

## COTTON AND MUSLIN BLOUSES.

SOME of the most taking blouses this season are the cotton and muslin goods which are being offered by Robert Harrower, McGill street, Montreal, and which are illustrated in the accompanying engravings. They are of Canadian make and the design is registered. They are shown in white and colors. The material is very fine, and the finish, to the smallest particular, bears careful scrutiny. One design, a combination of white and light blue, the collar in white and the cuffs in white edged with blue, is as attractive as anything THE REVIEW has seen this month.

## KID GLOVE NOTES.

We have, at date of writing, little to report regarding kid gloves. Importation orders are expected very shortly, though no general delivery will take place for some weeks yet. Meantime comparatively little demand exists for immediate use, the desire of retailers being to work their stocks down as low as possible in order to prepare for new spring stock. In looking back at general results of the last trip, while no specially new features in style or make were exhibited, importers say they are struck with the conviction that a much better tone exists in this market regarding the quality in demand. Few buyers of any importance were this season interested in German or Italian goods, the almost universal demand being for French skins, and of a guaranteed quality. While a certain surplus is invariably provided by agencies of leading makers, they have not to any extent anticipated a sorting up stock of inferior goods. This is as it should be, because the difference between a good and a poor glove is very little, and the latter sooner or later proves an injury to the reputation of both parties. Already the New York market is getting sick of the cheap trash with which it was flooded a year or two ago, and a reaction is now taking place in favor of standard French goods, so much so, that according to the most reliable sources of information, high prices are not only likely to continue in the French skin market, but must advance.

Buyers, say these authorities, who have not yet completed their requirements, should not delay doing so. The margin retained by jobbers is so very small that any further advance

must be placed upon the present quotations, as no good glove house will be willing to reduce quality of established brands in order to meet new figures.

Grenoble advises remark upon the unusually large quantity of black gloves turned out this year; we take it that people are tired of cheap blacks, which have always resulted in trouble and loss for all concerned. It can never be otherwise, owing to the strong acids used in dyeing and which inferior skins cannot stand.

Regarding spring styles and colors it seems likely that no special novelties will appear, but certainly contrast colored stitching on blacks is a thing of the past. Self-stitch with colored points, especially white and butter shades, will have a run. We notice a very pretty effect in Eugene "Jammet" make, a black glaze laced, silver hooks, with white embroidered back points; also some other attractions which have proved successful.

This "Jammet" make, which is represented by Fitzgibbon, Schafheitlin & Co., Montreal, is now in a leading position and carries a large stock sustained by weekly receipts.

A permanent trade can only be built up on black gloves by making quality the main feature of the various

lines offered, and the placing of unsatisfactory grades before customers will be found ruinous to future sales for the department. The need of attention to the details of black goods applies more forcibly to gloves than to any other line in the store, owing to the exchange system to which this branch of trade is subject, and to avoid increasing the number of "returns" the utmost care should be exercised in their selection.

## A SPECIAL IN CASHMERE HOSIERY.

S. Greenshields, Son & Co. are dividing up their smallwares department, and it is their intention to increase their lines of gloves, hosiery, ladies' underwear, ribbons, lawns and muslins, handkerchiefs, embroideries, laces, etc. These goods will be kept on the fifth flat. They have secured several special lines of these goods for spring, and large shipments are now arriving. They have also secured a large consignment of cashmere hosiery intended for Samson, Kennedy & Co., of Toronto, which they will offer at very close prices.



House of Registered Design. ROBERT HARROWER, MONTREAL.



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