

trimmings, although not so lively, are still selling fairly well. Their buyers are busy inspecting samples for next spring's trade, and report some very new things.

John Macdonald & Co. have just opened up some new shipments in hemp carpets, English floor oilcloths, piano felts, and lace curtains. The latter have had a very steady sale all season, not falling off about July as they usually do. Their stock is very complete at the present time, but the strong demand necessitates unusual care in order to keep the stock full and well assorted. They have just opened 25 cases of dress meltons in double-fold. These include all the leading colors, and were bought at a job price, consequently dealers will have an opportunity of securing some excellent goods at cut prices. Repeats in black cashmere hosiery are being opened up, and these make their stock in this department very complete at present.

Gordon, McKay & Co. are showing a beautiful range of pearlita buttons, which are so strong in favor at present. They show all sizes in leading shades. They are fast selling goods and should be always in stock. In ivory buttons they show some pretty varieties, especially in sizes suitable for ladies' jackets and ulsters. They have just received a full assortment of St Hyacinthe grey flannels in all widths, in light and dark grey, plain and twills.

Samson, Kennedy & Co. have just received a shipment of wool Tam O' Shanters in assorted colors; they are very neat and are becoming a staple with the trade. They are showing a number of lines of ladies' lace handkerchiefs at various prices, and in many very pretty shades. They are much worn for evening parties. In dress goods they are just receiving black and colored watered moreens, and several other lines, which will add to the completeness of the stock.

McMaster & Co. are having a good demand at present for wool bengallines. This line of goods has the two features of being of medium weight and medium price, and hence is becoming quite popular. This house carries a full range of colors and patterns. Their stock of other dress goods is very complete, considering the strong demand of the season.

Gordon, McKay & Co. have just received a shipment of five hundred pieces brown denims, in four ranges. These goods were bought at a specially low price and are being closed out on a small margin. They are calling the especial attention of their customers to this bargain in cotton goods. They are showing some clearing lines in dress goods, including particularly tweed effects, meltons, shots, fancy French flannels, dress robes and colored silk velvets. Their stock of quilted linings is quite complete in satins and Italians, with one specially low of satins.

W. R. Brock & Co. have had a very great demand for ladies' low-priced waterproofs, and the consequence has been that cable repeat orders have been very numerous, in or-

der to keep these goods in stock. Two more cases have just passed the Customs and been placed in stock. Grey and brown checks and stripes are contained in this shipment, and these patterns are the neatest that have been shown for some time on this market. They also have invoicees of a repeat order of their now well-known line of honeycomb shawls, which can be retailed at that price. The demand this season for ladies' underwear has been exceptionally large with this house. Their leading lines at popular prices have proved to be the proper goods at these prices. They have just received a fresh stock of ladies' silk dress linings in all varieties. They have also re-filled their stock of overcoatings, and now show very complete ranges. Their choice of lines seems to have been very fortunate this season, judging by the strong demand that has been experienced, especially in chevrons.

John Macdonald & Co. are showing a special drive in 28 inch grey flannel considerably below manufacturers' price. Another special line that is being shown at present is in tea-cloth, though both lines are limited in quantity. They have just received a new line of white quilts which fill a demand that has not heretofore been supplied. These are made of good material and not, as cheap goods usually are, made of waste cotton. A shipment of low priced linoleums is just to hand, and the trade can now be furnished with them. They are showing a special line of ties in four-in-hands and knots. These are part of a shipment of ten cases just picked up by their buyer in England, and are being sold at very low prices. In knitted wool goods they are experiencing a strong demand, due no doubt to the large variety of the stock. It includes shawls, skirts, cardigans, caps, hoods, tuques, infantees and booties. These comprise lines of both German and domestic manufacture. They are always replenishing their stock of ribbons and silks, and thus the ranges and varieties are kept up. Ribbons and silks are good stock just now on account of the recent rise in raw silks, and as prices in general have not advanced as yet.

OUR MONTREAL LETTER.

If the movement of goods from jobbers' hands during the months of September and October is a fair criterion, a good winter's trade is anticipated. All lines show a gratifying degree of activity, and the fact that reports regarding payments indicate a steady improvement is encouraging, for it shows that buyers are operating on a sound basis. Then, too, at least so far as Ontario and Quebec are concerned, a lot of weak people have been wiped out of the trade, while stocks of all kinds have been worked down so low that the fresh orders on which business is now moving are an actual necessity. There are no accumulations of old and unprofitable stock therefore, and jobbers are now reaping the benefit of this. Values all round are firm—in fact, remarkably so—the special features in this connection being advances in colored cotton goods and lines of woven silks, ribbons, etc., while indications are not wanting of the possibility of further stiffening in the near future. Reports from both country and city dealers speak of business as being active, while in addition

to the free movement that has taken place on regular fall account from jobbers' hands, letters and orders from travellers say that the sorting-up trade promises to be a very good one. Speaking of the general situation, a leading wholesale man summed it up as follows:—Trade in the far west might have been better, as the people out there are still working off the effects of a succession of bad crops. With the good crop last year, however, and the favorable prospects this season, better things are looked for. In British Columbia the evils of overstocking have not been entirely obliterated, but the position is much modified and the anticipations now are for a fair average trade. In the lower provinces the movement has been hardly the average; and up to June last matters looked unsatisfactory. Since then a better feeling has been noticed. In Ontario and Quebec, however, business has been brisk, the improvement being more than sufficient to offset the reduced percentage in the two sections previously referred to, so that the aggregate movement if anything is considerably better than for the corresponding period last year. Payments in all the older provinces have been good, but in the far west there has been plenty of room for complaint. Better returns are hoped for now, however, in consequence of the two good crop years that they have had. With regard to spring trade, it is too early to speak yet. Buyers from all the houses in both heavy and fancy dry goods are now in England, and will not be back until the middle of November. Nothing will be done, therefore, with regard to spring samples until they return.

In heavy dry goods the movement was satisfactory. A feature is the scarcity and firmness of the better descriptions of blankets, the supply being too short, in fact, for the demand. Lower grades of goods have benefited in consequence. In tweeds and men's clothing material all the houses report good business. There is nothing special to note, the prevailing styles this season running to quiet shades of the pepper and salt description, browns and dark greys being the favorites. Checks seem to be out of it this year. In overcoatings meltons of various shades still rule the roost, while Irish goods seem to fill the bill in the heavier lines.

Dress goods have been in fair request, with a good movement. The exceptionally fine warm weather we have had has, however, somewhat restricted the demand in this connection. The styles this season are of the most modest description, both in design and color. Staples such as cashmeres, serges, etc., supplied most of the sales.

The movement in underwear, etc., has been fully up to, in fact over, the average, especially in Scotch woollens, and the houses are now engaged in rushing forward orders for this class of goods. The demand for mantles and lace trimmings has been very large. In fact the fancy goods trade, from regular millinery all through the hat, has been gratifying.

Haberdashery and knit woollens were fairly active and in line with the general movement, but do not furnish any special feature.

In cottons it is a little too early yet to speak of the spring trade in the ordinary jobbing way, but an interesting feature has been the advance in