

FOR DRY GOODS RETAILERS.

A dozen pointers from the *Dry Goods Chronicle*:

Buy often; sort up, but not too much at one time.

It is mighty easy to buy goods, but not so easy to sell them at a profit.

Keep your store in good shape; see that your stock is always in order.

Cash discounts go a long way toward the expenses of running your business.

Pay cash when you can: it is far better; by that means you can get all the discounts.

Look out for baits; catch prices do not always insure the lowest in a general stock.

Don't buy goods that are out of style simply because they are offered at a low price.

Keep in touch with the market, and always see that you are buying at the lowest possible price.

When job lots are offered at the tail end of the season, they are usually of a class of goods which have not been good sellers.

Always keep your goods where people can see them. When the goods become shopworn or slightly soiled, they should be sold; they do not improve with age.

When you go to the market, be governed by the old rule of business, and that is that there is no friendship in it. Go where you can buy the cheapest and get the best assortment.

Always meet your trade with a pleasant smile; it makes your customers feel at ease, and politeness never costs anything; it does not require any labor, and by using it you catch many a dollar and you make many friends.

Dress your show windows and change the goods often, so as not to have them damaged by the sunlight; besides, a window dressed frequently invariably attracts attention. People like to see novelties, and thousands are attracted to your place of business on account of your show windows.

If straws show which way the wind blows, says the Manchester, England, *Textile Mercury*, then, beyond doubt, ginghams are pointed out by business straws as the leading cotton textile in dress materials for all seasons. Many old as well as new patterns of gingham in every conceivable form of color combination will become popular. The weaves will be principally plain grounds with a little ornamentation in stripe and checking. Four-shaft cassimere or blanket twill will also form a variety. Among fancied shades and tints for summer and autumn are grey, all the brown shades, navy and steel blues, Lincoln green, mignonette, greens mixed with brown, grenat, very dark cardinal, cream, drab, and white for evening wear are considered standard colors or tints. The varieties, diversity of blendings, tones, tints, shades and excellence of materials and texture give a wide field of choice to the manufacturer.

The *British Warehouseman and Drapery* is responsible for the statement that a fabric once familiar, but long neglected, is to be brought out again, and given a fresh lease of life. Five-and-twenty years ago wincoys were regularly kept in stock, especially in country trades, but gave way to lighter and more attractive but less durable materials. It is now to be made as a substitute for stout flannels, for tennis suits particularly, and no doubt the oily finishes which made both wincoys, and the linseys which were first cousins to them, so disagreeable to handle, will be improved upon.

A subscriber hints that some suggestions as to the neatest and most effective way of displaying goods in shop windows would be welcome. There is frequent change and a constant improvement in the methods of display nowadays. One way to learn how best to do it would be by actual inspection of the stores and windows where fine displays are made. More knowledge can be gained in a few hours observation of this kind than by all the reading of printed instructions ever issued. An American exchange says it would be well worth the trouble of any enterprising retailer to visit some large city at least once a year to study the matter of window display and store arrangements. But even if this can not be done, the effort should be made to do the best possible, always bearing in mind that a frequent change of articles is at the basis of all effective displays of goods.

Next to wool, silk is the easiest thing to dye. The aniline dyes evolved by the German chemists from coal tar give many of the most delightful tints. For the rest there is madder and Brasil wood, tumeric and cochineal, saffron, indigo, logwood, fustic, Prussian blue and a hundred more.

The first sewing thread made of cotton was produced in 1794 at Pawtucket, Rhode Island. Previous to this, flax was the material used in this manufacture. The idea of sewing cotton was said to have been suggested by Mrs. Samuel Slater, who, while spinning some Sea Island cotton, noticed the evenness and beauty of the yarn it made, and suggested its manufacture into thread to her husband, Samuel Slater, pioneer of the cotton industry in the United States.

Grinnen—See that man across the street? He's worth \$100,000. Three years ago he hadn't a cent. He is the inventor or the manufacturer, I forget which, of a patent machine. Barrett—How much did you say he is worth? "A hundred thousand dollars." "Then he isn't the inventor."—*Chicago Tribune*.

Plain white handkerchiefs will be more popular than ever, we are given to understand, though the usual line of fancy borders and fancy embroidered styles will be embraced in the fall offering.

SHOE AND LEATHER ITEMS.

A man gets more comfort out of a pair of good, well-made calfskin shoes than out of any other kind, says an exchange. The siege they will endure permits every joint and tendon and muscle to become perfectly at home in it.

TAMBEAU.—Better buy your shoes at Crawmeyer's, Mr. Middleman. They take something off there. Middleman.—That's so. What? Tambeau.—Your old shoes.—*Drake's Magazine*.

Why fill a store with goods and then keep dark about it? It costs money every day and every hour to carry a stock of goods. Let the public know what you have to sell. Interest the people—attract them—do not allow them to forget you or your crowded shelves. Turn on the lights, especially the brilliant, steady and far-reaching light of advertising.

The following hints respecting India rubber shoes are from the *Shoe and Leather Reporter*, and are worth observing:

Never pack rubbers with leather goods.

Do not leave rubbers in show windows where the warm sun will reach them.

Good fitting rubbers are necessary to obtain the best results.

A good rubber costs but little more than an inferior one. An outlay of a few cents more

will assure double the service. The best are the cheapest in the end.

If a rubber boot or shoe is too narrow for the leather shoe worn under it, the upper near the sole will be out through long before the rubber is worn out. Double the service can be obtained from a pair of rubbers if they are purchased a little wider than the shoe.

The turned-up toe is, happily, passing away, so that all feet may lie flat, as nature designed they should when resting on the ground. Some have contended for it on the plea that during the summer less of the surface of the sole rests on the hot pavements. This is true only when standing still, for, when walking, the turned-up portion all comes in contact with the ground. The unnatural position in which the foot is held in one of these spring shoes more than outweighs all the benefit of non-contact urged for it.

Recent years have not been good ones in Canadian tanyards. Neither have they been satisfactory in the States. There was a convention of tanners at Chicago five or six years ago, when overproduction was grievous, which decided unanimously to "limit production by refusing to buy hides at higher than" so and so. But they did not keep their compact, apparently; so instead of hides going down they went up. These last two years' production has been lessened over there; hides have come down, green hides 20 per cent., dry River Plate, 30 or 35, and the tanners have made some money. But some of them, fools that they were, went on buying bark lands, adding to their old tanneries or buying new ones. So now there are symptoms of overproduction again. Some sensible and responsible tanners last month made up their minds to stop working in hides until there is a better chance than they can see now of gaining anything by it. In sixteen yards that the *Reporter* knows of, "fifteen in Pennsylvania and one in New York, capable of tanning, when in full operation, 15,000 heavy hides weekly into crop leather, not a hide has been worked in. In seven others only half the usual quantity of leather is being produced." The parties are going to wait until the prices of hides show a more inviting proportion to those of leather.

A London tradesman recently received an order for sixty-four pairs of shoes for the daughter of the Grand Duke Paul of Russia, a child less than a year old.

NUTS FOR GROCERS.

The wholesale grocers' guild have agreed to a 5 per cent. discount on purchases of 50 boxes and upwards of starch.

A despatch from Portland says: The salmon packing industry on the Columbia River is in a very unsatisfactory condition. Fish sold in advance are now being delivered at a loss. Packers despair of getting enough fish to fill the cans on hand. Canneries, on the average, have packed 40 to 60 per cent. less than at this date last year, and some 90 per cent. less. An unusual run of fish might enable packers to catch up, but many consider this an "off year" for the Columbia River, and say the pack will not exceed that of 1889. Returns from eighteen packing companies show the salmon packed to date is 81,300 cases, as against 146,000 cases on June 1st of last year.

"Philadelphians have good reason to be proud of their retail grocery stores," remarked a well-known New Yorker a few days ago. Continuing, he said, that he had been in nearly every city in the Union, and without excep-