

there are ostrich plumes, in ombre shades, with an aigrette in the centre; fan-shaped designs, with Mercury wings; fan shapes with aigrettes mounted and small black plumes, with a curled solid base, and aigrettes with a small tip at the end, rising out of the centre. At the present time the great rage in Paris and London is for a combination of black and white, and in these colors feather ornaments in all designs are to be obtained, though, of course, for those who prefer them, brighter tints will be fashionable. Jet promises to be largely worn, and in steel there is a large assortment.

#### OLD MILLINERY STOCK.

THE slower the trade the more necessity there is for active endeavor to draw in reluctant buyers. The windows, cases, stands and boxes of materials, all have to be kept fresh looking and attractive. The stock must be looked over every morning, carefully brushed and inspected; any little thing wrong will surely be noticed by a customer, and you will be asked to reduce the price in consequence. Any hat or bonnet that has been in stock more than two or three weeks should be re-trimmed to present the look of an entirely new one. Never allow a shabby or faded hat among the stock.

#### USING ENDS OF LACE.

It is quite an idea to use up bits of lace, no matter if not all the same pattern, over ribbons that are a little soiled or faded. These can be used as rosettes, bows, or even to make entire toques or bonnets; you can sell them cheap, as whatever you get for them is clear profit.

#### MAKING NEW OLD STRAWS.

A shiny, rough straw can be produced in a short time, by glazing over with the white of an egg. We mention this as there seems to be a demand for such goods at present, and nobody wants to buy fine straws at this end of the season; also, there is a demand for "burnt straw," that straw of a very deep yellow; this can be obtained by immersing the hat in strong saffron-water. Pin the brim down on a table and stuff the crown well with tissue before drying; then varnish with white of an egg.

Of course, such manipulation is not necessary to departments in the cities, but milliners in smaller places, who are greatly dependent on their own resources for variety and on their economy for profit, will find these hints useful. It is economy in little things, making the most and best of everything, that leads to wealth.

#### AUTUMN SHAPES IN HATS AND BONNETS.

The hats devised for the Autumn run in the lines of the hats for the summer. They are distinguished, says The Millinery Trade Review, in the main by low crowns and capricious brims, this capriciousness running into the general idea of "crookedness," as described by one of our most astute manufacturers. The crowns are square, oval and rigid, with an occasional model showing a crown formed of a couple of hoops set side by side, turned to the front; while a couple of loops, one overlapping the other and turned backward, form the crown in other models.

The brim takes on all sorts of vagaries, being fluted or goffered, plaited, curled, or curved up here and there, cleft plaited, notched, and otherwise eccentrically fashioned. A noteworthy fancy in a brim is rather narrow at the back, curled up high at

the sides, deep in front, and forming a deep hollow which suggests the filling in with trimming. A hat with the ridged crown has the brim turned up high at the back and still higher at the front, after the idea of the military chapeau of Napoleon I; and a hat with the ridge running from front to back carries out the military caprice in having the brim turned up high at the sides. The square or cocked effect is continued in hats with the brims turned up at the front, back and sides; and a variation in the shape is seen in a hat with the brim turned up at four points, but worn to present at the front, back and sides the consequent projections.

All these eccentric shapes, however, may be said to represent extremes of the mode; modifications of the turban, the toque, and the Oxford hat, are seen in all extensive and general collections of shapes; with the tourists' hat, having the indented crown, and a distinct flat. And here it may be remarked that there seems a tendency again to restore to the brim its original width at the back—shapes already been shown with the brim of equal width both at the front and the back.

In the greatest number of shapes the crown is square; but, as noticed, there are oval crowns; and the miniature or "monkey crown," adjusted to a head size, is still in vogue.

The plaque or "plateau," however, is continued, and indications favor great popularity for it. It is almost needless to remark that the hat formed of the plateau is in shape just what the milliner makes it, the limp disk out of which the hat is fashioned being subjected to adjustment at the milliner's will, perfected by pinning over a shallow crown as a foundation for superstructure.

The bonnets that have been presented thus far have been small—some of them excessively small. In some cases the shape has been well defined, showing a tiny crown and the shapely head-piece of the bonnets of long ago; in other instances the bonnet is a mere little scoop, running it may be to ears, but oftner a little oval to fit down on the top of the head. The last idea is perfectly carried out in an oval of faceted jet about five inches long by four inches wide, with an upright ornament to define the front.

#### NEW THINGS IN WINDOW SHADES.

THE newest thing in window shades is a lace with insertions. This is shown in many varieties and in dark and light shades of cream and white. The window shades of the last few seasons have had considerable lace attached, with and without the addition of fringe, but the lace with insertions is an entirely new idea. Mr. Haas, the buyer for Geo. Hees, Son & Co., visited Europe recently and this is one of his purchases. He also secured many other new things in fringes and laces. He visited Birmingham and there secured the latest novelties in pull sets. All these new things will be shown to the trade in a few days by the travellers of this firm. The range of shades is an excellent one and should find a ready sale.

A new departure by this firm is the making of curtain poles with wooden brackets and rings. These were imported by some of the dry goods houses last spring, but now a supply of domestic goods of a better class can be secured from this enterprising firm. Brass sets are certainly going out of favor, and dealers would do well to keep this in mind.

This firm intends to issue a new and extensive catalogue, and every customer will receive a copy. It will not be ready for at least six weeks.