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TORONTO.**BOOKSELLING AS A FINE ART.**

MY experience tells me that your remarks in relation to Mr. Percy Lund's letter are not quite so much to the point as usual, inasmuch as I have found that most bookbuyers, even of books in special branches of knowledge, are often indebted to a capable bookseller for valuable suggestions in regard to published works hitherto unknown to them.

A "glib-tongued salesman," it seems to me, has no place as a bookseller, but a capable and intelligent person with a knowledge of the contents of the books he sells is really the one thing necessary for the benefit not only of his customers, but for the improvement and extension of what has been called the "decaying business of book-selling."

The salvation of the trade, if it be a decaying one, depends, it seems to me, on its adoption as a profession by the graduates of our colleges, who often find it difficult enough to enter business life, and who would bring to its conduct the intelligence and capacity which, coupled with the knowledge of the contents of books, is so necessary for the good of the profession of book-selling and for the good of the bookbuying public.

Such ideal booksellers I should wish to see not only in the great cities, but in the larger country towns as well, where particularly it seems to me the bookseller's store might easily become the centre of the intelligence of its community, with a powerful influence in spreading knowledge and culture among all classes.

I have seen the decay of the bookseller in the smaller towns with a good deal of concern, and believe it to be largely due to a want of knowledge and intelligence on his part regarding the books enquired for and the needs of bookbuyers. The sale, moreover, of books in "department" and "dry goods" stores in the larger cities, so often decryed by the booksellers and not seldom by their customers as well, is also due very largely, I think, to the same want of knowledge on the part of booksellers and booksellers' assistants. The so-called unfair competition of such places, it seems to me, would have no terrors for the properly-trained and well-qualified bookseller with a wide knowledge of his profession.

There are such booksellers in all our large cities, as many bookbuyers know. What is needed, I think, your remarks to the contrary notwithstanding, is considerable addition to their ranks.—George P. Brett, in the New York Evening Post, June 26.

G. Mercer Adam, well-known as a former Canadian book-maker, was in Toronto lately. Mr. Adam has severed his connection with the Appletons in New York and has gone to live in Chicago.

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