

being as effective as the front, as the selvages are not exposed. It forms a series of folds, giving silks of an inferior quality a rich appearance.

In forming Fig. 7 the selvaqe should be turned in but one inch at the bolt, and three inches at the opposite end. Place the four fingers of both hands on the inside, with the thumbs outside; then work the material up and down, bringing the thumbs close together, by which means a fold about three inches wide will be raised over the thumbs with a deep crease on each side. Place the fingers at the bottom and extend the thumbs upward as far as you can stretch them, and this will finish the broad center plait seen in Fig. 7, leaving an aperture of eight or nine inches in height behind it. This puff must be very carefully held by the assistant by the upper corners, while the lower fold upon which it is to rest is being made. To make this puff effective a heavy silk with a self-colored selvaqe is necessary.

Fig. 8 requires the selvaqe to be folded in two inches at the bolt, and six inches at the bottom. Its further treatment is obvious, and requires no explanation. This puff is especially adapted to silk brocades of large designs.

For a counter display all these designs which I have described, can be used effectively by taking them off the stands and laying them flat on the counter, supported by the props in side the second fold, which retain it in a perpendicular position. If your counter will allow, there is no more elaborate display than this. In exhibiting silks to a customer, the success of a sale principally depends on the way in which they are handled. Every salesman should familiarize himself with the method of showing goods to the best advantage. There is nothing that inspires a purchaser with more confidence than to see that a salesman is master of his business.

In taking goods from the fixture place the goods on the counter with the right hand, open the silk with the left, toward purchaser, then take one fold and rest on the back of the piece, place both hands on the inside, draw it toward you, then throw it over either to the right or left, according to the light that falls upon it; if puffing to the right, you can use two or three more folds by using the left hand, allowing the silk to fall gracefully on the counter, each fold being a little in advance of the first one; if pulling to the left use the right hand, in the same way. Should you wish to elevate the silk so as to give a better view to the customer after being puffed in the manner described—raise the silk from the counter with the right hand, holding the right corner and the left corner; elevate the silk, step back two paces, which will give the customer the best view possible. Care must be taken to avoid throwing one piece of silk over the other, as it creases the silk by so doing. Should you be cramped for room, and wish to show other pieces, remove the puff already made and leave the silk perfectly flat on the counter; by following this rule you can show a great many pieces without detriment to the goods. The success of a salesman greatly depends on carrying out the above instructions.

Some forty-four glove manufacturers will take part in the Chicago exhibit, which has been promoted by the Chambre Syndicate of Grenoble. The Exposition Committee consists of A. Bondat, president; P. Perrin, vice-president; E. Faure, secretary. Grenoble is the largest glove manufacturing center in the world, its production being 1,500,000 dozens of gloves yearly, valued at 45,000,000 francs, of which about one-half is exported to America. This collective exhibit will, of course, be very fine and will attract much attention.

## CENTRALIZED STORES.

ONE of the Toronto dailies publishes a correspondent's letter on centralized stores. Here it is. "Sir, I am glad to see you deprecating the growth of centralized stores and the consequent injury to small storekeepers of special lines. This is a matter that should be brought before the public conscience, if there be such a thing, and pulpit preachers would do better service in looking at this subject in the light of the second great commandment, 'Thou shalt love thy neighbor as thyself,' than even in denouncing theatres.

If the Bible be the authority, Christian people should follow it: it is taught there that scattering or dividing the fruits of the earth according to every one's need, is the doctrine of God, who destroyed the centralizing at Babel by confounding the one language and scattering the people to replenish the whole earth.

The principle of the central stores is to draw all to themselves. 'Let all sink that we may swim,' is their motto, and to do this they cut prices in some lines down to cost with the object of getting people to believe that they sell all their goods equally cheap. 'Throw a sprat to catch a herring' is really the principle on which they work to live and let live for them. Carried to its full extent their principle of business would make the few millionaires and autocrats and the rest of mankind their slaves, toiling out a miserable life on means barely sufficient to keep body and soul together.

If members of churches would keep the commandment, to do unto others as they would others do to them, they would not support central stores and bow down at the 'shrine of the goddess' Cheapness as they do; they would patronize the old principle; 'Cobbler, stick to your last.' Let each one keep to his own trade and not covet his neighbor's—in fact, want the earth to himself. The writer signs himself "Righteousness."

## NEWEST NEW YORK FANCIES.

Hematite bonnet pins are for mourning wear.

A full berth trimming on a low gown requires three yards of lace from eight to ten inches deep.

Long square-meshed purses of silver have been brought into the market. They are copied exactly after the old-fashioned knitted silk purses with rings.

Prominent features of the new spring woollens are changeable effects, silken pin dots, sleazy weaves, lace figures, and the revival of old weaves, like basket checks, bird's eye diaper, armure, etc.

The demand has been good for embroidered handkerchiefs, in silk, linen and cotton. Linen and cotton handkerchiefs, in embroidered, delicate shades on white material, and also in colored grounds are also popular.

The umbrella handle is an object of art. Fancy a rock crystal handle incrustated with turquoise. The most interesting unique have Chinese carvings on the end, and have the merit of interesting the car passengers and helping to identify the umbrella if it is lost.

The most decided novelties seen this year in handkerchiefs are those in solid colors. Bright and delicate shades of violet, red and heliotrope are alike popular. Another novelty is of embroidered Japanese silk of mixed colors. These are perhaps the newest thing and are eagerly welcomed by the lovers of eccentricity.—Fabrics, Fancy Goods and Notions.