

shown, not crinoline but hobble skirts will dominate coming fashions. The dresses shown were of every colour, with many black models of course and bottle green was a favourite hue in hats. Some handsome embroidered fur trimmed coats were shown, cut in long straight lines which give the much desired slender silhouette. Marocain is as popular as ever and novel jewel ornaments are much worn.

PSYCHOLOGY OF SALES.

Retailers continue to place strong emphasis on sales in order to keep up turnover in what is ordinarily a quiet period. The wisdom of holding so many and such prolonged sales has both its advocates and its opponents. The argument that the consumer is no longer interested in sales, owing to their large number, is set aside lightly by the former who say they are demonstrating otherwise. They also do not readily grant the force the statement that the sales take attention away from regular priced merchandise, declaring that speed in turnover, on a small profit margin, is to be preferred.

DRAPERIES.

The most expensive fabrics are mainly in demand for draperies and upholsteries, according to one of the large importers and jobbers. The public is rapidly becoming educated to the use of artistic combinations of fabrics in the decoration of a room, he says rather than using one design as in the past. Each piece of furniture, he says, should be an individual unit, although contributing to a harmonious whole. It is, therefore, possible to employ in certain places fabrics which would be ~~used~~ if used throughout the room. Linen velours are among the most popular fabrics for hangings and upholstery.

FALL FOOTWEAR.

Suedes for women's footwear, in the log-cabin shades and black especially, will be in great demand this Fall, according to one manufacturer. Other colours, too, will be popular, though grays are not expected to be much used. The solid-colour shoes in high colors are a drag on the market, he says, and there is no chance of their maintaining their present vogue. The models for Fall show a trend toward the French design, with shorter vamp, rounder toe and higher heel than heretofore. For younger girls the heavier, brogue effect will be popular, with broad, flat heel, but these styles will not be favoured by older women. There is little chance in men's models, brogue and square-toe effects continuing in favour.

Light tans as well as black will be in demand, the darker shades of tans and browns being less popular. The effort to revive the narrow toe has not been successful.

EMBROIDERIES.

There is a great vogue in Paris for gowns in all-over embroideries, the eyelet effects being particularly popular. The embroideries are used in a great variety of ways, sometimes forming the foundation of the frock and sometimes used as trimming. There is a trend toward the use of multicolored embroideries, which come in all widths and materials, some of them being of wool and linen or cotton combinations. While there is as yet little increase in the use of white embroideries for underwear, the demand for fine batiste embroidery for this purpose has taken a decided jump. Conservatively dressed women have gone back largely to cotton underwear for Summer, as it is cooler than silk, and this accounts for the recent vogue of fine embroidery for trimming.

FA N EXTRAS

HOBBLES AGAIN.

If one may depend on reports from London of the recent exhibition opened at the Lady Weymouth at Holland Park at which displays of novelties from the principal London houses and other British style centres were