

NEW FEATURES IN WHOLESALE TRADE.

BLOUSE WAISTS, WASH SKIRTS, ETC.

BOULTER & STEWART state that their adjustable front blouse is having a ready sale. It is a novelty and suits all figures. Every waist department will be incomplete without a range of these goods. A complete line can be seen at their warehouses during the openings.

The enormous quantities of wash skirts worn with the popular blouse waist in the American market has caused the demand for similar goods here. Crash skirts can now be sold as low as 50c. with three yard skirts and perfect cut; white ducks, a first-class article to retail at \$1. These leaders combined with the many rarities of novelty cloths and fancy trimmed skirts will prove ready selling stock the coming season. Boulter & Stewart are showing a most complete line, both in cheap stock leaders and the better made tailor-finish goods.

Just to think of it. You can offer a suit complete to retail at \$1—blouse, belt and skirt in stylish cut goods. These goods are offered in ten-dozen lots, by Boulter & Stewart, at \$9.45 net. A call at their warehouse, during the openings, will repay you, as these will make splendid leaders.

Fripped muslin curtains are becoming more popular every day. Nothing looks prettier or more stylish for bedroom decoration. Boulter & Stewart are showing a large range of these goods in white to retail at \$1.25 to \$3, and in fancy colors \$1.50 to \$3—some thirty designs in all. Also piece muslins, in same designs, for small sash curtains.

HUTCHISON, NISBET & AULD.

Hutchison, Nisbet & Auld report that the volume of business being done this year is fully double that of last year, that the demand is for the highest-priced goods, making it even difficult to sell low-priced qualities, and that in Canadian goods there has been, of late years, a remarkable improvement in the styles shown. This improvement has been so great that this season Canadian made goods (Oxford homespuns) have been bought by the oldest and most exclusive houses, such as deal with the most fashionable tailors in London. These sales have been made on the merits of the goods, and Hutchison, Nisbet & Auld say they are bound to increase, as there are no goods made anywhere which are of better value. They have now in stock fully 100 patterns of these goods. Of course, such makers of fine goods as Martin, Taylor, Clay, etc.,

have an advantage over Canadian manufacturers, for, having the markets of the world open to them, they are now enabled to distribute their styles so that the fashionable dresser who does not like to see his suit duplicated may be "suited." To meet this demand, a selected assortment of finest fabrics from the best makers of the world is shown.

Among the new things for Spring of British and foreign manufacture in worsted suitings are tartan colorings, new drabs, brown, with rather an olive tinge; also, a much larger range of greys than heretofore. The herringbone effect is fully holding its own, both in woolsens and worsted goods. Black and grey vicunas and cheviot cloths are selling well for suitings. Blue serges and worsteds are selling in even larger quantities than usual.

A revolution in bicycle suits is expected this season. In the past, "any old thing" in ready-made goods has satisfied the demand, but this year, something of a higher quality is looked for. Hutchison, Nisbet & Auld have provided for this demand a large range of Canadian and British goods, which are exclusive in style and design and are all wearable goods.

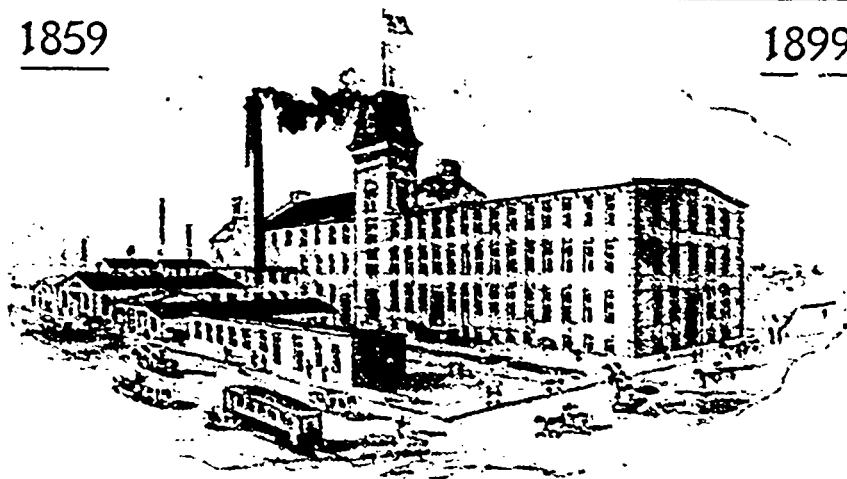
In homespuns, this firm are fully prepared for the Spring trade. They are sole selling agents for "Oxford" homespuns, before mentioned. They have a large stock of "Harris" homespuns, imported direct to insure their being the genuine thing, and a new line of homespun tweeds from the Island of Arran is being introduced. In these Arran goods are some styles even more attractive than are to be had in the "Harris" line, which they surpass in richness and color. "The wearer of a pair of bloomers and a cap of Arran tweed, with a blue serge coat and vest, will," say Hutchison, Nisbet & Auld, "excite the envy of every bicyclist less fortunate in his choice of apparel." The fashion-plates—Minster's, Eng.; Mitchell's, N.Y., and The Tailors' Review—are expected to be issued early in February.

H. A. NELSON & SONS CO., LIMITED.

H. A. Nelson & Sons Co., Limited, are showing a large line of purses in good qualities at low prices, specially adapted for the notion counter of a dry goods store. In back and side combs, which is another saleable notion, they show over one hundred lines, including the "Empire," in celluloid with nickel-plated insertions, in exact imitation of steel. These goods are selling at low prices. Washburne goods, such as cuffholders, pant buttons, pencilholders and key chains are enjoying a good sale.

The firm are enjoying exceptional success with their brooms and whisks. A special line for dry goods stores is worth seeing, and they solicit correspondence from those interested. In less than two months their travelers will be on the road with a full line of toys, games, fancy goods, etc.

1859



1899

This is Our Growing Time.

"TURNBULL'S" has Grown to be a household word and stands for the best and cheapest Underwear made in Canada.

THE C. TURNBULL CO., of GALT, Limited.

GOULDING & CO.,

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JOSEPH W. WEY,

7 Bastion Square, Victoria, B.C.