

GOOD TRADE IN THE WEST.

A CROWD OF PEOPLE AT THE WINNIPEG OPENINGS.

THE MILLINERY STYLES THAT ARE TAKING—TASTE SHOWN
IN RETAIL STORES—THE "ARCADE'S" NEW
PREMISES—A REMINISCENCE OF
OLD TIMES.

From the Special Correspondent of THE DRY GOODS REVIEW.

WINNIPEG, Sept. 26.

BUSINESS in all lines of dry goods is splendid. The little snap of cold weather at the first of September set people thinking of winter garments, and the result has been an unusually large sale of Fall and Winter jackets and mantles. The millinery openings, however, are really the point of interest for the month.

Last Spring, Winnipeg had its first wholesale millinery opening, when D. McCall & Co. secured their present handsome showrooms, and came to stay permanently with us. This Fall, the milliners of Manitoba had the advantage of two wholesale openings, Green & Co. securing showrooms for a few days and exhibiting a large collection of trimmed hats.

John McRae, representing D. McCall & Co., received early such indications from outside that he would have a crowd of visitors from various points in the Province that no formal opening was advertised. The number of milliners from the smaller towns who took advantage of the opening was four times as large as last Spring, showing clearly how they appreciate the opportunity thus afforded them.

Every milliner, of good judgment and artistic taste, must rejoice at the change to more subdued colors and quieter combinations. At McCall's, the first thing that struck your correspondent was the real beauty of color and harmony in the new shades. The wood browns are a positive rest to the eye, and, when combined with the rich shades of burnt orange, suggest the subdued beauties of autumn foliage. The Yale blue is also a pretty color, especially for youthful faces. Pearl gray will be a favorite, and I saw one or two very pretty combinations of Yale blue and pearl gray. The mingling of three shades of the same color is very pleasing; for instance, a large hat of black chenille is trimmed with three shades of burnt orange and a profusion of black tips. Wings of every shape and size are shown, but there is a very marked return to the use of ostrich feathers. The large hat flaring from the face, lined with full puffings of chiffon, and the brim, edged with tiny ostrich tips, dropping to the face, is certainly a bewitchingly pretty hat. By the way, very many hats turn directly back from the face. This is not a good style for Winnipeg, except in the very early Fall, as the winds are so keen that some slight protection for the forehead is almost a necessity, and the ladies who are investing in the jaunty little Napoleons will have brief season to enjoy them. They are stylish enough to tempt the heart of any woman who can wear one. For fuller faces, the Spanish toque will be a favorite, with its high, pointed front of soft velvet folds. The duchess, with the slight droop over the face and wide ties, reminds one of the pictures in old copies of Godey's Ladies' Book and magazine, and is almost an exact reproduction of the styles worn at the opening of the Queen's reign. The shape is most becoming, especially when lined, as most of them are, with full pleating of soft chiffon. There is a noticeable return, to dead white, rather than the cream tints of that color; it makes a very handsome combination with pearl gray velvet, also with green and black.

RETAIL OPENINGS.

The Hudson's Bay Co.'s opening is always a great feature here, perhaps, because they are the first people who ever held one in the west, and, more especially, because their opening is always well worth seeing. Miss Rogers, who is in charge of this department, kindly gave your correspondent a view before the actual opening,

and chatted pleasantly about the new styles and shades, drawing attention to the harmony of color and the improvement in shapes for the season. "Almost everything," said Miss Rogers, "is trimmed directly to the front and with a broad effect, and, as the majority of ladies in this Province are slight, with oval faces, the style will be almost universally becoming." The arrangement of the rooms showed great artistic taste, the happy combining of colors, not only in hats, but in drapes, was beautiful.

J. Robinson & Co.—The large departmental store of J. Robinson & Co., having for the first time into millinery, and having erected a large addition to their premises especially for this branch, many of the ladies of Winnipeg were on the qui vive for the opening. However, Miss Jarrard, who is in charge, found herself with so many orders crowding in before the actual opening day that no opening was advertised. However, millinery, like murder, will out, and the jam was something awful. The room is approached by elevator, and also by a handsome spiral staircase from the dress goods department. The light is well arranged, the room spacious and carpeted with soft green. The large mirrors and all drawers and fittings are of oak, and the whole forms a very pleasant setting for the pretty effects in silks, velvets and flowers. Flowers, by the way, are not at all so in evidence as they were last Fall. A few richly-tinted French roses are all that are shown. The Louis XVI. bow is much used, and is a very effective decoration. In reply to the query "What do you find the most popular style," Miss Jerrard said: "This," holding up the new low-crowned walking hat, trimmed with feathers drooping to the side, "Of course, I have sold all kinds and styles, and, as you can see, the bulk of my pattern hats have disappeared, but this seems the favorite hat. The hat is stylish, and, at the same time, very ladylike and quiet, and capable of a very large variety of effects. In other styles, the berret tops of jet sequins, steel embroidery on white kid, steel and velvet are great favorites. I do not think the polka dot will last through the season, though at present it is very popular. Short-backed French sailors are also popular. Feathers, wings, ospreys, guinea fowl and pheasants' breasts, jets and steel in every possible shape, buckle and ornament, and shirred rosettes are just a very few of the bewildering variety set out to tempt the purse.

Furner & Co., "The Arcade," just got into their new premises, Portage avenue, in time for the opening of their large stock of millinery. The new quarters are very handsomely fitted up. Mr. Furner personally superintends the buying and importation of all his stock, and Miss Menzies, who has presided over the establishment for a number of years, usually accompanies him on his purchasing trips. The display of millinery is very fine and most artistically arranged.

Gossiping the other day with some of the real old timers here, your correspondent chanced across the following, which shows how business has changed. Among the traders who began to do business here after the monopoly of the Hudson's Bay Co. ceased, was one John Higgins, and he seems to have been a very enterprising man. In fact, your correspondent remembers him in the early eighties when he was doing a large wholesale trade. This story belongs to the day of small things. My informant was strolling down what is now Main street, in 1864, when passing Higgins store, he heard him say, "I tell you I brought them direct from Paris, they are all the rage there." Peeping in to see the Parisian article he saw three tall, solemn Indian women cautiously turning about upon their hands those huge woollen hoods of awful magenta, that used to infect the country districts of Ontario in the time of our grandmothers. Whether the Paris bait was the attraction or not, the women bought the hoods. The same dealer, also, a year latter, imported (from Paris direct no doubt) the first crinolines, but they were a dead failure; the Indian women would not have them at any price.

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