

THE REVIEW'S PRIZE COMPETITION.

It is the Talk of the Trade Everywhere.

EVERYBODY is talking—except a few—about THE DRY GOODS REVIEW'S Prize Competition. The essays, when published, will be valuable, because they will contain the crystallized experience of the wisest men in the trade. The subject is of the utmost importance, and especially at the opening of the new year, when everybody is revising his methods.

The competition closes on

February 15th,

and full particulars are given again for the benefit of any person who did not see them in last issue. Bring it to the notice of your best clerk if you haven't time yourself. It will make him think; it will make him read, it will make him progressive.

A first prize of \$20, a second prize of \$10, and a third prize of \$5, are to be given by this journal for the best essay on the following subject:—

The Pitfalls of the Retail Trade.

The rules of the competition shall be as follows:—

1. All the competitors must be devoting their whole time to some branch of the Canadian dry goods trade.
2. No essay must exceed 2,500 words nor be less than 1,500. Neatness will not be regarded, beyond the point that the essay must be readable, and the paper written on one side only. The sheets must be fastened together and numbered.
3. The essay must be original.
4. Each essay must be signed by a nom de plume, and both the proper name and nom de plume of the writer written on a slip and placed in a sealed envelope, which envelope must be addressed, DRY GOODS REVIEW, 10 Front street east, Toronto, and across the corner have the words "nom de plume." This envelope must be enclosed in another, so that no post mark will appear upon the former.
5. All essays must be sent in to this office not later than February 15th, and awards will be announced in the March issue, and the prize essays will then be published in order.
6. As the competition is to encourage thought among merchants and clerks, professional writers will be excluded.
7. The judging will be done by two dry goods merchants. The names of these merchants will be announced at the same time as the award.
8. Additional prizes—The five essayists who rank in order after the prize men shall each receive THE DRY GOODS REVIEW for one year. This will make eight prizes in all.
9. All prize essays shall be the exclusive property of THE DRY GOODS REVIEW.

NEW AND HANDSOME STORES.

OWING to the fact that the walking has been bad, THE DRY GOODS REVIEW'S representative has been unable to travel much lately. But, with the aid of the editorial shears, some descriptions of the newest dry goods buildings are given. The marked feature of the stores now erected is that the aim is to have the latest and best fittings and to present a handsome appearance. Bar-rooms are attractive; they are even gorgeous in towns and cities. Why shouldn't dry goods stores

be handsome and inviting? Why shouldn't they have mosaics, frescoes, cornices, gildings, mirrors and celebrated paintings?

Messrs. C. H. Wilson & Bro., dealers in household furnishings, Winnipeg, who removed recently from 215 Market street, are in their new quarters, corner of Princess and market streets. The location is an excellent one, and has 7,800 square feet of floor space. The basement contains a large workroom where the fine upholstery, which has ever been a specialty of the firm, is carried on. The street floor is perhaps the most enticing as, besides the rich appearance of the hundred and one pretty and unique designs, the walls are gorgeously decorated with etchings, pastels and steel engravings. The third floor, gained by an electric elevator, is furnished with upholstered goods and bedroom furniture. This firm does a wholesale, retail and jobbing business.

The Vancouver News-Advertiser gives a glowing description of the new and handsome store of the Hudson Bay Company. It has four stories, 100 feet long and 50 feet wide, and all are connected by an elevator. The upper two are used for storage purposes, and the second floor as a carpet room. The first floor contains the general merchandise sold by the company at this branch. It is a different place from the old forts in which the Hudson Bay Company's employees transacted business in the years of the seventeenth century.

The Moose Jaw Times says: "T. W. Robinson moved into his new store on Tuesday. The fittings and counter tops are finished in maple and ash. The ceiling is a very handsome one, being of British Columbia cedar with natural finish. A commodious office with bank screens has been fitted up in the rear of the ground floor. The second story is handsomely fitted up, and here ready made clothing, hats and caps, boots and shoes and china and glassware will be found.

There can be little doubt that the handsome new store of Ryan Bros. in the Butchart Block, Owen Sound, is among the finest and most up-to-date in the province. The store is 30 by 120 feet, with a fourteen foot ceiling, the rear portion being devoted to a commodious millinery showroom, business office, and workroom for the milliners. The store has the largest show windows in Owen Sound. These windows are furnished with immense plate glass mirrors which are fitted in at the sides. The fittings of the store are thoroughly modern all through. Five cash railways (Bar system) communicate from the various parts of the store to the office. One of the most marked features of the premises is the excellent lighting, either by day or night. After dark the store is a blaze of gaslight, and the way in which the light is arranged is a decided innovation. Instead of the old-fashioned gasoliers running down the middle of the store—just where you don't sell goods and don't need the light—the jets are arranged directly over the counters. This is a great advantage, as it is possible to buy goods and know exactly what you are buying. The shelving is all deep, and the goods are placed in endwise. This gives a large increase in the capacity of the shelves, and assists in rapid handling of the goods. In the middle of the store, towards the front, is a circular counter for the sale of small haberdashery. Two of the counters have plate glass tops, thus serving the double purpose of counters and show cases.

Grafton & Co., Owen Sound, have been making some improvements in their store. They sell the clothing manufactured at the Grafton clothing factory, Dundas, which employs over 100 hands. T. W. Barry is manager at Owen Sound.