



There are some very handsome pocket-books on the market this year, the flaps being decorated with sterling silver ornaments. In one the flap has two hearts entwined, while in another the two hearts are surmounted by a crown.

Hickson, Duncan & Co.'s assortment of plush albums is very full and choice. A new line of iron toys is also receiving a great amount of attention. They have received a range of pipes very suitable for Christmas presents, as are their vases, some of which retail at 25c.

The Copp, Clark Co. have a very full line of the Russell & Morgan Co.'s playing cards. The Cabinet progressive euchre series are a very fine line, and in especial demand since that game became a favorite. The rules of the progressive game go with every pack. The price is \$2 per dozen, which enables the trader to retail at 25c.

A novelty that H. A. Nelson & Sons have has now in stock is "The Little Gem Crazy Ball," a most amusing and erratic sphere. It can be put on an inclined plane and trusted not to roll off, while it is impossible to roll it across the room. Thrown in the air, its curves baffle the imitation of the most accomplished base ball pitcher.

Among the new season's specialties of Brown Bros. own manufacture is a most beautiful line of portfolios, which bear a stamp of luxury of taste that cannot be surpassed anywhere. The cuff and collar boxes in leather are very handsome. A line of photograph cases, made in leather and plush, will be sure to sell well. They are made in the form of massive albums. Stationery boxes in black leather are another of the new lines this house has made for this season's trade. Their stock of albums and papeteries is large and select.

Says Geyer's Stationer:—Horn seems to have become a favorite ornamentation for fancy goods. It is utilized for anything from a pen rack to a hat rack. Four horns projecting from a cherry wood frame serve the purpose of a rack on which to place penholders and pencils. Bright brass ornaments complete an artistic effect. A horn resting on four polished black knobs has in the larger end a plush-covered plug; a number of holes in this plug are intended for nut picks. A nut cracker rests on top. An odd conceit is a horn with an aperture in the centre for a whisk broom. The broom has a horn handle, and the whole hangs pendant from a bright chain.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

A TERRIBLE SENSATION.

"At last we are alone!"

It was the man who spoke.

The woman trembled and lifted her eyes to his face.

They were beautiful eyes, but they were tremulous eyes; eyes which look out from a heart which is irresolute, fearful.

He stamped with his heavy foot upon the floor of the room.

The echoes brought back in their invisible arms the sound, and let it ripple out again until it struck the walls once more, and fell into the vast void of silence.

A bat, disturbed by the unusual activity, darted from a corner and blindly dashed in eccentric convolutions about the dusty building.

Great ropes of cobwebs hung down from the ceiling, and across the corner of the room dead flies swung lightly in the hammocks the spiders had fastened there.

The dust rose in listless clouds from the shock of the heavy footfall and sunk again, overcome by its own inertia.

Even the air was resting.

The spirit of desolation seemed to pervade the place.

The woman looked furtively around upon her dim surroundings and shivered.

The man laughed harshly.

"Alone, I said," he growled.

"Yes," she murmured.

A faint light struggled in through the great windows in front, thick with dust.

"Where are we?" she whispered and shivered as the bat dashed into her hair.

"Listen," he replied hoarsely, "we are in a store which does not advertise"—Detroit Free Press.

TO BOOM THE CORSET.

The New York World says that one of the largest manufacturers in that city has hit upon a novel plan to boom his make of corsets. He has hired five handsome and attractive young women who are to go about the country wearing fashionable and expensive clothing, stopping at leading hotels and traveling in drawing-room cars and carriages with liveried coachmen. Each young woman is under contract to travel 10,000 miles. She will visit all the principal towns in the territory assigned her, remain in each from three days to two weeks, and at the stores handling the particular make of corsets she will give daily lectures and exhibitions to women. The lectures have been carefully prepared, and besides pointing out the superiority of the make of corsets, quotations are made from medical authorities tending to prove that corsets are conducive to good health. The manufacturer is already chuckling over the anticipated discomfiture of the dress reform agitators, against whom he has decided to wage war.

THE PREFERRED CREDITOR.

A good story is going the rounds about a New York merchant who recently failed for a large amount. He called all his creditors together and offered to settle with them for 10 cents on the dollar, giving them his notes, payable in thirty days.

As most of the creditors had little hope of getting anything they eagerly accepted the proposition. One man, however, stood out for better terms, and all efforts to get him to agree were futile. Finally the bankrupt took him out in the hall and said: "Ven you come in and sign mit de udders den I make you preferred creditor."

"All right," said the kicker, "under those circumstances I will agree to your terms of settlement."

The papers were signed and all the creditors left except the one who had been told he was to be preferred.

"Vat are you waiting for?" said the man who had failed.

"Why, you said I was to be preferred. I am waiting to know what I am to get."

"Vell, I tell you, you gets notings."

"Get nothing? Why, you promised to make me a preferred creditor if I would sign with the rest."

"And so you are. I make you preferred, I tell you now you get notings. De udders wait t'irty days before dey know it."—Carpet and Upholstery Trade Review.

DRY GOODS DIPLOMACY.

A salesman should know his goods and his customers, and if, beyond that, he has some general knowledge of human nature he will often find it useful.

"I am very sorry, sir," said a clerk in a dry goods store, "but I have nothing exactly like the sample. The very last remnant was sold yesterday."

"But I must have it," said the customer. "Otherwise how shall I face my wife?"

"Well, now," answered the salesman, "if I might venture to suggest, why don't you invite a friend home to dinner with you."—Philadelphia Record.

It has been well said that spasmodic advertising, even when made on a large scale, is disappointing. The ephemeral feature of such advertising looks as if the man had made a grand effort and failed. Merchants who permanently advertise create the impression of strength and of soundness. People at least feel that those who keep their names before the public are solid and substantial.—Chicago Dry Goods Reporter.

Customer (turning one of the pockets inside out)—Blamed if here ain't a spider and two cockroaches!

Salesman—Yes, sir. You didn't expect to get a whole menagerie for four dollars, did you?—Chicago Tribune.

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