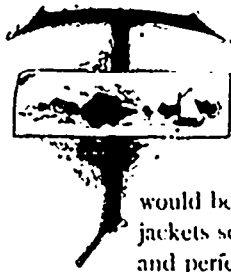


THE MANTLE TRADE.



THE past season was remarkable for the great sale of ready made jackets and mantles. These were for both fall and winter wear, and were in exceptionally strong demand. To say that the trade was double that of the previous season would be easily within the truth. The bulk of the jackets sold are German goods, and are well made and perfect fitting on the ordinary woman. The styles are always the latest Continental styles, the trimmings and materials being always the most fashionable, and on account of the small price which these goods can be sold at, makes them in greater demand than ordered jackets. They will never monopolize the market, but ready made goods are here to stay and will always be in favor with the general trade.

The coming season will see some exquisite styles on the market. Canadian importers have taken heart from the great trade of last year and are showing strong ranges of samples. These have just arrived this month and will soon be on the road. In trimmings, the nutria will probably be in strong demand again. Mink and imitation sable will also be in favor, while lamb will run well.

The Berlin correspondent of *The Cloak Journal* says: "In the meantime some consideration is being given to winter garments, advance orders for new designs in garments for next fall and winter having already been received from some New York houses. A delegation of Canadians representing chiefly large houses in Montreal and Toronto has just been here: their orders, for the most part, were for garments of cheap grade.

"Buyers from the United States exercised the greatest circumspection in placing orders. Their demands were principally for jackets in short lengths, with close-fitting backs, and very wide and high sleeves. Several notably large orders were placed for short Visites. These styles, which occupy a place between capes and pelerines, are really the only novelty that Parisian artists suggest to us at the present moment. New and peculiar embroideries are used with these models. The use of very narrow green and gold peacock feathers is a novelty.

"A Visite of green changeable velour miroir is entirely covered with passementerie both in front and back; the garment is edged with peacock feathers. These feathers are used also in fringes and ornaments of various descriptions in the shape of little pompons or tassels, making effective trimming. The models shown by the leading houses measure in length between 75 and 85 centimetres. Small pelerines with high standing Stuart ruffles encircling the neck and face are new and popular. These ruffles are shown in changeable velvet and velour miroir changeant; for the summer, similar styles appear in mousseline soie changeant."

FELT—ITS MANUFACTURE AND USES.

Great improvements have been made of late years in the felting industry. Felt is composed of wool, fur or hair, of which the fibres are so entangled and interlaced that they can not readily be separated, and this is done without spinning or weaving. Its use for caps, hostery, floor cloth, cloaks and tents has long been known in the East by the nomads of the desert. At present it is largely made from waste wool, which is first deprived of its oil then carded and placed in a machine. Here it is kept

wet with hot water and subjected to a process of beating, by which the fibres are made to move upon each other until the interlocking of their parts and the curling of the fibre itself unite the whole into a compact sheet of felt. The "fulling" of cloth is but a partial felting of wool already woven. This felted wool is used for carpets, carpet covers, coarse hats, carriage linings, pads in saddlery, shoulder pads for men's clothing, slippers and shoes, and even for cloaks and other garments. The cheapest woollen rags and other articles are worked into felt for covering steam boilers, although felt is being gradually superseded for that purpose by asbestos. Roofing felt is a coarse kind, usually coated and filled with coal tar, and sometimes with tar and powdered slate. Felt stiffened with dextrine is used for making surgeon's splints. By far the most important use to which felt is put is that of making hats. Technically felt hats are of three kinds, "plain soft," "plain hard" and "napped" or "ruffled." The quality of felt hats has a wide range, and in the finer and more expensive qualities the entire body is composed of fur. For commoner qualities a mixture of fur and Saxony wool is used, and for the lowest kinds wool alone is employed. The fur used by hat-makers consists principally of the hair of rabbits (technically called coney) and hares, with some proportion of nutria, musquash and beaver hair, and generally the parings and cuttings that can be obtained from furriers. Furs intended for felting are deprived of their long, coarse hairs, after which they are treated with a solution of nitrate of mercury, an operation called carroting or "secretage," which greatly increases the felting properties of the fur. The fur is then cut by hand or machine from the skin, and in this state it is delivered to the hat maker. Rabbit fur for hat making now comes in large quantities from Australia, and it is also largely collected in the United Kingdom and in Northern Europe. A considerable amount of rabbit fur is exported from Great Britain to the United States. *Chicago Apparel Gazette.*

ECONOMY AT THE WRONG POINT.

The merchant who will not buy a safe will be found to be the same merchant who will not buy many other store necessities which would earn dollars, attract dollars. He does not want a very great quantity of method and system in his establishment. He may be the man who gets down to the store early in the morning, almost the first one. He picks up papers, dusts the windows and curtains, opens his mail in a hurry, keeps his own books, makes his own change and wants to do most of the small details. While he is doing these things the clerks get stock in shape, make displays and then have to witness the scene of the fussy employer not only spending his powers in the light-weight duties attentions which the business, of course, needs, but allowing himself to be narrowed by them, when he should be controlling, influencing and attending to the great matters concerning his establishment and becoming the true merchant.

The no safe merchant is liable to be the careless merchant, fussy merchant, suspected merchant, etc. He may be doing a big trade and making money, but that is not a good reason for casting to one side the helpful, safety-assuring, protecting appliances of the age. *Economist.*

The Owen Sound Board of Trade has elected these officers: President, Jas. McLaughlan, of the firm of James McLaughlan & Sons, by acclamation; vice-president, B. Allen; secretary-treasurer, James H. Rutherford; council, S. J. Parker, C. Eaton, J. C. Patterson, M. Kennedy, W. B. Stephens, John Wright, S. Lloyd, William Kough.