

AS SEEN THROUGH WOMAN'S EYES.

Shopmen's Signals.

AN INTERESTING CODE TO TELL A BUYER'S CHARACTERISTICS.

"Did it ever strike you that on entering certain shops you were being 'signalled' as surely as any train entering a railway station? Most probably not; yet such a thing must often have happened in your case, especially if you are in the habit of going regularly to certain shops for certain things, so that some of the assistants come to know you by sight—as they very quickly do.

"Of course the same 'code' prevails in no two establishments, so that even though you were lucky enough to pick up that at one shop the knowledge you thus acquired would avail you nothing at the one next door.

"In this article, however, we propose to touch briefly on a few of the better known signs, giving the meanings which attach to them at a certain large shop in the metropolis, which, for obvious reasons, need not be further specified here.

"Old hands can carry on a sort of conversation in the presence of a third party as expert as themselves, but ignorant of the special code in which the two in question are working; hence the instances we are about to cite are only specimens of the many codes in use in the city.

"If, in showing you to the counter you seek, the shopwalker in the establishment in question extends the first two fingers of the right hand and grips the others, the assistants immediately understand that you are a kleptomaniac—not to put too fine a point upon it.

"A twirl of the right side of the moustache upward with the right hand signifies that you're a sort of fool who knows nothing and whom, consequently, it is safe to 'rush' for all you're worth—and the assistants charge accordingly.

"If, on the other hand, some assistant who has had previous experience of you, and has come to the conclusion that you are a particularly sharp customer, who cannot be taken in on account of your knowing the price of a given article to the fraction of a penny, he will let the assistant about to serve you know this fact by winding his watch chain about his left forefinger in an absent-minded sort of way, the exact significance of the sign being 'Tartar; no good trying bluff.'

"If a little flattery will work well with you an assistant, knowing this,

will telegraph the fact from the opposite counter by putting the fingertips of both hands together, the significance of it being 'Blarney!'

"Even more explicit instructions can be expressed. For instance if an assistant spies another bringing down a particular roll of silk, which he knows is dyed one of your favourite colours, he will pass his fingers over his upper lip, which means 'Raise the price of this particular article, in contradistinction to putting something on all round.

"A similar movement across the lower lip would mean that it is as well to lower the price if possible, as it can be made up in raising that of the next thing you ask for, many customers being easy to serve once they have bought something which they consider to be a bargain. 'Be cautious,' is indicated by rubbing the



Costumes for Cold Weather.