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TWO METHODS OF RETAILING.

A CUSTOMER went into a retail dry goods store in a certain Canadian city and asked to see some carpets. These were shown, and the proprietor finding everything was not suitable, told the customer that some new stock would be in next morning if the customer would call at 10 o'clock. The matter was so arranged.

The next morning Mr. Customer called on Mr. Proprietor, but found him out. A careful enquiry elicited the pleasant news that he had left no instructions with any of his clerks to attend to that particular customer, or to show particular goods.

Mr. Customer was naturally somewhat indignant, and keeping his cheque-book in his pocket, went to an opposition store.

Here the clerks pounced on him and almost took his breath away with their eagerness to show him everything that was in the house. Very politely and gentlemanly, they played their fish and finally landed him for \$500 worth of goods.

These instances do not occur every day; they do not occur in every town; but they do occur sometimes.

There are cases when a man can sit down, take his ease, and watch the volume of his business roll up into enormous magnitude, as does a snowball in the hands of the urchin on a soft winter morning. But these instances occur in other lands than this, away beyond the blue unknown where fairies, not news-boys, play tunes on their chins.

There are smart men in business to-day, and their competitors must be smart, or they will not get their share of trade. Untiring energy, eternal vigilance, unerring watchfulness and consummate business skill—these are the qualities on which success is built up and maintained.

VELVETS AND VELVETEENS.

WHEN retailers were first asked to pay an advance in prices of velveteens, owing to the increase of 10 per cent. in the duty made last March, they demurred. Then they positively refused to buy at the advance.

But wholesalers' stocks at old prices were soon exhausted, and new retailers' stocks are exhausted. The consequence is that the retailer has again come into the market and is paying a price nearly 10 per cent. higher than he paid in February of the present year.

The indications are that velvets, velveteens and plushes will be used this fall and winter to a greater or less extent, and that stocks must necessarily be improved over their present scant condition.