

FALL STYLES.

Expert opinions concerning fall styles, says The Cloak Journal, as yet lack definiteness. It is generally believed, however, that fur-trimmed garments will be received with favor, and a fair supply of these goods has already been put in. The fur trade is in such an unsettled and unsatisfactory state that manufacturers are apt to find it difficult to fill duplicate orders at the prices they will accept early in the season, and the buyer who knows how to place his orders at the beginning of the season will have an advantage over his more slow-going competitor that may prove a very important one. Opossum will, we think, have the first call among fur trimmings. Astrakhan will be worn, but it should only be used in the best qualities. Moufflon, which was popular last year, proved to be so unsatisfactory in many ways that the demand for it will fall off materially. Last fall, much grumbling was heard from buyers who were unfortunate enough to get garments with leg astrakhan trimming. Pasted trimmings cannot stand any amount of handling and never give satisfaction. It would be more satisfactory to everybody concerned if buyers were to pay a little more for their goods and get trimming that will wear. There should be a general protest against using trashy stuff; trimming that cannot be sewed is apt to prove worthless.

ATTRACTIVE SAMPLE ROOMS.

We draw the attention of our readers to the advertisement on page three of the cover of Mr. I. T. B. Lee, Canadian agent for John Erskine & Co., New York, manufacturers of "Elbisrever" scarfs. We have seen samples of the scarfs, and have no hesitation in saying that finer goods could not be placed on the market. The colors are exceedingly rich and charming, and the paler shades are captivating in their delicacy and softness. The ties are double-faced and, therefore reversible, many of the styles having one face entirely different from the other, thus affording two distinct ties in one, and as the tie is woven in one piece there are no seams in the tie portion whatever. The goods will stand on their merits and should meet with a ready and increasing sale among the trade. Mr. Lee has also the agency for several other leading New York manufacturers including Cheney Brothers, the largest silk manufacturers of the world; M. Heminway & Sons Silk Co., spool, knitting, crochet and art needlework silks; Sacks & Bro, dress trimmings etc.; C. E. Bentley, fancy goods, novelties etc.; The Castle Braid Co., braids, buttons, novelties etc.; W. T. Mersereau & Co., brass goods, etc., and many others of equally well-known repute. He has in his sample rooms the finest novelties to be seen anywhere, and visitors to the city should not miss the opportunity of calling there as the time spent will be amply repaid.

FINANCIAL ROTTENNESS.

One of the worst failures in the wholesale dry goods trade of the country is that of Pierre Hudon, St. Paul Street, Montreal. The unfortunate creditors will receive a first dividend of $1\frac{1}{2}$ cents on the dollar. The total liabilities are \$75,180.21, and the dividend amounts altogether to \$1,127.70. This leads The Trade Bulletin to remark: "Talk of Love's heart aches in our young days, why they were pleasures compared to the rankling pangs created by such financial stabs as the above. It seems to us that it would have been far better had the whole thing been wiped out, for it would at least have saved the issuing of the dividend sheet among about 100 creditors, which must have been the very quintessence of cruelty. Now, the fact that such exhibitions of financial rottenness are not only possible, but are even becoming fashionable in the arena of bankruptcy shows that some prompt and severe legislative measure is needed to check these terrible evils which appear to be obtaining alarming proportions. We hope the Boards of Trade throughout the Dominion will continue to impress upon the present Parliament the urgency of passing a bankruptcy law that will afford better protection to the solvent traders of the country."

CHANGES OF FASHION.

The changes of fashion affect the dry goods and kindred trades more largely than most people imagine. They frequently involve a change in design, weave, style, finish or coloring, and often in widths necessitating in the first place a large expenditure on the part of the mill or factory for machinery, engraving, etc. Then, again, the jobber and the retailer are liable to be left with goods on his hand that have been good sellers, but have gone out of fashion. Such changes, while their occurrence is expected, are not always provided for, more especially by the retail dealer. The mills close out their surplus stock to the jobber, who in turn disposes of it to the retailer, and the latter, if he is not careful and does not take the proper means to get rid of the goods that are passing out of fashion, will have to carry them over. At this particular season of the year, every line that is suitable for spring and summer should be brought to the front and kept there until sold, for if one price won't sell another will. It is better to have the shelves cleaned in the spring and early summer months than to pack away the goods for another season when quite different styles may prevail. For the last few years novelties and specialties have had such a run that there is keen competition among manufacturers and importers to put on the market the most striking and attractive designs, so as to eclipse all previous productions in the same lines. Hence, the goods turned out by them are often radically different from those of former seasons, and the retailer should make a point of clearing out each season's novelties during the season. If any particular lines show a tendency to move slowly they should be reduced in price until they reach a saleable point, so that the money may be used in other directions. Dry Goods Chronicle.

WEAK-KNEED DOCTRINE.



Fiery Orator: Yaw shentlemens, der time vas ripe for making an end to der so-called rights of private property, und—

Auditor—Lend me your pipe, Hans: you can't smoke und talk, too.

Fiery Orator (bridling)—Mine friendt, dot vas my pipe. I bought it, don'd you see?

THE DRY GOODS REVIEW.

HEAD OFFICE—6 Wellington Street West, Toronto.

MONTREAL OFFICE—115 St. Francis Xavier Street—A. J. Ritchie, manager.

NEW YORK OFFICE—Room 105, Times Building—Roy V. Somerville, manager.

EUROPEAN BRANCH—Canadian Government offices, 17 Victoria Street, London, S. W.—R. Hargreaves, manager.