



Some very pretty albums, with oxidized silver letters of large size and striking designs, together with beautiful silver corner ornaments, are seen in this season's importations.

Baskets in fancy designs and for fancy purposes are on the down grade of popularity. They have run three seasons and have now lost favor along with many lines of bric-a-brac, which are also being tabooed by the ladies.

The combination photo frame and stand will be a feature of this year's fancy goods. Brass and silver floral designs predominate, and are shown in great variety. The designs are various, and these articles should find a ready sale.

A neat little wall-ornament will shortly be placed before the trade. It consists of a very pretty winter scene, with a glass cover and a chain frame and hanger. These are designed and manufactured by C. M. Taylor & Co. This firm is also selling a very artistic line of oil painting studies, floral sketches, and pencil designs, which are very useful to amateur artists and students of the aesthetic art.

A very nice line of albums is shown by Copp, Clark & Co. Plain leather bindings seem to be numerous and are neat in their simplicity. A very pretty line, the Victoria, narrower than the ordinary album and about the same length, is a new and suitable size, and is shown in several very pretty varieties. A double album of this style, opening from the centre both ways, makes a very neat article, and it is well fastened with two clasps, one at the top and one below. An oblong variety with two photos to the page, and an "Imperial" variety with four to the page, are among the new styles. These albums show what can be accomplished by varying the size and still retaining the former bindings of plush and leather, with celluloid and oxidized ornamentations.

#### GENIAL SALESMEN.

We hold that a good clerk or salesman feels a sincere interest in the prosperity and welfare of his employers, says the Critic, and he must be zealous in whatever he does. Unless he is, he can never expect to please the patrons of the store or the proprietor who employed him. If he acquires habits of indifference or inattention, he will never become a prosperous business man, even if he should engage in trade on his own account, for indifference and inactivity become habits after a time, extremely difficult, if not impossible to break off.

The personality of a salesman has very much to do with his success in that capacity. He should present a neat and cleanly appear-

ance; should strive to please the people with whom he comes in contact, and should try from the commencement of his career to make friends of his customers if he expects in the future to have friends to patronize him when he sets up in business for himself.

#### BOB BURDETTE ON THE DRUMMER.

Genial Bob Burdette, the prince of humorists, whose writings, always full of kind thoughts, never hurt any man's feelings, is a traveler, a minister, a humorist and a lecturer. He knows the drummer from constant contact, and in his happy way describes him. If all men were like Robert J. Burdette there would be less sin in this world. This is what he says of the commercial traveler: "He looks over my shoulders as I register after him, and hands me his card with a shout of recognition, he peeps over the register again and watches the clerk assign me to ninety-three. 'Ninety-nothing!' he shouts. 'Who's in fifteen?' The clerk says he is saving fifteen for Judge Dryasdust. 'Well, he be blown?' says my cheery friend. 'Give him the attic and put this gentleman in fifteen.' And if the clerk hesitates he seizes the pen and gives me fifteen himself, and then he calls the porter and orders him to carry up my baggage and put a fire in fifteen, and in the same breath adds, 'What time will you be down to supper, Mr. Burdette?' And he waits for me; and, seeing I am a stranger in town, he sees that I am cared for; that the waiters do not neglect me; he tells me about the town, the people and the business; he is breezy, sociable, full of good stories, always good-natured; he frisks with cigars and overflows with 1,000 mile tickets; he knows all the best rooms in the hotels; he always has a key for the car seats, and turns a seat for himself and friends without troubling the brakeman; but he will ride on the wood-box or stand outside to accommodate a lady, and he will give up his seat to an old man. I know him pretty well. For three years I have been traveling with him, and I have seen the worst and I know the best far outweighs the worst. I could hardly get along without him. I am glad he is so numerous."

—Chicago Apparel Gazette.

#### BEGINNING BUSINESS BRISKLY.

Mr. Billings—John, did you get the lease signed for the store?

John—Yes, father.

Mr. Billings—And has all the stock of goods come?

John—Yes, father.

Mr. Billings—Very well, then, hire a painter to paint some signs. Rumous Sacrifice to Close Stock. Sweeping Reductions Before Removal. Foreclosure Sale. Great Bargains in Remnants. Store Must Be Vacated in Fifteen Days, and a few others like them, and let's start right in on business.

#### THROUGH THE REGULAR CHANNELS.

Manager—The latest general order says we should economize in every possible way. Hereafter you must pick up all the waste paper and send it to me.

Chief Clerk—If I must do this extra work I want a raise of salary.

Manager—All right; put your application in with the waste paper.—Telegraphic Age

#### HE DID HIS DUTY WELL.

The Clothier and Furnisher is responsible for the following. A story not only with a point, but suggesting one of the most dramatic situations that ever took anecdotal form, tells of the experience of the traveling man who wished to be "put off at Syracuse." Every one in the clothing realm knows the raconteur for it was himself who, hurrying from a club dinner in his dress suit, boarded the night train at the Grand Central depot valise in hand.

"Now, see here, porter," said he briskly, "I want you to put me off at Syracuse. You know we get in there about 6 o'clock in the morning, and I may oversleep myself. But it is important that I should get out. Here's a five dollar gold piece. Now, I may wake up hard, for I've been dining to-night and will probably feel rocky. Don't mind if I kick. Pay no attention if I'm ugly. I want you to put me off at Syracuse."

"Yes, sah," answered the sturdy Nubian, ramming the bright coin into his trousers pocket. "It shall be did sah!"

The next morning the coin-giver was awakened by a stentorian voice calling. "Rochestere! Thirty minutes for refreshments!"

"Rochester?" he exclaimed, sitting up. "Where is that damn coon?"

Hastily slipping on his trousers, he went in search of the object of his wrath and found him in the porter's closet, huddled up with his head in bandage, his clothes torn and his arm in a sling.

"Well," says the drummer, "you are a sight. Been in an accident? Why didn't you put me off at Syracuse?"

"Wha-at!" ejaculated the porter jumping to his feet, as his eyes bulged from his head. "Was you de gen'man what guf ter me a five-dollah gold piece?"

"Of course I was, you idiot!"

"Well den, befoah de Lawd, who was dat gemman I put off at Syracuse?"

#### DRY GOODS STORE FOR SALE.

I desire to sell my one-half interest in a Dry Goods Store, in live and growing county seat of 10,000 population. One of the cleanest stocks in Northern Ohio. Nothing but legitimate competition. Invoices \$32,500. Gross business \$60,000 annually. Net business \$16,000. Wish to retire on account of age. Address, MERCHANT, P. O. Box 351, Toledo, O.

THE DRY GOODS REVIEW is printed for the Publishers by The J. B. McLean Co. (L'd), Printer and Publishers, 6 Wellington St West, Toronto, who make a specialty of high-class magazine printing.