

A WHOLESALE ABROAD.

Mr. A. F. Rutter was the principal whose turn it was this year to make the summer trip for the house of Warwick & Sons to the Pacific coast. He was away about four months. Believing that the experiences and impressions of so wide-awake a man over so extensive a field would be interesting to the trade generally, most of whom know Mr. Rutter well, a representative of BOOKS AND NOTIONS called upon him to get a few notes about his observations.

In the first place his trip agreed with him. That his looks show, and his feelings accord pretty well with his looks, for he reports a big business as the results of his amiable calls upon friends in the trade. Those visits were pleasant affairs, as not uncommonly his customer would take him for a drive through the fine agricultural districts, where the grain was in its most interesting stage. And Mr. Rutter rubbed his hands over the prospect which the fields spread before his appreciative gaze. Those fields have been mostly reaped since, and the yield realized from them does not at all surprise Mr. Rutter. He saw it growing. The business he did, though large, did not mar his pleasure. It rather enhanced it. It brought him in contact with some of the most live men he has run across in the trade. As a rule the book and stationery men of the west are great pushers he observes. They are also, and consequently, well to do to a very large extent. They are fine, smart fellows, he says; they keep good stocks, and keep them well regulated as to quantity and season. The peculiar conditions of life in the North-West tend to nurture a sharper class of business men. The booksellers and stationers there have grown up with the respective towns to which they belong, expanding their business as the town developed, and all the while adding a little to their business insight. Outsiders would find themselves at a disadvantage. A feature he observed with satisfaction was the prevalence of good prices.

Mr. Rutter met many old friends, only some of whom we have space to mention. At Brandon his stay was made agreeable. Mr. Christie took him out on a drive of 30 miles to show him how the wheat looked. It was wonderful. The observer felt that if the crop got safely past the 20th of August the North-West would make up for all backwardness in the past. Of the Toronto men he met, Mr. Marshall is in the stationery business in Vancouver, and with many more old fellowships were renewed. With Mr. Sifton, the Attorney-General of Manitoba, an old school-fellow, he put in a pleasant time. Among newspaper men from the east he ran across Mr. McLagan, now connected with the Vancouver World, and Mr. Houston, late of the Toronto Globe, and now of the Victoria Times.

He returned through the United States by the Denver & Rio Grande and Southern

Pacific railroads. This route brought him through the greatest number of States, in all of which he made a halt of longer or shorter duration. He stopped in Seattle, Tacoma, San Francisco, Salt Lake City, Denver, Chicago. In the latter city he remained three days, and was a spectator of the wild excitement on 'Change over the great wheat flurry of the summer.

Of the many railroads he travelled upon the C. P. R. took the palm in all points of comparison. Its comforts, attendance and care of the passenger's interests could not be excelled. The porters and conductors were most courteous and prompt in their attention to everybody on board. The prairies were alive with color as he sped through them, and Banff Springs, he says, was phenomenal in its beauty. The Rockies baffled description. The epithets 'magnificent' and 'grand' had to content him, but they did not do justice to his feelings about the mighty range.

INCREASED DISCOUNT ON READERS.

After hanging long in doubtful balance, the petition of the Booksellers' Association for a larger discount on the Ontario Readers, has been granted. Upon the bulk of the readers sold for the term that opened on Tuesday, the retail trade were given a discount of 25 instead of 20 per cent. This is a good ending to a long and vexatious suspense. It is the outcome of the award of the arbitrators who had to decide whether the prices of the readers were fair or excessive. Only upon the Fourth Reader did they report their opinion that the price was too high, as its make-up involved no outlay for cuts. It now retails at 45c. instead of 50c., as formerly. The increase of the discount to 25 per cent. was an indirect rather than a direct outcome of the arbitrators' award, as what the discount should be or whether it was a fair one, was not the question they had to decide. They had to say whether the prices were fair or not. The discount was a matter that was fixed at a minimum point in the contract between the Department and the publishers. The raising of the minimum from 20 to 25 per cent. seems to be purely a concession on the part of the publishers, but, as they could not be directly forced to make it, they probably did so as a compromise, preferring to concede it rather than have the price lowered two or three cents on each book.

The Association had recommended in its petition to the Minister that \$250, instead of \$1000, be the amount on which 10 per cent. for cash should be allowed, but that was not granted. The really important point, the one vital for all classes of retailers, has been gained. This result of the arbitration is a very satisfactory one, and the publishers have shown a liberal spirit in the matter. The members of the trade cannot too highly appreciate the value

of the association, which has done signal service to them, by its intercession with the Minister. The increased discount means about six or eight thousand dollars per annum to the trade. Booksellers ought to send along their fees and join the association out of gratitude for that one turn. The terms now are:

On all readers 25 per cent. and 5 per cent. for cash.

In quantities of \$1,000 worth and upwards taken at one time, the discount will be 25 per cent. and 10 per cent. for cash 30 days.

The price of the fourth reader will be 45c. instead of 50c. as heretofore.

MAKING SPECTACLE LENSES.

The bit of glass to be formed into a lense is fastened by means of pitch to a small block of hard rubber, so that it may be more readily handled. It is ground by being pressed against a rapidly revolving metal tool, whose curvature is equal and opposite to that desired in the lens. This is known as the "rough tool" and is made of cast-iron. It is mounted on a verticle spindle, and is kept moistened with emery and water. Several grades of emery are used in succession, changing from coarse to fine as the grinding proceeds. As a result of this process the glass has a rough surface and is no longer transparent. It is now transferred to the "fine tool." This is made of brass and has its surface as true as possible. It is compared from time to time with a standard curve, in order to insure accuracy. In this second grinding the abrading material is rouge (carefully calcined sulphate of iron). Finally, the lense is polished by being pressed against a piece of cloth powdered with rouge and fastened to the rotating tool. The glass is now loosened from its block, turned over, and the reverse side of the lense ground. When this has been accomplished, the lense must be cut down to the proper shape for mounting in the spectacle-frame. It is placed on a leather cushion and held firmly in position by a rubber-tipped arm, while a diamond glass-cutter passing around an oval guide traces a similar oval on the glass below. *The superfluous glass outside of the oval is removed by steel pincers, the rough edges are ground smooth on Scotch wheels and the lense is ready for mounting. The glasses for small telescopes, microscopes, burning-glasses and the like, are ground in the same fashion. From Glass in Science, by Prof. C. H. Henderson, in the Popular Science Monthly for September.

A feather duster disperses but does not remove the dust from the store.

Goods conveniently located save time, money and temper in shopping.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.