

CLOTHING AND WOOLLEN TRADE.—Continued.

meeting seems to lie in the fact that they are first-class tailors as well as dealers in ready-mades. Nothing but the best goods in any grade, whether dear or cheap, find a place on their counters.

Travelers from the wholesale woollen firms will go out with a full line of Fall samples some time this month.

A New York fashion writer, speaking of men's clothing: "There is nothing new to be said of morning coats. The three-button cutaway continues in favor, but, of course, with the approach of warmer weather, will be less in evidence as a business coat. Cheviots and lambswool are the popular materials in black goods, while, in the brown and olive shades, herringbone and other fancy weaves of worsted are fashionable for Spring wear.

"Although still regarded by the "well-dressed man" as an extreme of fashion, the very short sack coat has the call now, and is destined to be seen frequently in Summer business suits. The coats are also cut with quite a full front. Grey and olive worsteds are favorite materials—as they were during the Winter in heavier weights. For Summer wear, flannels will be used to a very great extent. Grey promises to be the fashionable color of Summer. Waistcoats for sack coats may be either single or double.

In Spring overcoats, the Raglan fad is quite noticeable. With the thinner goods that this season demands, it cannot be said that the Raglan sets very gracefully upon the average man's shoulders, but, in the matter of comfort, it seems to be eminently satisfactory. For wearing over a dress suit, the skeleton grey Raglan is, to a certain extent, superseding the Inverness cape. The Raglan, in this respect, serves its highest purpose, for it never was a street coat.

"The dressiest light overcoats for street wear remain those of black lambswool cut in sack style and faced to the edge with silk or satin. Covert coats are unchanged—that is to say, they are quite short and have straight, full backs. They may be made with or without lower pockets.

"Golfing garments will show a distinct change in the increased popularity of flannel trousers, rolled up, of course, at the bottom. They have been found quite as practicable as knickerbockers on the links, while they are certainly dressier off the links when golf is not the sole feature of one's day. In cycling and other outdoor suits, nothing startlingly new is announced in New York."

REOPENING AT ST. THOMAS.

The Robertson, Lindsay Co. reopened their new store in St. Thomas on March 24. The whole building is modern throughout, and thoroughly up-to-date. Twenty-five feet on the east side have been separated from the main store and converted into a ready-made clothing store, which will be conducted under the firm name of Lindsay & Oke, the partners being Thomas Lindsay and William Oke. In the centre of the dry goods store are three runs of shelving, which will be used for the hosiery, gloves, smallwares, corsets, underwear, ribbons, dress trimmings and men's furnishings. On the west side is the staples department, and, on the east side, dress goods. At the south end of the building are the millinery showrooms, mantle department, offices, workrooms, parcel rooms, etc. The upstairs will be used for carpets and house-furnishings. A large archway connects the ready-made clothing store with the "big store." Miss Wilson, who has been with Pratt & Co., Hamilton, for several years past, will have charge of the millinery.

MESSRS. PATON & CO.'S IMPROVEMENTS.

THE firm of James Paton & Co., Charlottetown, have recently completed some extensive changes in their establishment. It will interest the trade to know in detail the changes which this successful firm have introduced in accordance with modern notions of convenience and taste. By removing the private offices farther to the rear the middle of the store was made light by giving two more windows. A centre stairway was removed to one side, and the main elevator also moved to the rear. Moveable tables replace lengthy ones. The millinery and mantle department is finely lighted at the back. Near it the firm are fitting up a room in which a new department, ladies' ready-made dresses and skirts, will be shown.

A new hardwood floor has been handsomely laid in blocks and doubly varnished. The old heating coils previously in use have given place to a new circular apparatus surrounding the pillars in the store. The electric lights are suspended from the pillars instead of from the ceiling as before.

The old system of displaying goods upon wires from end to end of the store has been abandoned, and the modern method of display by means of brass rods suspended by tiny chains from the ceiling has been adopted. These rods are about five feet in length and being arranged diagonally along the sides of the store the different goods thereon are readily and distinctly seen.

The counters have been remodelled, varnished and rendered adjustable, greatly to the convenience of the staff, while the ceiling and cornices have all been finished in white. Messrs. Paton & Co. are to be congratulated on the success of their operations.

The Victoria Colonist denies rumors that the northern trade is falling off and that the Coast cities are feeling it in decline of business. The rush to Dawson City may not keep up, unless fresh discoveries of importance are made, but the Atlin district, and especially the reports from the Big Salmon River indicate a better year than ever in trade with the north.

A British manufacturer, who never did business in Canada before, but who has been encouraged to begin under the new tariff, has written as follows to his representatives here: "I am pleased to hear that you are satisfied with our business transactions so far, and can only reciprocate the feeling. The results obtained up to now have far exceeded my expectations. I had no idea that, considering the small population, the business would be so important."

Some very handsome goods in renaissance lace collars and ties, as well as a number of other lace lines, are being shown just now. The trade in these goods seems to be exceedingly brisk. It is astonishing to hear the prices which, in city trade especially, are being paid by people for such articles as lace ties, mats, counterpanes, and similar goods. The Battenberg work in different styles is all the go. Looking over some of these new goods, which Mr. R. H. Cosbie, Manchester buildings, Toronto, is now showing the trade, some beautiful lace ties, black and white, with and without fringe; a line of French vals, renaissance trimming, useful for millinery and dress purposes; all-overs, in a great number of designs, veils, etc., are to be found. In curtains, also, Mr. Cosbie showed samples of Nottingham, French, Belgian, and Swiss goods, including the new applique, Marie Antoinette, and renaissance effects.