

CLOTHING AND WOOLENS.

TRAVELERS for clothing houses are now out on the road with spring stuff, and orders are coming in well.

Mr. Barrett, of McDougall, Barrett & Co., Montreal, has returned from Europe.

E. A. Small & Co. find trade in the Northwest satisfactory, showing a marked increase over last year. In British Columbia mining districts, like the Kootenay, H. Shorey & Co. report a larger demand for the better class of clothing.

In frieze coats, Canadian goods seem to have the call. As previously noted in THE REVIEW, this year's native friezes, both for men's and ladies' goods, are excellent. One firm, which had a special line of fine Irish friezes from the Athlone mills, found that they made no strike in competition with the native stuff.

"The increase in the use of Canadian material for clothing is noteworthy," said Mr. Adams, of E. A. Small & Co., to THE REVIEW. "In the ten years between 1870 and 1880 the proportion was, roughly speaking, probably less than one-third of native stuffs. Now, perhaps four-fifths of the clothing in this market is made from them."

For spring overcoats the demand is for blue and grey and drab worsteds and Oxfords. Green shades are steadily making their way forward for next winter's styles. In suits already the green mixtures are much in favor.

R. C. Wilkins, Montreal, is introducing a line of overalls with bibs and braces, for boys from 5 to 10 years of age. As they will save a great deal of wear and tear in the boys' stockings and pants, there should be a good demand for them. They are sold at \$5.50 per dozen.

Hutchison, Nisbet & Auld report that the sorting season trade keeps up satisfactorily, while placing orders for spring are more than ordinarily good.

"How do people take the advances in clothing?" was asked of a retail mantle man. "Well," he replied, "I think the last man gets the order. That is to say, the customer goes round to all the stores in the place, finds the advance general, and finally buys at the last point of enquiry."

John Fisher, Son & Co., Montreal, are able, they announce, to sell at the old prices despite a rising market. The English house of the firm, being on the spot, were able to buy early from a strong belief in the continued upward tendency of prices, and since Mr. Fisher, of Montreal, crossed to England in June the firm bought 2,000 pieces, which are being delivered as required. But the low prices in these goods are a great attraction, as the English mills in some districts have been working night and day, and advances in some lines of imported woollens have ranged as high as 50 per cent. since last May.

The great demand for English woollens from the United States throws Canadian orders quite into the shade this season.

While a Canadian buyer sat recently in a manufacturer's office placing an order for some hundreds of pieces in certain lines, cables came in bidding for 10,000 pieces in three lots. No wonder the English maker is not tumbling over himself to grasp the colonial trade this year.

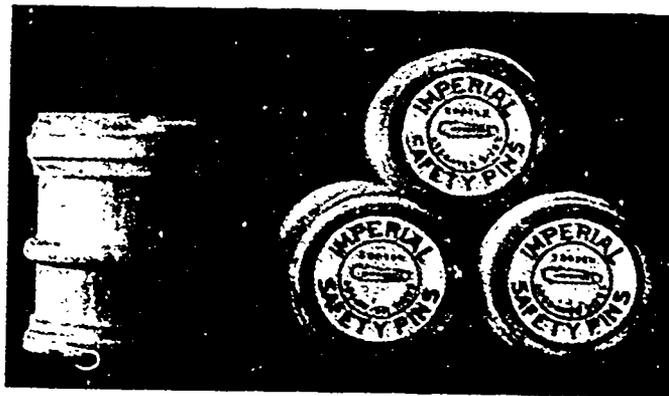
H. Shorey & Co. continue to push with success their range of Rigby costumes. Those for ladies, consisting of skirts and blazers, go very well, their adaptability for street wear in rain or shine being greatly appreciated. This waterproof material is still in large demand in the States from Philadelphia to Chicago.

R. C. Wilkins, Montreal, has got out a very nice show card, made of aluminum and finished with carmel. "The Rooster" shows up to good advantage.

This is the time when buyers are looking about for fancy woollens. Hoods, clouds, mitts, bootees, infantees and other useful lines in this class of goods will be found at Brophy, Cains & Co.'s.

THE IMPERIAL SAFETY PINS.

Just as in so many other Canadian lines, safety pins made in Canada are meeting with much success. Although there is only one factory in Canada making them, prices have been brought down over one-third in recent years. This is due to foreign competition, and does not offer much temptation for the manufacture of safety pins in this market. In fact, the Canadian pin



owes its success to its quality, being superior to the European article and equal in every respect to the United States pin. A recent feature which is telling in their favor is the method of putting the goods up. Instead of being lumped into card-board boxes, the makers are sending them out in neatly-turned spool-shaped cases, containing three dozen to a case. These are quite ornamental, look well both in the shop and in the consumer's home, and will doubtless help the sale of the pins. The company which makes them—the Montreal Suspender and Umbrella Co., Montreal—sells to the wholesale trade only.

H. L. Smyth & Co. have removed their Toronto office from Bay street to the Manchester buildings, Melinda street. Mr. H. L. Smyth, who is at present in the European markets, will be back early in December. During his absence F. P. Roger is in charge of the office.