

LEATHER GOODS

THE past year has seen a volume of business in the leather goods trade that has made that department in the fancy goods store one of the most important. The old method of laying in a few purses, staple shapes of handbags and valises, will never be a success in the present state of trade. Buying has become a fine art, and a most careful study of styles and novelties, etc., must be made. Manufacturers are offering a variety that renders success possible in any store, and the public are becoming so educated as to look for something special in every stock. As gifts, leather goods cannot be excelled; there is a substantialness, durability, and usefulness combined with luxury about them that make them peculiarly suitable as presents.

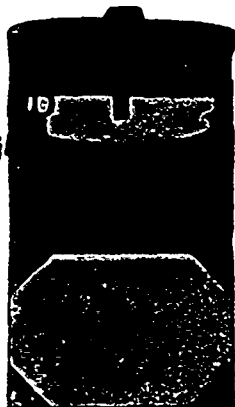
The strongest line has been, perhaps, the hand bag in all its variety of forms and leathers. The extensive demand for this line has developed such a prodigality of variety as to rather injure it, both for the maker and the retailer. With a few staple shapes the stock can be kept

the best to carry and sell regularly through it all. A great splash was made by the "Peggy From Paris" bag, and the advertising it received made it one of the best known styles. But it has had a rather poor sale, in spite of it all, its initial success being momentary. A partial cause for its rapid fall was the cheap imitations that followed its introduction. A large departmental store was offering a couple of months ago a small "Peggy" for ten cents, and the large sizes were selling for a dollar. This imitating has been responsible for the small success of several shapes, for the multitude of new designs.

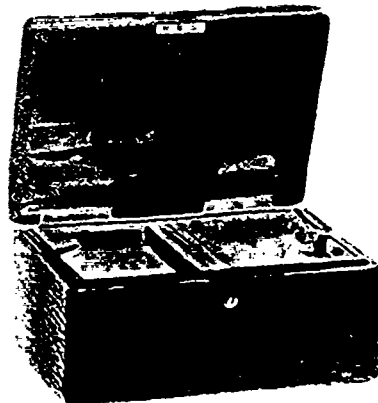
The novelties that are offered in leather goods are innumerable. From trunks to the tiniest purses there are included bags, writing folios, dressing cases and bags, hat boxes, jewel cases, watch fobs, pin cases, card and cigar cases, ticket holders, telephone registers, bill books, collar, cuff and brush cases, drinking glasses, sponge bags, belts, music holders, traveling pockets, flasks, etc., and each is useful and ornamental. And in each individual

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A Folding Writing Case.



A Jewel Case.



A Music Holder.

down, but when hundreds of styles are thrown on the market, the size of stock must be large, and the tastes of customers wander. Many manufacturers, especially in the United States, have lost thousands of dollars in this branch of leather goods on account of the fact that special machinery is often required, and before the new shape begins to pay a newer comes in and the older one must be dropped. There is, too, the greatest rivalry in the manufacturing trade, and shapes that sell are immediately copied by rival makers, who sell them at cut prices. So keen has this competition become that New York manufacturers show their newest goods in far off parts of the country before putting them on the market in New York. This is done in order to delay the adoption of the shape by local makers.

It has been found that, while there is a momentary demand for new shapes, the staple, moderate designs are

taste can be gratified. The prices, too, varying as they do from a few cents to a great many dollars, put the lines in touch with every purse.

Travelers' needs are among the most important for this season of the year. For this there is a ready sale in bags, trunks, writing cases, traveling cases for playing cards and other games, safety pockets, jewel cases, toilet bags, collar and cuff cases, drinking glasses, etc. In the illustrations are shown a convenient writing case, music holder and jewel case. These cuts are from the Catalogue of the Julian Sale Leather Goods Company.

Among fancy goods there is a great demand for cushion tops in the lithographed designs in the fancy worked patterns, and in tapestries. Such well known pictures as The Fencing Girl, St. Cecilia, the Angels, are included, and special designs are shown for bachelor quarters.