



THE MONTH'S TRADE.

SLOW is the word that gives the keynote to the trade during the latter half of March. Spring has not opened up very quickly, and consequently there was no brisk demand for goods of any kind. During the first two months of the year large placing orders were received by the wholesalers, and these same orders were filled during that time or during the first half of March. Since then, although the travellers have been on the road, the execution of orders has required no rush. The demand for many lines has been continuous, but parcels have been small. Since April opened up the demand has shown a slight increase, but even yet trade has not reached the stage when it may be called brisk. Taken altogether it may be safely asserted that the trade during the past month has not been up to the average of previous years. But there is in this no reason for great regret, because the winter's trade was one of the best the trade have had, and the placing orders for spring were even more satisfactory than in previous seasons. This present dullness is due to the slowness of the sorting trade. But it is not lost; merely delayed. The sunny weather now being experienced will undoubtedly improve trade, and there is plenty of time yet for present stocks to be thoroughly cleaned up.

The latter half of March, like the first half, gave an experience in slow collections. Payments were meagre and the money market was in every way stringent. Since April first, payments have been better. Bills on April 4th were fairly well met, the amount of renewals being no more than usual. Collections from the North West are much slower than from the Eastern and Middle Provinces.

Despite the general statements above, John Macdonald & Co. reported an increase of \$10,000 in the business of the week ending March 25th, as compared with the same week of last year.

Among the special lines which are receiving attention is a line of delainettes mentioned below.

Lustres, shot lustres, delaines, muslins and other midsummer goods are receiving considerable attention by those buyers who are always first on the market, and who always get the best of the assortment.

Spool cotton has advanced a few points. Clark's Anchor is now \$3.40 and Brooks' \$3.20 for 200-yard 6-cord. The former prices were \$3.20 and \$3. This would seem to indicate an increased demand for these brands.

Velveteens are in good demand from all classes of dealers. This fabric is being extensively used for skirt and sleeve trimmings.

Mr. Burton, of Caldecott, Burton & Spence, is on the continental market at present. He reports an enormous demand from the United States for two tone guipures.

W. R. Brock, of W. R. Brock & Co., is now travelling in Egypt and Palestine. Copies of THE DRY GOODS REVIEW were sent to catch him at Jerusalem. While in this city, he was slightly injured by the stumbling of his horse.

Letter orders are advancing strongly in mercantile favor. Cottons, prints, flannelettes, and other staples are receiving strong attention from rural dealers. Samples to no end are be-

ing sent out by mail, and orders received in this way show an adequate return. Carpets are being ordered in this way to a considerable extent.

AMONG THE WHOLESALEERS.

Alexander & Anderson have received a heavy repeat in prints, including dark grounds, navys, cardinal grounds, with spots and small figures. They have also received a large shipment of black and cream ground French printed delaines. These goods are choice and still in very strong demand. Some special lines in six-quarter dress materials in low and medium prices are to hand. These are desirable lines for the midsummer trade. American challies and prints have been restocked, and their range is very attractive for the benefit of stocking season.

W. R. Brock & Co. have a novelty in the way of a wooden stand for showing parasols. It will show 25 parasols or umbrellas, and in such a way that every handle is shown distinctly. It is made of solid wood and is inexpensive, but does the work of a more expensive holder. Such novelties are invaluable in displaying goods; they pay for themselves fivefold in a month.

Caldecott, Burton & Spence are out with a line of French printed leisse for evening and summer trade. The goods are handsome in design and rich in coloring. They report sales on the line good. Black grounds have the call, but the other colorings such as cream, corn, fawn, heliotrope and pink grounds are selling well.

Alexander & Anderson have received a large shipment of fast black German cotton hosiery. These are special value. Black, tan and cardinal cashmere hosiery are also in stock, and they are prepared to meet the strong demand for these goods. Gloves, embroideries, parasols, ribbons, laces, etc., are also restocked, and the latest novelties are shown.

Gordon, Mackay & Co. are showing two exceptionally good lines of ladies' gauntlet kid gloves in the popular brown and tan shades, also in black, which they are offering at \$6.50 to \$9 per doz. As this style of glove is in great demand orders should be placed early to avoid disappointment, as leading sizes are selling freely.

Caldecott, Burton & Spence have received another shipment of guipure laces in creams, beiges and two tones. Their black Spanish and black and cream guipures are moving very fast these days, and dealers seem to recognize that they have the latest novelties in these lines. Oriental laces in white and creams are also moving freely with this house. Their assortment of laces is varied at all seasons, and now when laces are in special demand they are making a successful effort to keep their stock fully assorted with all the latest patterns, colorings and qualities. In guipure laces they carry a full range of widths at different prices; in two-tones they have an especially large stock.

In their woollen department John Macdonald & Co. are showing some mantling novelties in box cloths, fancy brocades, diagonals and serges. Fawns and drabs are the leading shades for spring mantlings. That peculiar drab called tan is also in strong favor. In men's woollens such as black fancy worsted and serges they are showing some very neat lines.

Caldecott, Burton & Spence are offering in their dress goods department a range of delainettes or cotton printed challies. They are in light colored grounds altogether and in design are spots, in red, navy, black, pink, sky and heliotrope in all the different sizes of spots from a pin spot to one as large as a 10c. piece, also stripes in pretty combinations, and floral patterns that are a credit to the textile printers. The fabric is specially adapted for blouse material, the colors being fast.