

FALL WOOLENS.

FOR overcoatings beavers again stand first, meltons next, while tweeds and friezes are used in the long ulster. The first two fabrics are used in the finer class of long coats, although there is a growing feeling for worsteds for smart coats.

In suitings the tendency is still for quiet designs and patterns, although this applies more particularly to worsteds. In Scotch tweeds, the designs that are shown and that are selling well are, though not so bold as sometime ago, yet bright with a trifle of color and also overchecked. These are shown for both suitings and overcoatings. This is a change and indicative of future styles.

The striped trouserings are going back, and although quite a quantity is being sold, yet they do not hold the entire business as they did in the years past. All styles of patterns are now being used. Small neat effects, particularly in worsteds, are competing strongly for a leading position with the general trade, they having already secured it with the best trade.

Fancy vestings promise to run all through the fall and winter. Some very new and handsome things are shown.

A GREAT WOOLEN HOUSE.

One of the largest stocks of woollens in Canada is carried by W. R. Brock & Co. In point of display their stock is very suitably arranged, and is kept well-up-to-date.

Domestics of all descriptions such as worsteds, cheviots, serges, frieze, and other characteristic fabrics are leading as regards real merit in design and quality, and as regards holding of color, durability of wear, etc. W. R. Brock & Co. have built up a prosperous trade by carrying in stock complete lines of all grades of domestic woollens.

Their stock of black worsteds in coatings and trouserings is up to, if not in advance, of previous season's collections. For the past four or five weeks the market has had an upward tendency owing to the reduction in the U. S. duty in woollens, and hence present stocks are valuable.

Fancy vestings are numerous. A handsome dark blue corduroy with a silk spot is something unique and dressy.

HINTS ON WINDOW DRESSING.

PERHAPS you have some hats in stock which you would like to sell before the next season's hats come in and you have about a week or ten days to do it in. A good way to do it is to make a hat display in your window, says an exchange.

The hats should be placed on standards which may be adjusted to various heights. The two large standards have adjustable arms which in turn have adjustable pegs. The pegs in this case are upright and the hats are hung on.

One would naturally think that in a hat window would be a good place to display handkerchiefs, neckties, etc., but in looking around for hat windows we found nothing but "solid windows." We then interviewed three or four window trimmers on the subject and each one told the same story: Nothing should be in a hat window but hats. One trimmer said that occasionally he puts in a few pairs of gloves, a cane or two, and perhaps some umbrellas, but they should never be placed in a very prominent part of the window.

Some may object to attempting such a display as this on account of the cost of the brass or nickel-plated standards. We

admit that for a single display the furniture would be rather expensive, but think how many kinds of display can be made with these standards, for, indeed, what cannot be displayed on them? More than that, they are labor saving. There is hardly a store of any size that has not one or more windows displayed by means of these standards. When not in use in the windows they can be well utilized on the counters for displaying handkerchiefs and the like.

THE BOY AND THE BOSS.

The boy came briskly into the office, doffed his hat, and bowed to the boss.

"I understand you want a boy, sir," he said.

"Yes, we have a vacancy."

"Can I fill it?"

"Can you? What sort of a place do you want?"

"Where there's as little work and as much pay as the house can stand."

"Um, most boys when they come are willing to take all work and no pay."

"I'm not most boys."

"Oh, you're not? You are pretty fresh, aren't you?"

"Yes, sir; but I know it, and I'm getting cured."

"Do you expect to get the kind of a job you want?"

"No, sir, nobody gets what he wants, exactly, but it doesn't hurt him to expect a good deal."

"What pay do you think you should have?"

"Three dollars per week."

"The other boys we have had only got two."

"How many have you had in the last year?"

"Eight or ten."

"I thought so. That's the kind of a boy a two dollar boy is."

"And are you not that kind?"

"No, sir; if I come, I hang up my hat and stay."

"Suppose you don't like it?"

"I'll stay just the same."

"Suppose we bounce you?"

"I'll be glad of it, sir."

"Glad of it?"

"Yes, sir; if the house isn't satisfied with the right kind of a boy, it isn't the right kind of a house for the right kind of a boy to be in."

The employer took a second look at the boy. "Um," he said, "will you say that again?"

"No, sir; it's time I was going to work if I'm going to work, and if I'm not, it's time I left. Do I go in or out?" and the boss with much doubt in his mind said "in," and the boy went in with a will.

THE MOST IMPORTANT.

Work belonging to the office is the preparation of the Balance Sheet, Profit and Loss Accounts, and the adjustment of the Capital, Partnerships, or Dividend Accounts.

Many otherwise good bookkeepers go astray on this work, and unless you have competent inspection the error passes uncorrected.

Many a time an actual loss is made to appear a handsome gain.

My business includes the preparation and inspection of all classes of important Statements.

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