. John one of its prominent dry goods merchants. The firm of Daniel & Boyd was well known, but as lieut.-governor Mr.

Boyd was especially known. Never in the city of St. John was there such sadness over the death of a citizen as there was on December 4th. Governor Boyd was known to everyone in the town, and hundreds had experienced in one way or another his kindness. The awful suddenness of his death gave an intensity to the shock. The doctors were not able to assign the cause of death. He had signs of brain trouble once or twice, but not lately. A month ago, when his honour was at Fredericton, a chicken bone lodged in his throat and caused great pain for a time. He was relieved by the doctor, who pushed the bone down. It is suggested that this object may have caused some perforation of the intestines. The funeral on the 7th was a public one, and was attended by a vast concourse of citizens, all places of business being closed.



The Late Andrew Crawford.

HENRY MORGAN.

By the death of Mr. Henry Morgan, Montreal loses one of its best known and most highly respected merchants, and a resident for over half a century. Mr. Morgan's death was indirectly due to an accident he met with while driving one evening a month ago. While Mr. Morgan was recovering from this, and was still in a very weak condition, he had an attack of the grippe which he was unable to throw off. He was in his seventy-fifth year.

The deceased was the head of the well known dry goods firm of Henry Morgan & Company. He was born at Saline, Fifeshire Scotland, 1819, and commenced his mercantile career in a wholesale house in Glasgow. Coming to Canada in 1845 Mr. Morgan commenced business on Notre Dame street, from there moving

to the corner of Notre Dame and McGill streets. The original firm was Morgan & Smith, but in 1851 his brother, Mr. James Morgan, joined them, when the present firm name was assumed. The firm immediately took up more commodious quarters, erecting a building at the corner of St. James street and Victoria square. Two and a half years ago the business was transferred to the present handsome quarters on St. Catherine street, opposite Phillips square. The present firm consisted of Hy. Morgan and his nephews James and D. H. Morgan.

Mr. Morgan was a prominent church man, being an elder in St. Andrew's church. But he was unconnected with associations and societies. He had a large circle of friends, who mourn the loss of an honest man, a true friend, and a good citizen.

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 satisfactorily filled.

WYLD, GRASETT & DARLING
TORONTO.

W. R. Brock & Co.

XMAS 1893

Have a lot of

Fancy Linens, 5 o'clock Tea Cloths,
Tray Cloths, Side-board Cloths,
D'Oylies, Etc., Etc.

Which we are offering away below regular prices.

We have still an assortment of those printed Toy Figures, but orders for them must come in at once, as we are getting very low in some figures and the demand still continues.

A shipment of eight cases received this week, makes our stock of Men's Neckwear, Handkerchiefs, Umbrellas, etc., etc., very complete.

All letter orders for the above goods will be shipped the same day as received.

W. R. BROCK & CO. Cor. Bay and Wellington
Streets, Toronto.

Alexander & Anderson

TORONTO

We are now busy receiving and getting ready *Our New Patterns for Spring*, and our travelers will be on their respective routes on or about the *1st of January*, with a splendid range of new Spring samples, to which we desire to direct the attention of the trade. Our Dress Goods will be found specially attractive.

Capes and Jackets

Our new creations for Spring will be in the hands of our special Mantle travelers in a few days.

. . Please Examine Our Collection . .

CALDECOTT, BURTON & SPENCE

SPECIAL IMPORTERS.

DRESS FABRICS.

BRITISH, FRENCH, GERMAN.

Silks Hosiery
Velvets Gloves
Velveteens Underwear
Laces Trimmings
Lace Curtains Gimps
Embroideries Fringes

The year now rapidly drawing to a close will stand out in history as the year of the *Great World's Fair*.

In the annals of our business, trade in 1893 has been satisfactory, and with fresh courage we *go forward* determined to maintain *our established reputation* in *every department of the house*, always keeping *the Goods in demand* and showing the *Latest Novelties* and designs as the seasons come and go.

We cordially wish our friends and customers a merry Christmas and prosperous year's business.

CALDECOTT, BURTON & SPENCE
TORONTO.

THE FOOTBALL LEAGUE.

FOOTBALL is just as popular with the dry goods clerks of Toronto as ever, and promises to be more popular next season. This season was somewhat unfortunate, owing to the fact that two teams found it necessary to withdraw. The results of the season's play are as follows:

Gordon, Mackay & Co.....	7 Points
McMaster & Co.....	5 "
Caldecott, Burton & Spence.....	4 "
Wyld, Grasett & Darling.....	3 "
W. R. Brock & Co.....	Withdrawn
Samson, Kennedy & Co., replaced by McM. & Co.	

the readers of this journal. The three best players on the team are Knowles, Turnbull and Ewing. Ewing learned the game in the sporting town of Seaforth, and has played on several first-class teams. Turnbull is an all-round sport, being an excellent skater, baseballer, cricketer and footballer; he is swift and very crafty. Knowles is an energetic player and delights in the muscular part of the game. The other players are more strictly amateurs, but hard and conscientious players. The team play a good combination game, and win because not one of their players is selfish. They are all bright, gentlemanly players, and make as excellent clerks as they do footballers. In fact, the man who hasn't ingenuity or snap enough to become a good football



W. TOZER C. L. LUGSDIN, Vice-Pres. W. McMILLAN A. N. BURNS D. I. BARNETT, Sec.-Treas. W. McTAGGART,
 P. C. KNOWLES, Capt. J. W. WOODS, Pres. W. M. DOUGLAS J. TURNBULL J. H. PALIN.
 W. PHINSTERER R. DONNALL G. E. EWING.

GORDON, MACKAY & CO.'S FOOTBALL TEAM

The officers of the Association were as follows:—E. J. Henderson, president; W. McTaggart, vice-president; R. Cooper, secretary-treasurer; committee, Geo. Irving and Chas. Meek.

An excellent picture of the "champions" is here presented, showing the shield presented by THE DRY GOODS REVIEW. The president of the team is J. W. Woods, the well-known manager for Gordon, Mackay & Co. His heart is large enough to have sympathies for manly sports, as well as a keen interest in the welfare of the men under him. C. L. Lugsdin is vice-president of the club, and the hustling sec.-treasurer is D. I. Barnett. The goal-keeper, W. M. Douglas, is manager of their furnishings and small-wares department, and is well known to

player, is not likely to make a very enterprising dry goods man.

The winners of the shield in 1891 and 1892 were Caldecott, Burton & Spence's team, but they had hard luck all through the past season.

The furnishing stock of John Ogilvy, Ottawa, has been sold to H. E. Dickson & Co., who will continue the business.

R. A. Whitman, general merchant, Emerson, Man., has been burned out, reported loss \$15,000, insurance \$5,000.

McKendry & Co., Yonge street, Toronto, have bought the millinery and mantle stock of D. Grant & Co., who had a stock next door. The two stores have been connected and will form one establishment.

FOR SALE.

FOR SALE At half cost Model Haberdashery Cabinet made in England; stained and well finished; 24 drawers, everyone partitioned; 54 inches long, 34 inches high, 13½ inches deep; owner does not now require it; will guarantee satisfaction to purchaser, and would not expect pay for it until approved of. Address, GEORGE H. MCKAY, St. John, N.B.

BUSINESS CHANCE

STORES AND OFFICES TO RENT in the Thomson Bros. Block, Calgary, a three-storey stone building, plate glass front, heated with hot water, lavatory, closets, etc., most central location in the city, ready for occupation in about a month. Address, THOMSON BROS., Calgary.

MATTHEWS, TOWERS & CO. MONTREAL

Manufacturers and Importers of

.. Men's Furnishings

WHOLESALE ————— Fine Goods a Specialty

JUNG & SIMONS  Manufacturers**BLACK AND COLORED ITALIAN CLOTHS**
FINEST GERMAN MAKESOLE AGENTS:
Dieckerhoff, Poffner & Co.
New York, Barren, Paris.CANADIAN OFFICE:
22 Wellington St. West, Toronto
Sold only to the wholesale trade.**Thibaudeau Bros.**
& Co.

Importers of —————

ENGLISH .
FRENCH . . .
GERMAN &  **DRY GOODS**
AMERICAN**THIBAUDEAU FRERES & CIE.**

Quebec.

THIBAUDEAU BROTHERS & CO.


London, Eng.

THIBAUDEAU BROS. & CO.

332 St. Paul St.

MONTREAL**S. Greenshields,**
Son & Co.,

Montreal :and: Vancouver

Our travellers are now on
the road with full lines of **Imported and . .**
Domestic GoodsPlease reserve your orders
until you see our samples.**A. A. Allan & Co.****Wholesale Furriers.**

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

Fashionable FursMade 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.

THE LATE JAMES GREENFIELD.

JAMES GREENFIELD was as jolly, good-natured and able a traveler as went out from a Canadian city to sell goods to the natives--white, red or dark. He was known throughout the length and breadth of Canada, and wherever known he had friends. He made friends by being a whole-souled friend himself.



One day his friends received a cablegram from England announcing his sudden death. Mr. Greenfield had left for London, England, by the *Lucania*, which ship met with a very rough passage, for the purpose of consulting a specialist in regard to his health, which had failed him of late. It is supposed that the knocking about and the hardships of the voyage were indirect causes of his death.

Deceased, who had been connected with Messrs. Gillespie, Ansley & Dixon of Toronto for a great many years, was considered by them as one of their best travelers. He was a prominent member of the Masonic order and president of the branch of the Travelers' Mutual Benefit Society in this city. The announcement of his death came like a thunderbolt to his friends in Toronto, and when it becomes widely known will be keenly felt by hundreds of those in all parts of the Dominion who had the pleasure of his acquaintanceship. Immediately on receipt of the news a cable was despatched with instructions to have the body embalmed and returned here for burial. This was done, and all that was mortal of James Greenfield was laid to rest amidst the sorrows of his many friends. The funeral was conducted by the Masonic order, of which he was a member in high standing. All the honors that this order could give were bestowed on his body and his memory. At one time he was engaged in the dry goods business in Kingston.

TEXTILE NEWS.

A COMPANY consisting principally of Messrs. A. R. Whitehead, T. Pringle, A. Pringle, L. Craig, of Montreal, and H. M. Price, of Quebec, are erecting a new cotton mill, having a capacity of 750 spindles, and run by water power, at Montmorency Falls, close by the present mill. Hosiery yarns will be manufactured.

The Elmira, Ont., woolen mills have been re-roofed.

Willie & Shaw are putting new machinery in their blanket mills at Almonte.

The burned woolen mill of Arthur Brazeau, Portage du Fort, Que., will probably not be rebuilt.

Messrs. Benner & Son, of the Inglis' Falls Wollen Mills, are at work on a large contract for the supply of blankets for the Department of Indian Affairs. The order calls for 1,161 grey blankets of 11 pounds weight and of a particular design. The

body of the blanket is of a silvery grey shade. Blue stripes divide each blanket into four squares. In the centre in pink wool is woven the initials "I. D." Several hundred of the order have already gone forward. The excellent goods turned out by this firm's mills have a very wide reputation.

Newton Bros., who were burnt out at Limehouse, may build a new woolen mill in Guelph. They want substantial encouragement.

The Cobourg, Ont., woolen mills have just put in a Monarch economic boiler; also a Robb-Armstrong engine for electric lighting.

The Auburn Woolen Co., Peterboro, Ont., has had its mill painted throughout; new floors have been put in and a new engine house added.

The St. Croix Cotton Mill is putting in new machinery. The output is limited in the meantime, but will be increased when all changes are complete.

C. W. Cunningham, lately with the Paul Frind Machinery Co., Toronto, has been appointed superintendent at the new blanket mill at Almonte, Ont.

The Richelieu woolen mills, Chambly, Ont., are putting in an additional boiler. The mill of Gemme! & Son, Perth, has been equipped with electric lights.

Mr. J. T. Hubner, of Berlin, who lost his glove and shoddy factory by fire recently, has purchased the *flouring mill property* of Mr. J. Cluthe at Doon, and will fit up the buildings with necessary machinery for running his business.

Between four and five o'clock on Saturday morning, the 18th ult., a window in the office of the Streetsville woolen mills was forced and the safe blown open. There did not happen to be any money in the safe and the burglars went away empty-handed.

L. M. Tetlow & Sons of Cleckheaton, England, have just completed the delivery of the machinery, card clothing, belting, etc., to the Dominion Blanket and Fibre Co., Montreal and Beauharnois. This is one of the largest contracts given out in Canada for woolen machinery for some time. Carding machines are 72 and 60 inches wide, with Platt's mules as follow.

Oelrichs & Co. v. Trent Valley Woolen Mfg. Co.—Judgment on appeal by the plaintiffs from the judgment of Falconbridge, J., dismissing the action, which was brought by a firm of wholesale importers carrying on business in New York against a manufacturing company carrying on business in the Village of Campbellford, in Ontario, to recover \$2,717.12, the amount of the plaintiffs' loss by reason of the defendants' refusal to accept a quantity of pulled wool which the defendants had contracted to buy from the plaintiffs. The learned Judge held that there was a binding contract satisfying the statute of frauds, but that there was no breach because the defendants were entitled to an inspection at Campbellford, which they were not permitted. The court agreed with the trial Judge on the first ground, and held that New York was the proper place of inspection under the contract. Appeal allowed with costs. Question as to the method of estimating damages reserved to be spoken to. Osler, Q.C., for the appellants. Clute, Q.C., and Aylesworth, Q.C., for the defendants.

The capital stock of the Toronto Carpet Manufacturing Company has been increased from \$50,000 to \$150,000. Under the management of Mr. James P. Murray, the president, this is one of the most vigorous, enterprising, and successful manufacturing concerns in Canada.

MILLINERY

We wish

All our Friends

A MERRY CHRISTMAS AND A HAPPY NEW YEAR.

IN a few days our travelers will be on their respective routes (covering every part of the Dominion from Halifax to Victoria) with a very fine range of **Spring Novelties** in **Millinery Goods**. We will show the latest productions of the markets of Europe and the United States, and respectfully request all buyers to see our samples before placing their orders.

The leading manufacturers in the Continental Markets do not show the best and latest productions before December and it is simply impossible to have these represented in this country before last week in December. Retailers who have already placed their orders for **Spring Millinery** will certainly be at a disadvantage.

To meet the present popular craze we received and opened out this week a nice assortment of **Velvet** and **Silk Roses** in the new shades. Also a fine range of **Violets** in Velvet and Cambric, **Black Ospreys**, **White Ospreys** at lowest prices.

LETTER ORDERS PROMPTLY ATTENDED TO.

Reid, Taylor & Bayne

*9 and 11 WELLINGTON STREET EAST, TORONTO
210 to 214 ST. JAMES STREET, MONTREAL.*

MONTREAL TRADE NEWS.



THE past month has witnessed a fairly good sorting up trade in general lines of fall dry goods, despite the fact that a good many of the houses were engaged in stock taking for the past week or so. This fact, however, did not interfere with the movement of business in most of the houses. On the contrary, it enabled many of them to clear off lines of fall goods and

otherwise straighten up matters for the reception of supplies of spring goods which are now coming in. At the present time of writing many of the travelers are in off the road and the balance will report at headquarters in the course of a week or so, the most of them remaining in town until the turn of the year. In fact, some of the houses are already engaged in getting up their complete lines of samples for the spring placing trip. In this connection it may be noted that orders for several spring lines of which the travelers carried samples have been coming in pretty freely; lines of brown sheetings, bleached cottons, colored cottons, cottonades, ticks, etc., and print cloths, have also been in request.

Mr. Thouret, of Thouret, Fitzgibbon & Co., has been laid up with a severe attack of the grip since a week ago.

Wm. Kissock, of Caverhill, Kissock & Co., wholesale millinery and fancy dry goods, got back from Europe early in the month.

Remittances have been fair under all circumstances since our last report, and the trade seems to be fairly well satisfied in this respect.

D. Morrice & Co. say that orders for spring lines of colored cottons, bleached cottons, cottonades, etc., are ahead of these for the corresponding time last year.

Thouret, Fitzgibbon & Co. are placing some good orders for their lines of Bavarian felt slippers in Manitoba and the Northwest. This firm control one of the largest lines of these goods in the country.

S. Greenshields, Son & Co.'s travellers are now almost all in from the road. The firm is busy getting up samples for the spring placing trip, and say they have some lines of fine ladies black goods which will be bound to attract buyers.

Matthews, Towers & Co.'s travelers have been out for the past three weeks with spring samples of gents' furnishings, and report prospects fair. Mr. Towers himself, who is at present up west, considers the chances good for a satisfactory spring trade in his line.

John Martin & Co., St. Paul street, report that early in the fall they cut up quite a lot of mink skins for trimmings. Now, however, the demand seems to run to beaver, grey lamb, Persian lamb and others, as they are having quite a demand for these from the city trade at present.

Mr. Thomas Brophy, the senior partner in the firm of Brophy, Cains & Co., got back from his visit to the various European centres of trade early in the month. The firm will offer a full stock of fine lines of ladies' goods of all kinds, which is a special feature of their business.

Thibaudeau Bros. report that the demand for underwear has been remarkably good with them since the cold weather set in at the first of the month. The call for fancy striped lines has

continued a feature of the demand. They note a fair call for lines of English flannelettes also, of which they offered a large stock in bright colors.

Moulton & Co., Montreal, claim to take the lead as manufacturers of barrel buttons. The superior quality of their goods has secured for them a very large sale this year. They are now preparing samples for next season, including a variety of new and beautiful lines of goods. Cords of every description are also among the specialties made by this firm.

Some of the leading houses in the retail trade of Montreal, speaking of ladies' underwear, say that the "Health Brand" generally has been the most satisfactory line to handle, as the public evidently appreciate the high quality and superior finish, and there is a steady and increasing demand. This proves to some extent our remarks in a previous issue, that it pays to make a good article under a trade-mark, and advertise it well.

The Hudson Bay Knitting Co. is among the enterprising firms of Montreal, and probably there is no other in Canada, and few, if any, in the United States, that manufacture so great a variety in specialties only. Their leather clothing, in a variety of styles, meets the requirements of sportsmen and laborers of every class, and for which they are having a steadily increasing demand. This line is becoming deservedly appreciated by the clothing trade. Among their specialties in knit goods the Westgate over-stocking — which was briefly described in our last issue — deserves special mention. The demand for them this season was far beyond the most sanguine expectations of the company, and Mr. Westgate claims they will require fifty machines to meet the requirements of 1894. Their samples for next season will soon be ready.

All through the fall since the depression became marked across the line the trade here has been afraid of competition from American goods brought across at slaughter prices. The tenor of the amendments to the Wilson bill in Congress, however, and an occurrence at New York have tended to relieve this anxiety to a certain extent. This was the sale of an enormous quantity of domestic goods by public auction at New York, comprising no less than 16,000 pieces. The sale was attended by buyers from all over the United States and from Canada. One trader from Montreal who was present remarked to the correspondent of THE REVIEW that the prices realized at the sale were a surprise to a great many. Contrary to expectation, which was for low prices, the values realized on nearly \$2,000,000 worth of goods were within 5 to 7½ per cent. of agents' prices. These high prices make it unlikely that there will be any serious competition from these goods with the stocks on Canadian dealers' shelves, which would not have been the case had they been sold at slaughter prices.

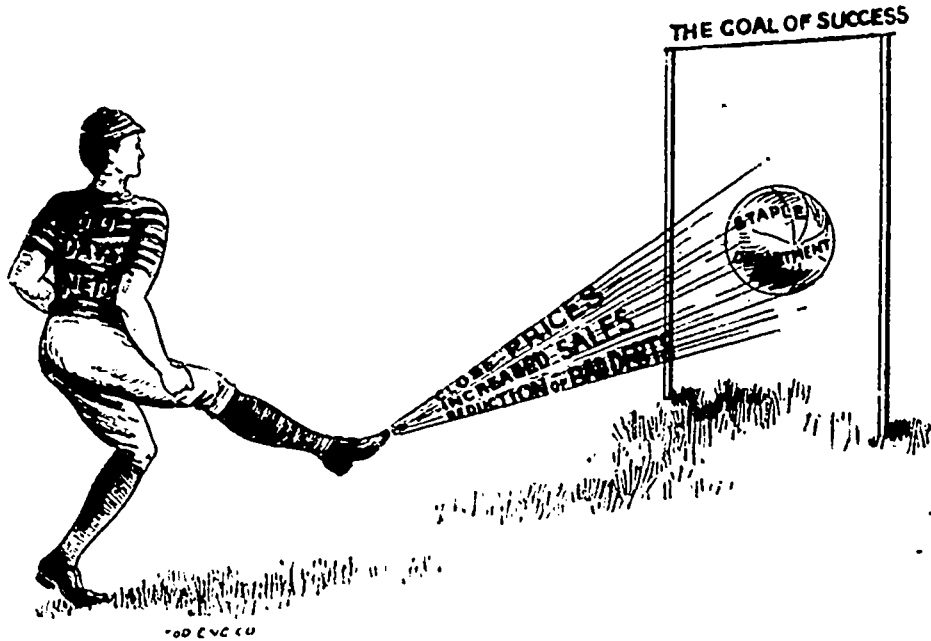
James E. Price, general merchant, Norton, N.B., has admitted Samuel Allison as partner. Price & Allison is the style of the new firm.

WE apologise to subscribers for leaving out of this issue all notices of new goods, two pages of news, and our "Hats, Caps and Furs," "Carpet and Curtains" and "Window Dressing" Departments. A crush of advertising matter at the last moment is the cause. Next month the paper will be enlarged to give our advertisers all the space they desire.

MOULTON & CO. Montreal Fringe and Tassel Works
 10 St. Peter Street, MONTREAL
 Manufacturers of
 Cords, Tassels, Ornaments, Barrel Buttons, etc. | Furriers' Upholsterers' Trimmings. Undertakers'

Agent for Ontario: BEN ALLEN, 32 Colborne St., TORONTO.

Toronto Fringe and Tassel Company
 MANUFACTURERS OF
 19 Front St. West, TORONTO
 Fringes, Cords, Pompons, Tassels, Dress Upholstery, ... AND ...
 UNDERTAKERS' TRIMMINGS



THE COMPLIMENTS
OF THE SEASON
TO ALL OUR CUSTOMERS
AND FRIENDS
 WE EXTEND
EVERY GOOD WISH

IRON FRAME LINEN
TOOKE BROS

Tooke Bros

MEN'S FURNISHINGS.

SPEAKING with Mr. Fisher, furnishings buyer for Wyld, Grasett & Darling, he remarked that as the season advances the demand for new shapes and patterns in men's neckwear increases, doubtless owing largely to the fact that the wide derby and large knot have so long been favorites that the time is now ripe for "something new." Following the styles of both English and American markets the tendency is for a smaller scarf, and while the ordinary derby still has many friends it is being called for in narrow widths, $2\frac{1}{2}$ -inch taking the place of 3-inch formerly worn. The graduated derby, which, when tied forms a very small knot with wide ends, is also shown by all men's furnishers, and it is predicted by many that this shape will to a certain extent crowd out all others.

As is always the case, the "made up" scarf is an imitation of the loose scarf when tied, and following this invariable rule, the style for the coming season is a small knot with wide ends, which is starting in a warm favorite, and will doubtless be found in all the best shops throughout Canada. Bows will be worn somewhat smaller than last year, and are being shown principally in small, neat figures, pin spots and hair line stripes.

Wyld, Grasett & Darling have already received for Xmas trade a large assortment of novelties in neckwear, and expect in a few days to reinforce their stock with another shipment of nobby and desirable goods. They have a shipment of two-inch Grandees, which are now stocked in all sizes. Their new collars are stamped "Wyld's Grandee" and "Wyld's Glendowe," to distinguish them from others of the same name.

W. R. Brock & Co. have passed into stock six cases of latest novelties in men's neckwear, suitable for the Christmas and holiday trade, comprising light, medium, and dark effects in knot, graduated Derby, and other new shapes.

A practical present and one that is always acceptable for lady or gentleman is a silk umbrella. Retailers should lay in a small, well assorted stock of fancy handles, good coverings, at moderate prices for the Xmas trade. Gordon, Mackay & Co. show an attractive range in this line.

CURRENT HISTORY.

DRY GOODS merchants as a rule have little time for reading beyond the daily papers and the trade journal, but the man who has a desire to know what is going on in the world without spending many hours will find a useful quarterly magazine in the Cyclopedic Review of Current History. Four issues a year are not too many to read, and the cost—\$1.50—is not too high. The third quarter of 1893 has been published and a glance at its contents shows the scope of the magazine. The leading topics of the quarter are first taken up, such as the Monetary question, the Bering Sea dispute, the Siamese question. Then follow articles on International affairs. After this come affairs in America, affairs in Europe, affairs in Asia, affairs in Africa, and the issue closes with notes on Science, Literature and general topics.

Canadian affairs are very impartially but fully and critically treated, and in a most interesting manner. This splendid Review is published by Garretson, Cox & Co., Buffalo, but can be procured, no doubt, through any Canadian bookseller or news-dealer.

It might be mentioned that each issue is illustrated. In the Canadian department of the current issue are splendid photographs of W. R. Meredith and Goldwin Smith.

RAW FURS IN MONTREAL.

THERE is no improvement in the position of raw furs, and values still have the same easy tone noted in these columns some time ago. In fact, many of the dealers in raw furs here positively decline to stock up beyond actual wants. The general and confident expectation is for a big slump in values at the spring sales in London. Sellers of domestic raw furs, therefore, who come here to market their catch this fall and winter have not met an encouraging reception. One of them complained to a well known St. Paul street buyer the other day in the presence of the correspondent of THE REVIEW that no one wanted his furs at all, and that beyond selling a few muskrat, etc., to the manufacturing furriers, who actually need them, he could find no buyers at all. At present the prices on staple skins are about as follows: Bear, \$4 to \$15, according to quality; mink, 75c. to \$1; muskrat, 10c.; otter, \$9 to \$12, and coon, 25 to 75c.

MONTREAL WOOL MARKET.

THE wool market here is a waiting one as regards Cape, none of the woolen mill representatives showing any marked desire to stock up to any great extent, only a few small samples being sent to the mills during the month. Holders are firm, however, calculating on the effects of changes in the United States tariff. At the London wool sales, which opened at the commencement of the month, good selections were offered and the competition was rather active, although there seemed to be a disposition to hold back until the effect and exact changes in the United States tariff were apparent. At present prices on spot are: Greasy Cape, 14 to 17c.; Canadian fleece, 18 to 20c.; Ba scoured, 30 to 35c. In pulled wool 20 to 22c. is quoted for supers, extra 23 to 26c., and Northwest 11 to 14c. as to grade.



TOTAL CIRCULATION 70,000

IN 1894.

SPRING NUMBER,

FEB., 1894

CIRCULATION 11,000.

THE DRY GOODS REVIEW.

Joselin & Parkes

16 Melinda Street, TORONTO

Manufacturers' Agents

.. AND ..

Commission Merchants

TO THE TRADE:

❖ **H**AVING determined to extend our *field* of operations and meet the *growing wants* of the *trade* by bringing the *Retail buyer* into *closer touch* with the *manufacturer*, we have much pleasure in making the following *Special Announcement*:

We have completed arrangements to handle all the *mill ends* and *Job Lines* of about **25** Canadian Knitted Woollen and Blanket Mills. *Samples* will be willingly forwarded on *approbation*, of any lines we handle.

We are special agents for Ten Canadian and American Wool and Union Carpet Mills. Prices ranging from 24 cts. to \$1.25 per yard.

WE ARE ALSO THE CANADIAN REPRESENTATIVES OF THE FOLLOWING FOREIGN MANUFACTURERS.

The County Down Flax Spinning and Weaving Co.
Belfast, Linen Manufacturers.
Lang & Co., Glasgow, Art Muslin and Lace Curtains
Wm. O. Hanlon & Co., Manchester Goods
C. & J. Robertson, Glasgow, Lace Curtains
N. E. Brals, Montreal, Men's Shirts and Ladies' White Wear
And the world famous
Kuchnert, Wachler & Neldner, German Hosiery.

JOSELIN & PARKES

16 Melinda St., TORONTO

TRADE CHAT.

THOMAS Randall formerly cashier for W. R. Brock & Co. is dead. He had gone to British Columbia on his road to Australia, but died in Vancouver from an over-dose of laudanum. Tommy's only enemy was himself, but his friends were numerous. He was a jolly, whole-souled young fellow, who lived a great deal more in thirty years than some men do it in fifty. He was a clever young man, but his death at thirty years of age ends the tale of a mis-spent life.

Evangeliste Nantel, a dry goods merchant from St. Jerome, committed suicide in Montreal on the 23rd. Drink.

Henry Nafe, traveller for W. R. Brock & Co., has been ill for a week or more. His trip is being taken by Mr. Hector.

Wallis & Foord is the name of a new Winnipeg firm who have begun business as commission and manufacturers' agents at 186 Owen street.

Wm. Gordon's tailor shop, corner of Wilson and Wentworth street, Hamilton, was broken into on the night of Nov. 26th, and eight coats were stolen.

Mr. D. B. Jacques, formerly with John Macdonald & Co., now representing Messrs. Lyon, Hall & Co., Baltimore, importers of matings, oilcloths, is in the city for some days.

Neville & Co., acting for L. S. Callaghan, have issued a writ for \$10,000 damages against Paul Campbell, Stapleton Caldecott and "Ted" Gegg for alleged wrongful seizure of the plaintiff's goods.

The question of the reduction of the postal rates was again discussed by the Toronto Board of Trade, and on the motion of Mr. Blain, seconded by Mr. Jaffray, the following resolution was passed: "That the council reaffirm the position it has repeat-

edly taken that the rate of postage should be reduced to two cents on country letters and to one cent on drop letters for delivery in towns and cities."

The many friends of Mr. W. Blackley of the firm of D. McCall & Co., wholesale milliners, Toronto and Montreal, will be glad to hear that this gentleman has been pronounced out of danger after a severe illness, which confined him to his bed at his residence, Toronto, Toronto, for five weeks.

Geo. H. Rogers & Co. Winnipeg, are going out of the regular retail trade, and with this object in view will offer their dry goods stock for sale by auction, en bloc, on Dec. 29. The purchaser can have lease of the premises, which is one of the best locations in Winnipeg for a retail dry goods trade.

The general meeting of the Western Commercial Travelers' Association for the nomination of officers and board of directors for 1894 and other business was held in Winnipeg on the 9th. President M. W. Rublee occupied the chair. The following nominations were received.—President, H. Bruce Gordon, acclamation; Vice-President, J. Y. Griffin, acclamation; Treasurer, J. Mundie, acclamation. Directors—M. R. O'Loughlin, L. C. McIntyre, W. Hargraves, J. M. Lamb, A. S. Binns, W. H. Walker, T. P. McIntyre, J. C. Gillespie, J. T. Black, M. W. Rublee, W. J. Taffe. Seven of the above will comprise the board. The result of the balloting for directors will be known on Saturday evening, December 16th. Auditors—S. S. Cummings, J. Lindsay, acclamation. After the nomination the mode of celebrating this year caused considerable discussion, some of the members being in favor of a dinner, others a conversazione dance, and it was also moved that the members simply have an oyster supper. The dinner won.

GLOVER & BRAIS

Men's Furnishings **MONTREAL**

Seen Our Spring Samples, Sir?

Not Yet? Well, a few days patience.

Our travellers are all out, hard at work too, from coast to coast and in every province. Our Mr. Brais, who as usual has personally ransacked the markets of Europe in his search for good things in

MEN'S HOSIERY AND UNDERWEAR

Thinks retailers will have something worth looking at in these lines when his travellers unpack their samples

NOVELTIES IN GENTS' FURNISHINGS

Are not lacking either this season and here again his KNIGHTS of the GRIPSACK will be able to offer some exceptionally taking lines.

MORAL.—Don't buy before seeing the Samples of . .

GLOVER & BRAIS

Men's Furnishings
MONTREAL.



Headquarters for **ROBES,**
Gentlemen's Furs,
and Tailors' Fur Trimmings.

JOHN MARTIN & CO.,

455 and 457—St. Paul St.—455 and 457
MONTREAL



DO YOU STOCK THEM? 

"Maltese Cross" **Mackintoshes**
BRAND

Sold by all the leading wholesale houses. Will never grow hard.

ODORLESS, TAILOR FASHIONED, SEAMS SEWN

MANUFACTURED SOLELY BY . . .

The Gutta Percha & Rubber Mfg. Co.
of TORONTO, Ltd.



BUSINESS CHANGES.

ONTARIO.—Furnishing stock of O. H. Landon & Co., Toronto, to be sold on 19th; Jos. Fyfe, Barrie and Beeton, assigned; A. Bowes & Co., Kingston, assigned; Sutherland Bros., Newmarket, want extension; David Ross, Brantford, assigned; J. McDougall, Fenelon Falls, assigned; clothing stock of W. Jenkins & Son, Petrolia, and R. Jamieson, Seaforth, sold; W. Willard's stock, Port Perry, goes on the 19th and D. K. Webers on the 18th, J. W. Fenner, Toronto, has compromised; clothing stock of Ab. Cohen, Toronto, sold by sheriff; W. Rodd, Uxbridge, assigned; Colin Sinclair, Carleton Place, sold to his son Peter; tailoring stock of Ross Bros., Sarnia, sold; J. E. Eager, Waterdown, deceased; H. Shepherd & Co., Brockville, stock sold; W. J. Brewer, hats, etc., Toronto, retiring; Daglish & Bradley, woolen manufacturers, Ottawa, have assigned; W. E. McKelvey & Co., Sarnia, assigned; Wright & Co. and J. W. Conley, Toronto, assigned and their stocks sold; J. Starling, Port Rowan, succeeded by John McGrath.

QUEBEC.—J. A. Tessier's stock, Montreal, sold on 15th; Regali & Fils, Quebec, dissolved; Mrs. P. Lizotte, Quebec, assigned; tailoring stock of J. H. Dorais & Co., Montreal, sold at 60 cents; Gareau & Marchand, Montreal, will dissolve; dry goods stock of L. L. Dussault, Quebec, sold on 4th; tailoring stock of Moss & Ross, Coaticook, sold at 65 cents; J. B. Robert and H. Gauthier, Laurentides, burnt out; E. Nantel of E. Nantel & Co., St. Jerome, deceased; furnishing stock of J. Deegan & Co., Quebec, sold.

MANITOBA, N. W. T.:—James Hopkins & Son, Hartney, Man., extension; Alex. Ross, Winnipeg, assigned; Steen & Co., Roland, dissolving, and W. J. Cavanagh will open up at Newdale; Whitehead & Stewart, assigned; stock of S. Dinner, Winnipeg, for sale; Jas. Heaman, Alexander, assigned; Hepworth & Co., Reburn, opened up a general store; Jas. Anderson, Portage La Prairie, removing to Carman and admitting Graham, H. Bentley, now sole owner of H. Bentley & Co., Lethbridge.

BRITISH COLUMBIA.—R. B. Hill Cloverdale, wants to sell; F. Richardson, Nanaimo, sold to W. H. S. Perkins; Langman & Sals, Vernon, dissolved, W. Beveridge, Nanaimo, sold out, Mrs. W. W. Merkle, Revelstoke, retiring; J. B. Wilson, Kaslo, assigned; George N. Gowen, East Wellington, assigned; T. Hirst, of Hirst Bros., Nanaimo, is dead; R. Hilbert, clothing, Nanaimo, selling out; J. C. Leask & Co., Victoria, sold to J. W. Creighton.

MARITIME PROVINCES.—J. P. McLeod, Baddeck, N.S., assigned, Miss E. & F. Mahar, Campbellton, N.B., selling out, I. P. Michaud, St. Hilaire, N.B., wants extension, Leonard & Crawford, Red Rapids Bridge, N.B., have compromised at 70 cents, Charles L. Gass, Bayfield, assigned, Goldberg, Geller & Co., Halifax, dissolved, W. I. Copp, Pugwash, assigned, Hanson & Grady, St. Andrews, N.B., dissolved, Kourke & Co., St. John, advertise sale to close business, Thomas & Co., Halifax, sold out; Hirtle, King & Co., Lunenburg, sold to Jas. A. Hirtle.

The insolvent estate of J. T. Fairgrieve & Son, woolen mfrs., Innisville, has paid a final dividend of twenty-five cents on the

dollar. The receipts of the estate amounted to \$790.75 and the payment for wages, fees and disbursements, exclusive of \$668.39 paid in dividends, came to \$202.36. The total liabilities were \$2,753.39, the largest creditor being Mr. Robert Berryman, Hamilton, whose claim was \$1,987.49.

The dry goods stock of J. E. Allston was sold at 70c. on the dollar, a good price. Many of the retail merchants would like to get 70c.

Brown & Son, 23 Bleury street, Montreal, have assigned on demand of C. S. Puchanan, liabilities about \$8,500. McDougall, Barret & Co., \$1,300; Wyld, Grasset & Darling, Toronto, \$998; C. Walters, \$600; Gault Bros., \$2,700.

Partnership has been registered between L. E. Bastien and J. E. Fefebvre, tailors, (Bastien & Lefebvre), Montreal.

Michael Wright, doing business as the Broadway Millinery store, St. Catherine street, Montreal, has assigned, at the demand of Caverhill & Kisson. The total liabilities are \$9,269. The principal creditors are D. McCall & Co., Toronto, \$2,825; Caverhill & Kisson, Montreal, \$2,143; John D. Ivy & Co., Toronto, \$941; G. Goulding & Sons, Toronto, \$684; Reid, Taylor & Bayne, Toronto, \$516; P. Wright, \$500; B. A. Boas, \$350.

A fire in the tailor shop of L. W. Dagenais, Montreal, on November 26th did about \$2,500 damage. The stock was insured for \$8,000.

William Jenkins & Son, clothiers, Petrolia, have assigned to Alfred Robinson, of London.

C. D. Ferguson's general stock, at Aurora, has been sold at 77½ per cent., and the men's furnishing stock of C. A. Calkins, of Hamilton, for 52½ per cent.

Olivier Chayer, dry goods merchant, Montreal, has assigned at the instance of A. Racine & Co.; liabilities about \$15,000. Principal creditors: A. Racine & Co., \$2,831; D. McCall & Co., \$1,607; Thibaudeau Bros., \$1,506; R. Linton & Co., \$1,310; J. McGillivray & Co., \$1,150. The stock has since been sold at 68 cents.

D. Cameron, general storekeeper, of Warton, has assigned to J. D. Ivey.

G. A. Branton, of St. Thomas, dry goods, has assigned to F. M. Griffin.

The tailoring stock of J. G. Stewart, Windsor, has been sold and realized 55 per cent.

E. W. Leith has purchased the good-will of the general store kept by Mr. Daniel Gorrie in Haliberton, and will carry on the business as successor to Mr. Gorrie.

The general stock of Fred. Spoffard, Stouffville and Markham, has been sold to John McDonald & Co. For that at the former place 65c. on the dollar was obtained, and that at the latter 67½c.

I. S. Willard, of Port Perry, general merchant, has assigned to J. W. Lawrence, of John Macdonald & Co. The liabilities are about \$8,000, and the assets much above that sum. His brother in law sued him on account of a mortgage, and he thereupon decided to go out of business.

J. Gourlay, of Gourlay & Rankin, general merchants, Maple Creek, Man., is dead.

The liabilities of T. & W. Murray, the Pembroke merchants who secured a compromise the other day at 50c. on the dollar were \$291,774.98. The assets consisted of stock, \$97,510; book debts, \$60,459.70, and real estate, \$81,322.98, a total of \$239,292.68, showing an apparent deficiency of \$52,482.30.

TO THE **CLOTHING TRADE**

MANUFACTURERS
OF THE . . .

\$1 BOYS'
SUIT.

WRITE FOR SAMPLES.

GLAYTON & SONS,

Halifax, N. S.

IT WILL PAY
YOU TO CONSIDER
THIS FACT:--

During the
39 years in which we have been
making safes, there has never been
an instance in which our safes failed
to sustain their reputation for per
fect **RELIABILITY.**



J. & J. TAYLOR

TORONTO SAFE WORKS

145 and 147 Front St. East, . . . TORONTO

THOMAS WEST.

ROBERT McCAIN.

GERMAN ARTISTIC WEAVING CO.

WOVEN LABELS, NIGHT-SHIRT TRIMMINGS, INITIALS, ETC.



120 FRANKLIN STREET, NEW YORK. ALL ORDERS.

98 MARKT STR.,
CREFELD.

24 EDMUND PLACE,
LONDON, E. C.

8 FAUB'G POISSONNIERE,
PARIS.

THE ENGLISH EARLY CLOSING CONGRESS.

A VERY representative body of merchants and shopkeepers met in congress in the Exchange Hall at Nottingham last week, says 'The Drapers' Record. Delegates were gathered together from all over the Kingdom. Their object was to confer as to the best means of obtaining the great boon of shorter hours for the male and female assistants whose work is behind shop counters all over the land. We are struck, first of all, by the quiet and moderate tone of those who took part in the long and interesting debate, by the humane spirit which evoked the gathering, and by the soundness of the arguments which were brought forward.

For fifty years the Early Closing Association has been pursuing its beneficent course; its directors are able to point to a vast improvement in the condition of shop assistants, not only as to the hours in which they work, but to the greater facilities which they have for recreation, the increased comfort of their surroundings, and the greater consideration which they receive at the hands of employer and customer alike. But this improvement is not absolute. It exists only in the wealthier and more fashionable districts of the metropolis, and of the great cities and towns of the provinces. Wherever the masses congregate for shopping purposes, there late hours and long hours are the rule and not the exception. Indeed, Mr. J. A. Stacey stated, in a paper read by him at the Congress, that in many of the suburban districts of London the hours of the shop assistants were as long now as they were five and twenty years ago. The statement of the House of Commons Committee, "The hours of shop assistants range as high as from 84 to 85 per week," is still true of all the poorer parts of great cities. An average day of fourteen hours in an atmosphere heavily charged with the products of burning gas, especially at the end of the day, cannot be conducive to the health of either employer or employed. On the contrary, it is the proper atmosphere to impel consumption, that terrible disease which creeps upon so many of our people almost unawares; and no class is, perhaps, more subject to it than drapers' assistants, especially the young women.

Sir John Lubbock pleaded hard at the Congress for the cause which he has long championed. Whatever the kindly baronet has to say on this subject is deserving of attention. Millions of the toiling classes owe him thanks, and they best pay the debt by their cricket, football, cycling, tennis, boating, and other recreations which are regularly delighted in as the holidays and the seasons come round. But to return to the Congress. Sir John stated that early closing could not become universal unless by legislative enactment. Other speakers gave the following illustrations of the failure of the voluntary system: The majority of the shopkeepers in a given district would agree to close their shops at a reasonably early hour. The plan would be adopted for a short time, until a new and "smart" competitor would locate himself in their midst, keep his shutters down and his gas up, and so compel the older tradesmen to revert to his own inhuman and unnecessary practice. Or, again, a majority of shopkeepers in a district would be quite willing to shut up shop, but a few of their neighbors, more selfish, or, perhaps, less far sighted, would refuse to join the reforming band, with the lamentable result that those who would be just to their servants and themselves were not permitted to be so.

Now the principle which Sir John Lubbock advocated, and which the Conference supported, was what may be called compulsory closing by local option. The doctrine is set forth in the

following terms—we quote the hon. baronet's words:—"We ask that when two-thirds of the shopkeepers in any trade desire it, the Town Council or the County Council shall have power to close the shops earlier in the evening, and to arrange for a weekly half-holiday on the day which may be most convenient." We think that opinion in the drapery trade is as yet divided as to the wisdom of this course. In fact, a certain number of old supporters seceded from the Early Closing Association when its managers threw over the voluntary principle. It is evident, however, from the tone of the Nottingham Congress, that the supporters of the Local Option Closing Bill are hopeful as to the future.

DRY GOODS AND THE LONG CREDIT SYSTEM.

FOR years past, says the Trade Bulletin, we have persistently advocated a curtailment of the long credit system which obtains in the wholesale dry goods trade, and as long as this abuse of legitimate trading is practised will we denounce it. In order to reduce the six months credit which is given by English and Canadian manufacturers, agreements have been repeatedly entered into, only to eventuate in signal failures, as there were always to be found parties who would appear to observe them by giving credit at the shorter date agreed upon, but would virtually break them by granting renewals that would simply amount to the old long time credits it was sought to abolish. Consequently, these agreements were found to be nothing else than dishonest compacts, entered into on the part of some for the express purpose of taking advantage of the honest members of the combination. If Canadian manufacturers, however, would take the matter in hand and agree to sell their staples at 30 days, they could by that means compel the wholesale dealers to adopt a shorter system of credit, and thus force upon the trade one of the greatest reforms ever inaugurated, and one which has been admitted for years to be essentially necessary for placing business upon a more solid basis. If our home manufacturers were to take this matter up in earnest, they would soon effect the much needed curtailment of long credits, which the wholesale trade has repeatedly tried in vain to accomplish. Nor would the wholesale and retail trade derive exclusive benefits therefrom, as the manufacturers themselves would be relieved of the necessity of carrying the large stocks they are now obliged to have on hand, and besides, they would be rid of the annoyance of seeing their own money used for the payment of duties on English goods. The granting of the too easy credits that have prevailed in Canada has no doubt had the pernicious effect of encouraging that loose and indiscriminate distribution of goods which has caused so much financial trouble in the past. There is no reason why the short credit system observed in the wholesale grocery trade should not be put in force in the dry goods business; but it will never be brought into practice by the signing of round robins among members of the wholesale trade, agreeing to shorten credits, when some of them at once do their utmost to contravene it in order to take undue advantage of their unsuspecting confreres, by agreeing to give the long terms they had promised to abstain from giving. The fact of this duplicity being practised through the medium of renewals made it all the more contemptible, and proved the impossibility of bringing about the desired reform through such means. Canadian manufacturers, however, have it in their power to effectually curtail the long credits, which it is admitted on all hands have been the source of most of the disastrous reverses that have befallen the dry goods trade for many years past.

About Linings



HERE IS OUR

Lining Ticket

NOW ADOPTED.

Every piece of Lining bearing this brand

...WE GUARANTEE...

IN

LENGTH
QUALITY
WEIGHT
FINISH



OUR

RANGE STOCK VALUE

The most Complete.

The Largest.

The Best.



To avoid the delay experienced last season in supplying the requirements of our customers in this department, we have bought most liberally for the coming season, from both Canadian and Foreign manufacturers, and are now prepared to book orders and guarantee February delivery. Wherever possible we have improved our well-known numbers, and merchants who are in a position to buy on 60-day terms (April dating) will find our prices very keenly cut--probably the closest in the trade.

GORDON, MACKAY & CO.

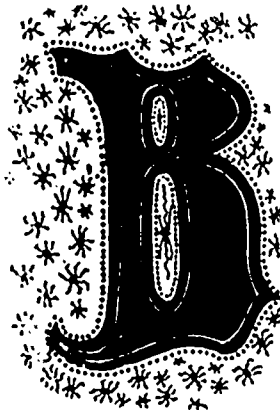
HEADQUARTERS FOR

DRESS LININGS

Of Every Description.

Gordon, Mackay & Co., Corner Front and Bay Sts., Toronto

ADVERTISING ADVICE.



BEFORE a merchant can derive full benefit from his advertising he must thoroughly understand the foundation principle of this modern business method. He must then be continuously progressive in the matter of new methods, and the proper means to get the greatest return from the smallest investment. It is only by reading carefully all the available literature on this subject that he can always know how others attain these good results and prevent any unwise investments. No man has ever yet learned all that is to be known about advertising.

HOW ONE MERCHANT LOST.

A certain King street clothing firm in Toronto advertised a particular line of boys' overcoats at a certain low price. Some of the better class of people read the advertisement, and while they did not want as cheap an overcoat as that advertised for their boys, they thought that better qualities could be obtained at a correspondingly low price. On visiting the store—supposed to be a first-class clothing store—they found that the firm had no better qualities. They were not in stock nor were there samples from which the goods could have been ordered. This firm were trying to sell boys' overcoats, and supposed seemingly that all persons would want the same quality. Advertising a line at \$4 may sell it; but a line at \$5 or \$6 might be sold from the same advertisement. This is one way in which the dealer may fail to derive full benefit from his advertisements. Smaller quantities and more varieties are needed to meet the varying tastes of the buying public. What may be the choice of one woman is unlikely to be the choice of another.

JUDICIOUS ADVERTISING.

The following pithy and valuable suggestions from the pen of Isaac Gans, manager for Lansburgh & Bro., the big retailers at Washington, D. C., are reprinted from a recent issue of the News of that city:—

"An advertiser must have a certain knowledge of the wares that he writes of. He must be consistent and honest in his description and never allow himself to use unnecessary phrases.

"His aim should be to use clear, plain language, nothing flowery or elaborate. He must never misrepresent; it is the fair methods that tell the tale.

"Purchasers of the present day are pretty well educated as to the worth of merchandise. The average shopper of the day will throw aside an advertisement that borders the least bit on deception. You cannot fool the public more than once, and it is far better never to attempt it. Sensational advertisements have had their day.

"Advertisements should be concise and to the point. It is unnecessary to write a long preface.

"Advertisers of the present age take great liberties with the composition of their 'ads' in order to make them attractive. A nicely worded advertisement will generally attract credence. There are many people who will take as much pleasure in reading a nicely worded advertisement as they would any of the news of the paper, and those are the people you impress.

"Some merchants are imbued with the idea that when they have reached a certain stage of success in their business career

they need not advertise any more; or, if at all, in a very small degree. This is decidedly a wrong conclusion.

"I know of a manufacturer of a certain corset which has been boomed into success through good and liberal advertising, who had attempted to 'let up' for a year on the extensive and, as he thought, costly advertisement. The sale of that corset dropped off 20 per cent. in one year, and I feel sure, though that corset had merit, it would gradually have dropped out of existence had the manufacturer continued his plan.

"A certain local advertising solicitor told me not long since that he had approached a merchant for an advertisement, when this gentleman, who evidently was piqued, said:

"I am tired of advertisements. I don't believe they pay anyway. Wherever I go I see Sapolio advertised until I get tired of it."

"Yet," said the solicitor, 'were you sent after soap, it would be the first soap you would ask for.' The man acknowledged the truth of this statement and to-day is a liberal patron of printers' ink.

"The man who does not think that advertising pays is very much at sea. Judicious advertising does pay, though it does not pay to advertise in everything that comes along. There may be one merchant in a thousand who has been successful without advertising, but it is a very rare instance—and then I firmly believe his success would have been trebled had he advertised. But an advertisement nicely worded is not all that is needed. You must have the goods just as advertised—nothing approaching them. Never say you are just out of it; here is something that will do as well.' That leaves a very poor impression of your business methods on your patron's mind which will require much time ever to eradicate.

"I belong to the great majority of the present day who believe that money well spent in advertising will pay for itself many times, and that the most successful business men of the present day are the ones who have spent and do spend much money in advertising."

QUALITY AND ADVERTISING.

Don't invite the people to dabble with cheap stuff in your advertising—that is, don't think that offering cheap stuff at value is bound to do you good and increase your trade eventually. The demands and taste of Montana trade can't be supplied by this policy.

Quality at an inside price is good merchandising, but be sure to keep your advertising up to the atmosphere of good stuff.

Emphasize the price you name by the features of the quality you can give.

Beware of advertising in papers that use poor quality paper.

Give some attention to ad. building in type, which includes spacing type, relative position of words you desire to be brought out, etc.—Economist.

A peculiar illustration of how cotton can take fire, comes to us from Liverpool. The steamer "St. Pancras" was unloading bales of cotton from the hold with a steam-carne, when the iron bands scraping against the side of the hatches caused friction enough to make the sparks fly, with the result that the cotton ignited. The insurance people on the other side, gathering wisdom from this incident, are agitating for wire rope as binders.

LISTER & CO. CHRISTMAS NOVELTIES

(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

IN PURE SILK GOODS

All White, White Grounds with Colored
Embroidery in Light Heliotrope, Dark
Heliotrope, Sky, Navy, Reds, Black,
Pink, etc. Also, Dark Grounds in New
Patterns, produced in the latest shapes in
*Knots, Puffs, Derby, Four-in-
hand, Flaring-end Ties
and Bows.*

**E. & S. CURRIE, 64 Bay St.,
TORONTO.**



Still a Favorite ::



Our Reliable Suspender has sold largely
ever since we introduced it to the trade.

No Sewing to give out! No button
holes bursting! No pulling apart in the
back!

If you haven't seen it, send 50 cents for
a sample pair.

We make a complete line of Braces,
Hose Supporters, Belts, etc., and keep up
to the times. A specially fine line of Holi-
day Braces.

C. N. VROOM, St. Stephen, New Brunswick



1/2 size fac-simile of package.

BUTTERMILK TOILET SOAP

**THE BEST SELLING TOILET
SOAP IN THE WORLD.**

Exceeds any 25 cent Soap on the Market.
Nets the retailer a good profit.

When sold at a very popular price it
will not remain on your counters. Try
a sample lot.

The quality of this soap is GUARANTEED. See
that the name "BUTTERMILK" is printed as above
"in green bronze" and the name "Cosmo Buttermilk
Soap Company, Chicago, in diamond on end of pack-
age. Beware of Imitations.

Cosmo Buttermilk Soap Co.

84 ADAMS ST., CHICAGO

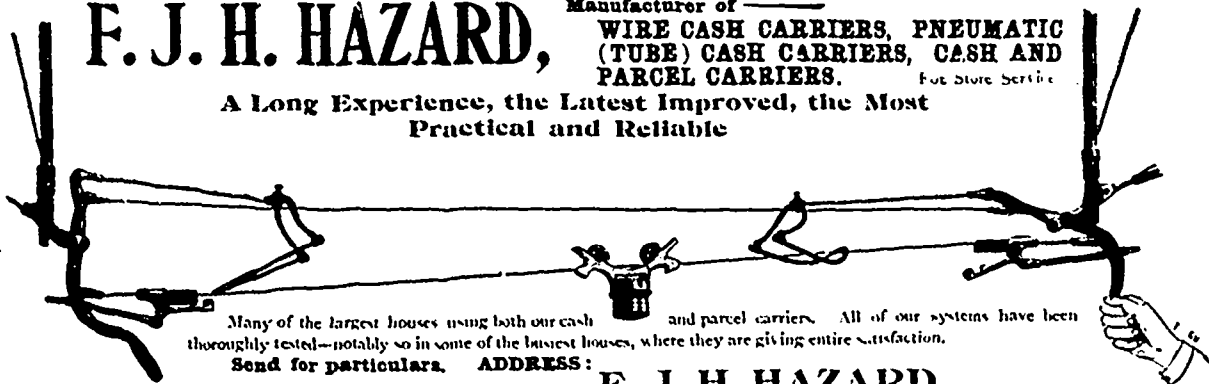
F. W. HUDSON & CO., Sole Agents, TORONTO.

THE BEST IS THE CHEAPEST

F. J. H. HAZARD,

Manufacturer of
**WIRE CASH CARRIERS, PNEUMATIC
(TUBE) CASH CARRIERS, CASH AND
PARCEL CARRIERS.** For Store Service

**A Long Experience, the Latest Improved, the Most
Practical and Reliable**



Many of the largest houses using both our cash and parcel carriers. All of our systems have been
thoroughly tested—notably so in some of the busiest houses, where they are giving entire satisfaction.

Send for particulars. ADDRESS:

F. J. H. HAZARD,

81 Victoria St., TORONTO, ONT.

Established 1884
Patented in Canada and the United
States

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



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

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

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

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

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

Established 1792

KNOX'S



Tailors' Linen Threads

—ARE—

UNEQUALLED

FOR

.. Evenness and Strength ..

IN USE FOR THE PAST 100 YEARS BY THE

Best Tailors
Throughout the World

DEMAND KNOX'S AND TAKE NO OTHER

The Worsted
and Braid Co.

OF TORONTO, Ltd.

(WHOLESALE ONLY)

Solicit Trial Orders for any and



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

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

Send for Samples and get Quotations

THE WORSTED AND BRAID CO., Limited,
TORONTO JUNCTION

Thouret, Fitzgibbon

& Co.

MONTREAL

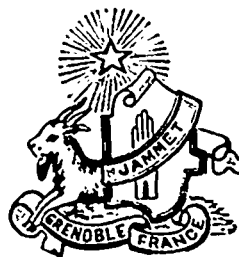
Sole Agency

And BERLIN, Germany

Jammet's
French Kid

Gloves

We Still . .
Quote Prices



Guaranteed

"La Chartreuse," 7 Stud laced, gussets, \$11.50
"Andree," 4 button, gussets . . . 9.50

Stock Carried • Fresh Goods

. . WRITE FOR SAMPLES . .

**WOOLENS AND
TAILORS' TRIMMINGS**

John Fisher, Son & Co.,

Balmoral Buildings,
Montreal,
Canada.

Huddersfield,
England.



"FITS LIKE A GLOVE"
THOMSON'S
ENGLISH MADE,
Glove-Fitting, Long Waisted. TRADE MARK.
CORSETS At Popular
Prices.



The Perfection of Shape, Finish and Durability.
APPROVED by the whole polite world.
SALE OVER ONE MILLION PAIRS ANNUALLY.
A large stock of these GOOD VALUE Corsets always on hand at
JOHN MACDONALD & CO'S, TORONTO.
MANUFACTURERS: W. S. THOMSON & CO., LIMITED, LONDON.
See that every Corset is marked "THOMSON'S GLOVE FITTING," and bears
our Trade Mark; the Crown. No others are genuine.

MILLER BROS. & CO. MONTREAL . .

Manufacturers
for the Wholesale
Trade of
Standard Lines
of Fine Linen
Faced Collars
and Cuffs

COMET OPERA HANLAN
76 ORO MARQUIS
MOZART CUFFS, RAPHAEL,
ANGELO Reversible Linen
Collars & Cuffs

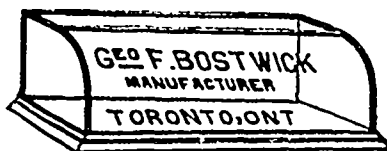
Only the very
best materials
are used in the
manufacture of
these Goods

**THE DOMINION COTTON MILLS COMPANY.
MAGOG PRINTS.**

A Full Range of **PURE INDIGO PRINTS** is now
being shown to the trade. Ask Wholesale Houses
for Samples.

All Goods Guaranteed and stamped "**WARRANTED
PURE INDIGO.**"

D. MORRICE, SONS & CO., Montreal and Toronto
Selling Agents.



MANTLES, GRATES and TILES
OFFICE AND STORE FITTINGS
AND FURNISHINGS.

**THE C. TURNBULL CO., Ltd.
OF GALT, ONT.,**

MANUFACTURERS OF

Full-Finished Lambs Wool Underclothing. La-
dies' Full-Fashioned Underwear in all Wool,
Merino and Medium. Men's Full-Fashioned
Underwear in all-Wool, Merino and Medium.
Ladies', Boys' and Girls' Combination Suits, Full
Fashioned. Ladies', Boys' Shirts and Drawers.

SEND FOR PRICE LIST.

World Wide Popularity

The Delicious Perfume.



Crab Apple Blossoms

EXTRA CONCENTRATED

Put up in 1, 2, 3, 4, 6, 8, and 16
ounce bottles.

And the Celebrated

Crown Lavender Salts

Annual sales exceed 500,000 bottles.
Sold everywhere.

THE CROWN PERFUMERY CO.

177 New Bond St., LONDON, ENG.

By all principal dealers in perfumery.



ALLOA

Paton's
Make

KNITTING

Have long been CELEBRATED for
their EXCELLENCE OF QUALITY
and GREAT DURABILITY . . .

WOOLS

An immense variety of Rich Colorings in Wheeling,
Fingering, Vest, and Petticoat Wools to select from.

Merchants having any difficulty in procuring them will please communicate with

JOHN F. RAPHAEL

196 St. James St., Montreal
Agent for Canada.

or to **JOHN PATON, SON & CO.**

Allea, Scotland; and 51 Mil-
ton St., London, E.C.

Only makers of the ORIGINAL ALLOA YARNS.

Thomas Mealey & Co.

MANUFACTURERS OF

Wadded Carpet Lining

MEALEY STAIR PAD.

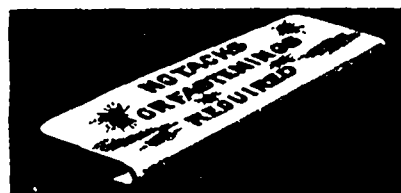
AND

STAIR PADS

HAMILTON,
ONT.

OFFICE.—

24 Catharine St. North.



Christmas Novelties. —

TO THE TRADE.

Our stock of Fancy Goods for Xmas Trade is now complete. The assortment contains an immense selection in useful and ornamental articles of extraordinary value and suitable for holiday presents.

Metal Hand and Three-fold Mirrors, Photo and Sketch Frames, Fancy Tables, Glove, Handkerchief and Powder Boxes, Office Memorandas, Ink Stands, Clocks, Presentation Cutlery (in cases), Stamped Linen and Felt Work (in great variety), Flower Stands, Candlesticks, Bronze Ornaments, Vases, Card Receivers, Lunch, Trimmed and Scrap Baskets, Basket Tables, Fancy China Ornaments, Opera Glasses, Linen Testers, Ladies' and Gents' Dressing Cases, Work Boxes, Tea Caddies and Cosies, Fancy Trays, Writing Desks, Satchel Sets and Bags, Fancy Cushions, Head Rests, Hat, Lace and Scarf Pins, Brooches, Ladies' Fancy Belts, Nail, Shaving, Tooth, Hair and Cloth Brushes, Toilet Waters, Perfumery and Soap, etc., etc.

In each of our respective departments are special lines suitable for Christmas Trade. Come and see us. Orders solicited.

JOHN MACDONALD & CO.

GENERAL DRY GOODS, GENTS' FURNISHINGS, HABERDASHERY,
FANCY GOODS, WOOLENS AND CARPETS

Wellington and Front St. East, TORONTO

And MANCHESTER, ENGLAND.

R. PARKER & CO.

Dyers and Finishers.

All Wool and Union Dress Goods Dyed and Finished, guaranteeing no shrinkage in the width.

Ribbons, Silk and Union, Dyed, Finished and Reblocked.

Braids, Dyed and made up in gross and one dozen Bunches.

Ostrich Plumes, Cleaned, Dyed and Curled in the best styles.

Fingering Yarns, Berlin Wools Dyed and made up.

SEND FOR WHOLESALE PRICE LIST

WORKS AND HEAD OFFICE---787 to 791 Yonge St.

R. PARKER & CO., Toronto, Ont.