

THE MONTH'S TRADE.

THE past month has seen a revival of the house trade, and as a consequence general trade has seemed to be much more lively. The apathy so apparent in the hot weather has vanished, and a briskness has taken its place. This business has been heightened this month by the openings held by the millinery firms and the holding of the exhibition, both of which events drew a large number of buyers to the city. It is a profitable venture for these merchants who visit the wholesale houses at this season, because stocks are large and the choice is varied more than at any other time. Most of the houses also set out various lines, on which they offer special bargains, and the shrewd merchant generally benefits by one or two of these. These are then used by retail merchants as leaders. He has purchased them low and he sells them low, hoping to benefit by the increased custom he will derive from being known as selling low-priced goods.

Letter orders have increased in number during the past month and also in the size of the orders. The fall goods are mostly in the hands of the retailers, and promising lines are being repeated, or missing links filled up.

The feeling among the trade still continues very promising, and prospects continue good. So far trade with the retailers has been very fair, and is on the increase.

Collections on the 4th were fairly good, everything considered. The renewals were numerous, but this was expected by those who are carefully watching changes. This year there was no barley to be sold early, and wheat is always later in being realized in cash. Hence money is not so free as in former years, when barley furnished the first moving cash. There is nevertheless no cause for apprehension and most of the firms are satisfied with the receipts.

Next week the travellers will commence to disperse on their respective routes.

NOTES.

The celebrated linen manufacturers, Messrs. James Adams & Co., of Belfast, Ireland, have opened an agency in this city at 64 Bay street, under the management of Mr. H. Adams. They are doing a good trade here, especially in handkerchiefs.

W. R. Brock & Co. are showing extraordinary value in men's wool socks. Their Dime, Polar, Bents all and Cracker are very good lines and worthy of inspection. In women's and children's wool hosiery their H. N. plain, and W. G. ribbed, are well known to the trade, while their Buy-It and Try-It are not easily equalled in value. In cashmere hosiery their lines to retail at the popular prices, 25c. and 50c., are good value on account of their extra good quality. Cardigan jackets are a special line in this department, style, weight and finish being carefully studied at all times. Their leading varieties are Jumbo, Dandy, Blipper, Corker and Paralyzer.

Wyld, Grasett & Darling are showing a large range of millinery ribbons for the fall trade in all colors, widths and quantities. Their stock of trimmings have been renewed, and they are showing some very nice patterns in glimps, jets and feather edgings. In buttons they are showing some new

lines. One line of celluloid buttons with a metal rim is very pretty, as is also another line of metal buttons called the onyx cut. In veerings the proper thing at present is a spot veiling with a bordered edge and about 14 inches in width. These are shown in all colors by this firm.

John Macdonald & Co. are showing a full range of staples at present, with an especially well assorted stock of all kinds of comforters. They are showing a very large range of health under vests in a large variety of manufacture. These goods are shown in ladies, misses' and children's and in all sizes. Their stock contains the celebrated hygiene brand. One special feature at present is a very large range of art silks in the latest novelties and designs. In all the lines of silks they are showing a well-assorted and immense stock. Every line has been selected with the care which is characteristic of this house.

McMaster & Co. are showing a large range of ladies' scarfs in lace, surah, pongee and shot effects. Several cases of fancy frillings have just been opened up. These include new shades in the ostrich frilling, and also in the carnival and Gilton frillings, which three lines are very popular. The chiffon frillings have again been restocked. Some new shipments of black cashmere hose are to hand. Their stock had been almost depleted by the constant and strong demand for these goods.

Gordon, McKay & Co. are having a special run on men's furnishings on account of offering special value in half hose, suspenders, flannelette shirts, woollen underwear and silk handkerchiefs for the exhibition trade. A new shipment of frillings has just been opened up, containing fancy frillings in the latest designs, including chiffon and other leading varieties. Their staple department has received the special attention of numerous visiting retail merchants.

Caldecott, Burton & Spence are getting in the balances of their fall shipments. These include kid gloves and cashmere hosiery, which two lines are the specialties of this house, and their constant aim is to keep every line well filled, and to have on hand always a well assorted stock so that any and every order can be filled promptly. Windsor continue to sell well. Mantlings are shown in plain beavers, curl goods in blacks, greys and browns, chevrons and serges. These goods are all imported and the quality is excellent. Double-faced satin ribbons and moires are in strong demand.

Gordon, McKay & Co. are showing an extra special line of all wool druggets. These domestic goods are from the best manufacturers, and the quality and prices are worthy of the shrewd buyer's attention. They carry a full line of Kleinhert's dress shields in the leading makes in stockette and pure gum, such as New York, Paris, Kleinhert, Featherweight, Gem, and Calla. These are staple goods with a great many retailers, and have been strongly recommended and appreciated by those who have used this make of shields. A special low line of Victoria lawns are being offered, and opportunities like these should not be missed.

John Macdonald & Co. are showing a fine range of mantle cloths in serges, curls, beavers, worsteds, chevrons and sealottes. All grades are shown from

the lowest to the finest at very fair prices. Their selections are made from both domestic and foreign manufactures and the best styles are shown. They are showing a large range of ladies' shawls and wraps in browns, brown and grey mixtures, blacks, etc. These are all Scotch woollen goods and of the best manufacture. Their display of plushes in all the leading shades and widths is quite extensive. The buyers who visited the Fair and investigated the bargains offered in their dress goods department secured the latest novelties in tweed effects both Canadian and Scotch, homespun, serges, etc. Numerous special drives were offered and readily picked up.

Caldecott, Burton & Spence are having a strong sale for waterproof clothing. The tendency is to longer capes in ladies' cloaks, running nearly 30 inches. They are showing some very pretty Japanese silk shawls both in crepe and plain, which are very delicate with their fine embroidery and slender fringes. Kid gloves, cashmere hosiery and ladies' underwear were very active during the past week, but the house reports an active trade in all lines. Dress goods in all classes seem to receive more than usual attention.

W. R. Brock & Co. have been running on two special lines of grey flannels, which have sold extremely well, and they are now at the last cases of these lines. They have had a good sale for a special line of Rob Roy and broken cheek Canadian flannels, which seem to give much better satisfaction than imported goods of a similar make. Colored cottons are moving remarkably well for this time of the year, and several lines have been in strong demand. This house has been having a good sale for quilted satin linings for seacote garments, Kongo flannels, polka dot flannels, black Bedford cords and black broche cashmires are fast selling lines at present.

Wyld, Grasett & Darling are offering two special lines of white honeycomb quilts. These two qualities are of extra value. They also report special value in table napkins and towels. Their lines of waterproof clothing are very complete and their stock is large and comprises the finest makes known to the trade. In men's tweed waterproofs they have made an especial effort to meet the growing demand for this class of goods, and have endeavored to control a large share of the trade by close prices. Their new lines in neckwear are being very much admired, and the movement is satisfactory.

Samson, Kennedy & Co. have just received a shipment of 36-inch fancy Bergamo, Coringas, and Gardinette art muslins. They are used principally for house decorations, in the shape of peek-a-boo curtains, etc. They have also received a large range of fancy wool goods, including shawls, wool caps and hoods, booties, infants, and a large assortment of ladies' black mits. At present they are enlarging their premises by the addition of a large new shipping room, which will be fitted up in the most scientific manner to meet the increasing output which this house is now experiencing.

John Macdonald & Co. are offering extra value in damask tabling. These are generally largely sold at this season of the year, and they are in a good position to meet this season's demand.