

MONTREAL WHOLESALE TRADE- Continued.

Berlin wools, Andalusian, Baldwin or Canadian fingerings and imported Saxony can be immediately filled. The new thing in trimmings is gold braid. Patent leather belts are in good demand. A nice line of art silks has been put into stock for the holiday trade. A line of purses with silver corners is selling well. A nice range of ebonoid silver-mounted goods for ladies' toilet tables is to hand to retail at 25 cents. The agency for "Crown" perfumery goods, including soaps, has been secured lately, and some good values are being shown.

In the linen department Christmas goods are being given special attention. These include doilies, five o'clock tea covers and sideboard covers, hemstitched, open-worked, and trimmed with knotted fringes. Staple goods are in full stock.

The most popular lines of dress goods are those with a camel hair effect. A good demand has been experienced for grey debeiges, which are being used considerably for skirtings and suitings. For blouses, the latest things are printed French opera flannels and German flannels, in special Madras patterns. New lines of silk-finished velveteens and velvets, in all shades, are being shown.

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R. C. WILKINS.

Mr. Wilkins informs THE REVIEW that he has waited for all the newest designs in fabrics and styles from England and America before completing his range for Spring, consequently his travelers will be a little late in starting out. Mr. Wilkins is making a special bid for the large cash buyers who use outing suits and negligee shirts and overalls in good qualities. He promises the latest designs of ladies' tailor-made skirts and the best assortment ever shown in Canada. About a year ago Mr. Wilkins made up his mind to pay special attention to cash buyers, and by so doing has not only increased his business, but has done fully 70 per cent. of his output this year on a 30-days' basis.

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KYLE, CHEESBROUGH & CO.

Messrs. Kyle, Cheesbrough & Company are showing some entirely new designs in pulley belts of black and jet that are exceedingly handsome goods. These are of Austrian production, and this firm are the first to introduce this novelty in this market. They are offering them as a holiday attraction to be delivered in December for the Christmas trade. A novelty in Japanese glace silk, 27 in. wide, in all colors, at 45c. is another special offering. This line is procured first hand from the makers in Japan, and is of unusually fine finish, being glossy and soft. It is specially adapted for evening dresses, blouses or waists, as well as for art and drapery purposes. This firm report unusually large sales of brocaded matalassie cloak and jacket cloths. These are used in both light and heavy weights. They are brocaded in raised patterns of exquisite designs, the face of the goods being of silk finish, very rich and "distingue" in appearance.

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M. SAXE & SONS.

In regard to styles for next Spring, M. Saxe & Sons say that in the general make-up of clothing for next season there will be but little change. The shoulders on the coats will be made up more square, and, in order to produce the desired effect, this firm have adopted the patent pad introduced by a large New York house. This will be the only material change in so far as the make up is concerned, but there will be great changes in patterns and styles of material. This will be a marked improvement, to judge by the samples of this firm.

They claim that their travelers are now showing the most nobby line of samples of ready-made clothing ever set before the eyes of a Canadian customer. The Raglan coat, which came into Canada only a season ago, will be very popular next Spring. It will be made up in materials of light weight and shades.

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BEAVER RUBBER CLOTHING COMPANY.

The Beaver Rubber Clothing Company have given the special coat we mentioned in our last issue the name, "Driver's Friend." It is made of duck, in khaki and black colors. The very best of rubber is used in its manufacture, so it should enable any man to stand in a heavy rainstorm for 36 hours and yet keep dry. It is strongly recommended for carters and others exposed to heavy weather.

The Beaver Rubber Clothing Co's. travelers are now out on the road, both in the Maritime Provinces and Ontario and Quebec. They are doing a good business, being helped, no doubt, by the rising prices of cotton and gutta percha.

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A CHANGE.

In consequence of the very rapid strides which their business has made during the past two years, Boulter & Stewart have decided to make a change in their traveling staff for the future. Mr. Boulter has always gone to the Pacific Coast twice a year, giving the balance of his time to the buying and manufacturing, but, in view of the increase in trade of late, has decided to give his undivided time and energies to the manufacture of their extensive line of ladies' ready-to-wear goods.

They have secured the services of Mr. Geo. Strachan, who is well and favorably known in that territory, and bespeak for him a very successful business in their well-known lines.

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GOLD MEDAL FOR SILK THREADS.

The Corticelli Silk Co., Limited, have received notice that "Corticelli" spool silks and "Brainerd & Armstrong" wash silks in patent holders were awarded the gold medal at the Paris Exposition, 1900. These famous Canadian silks have always won gold medals and first prizes wherever exhibited, which is a strong commendation of their superiority.

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A JOB IN WRAPPERETTES.

S. Greenshields, Son & Co., Montreal, have just purchased over 4,000 pieces job wrapperettes. They are offering these to the trade at less than manufacturers' prices.

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The Montreal Cotton Co., for whom Stevenson, Blackader & Co. are selling agents, have received the Grand Prix at the Paris Exposition.

Mr. B. L. Monkhouse, manufacturers' agent, who lately removed his office to the McKinnon building, Melinda street, Toronto, is at present in England visiting the principal markets of the various lines he carries, and promises to return in time for the Fall trade provided with a range of samples prepared under his personal instructions, which will insure a further accession to his already satisfactory business.

Canadian buyers who go to Great Britain are familiar with the Hope retail stores in London, the leading provincial towns of England and Glasgow. This concern, which was founded in 1876 by the late Thomas Peacock, of London, is being formed into a company with a share capital of \$3,000,000. According to recent profits the company can pay a dividend of eight per cent. on ordinary stock. The new head of the business is Mr. T. H. Lowthian.