



A brisk demand continues in the wholesale clothing trade, and business is reported as very good with bright prospects for the balance of the season. A pleasing feature is the demand for the better-class of goods, which would demonstrate an improvement in the taste of the consumers. This is particularly so in overcoats. If retailers would consult their own interests they would give a wide berth to some of the shoddy articles that were in the market last season. A customer may be taken in once but that will be an end of him so far as patronizing that particular store. Some of the ready-made overcoats are really elegant in design and make-up. Retailers report a good sale in fall overcoats and suitings, and express confidence that they will be able to command steady business during the season.

FOIBLES OF FASHION.

"The Arbitrator" in The Clothier and Furnisher says: The cut of Winter overcoats will be easy without being fullsome or long, and they will be made up principally in the single-breasted style. On the rough goods the velvet collar will be deemed necessary.

Some of the high priced goods will be lined with cloth linings, of which there is to be a revival, and in patterns of richness in design quite beyond anything that has preceded of a similar nature.

A good rule to follow in regard to the mooted question of velvet or self-collars upon the Spring top-coat is that which decrees that when the silk or satin lining is carried to the edge of the lapel the decoration is deemed sufficient; but when it is not then the velvet collar may be used for a truly heightening effect.

The rough finish has at last penetrated the special realm of leg-wear. Wool trouserings will be popular the forthcoming cold season.

The velvet collar is well adapted to the covert cloth, while the silk lining to the lapel treatment is more in consonance with the quietude of the thibets and unfinished worsteds.

Two of the latest patternings in trouser cloth are a $\frac{3}{4}$ -inch wide dark blue herringbone stripe, with a narrow red line running lengthwise at inch-spaced intervals, and a similar herringbone background design with herringbone of a lighter shade of blue running through and forming a plaid effect.

The waistcoat lapels are still cut well down, and the U-shaped opening is avoided. There is just a shadow of hollowing V-like effect.

There has been a marked improvement in the styles of house coats and smoking jackets. The designers seem to have taken their cue from the success of the less aggressive tones in the outing coats of the current season; and the success they have achieved is an indication of a growing desire for richer and quieter goods in this line.

A GOOD SCHEME.

E. A. Small & Co., the wholesale clothiers of Montreal, have opened a sample room at 32 York street, Toronto, for the convenience of their customers who may visit the exhibition. It is in charge of Mr. Sandeman and Mr. Finch, two of their travelers in the West, and they are a splendid team. They have had quite a number of callers and have done a rattling business.

GULLIBLE PEOPLE.

It is astonishing how easily some people are duped by their mania for cheapness. Every now and then we hear of people being victimized by shoddy pedlars and although the newspapers give circulation to the swindles they are always ready to swallow the bait again. The latest comes from the Kingston district where two men went about selling cloth for men's suits in the name of McGregor & Co., manufacturers of tweeds, Kilmarnock, Scotland, and representing that Livingston Bros. Kingston, would make the suits at a very low rate under agreement with McGregor & Co., and did a rushing business. Of course Livingston Bros. did not know of such a firm as McGregor & Co. and the whole story was a fraud. But the worst of it was that the victims did not get the full measurement of what they paid for, the deficiency running from one to three yards. It served them right as they ought to have sense enough to get their clothing from legitimate dealers.

MILITARY CLOTHING.

The successful contractors for militia clothing to be supplied during '91 and '92 are as follows:—Doull & Gibson, Halifax, serge trousers for artillery, \$2.85 per pair. James O'Brien & Co., Montreal, cavalry breeches, \$6.06 per pair; artillery breeches, \$5.56; mounted infantry breeches, \$5.56. Rosamond Woollen Company, infantry red coats, with capes, \$5.73; cavalry great coats, \$7.47; artillery great coats, \$7.69; mounted artillery great coats, \$11.25. H. Shorey & Co., Montreal, artillery tunics, \$6.04; rifle tunics, \$5.58 $\frac{1}{4}$; infantry trousers, \$5; infantry trousers, \$4.18; infantry band wings, 33 cents; rifle band wings, 33 cents; infantry or rifle chevrons, two bars, 15 cents; ditto, three bars, 20 cents; infantry tunics, \$3; serge infantry trousers, \$2.85; serge rifle trousers, \$2.85.

READY-MADE CLOTHING IN THE STATES.

Mr. R. N. Hepworth, of Hepworth & Son, the well-known wholesale and retail clothiers, who has just returned from a visit to the United States, writes to the Hosiery and Glovers' Gazette, London, England, as follows: "I am much impressed with the following facts relative to ready-made clothing. In boys' suits they are just where they were in '81, not one whit improved in style or one jot cheaper. In the stores they are asking five dollars (20s. 10d.) for what can be bought at any retail shop in Leeds for 8s. I am perfectly certain that our Leeds clothiers could face the big duty, and still beat the New York manufacturers. But it is men's clothing in which New York excels, for there is no better made clothing in the world, either for style or finish. On my first visit in 1881, I found that men's trousers sold in the retail stores in New York for five dollars (20s. 10d.) were identical with those sold in England at 10s. 6d. In men's suits they were on an average just two-and-a-half times as much. It was exactly the same on my next visit in 1886. Just ten days ago I spent some time round the principal retail clothing stores in New York City. I found them asking 33s. 4d. for trousers that can be bought here at 14s. 6d.; and in men's suits 130s., or what we sell at 50s. Granted these suits are much better