

You refuse to buy, and thank God you got rid of Mr. E.—but no, his samples are dumped at the door, hauled into the shop, opened up, notwithstanding you require some time to sell your own goods, and your business has been left to the boy all day. Mr. E. is fresh, active and strong,—and you are annoyed, worried and weak,—and he gets an order, dictates and pushes goods on you that you would not buy if you were as fresh and active as he is,—keeps you till 6 o'clock, and after tea Mr. F., an old friend comes in, representing the conservative house of Steadfast & Co., just sorting up stationery orders, and in his quiet way, reads over his list and catches you for a small order. Well, you get rid of F. at closing time, 8 p.m.,—lock the door, to open and read the letters that came during the day,—when, shake at the door—the door rattles; knock—knock. The knock is so bold and loud, you think some of your children are sick, and perhaps you are wanted at home. You open the door, and before you have time to ask what is wanted, you hear “Good night; I saw a light, and I thought it was a good time to do business. I am selling whisk-holders and Xmas sundries, and would like to sell you a bill of goods.” Now you are mad, but you know the man is doing his duty; 'tis not fair to tell him what in your mind you feel like; well you feel mad, and get rid of him after half-an-hour's talk. 10 p.m.—You reach home tired, worn out, and annoyed,—your sales and business neglected,—your time consumed by commercial travellers; and if it was only one day—what matter; but nearly every day. When will it end?

COUNTRY BOOKSELLER.

TRADE NOTICES.

THE WILLARD TRACT SOCIETY, Toronto, from whose report we gave an extract in November number, report a very marked increase in the volume of their business the past year. It will be seen from their advertisement elsewhere that the increase over 1884 was over forty-five per cent. A marvellous growth.

CALANDARS FOR 1886. Of calandars there is no end. Insurance companies, almost all of them have these pasteboard or paper indicators—some good, some indifferent, and one or two—well the less said of them the better. A very handsome one is that of the Dominion Railway Advertising Co. In our own line W. Bryce has one with the portraits of two eastern beauties, while Hart & Co. hand us a neat tastefully coloured one, also a useful desk blotter with calandar and diary combined; this article is a necessity for office use. The most artistic of all is a handsomely designed and delicately coloured card sent us by Rowsell & Hutchinson, “The Pen and the Sword.”

We are in receipt each month of “Random's Catalogue of Henry Gray, Cathedral Square, Manchester,” and in addition this month his “Hand List on Books of Coins and Tradesmen's Tokens.” The publisher of the Catalogue ranks high among the Antiquarian Booksellers of England, and has always on hand something novel in old books and oddities.

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