

OUTING TOGGERY.

The following is taken from the Clothier and Furnisher regarding the outing toggery for the coming season: The special outing coats of the year, as well as the suitings for out-of-town wear, are conceived upon lines which attract but do not offend the eye. They have none of the garishness of the whilom "blazers." They are—as if to indicate the tone of repression that exists—in gray and blue striped and check combinations in a great variety, and there are a few examples in solid colorings of brown with narrow red lines wide spaced, and light shades of heliotrope and blue, that clearly belong to the country rather than the town.

Upon the outing shirts the collars and cuffs are almost invariably attached, and serve to demonstrate just how far the element of negligence is to be carried. The collars, conforming to the demand of comfort, continue to be of the turn-down species, and in the cotton materials, such as madras chevots, percale and other popular weaves, are usually starched, the bosom and the body of the shirt being in greater proportion soft-laundered. These shirts will not only be worn as part of the distinctly outing costume, but also with the regulation lightweight suiting of summer, by dressified men in and out of town. For the active sports, however, and real knock-about service the soft finish shirts of flannel and silk and wool will yet be regarded as the most feasible.

Not until the men's waist, which is a possibility of the coming season, is launched, will the sash or belt be worn with any degree of reliance. It buttons, as does a boy's waist, to the trousers or knee breeches; and the sash and waistbelt may then be worn, giving additional comfort and finish to the make-up.

Another new idea in negligence waists for men, that is promised, has the collar and cuffs made ample in size and roomy in fit, laundered straight out to be turned back after the shirt is put on, thus getting an effect that looks as comfortable as it feels.

The sailor knot is the tie to go under the soft-finish collar of the yachtman's shirt, while the Windsor tie, the dominant scarf of the outing regime, done in a graceful butterfly bow, is the most appropriate accompaniment when the flannel or silk and wool negligence shirt is worn.

With the cheviot or percale shirts the cravat will be a favorite, and there will be a goodly quantum of four-in-hand in crepes, and various other gauze-like textures, in demand, while the ascots, in soft, delicate surah gauze will win approval, for they can be tied in rich, cool folds. There will be a fine range in selection, moreover, to draw upon, for in summer, neckwear has become quite as much a special feature as in the other seasons.

For the implacable adherents thereof, a light-weight suspender invention responds to their loyalty in a most comprehensive manner. These braces are feather-weight, and at the same time strong and durable. They are in the field to hold their own—which literally is the trousers—against all competition in the shape of sash or waistbelt. They will be in as great a variety of patterns as are the percale and cheviot outing shirts; of similar lightsome treatment of design and in unelastic web.

The leather belts in the natural color will be favored by the outing swells. These, for the more conservative of the followers of summer regime, are in the straightforward looking plain buckle effects; and there is a more decorative effect in what is known as the ring waistbelt for those wishing a touch of the fanciful.

The sash, too, is still bidding for recognition, and will no doubt find many votaries—more particularly when coupled with its dressiness is an appliance for firmly holding the trousers in place.

RENEW STOCKS OFTEN.

"There is no better experience for the future merchant than that gained as a commercial traveler," according to a western trade contemporary. "An illustration of this, as related to us by a veteran on the road, is a trade peculiarity, that of hesitancy in renewing stock, which could be observed only by contact with retail

merchants in the course of their daily business. Whether this custom comes from reluctance to increase stock, or from force of habit, can hardly be determined, but in some instances, no doubt, habit has much to do with the practice as it has in other matters of business routine. Many retail traders, especially those in remote sections, steadily refuse to order supplies of any article of merchandise until their stock of this particular commodity is entirely exhausted; a circumstance which often leads to no little inconvenience and sometimes to permanent loss of trade.

"There is nothing which gives greater dissatisfaction to a customer, when placing orders with the retail merchants, than to be told in reference to an article of which he has pressing need, 'We are just out, but expect a supply to-morrow,' etc. It is far better to be prepared for trade than to be found wanting, and the shrewd merchant who aims to hold his trade will never let a customer seek elsewhere for any article of ordinary demand."

HOW TO ARRANGE GOODS FOR SALE.

The best order of arrangement of collars and cuffs, in fact any boxed goods known by names or brands, is in alphabetical order, from left to right, horizontally.

Classify hosiery by colors, the solids, the fancys, etc., and arrange by sizes in the alphabetical order, but graduate prices from highest at top down to lowest prices, which should be on the bottom shelf, always.

The same order should be observed in underwear and in shirts, dress or negligence.

Gloves should be classified by materials and also by colors, as far as practicable, and arranged on shelves, if kept on them, in alphabetical order as to size. If kept in showcases, regular order is hardly practicable, or necessary, as the boxes are usually kept open to show colors and strengthen the effect of the ensemble.

Handkerchiefs are best kept and more effectively displayed in boxes housed in showcases. The nature of their borders, whether self or fancy colored, can be seen through the glass, and when the customer desires to acquaint himself with their texture, the boxes may be taken out for inspection and easily replaced.

The most convenient way to handle neckwear is to keep it displayed in show cases and, if the trade is large enough to warrant it, to fill the cases with all one-priced goods regardless of shape, color, or previous condition. Of course, if it be an immense stock and includes all popular shapes, these may be classified and kept so that each showcase may present only one shape, which may be of all colors and figure designs.—Chicago Apparel Gazette.

MEN'S FURNISHINGS.

In speaking of men's furnishings, the Sartorial Art Journal says:—Altogether, furnishings in the way of neck dressings seem for the nonce to be in harmony with the seasons' colorings in woollens, and this being an exception is worthy of special note. Heretofore colorings in scarfs, etc., seem to have been selected by manufacturers haphazard and without due regard for the colorings in suitings, and we have persistently advocated a change in this respect. It is a pleasure, therefore, to be able to chronicle the fact that at last the change has taken place, and with a sigh of relief we can say "better late than never." Now when the spring and summer young man dons his silver-gray suit he will find at hand a scarf of the same coloring, likewise the same in tan. But should he prefer a contrasting shade, then the deep verbena cannot fail to please his fancy, for it may be appropriately worn with almost any color in suitings. Of course he will also have the usual run of soft and lustreless creams and whites, with or without dark or self figurings to select from, and as an odd fancy the solid black. Fruits and flowers and the summer sea seem to have run riot in the colorings of European novelties; we have crushed strawberry, the verbena, the crocus, the chestnut, the tulip, the prune and the neptune. And in shapes the Culros, which is a small knot with full flowing Windsor ends, $6\frac{1}{2}$ inches in width; the Minhead, an irregular crossed medium size puff, and the Garrick puff. All beautiful and all elegant in texture.