

HATS CAPS AND FURS

During the past month house trade has been quiet. The dealers have been busy receiving stock and shipping. The inquiries for stock from retailers are becoming numerous, showing that stocks are low and consumers inquiring for new goods. No very special features characterize the fall trade in hats; almost all kinds are selling well. Caps of various kinds are receiving attention. Import orders have been very satisfactory for hats, caps and furs. Of course, in the fall only about one half as many merchants place import orders as in the spring. Still, the season considered, the orders have shown a strong advance. For ladies' furs there has been a strong increase in the volume of the orders, and a slighter increase in that of the orders for men's goods. The new styles for fur garments will not be shown for nearly a month yet.

Prices in most furs will remain about the same, although several kinds of furs will not be over abundant, according to present indications.

Men's fur collars will be in strong favor, and a strong tendency towards wearing the fur the full length of the overcoat.

In ladies' fur cloaks some very nobby styles are promised. Fur-lined driving cloaks will still be in favor for the higher class of trade.

MONTREAL HAT TRADE.

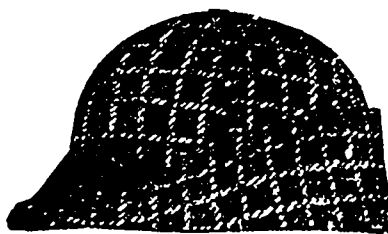
The hat and cap season, which is now starting, promises to be good, but not much can be said about it as yet. The trade here are just starting their men out with the new styles for next spring. These styles, although not very different from the present, are nice and the trade expect good returns. Next month we will be able to report this line of trade more fully.



SOME NEW STYLES.

Messrs. A. A. Allan & Co. are showing some new lines in hats and caps. The P. D. Q. is much like the Vamoose, with a dented crown, broad band and raw edge. It promises to have a good run, being the popular American hat. The new Windsor cap is shown

in tweeds, sealettes and knitted goods. It is shown in double and single bands,



and promises to be a popular winter cap. The Driver is the popular cap for young men, in sealette especially,



It has had a strong demand in former seasons, and this year's make is slightly improved in style.

THE COMBINE IN SEAL SKINS.

The George C. Treadwell Company have recently organized a furriers' combine at Albany, with the intention of controlling the seal trade. Heretofore the London market has been the selling place for sealskins, because this was the place, as was pointed out in the July Review, that the best dyeing and dressing was done. The sealskins taken in the Behring Sea form the principal supply of the market, and these are mostly brought to Victoria, B. C., where they are salted, packed and shipped to London. This firm now intends to form a trust sufficiently strong to control the supply of seals and ruin the English dyeing trade. If the dyeing can be done in Albany as well as in England perhaps a success might be made of the venture, as 20 per cent. duty is placed on sealskins entering the United States, if these are dressed, while raw skins are admitted free. This gives the United States dyer a great advantage, and he is now hastening to take the benefit of it. But why should Canada fall to take advantage of this situation also? Sealskins have been dyed in Canada before and are now, and a factory is being fitted up at Quebec for dyeing and curing skins; and why should we not prepare our own sealskins? The duty on dyed and partially or wholly dressed furs is 15 per cent., and this should shut out the American dressed skins, especially when it would be aided by a saving in freights. The British Columbia Com-

mmercial Journal points out Victoria may become the great fur market, regulating the values of sealskins, instead of London, if the dyeing can be done in America. Its importance would be increased if the dyeing could be done successfully in Canada, and if the Behring Sea arbitrators decide favorably for the British contentions. The Journal points out also that the action of this company, led by clear-headed and experienced business men, "demonstrates that despite all the statements that have been made there is yet a big thing in seals, and also despite the strong American official statements which have been made that they are almost extinct and that there can be nothing in them."

The dyeing of sealskins is worthy of greater attention than has hitherto been given it in Canada, and a rich reward is awaiting the man who will prove beyond a doubt that he can dye and cure skins of this and other kinds, as well in Canada as in England. But the whole difficulty seems to be that neither Americans nor Canadians can persuade buyers that they can dye seal skins in as thorough and proper a manner as the English houses. The trade has been done mainly in England and people think it must be done there to be properly done. There is not much danger of the English supremacy being displaced, as time only can do that, even if the Treadwell Co. could dye sealskins as well as Englishmen, and the common opinion is that they cannot do this. It will take a very strong American combine to shut out the English buyers.

One of the latest novelties on the market is a stock of silk sashes shown by S. F. McKinnon & Co. These are the proper thing in London just now and should take well. Various kinds are shown, the shot effects being very pretty and becoming.

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