

BATH ROBES.

Bath or house robes are items of a furnishing goods stock which are bulky and difficult to display; they are articles of luxury which will seldom sell unless they are shown. Usually they are either placed on the floor of the window, heaped up carelessly, or else hung up as one would put them away in a closet. An improved way of exhibiting them is to lay the garment over a rod with the neck hanging downwards, the girdle is then loosely tied and the sleeves fastened under in a festoon shape. This does away with the awkwardness referred to and even makes a desirable unit should a solid window be wanted.—Apparel Gazette.

SOME HOLIDAY HINTS.

Holiday displays might be subdivided into two classes—the spectacular show, with complicated mechanical devices, and the fixed trim that may either exhibit holiday goods or some fancy subject. So many stores now use incandescent lamps that the introduction of special lighting and other features which require the use of power has been greatly simplified.

One small motor drawing its power from the electric wires in the store is frequently sufficient to keep half a dozen revolving stands, wheels or other pieces in motion. Anything which involves the use of power involves constant attention and care, and the window dresser must watch the machine carefully to see that it doesn't break down when most needed.

If possible, the arrangement of the lights, where not already perfected, should be given considerable attention. There is no better time than the Christmas display season to have this troublesome matter permanently disposed of.

We suggest that a window decorator could not find a better way to arrange his lights than to observe the rule followed on the stage of all theatres. Let there be lights at the top reflected down and lights from below reflected up, the source of light being concealed from the onlooker, and the arrangement will then be right.

In arranging fixed holiday displays a few unique features, if carefully planned and carried out, cannot but help to make the shows more than ordinarily successful. For instance, have made a lot of artificial sunflowers, stalk and all. But instead of the large black centre occupied by the seeds in the plant fasten a pretty little doll's head and raise the side petals by invisible wires so that the head is apparently growing out of the flower. If well done this is an extremely fetching conceit. The sunflowers can be used as

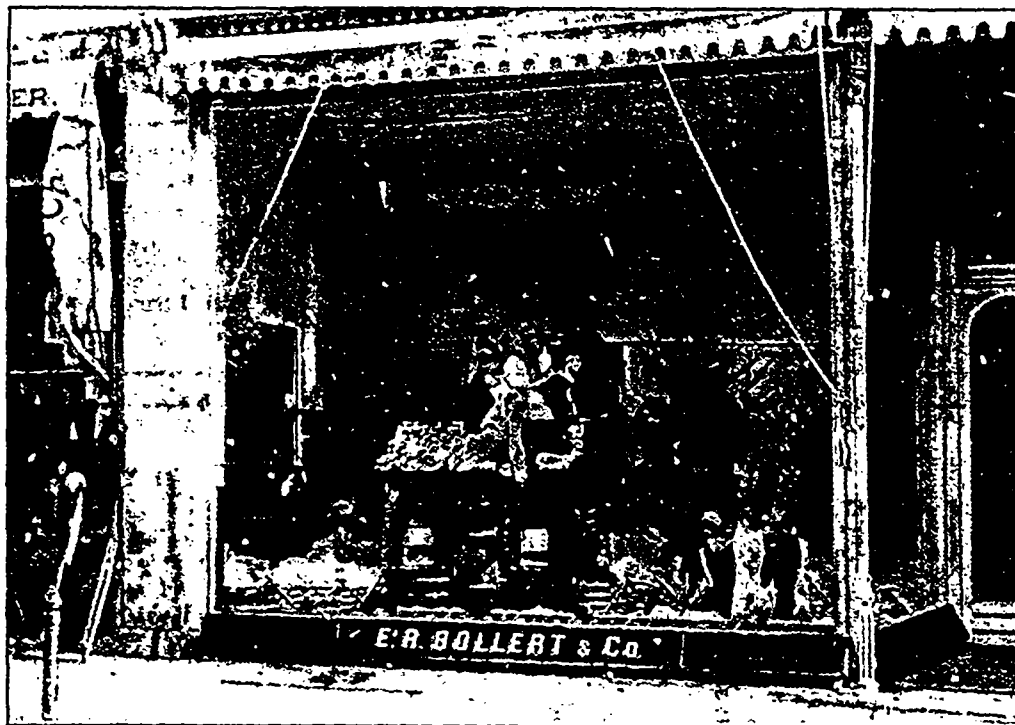
lavishly as is necessary on the floor and sides of the window. Combining them with a yellow background adds greatly to the effect. Of course, these sunflowers are only part of the accessories to make the window look well. Other things must also be put in.

Solid displays of cheap toys arranged on straight shelves in the window are not to be encouraged. The arrangement of goods in this fashion presents a curious jumble to the eye. If toys are to be shown don't crowd the window. At this point it might be well to add a word of caution. If you use electric appliances of any kind be mindful of the danger. More than one costly fire has originated in carelessly arranged Christmas displays which were not protected from the lamps.—Economist.

KID GLOVES.

BUSINESS in this line continues fairly satisfactory, though the volume is, to a marked extent, less than at last year's corresponding dates. This may be partly accounted for by the fact that owing to a very early advent of summer, '96, and an almost entire absence of spring weather,

the sale of kid gloves at that time was much influenced, and sales stopped short before stocks were anything like broken. This has led to careful buying for fall, and many dealers are making efforts to clear out surplus stocks, which, even at large discounts, is a difficult matter in this up-to-date age, if colors and styles are unseasonable. Unfortunately, one or two importers have assisted



No. 1. Specimen Christmas Window, with Design.

in lowering prices by some cheap importations which appear attractive, but are not anything like first-class. However, this sort of thing can only be temporary and a general return to reliable standard qualities is hoped for.

One of the chief kid glove firms here with whom we have talked claims to have had a fairly good spring, '97, placing, but largely confined to reliable French goods, fancy effects in the same, and better grades of German lamb. The lower qualities of glace and suede were little noticed.

Colors for spring are running rather lighter in tans, while white and straw, and a few pearls, with black trimming and large oxydized lock fasteners, are the leading favorites. These styles are being sought after for present use, but are not likely to be obtained by those who failed to anticipate the demand.

This is an age of effect, and, unfortunately for the glove itself, fit is a secondary consideration. But it seems necessary to consider the details of every line more than ever in order to meet the ideas of an exacting custom.

Christmas trade will likely find many dealers short of attractive goods. Jobbers are very low in anything but staples, and not over-stocked in them.