

HOW TRADE GOES IN THE WEST.

THE SEASON FOR HOUSEFURNISHINGS AND CARPETS.

A GLANCE AT BANFIELD'S STOCK, WINNIPEG—NEW GOODS AT THE JOBBERS—AN EXCELLENT SORTING SEASON—
MACKIE BROS.' NEW STORE—THE
MILLINERY SEASON.

From THE REVIEW'S Special Correspondent.

WINNIPEG, April 20, 1898.

HOUSECLEANING is in full blast in Winnipeg, and, as a natural sequence, housefurnishings, such as carpets, rugs, curtains, drapes, and all the hundred and one things that go to make the modern home a thing of beauty, are in brisk demand. Many of the dry goods houses—notably, the Hudson's Bay—have large and well-selected stocks of carpets, etc., but Banfield's is the only house in the city devoted exclusively to that trade. Hearing that Mr. Banfield's recent purchases in the Orient had arrived, your correspondent sauntered in on Saturday evening and found Mr. Banfield and his able lieutenant, Mr. Alfred Allan, busy, arranging the most beautiful goods in the housefurnishing line that have yet reached the west. Inlaid tables from Morocco, curtains from Bagdad, exquisite models of some of the arches and doorways of the Alhambra (all the glory of white, crimson, blue, and gold faithfully reproduced), tapestry panels, Venetian table covers, and genuine Persian rugs were a few of the things that evoked admiration and called up all that one had ever read of the mysterious and changeless east. The patient handwrought articles, so suggestive of infinite leisure and absence of competition, represent a state of things so entirely opposite to the rush, machine labor, keen competition and general hurly burly of the west, as to be absolutely fascinating. Who were the women that, with no pattern before them, executed those strange designs on the Bagdad curtains, who the men that, from a veritable chaos of color, produced those rugs, the beauty of whose shades are hardly surpassed by the rainbow? What did they think about? What did the fifty generations who preceded them think about, as, day after day, they wrought in precisely the same way? Who invented the wonderful dyes, so impervious to time that they but brighten and grow more beautiful with the passing years?

But we must come back from the east and its mystery to the west and its enterprise, for here is the latest product of the weavers' art in curtains. Plushettes, of the most beautiful combinations of blue and silver, crimson and gold, black and gold, and other shades in endless variety, and while you admire you hear "and so cheap, too, only \$1.40 a yard, and look at the width." That is the west all over, from curtains to carpets, carpets, carpets. What stock do you carry? we ask, as tiers seem endless. "Well, we have a car on the track, and when that is in we will have 1,000 rolls in the house, but come and look at the squares and rugs." And we go and look and wonder and admire. After all it is good to belong to the west. It is western push, and plod, and enterprise that place within the reach of almost the poorest a carpet or art square, perfect in coloring, pretty in design, and if 2,000 or 4,000 others have just the same pattern of carpet, what of it? They don't all live neighbors. But floors are covered with other things besides carpets, and the linoleums, both inlaid and otherwise, come under review, Japanese mattings, floor oils, and even the old line druggets. This house carries everything that can possibly be required for the modern house.

This is an off season in the wholesale dry goods trade. In fact, though assorting business is good, there are few changes to report and few new lines being shown. There are some reproductions of lines already mentioned in new designs. The trade in blouses has been so phenomenal that fresh stocks have just been received

by both Stobart's and Whitlas', and in these are seen the latest evolutions of the Russian blouse. The prettiest of these blouses is made of Scotch zephyr gingham, trimmed with a profusion of lace.

Whitlas, by the way, are making a special push in hosiery just now, or, more properly speaking certain lines carried by this house. Nos. 65, 775 and 360, are meeting with an unusually large sale. Business is also good for Lisle thread and cotton goods. Wright's celebrated fleece and comfort brands of men's underwear are controlled by this house, for the west, and fall orders are coming in rapidly. The packing of these lines is quite a feature, each set having a box of its own.

John W. Peck & Co. are now showing their fur samples for next winter. Staple furs, such as coon, wombat, beaver and Hudsonian buffalo are all going to be dearer next winter, owing to a shortage in supply and a very general increase in demand. Peck & Co. are having a great run on their Klondyke coats, and find business generally very satisfactory. Their trade is increasing, no boom but the steady enlargement from year to year which guarantees stability.

Myron, McBride & Co., men's furnishings, report their first month of business under the new name very gratifying. Travelers are sending in plenty of orders, more especially for a line of water-proof coats, which are being made a speciality of this month.

Robinson, Little & Slater, London, Ont., are now comfortably settled in their new quarters in the Dundee block. Trade, which is now confined pretty much to sorting orders, is very good. This house are agents for the Canadian Underwear and Blanket Co., and are receiving many orders for a line of men's underwear known as P478.

Bryce & Co., agents for Thos. May & Co., Montreal, and other good houses, are just moving into most commodious and well fitted sample rooms over Ashdown's retail hardware store. They have held their samples at the Manitoba Hotel since the McIntyre fire, and will not be settled for another week.

Mackie Bros., victims also of the fire, have opened temporary quarters at 243 Portage avenue. Mr. Norris, who was a partner in the firm prior to the fire, is now in British Columbia. For the future, as in the past, this firm will make a specialty of men's furnishings and house linen, in which lines they have opened new stocks up-to-date in every particular. One of the partners being in Toronto at the time of a recent fire, secured a line of flannelettes, slightly marred by water, and these formed a bargain feature on opening the new premises.

The Imperial Dry Goods Co. have completed their improvements and have their new stock well in hand. One line carried by this house, and which is sure to be well patronized by lady cyclists, is Manchester duck, in fawns and browns, with neat patterns. This material is light, substantial and just the thing for either wheeling or walking in hot weather. This company also show some special values in organdie muslins.

"Fit Reform" is the last new thing in men's furnishings. It is a patent arrangement of cabinets, in which clothing is arranged for sale. The idea is from the fertile brain of W. J. Kennedy, who was for some years in the Hudson's Bay Company here. Houses are being opened by "The Fit Reform" in Montreal, Toronto and Winnipeg, and later in British Columbia. The great advantage gained is the fact that the goods are displayed to the greatest possible advantage, and, when inspection is complete, a push sends the whole thing back into its cabinet, where the clothing is perfectly free from dust and crushing. The house opened here is very handsomely fitted with plate glass anilurs on marble bases, the anilurs at the same time serving as showcases.

MILLINERY.

Owing to the charming spring weather, inaugurated by Good Friday, the sale of millinery has been very large. The retail houses