

## THE MONTH'S TRADE.

THE last two weeks of September were somewhat quiet with the wholesale trade, but since the first of the present month trade has been more active. The trade has been mostly sorting up but has extended to all lines. All departments are busy at present sending out goods, but the inward movement is quite small. The new shipments that are arriving are mostly repeats of fast selling lines, which have been mentioned before in these columns.

Collections during September showed a considerable increase in most houses over September 1891, and the first half of the present month has seen a continuance of this increased amount of money received. This is due in part to the increased trade, and is also partly attributed to the better state of the finances of retail merchants. Whatever the true causes may be, the fact remains that cash books show larger figures than last season.

Letter orders are very profuse this month, and the execution of these requires a great deal of attention. Some of the firms have advertised the fact that they give special attention to letter orders and that suitable goods would be chosen for them, and merchants trying the experiment, have learned to appreciate the advantage and to derive the benefit from the arrangement.

In millinery the trade has been but fairly brisk, although travellers are doing well. Fancy silks for dress goods and underskirts are in strong demand. Some very fine lines for evening dresses are shown. Silk velvets for manufactured hats are still in strong demand. In ribbons plain gros grains and doublefaced satins are leading. Fancy ribbons are not in strong demand, but stocks are very light with wholesalers. The leading hat shape is a fine fur felt beaver with napped edges and small sugar loaf crowns and with a wide flat brim. Walking hats and sailors are also in good demand.

Cloakings have been but fairly active, but some very fair orders have been executed. Beavers, spiral effects, black and grey Astrachans and Mattellasses have all shared the attention of buyers. But repeats will not come in until retailers break their stocks in these heavy goods. Ready made cloaks have sold well this season, the total amount of orders having surpassed all expectations.

In hats the month's trade has been somewhat quiet for stiff hats. But travellers are now carrying spring shapes, and orders promise well. The spring shapes are not very different from fall styles, but compared with last spring, the crowns are much lower and the brims wider. Tam O' Shanter hats are selling well. Besides the ordinary Scotch goods, domestic goods are shown in seallette, camel's hair cloth, eiderdown flannel, and grey and white lamb.

In furs the demand is somewhat quiet, but will remain so until colder weather is ex-

perienced. Still the trade is very fair in muffs, caps, capes and boas. Overcoats and cloaks are not in so strong demand. Prices are holding very firm, due to scarcity of some lines of skins, and to the confidence of dealers.

In ready-made clothing the trade is experiencing a slight increase of volume and orders are being executed very fast. Overcoats are in increased demand as compared with last season. Some of the manufacturers are complaining of slow collections.

Dress goods have had a great sale, especially in tweeds. Most of the houses have nearly cleared their stock of domestic tweeds, only a few broken lots remaining. Trimmings of all kinds have sold well, especially ruchings, jets and grimps. Fur edgings have had a very strong demand also.

Tweeds of all kinds have been but fairly active, due to slowness in the tailoring trade. Worsted trouserings have been in good demand, especially in the cheaper grades. Overcoatings have sold but fairly, and then mostly in medium weights. Heavier weights are not being called for as much as dealers desire, but there is a chance yet for a good trade before the season closes.

Knit underwear has been moving freely and many orders are yet unfilled, and some of them likely to remain so. The supply of domestic goods is not equal to the demand, and some of the selling agents are in dire straits regarding their orders.

Linen goods have been in very fair demand, especially in tablings and napkins.

In men's furnishings the trade has been very good. Ties are moving freely, and some low lines offered have been rapidly picked up by dealers. Woollen shirts of various kinds have been much enquired after, while heavy hosiery has moved freely.

## NOTES.

S. F. McKinnon & Co. are showing some very pretty striped silks which are the latest thing for silk underskirts or petticoats. There are mostly in dark grounds with colored stripes and make a handsome garment. A silk moire in a wool moreen effect is a very pretty fabric. In dress silks the newest thing is striped silks, the stripes being very narrow and numerous, making a very pretty effect. These are shown both in shot effects and plains. Some very beautiful 22 inch shot sourahs are being sold for evening dresses. They report an enormous sale on mantles this season and expect several thousand more in a few days. These shipments will comprise several pretty designs in beaver collared jackets.

Gordon, McKay & Co. have just received another shipment of fine Saxony flannels in whites and scarlets. These goods have been in exceeding strong demand for some time. At present they are showing a valuable line of men's woolknit gloves and mitts in a full range of prices. Their stock of kid-lined

gloves and mitts is very complete, and many varieties of style and quality are shown. While these better goods are increasing in their demand, yet the old fashioned woollen handknit mitts are still a staple, and the wholesale houses mostly carry a large stock; but this is rapidly diminishing just at this season of the year. Another shipment which is just to hand is satin-backed velvet ribbons, which have been very scarce for the past few weeks.

Messrs. Caldecott, Burton & Spence have just received a shipment of whipcord dress goods. These are the newest thing from France in this line of fabrics, and are taking well in the States. The sale here promises to be good. They have also received another shipment of velveteens, which includes greys and fawns—the scarce shades—as well as black, and other more staple colors. Silk sectional trimmings in some very new and attractive designs are shown. These promise to hold strongly for next spring's trade.

W. R. Brock & Co. are having a great demand for men's ulsterings and friezes. Their stock of these goods is very complete at present, all classes of the fabrics being here represented. Cable orders are continually used to keep this department always in first class condition in point of variety and completeness. They report an increased demand for the better class of woollen underwear in Scotch knit, in plain and stripes. Low priced woollen underwear is always in good demand.

Wyld, Grasset & Darling are showing special value in several lines of ladies' cashmere gloves. Their haberdashery department is specially active at present, due to increase in sorting up orders, but their stock is well assorted in all lines, and fully equal to the extra demand. Their aim is to keep all kinds of small wares well stocked, and with good qualities of goods at regular prices. In neckwear the movement is also very strong, some of their new designs having found great favor with the trade. Hosiery and underwear are very active at present in all the different lines.

Wyld, Grasset & Darling are running out a nice line of fancy all-wool eiderdowns, which are being much used for children's cloaks. One low line is being offered which is an especial bargain. Plain eiderdowns are shown in some very pretty shades, and these being cheaper than the fancy patterns, are selling well. They are also offering at a reduced price a nice line of plaid dress goods. This is a taking variety of Canadian tartans, and at the price quoted would make an excellent leader for an enterprising merchant.

Caldecott, Burton & Spence have just received a shipment of barrel buttons, comprising four ranges running in fawns and grey mixtures and dyed colors, in horn and crochets. Astrachan and fur trimmings and edgings are moving very fast. Other kinds of