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SEPT., 1893.

THE CANADIAN

Quality Goods

HATS, CAPS & FURS.
Millinery & Clothing.

REVIEW.

“Cheapness is not all Economy”



THERE is often more economy in buying an article which is apparently expensive, and the public are fast learning to realize that an article which is “CHEAP” is not always of more value in proportion, than an article whose first cost is higher.

However, we are not talking about expensive goods. We can make them, and sell them too, but if you will examine our samples, and see the prices, you will be made aware that we produce a first-class article for all at a moderate figure, which is WORTH THE MONEY.

The Montreal Silk Mills Co.

LIMITED

MONTREAL

FOR

FLANNELS

*Gordon,
Mackay & Co.
Toronto*

*Gordon,
Mackay & Co.
Toronto*

FOR . .

BLANKETS

FOR . .

Shirts ^A_N^D Drawers

*Gordon,
Mackay & Co.
Toronto*

*Gordon,
Mackay & Co.
Toronto*

FOR . .

LINENS

FOR . .

FLANNELETTES

*Gordon,
Mackay & Co.
Toronto*

*Gordon,
Mackay & Co.
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FOR . .

QUILTS

For . .

Cottons, Shirtings, Sheetings, Tickings, Denims, Cottonades,
Grain Bags, Cotton Batts, Table Oils and all classes of
Staple Dry Goods at short terms, but close prices.

Gordon, Mackay & Co.

The Staple
House of
Canada . .

THE DRY GOODS

Vol. III.

TORONTO, SEPTEMBER, 1893.

No. 9.

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

**Trade Journal Publishers,
AND
Fine Magazine Printers.**

10 FRONT ST. EAST. - - - TORONTO.

J. B. McLEAN, HUGH G. McLEAN,
PRESIDENT. MANAGER.

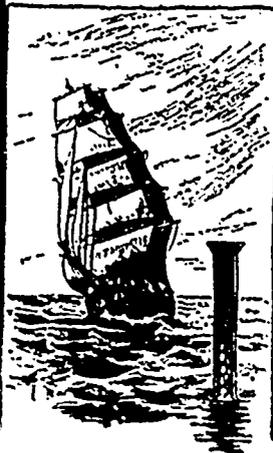
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Published the 15th of Each Month.

BRANCHES:

MONTREAL—140 St. James St.
E. DEBBARATZ.
NEW YORK—Room 41, Times Building.
ROY V. SOMERVILLE.
CHICAGO—80 Wabash Avenue.
EDW. S. MACKENZIE.
LONDON, ENG.—Canadian Government Offices,
17 Victoria St., London, S.W.
R. HARGREAVES.
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A QUESTION OF PROFITS.



IN view of the fact that terms are being materially shortened in the dry goods trade a consideration of the manner in which retailers determine the selling price of an article will be opportune. The dealer who makes his advances without any rule or system of calculation is apt to find himself brought up short some day for one of two reasons—either that he has been making some lines too high and they are still on shelf, or he has been marking many lines too low and profits have disappeared. One is as disastrous as the other—one bringing about the loss of capital directly and the other the loss

of capital indirectly by means of loss of trade.

What is a legitimate profit? It is exceedingly difficult to tell; in fact, practice varies very much, and this is a point on which an exchange of views between retailers would be productive of much information and benefit. The dry goods merchant has to carry many lines of goods which go out of fashion very quickly, and the remainder then must have its price cut almost

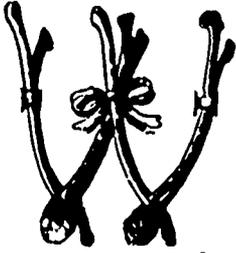
in two in order to clear it out. Hence the profit must be sufficient to make up for the loss on lots which are a little off in fashion. Remnants and odd sizes must also be sacrificed in order to ensure their sale, and this is another cause of loss. From this we would conclude that the least margin of profit would be 25 per cent. Some dealers get more, others try to get along with less. It depends very much on the class of goods, the quantity likely to be sold, the nature of the trade, and the size of the constituency.

But even when this is settled, there is yet something to be considered. There are two ways of buying goods—at 5 per cent. 30 days or 4 months and net 60 days. Supposing a dealer has two articles, each costing \$1, one being bought with a 5 per cent. cash discount and the other at 60 days net. He marks both \$1.25—and let us compare the profits. The first cost 95c., and the profit is therefore 30c., or 31.6 per cent. The other costs \$1, and the profit is therefore 25 per cent. Figured in this way the difference is shown to be 6.6 per cent. But it will be noticed that the 95c. is paid 30 days before the \$1; hence the interest on 95c. for one month must be computed. When this is taken into consideration the profit in the first case is only 29½c., taking interest at 6 per cent. This still leaves a difference between the two methods of 6.05 per cent.

The conclusion to be drawn from the above calculation is that when articles are bought on different terms, the same rate of profit cannot be used. If the terms are 60 days net, the rate of advance on the invoice price should be about 5 per cent. higher than if the goods were bought at 5 per cent., 30 days.

But there is another method which some merchants use. An article invoiced at \$1, 5 per cent., 30 days, they conclude costs them 95c., and they say, "Well I ought to get \$1.25 for that." Then the next article costs \$1, 60 days net, and they conclude that perhaps that will bring \$1.40, as it was bought close. If any person will take the trouble to work out the different rates of profit, the difference will be seen to be 8.95 per cent. This rate of percentage on a business of \$20,000 is \$1,790.

Slipshod ways of computing the advance to be asked cannot be tolerated in these days of close competition. The man who makes money now must figure both close and accurately. The age of large sales and huge profits is gone forever. The present generation is too smart to allow retailers to charge as much as they like. Information is too general, and every buyer has a good idea of the worth of the particular article of which he is in need. The man who can control the largest volume of business on the smallest margin is the winner.

A FLAGRANT EXAMPLE.

We have not yet been able to induce the Government to pass a National Insolvency Law is the lament of many of Canada's wholesale merchants. Here is an item from Nova Scotia, which is a very cogent example of the evils that exist under the present system.

"George E. Spurr, general store, Torbrook, Annapolis County, has assigned. He makes preference of over \$9,000, including \$5,154 to the Commercial Bank, Windsor, Amos Burns, \$3,214, and DeLong & Seaman, \$2,466. It is not likely there will be anything for the general creditors."

Every dry goods man in Canada who believes in absolute honesty in its broadest and most significant sense must be in favor of a national insolvent law, and his duty is to do his best towards obtaining it. The men named in the above paragraph are not to be blamed so much as the law which permits such a proceeding.

To show that the evil exists in the United States and is recognized as an evil by its business journals, we quote the following. "The operation of a uniform bankruptcy law would be in the interests of humanity and business morality. Every man has within his memory one or more cases of ruined credit and blasted prospects owing to the 'jump-on' tactics of the present. The danger of damage suits is no bar to such action, and every day we see men forced into insolvency when by every right they should have been saved the stigma. The fear of one creditor that another will jump in and freeze him out has ruined more business reputations, and injured commerce more materially during the past ten years than a fair and equitable bankruptcy law could possibly effect in a century." The need for national regulation of this matter has been more plainly recognized in the neighboring republic during the financial crisis which has obtained this year. Creditors forced their debtors, to the latter's disadvantage. A proper national insolvency law would have prevented this by making any action by a creditor subject to the approval of all the creditors. It is as much needed in Canada as in the United States, and for similar reasons.

It is not fair, much less is it honest, that one creditor should be paid in full and another get nothing. The creditor who would take his debt in full to the detriment of other creditors is not much better than a common thief in everything—except in the eyes of the law, which makes his action legally proper and just. The debtor who gives preferences is an accessory before the fact in the court of Common Justice—not in a Canadian or United States court.

ADVANCE IN DISCOUNT RATES.

BRADSTREETS of August 17th contained the following note: "The rates for call loans have been advanced in Montreal to 8 per cent. and in Toronto to 7 per cent. Bankers are disposed to discourage speculation in stocks, in order to amply provide for commercial demands."

It was no doubt perfectly proper for the Banks to advance their rates of discount in cases where the money was likely to go out of the country to win a premium in the United States. But when the banks advanced the rate of discount on the mercantile paper of their old and stable customers, they made a huge mistake. There was a reason for advancing the rate of discount on

cheques disposed with them which were payable in New York, and it was perhaps justifiable to charge as high as \$2 for cashing a \$200 cheque on a New York bank, because New York paper was not desired. But when merchants found the rates of discount advanced from 6 to 7 per cent. and in some cases to eight per cent. they were righteously indignant. It was a case where the banks took an advantage when they had but slight plausible reasons.

Some banks did not do so, and after the financial horizon clears a little, some banks will lose some of their best customers and other banks will gain some excellent patrons. Some too ambitious managers will then wish they could have seen at least as far as the end of their noses.

It might also be mentioned that dry goods importers have found European payments expensive. Sterling demand and 60 day exchange have both been expensive, the rise being at some times nearly one per cent. One per cent. on a payment of \$50,000 means an expense of \$500.

A DECIDED SUCCESS.

THE fall trade edition of this journal has been the subject of much favorable criticism during the past month. We take this occasion to thank our friends for their congratulations, and the kindly interest they have taken in the journal. We are glad to know that we are producing a journal of which the dry goods men of Canada can speak in such glowing terms.

We are sorry to disappoint the many applicants for extra copies. A considerable supply was kept, but this was exhausted in a few days. Here is a sample of the letters from persons whom we were forced to disappoint:

Editor DRY GOODS REVIEW, Toronto Ont.:

Please send me five copies of the August (Fall Trade) number. Enclosed find One Dollar, and if insufficient will remit further.

Respectfully yours,

Winnipeg, Aug. 1st, 1883.

J. E. KENNEDY.

That retailers are pleased with the growth and excellence of THE REVIEW is proved by the fact that a very large number have taken advantage of the offer to send THE REVIEW from now until Jan. 1st, 1895 for \$2.

FURTHER PROGRESS.

MR. W. CALVERT, of W. Calvert & Co., commission merchants, informs THE REVIEW of the following improvements in the mills which he represents:

Telford Bros., manufacturers of grey blankets, Clarksburg, are putting in a new set of cards and making other improvements.

D. Graham, Sons & Co., knit underwear, Ingiewood, have put in a new engine and boiler so as to be independent of their water-power when necessary.

The Lakefield blanket mill in which Mann & Bird failed, has been bought by W. H. Cacment, and will again be run to its full capacity.

John Benner & Son, Owen Sound, who manufacture white and grey blankets, have added several new looms of the latest and best description.

W. Calvert & Co. have offices in Montreal and Toronto, and seem to be very successful in disposing of the output of their mills at good prices.

FLANNELETTES BELOW COST.

It is said, by those who know, that R. Simpson, the well-known dry goods merchant of this city, is selling flannelettes at $\frac{1}{2}$ cent per yard less than the mill price, and the goods were obtained through a prominent dry goods house whose name will be left unmentioned. Mr. Simpson doesn't usually sell goods without a profit, and it is fair to assume that he was making a profit in this instance. The conclusion to be drawn is that flannelettes are being sold at less than mill prices, and at more than $\frac{1}{2}$ cent per yard less.

This same house has sold large quantities of flannelettes to visiting retailers. Much of this has been sold at cost, and where this was not obtainable at $\frac{1}{2}$ cent below cost. The price has varied, the customer who just dropped in and wasn't anxious to buy, always getting the best offer. Regular customers are often forced to pay more than irregular customers when such cutting is going on. This may not have occurred in the present instance, but it is generally a result of such cutting.

The instance is quoted to show our readers that the prices of Canadian staples are topsy-turvy and they should be careful in their buying.

THE DRY GOODS REVIEW's articles on the cutting has aroused a certain amount of wrath in some quarters. A traveler for one house, who sell staples at almost any price, was heard to ejaculate: "The man who wrote about that cutting is a fool. Why, all the small dealers all over the country are on to it now. It has caused me a lot of trouble." Then another gentleman, the head of one of Toronto's large wholesale houses, declares very emphatically that the man who wrote the article doesn't know what he is talking about. We leave the matter with our readers.

Where the matter will end we cannot say. Profits are going down, down; and the market is seemingly possessed of a quicksand bottom. Retailers must choose their own course by the light of the facts presented.

HE'S AFTER THEM.

MR. JOHN CAMERON, says the Truro Daily News, has just visited Truro among other Maritime province towns in the interests of the J. B. McLean Publishing Co., Toronto. This firm's trade journals—THE HARDWARE MERCHANT, CANADIAN GROCER, BOOKS AND NOTIONS, DRY GOODS REVIEW, and last, but not by any means least, THE PRINTER AND PUBLISHER, all have subscribers in Truro, and Mr. Cameron's visit this year has added others to the list. Referring to the last named journal, Mr. Cameron says that it is now more than an experiment, it is starting out on its second year as an established success, and is very highly spoken of by the craft. We added our testimony to its usefulness. Mr. Cameron has gone to Cape Breton and other eastern points, and will thence go to Halifax and the western counties.

WOOL TRADE.

The demand for wool from American buyers has been almost nil, in fact some wool has been brought in from that country. The mills are buying from hand to mouth. Some transactions are reported in Cape wool at prices running from 14 to 16c. One or two parcels sold for less than 14c., but this was due to the very poor quality of the wool. Ontario fleece wools are selling from 17 to 18c. North-West wool is quiet at $11\frac{1}{4}$ to 15c. Prices all around are low and stocks plentiful. The year's overturn promises to be very large.

THE PRICE OF LINENS AND SILK.

LINENS are bound to advance on this market shortly. The import prices are firm at an advance of from 10 to $12\frac{1}{2}$ per cent. One or two wholesale houses have had to buy some lines at the advance and are now asking slightly advanced prices. But the majority of the houses have been selling the stock bought at old prices, and competition alone has prevented them asking more than was asked last fall. But these old stocks are pretty short and soon the inevitable advance will come.

Silks took a great rise in the spring, but the manufactured article did not rise as much as the raw material. Still the latter rose, and many Canadian and American buyers bought at an increase. Now the price seems to have gone down again, and manufactured silks, such as peice silks, pongees, merveilleux, and some ribbons can be bought at last fall's prices. The crop of raw silk promises to be exceptionally large and this tends to weaken the market.

TALK.

"I don't see why they call you a walking-stick?" said the Umbrella to the Cane.

"And why shouldn't they?" queried the Cane.

"Because you can't walk, of course," retorted the Umbrella.

"I wonder what's to be on foot for to-day," said the Derby Hat.

"I guess I am," said the Rubber Overshoes, "it's so wet out."

"The Beaver Hat is awfully cross to-day," whispered the Cane.

"Well, why shouldn't he be?" said the Card-receiver, "That Hat-Brush rubbed him the wrong way, and he's ruffled up about it."

"Where's the Brown-Silk Umbrella?" asked the Mackintosh.

"He's in the hospital," said the Green silk Umbrella. "He was attacked by a severe east wind yesterday, and three of his ribs were broken."

"I don't think our owner is a very fast runner," said the Derby Hat. "I can beat him easily. I jumped off his head yesterday, and he chased me for three blocks without catching me."

"You must have had the wind behind you," said the Hat Brush.

"I had—but so did he," said the Hat.

"I'm glad winter's over," said the Seal-skin Cap.

"Why? Do you like the hot summer?" asked the Derby

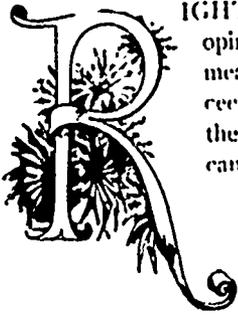
"No; but I'm never worn out in summer, and I always am in winter."

"I wonder where that music comes from?" said the Green-silk Umbrella.

"I guess some of the Hat-bands must be giving a concert," replied the Riding Whip.—Harper's Young People.

Silk mitts are the coolest of all coverings for the hands, but they are not considered dressy, and that is their draw back.

FINANCES HERE AND THERE.



RIGHT here we want to mention that despite some opinions to the contrary, Canada is enjoying a measure of prosperity which has never been exceeded. The increase in the note circulation of the Canadian banks in July is especially significant. During July of last year this item decreased \$126,000, and in the same month two years ago a contraction of \$800,000 was recorded, while this year an expansion of \$90,000 in the note issue is made. In other words, a million more of currency is employed in the

every day business of Canada than was required two years ago. While our neighbors in the United States are experiencing a dearth of currency, a loss of credit and confidence, a prostration of trade, and a lock-up of the medium of exchange, the condition of commerce in the Dominion appears to be substantially sound, while the supply of currency is ample for all requirements. The only limit set upon the note issues of our banks is that these shall at no time exceed the paid-up capital. Taking all the banks, there is an aggregate capital of \$62,000,000 against which currency can be issued, and as the amount outstanding is only \$33,573,000, a margin of close upon \$30,000,000 exists, out of which the demand for currency for mercantile purposes can be satisfied.

The United States has an estimated circulation of over \$23 per head, and yet her merchants have been paying a premium for currency and for gold during the last two months. Canada has a circulation of \$10 per head, and yet currency is plentiful. This proves that Canada's money is in circulation, while that of the United States is in the deposit vaults or in old socks. A want of confidence has begotten a spirit of hoarding, and the money has gone out of sight.

The Textile World for August estimates that between forty and fifty per cent. of the United States cotton, woolen and knitting mills have closed or restricted their output. Assuming that part of this is done to try to scare the tariff reformers, there is yet a great deal which cannot be so explained. Authentic reports place the number of idle men at over 900,000; and Bradstreet's calls it a round million. The great cancellation of orders has been a sad blow to manufacturers, jobbers, wholesalers and commission merchants.

Let us enumerate some of the causes and profit by the experiences of others.

1. The Baring failure of 1890, and the Australian crisis during the present year caused a large amount of American securities to be returned by their British and other European holders and gold demanded. This led to a run of gold from the United States to Europe.

2. There are about \$900,000,000 of foreign capital invested in the United States, and the interest on this amount added to the amount spent in Europe by American tourists, was a gold payment of many millions of dollars a year. This helped to rob the United States of its gold.

3. The excess of imports over exports last year was \$110,000,000. How could this be paid for except in gold?

4. While the Silver Purchasing Act of 1890 was in force there was no guarantee that the United States might not ultimately pay its debts in silver, and this alarmed some foreign investors who immediately sold their "Americans" and demanded gold.

5. A weak incongruous, mongrel banking system which, according to the Hon. J. H. Walker, of Massachusetts, costs the

United States people \$42,000,000 a year in high discounts and idle coin, is another great cause greater even than the Silver Purchase Bill.

6. A fear of tariff changes led to a restriction in manufacturing a fact which tended to increase distrust generally.

7. The decline of values in the West, where they had been unnecessarily and continuously inflated during the decade ending 1891. Speculation ran rife and mortgages were placed on property to an amount much greater than its actual worth. Now the liquidation has begun. This will be a source of trouble for years to come. There was too much of the "Boom Boom" song in that part of the country.

8. The growth of large trusts tended to create large liabilities, and to do away to a certain extent with the small and active capitalist. The trusts manipulated prices and lessened the volume of market exchanges. They destroy business spontaneity.

9. A conglomerate system of paper money issue. This is based on the credit of the nation instead of on available assets.

All these causes combined together to cause a panic just when money happened to be a little tight. The panic was due to a scare, but the scare was the result of the above causes, which when combined are very formidable. Many reforms must take place before the United States can take full benefit from its position as a great commercial, industrial and agricultural country.

Canada has the best banking system in the world; has little interest to pay to foreign capitalists, has a favorable export trade, approves of the gold standard, has little fear of rash or radical tariff changes, is free from any heavy speculation in land or other values, has few trusts, and a fairly good system for issuing paper money.

While these lessons and contrasts are drawn they are not done to please a vain-glorious or spiteful spirit in the Canadian people. The latter would rejoice exceedingly to see good times and increased prosperity in her sister nation to the south.

THEY HAD SEEN HIM.

HE went down to Kingston to spend his holidays, and he was having a big time travelling incognito, you know. The boys watched his gait for a few days, and they began to wonder who he was and whence he came. His hair and clothes were of the latest cut, and so were his manners. He was gay and sprightly and carried himself so well that some said, "New Yorker."

A dry goods clerk found him crossing his path one day, and he says to himself, "I've seen him before but where?" The clerk racked his brain for a few hours and then, taking down a certain paper file, he scanned the pages of the issues until at last his triumphant eye rested on a photo-engraving of a football team. "I knew I had seen that face," he ejaculated, and the result was that the visitor to the Stone City could travel incognito no more, whereat he cursed the spring number of THE DRY GOODS REVIEW and the photos which appeared therein. The Kingston girls wondered at his sudden departure.

There has been a meeting of merchants in Vancouver for the purpose of organizing under the system of the Merchants' Retail Commercial Agency of Chicago, Ill. It has the usual object in view of protecting the trade against delinquent customers. Branches are being established all along the coast.



THE TORONTO MARKET.

THE past week has been a busy one among the wholesale dry goods houses, but buying has certainly been less brisk than usual at the time of the fall millinery openings. This, under the circumstances, is not a surprise. The DRY GOODS REVIEW has been counselling retailers not to stock heavily, claiming that the decreased exports to the United States and the financial stringency in that country must necessarily cause a small sympathetic lessening of trade in this country. Retailers seem to have taken the warning, and are buying only for present wants. If the financial horizon brightens, buying to the usual extent will be promptly resumed, and the total trade of the season will thus maintain its magnitude.

Another reason may be advanced to explain this short buying, and that is that trade in medium weight goods last spring was not brisk. The change from real cold weather to real warm weather was very quick, and people changed at once from flannels to muslins. Dealers will accordingly aim to work off their medium weight goods in September.

Trade must be said to be about five or six per cent. less in volume than at the corresponding period of last year, but this amount can easily be recovered if confidence can be restored. In the meantime Canadian dealers are practising a wholesome carefulness.

Millinery has been in good demand. Purchases have been fully up to the average of past seasons in hats and trimmings. In mantling cloths the trade has shown a slight improvement.

Collections continue somewhat slow and this month is not expected to show much improvement. Quite a number of small accounts were settled by visiting buyers, but the total volume of money received in this way was not large. Money has not begun to come in freely from the North-West as yet, but the latest reports show that money is considerably easier in that district. Trade seems to be fairly good in the Maritime Provinces.

The 18th of this month will see a large number of travelers on the road again. The Exhibition will be over and the retailers will be breaking their fall stocks in earnest, and sorting orders and duplicates will be numerous and increasing in volume as October 1st draws nearer.

Mr. Caldecott has been quite ill for a few days but a slowly recovering.

Mr. Donald MacKay has returned from Great Britain after a stay of several months.

Caldecott, Burton & Spence have a shipment of hard finished serges in navy and black, extra wide, and of special value.

W. R. Brock & Co.'s dress goods department is well filled with the season's novelties in hopsacking, tweeds, serges, shot whipcords and other leading fabrics.

Mr. O'Hara woolen buyer for Gordon MacKay & Co. has returned from foreign markets, as Mr. Auld of W. R. Brock & Co.'s woolen department and Mr. Begg of John Macdonald & Co.'s

Two of John Macdonald & Co's buyers left for Europe last week. These are Mr. Dingwell, silks, and Mr. Blackey, haberdashery.

Caldecott, Burton & Spence have had some delay in their shipments of cashmere gloves, but their shipments are now to hand.

Wyld, Grasett & Darling have a line of ladies' cashmere hose, extra heavy, which can be retailed at 50 cents. Ladies' tan and cardinal cashmere hose are shown to retail at the same price.

Silk in colored surahs, shot surahs and tartans suitable for the millinery trade are being shown in great variety by Gordon, Mackay & Co.

John Macdonald & Co. are showing special value in 62-inch damask tabling. This is extra quality, and includes five or six good patterns. A full range of R. B. holland's is in stock; their special numbers are still selling at old prices.

Gordon, Mackay & Co. are showing a line of coating serge dress goods at 50c., special value, good range of shades; also a fine assortment of sail cloth and Panama hopsacking dress goods at 50c., 75c. and \$1.

Wyld, Grasett & Darling have a good line of ladies' cashmere gloves to retail at 12½ cents, and a splendid line of gauntlets to retail at 25 cents. These are in blacks and colors, and are decided leaders.

Another line worthy of notice in Gordon, Mackay & Co.'s haberdashery department is that of combs. These are in horn and rubber in the medium and low priced numbers, good styles and the lines that sell.

Alexander & Anderson are showing full lines in black and colored dress silks. Black, colored and fancy velvets are very popular as a trimming, and their range will be found to embrace everything requisite in this line.

John Macdonald & Co. have opened up a large shipment of fancy frillings, and will now be able to meet the great demand for these goods. A shipment of velvet shawls and another of crinoline lining are to hand. Many other lines have been replenished this month.

Wyld, Grasett & Darling are showing this week a full and complete range of table damasks, 47 to 72 inch, in loom and bleached. These are desirable goods, and are part of their contract for lines before the rise. Glass cloths are also restocked in 14 to 32 inch—blues and reds.

The demand for W. R. Brock & Co.'s leading line of ladies' ribbed vests for fall, has been much larger than they anticipated. In order to secure this line, to be retailed at 25c. the popular price—they had to place an immense order, which they felt sure would cover the whole season's requirements, and it is with great satisfaction that they report having already placed large orders for this taking line of goods. Their lines of ladies' vests to retail at 50 and 75c. are also special value, being buttoned fronts, with pearl buttons and ribbon trimmings, and in full sizes.

In their haberdashery department John Macdonald & Co. have made some changes which will astonish visitors. New shelving stands have been erected to display their special holiday stock. In previous seasons this has not been ready until December, but knowing that many buyers visit this city in September and do not have time to call in December, they have made an advance by showing their holiday stock on the days following August 29th. Many visitors will also find suitable souvenirs of their visit in this stock, which comprises purses,

fancy mirrors, glove boxes, candelabra, bronze and china ornaments, fancy baskets, toilet supplies, dressing cases, cushions, head rests, and many other similar lines. The prices will astonish those who have been accustomed to buy this class of goods elsewhere.

John Macdonald & Co. have a line of quilted Italian cloth in black and brown which are much sought after.

Leather shoe laces in per gross pairs at usual price of per gross laces are shown by John Macdonald & Co. This is a bargain.

Another shipment of their black and cream guipures is to hand with Caldecott, Burton & Spence. These goods are still in great demand.

W. R. Brock & Co.'s stock of honeycombs and fancy knit shawls was never so attractive and large as at present, comprising extraordinary value at the popular retail prices, 50c., 75c., and \$1.00.

The white cotton handkerchiefs shown by Gordon, Mackay & Co., as "Shamrock Bleach" (a brand by the way which is reserved to themselves), are unsurpassed in finish and value, a statement endorsed by their many customers.

W. R. Brock & Co. have in stock a very large range of mantle buttons in the various sizes and colorings to match all the leading shades of this season's mantle cloths in pearl, pearl-etta, buffalo horn, vegetable ivory, metal, and composition, also mohair and crochet barrel buttons, cords, frogs, etc.

Alexander & Anderson claim that their celebrated and well-known "Excelsior" flannel has no equal in the trade. It commands a ready sale, and ought to be exhibited on every retail counter. They control the entire production of the mill, so that it cannot be had elsewhere. The make, finish, color and texture of this popular flannel is always reliable, and merchants who have not hitherto handled it would gain by sending for a sample piece and judging for themselves.

W. R. Brock & Co. have just received a large shipment of men's rubber coats in all the newest shapes, styles and patterns. These comprise Perth and Inverness coats, and coats with sleeves and deep capes; all have sewn seams, buttoned fronts, and the latest improvements. Ladies' waterproof garments are included in the shipment, among them being some nobby styles, such as Countess, Windermere, Highway, Empress, Bellissima, Fife, and other new shapes. All the patterns have been carefully selected, and are the latest productions of the foreign markets.

Caldecott, Burton & Spence report trade in their silk department active, the number of buyers in search of value and novelties being larger than in former seasons. They find satin-faced goods of the peau de soie, merveleux and duchesse makes in favor—ahead of any of the other grades. Black surrahs, in which they are showing something special, having been picked up by Mr. Burton since arriving in Europe and sent out by express, have had good sales. The colored goods are in particularly strong demand. The satin-faced goods have the call here again, but their Japanese goods are in a steady increased consumption. In yarn and piece-dye surrahs they are showing the newest shades—emmenace, moss, tabac and madore browns—as well as the more staple shades, both lights and darks. In pongees and bengalines for the cheaper grades the enquiry is good. They quote no advance on any line of silk throughout their department, and their stock is full and complete. In shots the enquiry is not up to last spring's demand, though sales are fair. They show some very handsome effects of this character.

MEN'S FURNISHINGS.

FOR winter overcoats meltons and beavers have the call. Rough cheviots and naps are still very good. Blacks and browns are the colors, although it is remarkable how the preference for blue holds out. Dark greys will find some favor. American blues will be good in beavers. For the fine trade the grey will be good in light weights. The Chesterfield, the New Ulster, the box overcoat and the Inverness will be the leading varieties.

About the only change in evening dress will be the increased length of the skirt, which will also be somewhat narrower and the tendency towards a more decided V-shaped opening for the vest. Twill worsteds will be much used as material.

Frock coats with very long skirts are prime favorites in London; less than a half dozen can be found in Toronto. Black and blue cheviots are still finding a call there, especially in a sort of Vienna or soft finish. Dark plain tweeds and mixture serges are taking well with the general trade for winter suitings. Blue greys and browns are also taking to a certain extent.

Mr. Begg, the buyer for the woolen department of John Macdonald & Co., has just returned from the European markets. He reports that no startling feature has developed in next summer's woolens. Quiet patterns, quiet colors, and neat effects predominate. Blue-greys, drabs and tan-browns are shown in many lines.

Concerning sack suits, The Sartorial Art Journal says: "The three-button cutaway sack will, at least during the earlier months of the season, be more popular than any other style, but the straight front sack, closing with four buttons, and with the corners boldly rounded away below the lowest button, will be almost as great a favorite. The one-buttoner will be but little worn except by stout and corpulent men, and less by the former, probably, than for several years, as the three buttoner is nearly if not quite as becoming to them, and is not looked upon as the one buttoner is by many as a sort of sartorial sign of stoutness. The double-breasted sack will find many wearers among well dressed men, and is, this season, a very handsome and desirable coat. The materials used will embrace the entire range of suitings, except those suitable for dress purposes only, including undressed and fancy worsteds, cheviots, vicunas, homespuns, cassimeres, tweeds, mohair serges, etc., in blacks, blues, Oxford and Cambridge mixtures, greys, wood colors, fine to medium stripes, checks and subdued plaids."

In merino underwear, tans, modes and naturals with a fair sprinkling of fancies, will be the prevailing staples for next spring. The favorite specialties in colorings cannot yet be determined; the trade later on will feel the pulse in this direction. Balbriggans in tans, modes and plain will more than likely prove good sellers.

NOTES.

John Macdonald & Co. are showing a more than ordinary range of men's fall and winter gloves and mitts.

The Arctic shirts and drawers shown by Gordon, Mackay & Co. for this season are the best they have ever offered to the trade. Their range is complete in sizes from 34 to 44 inch.

W. R. Brock & Co. appear to have the knack and certainly have the cash to pick up job lines or clear out the stock of manufacturers who are compelled to realize. In their hosiery, glove and men's furnishings department are to be seen two mammoth and solid piles of men's braces that have been purchased far below manufacturing cost. One line is called Bargain, and

can be retailed at 12½ cents per pair—regular retail price, 20 cents. The other, called Bonanza, can be retailed at 20 cents—regular 25 cent brace.

Gordon, Mackay & Co. have always given special attention to the Cardigan jacket branch of their men's furnishing department, and this season offer a larger range at closer prices than ever before, in both Canadian and imported makes.

Muffler weather will soon be here, and the trade will find their wants anticipated in the magnificent stock shown by Wyld, Grasett & Darling, which seems to include everything made in merino, cashmere and silk at prices to retail at from 25c. to \$5 each.

Alexander & Anderson have an extensive range in domestic and imported underwear, which they are offering at close prices, and the values will be found A1. They also show a large range of hosiery and gloves, for which they are finding an extensive sale.

The demand for "Grandee" and "Glendowe" English collars is still increasing, and notwithstanding their large monthly receipts, Wyld, Grasett & Darling have had so great a run on these goods that some few sizes have entirely sold out. However, September delivery is to hand, and their customers will now be able to get any sizes short during the last two weeks.

Gordon, Mackay & Co. have, since completing their list of "Bargains" for their "Exhibition" circular, opened up a line of shirts and drawers which they offer at \$4.50, the mill price. This lot should be bought up rapidly, as the price is popular and the value A1.

In fall and winter I. R. coats for men, Wyld, Grasett & Darling show an unusually complete line, embracing black sheeting, black paramatto, brown meltons and fancy tweeds. In these goods the tendency is to deeper capes, and W., G. & D. have managed to increase the cape two inches and add two large pockets without increasing the price. One particularly attractive line is a light-weight tweed in plain colors with a loose lining, make and finish equal to any custom work.

Gordon, Mackay & Co. have a new idea in suspenders for the coming season. Every pair of the special range has an accident insurance policy for £100, or \$500, attached, good for one year in any part of the world. This adds next to nothing to the cost of the line, and is perfectly sound. The idea recommends itself and is sure to take.

E. & S. Currie, always to the front with novelties in men's neckwear, are showing one of the prettiest bows seen this season. It is a club house tie, made up with a natural bow and fastened behind, and is called the "Clubhouse Bow," and can be worn with either stand-up or turn-over collar. It can be had in endless variety of patterns from \$2.25 to \$4.50, and is a sure seller. It can be secured from W. R. Brock & Co., Gordon, Mackay & Co., McMaster & Co., or the manufacturers, E. & S. Currie, 64 Bay street, Toronto.

In their Canadian woolen department W. R. Brock & Co. are showing some six quarter overcoatings, being exact copies of the newest things in Scotch goods, and a range of a few patterns of low priced trouserings suitable for leaders at special prices. A line of Scotch effects in mohair mixtures have been restocked several times this season, thus showing their popularity. Etoffs in all the best makes and a variety of shades are in full stock. In serges they keep in stock all prices in the best makes through out the year. In their British woolen department the most

notable thing is their extensive range of neat small patterns in mixture greys of all shades, suitable for suitings and trouserings. Their ranges of six-quarter tweed suitings and ulsterings are extensive and are moving out rapidly. Their stock of black goods is always large and varied and the value shown in these goods is well known to the entire trade. Black and blue serges in Scotch, Irish and English makes are shown in a very large range of styles and qualities, the most of which are kept in stock the year round.

In neckwear for the present and coming season as in the past, four-in-hands still retain their popularity, the most desirable width being 2¾ inches. Wyld, Grasett & Darling show an excellent variety of these goods with American turnings of at least ¼ inch on each edge, which prevents the lining from showing when tied. They also report a fair trade in knots in the following shapes: World's Fair, Lambton and Levidia. In puffs the Gondalier and Standard are still the proper shapes, although the demand for these is not as great as for either the four-in-hand or knots. As the season advances bows are loosing the place they held during the summer, but this must be expected as it is a shape more adapted for hot weather. In colorings and designs W. G. & D. are showing a large range of neat hair line stripes, which are very much sought after, especially by the fine trade, the material designated being silk. They are shown in navy grounds with cardinal and white stripes, grey grounds with white and black stripes, also black grounds with navy, cardinal and white stripes. They also report some demand for bright colorings as is usually the case during the autumn and winter months. For variety of desirable patterns and excellency of finish Wyld, Grasett & Darling have certainly surpassed any of their previous effects in their neckwear department.

FOIBLES OF FASHION.

In the summer season of '93 the ducking material has had what might be termed a successful introduction, says The Chicago Clothier and Furnisher. The white duck suitings largely superseded those of white flannel, and there was a numerous proportion of white duck trousers worn with outing and yachting of blue and other toggery of summer.

This peculiarly apropos fabric for men by no means attained the range that it had in women's wear, where it was almost in as great a number of new combinations as the men's negligee shirtings. It was solely in white.

Adjudging, therefore, from the opportunities of a similar employment of colors, it is safe to say that these will be also in the vogue for men's wear next season.

The hopsackings that were seen on the favored few were in solid colorings of a unique character, in advance even of the drills, will be reproduced and sold within a reasonable purchase limit.

That the suitings of this persuasion will be classed among the first class innovations of the summer of 1894 there is no doubt in my mind.

The success of the white duck belt which was adopted with bathing costumes owing to its washable quality augurs a wider range of this article in the wider range of duckings, drills, hopsackings and other fabrics of that ilk in the Summer of '94.

There is a suggestion in the smartness of narrow belts of high-priced leathers finely finished which merely secured the stamp of authenticity, so small was the allotment—that savors of a preference of this fetching adjunct of the summer repertory nine months hence.

THE LATE JOHN MACDONALD.

THERE is no name in the mercantile world of Canada that is more respected than that of the late Hon. Senator John Macdonald. A book entitled "A Merchant Prince" has been issued by William Briggs, of this city, and this book is a biography of the late Senator by the Rev. Hugh Johnston. It is one of the important of the Canadian books of the year.

John Macdonald came to Toronto for the first time in 1837, being then 13 years of age, and Ontario was his home until his death on the 4th of February, 1890. To read his history is to see in an oblique way the growth of Ontario, and an interesting growth it has been. Senator Macdonald filled a large part in the social, political, mercantile and religious life of this province, and the story of a remarkable career is rendered all the more striking by the elegant and graceful language of the biographer.

To the dry goods merchants of Canada, especially those who were personally acquainted with Mr. Macdonald, this book will be welcome. It will be like reading a letter from an old friend. The story of his life is an interesting one, even to a reader who never knew the man, and it must be doubly interesting to those who were eye witnesses of his remarkable mercantile career.

The business man will find much to instruct him in the pages which tell of the mercantile progress of the man who founded what is probably the largest general dry goods business in Canada. As the author says: "John Macdonald possessed in an eminent degree all the qualities which make a merchant prince. The corner stone of his character was an earnest religious belief, and while his piety was of a rich and ardent type, he had also an integrity as firm as a rock, and an honor unsullied as the stars."

He began business in a store on Yonge street, which he called "Large 103." This was in the year 1849. He had little capital, found it difficult to get credit, but had an unimpeachable character. His success was right from the first, his business for the first nine months being over \$12,000. On a rainy morning in May, 1852, with a hired horse and buggy and a line of samples, John Macdonald went out to take his first "road orders" and to found a jobbing business. His success at this led him to go into wholesaling more extensively. In 1853 he moved to Wellington street. In 1862 he erected the premises which, with enlargements and improvements, are still occupied. All this had been accomplished in thirteen years.

Mr. Macdonald's advice to young business men was to be (1) ambitious, (2) enthusiastic, and (3) magnetic. These qualities were those that aided him in his first thirteen years of business and won him a wide trade and a fortune. He wanted success, he was enthusiastic in his efforts after it, and he won

customers for his goods by his magnetic manner. His advice was always the concentrated essence of his own varied experience, and was always thoughtful, suitable and valuable.

In his diary of 1873 we find the very basis of his success in what he calls—

"HOW TO ADD TO YOUR BUSINESS LARGELY EVERY MONTH, EVERY WEEK, EVERY DAY."

"Buy well.

"Keep your stock well and constantly assorted.

"Be attentive and courteous to the humblest customer.

"Have a perfect organization of your staff.

"Let every man attend to the business for which he is best fitted.

"Fulfill every promise you make to customers.

"Execute every order with promptness and fidelity.

"Study the interest of your customer, as the best means of securing your own.

"Be up to the requirements of the age.

"Advertise your business.

"Do it regularly, truthfully, thoroughly.

"Keep no drones about you.

"Keep none about you who are not true to your interests.

"Earn a reputation for upright dealing by practising it.

"Be prompt in the discharge of every engagement.

"Maintain over the whole a ceaseless oversight, and conduct the whole with untiring energy.

"Conduct your entire business on the principles of God's word, which contains the grandest commercial maxims in existence.

"The observance of these simple rules will secure continuous prosperity, continued confidence, ultimate wealth, and a stainless commercial character."

To read these precepts is to see the thorough grasp of business principles which this merchant giant possessed, and by the many quotations from his diary, his

speeches and his writings, which are to be found in the book, no merchant can fail to be enthused, benefitted, and filled with thoughts that will bring forth abundance of new ideas. His whole life is an example and an encouragement to all who read it. His manifold activities, abundant resources, humane sympathies, broad culture and intense progressiveness are marks of a great man. His career was one of his own creating, his fortune one of his own making, his high character the result of a seeking after elevating influences.

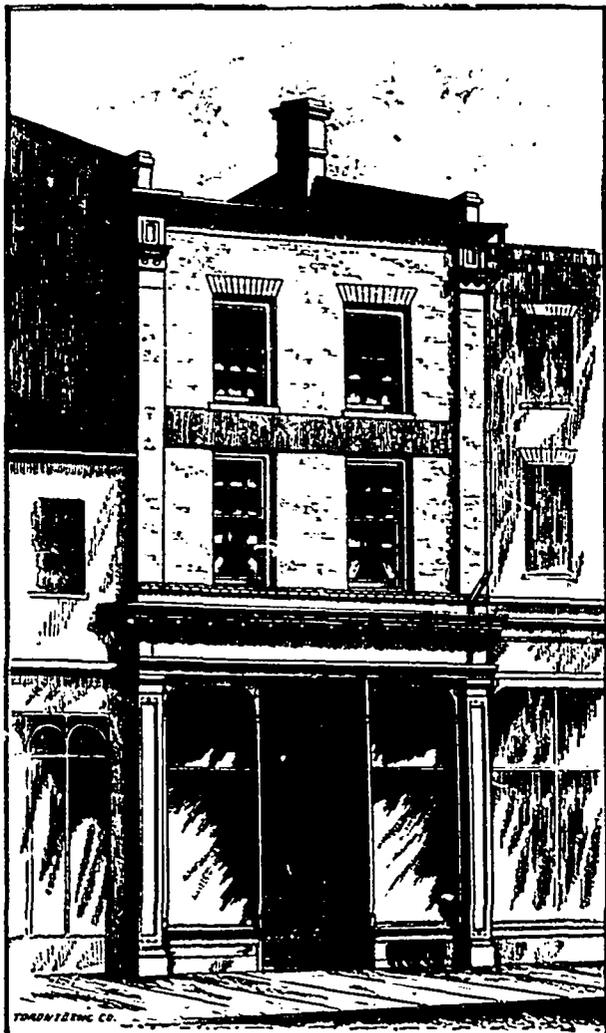
This country needs more of such biographies. The lives of her merchant princes, if placed within reach of the present and the future generations will instruct and elevate them. The effects would be far-reaching, as it would enable one generation to build on the experiences and example of that preceding it.



*John Macdonald
Oaklands
Toronto*

A HAMILTON CASE.

THE Hamilton Herald thus describes a case which came up in the courts there a few days ago: "The title of the case was Horsfall v. Giles, and the fight was over a stock of clothing which merchant S. W. Giles had previous to his financial difficulties. The plaintiffs were Joseph Horsfall & Son, of Montreal. Giles made a chattel mortgage to E. Boisseau, of



Premises in which John Macdonald began business in October, 1849, known then as 103 Yonge street, second door south of Richmond street, west side.

Toronto, for \$8,000, and on August 12th Boisseau came up to Hamilton, took possession of Giles' clothing store and locked it up. The Montreal creditor, however, was not to be left in the lurch, and on August 17th one of Sheriff McKellar's officers got into Giles' store and seized the goods therein under an execution for Horsfall & Son, to whom \$2,000 was owing. The sheriff's man did not break into the store by force, but he used diplomacy and effected an entrance through the open door. The sheriff yesterday applied to Judge Muir for an interpleader, but, Boisseau, through his counsel, opposed the application on the ground that the sheriff was not entitled to relief and that he had not obtained the requisite bond. Judge Muir decided that these contentions were not as strong as they might be, and he granted the interpleader order, and the sheriff is thus on top."

This is but another example of the troubles which sometimes arise because Canada has no national insolvency law. The trouble varies in kind and character in the different provinces, but in every one of them a federal law would be a help.

HOW A TRADE PAPER HELPS.

A SUCCESSFUL manufacturer, says an exchange, when asked why he patronized trade papers so largely to the neglect of other methods of advertising, replied: "Men who do not read their trade papers and keep posted in their business are usually poor customers. If I sell them a good lot of machinery they do not know how to use it and report it a failure, or, we have to run after them, lose time and money to get them a-going, and make the sale stick. But those who read and are posted know how, and succeed. Such men would not read circulars if I were to mail circulars to them. They see my "ad." regularly in the trade paper and know I have an established business, and when they want anything in my line write me, and don't whine about price or what time they can get from others, buy, try, and have no trouble, and pay the bill. Give me such a class of customers as I get by such judicious advertis-



JOHN MACDONALD & CO'S WAREHOUSE (Wellington Street View).

ing all the time." His experience is that of successful merchants. The trade paper keeps its readers in touch with the times; with the currents of trade and commerce, it puts money in his purse in many ways. It is a preventative against sloth and rust. It helps to develop the best side of a man's commercial life.

Applicant for position I have here a letter of recommendation from my minister.

Head of house That's very good, so far as it goes, but we won't need your services on Sundays. Have you any indorsement from anybody who knows you the other six days of the week?

KEEP YOUR LINES FULL.



IN dull times timid merchants are apt to make mistakes through over caution. One mistake is to curtail stock too much. Prudence is a very good thing, but it can be carried too far; and while the desire to owe little in stormy times is wise, it is not wise for a merchant to dissatisfy or deceive his customers. Right here three pregnant words of advice came in pat:

Don't substitute sizes.

Almost invariably this vice goes hand-in-hand with low stock and curtailed purchases.

Stocks are unquestionably light in retail circles; in fact, far lighter than they ought to be, and, strange to say, when such a condition of suspended buying obtains, the retail merchant seems to forget or overlook the important fact that in sized goods (i.e., such merchandise as hosiery, collars, corsets, stockings, gloves, shirts, drawers, waists, etc., made to fit the different shapes and sizes of the prospective buyers and consumers thereof), the substitution of sizes that will fit is almost an impossibility, and worse than useless where it is possible.

A glove restamped $6\frac{1}{4}$ that is made down from a $6\frac{1}{2}$, or a shirt with the half inch eradicated to make a $15\frac{1}{2}$ do duty (which it won't) for a 15-inch because you are out of the smaller size, may possibly be worked off on a too confiding customer, but will not do you any good, even if by such very questionable methods of merchandising you are enabled to owe a little less. Your object may appear accomplished in a two-fold manner, viz., "a sale made and nothing bought." Granted that by such methods you have reduced purchases considerably for the month, What have you gained? Nothing! no, nothing! You have reduced your stock and kept down purchases, but you have deceived a customer and won an enemy, and all to avoid "owing" some money, so trivial in amount that the daily "swaps" in most of the above described goods would pay it twice over in a week's time.

Of course we recognize and applaud the wisdom of careful and most circumspect outlays of moneys at this critical time, but don't let the fact that "money is scarce" and all such trade "bugaboos," allow you to run your stock of sized goods down to a starvation basis. Salesmanship may sell Mrs. Crusty a dark green dress pattern when she wanted a blue that you were all out of, but you could not, with all the eloquence of a Cicero and the logic of a Seneca, get her to buy a twenty-two inch corset for a thirty-two inch waist. Neither would Miss Macdougall be willing to fold the overplus of a pair of Lord & Taylor's "onyx" black hose of size 10 over her toes, that call for size 8, or fancy a matron that wanted a pair of Foster 7-hook black kid gloves, size $7\frac{1}{4}$, being jollied into taking the $6\frac{1}{2}$ 8-button tan suedes because you had them in stock, and not the others:

It is a grave error ever to be out of a staple article, and all the articles enumerated may be justly considered staples, as they are saleable all the year round. But in times of depression and dullness it is almost a commercial suicide to let any sales be lost, for "swaps" count two for one when customers are scarce and apt to expect even more than a hundred cents' worth of goods for their almighty dollar. Keep your lines up, even if you buy in half-dozens, or even 3-12 of a size. Keep enough on hand for daily needs; not every customer will be satisfied to wait until you "get them" for her, no matter how politely you may offer, nor how expeditiously you promise to do so.—Chronicle.

COMBINE IN WINDOW SHADES.

FOR some time the prices of window-shades have been demoralized, owing to the great competition among the three Toronto firms. Some time ago the old firm of MacFarlane, McKinlay & Co. dissolved, and Mr. MacFarlane started a new factory. Then Mr. McKinlay was burned out and was running a temporary factory in North Toronto. As each of these two men desired the trade of the old firm, a war of prices was introduced. The other city firm, Geo. Hees, Son & Co., were also trying to extend their trade.

Finally all three decided that the cutting had continued long enough, and a few weeks ago began to make arrangements for the adjusting of prices on something like the old basis.

In the meantime Mr. McKinlay has suspended, and it is thought his business will be wound up. Much sympathy is expressed for this gentleman, as he was involved in some unfavorable real estate speculations without any fault of his own. But the load became too heavy for him, and this was perhaps the best way to straighten up the estate. He had intended to build a new factory on the site of the one burned down last fall, but for the present this will be postponed.

The following is a copy of the circular sent out to the trade:

Toronto, Sept. 6th, '92.

DEAR SIRS,—As a change in prices of Window Shades, etc., has been made, we the undersigned, hereby cancel all former prices and quotations.

New prices will be forwarded you shortly.

GEO. H. HEES, SON & COY.

THE MACFARLANE SHADE CO., LTD.

J. F. MACFARLANE, PRESIDENT.

A. R. MCKINLAY & CO.

AUSTRALIAN WOOLS.

THE most elaborate and finest display of wool at the World's Fair is that from New South Wales. Nothing of the kind was ever before seen at an international exhibition. It should command the attention of every wool manufacturer whose opportunity will permit his examining it. The initial movement toward an exhibit of this kind was made in September, 1891, at a representative meeting of those interested in the wool industry of the colony at the Sydney Chamber of Commerce. The pastoralists have sent to the exhibit the very finest clips taken from the shearings of 1892. For much of our present information we are indebted to an excellent essay on the sheep industry of New South Wales written in response to an offer of a first prize of 25 guineas and a second prize of five guineas for an essay of this kind. The essay is still in manuscript form, its publication depending on its success in securing either prize. It appears that the object of exhibiting at Chicago is to try to prove to our manufacturers that an extended importation of Australian wools will be to their advantage; and in order to impress this upon us the wool growers of New South Wales have sent to us a most varied exhibit of their greasy, washed, and scoured wools from all districts of the colony. The author of the essay hopes that one result of the exhibit will be "that the wall of the tariff, which at present shuts us out, will be broken down." He says that Americans are buying more generally in Australia than ever before, on account of the saving of the extra charges incurred by buying in London. The cost of freight from Australia to New York or Boston is always about the same as that from Australia to London. A saving in cost is expected in this particular.

The exports of wool from Sydney to the United States during the past four seasons are given as follows:—Season of

1888-9, 3,287 bales; 1889-90, 4,17 bales; 1890-91, 2,110 bales; 1891-92, 7,579 bales. A pro-forma invoice of wool is given of 100 bales of greasy wool shipped per steamer to Boston. English weights and values are used.

	cwt.	qr.	lb.
100 bales, gross each	375	0	0
Tare, 11 lb. per bale.			
Draft, 1 lb. per cwt	13	0	19
	<u>361</u>	<u>3</u>	<u>9</u>
	£	s.	d.
40,525 lb. net at 8d.	1,350	16	8
Broker's charge for delivery at 1/3d. per lb.	21	2	1
	<u>1,371</u>	<u>18</u>	<u>9</u>

CHARGES.

	£	s.	d.
Shipping expenses, 1s. per bale	5	0	0
Wharfage, 4d. per bale	1	13	4
Marine insurance on £1,500 at 25s. % and stamps, 3d. £100	18	18	9
Buying commission, 2 %	27	8	9
Bill stamp on draft, 6d. for each £25	1	7	6
		<u>54</u>	<u>8</u> <u>4</u>
	1,426	7	1
Exchange on London, 1/2 %	7	3	3
	<u>1,433</u>	<u>10</u>	<u>4</u>
Freight on 42,000 lb. gross at 5/8d. per lb.	109	7	6
Primage, 5%	5	9	4
	<u>114</u>	<u>16</u>	<u>10</u>
	1,548	7	2
First cost	8	12	5d.
All charges	1	0	4d.
		<u>9</u>	<u>16</u> <u>9d.</u>

Marine insurance per sailing vessel is 30s. %. Average at and over 3 % is recoverable on each bale if separately insured. The freight varies according to the mode of shipment. Rates per steamer are generally 1/8d. to 1/4d. dearer than per sailer, and washed and scoured wools always pay 1/8d. more than greasy. Exchange varies. Weight landed is generally 1 % in excess of invoice weight.—Boston Journal of Commerce.

THE QUEENSTOWN MAIL SERVICE.

AFTER a considerable amount of delay, the Postmaster-General has replied to the urgent representations of merchants in Ireland and elsewhere on the subject of the Queenstown mail service by an announcement which, though in some respects satisfactory, still displays traces of the niggardly spirit which too often characterises the action of the officials at St. Martin's-le-Grand when important public interests are at stake. It has been repeatedly pointed out in these columns that the most expeditious route for the conveyance of mails between America and the principal manufacturing districts of the country is that via Queenstown, whence the mails are conveyed in express trains over the line of the Great Southern & Western Company to Dublin and Holyhead. It has been repeatedly shown that correspondence forwarded for Manchester, Leeds, Bradford, Glasgow, Belfast, and other centres having exten-

sive commercial relations with the States, is delivered most rapidly when conveyed by the Queenstown route. Of late, however, the Post Office has shown a disposition to cavil at slight extra expenses in improving the service, although ready enough to fall in with projects for the increasing utilization of the Southampton route. The latter port is only convenient for London, which has but a small percentage of the American trade in its hands, and is, besides, equally well served by the old route via Holyhead and Dublin. The effect of the communication referred to is that the Post Office will pay certain sums towards the cost of the special trains between Queenstown and Dublin beyond the thirty at present run free, and, not exceeding £65, for each special boat run to Holyhead when it can be shown that advantage is derived by the adoption of such a course. The sums named as maxima are by no means excessive, although out of its profit of three millions per annum the Post Office can afford to spend money for the improvement of the mail service. Whether the companies will accept the offer of the Postoffice or not cannot at present be stated, but the matter is one in which few centres have a closer interest than the manufacturing districts of Lancashire and the West Riding, whose Chambers of Commerce might with advantage place upon record their views on this subject.—Textile Mercury (Manchester).

WHAT TO SHOW NOW.

Velvets in new changeable effects for trimming; fall gowns and jackets.
 World's Fair gauntlet lisle thread gloves; gauze face veils of double length which will receive favor in the fall.
 Japanese goods, drapery rods, bamboo chairs, fans for ornamental purposes, drapery goods, tea sets and napkin rings.
 Imported seal, black and navy Kersey reefers with Persian lamb, satin lined collars; black and brown, satin lined cheviot reefers.
 Black chiffon boas made very wide and edged with narrow Valenciennes lace; black kid gloves stitched in white and white stitched and trimmed in black.
 Point d'Ireland demi-flouncings and Swiss embroidered flounces; heavy Bourdon laces in black, white and all colors for trimming wraps and fall gowns; jet passementeries and fancy silk gimps in a number of patterns.
 Cheviot capes silk-lined, with butterfly collar, in brown, blue and tan; triple capes of heavy diagonal cheviot with collarette lined with silk and edged with fur; triple capes of beaver, silk faced and trimmed with Siberian seal.
 New taffeta plaids and taffeta and satin brocades, crystal bengalines, taffeta brocades, satin velours and double warp black surahs; changeable silks and striped taffetas for petticoats; crepe in watered effect for millinery purposes and for jabots and F-d-ora fronts; white Sapanese silk and printed China and pongee silks.—Chicago Dry Goods Reporter.

Alexander & Anderson have just opened out some new and stylish dress goods. One very special line is a beautiful silk broche serge. This took well with the first buyers who saw it, and the sale promises to be very active.

B. M. Hamilton, of Port Arthur, has bought the \$6,600 dry goods and clothing stock of Stewart Bros., of Fort William, at 67c. on the dollar, and the general stock of R. Buckley, of Allensford, has been bought by Mrs. Buckley at 68 1/2c. It amounted to \$3,565.49.

MANTLES AND MANTLINGS.

BUYERS of all kinds have not failed to pay special attention this year to ready made mantles. Three at least of the large millinery houses—McKinnon's, McColl's, and Reid, Taylor & Bayne's—have carried mantles all season and each house seems to have done a huge trade. Then Alexander & Anderson came in late in the season with their goods, and they expect to sell nearly \$50,000 of ready made despite this disadvantage. The trade is good, the mantles an improvement over last season, and the styles are such that the best people can take them.

Nevertheless mantle cloths have been in good demand. There has been a strong run on beavers, and jobbers with large stocks have sold vast quantities. Viennas, Olympian corduroy, and hapsacking are having particular attention as novelties. There is no very decided tendency to be noted, and nearly every line and variety has received some attention. The buying has been brisk.

The accompanying double cut shows two mantles from the stock of S. F. McKinnon & Co. No. 8 is shown also with a cape trimmed with fur and in different materials. No. 9 is a pretty and fashionable jacket. It is shown with the same collar but without the fur edging down the front. These two styles are illustrative of many similar styles shown by this firm.

W. R. Brock & Co. are showing an extensive range of mantlings, and they report an increased demand this season, despite the fact that the ready-made trade seems also to be increasing. They show ranges of tweed effects, hapsacking, brocades, serges, niggerheads and curls. Their stock comprises the latest novelties, and their values are taking. In astrachan curls and sealettes they claim to be leading the market in values.

Alexander and Anderson have a range of mantlings which is unsurpassed. They have all the scarce shades of beavers, and an excellent stock of curls, serges and diagonals. Novelties are also shown. They have a magnificent range in these goods and

and also in ulsterings. A special line of sealettes is being offered at much below regular rates.

John Macdonald & Co. are making a pretty display of overcoats and mantle linings for visitors. The leading things are checks in camel hair and worsted effects. Curls and astrachans for mantlings and trimmings are in full stock. They have some short ends in good sealettes which they are offering at bargain prices; also a couple of job lines in medium grades. They have a large stock of this latter specialty.

Alexander & Anderson have bought out "The John Ryan Mantle Manufacturing Co." of this city. They have engaged a staff of designers, cutters, tailors, operators, etc., in New York, and are going to prosecute the new branch of their business with energy and vigor. They are unfortunately a little late to catch the early orders, but their factory is now in full working order, and we understand they are producing very stylish tailor-made mantles, for which they are finding a ready sale. The garments produced are all the very latest New York styles, and, being tailor-made, the fit, cut, and finish are reliable and perfect. We wish this enterprising firm every success in their new venture.

Caldecott, Burton & Spence have just opened their beaver mantle cloth. These goods are without doubt superior to those shown last season, and prices are a shade lower. This line is shown in a full range of colorings, including navy, black, brown, fawn, myrtle and cardinal. Browns and myrtles are considered the leading colors of the season. Other lines of cloakings are being opened up and their range is almost complete. They will show everything requisite in this line.

An improvement shown in ready-made mantles by Alexander & Anderson is the fan-shaped skirt. Many imported mantles and jackets have simply a slit in the back of the skirt, and thus the dress is shown. This is obviated by the improvement which is a feature of this firm's new and beautiful styles.

The two illustrations on next page are of two leading mantles as shown by Reid, Taylor & Bayne. No. 333 is a fawn beaver with three capes. The trimming is beaver or nutria. It is



No. 8. S. F. McKinnon & Co. No. 9.

shown in three other colors, black, brown and navy. No. 334 is a black nap cloth jacket with beaver trimming and cuff. This style is kept in five or six different qualities. Their leading lines of cheap mantles are of black and navy cloth, trimmed with black astrachan. They show these at \$2.75, \$3, \$3.50 and \$4. They have a full stock of children's mantles in sizes 1 to 9, and in black and colors. Their children's reefers are kept in all the different sizes. Their stock is an excellent one, and one which the dealer will always find profitable to inspect.

S. F. McKinnon & Co. are an authority on the mantle question, and they look for a good business from this on in the cloak department. They predict that this will be a strong, healthy trade, and certainly have made provision for such. The whole of the fourth flat of their large warehouse is devoted to this important article of ladies' wear, where cloaks of German manufacture suitable for all classes of trade are showing in great abundance—perfect fitting, graceful, stylish-looking garments every one; even their lower priced goods have a style and finish which is self-recommending. The special mantle buyer for the firm searches all the fashion marts of Europe in quest of the newest ideas, which gives them great confidence in the selling strength of their productions. Also being conscious of the fact that they



No. 333—Reid, Taylor & Bayne.

do the largest mantle trade and carry the heaviest stock of any wholesale house in Canada, they cordially invite all cloak buyers visiting Toronto to call and get ocular proof as to the correctness of what is here written.

TAILOR—How wide a collar shall I put on the overcoat, sir?
CUSTOMER—Make it so wide that when I pass you in the street I can turn it up so you won't recognize me.

MAKE USE OF YOUR WINDOWS.

These are the times when the show window can be made very effective as a trade drawer. There is no department of the store which can be put to better use, and we might add which



No. 334—Reid, Taylor & Bayne.

can be put to poorer use; it all depends upon the way the thing is managed.

It is not so much in the superior manner of displaying goods in a window, although this is important, says The St. Louis Dry Goods Reporter, as it is that there should be a change made in the arrangement. Something which was very attractive for a few days will shortly lose its novelty, and a dealer may wonder why it is his windows no longer attracts people. It is simply because they have become oblivious to the display as it has ceased to attract them. The thing to do is to change the goods in a window as frequently as possible.

In connection with this the liberal use of price cards on which are plainly printed or written the price of the article will prove a great help to attract customers. It is also a great labor-saving and is the means of saving much time for the employees who otherwise would have to answer innumerable questions. Just now in this city the leading retail stores are doing most effective advertising through their show windows, not so much by the beauty of the display, as by its practicality; that is, they put in the window what is suitable for this season of the year and put the prices as low as possibly can be made.

The early sale of fine negligee shirts did much to give an impetus to the large sale which these goods achieved. There was a falling off in the latter months of summer, however, when everybody impressed with the blues bought nothing.



CARPETS AND CURTAINS.

MANUFACTURERS are now getting out samples for their next season's trade, fall goods being nearly all shipped, and no further new orders are being asked for. There will be, no doubt, a considerable number of repeats, and as there is little stock to meet this, most of it will have to be manufactured. This will keep the mills busy until orders for spring stock commence to arrive.

The jobbers have shipped their fall road orders, and are now shipping the parcels that are daily bought by visiting buyers. Travelers will be out shortly, and those who carry stocks will be able to sell a fair amount of goods, as retailers have not stocked heavily.

NOTES.

The Toronto Carpet Co. and the Toronto Braid and Worsted Co. gave their employees a whole holiday last Saturday to enable them to attend the fair.

Mr. Dewar, the carpet buyer for John Macdonald & Co., has returned from Europe after purchasing spring stock. Dealers will hear more particulars early in the season.

James H. Etherington, Paris, Ont., manufacturer of ingrain and art squares, contemplates building an addition to be used as a dye house and drying room. He will also add six looms.

The Toronto Carpet Co. have an excellent and striking exhibit at the Toronto Exhibition. They have also made a good display at the World's Fair. They believe strongly in advertising of all kinds, and have recently produced a most costly and unique circular make announcement of their plans for spring '94.

Mr. Kendrick, the editor of one of the largest carpet journals in the United States and Vice-Chairman of the Board of Judges at the World's Fair, is expected to be in the city shortly.

The Toronto Carpet Co. are getting out samples for their next season's trade. Owing to the phenomenal success they have had this past season they have decided to make two extra qualities, and will thus show seven qualities of ingrain. They are bound to make their goods known and appreciated by every dealer and consumer in the country, and are making rapid and certain strides in that direction. The "Maple Leaf" brand will soon be known in every Canadian town.

John Macdonald & Co. have a number of lines in white lace curtains, mats and rugs which are below regular price, and are seasonable goods. These are stock lots cleared from foreign manufacturers and cannot be duplicated. Tapestries and Brussels are now in full range for the fall trade. Last season's patterns are being cleared at 25 per cent. below regular prices.

Mr. Burrows, of the Royal Carpet Co., Guelph, has just returned from Philadelphia, having purchased the latest designs for 2 and 3 ply carpets and art squares. Samples are now being made in all the different grades, which will be shown to their customers in the course of a few days. The mills report an increase in their sales, presumably on account of their having new machinery which scours the yarn thoroughly, enabling them to turn out a clean carpet equal to any imported. They have built

a dyehouse this season, and can now guarantee all their work to be first class, being all under their personal supervision.

The Worsted & Braid Co., Ltd., intend shortly manufacturing, in addition to their other linens, worsted carpet warp, hosiery, fingering and braid yarns James P. Murray, of the Toronto Carpet Manufacturing Co., Ltd., is president, T. D. Wardlaw is managing director.

Hamilton J. Irwin, who has been with John Kay & Co. for the past eight years, was presented with a purse of gold by his fellow employees on the occasion of his departure for Lincoln, Nebraska, to take a more lucrative position in the carpet warehouse of A. M. Davis & Co.

A TORONTO CARPET MAN ON THE WORLD'S FAIR.

PRESIDENT J. P. Murray, of the Toronto Carpet Manufacturing Co., in a recent chat with an American representative said: "I have just returned from the 'Fair' and must congratulate the United States on such a grand conception and results.

"I was disappointed at the American carpet display. Possibly the United States makers are afraid of each other's honesty. I have succeeded in getting more room and am enlarging my exhibit.

"Had Canada known that the United States Government would have allowed great, high, magnificent surroundings to courts, our simple 15 foot colonnade would have been replaced with a much more elaborate affair. There has been an inconsistency, and I notice that the United States are also putting up an extensive arrangement around their black cemetery. Your government should have stuck to their specifications and not allowed the German, Austrian or other nations awe them into showing poor taste to countries that stuck to their (the United States) regulations.

"Further, I must protest at the everlasting harping of Americans when they meet Canadians, on annexation. No one to whom I was introduced or met in business but learning that I was from Canada, commenced talking annexation. Would you yourself care to keep up a companionship or your subscription to a social journal that were always hurting your feelings by continually nagging on a false idea of your understanding and wishes.

"Our destiny is our own, and we want to work it out our own way, and my suggestion to the American nation is this:

"America wants to be a great nation. Then let the American people be examples of the greatness they want to have as a nation, by being large-minded individuals; let them stand by their words and their treaties, and not being forever ready to get the best of people within the law."—American Carpet and Upholstering Trade.

NO EXPLANATION NEEDED.

ROBERT—(who was at the office very late last night)—"My dear, have you seen anything of my boots?"

SHE (sweetly)—"Yes, Love; they are down here on the hatrack."—Brooklyn Life.

W. D. Martin, a leading clothing merchant of Mencton, is advertising for 50 girls to work in a clothing factory which he is about starting in connection with his business. He has engaged the services of Miss Sargeant, formerly head tailoress in Clayton & Son's establishment at Halifax, and Miss Nary, another skilled workwoman from the same establishment.

HATS, CAPS AND FURS.



THE summery days are fast fading into the cold autumnal season. The straw hat has been vanquished, and the man of the street wears a brown stiff hat. The sunshine, though not strong, is still chery enough to make him avoid the sombre black, it will be time enough for that when the leaves are falling.

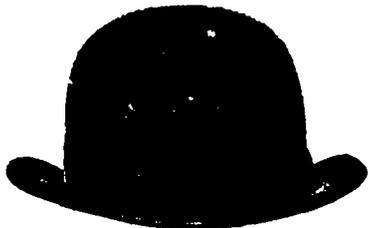
The fur trade is looking up in the prospect of an increased demand. The large orders have been placed, but there are a number of small dealers to be looked after yet.

The leading stiff hat of the day is the style shown in our first illustration. This is taking well in Toronto, London, Hamilton, Guelph, St. Thomas and other western cities. The easterly cities have not touched it yet. They are still running on the plainer narrow-brimmed hats.

THE ILLUSTRATIONS.

The accompanying cuts show three of the latest styles of hats as shown by A. A. Allan & Co.:

No. 785 is a new shape in stiff hats, and is shown in blacks and browns; it has a medium wide brim and a medium full crown. The "World's Fair" hat is similar in width of brim



No. 785.

and height of crown, but there is a little more taper in the crown.

The "New Fall Special" is a new stiff hat with medium and full crown, and possessing a slightly broader brim than used last season. The brim is well rolled at the side. This is a hat suitable for middle-aged persons.

Wakefield's Latest in silk hats is also shown, the crown being more bell-shaped than last season. They are shown in different widths of brim to suit the different ages of customers. It is an exceedingly fashionable hat at a low price.

SEALSKIN NEWS.

A shipment of sealskins, valued at \$150,000, consigned to London, England, were shipped from New Westminster recently. There was active competition among the agents of the various railway lines to secure the big shipment; finally the Great Northern cut lowest and got the order. A smaller consignment, valued at \$60,000, will follow in a few days. The R. P. Rithet Co. are the shippers.

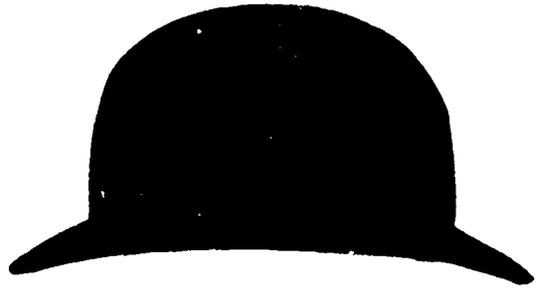
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A Victoria, B.C. despatch of August 25, says:—"Sealing schooner Pioneer arrived late last night with catches of several schooners abroad. Her own was 1,050; the Mary Taylor's, 1,000; the Brenda's, 840; Libbie, 1,250; Annie C. Moore, 825; City of San Diego, 1,000. The Pioneer caught all her seals this side of the ocean. On July 26 she took the skins from the Moore far south of the Copper islands, which seems to throw doubt on the Moore being seized only one day later by the Russians. No action was taken here by the authorities in the

case of the seized schooner Minnie, which feiled to report at Yokohama. It is likely instructions are awaited from the home Government."

* * *

Now it is known that the sealing catch will be short, a better feeling is expected. Skins are going up on the market, in which

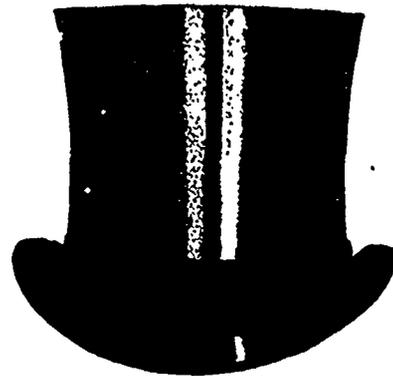


"NEW FALL SPECIAL."

there is little or no stock on hand, and with a shortened catch the price is likely to be good.

* * *

The seal skins brought in by the C. D. Rand were perhaps the largest caught in the Northern Pacific. The usual weight of a skin is from five to eight pounds, but a case of thirty of those by the Rand weighed 420 pounds.



"WAKEFIELD'S LATEST."

TORONTO FUR MARKET.

Badger, per skin.....	\$ 25	to	\$ 75
Bear, black.....	15 00	to	30 00
Bear, brown.....	15 00	to	30 00
Bear, grizzly.....	10 00	to	20 00
Beaver.....	2 00	to	7 00
Beaver, castors, per pound....	2 50	to	4 00
Fisher.....	50	to	7 00
Fox, cross.....	75	to	6 00
Fox, kit.....	10	to	45
Fox, red.....	25	to	1 50
Fox, silver.....	5 00	to	80 00
Lynx.....	25	to	4 00
Marten.....	75	to	2 50
Mink.....	25	to	1 75
Musquash.....	02	to	10
Otter.....	8 00	to	12 00
Raccoon.....	50	to	85
Skunk.....	25	to	1 00
Timber wolf.....	25	to	3 50
Prairie wolf, large.....	25	to	1 00
" " small.....	25	to	65
Wolverine.....	50	to	3 50

**BUSINESS CHANGES.****ONTARIO.**

THE stock of John Rennie, dealer in bankrupt stocks, St. Catharines, is advertised for sale on the 12th inst., under power of a chattel.

Herman Abel, tailor, Toronto, has offered 50c. on \$

Mary Biggar, milliner, Niagara Falls, has sold out.

C. H. Kennedy, woolen mill, Williamsford, has been burnt out.

John Rennie, St. Catharines stock to be sold on 12th inst.

The Giles' clothing stock, Hamilton, is to be sold on the 12th.

Geo. Chapman, tailor, St. Marys, has sold out to J. McGrath.

Joseph Jeffrey, Bowmanville, has been succeeded by his son, W. J. Jeffrey.

Warner & Ham, general merchants, Woodville, are removing to Lindsay.

McKay & McLenaghan, tailors, Ottawa, have dissolved; latter continues.

J. J. Sheehy, dry goods, Peterboro', has been succeeded by Miss K. Rudkins.

Bedard & Co., Ottawa, have assigned to P. Larmonth, so has Francois X. Bedard.

J. Matchett is now sole partner in the dry goods firm of Matchett & Co., Galt.

The dry goods and grocery stock of Fox & Wickett, Stirling, will be sold on 12th inst.

J. W. Nettleton's stocks of dry goods, etc., Toronto, has been sold to J. Hamilton at 47c.

The stock of Charles Bawden, of the Kingston Auction Co., has been sold at 50c. on the dollar.

W. C. Munroe, tailor, Sault Ste. Marie, is in difficulties. So are Weir & Co., furnishings, Kingsville.

A. R. McKinlay & Co., manufacturers window shades, Toronto, have assigned to E. R. C. Clarkson.

The bankrupt stock of Guenther & Smith, Milverton, has been bought by Alfred Guenther. He paid 70 cents on the dollar.

H. Shepherd & Co., dry goods, Brockville, are advertising their stock for sale. So is the trustee of Stewart Bros.' estate, Fort William.

Foy & Wickett, dry goods, Sterling, have assigned to James M. Redmond, and Pritchards & Fields, furnishings, Hamilton, to Thos. H. Watson.

A meeting of the creditors of Ferguson & Smith, tailors, of this city, was held on the 31st ult. The statement presented showed the liabilities to be \$4,100 and the assets \$2,700, of which \$855 is in stock and the rest in book debts. No offer was made by the firm, and the assignee was directed to sell out the assets.

QUEBEC.

The following are the month's assignments. Beland & Mier, Capelton, Hasley Bros., Montreal, Nap Tourangean & Co., Montreal, S. M. Beaudoin, Montreal, L. Montmarquette, Hyacinthe.

W. H. Kerby, manufacturers agent, Montreal, is dead

Dubrule & Co.'s stock at Richmond has been sold at 57 1/4 c.

Ouimet & Brodeur's stock has been sold in Montreal at 68 1/4 cents.

P. E. Venner's. Quebec stock of dry goods will be sold on the 12th inst.

Wetstein & Co. is the successor of Wetstein & Schwartz, cap manufacturers, Montreal.

Alfred Clement and Daniel James Clark, merchant tailors, Montreal, have dissolved.

Isidore Gauthier, dry goods, Three Rivers, is in trouble at present. He may pull through.

Hon. Isidore Thibaudeau, of Thibaudeau Bros. & Co., Quebec and Montreal, died on the 20th ult.

L. V. Laporte and J. B. Martineau will do business as merchant tailors in Montreal under the firm name of Laporte & Cie.

Selling out:—A. W. Jacobs, Montreal; Etienne Dussault, Quebec; N. Morissette & Co., Three Rivers; E. F. St. Armour, Acton.

Eugene Prevost and J. Alphonse Ouimet, Jr., and Arthur Dubreuil are now doing business as Prevost, Ouimet & Co., in Montreal.

Francis Louis Fauve, of Longueuil, is carrying on business at 503 St. Paul Street, Montreal, under the firm name of E. Mendel & Cie., as manufacturer of hats and caps.

Joseph Allen, representative of the British American Dyeing Co., has registered that he will carry on the business of dyer in connection with the B. A. D. Co. under the firm name of the Montreal Steam Dye Works.

MARITIME PROVINCES.

Mrs. O'Connor, millinery, Halifax, lost by a recent fire in that city.

MANITOBA AND BRITISH COLUMBIA.

Ed. White, dry goods, Victoria, is in trouble.

Tyson & Co., clothing, Vancouver, have assigned.

C. Strouss & Co., wholesale dry goods, Victoria, have sold to Lenz & Leizer.

Robinson & Co., tailors, Vancouver, have been succeeded by Minnie Robinson.

KEEP UP YOUR STOCK.

Well assorted stocks in dull seasons, or when trade is dull, invariably bring customers. At such times merchants cannot afford to lose sales. Staples sell at all seasons, and the merchant who keeps a well-assorted stock holds his trade.

It is always well to crosse out lines that change with each season. Some clean up too closely, and by not replenishing miss many sales as well as turn their trade to competitors who have the reputation of always having well-assorted stocks.

We frequently hear ladies remark that there is no use in going to such and such a store, as they are always sold out of just what they want.

The Worsted and Braid Co. have just imported some new braid machinery from Thun & Jansen, Rhode Island. They are said to be most superior in every way, being made entirely from wrought iron. The mill is still running 24 hours a day.



THE MONTREAL MARKET.

TRADE in general dry goods ruled on the quiet side until the first of the millinery excursion trips, but since that time business has been fairly active and exhibition week also led to a considerable influx of buyers from the Townships, the river sections and the district east of Kingston, who have all been buying in a small way of course, but the aggregate of their purchases mean a pretty good value of business.

The millinery openings lasted a week, and as will be seen from the special reference made to them elsewhere the attendance was satisfactory, also the returns from them.

The demand has run to all lines of fall goods, dress goods, tweeds, henriettas, in fact mostly everything attracting a fair share of attention.

Taken all in all therefore the months' trade has been satisfactory that for August being quite up to the average of last year, while for August and July some of the houses hold that it is a little in excess of anything. They consider also that September has opened out pretty well and that if business keeps up as it is there will be nothing to complain of for that month also.

The army of travelers are now generally in off the road at headquarters. The most of them state that they had a fair placing trip. They will be out again shortly, possibly by the 12th or 15th inst.

Quite a number of jobbers have been holding back on their cotton purchases, some predicting that they will be able to import American goods shortly at a margin which will allow them to sell in competition with the domestic article. Agents of our mills here, however, protest that their principals have no intention of reducing values, and that their stocks are not by any means large. Both grey and white cottons are reported scarce, with the mills closely sold up, some of them experiencing considerable difficulty in filling orders in fact. Briefly, our manufacturers don't appear to fear any serious competition from across the lines, but it is possible that they may be mistaken, as buyers here seem equally confident in the other direction.

Remittances are improving if anything, and the fourth saw quite a lot of paper taken up, many of the houses reporting from 70 to 75 per cent., which, although not quite so high an average as for the previous month, is still looked upon with satisfaction.

There has been quite a demand in a sorting way for staple woolens, and S. Greenshields, Son & Co., report doing quite a good business in light and dark grey domestic woolens, also checks. Exhibition week has also led in their case to quite a few sorting orders for dress goods, silks, stockings, etc.

Messrs. Brophy, Cains & Co. say that they had a large influx of visiting customers from the Townships and Ontario from the district east of Kingston. They were purchasing principally in a small way in orders running from \$200 and \$300 up.

Jas. Johnson & Co. have been opening up quite a lot of new goods, and some handsome lines of jet and steel ornaments will be sure to attract notice; also some ornamental clasps and

mounted buttons suitable for sealette and plush mantles. During Exhibition week they noted quite a demand in a sorting way for silk velvets and dress goods, also for dress linings.

Hodgson, Sumner & Co. report that they had a very busy exhibition week of it, much better than they expected in fact.

Messrs. J. G. Mackenzie & Co. have had a remarkably good call for challies during the summer. They have turned over several large lines since the 1st of June.

Mr. Geo. Sumner, of Hodgson, Sumner & Co., left for his usual trip abroad in the interests of his firm, the first week of the month.

Mr. J. Shorey, of Messrs. H. Shorey & Co., left for England on the Labrador the other week. He was accompanied by Mrs. Shorey and his two sisters the Misses Shorey.

Mr. A. F. Gault, the senior member of the firm of Messrs. Gault Bros., Mrs. Gault and Master Gault have returned from a lengthened tour in Great Britain and on the Continent.

Gossip among the trade has it that there are or will be shortly changes in important positions on the buyer's staffs of Messrs. Hodgson, Sumner & Co. and Messrs. Jas. Johnson & Co.

Mr. Jas. Slessor, one of the partners in Jas. Johnson & Co., sails from New York on the week of the 10th. He goes to buy for the firm and will be accompanied by his son Mr. Jas. Slessor, jr., who will remain abroad two years.

Messrs. Geo. Fraser and Geo. Coins, of S. Greenshields, Son & Co., have left on their fall voyage to the British markets. They expect to return in November. Mr. Forsythe, the carpet buyer of the same firm, is also on his way across the pond.

Mr. R. W. Macdougall, one of the partners of Messrs. Gault Bros., paid a visit to Chicago during the month, and also made a prolonged trip through the Eastern and Middle States. He considers that matters have seen their worst across the lines.

Thouret, Fitzgibbon & Co. are receiving quite a few enquiries from the Northwest and Manitoba for their line of Bavarian felt slippers. They have already sent forward quite a few nice shipments of medium size to Brandon and vicinity.

Messrs. Donald McNaughton and W. Buell, of Jas. Johnston & Co., paid a visit to the World's Fair during the month. On their return it took quite a long while to exhaust their fund of narratives of what they had seen on "The Midway" and elsewhere.

Wm. Agnew says they have been turning over quite a quantity of dress goods Jaquard's Etrangline, and also that they have had any number of repeats for hopsacking in two tones. Cheviot and estamene serges have also been remarkably good sellers.

Jammets gloves of this fall's importation are highly spoken of by critical buyers who have examined the recent heavy consignments received by Thouret, Fitzgibbon & Co. Their old prices prevail through French prices have greatly advanced. A new feature greatly admired in the laced line is a round stud which

KNOX, MORGAN & CO.

WHOLESALE DRY
GOODS IMPORTERS

HAMILTON, ONT.

STAPLES AT COST

Are what many merchants are looking for or claim to have bought this season. To help our customers to meet the competition, we are offering

35 inch Grey Cotton at 5 cents.
36 inch Grey Cotton at 6 $\frac{5}{8}$ cents.

TERMS--1 OCT. 3 MONTHS OR 3% DISCOUNT PROMPT CASH

As we shall include these when shipping balances of Fall Orders to our regular customers, we trust orders will be sent in promptly

Our Dress Goods AND Gent's Furnishings Departments

Are showing large increases, resulting from the care bestowed upon them by experienced buyers.

❖ *Letter Orders* Repeating some lines already delivered are gratifying, and our best services are always at your use in this Department.

hold the lace firmly without cutting it, and for which extensive orders have been received. This firm are composed of pushers and are getting there. Some of the new stock presents some very handsome shades which we will have occasion to refer to more particularly.

Thibaudeau Bros. like others in the trade note a good run on dress goods. Their special line of red English flannelettes has been going very well indeed also. This firm's August trade was fully up to that of last year, and they consider their start so far in September decidedly encouraging.

Gault Bros. note a good enquiry in a sorting way for both domestic and imported tweeds. In the latter many of the city tailors who have done their own importing in the past have ordered from the Messrs. Gault. Their turnover in chevots, serges, cashmeres, etc., has been good; their season so far on the latter being much better than last.

There has been a steady and well maintained demand for black henriettas, and Wm. Agnew & Co. have sent forward several lots direct from the ship's side without having turned them into stock at all. Mr. Wm. Agnew, of this firm, expects to leave shortly for the other side on his usual buying trip.

FURS AT THE WORLD'S FAIR.

IN the Manufacturing and Liberal Arts Building there is a marvellous collection of furs shown by M. Paul Michailvitch Grunwaldt, of St. Petersburg. The collection includes the rare skins of black fox, sable, silver fox, Kamchatka beaver and bear. One black fox skin, warm as eider-down and just as light and soft, is valued at \$2,500. Another skin of about the same

size, the perfect blackness of which is marred by a few white hairs, is worth \$3,500. A tiny skin of Russian sable cost \$300, and a silver fox \$600. There is a cloak lining of silver fox, by the way, that is an exact copy of one made for the Empress of Russia last year. If any aspiring American woman desires to buy it, she must be able to show the exhibitors a check for \$6,000 before they will consent to part with it. Royal ermine, with its pure white, dotted by tiny black tails, forms a sort of a background against the main wall of the pavilion, about which the other skins are arranged. A great tiger glares at intruders at one end, and a lion looks formidable, in spite of his glass eyes, at the other. Heavy robes that suggest sleighing in countries where winter is a longer season than it is in the United States, are hung everywhere. One that looks remarkably attractive is entirely of eider-down, greyish-brown in color, and bordered with glossy breasts of eider duck. This costs \$500. An interesting robe is one composed of thousands of small bits of skin, carried out in a design that is Russian in the extreme. This is the work of peasants, and represents many months of painstaking labor. Although the recompense of the peasants was only \$25, the market price of the robe is \$500. A display of furniture made from horn and skins, gives a curious Northern air to the exhibit. All these skins are treated in a way that preserves their softness and lightness.

Victoria, B.C., Sept. 9.—At a meeting of sealers yesterday a committee was named to draft a memorial setting forth that the new regulations would prove ruinous to British Columbia's interest, and asking the British Government to buy their schooners and outfits at a reasonable compensation.

THE MILLINERY TRADE.

MILLINERY in Toronto opened up briskly on August 29th, the 28th being Civic Holiday. Buyers were present in large numbers and everybody bought, but somewhat sparingly. The ranges shown by each house were ahead of previous seasons, and it was no fault of the display that dealers did not buy heavily. It was due to the prevailing impression that heavy loads are not the proper things for merchants



DAR. SE.—Reid, Taylor & Bayne.

when the financial atmosphere is foggy. Nevertheless, the prospects for the sorting season are good, as the trade will be quite general and special things will not be much in demand.

As everybody expected, this is a velvet season. Silk velvets have been very active, as have the velveteens. Blacks were bought freely, while the colors which received most attention were tan-browns, brown (one and two), tabacs, bronzes, myrtles and navys.

In ribbons the satins and velvets and combinations of these sold very well. There was a special demand for black and colored satin-backed velvet ribbons in numbers five and nine. All classes of ribbons received more or less attention.

In shapes the plaques lead, closely followed by the flops. Sailors sold very well. Felt hats are almost exclusive. The medium hat is out of it, the large hat and the small one sharing the honors.

In ornaments steel sprays and steel and black combinations were good. Buckles were also active. Fur mounts received a share of attention, as did also black and white birds and the same colors in plumes.

COLLECTIONS IN THIS TRADE.

Most of the houses report very poor collections for this season but all are hopeful. J. D. Ivy & Co. report extra good collections, but this may be an exceptional case, as the firm have

been looking after their accounts very closely. A week or more is expected to show a considerable change in this matter.

WHAT THE WHOLESALERS SAY.

Reid, Taylor & Bayne say that the volume of their business for July, August and the first week of September shows a substantial increase. They do not deny the cautiousness and hand to mouth tendency of buyers, yet claim that the greater number of buyers have kept up the average trade. They are receiving good orders from their traveler in the Maritime Provinces—A. R. Purland. Joseph MacKay, who represents them in the North-West, is also sending in an excellent array of orders. Their representative in Montreal and Quebec is J. P. A. des Trois Maisons. Mr. Taylor of this firm says that he looks forward with a great deal of confidence to an excellent sorting season in millinery and mantles.

Mr. J. D. Ivy reports that his house has enjoyed an increased trade for the fall season. He remarked that buyers had displayed unusual caution in all their buying, and as a result parcels were not so large as usual, nevertheless owing to the fortunate selections secured for this season, his firm had succeeded in increasing the volume of business for this season of the year. Looking ahead Mr. Ivy anticipates a good sorting season this fall. His house is just receiving ten cases of scarce goods, being early repeats which were cabled for as soon as the tendency of



RAGOTZKY.—Reid, Taylor & Bayne.

the season was manifest. This shipment includes scarce shades of velvets, plaques, ribbons and ostrich goods. These with other repeats will make their stock in as good, if not better, condition than at the beginning of the opening.

There is no doubt now existing in the minds of those who have watched the progress and growth of the millinery trade in Toronto that it has become the centre of fashion for the Do-

S. F. MCKINNON & CO.

Our Trade for fall has so far been of a most satisfactory character. Sales up to date being in excess of any previous season. We can only reason out this happy state of affairs as being due to the superior character of our large and thoroughly assorted stock of everything in connection with Millinery and Fancy Dry Goods.

WE DRAW SPECIAL ATTENTION TO OUR

Dress Silks, *Ribbons* Plain and Fancy
Silk Velvets, *Mantles*
Velveteens, *Millinery*
and Millinery Novelties

We have no hesitation in saying that we have the largest stock of Silks, Silk Velvets and Ribbons of any wholesale house in the Dominion, and the large sales of the past weeks prove that our prices are right. We invite all buyers visiting this market to call and examine our stock whether they are prepared to buy or not. Samples mailed to any address for the Trade.

S. F. MCKINNON & CO.

35 MILK STREET,

LONDON, ENG.

and

16 and 18 WELLINGTON ST. W.,

TORONTO.

minion. This fact has been amply exemplified by the recent fall millinery openings. In conversation with a representative of S. F. McKinnon & Co. it was somewhat surprising to find that among the many customers were some firms in both extremes of the Dominion, Halifax and St. John, N.B., in the east, and Vancouver and Victoria, B.C., in the west, besides many firms in the North-West Territories and Manitoba. This firm have had a highly satisfactory opening trade, and are prepared for a big season, which they believe may be reasonably expected.

DESCRIPTIONS OF ILLUSTRATIONS.

The two hats shown here are two of the neatest styles shown by Reid, Taylor & Bayne, and the following is the description given by their very competent milliner, Miss Mahaffey:

Ragotzky—Made up of a black plaque, trimmed with a crest-like drapery of black velvet faced with apricot satin, two black ostrich plumes, an apricot satin torsade extending underneath the curtain, in front a chou of apricot velvet with a fitting bandeau, a jet pin at the back, two jet and steel buckles at the sides.

Daphne—Made up of a biege plaque, slashed in the back; the fan-like back finished with a double edging of biege velvet, a bow of the same with a blackbird, the front with a mount of three blackbirds and black and white osprey on one side; a pompon of biege velvet and white double-faced satin ribbon finishes the other side.

THE MONTREAL MILLINERY OPENINGS.

THE millinery openings which took place the first week of the month attracted a fully average attendance, this too despite the rainy weather which graced the introduction of the week. A large number of customers came from Quebec and Ottawa, while the attendance from the West was fully as large as usual. Exhibition week also which followed the week of the openings led to the attendance of further buyers so that all in all September has opened quite auspiciously.

Caverhill, Kissock & Co. give quite a good idea of the styles to be worn this fall. Hats will be both large and small, and in this respect will not differ from former years. They are mostly made of felt and some of them are beautifully finished with satin, and others with new ombre and shot effects. Plateaus are likely to be in demand. They are thousands to choose from, and as they can be transformed into almost every conceivable shape, they are expected to find popular favor with the fair sex. A neat piece of head wear is a felt plaque, in light tan, trimmed with a black jet crown, black osprey plume, wreath of black and yellow flowers under the brim, and black satin streamers tied in a bow at the back. A very attractive bonnet is of white felt, with a black crown and brim, and trimmed with white plums and an alligator in steel as an ornament. In velvets, ombre, shot and plain will be the correct thing and will play an important part in the trimming of the fall head gear. Ribbons of velvet, satin, and double satin are likely to be largely used. The new ombre effects in these, as in the hats, will prevail though plain ribbons will still be used to some little extent.

Ostrich feathers will again largely assert themselves. They are looked upon as almost indispensable, and will probably be more in the fashion than at any period during many years back. Fancy aigrettes and the new mercurial wing effects—things of beauty—will be in evidence on many of the hats. Ospreys will also be a big feature in the ornamentation of hats. Black and white will be a favorite combination, more especially as it is the

rage in London and Paris at present. Of course colors will be largely worn, especially the newest and most fashionable, which are *Loie Fuller*, *Lumineux*, *Vison*, *Emerald* and *Ophelia*.

Messrs. D. McColl & Co., Montreal branch, at 1,831 Notre Dame street, show a fine selection of Paris, London and New York styles in hats and bonnets. Judging from Messrs. McColl & Co.'s stock, fur, in the shape of ornaments, small heads, tails, and a combination of heads and tails, will be used for trimming and otherwise. Double-faced satin ribbons, in Nos. 16 and 22, will be popular as a trimming; also two-toned satin and velvet ribbon. The leading ribbons will be satins and Terrys; and two-toned goods of all kinds will be in great demand. Prince of Wales' mounts will be much used; also tips. Shot quills will form a very pretty ornament, and jets and feathers of all kinds will be used in ornamentation.

Messrs. Thomas May & Co., 240 McGill Street and Victoria Square, have as usual an extensive assortment of hats, bonnets, ribbons, etc., etc. Their stock conveys the impression that in ribbons the leading colors are caspienne, providence, kann and paradis, while brown and greens, in rich shot effects, will also be fashionable. Russe green is a decidedly pretty color, and Terry velvet ribbons, which are a novelty in French taste, will be a leading article. Steel is among the prevailing ornaments, and jet will be largely used, whilst gilt will also find a place. In design of ornaments there is a considerable range—steel wings, daggers and crescents, very large jet pears, balls, etc., and buttons in steel, gilt and jet. Iridescent effects will also be used, and fur is being introduced for bindings and trimmings. Two-toned, or shaded, mounts are a novelty for the present season, and black satin velvet flowers are being introduced very much. In the leading shapes the majority of the hats are large, and the bonnets are a little larger than last season. Velvets and felts will be largely worn. Among the new combinations of colors for the season are black and white, cream and black, buttercup and black; in fact, black in combination with almost all colors. Greens and browns are also a favorite combination. In hats, shot felts will be largely worn, and outside of these blacks, browns and navy blue will preponderate again, but there will be a somewhat larger amount of color worn than previously. A new style of hat is the Napoleon, which will undoubtedly be come a favorite. It is somewhat pointed at the front and back, and the sides are rolled inwards until they are on a level with the crown. Another new shape is the gigantic sailor, a felt hat with a four-inch flat brim and a crown somewhat smaller than the ordinary sailor hat. Another style in felt is the Beacon Park, which is somewhat higher in the crown than the gigantic sailor.

Messrs. Lindsay, Richardson & Co., show a large and varied stock. In ornaments for hats and bonnets mercury wings will be very popular both in feathers and jet as well as steel. Other very pretty ornaments are a buckle in ombre—shaded stones, a star in imitation diamonds, a bee in pearl and imitation diamonds, and a crescent with a star above it. One of the novelties in ornaments is made of feathers in such a manner as to closely resemble the fur ornaments which have been lately worn, and very pretty indeed it looks in the several designs in which it is displayed. The makers claim that it will be more popular than fur, which for ornaments had to be of a somewhat common quality, and consequently, in a country like Canada, where the several qualities of fur are understood, this class of ornament never became what might be called very popular. In feathers

Mantles



Ladies'

Misses'

... and Children's

GERMAN JACKETS

In all the Latest Styles.

We have a very large stock to select from, particularly
in medium priced goods.

Prices are the closest.

Terms are liberal.

The trade invited to call and examine.

REID, TAYLOR & BAYNE

Wholesale Millinery, Mantles, Etc.

9 and 11 Wellington Street East, **TORONTO**

there are ostrich plumes, in ombre shades, with an aigrette in the centre; fan-shaped designs, with Mercury wings; fan shapes with aigrettes mounted and small black plumes, with a curled solid base, and aigrettes with a small tip at the end, rising out of the centre. At the present time the great rage in Paris and London is for a combination of black and white, and in these colors feather ornaments in all designs are to be obtained, though, of course, for those who prefer them, brighter tints will be fashionable. Jet promises to be largely worn, and in steel there is a large assortment.

OLD MILLINERY STOCK.

THE slower the trade the more necessity there is for active endeavor to draw in reluctant buyers. The windows, cases, stands and boxes of materials, all have to be kept fresh looking and attractive. The stock must be looked over every morning, carefully brushed and inspected; any little thing wrong will surely be noticed by a customer, and you will be asked to reduce the price in consequence. Any hat or bonnet that has been in stock more than two or three weeks should be re-trimmed to present the look of an entirely new one. Never allow a shabby or faded hat among the stock.

USING ENDS OF LACE.

It is quite an idea to use up bits of lace, no matter if not all the same pattern, over ribbons that are a little soiled or faded. These can be used as rosettes, bows, or even to make entire toques or bonnets; you can sell them cheap, as whatever you get for them is clear profit.

MAKING NEW OLD STRAWS.

A shiny, rough straw can be produced in a short time, by glazing over with the white of an egg. We mention this as there seems to be a demand for such goods at present, and nobody wants to buy fine straws at this end of the season; also, there is a demand for "burnt straw," that straw of a very deep yellow; this can be obtained by immersing the hat in strong saffron-water. Pin the brim down on a table and stuff the crown well with tissue before drying; then varnish with white of an egg.

Of course, such manipulation is not necessary to departments in the cities, but milliners in smaller places, who are greatly dependent on their own resources for variety and on their economy for profit, will find these hints useful. It is economy in little things, making the most and best of everything, that leads to wealth.

AUTUMN SHAPES IN HATS AND BONNETS.

The hats devised for the Autumn run in the lines of the hats for the summer. They are distinguished, says The Millinery Trade Review, in the main by low crowns and capricious brims, this capriciousness running into the general idea of "crookedness," as described by one of our most astute manufacturers. The crowns are square, oval and rigid, with an occasional model showing a crown formed of a couple of hoops set side by side, turned to the front; while a couple of loops, one overlapping the other and turned backward, form the crown in other models.

The brim takes on all sorts of vagaries, being fluted or goffered, plaited, curled, or curved up here and there, cleft plaited, notched, and otherwise eccentrically fashioned. A noteworthy fancy in a brim is rather narrow at the back, curled up high at

the sides, deep in front, and forming a deep hollow which suggests the filling in with trimming. A hat with the ridged crown has the brim turned up high at the back and still higher at the front, after the idea of the military chapeau of Napoleon I; and a hat with the ridge running from front to back carries out the military caprice in having the brim turned up high at the sides. The square or cocked effect is continued in hats with the brims turned up at the front, back and sides; and a variation in the shape is seen in a hat with the brim turned up at four points, but worn to present at the front, back and sides the consequent projections.

All these eccentric shapes, however, may be said to represent extremes of the mode; modifications of the turban, the toque, and the Oxford hat, are seen in all extensive and general collections of shapes; with the tourists' hat, having the indented crown, and a distinct flat. And here it may be remarked that there seems a tendency again to restore to the brim its original width at the back—shapes already been shown with the brim of equal width both at the front and the back.

In the greatest number of shapes the crown is square; but, as noticed, there are oval crowns; and the miniature or "monkey crown," adjusted to a head size, is still in vogue.

The plaque or "plateau," however, is continued, and indications favor great popularity for it. It is almost needless to remark that the hat formed of the plateau is in shape just what the milliner makes it, the limp disk out of which the hat is fashioned being subjected to adjustment at the milliner's will, perfected by pinning over a shallow crown as a foundation for superstructure.

The bonnets that have been presented thus far have been small—some of them excessively small. In some cases the shape has been well defined, showing a tiny crown and the shapely head-piece of the bonnets of long ago; in other instances the bonnet is a mere little scoop, running it may be to ears, but oftner a little oval to fit down on the top of the head. The last idea is perfectly carried out in an oval of faceted jet about five inches long by four inches wide, with an upright ornament to define the front.

NEW THINGS IN WINDOW SHADES.

THE newest thing in window shades is a lace with insertions. This is shown in many varieties and in dark and light shades of cream and white. The window shades of the last few seasons have had considerable lace attached, with and without the addition of fringe, but the lace with insertions is an entirely new idea. Mr. Haas, the buyer for Geo. Hees, Son & Co., visited Europe recently and this is one of his purchases. He also secured many other new things in fringes and laces. He visited Birmingham and there secured the latest novelties in pull sets. All these new things will be shown to the trade in a few days by the travellers of this firm. The range of shades is an excellent one and should find a ready sale.

A new departure by this firm is the making of curtain poles with wooden brackets and rings. These were imported by some of the dry goods houses last spring, but now a supply of domestic goods of a better class can be secured from this enterprising firm. Brass sets are certainly going out of favor, and dealers would do well to keep this in mind.

This firm intends to issue a new and extensive catalogue, and every customer will receive a copy. It will not be ready for at least six weeks.

Thibaudau Bros. & CO.

Importers of _____

ENGLISH .
FRENCH . .
GERMAN &
AMERICAN

DRY GOODS

THIBAudeau FRERES & CIE.
Quebec.

THIBAudeau BROTHERS & CO.
London, Eng.

THIBAudeau BROS. & CO.
332 St. Paul St.
MONTREAL

Millinery * Millinery

. . WHOLESALE . .

Toronto . and . Montreal

The Most Extensive Stock . The Best Assorted Stock

~ IN THE TRADE ~

NO RETAIL LIVE HOUSE CAN AFFORD TO PASS US BY.

The right goods at right prices

D. McCALL & CO.

12 and 14 Wellington St. **TORONTO**
1831 Notre Dame - - **MONTREAL**

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

GENERAL DRY GOODS MERCHANTS

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

Black Goods

MADE BY
Briggs, Priestley & Sons
Bradford, England

TRADE MARK
"The Varnished Board"

Their travellers will shortly show a large range of these samples, including their celebrated . . .

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

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

Genuine "Cravenette" Company For Dresses and Mantles.

LISTER & CO.

(LIMITED)

Manningham Mills

BRADFORD, - - ENGLAND
(Paid up Capital, \$10,000,000)

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

Silk Seals, Silk Velvets, black and colored, Dress and Millinery Plushes, Etc. Silk and Mohair Furniture Plushes, Etc.

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

SOLE AGENTS FOR THE DOMINION :

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



WHILE THE WINDS BLEW SOUTH.

A SEA-SIDE IDYL.

The air was filled with laughter,
The waves allured the sun,
Soft music's strains with rapture
The jaded senses strung;
And the cavalier was handsome,
His ladye young and fair,
The place, the sands of Bournemouth,
Far from the haunts of care.
And yet beneath his sun-kissed brow,
The cavalier looked—anyhow,
While the winds blew South—
Due South.

“Oh! Clarence!” cried the maiden,
“Why droops my darling's mouth,
All nature smiles around us,
And the winds blow from the South;
Dost think I do not love thee,
My owniest, ownest, own?”
The cavalier embraced her,
But his-sigh echoed a moan.
His restless eyes glanc'd wild around,
And mirror'd all the pleasure ground,
While the winds blew South—
Due South.

And lo! as up and down the beach,
And all around he glanced,
He sudden paled. “Oh! Clarence, dear,
Thou'rt ill,” she cried askance.
Why star'st thou so, thy fingers clench,
Why rolls my darling's eye?
Speak! Clarence, speak! I thee intreat,
Or wilt thine owney die?”
“Oh, lovely one,” he groaned aloud,
“I see my tailor in yon crowd.”
And the winds blew South—
Due South.

“In vain I try to flee him,
And vain would I forget.
That little bill I owe him,
But my pretty precious pet—
It haunts me like a nightmare.
And with horror fills my dreams,
Until madness hovers round me,
As I scarce restrain my screams.
Oh! darling, tho' to ask I'm loath!
Yet, oh! I must,—one ten pound note.
And the winds blew South—
Due South.

“S-I-R!” One word was all she uttered,
One look was all she gave,
As she burst from out his being,
While his hopes sank in the grave

That his indiscretion fashioned—
That his hopelessness designed,
And no more upon the esplanade,
He woos the soft South wind.
In London, he the ledger tots,
And looks out o'er the chimney pots,
While the winds blow South—
Due South.

J. P. THORNTON, in Minister's Gazette.

THE MANCHESTER CANAL.

THE Manchester Ship Canal Co. is now sending out circular letters announcing that the canal will be opened early next year, in time to carry a portion of this year's crop, and holding out to shippers the prospect of a saving of at least 6s. per ton on cotton shipped to Manchester direct. The letters state that ship-owners are prepared to send their steamers to Manchester without extra freight, and many of them have stated that they would do so. A reporter from this paper saw several cotton-shippers and ship-owners yesterday in relation to this matter, and not one of them was taking the Manchester Canal into his calculations. Some of them were very doubtful about the completion of the canal next year, and others were equally skeptical about a saving of expense if it should open. Mr. Swanson Gnason said: “The people of Liverpool laugh at the Manchester Canal enterprise. In the first place, the canal is a venture that has cost already more than was expected, and when it will be completed is purely a matter of conjecture. The Manchester people forget that when they have built docks, warehouses, etc., etc., they will have to charge as much as the city of Liverpool for dock and town charges. I don't see myself how a ship can go through the great number of locks without an additional expense to the shipper. The only thing that the canal has done for Manchester is the lowering of railroad rates.”
—Commercial Bulletin.

A PIECE OF HISTORY.

THIBAudeau BROS. & CO. is the name of the firm now controlling a dry goods house founded in 1809. The firm name was then Robertson & Co.; and changed afterwards to Robertson, Masson & Co., and then to Robertson, Masson, Larocque & Co. In 1832 it became Robertson, Masson, Strong & Co., then Robertson, Bruyere & Co. In 1845 it became Masson, Bruyere, Thomas & Co. In 1849 this was changed to Thomas, Thibaudeau & Co. Another change in 1869 made it Thibaudeau, Genereux & Co. Finally in 1879, the house received its present name of Thibaudeau Bros. & Co. The old names were well known, respected and honored in their day, but not more so than the name “Thibaudeau” was a few years ago when represented by Hon. Rosaire Thibaudeau and Hon. Isidore Thibaudeau, and is at the present time.

The partners in the Montreal house at present are A. A. Thibaudeau, sole heir and representative of the late Hon. Isidore Thibaudeau and Rodolph Audette. The Quebec house has two extra partners, Roger Larue and George Larue. They do a business of a million and a half a year.

The Chicago Dry Goods Bulletin has been added to the list of Exchanges received at this office. Its August issue was an extremely creditable one in point of appearance and also of matter.

Wyld, Grasett & Darling

OUR STOCK IN ALL DEPARTMENTS OF
 Imported and Canadian Staples,
 Linens, Dress Goods, Hosiery,
 Smallwares, Men's Furnishings,
 Tailors' Trimmings,
 British and Canadian Woolens

Is replete with all the leading Novelties, and independent buyers will be able to pick up something in any class of the above goods which will yield a profit.

Wyld, Grasett & Darling
 TORONTO

W. R. Brock
 Andrew Crawford
 T. J. Jermy

W. R. BROCK
 & CO.

For SEPTEMBER

A Complete Stock in Every Department.

Canadian Woolens
 Tailors' Trimmings
 British Woolens..

Said to be the best display, for every grade of Trade now being made in Canada.

.. NOVELTIES IN DRESS GOODS ..

Hosiery and Gloves and Men's Furnishings—all the popular styles, at interesting prices.

=STAPLE COTTONS=

At prices to take with keen buyers.

W. R. BROCK & CO.,
 TORONTO

Alexander & Anderson

— DURING THE —
 EXHIBITION SEASON

WE WILL MAKE A SPECIAL OFFERING OF

New and Exquisite High Class Dress Fabrics
New and Fashionable Mantle Cloths
New Tweed Ulsterings in great variety
New and Stylish New York Tailor-made Cloaks
New Hosiery, Gloves, Underwear, Frillings,
Scarfs, Handkerchiefs, Laces, Etc.

Our stock of **IMPORTED AND DOMESTIC STAPLES** is fully assorted and the values are **At**.

We have never before offered such a large, complete and attractive stock as we are showing this season, our entire warehouse being crowded from basement to roof with new and saleable goods.

We extend a cordial invitation to merchants visiting the city this week to call and examine our large, varied and comprehensive stock, which is well worthy the attention of every enterprising merchant and close buyer.

Alexander & Anderson,
 TORONTO

CALDECOTT,
 BURTON
 AND SPENCE.

Have Pleasure
 in Informing LIVE RETAILERS

That they are Daily Receiving

.. THE GOODS DEMANDED ..

By the Public in the following Important Departments:

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 SHOT EFFECTS IN A SPLENDID RANGE OF HOP SACKINGS and WHIPCORDS.

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TRADE CHAT.

MR. R. B. JERMYN, Acton, Ont., has disposed of his dry goods business to Messrs. R. A. C. Durno & Co., of Toronto. Mr. Durno has been buyer for James Scott & Son, Toronto, for 18 years. He will reside in Acton and manage the business. In the removal of Mr. Jermyn from Acton the community loses an esteemed citizen. He has done a good business and has made many friends and secured a wide range of customers, having been in Acton between six and seven years.

The proposed two-sett mill at Almonte is to have \$20,000 capital.

The Montreal Blanket Co. are setting up two new Garnet machines.

Atkinson & Co., Kingston, are selling the Bowes stock at clearing prices.

P. T. Dagenais, tailor and furnisher, has an elegant new store in Arnprior.

The opening of the new Montreal Board of Trade buildings promises to be a notable affair.

Nelson Doupe, formerly with R. J. Young & Co., London, is now with A. A. Doupe, Alymer.

Scovil, Fraser & Co., clothiers, St. John, are going to start a branch store at New Glasgow, N. S.

Messrs. D. Williams & Co., Collingwood, Ont., have recently put a new boiler in their hosiery mill.

L. E. Morlock, of Mount Forest, recently purchased the Paterson woolen mill and store at Dundalk, Ont.

The Empress of India, which sailed from Vancouver for the Orient on Aug. 28, carried a cargo of cottons.

J. Mont Lowndes, traveler for Chas. Cockshutt & Co., was married to Miss May Bostwick a few days ago.

The Empire Blanket Factory of Messrs. Newton & Son, Limehouse, Ont., is just now shipping large orders of blankets.

On August 25th, W. H. Vypyan, tailor, Uxbridge, had his stock and store damaged to the extent of \$600. Fully insured.

The J. H. Walker Co., wholesale dry goods, Chicago, which failed recently, shows total liabilities of \$2,440,117 and assets of \$2,973,331.

The clothing store of James Dass at Fergus, was burglarized recently, and ready-made clothing and other things were taken to the value of \$75.

Mr. John Hutchins, of Montreal, contemplates starting a woolen mill at St. John's, Nfld., it is reported. He was formerly a resident of St. John's.

W. L. Lyall's tailoring establishment at Partage la Prairie was destroyed by fire on the 26th ult. Loss about \$5,000. Most of the stock was got out.

Mr. Geo. H. Pack, late manager of the millinery department with The T. Eaton Co., has accepted the position as foreign buyer for S. F. MacKinnon & Co.

The Halifax Chronicle says: The brass umbrella stand at St. Mary's fair was won by Miss Baker. It is not yet known exactly how much was realized by the bazar, but it is thought to

be something over \$1,000. This is an example of how regular business men find their profits scooped by church societies and secret orders. Yet they bear the yoke humbly.

W. Alexander, Toronto, has given \$200,000 for the corner of University and St. Catherine streets, Montreal, and will build a large dry goods store thereupon.

Among the visitors of THE DRY GOODS REVIEW of this month were H. E. Hodgins of Clinton, and J. S. MacKinnon of Blyth. F. Kinsman of Font Hill was another caller.

Canadians keep coming back from New England in crowds. Canadian cotton manufacturers are engaging many of the operatives who have left the closed factories in Fall River and Lowell.

The banks of British Columbia and Montreal at Nelson, B. C., are now discounting American money five per cent. The reason is the surplus of American currency in circulation.

Mr. H. Macpherson, merchant tailor, St. Thomas, Ont., intends increasing his already large premises by occupying the adjoining store west, which will be fitted up especially for the hat and cap department.

The Dominion Government has made a ten years' contract with the Canadian-Australian Steamship Co. Three boats in all are to be put on the line. The Canadian Pacific are to act as the company's agents in Canada.

Mr. E. Troost, a wool commission merchant, who came over on the Miowera on her first trip, returns by her. He visited Eastern Canada and the States, and is sanguine as to the success of the line.—Vancouver News-Advertiser.

The Eco Magneto Clock Co., 620 Atlantic Avenue, Boston, are equipping the Dominion Cotton Mill Co.'s mill at Magog, Que., with a thirty station Watchman's Clock. When completed, this will be the finest watch clock system in Canada.

Geo. Wood & Co. have, we learn, bought the grocery stock of Mr. Arthur Bell, and intend moving it into the store just one door west of their dry goods establishment (the premises lately occupied by J. S. Laughton & Co.)—Brandon Times.

L. P. Spittal and several others are interested in a movement to establish a joint stock company to manufacture pianos and knitting machines in Dundas. Mr. Spittal will commence the manufacture of knitting machines this fall whether the other part is started or not.

One night, last week, the clothing and tailoring establishment of Messrs. Geo. Eberle & Co., Owen Sound, Ont., was badly gutted by fire. Mr. Geo. Eberle estimates the loss of stock at \$6,000; covered by insurance. The fire originated from the furnace in the tailoring department.

Edwin McMoran, who has for the last year represented the Dominion Corset Manufacturing Co. of Quebec, at 50-54 Bay Street, has brought suit against the latter for \$5,000 for breach of contract. G. E. Amyot, the president of the company, and Marie Louise Amyot are made co-defendants.

Fire broke out in the dry goods store of Deneau & Rondot, Amherstburg, on the 29th. The stock is a total loss. Part of it was burned and the remainder ruined by water. Loss about \$20,000. Insured for \$17,000 in the following companies:—London, Lancashire, British America, Caledonian and Mercantile, and Sun.

Bha Mr. Iam Camaran, a Ontario, ann an Sidni air an t-seachdain so a gabhail ainmean as airgid air son paipearan a th' air an our a mach an Toronto air son a bhi nan cuideachadh

do luchd ceannachd. Is Gaidheal Mr. Camaran a thanig a mach a Inbhirnis, ach tha e nise ri ceannachd ann an Ontario. Bha e gle bhuidheach de thurus do Cheap Buntuinn. Mac Talla, Sidney, C.B.

It is stated that as soon as the Fall River mills open up for business they will all announce a cut of twenty per cent. in the wages of all employees. Officers of the various trade unions in Fall River state that it would be useless to combat a cut-down under the present conditions, but at the first opening they would demand an increase and enforce their demands as far as possible.

The Post Office Department has notified Postmasters that any envelope coming under their observation indicating that it is from a bad debt collecting agency or a "collecting and detective agency," must be sent to the dead letter office if addressed to any person in the United States, as under a recent act of congress postal matter of this kind is not allowed to go through the mails on the ground that it may be defamatory to the person to whom addressed.

The Board of Trade of St. John, N.B., is calling attention to new facilities for receiving and despatching freight which that city now has. The citizens have purchased the short line of railway running from the C.P.R. to Sand Point wharf, and the C.P.R. are allowed to use it free of charge, this giving the city equal advantages with any on the main line. The harbor has been improved, and \$40,000 spent on grain elevators. The St. John people are anxious that as many business men in Canada as possible should know this, and bear it in mind while shipping.

A Windsor, Ont., paper says. "N. Clark Wallace, M.P., Comptroller of Customs for Canada, was in Windsor Wednesday. Respecting the order recently issued by the department stating that hereafter all papers must be filled in by the clerks at the custom houses in order to do away with the custom brokers, Mr. Wallace said only applied to settlers' effects in the North west, and the brokers there would be the only ones that would suffer by the change." What a pity it would not do away with the brokers all over. They aggravate the weight of the duties imposed.

Many United States houses are asking their customers in this country to cancel their orders for pocket books, memos, blank books, iron toys, etc., because they are unable to continue manufacturing under the pressure of the financial stringency. They cannot get money to go on. Their circulation per head if \$23, Canada's is \$10. They cannot get money, we have lots of it. The difference lies in the superiority of the Canadian banking and currency system. The Canadians go steadily, and go forward. The Americans go fast, but occasionally they go backward, as they have done this year.

The Hamilton Herald says. The tendency of the age is towards specialism in most walks of life, and an interesting development of late years has been the increase in the number of trade papers published in Canada. Most of these owe their birth and prosperity to the clear head and untiring energy of J. B. McLean, for many years commercial editor of the Mail, and latterly commercial editor of the Empire and president of the J. B. McLean Publishing Co. He is the proud parent of the Canadian Grocer, Hardware, Books and Notions, Printer and Publisher, and the Dry Goods Review, all excellent and prosperous trade journals. The growth in public favor has been so steady that Mr. McLean has resigned his position on the Empire

to give them more direct supervision. Mr. McLean is a level-headed and popular business man, a bright and capable writer, and a recognized authority on questions of finance and commerce.

THE DRY GOODS REVIEW was favored by a call this month J. T. James of International Bridge, Ont. Mr. James is a live, progressive merchant and has advanced ideas on business methods. He thinks Toronto is away ahead of Buffalo as to the solidity of its structures and the cleanliness of its streets. Mr. James sees many good points in the Americans, but although living in a border town, he is strongly adverse to anything savoring of Annexation. He thinks it would be a downward instead of an upward movement.

The flooding of a large number of stores and houses during the flood of June, 1891, was the occasion of a number of suits, in all involving some \$30,000, brought against this city. They were defended on the ground that the rainfall was abnormal. One of them, that of Allan C. Thompson, has been carried to the Privy Council, but the city has decided to abandon it, because it was a weak case or which to obtain a test decision. The abandonment of this particular case does not mean that the city will settle all the other claims. Appeal may be made to the Privy Council on some of the others.

Some of our contemporaries have an item going the rounds to the effect that Perth merchants close their stores at noon every Saturday. Perth merchants are not such fools. Saturday is their best day and they keep open until 8 o'clock or later on Saturday evenings. Early closing in moderation may be all very well, but some people seem inclined to run it into the ground. We believe that this town has lost a lot of money and business by the stores being closed even on three evenings in the week, as it is about the only time that farmers can get into town to do business in summer. The tendency is to build up small country stores. Expositor.

Hon. Mr. Bowell, Minister of Trade and Commerce, who has gone to Australia to discuss closer trade relations between those colonies and Canada, has taken copies of the McLean Publishing Co.'s papers—THE CANADIAN GROCER AND GENERAL STOREKEEPER, THE CANADIAN HARDWARE MERCHANT, THE CANADIAN DRY GOODS REVIEW, THE CANADIAN PRINTER AND PUBLISHER, and BOOKS AND NOTIONS. He will use them in discussing matters with the various trades represented. The quotations in each paper are the only complete ones published in Canada, while the announcement of the various advertisers will give the Australians an idea of what the leading manufacturers of Canada in the various lines produce.

About a year ago a man named Henry W. Loeb came from Chicago and started the Montreal Supply Co. in the latter city. The idea was to get clubs of 35 each, and these 35 were to pay a dollar each for 35 weeks. Each week there was a drawing, and the winner of this, no matter whether he had paid one dollar or more, is entitled to \$35 worth of goods without any more payments. The others are entitled to the same a month after they have paid up their amount in full. The scheme seemed to work well, but recently a number of people who have paid up their assignments have been clamoring for the bonus, but could not get it. One of Loeb's patrons took out a warrant for Loeb's arrest, but found that he had left for Chicago two weeks before, after selling out his business to a former Grand Trunk constable named Robertson. According to the statement of an employee, Loeb must have made a great haul. He states that there were

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FINGERING
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MERINO
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& VEST
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BERLIN FINGERING
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FLEECY
LADY BETTY FLEECY
INDIANA
DRESDEN
WOOLS

CLARK BRIDGE MILLS, HALIFAX.

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31 clubs of 35 each, and as new clubs are being formed all the time it is probable that over \$50,000 passed through Loeb's hands. Loeb is now out on bail upon a charge of obtaining money by false pretences.

Frank A. Wilson, Amherst, N. S., renews his subscription to the DRY GOODS REVIEW, saying he would not be without it at double the price.

Mr. Geo. Swan of Kincardine, reports that he has secured the stock of W. & J. McSweyn, tailors, at 54 cents on the dollar. The sale to Henry Macklin of London, was only a blind.

Cummings & Co., the well-known dry goods merchant and clothiers, who have stores all over the N. W. T. and in Nelson and Kaslo, are about to open up at Nakusp, a new boom town in British Columbia.

E. J. Vincent who has successfully carried on a general store at South River has moved to Parry Sound, where he has opened a fresh stock of men's furnishings, clothing, boots and shoes in a new building which promises to be a good stand for him.

Clothing stores have been in the habit of advertising their business by the use of Canadian two-dollar bills—imitations. Now the authorities are after them in this city. They say that these bills, although they do not very closely resemble the genuine ones, are often given to drunken men, or sometimes passed in the dark. The Act in regard to this question is as follows:

"Every one is guilty of an offence and liable, on summary conviction before two justices of the peace, to a fine of \$100 or three months' imprisonment, or both, who designs, engraves, prints or in any manner makes, executes, utters, issues, distributes, circulates, or uses any business or professional card, notice, placard, circular, hand bill, or advertisement in the likeness or similitude of any bank note."

Mr. McCurdy, who has a big dry goods business in Antigonish, N.S., went there in 1869 when 21 years of age. He started a general business in the store now occupied by Archibald & Sweet. Thirteen years later he built a brick-cased store, which he now occupies. This store was prepared more particularly for the dry goods trade, to which he now almost entirely confines his attention. His store is three stories, 120 feet long by 36 ft. wide. The ground floor is specially laid off for the retail trade, the whole length 120 feet being shelved and a row of counters on each side. Three milliners and twelve to fifteen dress makers are employed. Mr. McCurdy goes to England every year for his supplies, and to his careful buying, much of McCurdy & Co's success can be attributed.

A telegram to the family informs them of the sudden death on Saturday (2nd) at Mobile, Alabama, of Mr. John Beattie, one of London's most widely known and prominent citizens. Mr. Beattie left a few days ago for that city to visit and return with his daughter, Mrs. J. C. Yarker. The cause of his death was heart failure. Deceased was 61 years of age, and was born in Ireland, coming to Canada in his youth. He began life in Toronto as a clerk for the dry goods firm of Betley & Kay, and in 1856 removed to London, where he entered the same business for himself and was successful. About 1870 he returned to Toronto and established the wholesale dry goods house of Moffat, Murray & Beattie, in which he continued five years. Coming back then to the Forest City, he amassed considerable wealth, and for the last fifteen years had lived retired. Three

children survive him, John H., a barrister, and Miss Cora, London, and Mrs. Yarker of Mobile.

Hon. Mackenzie Bowell, who has been appointed to visit Australia for the purpose of conferring with the several colonial Governments on trade matters between Canada and the Australasian colonies and other subjects of interest to the two countries, left Ottawa for Vancouver on Wednesday night. He will be absent about three months. In addition to enquiring into trade matters, Mr. Bowell will also look into the possibilities of going on with the long-talked-of Pacific cable scheme. He will call at the Sandwich islands on his way going. If it is not possible to have a conference of the different Governments at a central point, then Mr. Bowell will interview separately the Governments of New South Wales, Victoria, Queensland, and South Australia.

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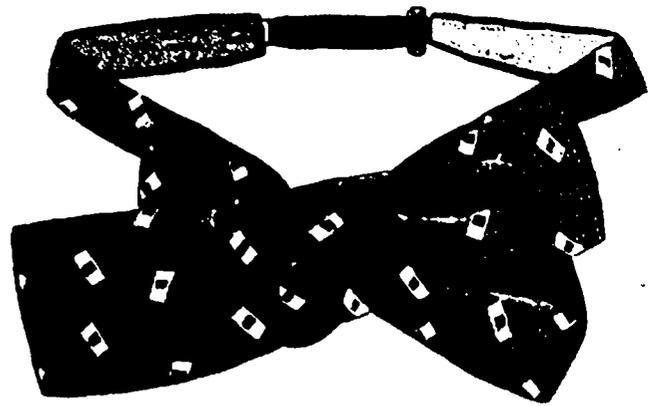
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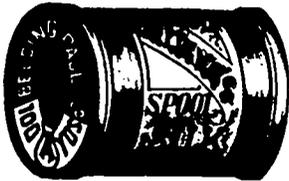


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