



There will be some new varieties in three-sided mirrors

One of the really new things is a French fan box of plush or leather with gilt or oxidized silver ornaments and handles.

Wicker baskets, fitted up as work boxes in various styles, and neatly shaped, are lined in satin and Russian leather.

There will be some new designs in glove and handkerchief sets in plush and leather, with pretty ornamentation.

Hamburger & Co., the well known fancy goods house, have gone into new premises. Their place of business is now at 75 and 77 Spring St., New York.

New designs in ladies' companions, being combinations of jewel cases, glove-holders, and companions, with gilt and oxidized ornaments, promise to be an attractive feature in this year's fancy goods.

Among the many beautiful lines which Nerlich & Co. will place before the trade this year, a line of fancy fan-shaped photo-holders is extremely pretty and will no doubt sell well. The fan is made to stand on a table and the photos are slipped in corner-ways into sort of slot, while the front part is decorated with hand painted scenes, and the whole article is prettily designed in silk and satin.

The Brandon Mfg. Co., Strachan Ave., Toronto, are putting new lines of croquet-sets on the market. Samples are now ready. The styles are modern and the finish is much superior to anything yet offered. It is not likely that any American goods will be brought in this year. The new catalogue will be out this week and will be mailed free to any one in the trade.

The wholesale booksellers are busy just now with the book trade, and the stationers are also busy, but fancy goods houses are doing little selling. Their samples of import goods are coming in and travellers are busy sorting these and preparing for their spring tours. The trade in fancy goods has been very good, and the reports from retailers is encouraging, several having reported an increased amount of holiday sales over previous years. Albums and plush and leather goods have sold well, while the general trade in novelties has not been disappointing.

In albums there will be many new varieties. Plush seems to be still the favorite, but the noticeable feature is the new shades of plush introduced. The demand has been for cheap plush albums, and manufacturers are trying to supply this demand. There are very few new designs in linings, but many new ones in covers. Painted scenes on satin form a pretty front, and these are bordered by raised plush, or by gilt or oxidized silver frames. Ivonne ornaments are still seen, but are not so numerous as the designs in gilt and oxidized silver. A very nautical album with leaves sail-shaped and a pretty cover design composed of a mast and sail with rope attachments is one of the most striking of new albums. Shape albums have proved a failure on account of the weakness of the back, but this design allows the back to be of good length, and strength.

PROFIT IN QUICK PAYMENTS.

The question "Are Quick Payments Profitable?" can only be answered in one way. They certainly are, both to the buyer and to the seller. For the buyer a saving of interest, at a high rate easy to be calculated, and for the seller a prompt settlement of the account. This cancels the risk, besides giving him ready money to use in his business. The interesting part of the question is, however, not whether such payments are profitable, but why we do not find more firms taking advantage of them. This opens up nearly the whole of the very large subject of general credits, if not of the conduct of business. At the present time, I will undertake to discuss only that part of the subject which concerns the reasons why discounts are not more often taken, rather than what is to be gained by so doing.

This, as hinted above, carries with it the discussion of methods of business. Lack of capital is perhaps, more often assigned as a reason for inability to discount one's purchases than anything else, and this, to the man who sees no way of increasing his capital, appears an insuperable difficulty. Those persons, however, who have had the pleasure of seeing a large business grow under their hands from very small beginnings, have learned that there are other ways to practically increase capital without actually having ready cash put in from outside sources. This is, perhaps, the portion of the subject which will prove, if not the most interesting, certainly the most valuable to the ordinary retail merchant. Good collecting—the calling in of funds which have for a long time been locked up in outstanding accounts, perhaps some of them being due from what the merchant is in the habit of considering the best class of trade, and which he fears to make much of an effort to collect from, owing to the danger of incurring ill-will and perhaps losing patronage—good collecting, I repeat, is essential. He should remember that there is no money made on the sale until the account is paid, and that over it stands an interest charge which slowly but sure'y eats up the profit. Often in this best class of accounts are found those which for one reason or another drop into the lower class, and a fair proportion of them are never paid at all. The nearer the seller, who has not an unlimited cash capital, can arrange to do a strictly cash business himself, the more possible it will be for him to do his buying for cash.

Another method of increasing the ready capital at one's command is by turning old stock into cash. There are few stores, if any, in which goods do not accumulate which are not easy to sell. Changes of styles, broken assortment, to say nothing of actual mistakes in buying, all contribute to this end. A certain amount of stock must necessarily be carried, but no matter how carefully this part of the business is looked after, there are accumulated goods which

originally cost money, but which it is hard to again turn into it. Every dollar of such stock that is sold furnishes the merchant with a dollar with which to buy goods which can be turned in a short time, thus giving him the cash with which to discount new purchases.

Another cell in which is locked up many a good dollar is that of too large a stock. In these days when most of the business is done by travelling salesmen, who are selected in the main, simply for their ability to sell the most goods, it is not always easy to confine one's purchases within the limit originally dictated by the best judgment. Added to this is the demand which every storekeeper has often had from people coming in every day asking for an article which he has not on his shelves. It is easy at such times to think that if the wished-for article were only in his store, an easy sale and sure profit might have been made. Every one of our most successful business men have, however, learned that there are some sales which it is more profitable to lose than to make, very largely because the profit on an occasional transaction is more than compensated for by the interest on the stock of goods which he would be compelled to carry, and from which he would sell only at rare intervals.

These are only a few of the many methods of increasing an active capital which will suggest themselves to the mind of a man who gives the matter careful thought. The reward which comes to the merchant who conducts his business on a cash basis is so ample that it should stimulate an intelligent effort on the part of those who have heretofore thought it impossible to accomplish. —Ex.

AFTER HOURS.

She—I've just made myself a present of a new bonnet And I got something for you too.

He—Good! What was it?

She—The bill—Harper's Bazar.

I always know when autumn's here—

Oh, beautiful time of life!

For then fur-dealers cards appear,

Addressed unto my wife.—Harper's Bazar

TOO SLOW.

Tom—The old gentleman caught me kissing Alice last night.

Ned—I'm surprised. You ought to go slow about such things.

"Why, I went altogether too slow about it! That's how I got caught."—Puck.

"One man or genius in 97 thousand & hundred and 42 men of ordinary business talent is just about the right proportion for actual business." —JOHN BILLINGS.

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