

THE FURNISHING TRADE.



IMPORTED and domestic woollens for the fall season have been shown in ranges by the different houses and have been well and liberally patronized by the retailers. In overcoatings, fine Beavers, cloth Beavers, Meltons and Venetians in black, blue, light blue, brown and drabs, will be the leading varieties. Irish friezes in all shades and mixtures will have a good run. Scotch tweeds in cheviot wools with a rough finish and in neat patterns will run strong. Black, blue

and fancy chevots in basket and hopsack makes will also find favor. Worsteds in neat effects will lead in trouserings, although Scotch tweeds in checks and stripes will be good.

In neckwear there will be nothing very startling for the general trade. Innovations in neckwear may take with the best city vendors of this class of goods, but not with the general trade. Quiet patterns and styles are preferred for the fall trade.

WHOLESALE NOTES.

Matthews, Tower & Co.'s travelers report fairly good encouragement in the matter of placing full orders for shirts, fine woolen underwear and half-hose.

Wyld, Grasett & Darling have passed into stock a large range of men's water-proof coats, both in black paramatta and desirable tweed patterns. They are made with 26-inch capes, fly fronts, sewed seams, two large pockets, and ventilated under the arms.

Gordon, McKay & Co. have opened a grand stock of men's half-hose in worsted ribbed, and cashmere ribbed and plain. Their \$1.25 line of plain cashmere is of marked value.

Wyld, Grasett & Darling are showing natural wool night-shirts in various qualities. These garments are especially suitable for traveling and are more in demand each season.

John Macdonald & Co., are still selling the famous Belwarp serges and worsted coatings. Their numbers are all complete now, and any merchant who has not yet inspected these goods should arrange to do so: They are made only from specially prepared yarns of selected pure wool, absolutely free from shoddy, and they have all the wearing qualities of the "good old times." Every yard of genuine cloth is stamped on the back.

Galt Bros'. travelers report an encouraging demand for general fall supplies, tweeds, overcoatings and cloakings, and their conclusion is that the stocks in country dealers hands is small.

W. R. Brock & Co. have received the first shipment of "Bargain" braces. This is a line which was cleared out from a manufacturer, and can be retailed at 12½ to 15 cents per pair instead of 20 to 25, the latter being the regular price.

Wyld, Grasett & Darling have now in stock their full range of fall neckwear, which, for value, neatness of patterns, and excellency of finish surpasses any they have heretofore shown. While they find considerable demand for knots, bows and puff shapes, the Derbys are decidedly the favorites, and, although they show a full range of more expensive and very handsome goods their leading prices are \$2.00, \$2.50, and \$4.00. The

most desirable width is 2¾ inches, with wide American turning, which prevents the lining from showing when the scarf is tied. They have made this finish a specialty, and even their lowest priced Derbys are made in this way. Their stock is composed almost entirely of neat, quiet patterns, which are always safe and more saleable than the splashy designs so often shown.

E. & S. Currie of 64 Bay street, are showing a novelty in back cord silk neckwear in all styles. The peculiarity is that the ties are worked with raised embroidery designs of a small and choice character. The embroidery is of various stylish shades, such as heliotrope and purple and also in the staple colors.

John Macdonald & Co. have three cases of men's braces in special fine qualities just to hand. These range in price from \$4 to \$7.50 per dozen. Large deliveries of repeats of their best selling patterns in men's neckwear have been passed into stock. A line of men's kid gloves in sizes 7 to 10, two ball fasteners, is being shown at a price which makes them extra value. Men's Japanese silk handkerchiefs are shown in plain and twills in 18, 20, 22 and 24 inch goods. These goods are quoted much below former prices.

OVER-GAITERS.

The news that the swell Londoners have taken to over-gaiters of late is to be registered as an example ripe for emulation.

The men of sweldom are ready for such an innovation, for they have shown their fondness for a similar fad—the Russian leather shoes of the warm season—which give a smart appearance to the summer toggery.

If the fashion of wearing over-gaiters would come in again, it would be a great boon to a legion of well-dressed men that, following the vogue, keep their boots well polished. Yet in doing so, the trousers being snug-fitting at the instep, come in contact with the blacking, and the result is baneful to the trousers.

Furthermore, the over-gaiters impart a touch of gentility to the regime that adds a stroke of individualism to the costume. And, with the success of the tan shoes in mind, the wearing of the over-gaiter in the coming fall season seems imminent.—Clothier and Furnisher.

A NOVEL METHOD.

A gents' furnishing store in Nassau street, New York, sold out after trying to keep the wolf from the door; there were lots of wolves but no customers. The man who bought out the store had faith in its success if he could only make a start. He went in with a rush and advertized with signs and in other ways so successfully that at one time it was necessary for the police station to send three men to keep the crowd in order. This may seem like a story from ancient history, but it is a fact. The store was a very small one, and only enough persons were admitted at a time to comfortably fill it. It was a truly novel sight, and the business ability of the new proprietor was demonstrated by the fact that he cut the price not more than 5 per cent. His signs read: Shirts, now 93c.; Blank's former price, \$1.35. Ties, now 23c.; Blank's former price, 50c., and so on through the list.

Some of the newest fabrics for fall neckwear are: Loie Fuller, Chintz, Two and Two Stripes, Jacquard Figures, Macclesfield, Macclesfield Changeables, Broche Crepes.