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THE MAGAZINE COUNTER

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Clip out the following paragraphs and paste them up in a conspicuous position. Customers may be attracted by an Item and sales result.

ANNOUNCEMENTS FOR 1907.

SCRIBNER'S Magazine will run a new serial by the author of "The House of Mirth." entitled, "The Fruit of the Tree." It will also feature a delightful series of papers by Henry van Dyke, "Days Off." Kato Douglas Wiggin will contribute more of her charming Rebecca stories. "Touring Europe in an Automobile," will be described by Henry Norman, M.P.

With 1907, the Atlantic Monthly completes its fiftieth year. In commemoration the publishers have planned many special features. The leading serial will be "The Helpmate" by May Sinclair. Mrs. Wharton will describe "A Motor Flight Through France." "The Garrick Letters." edited by George P. Parker, will contain unpublished correspondence. In addition there will be articles of wide-world interest and good stories.

The publishers of the American Magazine have gathered together a great many splendid features for 1907. There is a new serial, "Arethusa," by F. Marion Crawford, "The Tariff in our Tunes" by Ida M. Tarbella humorous articles by "Mr. Dooley," "The Negro Problem" by Rev. S. Baker, "Adventures in Contentment" by David Grayson, stories by Josephine Daskam, etc.

Among the promised features in the Metropolitan Magazine for 1907 are: "The Future of Transportation" by Alexander H. Ford, "The New Style Housebreaker" by Broughton Brandenburg, "Old Battlefields" by John D. Wells, "Curiosity of Sport" by George Hibbard, and stories by many celebrated authors.

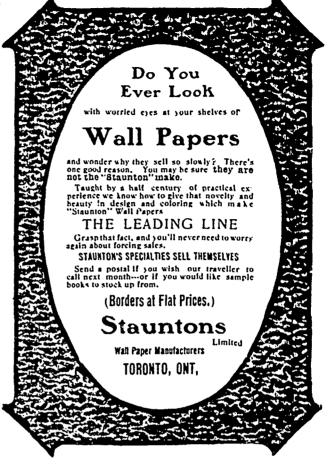
The strong feature of McClure's Magazine for 1907 will be the life of Mary Baker G. Eddy, the founder of the Christian Science movement, which will be told by Georgino Milmine. The first article in the series will appear in the January number.

Following the serials by A. E. W. Mason and Frances Hodgson Burnett, now running in the Century, will come a new novel by Elizabeth Robins, entitled "Come and Find Me."

During 1907, St. Nicholas is to have fairy stories by Frances Hodgson Burnett, a delightful serial story by Alice Hegan Rice, more stories about "Pinkey Perkins," stories by Ralph Henry Barbour, and a fine serial story by the author of the famous "Emmy Lou" book

Harper's Magazine during 1907 will contain the story of "A Unique Arctic Expedition," by Lieut, Mikklesen, a young Danish explorer, a group of recollections of Lincoln by his personal gnard, "Mountain Climbing in Two Continents," by Dr. Frederick Cook, "Recollections," by Captain Mahan, and a number of articles embodying some striking and hitherto unpublished letters of famous personages.

The December number of the International Studio contains eight handsome color inserts and the following articles, "Louis C. Tiffany and his Work in Jewellery," "Nature's Aid to Design," "The Evans Collection," "An Early Holbein," "English Drawing," "Art of Printing Etchings," etc



A LINE OFTEN NEGLECTED.

In the majority of smaller general stores throughout the country there is great need of improvement in the mode of handling wall paper. Too often the department is stocked without mature thought, and the display of attractive lines and the cultivation of appropriate policy in salesmanship are neglected. If the papers are simply piled up on the shelves with no attractive feature visible but the common little sample cards, how can the best results be secured? Couple this condition with the offices of a clerk who will automatically and without appreciative enthusiasm pull down and show the different papers, and put them back again without saying anything stronger or more impressive than "Now, here's a pretty thing," or "How does that suit you."

It is seldom a difficult undertaking to put new life into the wall paper department. After the stock is in classify it according to the different uses for which you will recommend it, and then infuse the proper spirit into the clerk in charge. Do not be backward about making displays and changing them often. You need not attempt any elaborate arrangement in these; what you want primarily is to have the most effective colors and patterns in your line taken from the shelves, and placed so that they can get a chance to attract.

WALL PAPER AND NEW ZEALAND.

The duty on Canadian wall paper going into New Zealand is 15 per cent, as against 224 per cent charged the product from the United States.