

(Green, Sons & Co.), Fraser (S. Greenshields, Son & Co.), Towers (Matthews, Towers & Co.), and Kissock, (Caverhill, Kissock & Co.). Messrs. Dowher and McCarthy got in the other day, on the *Parisian* also. Messrs. McIntyre, (Hodgson, Summer & Co.) and Brophy (Brophy, Cains & Co.) are yet on the other side being expected in the course of a month or so.

A fire which broke out on McGill street gradually worked its way into the wholesale dry goods warehouse of Jas. Linton & Co., on St. Paul street, the other week. The damage by fire was slight, but a lot of the delicate lines of goods were affected by the smoke, especially as the flat which the fire entered was filled with the firm's stock of silks and satins and other valuable goods, the aggregate value which is estimated at from \$15,000 to \$20,000.

Mr. Wm. Agnew of Wm. Agnew & Co. is out on his usual spring trip through the district west of Toronto. The firm devote their attention principally to fine lines of dress goods, cassimers, etc., and reports from Mr. Agnew state that he is having a favorable trip considering the adverse circumstances.

Thouret, Fitzgibbon & Co. are now the sole agents in Canada for Jammet Freres well known French kid gloves. The agency was held here up to a short time ago by Pewney Freres & Jammet, which was partly a branch of the original house in France, but the new arrangement is reported to work better.

Some millinery houses had their second opening on the 18th of April, but Caverhill, Kissock & Co. held theirs on Tuesday, 9th of May. They report an active demand for the perfectly flat pliable straw plaques which can be twisted into almost any shape, and are all the go for summer head wear. In silk trimmings, in addition to the popular green and purple, "ombré" is coming into fashion. It is a rainbow effect, and is said to be very taking on light colored straw. For the fall Mr. Kissock says that the trimmings promise to be all in green, a deep shade resembling the rich-hued feathers on a drake's neck, promising to be the most popular of all.

McIntosh, Williams & Co., of 10 St. Sacrament street, are pushing their special lines of down quilts, down cushions, Lanatus quilts and other bedding specialties. They claim that their fabrics are of the best selected materials, and that their moderate cost is attracting general attention from the Canadian market.

A NOVEL SCHEME TO COLLECT ACCOUNTS.

COLLECTING good accounts, apparently an easy task, calls forth all the diplomacy the merchant possesses; every retailer of six months' experience knows this. No one will deny that delaying the payment of bills simply because the debtor is financially "good," is an unjust, if not pernicious, practice. Our wholesale houses are pleased to grant credit to those they consider reliable, but at the expiration of time granted "good" does not settle the bill,—the money must be forthcoming. It would seem that any customer understanding the matter thoroughly would be just enough to take the proper view of the case, and in fact, we have known many instances wherein a frank explanation of the situation has been productive of good results. Frankness is, as a rule, the safer method, as there are few people who do not admire it. Ordinarily an appeal to a rich customer, supplemented by the somewhat flattering statement that he is amply able to

assist, etc., will prove efficacious in nine out of ten cases. We call to mind a couple of attempts of retailers to deal with the problem. Several years ago a merchant in a small town in Michigan, wishing to remind his well-to-do customers that their financial status did not settle his bills, had a local artist paint a large picture of a shipwrecked crew on a raft in mid-ocean. "Water, water, everywhere, but not to drop to drink," were the words printed below. Below this was tacked a card upon which was printed: "Our condition is equally precarious, —Money, money everywhere, but none to pay our bills!" The effect was very good. Another merchant sent a circular to all of his trade; it was headed "A puzzle!" and arranged in the following manner:

Bills payable which MUST be paid,	\$ 650
Bills Receivable, perfectly good	1,000
Cash on hand,	75

Query.—How am I going to meet these bills?

Will my old friends and customers kindly assist me in the solution of this problem?

The latter plan was very successful.—Dry Goods Bulletin.

FALL JACKETS.

With regard to fall styles, fur trimming will in all probability be fashionable; it is favored by domestic manufacturers, and its general use is unhesitatingly predicted by French and German experts. Jackets cut double-breasted, with short shawl-revers, tight-fitting back and loose front, will be seen again during the coming fall; this is a type of garment that is well known and that has been popular enough in past seasons. Among jackets, 36-inch garment is likely to predominate. Capes will run to a length of more than 40 inches, but will probably not exceed 45. Beavers and plain cloths generally will be popular, and there is likely to be a good demand for plushes. Velvet trimmings will be much used.

A LINOLEUM MANUFACTURE.

Canada was visited a few days ago by Mr. Wright, the capable traveller for John Barrie, Ostlere & Co., linoleum manufacturers, Kircaldy, Scotland. This firm has the greatest output of linoleum in the world, and their business connection extends into every civilized land on the face of the earth. Mr. Barrie is an uncle of the famous Tim Healy, and both uncle and nephew are well-known and respected in British political circles, Mr. Barrie being a strong home-ruler. Every two years Mr. Barrie visits this country, and he is expected here this summer. Mr. McKill, their Canadian agent, has an office in the Mail Building in this city.

SUCCESS AT LAST.

A grey-haired, broken down old man,
With sunken eye and cheek,
Climbed up the steps one winter's day,
With humble mien and meek.
He rang the bell, and a woman came
And stood in the open door,
And a smile spread over his wrinkled face
As he saw his wife once more.
And the old glad light shone in his eyes,
And his husky voice grew clear,
As he said, "It almost knocked me out,
But I matched that ribbon, dear."