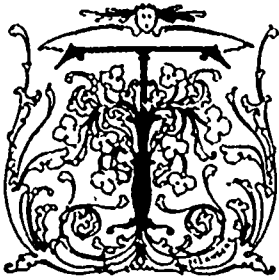


AMONG MONTREAL'S WHOLESALERS.



THE month in dry goods has been characterized by no particular activity, and up to the date of writing the volume of business has been of moderate proportions. Travelers out on their placing trips generally coincide in stating that a great spirit of caution actuates buyers generally. At least this is the report given by every member of the trade called upon here. Everyone remarks that it is not only retailers who are proceeding on cautious lines, but that wholesalers themselves are proceeding under close-reefed topsails, so to speak. Not that they anticipate any serious developments, but they feel that it is just as well at present to be on the safe side.

Payments were fair at the opening of the month, but since then they have dropped off. In seeming paradox there is a surfeit of money offering on loan here, and a leading merchant said that lenders jumped at paper that was sound, the great difficulty, however, being that collateral of this description was not plentiful.

The general tendency of values has been steady, and the impression is general that when the tariff bill is either accepted or rejected by the United States Congress and the uncertainty dispelled, values on all imported fabrics will be immediately influenced. American buyers who are not doing anything at present will commence to operate abroad, and the immediate effect will be a strengthening in values. It is for this reason that several of the large general houses here have already made preparations in advance for such lines of staple goods as they must have on their shelves.

During the early part of the month and the latter portion of July there was a good demand for cotton for future delivery. Since then, however, it has been rather dull.

Shipments of fall goods have been arriving freely from England during the past few weeks, and many of the houses have been distributing some of them on orders. This is especially the case in fall tweeds, a number of orders having been received for them as well as for the finer English cloths, West of England meltons, etc.

Speaking with a leading wholesaler in regard to the city retail trade here, your correspondent secured the following interview, which fairly sums up the situation. Said the gentleman:

"It would be difficult to recall a time when the retail dry goods men of Montreal were more guarded in their buying than at present. The feeling exists among many dealers that the fall trade will be less than usual. Trade is always more or less quiet in the months of July and August, owing in part to so many families being out of town. Added to this is the fact that wage-earners feel the necessity of economizing, and are buying necessities only. Several small failures have been reported within the past ten days. Some of the more careless retailers in their eagerness to make sales are cutting marked lines, such as prints and flannelettes, below cost; these individual cases are being reported daily to the wholesalers for their guidance in future dealings with the firms referred to, and when the climax comes Montreal creditors will be found low down on the list."

The well-known case of the General Bazaar Co., which was referred to in two previous issues, has been settled since last

writing. The composition accepted by the creditors was 60c. on the dollar, the amount involved being about \$100,000, and security was given for \$30,000 until the payment was entirely made. Louis Boisseau, the elder brother of the late firm of Boisseau Bros., carries on the business at the old premises, corner of St. Catherine and Main streets, and is now engaged in a clearing sale at greatly reduced rates, and the other traders have to grin and bear it.

The wholesale millinery openings have been announced for the week of the 4th of September. A call at the different warehouses elicited the fact that it was too early for them to speak of their goods.

Thouret, Fitzgibbon & Co.'s glove department report that in fancy glace gloves, cadet blue, navy and myrtle are about the only shades likely to be the "go" for fall wear. Dark tans and browns are good under any circumstances, but greys seem to have had their day.

Brophy, Cains & Co. say that black will be a very fashionable color this autumn. There will be a run on black silks gros grain taffetas, bengalines and gros de Londres. They have the goods.

Those who have check silks left in stock should have them made into petticoats. Check silk petticoats are the mode in Paris; the handsomest have a ruffle of lace around bottom and a broad flounce of lace above it. The laces you can get from Brophy, Cains & Co.

Any buyer who likes to look at some handsome lines of fine fall underwear, mufflers, etc., should spare some time when they get a call from Matthews, Towers & Co.'s travelers. If they want any goods of this sort they will not find it time wasted.

A busy warehouse when the writer called was the big store on the corner of Victoria square and Craig streets of S. Greenshields, Son & Co. Their stock of English and other imported goods is as usual a very complete one.

'Thibaudeau Bros.' new carpet showrooms, which have been referred to in previous issues, have a very handsome appearance at present. This firm shows an unusually large range of carpets.

Every lady can wear navy or black dress goods. Brophy, Cains & Co. make a specialty of these. They have already cabled treble repeats for their most expensive lines.

Priestly's fine serges and dress fabrics have been an active line with S. Greenshields, Son & Co. this season. They continue also to do a large trade in cravenettes.

Ladies are quick to know and appreciate the house that always has handsome new dress goods. Have you seen Brophy, Cains & Co.'s samples? They are all new, beautiful goods, in designs peculiar to themselves; trimmings to match. Moired velvets in cream, coral, citron, sedge and dracena. Plain velvets in cream, lemon, ciel, rose, beige, poppy, emerald, buttercup, hunters' green, browns and other shades.

Thouret, Fitzgibbon & Co. report that French pearl-shade gloves are still asked for and difficult to procure, fall import orders being closed some time since.

Very large buttons will be worn on the new autumn toilettes, especially on the skirts. Brophy, Cains & Co. have them, and also braid trimmings in vandykes and fancies, colored wave braids of all widths.

Jet and jet combination trimmings, jet and moire combination trimmings, butter, cream and two-tone cotton lace, butter, cream, black and two-tone cotton insertion, full lines of black