

cloth inside. In Europe the very opposite obtains, the fur being always used as lining.

A good story is told of a son of Senator Sanford, the Hamilton clothing manufacturer, who is now hob-nobbing with the Canadian Premier, in pursuit, it is said, of a title. This son was finishing his education in Leipsic, and while there made himself well known wherever he could as "Senator Sanford's son." The cold season coming on, he ordered a Persian lamb overcoat for himself, and, like a true Canadian, had it made with the fur facing the weather and the public gaze. When he appeared on the streets of the German town in this garb he became a seven days' wonder, and even yet the tailors and fur merchants tell of Senator Sanford's son's Persian lamb coat.

Fur linings were used somewhat more than usual in Canada last season, and will be again this season. A mink lining is worth all the way from \$60 to \$125, a nutria lining \$25, and a rat lining \$20.

Men's caps will run about as usual, with, perhaps, an increased demand for seal. Fine Persian lambs will sell well, as usual.

Gauntlets will be much worn and will be made of otter, beaver and Persian lamb.

Speaking with J. D. Allan, of A. A. Allan & Co., concerning the probable volume of trade, he said that he expected a very fair season if the weather was cold, and he was confident fur dealers would be satisfied this year. His house had made ample preparations for a large consumption.

SOME POINTERS FOR RETAILERS.

SOME pointers for retailers on fall goods were given to THE REVIEW by Mr. Cronyn, of W. R. Brock & Co., and are summarized as follows:

Linens can be bought from manufacturers in Great Britain at reduced prices by buying stock lots. They have done that this year to some extent and are able to sell at prices which are no higher than it would cost to lay them down in the regular way. This applies to tailors' canvas, dress canvas, towellings, cream damask, bleached damask, table linen, and towels.

In cloakings they have a large range. Beavers are leading, box cloths follow closely, and tweed effects are good. Serges, niggerheads, hopsacks, and astrachans are selling well. Seal-ettes are improving. A special line of fancy mohair for children's wear is selling at a very low price.

In flannelettes the demand from retailers has been slow and stocks are low. Two leading lines in their stock, one a 32-inch cloth, are attracting some attention.

In prints they have a supply of staple lines, bought cheaply and to be sold correspondingly.

In tailors' linings four special lines of black Italians, 54-inch goods, have been selling very rapidly. Five special numbers in sleeve linings are also doing well.

In trimming silks they have a full range and in colors suitable for the lines of dress goods they sell.

Double-faced printed plush to retail at 20 cents, and French printed flannels, 28-inch goods, are two leaders which have proven very seductive to retailers.

In their dress goods department their sales are ahead of last year, and a larger assortment is shown. Wool and coating serges in navy and black; covert coatings in browns, greys and

shot effects; armure cloths in crep. effects, mohair figures and brocades, all-wool sedans, children's plaids, new style tweeds—these are some of the leading lines in their immense assortment.

In staples their lines of grey flannels and of blankets are, they claim, specially worthy of attention.

There is not the slightest doubt that W. R. Brock's display for fall is ahead of any of their previous attempts, and this will be a benefit to their customers as well as to themselves.

TRADE POINTERS.

Greene, Sons & Co., St. Paul street, Montreal, show this season one of the largest lines of men's furnishings, etc., ever offered to the trade.

Everyone is bound to recognize the advantage of a material that is porous and at the same time absolutely impervious to water. The Rigby porous clothing and cloth is an exemplification of this, being the result of experiments by John Rigby, a Fellow of the British Chemists' Society. The result of these experiments was a proofing compound by which any woolen material can be made entirely impervious to water and at the same time possess all the advantages of being porous. H. Shorey & Co., of Montreal, possess the exclusive rights all over the world of this patent. Suitings can be made of it, and it is at present largely used for trousers and for ladies' ulsters, while a large trade is done by the firm in gentlemen's overcoats made from cloth treated with the compound. The advantage that such possess over an ordinary mackintosh are obvious, for they can be worn equally well in dry or wet weather. Messrs. Shorey have been handling these goods now for two years, and in addition have also appointed several leading wholesale dry goods and gents' furnishing jobbers as their agents. The first year they handled the goods they placed over \$100,000 worth, and the sales have increased every year since. It is being largely used at present by custom tailors, specially treated serges being a splendid thing for yachting and other outing suits. It has been subjected to any amount of tests, but the firm remark that the best one of all is its ever increasing sale. It may be mentioned, however, that in their warehouse on Notre Dame street, Messrs. Shorey have a small tank made of the cloth filled with water, and it has never leaked a drop in two years.

The enterprising firm of Lonsdale, Reid & Co., Montreal, have taken possession of their new warehouse, which gives them one of the largest and best-lit show rooms in Montreal. The firm is making an unusually large display for fall. The latest designs in dress fabrics for fashionable gowns, ribbons, laces, hosiery, gloves, silks and novelties are at all times in stock. All buyers who visit Montreal will find it advantageous to call and inspect their lines for the season. Their travelers are always on the road with samples of new lines sent forward from the foreign markets every week.

Receivers have been appointed for the Umbrella Trust in the United States. It was formed in 1892. The different manufacturers will have to build up a new trade.

The Canadian sealing fleet has had wonderful luck in Japanese waters this spring, the catch numbering 44,669, which is an average of 1,276 skins per schooner. Before proceeding north of the Japanese Archipelago, the vessels took the precaution of shipping their catch direct to Victoria.