

**Scarves, Shawls, Cowls and Shawlettes** - Glenda Sweetland

Scarves 187 carried over out of total 302 = 40% sold

Cowls 32 carried over out of total 82 = 61% sold

Shawls 28 carried over out of total 86 = 67% sold

Shawlettes 6 carried over out of total 50 = 88% sold

Ponchos 0 carried over out of total 4 = 100% sold

Knotty girls 0 carried over out of total 9 = 100% sold

Crochet scarves and cowls 13 carried over out of total 24 = 45% sold

As in previous years, the shawls and shawlettes are the biggest sellers.

The percentage of scarves sold is low, however, there was a higher inventory of scarves to begin with. The asymmetrical scarves sold well again this year with only 12 being carried over.

Fabric infinity scarves are still a good seller but there are a large number in our inventory each year and not all will sell. The fabric bandanas do not sell well and we had most carried over from last year.

Cowls still sell well, a mix of chunky and soft drape-y ones with an interesting stitch sell best.

Crocheted items, unfortunately, do not sell as well as knitted ones.

Because accessories are fashion-driven it is hard to predict what will sell and what won't. Colour and fibre content are important factors when customers are selecting scarves and cowls and shawls. Our customers tend to shy away from pastels and scratchy fibres.

Overall, 2016 was a successful year. Any items that were carried over and had been in 2-3 sales with price reductions in the 2nd and 3rd year, were donated.

**Adult Wearables** (excluding Scarves, Shawls, Shawlettes and Cowls) - Janice Meeking

The total pre-sale inventory count in this very diverse product line was 307, down from last year but the inventory was of very high quality and were priced accordingly. It is always exciting and sometimes surprising to see what the trendy items will be each year. This year was a surprise.

Heads:

There were many, many hats to carry over from last year and several were donated to local charities. The new hat inventory was of very good quality and variety and an unprecedented 130 hats were sold. This is about 77% of the inventory on hand. By the end of the sale, there were many bare heads. There are lonely 32 hats to carry over.

Usually headbands are harder to sell than hats but this year was a notable exception.

There are only 6 headbands to carry over - 6!

Feet:

These are popular sellers and 93% of the inventory was sold. In past years it has been hard to price socks the way they deserve to be priced and sell them, but hand knit socks are now definitely in. If you are a sock knitter, know that multi colored socks will sell.

Felted slippers continue to sell though the demand has dropped off for this product.

Unbelted slippers are a bit harder to sell but a few pair were sold.

Hands:

Fingerless gloves and mittens were a signature product for many years but popularity of these items also seems to have dropped off. About 50 pairs of mittens, one-third fingerless and two-thirds full, were sold and this represents about 75% of the inventory. Double knit gloves in luxury yarns were top priced and top sellers. Check the yarn inventory if you are interested in knitting these items.

Sweaters, Shrugs and Vests:

Because size is so important for these items selling depends on the right customer coming through the door. There were some lovely sweaters on offer, mostly chunky yarns and most of these did sell. So if sweaters are your thing we can sell a few. Smaller items that do not need sizing are easier to sell and often realize better returns for the effort.

Vests were not as popular as sweaters but we did sell about 15.

Boot Toppers:

There were about 20 sets and these are gone, gone, gone; all of them gone. Hint, hint.