

POINTERS FOR BUSY BUYERS.



PASTE this in your hat:—Lay in a good stock of underwear because you will find repeats hard to obtain. The wholesalers have been refused repeats until December 1st. The underwear this year will sell faster than in previous seasons. The hosiery and underwear are both superior this season. The dozens are more regular, the goods are better scoured, and much cleaner. About 90 per cent. of the hosiery and underwear sold this season will be domestic production.

VELVETEENS.

The price of velveteens is going steadily up, and the manufacturers are holding back from accepting advance orders. The increase in price is not due so much to an advance in raw material as to the increased demand that is being experienced at present. So long as fashion decrees the wearing of velveteen trimmings, so long will the high price which are now prevalent be maintained. According to the best authorities, velvets will enter largely into the costumes worn this fall, and retailers must be prepared for an increased demand. In selecting colors for fall, shades that must not be overlooked are emeraude or bright green tints, Humbolt and Eveque or violet shades, golden and tabac browns, tinting as dark as seal shades, navys, fawns, drabs, slates, greys, myrtle, cardinals and blacks. Rows or bands of velvet $1\frac{1}{2}$ in. to 2 in. in width running in circular form round the skirt is a popular style of trimming, as well as sleeves and shoulder capes of this material in bright contrast to the cloth.

Shot velvets in very beautiful combinations are shown by some houses, and have been reported very successful by the wholesale men. The shot goods will also come in well for millinery.

DRESS GOODS.

The leading novelty for fall is undoubtedly the hopsacking fabric in the two tone or changeant effect. Many varieties of this is shown and every taste can be suited. It will be the rage, no doubt. Ombre effects in Panama cloths are also shown. Diagonals, whipcords and serges will not be forgotten. Shot chevrons and shot diagonals will run in heavier qualities than were shown in the spring. Sedan is the name of a new cloth shown this season. Shot effects lead in everything, and navys come strong in rough or coarse cloths. Blacks are increasing in favor in serge lines.

DECLINE IN PRICES OF SILK.

Latest advices from both Lyons and Zurich shows silk down to nearly old prices, the difference being so slight as not to make any difference in prices in the country from those quoted this spring and previously. Black goods of all kinds including surahs, Peau de Soie, Merveilleux, Faille, and Duchess satins as well as the plain satins are quoted just about the old figures and manufacturers are eager for business. This result has been brought about by the very largely increased crop of Italian, Japan and China silk, the latter being also of very superior quality, together with the fact that at the enormously increased prices of March, April and May, buyers refused to do business. Insufficient trade coming in forced makers to reduce little by little till now a point is reached so slight in advance as

to make little difference to the retail trade. Colored surahs, Pongees, Merveilleux can be had at old figures. This drop in prices is far from what was expected by experts, as it was generally considered that prices of April would be maintained throughout the fall, and that changes in price would be of a further upward tendency, and will cause heavy losses to those who bought at high prices. Some American houses had placed heavy orders and at same time buying up whatever stock goods were available, Canadian houses in some instances doing the same. This will of course mean that the houses who delayed their buying till the present can to-day sell silk at very near what it cost to land April and May purchases at.

DOMESTIC WOOLENS.

Fall delivery of tweeds and flannels are somewhat behind and the mills have a great many yards to make yet for fall delivery. The prospects are that it will take so long to make the winter goods that spring goods will be thrown back and the amount manufactured considerably lessened. Canadian friezes have been in heavy demand. The visible supply is nil at present. Tweeds are doing especially well on account of the neat patterns and the extra finish of this season's goods. As to the future, the spring samples are fewer in number, on account of the present rush at the mills. Both this fall's goods and next spring's samples show a continuation of the small effect weaves. The imported goods for the fall of 1894 show much larger patterns.

THE SPRING OF 1894.

Crepons and similar goods will be in the van of next spring's fashionable goods. Crepons of all-wool, of mixed wool, of cotton, or of silk and wool, are beginning to appear, in numerous styles of finish, in nouveaute collections, and it is certain that they will be bought readily. The ladies of fashion who appeared at the Grand Prix in Paris were almost exclusively dressed in crepons. The crepon stuffs have the advantage that they are intended not only for dresses, but also for blouses. The figurings are manifold and attractive. The finer and more elegant the material, the simpler the style of figuring. For this reason, the silk and wool crepons and the woolen crepons with silk stripes are gotten up only in single colors, the handsome yellow and light bronze colors, which will be worn largely next summer.

The dress goods principally ordered from traveling salesmen are single colored and changeant chevrons, and loaded stuffs, fancy chevrons, serge and travers weaves with jacquard figuring, crepe and armure weaves with nice broche effects, bayadere stripes and borders; these lines are contained in all orders for spring goods.

DOTS.

Pearl buttons are reported stronger in foreign markets.

Embroideries are going to cost rather more for the spring trade, as the manufacturers in Switzerland are all asking higher prices.

The corset manufacturers are very busy owing to an unusually good demand. Some of them are unable to fill orders promptly.

There is evidently going to be a good sale of whipcords, shot effects, basket, hopsacking and silk embroidered effects on dark grounds in dress goods.

The pin fight seems to be pretty well over, as all quotations have been withdrawn. The Canadian manufacturers issued a circular letter, dated July 28th, saying they cannot accept orders excepting at prices ruling when goods are shipped.