

UMBRELLAS AND GLOVES.

OUR illustration shows two different shaped umbrellas, although exactly the same size ribs, viz., 25 inches. The Saucer shape used by Irving & Co., they claim, affords from 1½ to 2½ inches more protection than the Cup shaped goods, besides, being of better appearance, will sell easier to the consumer. Recognizing the necessity of extra values in men's umbrellas to retail at \$1, \$2 and \$3, special lines are shown to meet these requirements. These will, at the same time, have a good round margin of profit.

This house keeps in active touch with the stick and handle markets. New novelties will always be found in their samples, their Fall range now showing being almost confusing in the large variety.

Mr. Patton, of the Montreal agency of Emil Pewny & Co., is on his way out from France with the season's new goods. He is expected in Montreal early in August.

Regarding colors for Fall, it is believed that straight tans and red-browns will prevail, though not of such a sombre tone as

have not completed their selection for September delivery will, to use a comprehensive term, 'get left.' It is not to be expected that importers or agencies of standard makes are going to anticipate the requirements of every customer who refuses or neglects to make his selection of details and quantity at a time when it is really necessary to do so to secure them; nevertheless, it seems possible yet to secure, in one or two houses, a limited quantity of standard lines, though such orders are necessarily filled from surplus stock when it exists, early orders always being attended to first. To those, therefore, who have ever been short in the months of October and November, and seen their customers going to other stores, with natural consequences, we need say nothing, but to that section of the general trade who know their stock is low, and have not provided for supplies, we say, 'Do not delay one day,' for, apart from a possible shortage, a very possible advance in values will occur. We were advised a couple of weeks ago that a combination of circumstances had forced up the price of kid skin suitable for this market's use from 5 to 10 francs per dozen, which, if maintained, means a certain advance in French gloves of 50c. to \$1 per dozen to the dealer here. Though we doubt if this price will continue, yet it certainly will for this season, and the first

to find it out will be those 'know-it-all' people who go to Europe and 'buy direct,' (?) etc., who will return empty-handed, and, by-and-bye, place their wants at old figures with local agencies. It seems evident, then, that there will be difficulty in maintaining former retail prices should prices generally advance, and for the good of all concerned we trust dealers will not relapse into cheaper grades of schinassen or even lambskin rather



THE SAUCER.



THE CUP.

last winter. A tendency toward harmony with the brighter colored fabrics in vogue is suggested, but though such new effects as moss-green, salmon-pink, etc., were shown for Fall by up-to-date agencies, they fell flat, in spite of the fact that to day these colors are correct. On the whole, conservative buying of extreme shades is wise, our market being limited and too far from production centres for repeats or sorting.

In styles of glove the lacing glove largely obtains preference for good and medium trade, though in high grades the 4-stud button is desired, it being considered by discriminating buyers that it is wise to put the value into the quality rather than the effect.

"There is very little movement in the line at present," said an importer to THE REVIEW, "and though we believe retail stocks to be lower than usual at this time of year, yet it is evident that fabric gloves and, to some extent, chamois, in white and natural shades, are in full swing; but, with regard to the coming Fall season, it is not improbable that many dealers who

than pay higher figures for guaranteed French stock; so again we advise hesitating buyers to protect themselves."

A visit paid by THE REVIEW to the Jammet make agency, Fitzgibbon, Schafheitlin & Co., 140 McGill street, Montreal, confirmed the unexpected foreign advance in skins, recorded above, but this firm report having anticipated the increase, and fortunately secured some 500 dozen gloves extra at figures quoted in France three months ago.

Irving & Co. report orders on men's umbrellas for Fall in small quantities, but lots of them. The trade are about equally divided on steel rods and wood sticks. They claim that their values and variety at 75c., 95c., \$1.25 and \$1.75 are not equalled by any one. One line of crook handles at \$1.35 have been specially attractive to their customers. Their method of allowing a buyer to select his own handle is good, as should all crooks or all straights be required, this can easily be done. Generally speaking, crooks are the best sellers.