

colored goods. The appreciation in price for the spring trade is fully equal to what was expected, this kind of goods being 15 to 20 per cent. higher than they were last year. Not only this, but as the output of each kind is kept from exceeding the possible consumption, there is no chance of any decline; merchants have to understand that if the price quoted does not suit them they can leave the goods.

The clothing trade reports a movement above the average. From the far west the demand was lighter than usual, but with the two good crop years that they have had out there manufacturers here hope for improvement. The lower province demand also was hardly up to the average, but in the two central provinces a good business was done. Travellers are now out with spring samples in the Maritime provinces and the Northwest, but it is a little too early yet to judge of what prospects are. The demand for the new light waterproof lines, which are made up into all sorts of garments, is one of the special features of this branch of business.

In silk goods the feature is the cable news from Europe to the effect that raw silk has advanced from 20 to 30 per cent. within the past few days. Of course this will have a corresponding effect on our manufactured goods, and this is where the interest centres. In fact woven goods, such as ribbons, etc., have already been advanced 10 per cent., and further appreciation is likely to follow if the cost of the raw is enhanced, which is likely. Ameri can thread men have also put up their prices 10 per cent., and our manufacturers here are considering the advisability of marking up prices on similar lines here to the same extent. The advance in raw material seems to be due to natural causes also, and not any speculative boom. There has been a big revival in the dress silk trade of the south of France, advices from Lyons stating that it is better than for ten years back. This has led to a largely increased consumption of the raw material, and as the Italian crop is very short and that in China and Japan less than the average, the price of raw silk has jumped sharply under the natural force of the demand.

LONDON FUR LETTER.

THE depression from which our trade has been suffering for the last three or four months has not as yet entirely disappeared, although we are glad to say there is at last evident signs of vitality which we trust will be maintained. There is no doubt that a great deal of the shyness on the part of buyers has been caused by the uncertainty as to what would really go this autumn, and although we have now reached a point when our furlers should be very busy, indeed, there are some only working half time, whilst others are standing still for want of knowledge as to what to manufacture. This, of course, does not apply to the fur-lined mantle trade, as we have already pointed out in our previous letters, this branch of the trade is certainly having the pull this year.

The open-fronted jacket with roll collar, which was so much in vogue last autumn, is again coming to the front, and some good orders have been placed this week for this style of garment, most of them being trimmed with nu

trils, whilst a few have been trimmed with skunk-dyed opossum or black Australian opossum. Our West End trade still keeps very much behind, and some of the general houses have been compelled to reduce expenditures by discharging some of their people, and this is certainly what we do not expect at this time of the year.

Susliki Linings.—It is very strange how this article fluctuates. It is but two months ago they were selling at 7s. 6d., and although the demand today is just as good, the price has tumbled down to 5s. 6d. and 5s. 9d.

Squirrel Lock Linings.—Although no fresh goods have been allowed to come from Nihil, prices are not so firm today as they were last month, and should the restriction be taken off there is no doubt we shall see prices very much easier.

Mink are in very good demand, dark skins being very much sought after.

Mink Tails.—Last year there was absolutely no sales for these goods, and thousands of good tails could be had here from 2 1/2d. to 3d. per tail, whilst today 1s. can be had for only middling quality, the best fetching as high as 1s. 6d.

Grey Fox. The demand exceeds the supply.

Musquash is still selling pretty freely; natural black skins have been acquired after recently, but of course there are very few in this market. Fur Trade Review.

GLOVE NOTES.

Mandarin seems to be a favorite color in both kid and suede.

Large pearl buttons in four-button gloves are offered for spring orders.

This is likely to be the best glove season importers have ever seen.

Several importers announce that there is a craze for navy blue in every thing.

Black welts and black trimming on light gloves are not quite new, but are recommended again for spring.

Chamois gloves used to be considered a specialty. If the business done in these continues to be as large as it has been this year, chamois will have to be classed among the staples.

The glove stores of Paris claim that they seldom have claims for damages, which is certainly not the experience here among agents or retailers, the latter often taking a glove back that actually shows soil from wearing, though the customer claims that it was torn in putting it on.

It is important to know that suede gloves of best quality are usually wrapped in tissue paper, and this sometimes gives them a glazed look, which is very objectionable. To remove this all that is necessary is to have a soft long-haired brush, and brush them briskly a few times, and their natural velvety look will return and the goods improve in value considerably.

The only warrant that a Parisian house will give is as follows: "We agree only to replace such gloves as are actually imperfect in material or in manufacture, and we cannot be responsible for their being put on by anyone but our own assistants, as many nervous people can never have the patience which such a delicate article requires the first time of putting on."—Economist.

SOME WINDOW DRESSERS' ERRORS.

ONE mistake that is occasionally made by the window dresser is placing the goods too near the window pane. They have been seen to actually touch, especially at the sides of windows dressed with curved effects. Not only is the effect of this bad, but goods so placed are liable to damage from the moisture which gathers on the glass. But in no event should the goods be placed close to the front. In curves have the goods most to the front at least six inches from the glass, while straight lines of goods look better at three feet than one from the window pane. Another very common error in the arranging of windows is the placing of masses of dark material at the back. This turns the window into a mirror, and the display of colored goods in front is ruined by being mingled with the reflections of surrounding objects. And, furthermore, many passers-by will direct all their attention to the reflections of their own faces, and not bestow a glance on your goods. When dark backgrounds are used either cover them by the goods displayed, so that no large surfaces of the background can be seen from the front, or else break up the background by introducing lines of color and by having it lie in folds.

There are a few golden rules for neophytes before they have developed that window dressing instinct which will enable them to make the best of the materials at their disposal, even though they themselves may scarcely know how it is done. First of all, don't overdo it. Let your first display be simple, and carefully avoid overcrowding. Take care that there is an aspect of lightness and airy elegance over the whole display when you have finished. Don't try to do without fixtures. Have a good supply of them, and if possible, have them good. At any rate, let them be as brightly polished as possible. Shabby fixtures will take off from the effect of the best displays of goods, and actually make them look of less value.

After all, of course, your window, however beautifully and tastefully arranged, will not please everybody. But never mind the fault finders. Study to do your best, and use every opportunity you can get for observing the effects produced by those who are successful in this matter. Thus your taste will be educated, and without slavish copying of details you will be able to produce similar effects in your own case.

Don't be discouraged if your window is small or badly constructed. Make the best of it, and carefully think out what kind of display will best suit the circumstances. You need a very small space to prove your taste and originality, and make a show which people will cross the street to look at. Lay it down as an indisputable rule that windows properly dressed make trade. Avoid the mistake of being too glaring, too flashy, but at the same time avoid being too tame, too commonplace. Neatness is a point that always pleases, and is always attainable, even where there is no possibility of getting up a striking effect.—Chicago Apparel Gazette.