

those big stores where the 'bargain' advertisements bring out the professional shopper, but for all that, this lack of attention offends customers.

"I am pleased to go on record as saying, that while there are many poor clerks, there are also many good ones, with whom it is a pleasure to deal. Their worth to the proprietor is well known, and they are never long out of a job; for while they work hard for themselves, they also work hard for their employers.—Ex.

THE PRICES OF SCHOOL READERS.

It is to be regretted that no settlement of the question, whether the present prices of the authorized readers are too high or not, has been reached in time for the large trade that is started by the re-opening of the schools. We have been informed by the Minister of Education that the occasion of delay has been the absence of persons connected with the arbitration. Mr. Bain has not returned from England, and the Department's solicitor has been away on a holiday trip. Mr. Ross expects, however, that the matter may be settled before our next issue. We hope it may, and that the trade may be the better of the settlement.

OAKVILLE, Aug. 30, 1890.

DEAR SIR,—I received your complimentary copy of book for news-dealers, for which please accept many thanks.

Yours truly,

P. L. J. BAKER.

Booksellers and stationers want some specialty for the winter holiday trade, on which no eligible customer can look without a great yearning to buy. A specialty that will certainly strike the right spot in a great many people's fancy, has been get ready for this year's Christmas stock by Raphael Tuck & Sons. It is a series of gift books, filled with splendid military sketches from the pencil of Arthur and Harry Payne, the leading British artists in the depiction of soldier life in all its circumstances of pomp, heroism, and pathos. The titles of the books are : (1) Ready! Aye Ready! Annals of Military Heroes, (2) On and Off Duty: Episodes of Military Life, (3) On Service. The first two are \$2.50 each, and the third, larger and on thicker paper than are the others, is \$5. The books are about 12 x 10 inches, well bound in stiff linen covers, and each illustration is accompanied by a letter-press, giving the historical connection. The paper, plates, and printing are excellent. People who would buy no other Christmas souvenir will strain a point to afford one of these books. Warwick & Sons, the 'Tucks' representatives in this country, report a large demand.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

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