

NOVELTIES IN NEEDLEWORK, ETC.

THERE are some pretty new things in needlework and decorative materials for visiting milliners to see this month. In looking over some at F. Robertson & Co.'s one is struck with the attractions of several. The plaid sateen for cushions is going to take. The material will retail at 25c. per yard. It comes in a variety of colors, and when made up and embroidered is a tasteful design. In this issue a picture of a cushion, made of this plaid sateen, is given, so readers will have an idea of the pattern. Another new feature in materials is the art ticking for frames and embroidery work, a fabric which, owing to its inexpensiveness, supersedes denim. The same is true of villa cloth, which, retailing at 30c. a yard, makes a good substitute for a material retailing at 90c.

The new Bulgarian work is the coming novelty in needlework. The embroidered designs, the rich colors, etc., all harmonize, and are made up of Bulgarian hand-made linen with colored cotton yarn. Mr. Robertson has all these materials for the work.

Other novelties are a new range of cushions in Roman style, the poppy pattern, in cretonnes, pink and yellow; a very pretty line. It is going to be a great cushion year.

ART DRAPERIES.

At this time of year buyers naturally are on the lookout for the "latest" in materials for beautifying the homes of their customers, as house-cleaning season is again approaching. The ladies are very wide awake in this matter and will have only the most up-to-date fabrics and patterns, therefore it behooves the merchant who aims at capturing this trade to make his selections where he can be sure of seeing the very newest the mills have produced. As Boulter & Stewart represent a large list of mills in this line, buyers can count upon finding the last productions in their warerooms.

IN THE MARITIME PROVINCES.

Mr. R. H. Cosbie has returned to Toronto after a trip to the Maritime Provinces. It was his first trip there, and the general appearance of things created a favorable impression, and he was pleased with the reception given the firms he represents. While trade is not rushing, it is apparently in a healthy state, and retail business in St. John and Halifax is in a thoroughly live condition.

THE "PERFECT" DISPLAY STAND.

In the photograph of Boulter & Stewart's drapery department, shown herewith, is the "perfect" display stand. Many merchants wonder why the volume of their drapery business is not larger, and overlook the fact that they do not give the same prominence to this line as they do to many others. This stand is designed to boom

this department, as it can be placed almost anywhere in the store and the goods arranged in a moment. It is an A1 article, and the price is low. It can be seen in their drapery department, or write for particulars.

STYLES IN SPRING DRESS GOODS.

The present showing in woolen dress goods bears evidence to a decided change in the styles. The marked feature of the present change is that the fabrics accorded highest favor at present are old-fashioned ones come to life again. Few novelties have been created for the season, but many have been revived from the past.

Two leading characteristics distinguish the season novelties, if revivals may be termed novelties. These are the numerous plain weaves that are being shown and the open-meshed fabrics. Etamine, canvas cloth and grenadine have come to take the place of the erstwhile popular crepon. Drap d'ete, henrietta, cashmere, serge and similar weaves swell the list of so-called up-to-date fabrics. These plain weaves will afford a much desired relief after so many seasons of fancy effects.

The open-meshed fabrics are not so much for service as for looks, hence their use must be subordinate to the more substantial fabrics. But in the line of high-class novelties they are without rival.

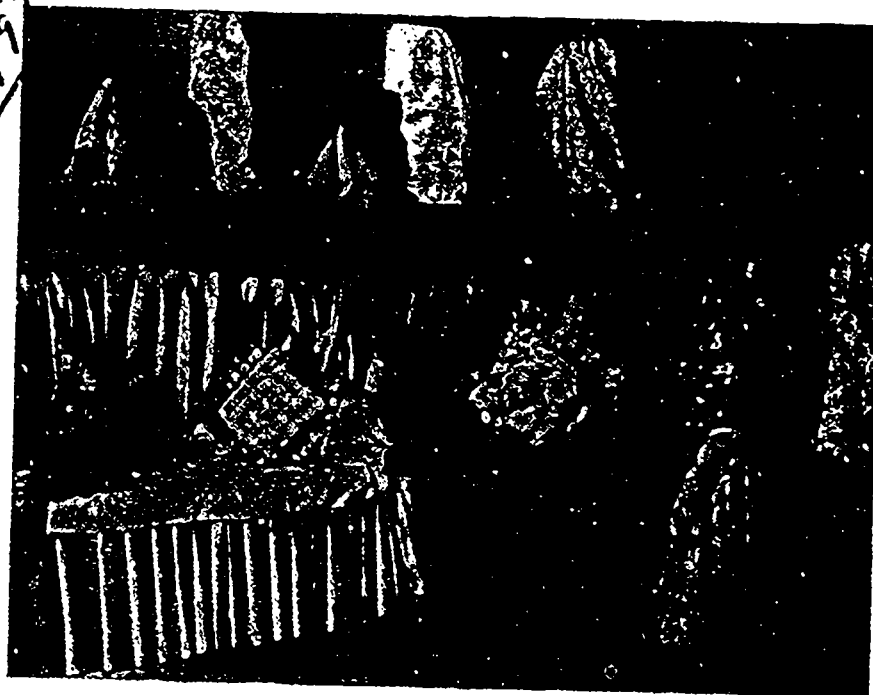
In the plain weaves drap d'ete is marked as a special favorite, but henriettas and cashmeres bear such close relationship that they will shine in reflected glory. The ever reliable serges and chevrons may be counted upon as mainstays during the coming season. Though plain weaves and open-meshed fabrics are the key-note of the dress goods har-

mony for spring, fancy weaves will have a hearing. Checks take first rank among these. From the fine tailor suitings in silk and wool to the cheapest yarn-dyed fancies checks prevail. The variety afforded is apparently limitless.

Vigoreaux and coverts make up another long line of practical and substantial fabrics from which to choose. Much attention has been given to fabrics especially for the wheel, and merchants will find a splendid assortment of bicycle suitings. This branch of dress goods will be an important factor in the spring business and each should be given due attention. Cotton imitations of wool fancies make up another class of fabrics. So perfectly have the woolens been copied that the eyes of the experts were all deceived. —Chicago D. G. Reporter.

LADIES' WRAPPERS.

Boulter & Stewart, who make a specialty of American goods in this line, inform us that the season is opening up unusually early, and have already booked many orders. Their lines can be retailed from \$1 up.



This photograph shows a corner in Boulter & Stewart's drapery department; also their "Perfect" display stand for draperies.