Something Rather Rare.

"The New York ladies," said a fashionable artist the other day, as he was getting a customer's head ready for the last sweeper, "haven't as many a time filling up our shops as our brethren out West."

"How's that?" he was asked.

"Just see what we have to go (clip) city to collect on paper (clip, clip, clip), for almost every class of article in our large cities just there is an establishment in Cincinnati where a barber can get everything he wants. It gives that self-paper the smile, carpet on the floor, put in chairs, brushes, looking-glasses, wig-paper holes, rope, razors, strops—in fact, everything relating to the hair-cutting business. You can get ordinary chairs at $50 a dozen, second hand reclining chairs from $5 apiece upward, new reclining chairs, in fifteen styles, costing as much as $60 each. A country barber can go along with the $50 a dozen chairs, or one of the second hand reclining chairs. I have seven chairs in the establishment. You will notice that they are what may be called in common exhibition drawing-room. In front of you is a mirror, under it an arrangement with drawers with a marble slab on top for the brushes, combs, razors, scissors, powder boxes, tissues and other accessories. On either side of the mirror you will notice pigeon holes for shaving cups. This arrangement is repeated in each chair. Now, the Cincinnati firm can put up two or three sizes of combination shaving cases for a proportional number of chairs, or it can put up a shaving case for one chair and add to it from time to time if the business prospers. It also has a drawing case with mahogany under the pigeon holes. Such a case for ten chairs costs $125. Of course, a country barber doesn't need so expensive an arrangement. He can get a plain mirror with a bracket for an implement and a shelf for his shaving cup. Therein lies the secret of the firm's success. There is nothing in the line of barber's supplies—cloth, or paper, and nothing so plain but that it can be furnished by the firm.

"Do customers have to bring in their orders?

"No. It doesn't matter how far off the place may be. If the barber ordering the shaving or hair-cutting goods is not good pay or puts a little on account, then our people in the vicinity of supply the deficiency. Country barbers generally do business on a cash basis, and they are not apt to be long in the debt of any wholesale house. Of course, there are exceptions to the rule, but they are few. Now, in the Cincinnati establishment I speak of we have a regular system of collecting accounts. Every month we send out bills to our customers, and if they are not paid in two or three days we send a collector around. He is a good fellow, and he knows how to collect money. He is a barber, and has been in the business himself, so he knows how to approach a man. He never dodges a customer, and he never fails to get the money