



#### AMONG MONTREAL'S HUSTLERS.

THE month's business in dry goods has been fair on the whole, both in a sorting up way and in the matter of placing orders for fall goods. In fact in this connection a canvass of the leading houses in the trade here elicits the report that the placing trip for the latter part of July and the month of August has been from 15 to 20 per cent. better than the one for the corresponding period last year. It is worthy of remark also in considering this that buyers are generally reported as showing a conservative spirit while the fact above mentioned makes it all the more encouraging. In fact the general expectation seems to be for a fair fall trade once the farmers know with certainty what the crop returns are likely to be. The representative of a leading firm who is at present making a trip through Ontario, writing in regard to the district west of Ontario considers the outlook hopeful, remarking as a most favorable feature that stock in country dealers hands are in good shape.

The fact that several of the houses here have had to send forward repeat orders for dress goods and other staple lines of imported fabrics is considered a very good sign. The lines which have been running most in demand have been velvets, velveteens, cashmeres, shirtings, jacquards and ladies' cloakings. There has been a good call for all kinds of plain stuffs.

All the mill agents here state that the Canadian woolen mills are running on full time and have orders a long way ahead, so much so in fact that it is feared that they will be unable to deliver some of them on time.

The question of cutting on staples occasionally crop up. Nothing further has been done in the matter but, according to a member of a leading firm here, it is remedying itself. This, it is said, is largely due to the action of a Toronto house, not one of the offending firms, which got real mad, and to meet the actions of its competitors instructed its travelers to sell at cost right and left. They did so for a few days with effective results, some of the offenders, it is claimed, having as many as a dozen orders cancelled in one day. Latterly, however, there has been less talk about cutting, but whether this is due to the fact that people are abstaining from it or because this is not the season for a large run on cotton staples no one is prepared to say. There are adherents of both views in the trade here.

The wholesale millinery men conferred during the month with the railway people regarding reduced rates to the fall millinery openings. The latter have announced their decision to allow reduced fares on the 25th, 26th and 27th August, good to return until the 11th September. These fares will apply only to points in the territory west of Kingston and Sharbot Lake, and do not apply to the district east. For this reason they are not satisfactory at all to many of the houses. In fact some of them hold that the concession means practically nothing, for their customers up there will not come into town, but will do their business through the travelers. Besides, the large bulk of the patrons of two or three of the houses lie east of Kingston, and it is these

that they want to convenience, but the railways don't seem disposed to do so. The exact reduction has not been made public yet.

Payments have ruled fair on the whole, and in some cases improvement is reported. The 4th of August is usually a good time to judge this matter with the dry goods trade, and many of the houses state that fully 80 per cent. of their paper was met, which they consider a very satisfactory showing.

S. Greenshields, Son & Co. have an extensive stock of Moreens, which are in good demand for shirtings.

Mr. Eagam of J. G. Mackenzie & Co., is away from town at present enjoying a well earned holiday.

Hodgson, Summer & Co. now have their complete stock of fall and winter goods on hand. They report a decided improvement in their August sales.

J. G. Mackenzie & Co. state that their turnover of challies this summer both in light and dark ground was much larger than last year.

Brophy, Cains & Co. are offering some superior shirtings in silk stripes and moire effects, also some handsome lines of meltons in single and double widths.

S. Greenshields, Son & Co. are having a good run on velvets, velveteens and braids. They say that the turnover of these is quite as satisfactory as that for the corresponding period last season.

Gault Bros' travelers report an encouraging demand for general fall supplies, tweeds, overcoatings and cloakings, and their conclusion is that the stock in country dealers' hands is small.

Several of Thibeaudeau Bros. travelers have returned from their placing trips and report having had a very satisfactory season for dress goods, tapestry and brussels carpets and floor oil cloths.

Mr. Towers, of Mathews, Towers & Co., has returned from a western trip, and reports a satisfactory turnover of their fine lines of gents' furnishings. The firm are no longer handling cowboy hats.

W. Agnew & Co. are receiving extensive lines of silk sealettes, black broche dress goods, silk warp henriettas and and black jacquards, and are generally busy in forwarding fall orders from them.

Mr. Thomas Brophy, of Brophy, Cains & Co., is at present making a trip through Ontario. Writing of the situation, he considers the prospects fairly encouraging in most of the districts that he has visited.

A branch of business that is often neglected by clothing men is the leather goods trade. The amount of business transacted in this branch is a great deal larger than is commonly supposed, and it would be a paying investment for nearly every clothier to make a specialty of these goods. The leather jackets manufactured by the Hudson Bay Knitting Co., of Montreal, are very