



Now that the weather has become somewhat unsettled retailers report a brisker demand for winter clothing, more particularly in overcoats, and they confidently expect to do splendid business for the balance of the season. Wholesale houses are practically doing nothing at present. They have done a good fall business and are waiting for the results to materialize. Travelers will be soon out with spring samples, and it can be truthfully said that a very lively trade is anticipated. Money will then, it is hoped, be much more plentiful, as farmers will have by that time realized the advantage of not holding on longer to their produce.

THE TRADE IN MONTREAL.

(By Our Own Correspondent.)

The ready-made clothing trade is in one of its uninteresting moods. The fall trade from the wholesalers' standpoint is at an end and travelers have spring orders well in hand. They are doing particularly well in British Columbia and the Maritime Provinces, but in the Central Provinces the condition is only moderately fair. The position of the clothing trade is much the same as that of dry goods, and it is subject to the same influences which have already been recounted on another page. There is even more hopefulness in this branch of industry, and remittances have noticeably improved though long credits and dating ahead are yet complained of.

FOIBLES OF FASHION.

The Arbiter in the Clothier and Furnisher says: The concerted movement for bold browns, that it was promised would revolutionize the comatoseness in men's wear, has not only failed of its object, but from its very overdoing has reconciled the right-thinking men of fashiondom to their conventional toggery out of the invidious comparisons these loud designs fomented.

The evolution of the whipcord fabric is one of the diversions directly traceable to this sombre predominance. The whipcord originally was only used in riding-breeches; thereafter for riding-trousers, and subsequently when the regulation trouserings became so trite in design as to be virtually a repetition of what had been frequently seen among the staples, some wide-awake swell ordered trousers of whipcord. It was then—three seasons ago—predicted in these columns that the whipcord would find favor in suitings, since then they have enjoyed a select run and are now before the great outside public as the most popular fancy in suitings of the year.

Meanwhile—amid all this striving at the very fountain-head of fashion—competition has kept the makers of goods in bulk following close upon the heels of betterment. As an example, consider the improvement in the waterproof coat. Its first crude appearances were in the form of a garment akin to the seaman's sou'wester. Advance toward perfection has been steadily made in the interval until every man, that can afford it, deems the raincoat an essential to his repertoire; and the fashions in fabric are followed so cleverly that

the impecunious owner might pass muster in one as having on a regulation cape topcoat.

This undercurrent of enterprise, despite the handicaps of a narrowing scope in selection, prevades the entire realm of men's fixings. There are notable strides forward apparent to the observer at intervals all along the line. One recent new source of thankfulness is the appearance of a long felt want upon the tapis, in the shape of a big silk muffler. It is of sufficient size to fold well across the dress waistcoat opening, giving safety against a sudden change of temperature, and securing at the same time an appropriate and graceful effect.

The topcoats of the fall and winter curriculum will be the covert for mild weather; the Inverness for evening wear, and the big Persian-lamb-lined greatcoat, when the temperature is too low for the last named. The serviceable cold weather topcoat will fall to the knee, be in some dull finish dusk-colored heavy fabric, velvet-collared, fly-fronted, and cut to achieve a distinguished "hang."

Perhaps those loudly luminous browns of the early fall had a mission after all! They were in alarming juxtaposition to what had preceded, and prepared the fashionable man for the acceptance of some of the more seasonable novelties in Scotch mixtures that have since appeared. These goods in modified shades of brown and in attractive patterns of gray-blue and other backgrounds, would not have effected so sensational an announcement that a change was at hand, and now they are most welcome, not only as a positive and becoming innovation but because they give assurance that the vociferous-brown influx will have with the present season served its aim and purpose.

Some of the recent winter suitings have about them all the buoyancy of spring, save that the fuzzy face imparts a look of greater warmth. They are in checks and plaids that would seem much more startling than they do were it not that anything appears mild in the recollection of their burnt umber and cinnamon predecessors.

It is fortunate, indeed, that this boon of dressiness is accorded to the men who are fond of liveliness in attire, for the trouserings of latest exploitation are quite too gay to be utilized in suitings.

BANKRUPT SALES.

The following article by our contemporary, The Chicago Apparel Gazette, applies with equal force to most of our cities and towns:

Go along almost any of our leading streets, and you will not have so very far to go either, and you will come across either a bankrupt or a fire sale. These sales are on the face of them swindles. For instance, here is an enormously placarded store in which a sale of boots and shoes "at 45 cents on the dollar" is going on. The sign states in large letters that a certain manufacturer of boots and shoes in Boston, Mass., being hard pushed for money and on the verge of bankruptcy has, in order to get some ready cash, shipped to the city \$450,000 of goods to be sold at less than one-half the actual cost. What a farce! Such a transaction would mean the immediate bankruptcy of any manufacturer. No business firm would ever be able to stave off its creditors by any such means.

Another instance is a clothing sale now in progress which claims to be the stock of a certain named firm of "popular wholesale tailors." It is hardly necessary to say that the said firm of wholesale