

engaged, with perfect confidence that the results would be just as she expected. "Certainly," she answered; "the Turkish Dyes and the new method are as superior to the old, as the railroad and telegraph to the old letter carrier who used to carry his few letters through the almost untrodden Canadian forest."

"I suppose that the Turkish Dyes are much sought after then?"

"At one time it was almost impossible to get them, they were so much in demand; and I suppose also that the dealers had large supplies of old-fashioned and inferior dyes and wanted to sell them off when they could, knowing that once the Turkish Dyes became known all others would be so much lost money. But very soon, as the Turkish Dyes became known, and it also became known that experienced buyers would take no other, the dealers began to handle them energetically, and the enormous facilities of the Turkish Dye Company enabled them to supply the demand as it grew. The only complaint that I ever heard was from people who used the Turkish Dye for wool for the Turkish dye for cotton, which was a very natural mistake for beginners, although I think that the dealers should have been careful to have discovered just what their customers required before selling to them."

"I can understand how some store-keepers at first would try to push off their old stock of inferior goods by talking their customers into buying what they didn't want. But it is bad policy in the end. For my own part I wouldn't, if I could help it, spend another cent with such a man. I would much rather deal with a merchant who is abreast of the times, and recommends his customers to buy what is to their advantage."

"Without doubt you are right."

"A person, to use the Turkish Dyes properly, should be an expert in colors; don't you think so?"

"It is not necessary to know more than is in the little book, 'How to Dye well,' which is given away by the Turkish Dye Company through the dealers who sell these goods. It tells

ladies what colors harmonize or contrast with their complexions; what to wear and what not to wear; what colors harmonize or contrast with others; those that will not agree, in fact, everything on the subject that ladies require to know."

"Can you remember any of these hints?"

"I think I can remember them all, they are so clearly stated. One that every lady should know is this, that a brilliant color near the face destroys the finest complexion, and therefore, care should be taken to keep the colors near the face soft and indescribable. Another is that tints few and good—none too pure, none too bright, and none in too small quantity—is the secret of being well dressed as to colors. These I mention now because they are general, but more special ones you will find in the book itself."

"Cannot you mention a few colors that harmonize and can be worn in dresses by combination or otherwise?"

"Yes; here are a few: Black and warm violet; violet and light rose color; chocolate and bright blue; maroon and warm green; chocolate and pea green; claret and buff; black and pale green; deep blue and golden brown; deep red and grey; deep blue and pink; maroon and deep blue; dark and warm green."

"Thank you. That is something I was especially anxious to learn. And are all these colors in the Turkish Dyes?"

"All these and many more."

"I have a pair of lace curtains that I want very much to tint very slightly. Can I do it with the Turkish Dyes?"

"You can. Put them in a weak bath of the Turkish Dyes for old gold."

"What is the price of the Turkish Dyes?"

"Only ten cents a package, the same as the inferior dyes which do just about half the work, and do not do it half so well. This I know from actual tests. In addition, every package of the Turkish Dyes is perfect, having within it its own mordant or fastening quality. A few years ago this was thought to be impossible, but the Turkish Dye Company have now