

ACCESSORIES - Shawls, Scarves, and Cowls

Submitted by Glenda Sweetland

In 2016 we had a total of 666 items at the sale, in 2017 we had 377 and this year we had less, 318.

Shawls continue to be our best seller and make the most money with prices ranging from \$24 to \$125. This year our highest priced shawl sold the first day and a couple of others sold for \$110. The buyers seems to like the larger, more traditional shawls that are made of acrylic yarn in pleasing natural colours or jewel tones. As well, the lacey one-of-a-kind shawl is popular regardless of price. Shawlettes are not as popular as they once were. People will pay for quality, design and luxury yarns. The pastels and beiges are not popular with the buyers.

Our customers seem to favour larger scarves that they can wrap around their necks comfortably with soft yarns and the same colours as the shawls. The one-of-a-kind scarf is always a good seller and can be priced higher. Fabric scarves sell, however, we had an abundance of them for the last 2 years and therefore a lot carried over. As a result many were donated. We do not need as many in future.

Cowls are popular one year and not the next. The smaller cowls in nice soft yarns seemed preferable to the large bulky ones. The higher priced cowls made from luxury yarns sold better. Fashion trends seem to play a factor in cowls. Infinity scarves are in this category and do not sell if they cannot be loosely wrapped around the neck twice. Knitted accessories seem to be favoured over crocheted.

Ponchos and shrugs are a newer item in this category, there were eight and all sold except two of the fabric ones.