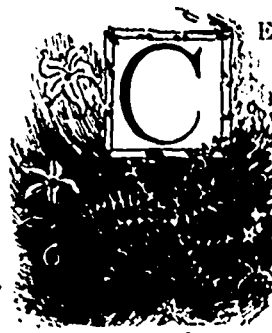


HATS, CAPS AND FURS.



CERTAIN it is that the orders placed during May, June and July for hats, caps and furs surpassed all previous seasons in number and volume. Travelers carried home orders larger than they had any ground to hope for, and much larger than they had expected. Of course this trade has not materialized as yet, because shipments are only beginning to be made with many classes of goods. But cancels have been conspicuous by their absence. Moreover Canadian retail stocks are lower than for some years. The steady cold of last winter wrought that benefit. The consequence is that retailers must have the stocks and must pay the firm prices at which all the best goods are held.

The stiff hat trade has been fairly good so far, but the quiet season is now on and travelers are resting from their toils. Fall stocks are arriving and shipments are being made by the jobbers. Sorting orders will commence about September 1st, although travelers will not go out until about the fifteenth. The tendency to force the wide brim on the public continues, but it is doubtful if the experiment will be wholly successful. Jobbers themselves are somewhat doubtful and are buying conservatively. Retailers would do well to imitate them in this respect.

The soft felt hat trade is monopolised by the fedora shapes. The trade are somewhat doubtful as to the proper shape, and it is doubtful if any one shape will be fixed on. All varieties have received attention. The country dealers have mostly demanded small shapes and the city dealers pick up the larger shapes.

The straw hat trade is over and has been quite satisfactory, and jobbers report an increased season's trade.

Sealette caps of all kinds are going to take well with the medium trade again. Orders are numerous and heavy.

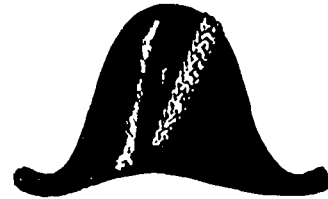
To say exactly what would lead in furs would be exceedingly hard. Misses' and ladies' capes will again be a feature, with a greater length as the main change. Cheap boas are out of it, but the best ones, such as bear, will still sell. Sealskin caps and garments will sell freely in spite of firmer prices. Nearly every class of lamb is in good demand.

The Canadian hat trade shows a large contrast to that of the United States. In this country, steady progress has been the motto and the result for years, and this year is no exception. In the States, on the other hand, the trade is demoralised. Canada has not pursued a course of inflation and consequently there are no bubbles to burst.

AN INTERESTING BOOK.

The accompanying plate is taken from a book which must be interesting to hatters and furriers. It is "Castorologia, or the History and Traditions of the Canadian Beaver," by Horace T. Martin. Dealers will recognize the first part of this word—castor, for most of them have been glad to hear a good customer come in and remark that he "needed a new castor." Mr. Martin has in a scholarly way given much information about beaver and its uses. Among other things he remarks: "In 1638, the British Parliament issued a proclamation, strictly forbidding the use of any material for the making of hats, excepting 'Beaver stuff' or 'Beaver wool,' and we learn that in 1863 a good beaver-hat was worth £4 5s., which very positively indicates the high esteem in which they were then held. Beaver hats had

been introduced into general wear in the reign of Queen Elizabeth, but in that period they assumed all manner of shapes and varieties of color. Shortly afterwards brims were much broadened, and hung down when in wear. These broad brims continued to be worn, but the inconvenience of the wide flapping edge led to the the turning up of one and then two flaps, until in the reign of Queen Anne a third flap was turned up, and the regular 'cocked hat' or 'continental hat' was formed. In various styles the 'cocked hat' remained fashionable during the whole of last century, and with the present century came in the conventional 'stovepipe' shape, which with infinite variety



"NAVY" COCKED HAT (1800.)



ARMY (1837).



CLERICAL (18TH CENTURY)



THE WELLINGTON (1812).



PARIS BEAU (1815.)



THE D'ORSAY (1820).



THE REGENT (1825).

has lasted to our own day. The shape of the hat was the fancy of a season, and even the most fractional variation in width of brim and height of crown was sufficient to satisfy the demand for novelty. The general conception of a beaver hat is the well known model adopted for civil use, but the pliable beaver felt has been subject to almost every modification a head covering could possibly assume. In the accompanying plate we illustrate several well known shapes, all typical examples of the use of the pure felted beaver; yet exhibiting a wide field of consumption and perfect adaptability in each case."

NOTES.

Mr. A. A. Allan returns this week from his English trip.

John Martin & Co., of Montreal, who have done a huge fur trade for over 50 years, make an announcement of their fur goods on another page of this issue. Their reputation is one of best, and they carry a superior stock. In gentleman's fur-lined and other garments they are not excelled by any manufacturer