



The stock of R. Uglow, bookseller, Ottawa, was badly damaged by fire in a neighboring store, on the 28th ult.

About fifty cords of pulp wood are shipped in daily to the E. B. Eddy Manufacturing Company. It is used almost entirely in the manufacture of paper.

The Northumberland Paper Mills Co., Campbellford, Ont., are contemplating putting in straw presses in Lindsay in order to procure a sufficient supply.

Messrs. James Bain & Son have removed to better quarters at 53 King St., E., Toronto, where they have now a very neat and cheerful store, and which contains many new improvements.

La grippe laid its unrespecting touch upon Mr. A. S. Irving about three weeks ago. We are glad to see that it is relinquishing its hold, and that Mr. Irving once more can get down to business for a short time every day.

The National Publishing Co. (Ld.) is applying for incorporation for the purpose of publishing newspapers, books, etc., with headquarters at Montreal. Louis Tache, J. Mignault, Edouard Rodier, and Arthur Clement are the applicants.

The British American Book and Tract Society, Halifax, has purchased the building formerly occupied by Mr. Cook as a fancy store at 115 Granville street, and intend making a number of improvements in the building in order to facilitate their work.

Mr. W. B. Baikie, Barrie, Ont., desires to sell out his stock of Stationery and Fancy Goods. He says rents are high and business too expensive for him. His stock valued at \$1500 is well assorted, and any person desiring such an investment, would do well to correspond with Mr. Baikie.

Two fancy goods stocks in the St. Lawrence Market building, Toronto, were seriously damaged by a fire which broke out in the flat above them one day last week. Mr. Blong, the owner of one stock, loses about \$2000, and Mr. Russell, the owner of the other, will lose about \$500, but both had their stocks insured.

James Bain & Son are leaving the premises they occupied for several years past, and are moving four or five doors further east on King street. The reason is that R. Walker & Sons are going to extend the limits of their dry goods store so as to include the building occupied by Bain & Son, which belongs to the Walker property.

The newly elected trustees of the Stationers' Board of Trade organized in New York recently by electing the following named officers: President, George L. Pease; vice-president, Charles T. Dillingham; second vice-president, Frank Squier; treasurer, Alexander Agar; secretary, W. W. Davis; counsel, J. L. Bishop; arbitration committee, Frank Squier, chairman, J. Val. Knoch, A. M. Lyon, John McLoughlin, Iwan Von Auer and D. S. Walton; executive committee, C. T. Dillingham, chairman, H. C. Bainbridge, A. J. C. Foye, E. G. Williams and Edwin

Young. Henry K. Dyer, who was elected a trustee, declined the election, and C. T. Dillingham was chosen to fill the vacancy.

Rudyard Kipling, the novelist, has returned to the United States, and is about to visit Brattleboro, Vt., the home of his wife's family. Although Mr. Kipling prides himself on being quite English, you know, it is said that he is an American by birth and began work as a reporter on a Quaker City newspaper. Be that as it may, Mrs. Kipling is without a doubt an American, being one of four children of Mr. and Mrs. Walcott Balesier, of Beachwood, near Brattleboro, Vt. Carolyn, who married Kipling on Jan. 20, 1891, had an elder brother Walcott, who was joint author with Rudyard of the novel "Nanlahka," and died a short time before the marriage. Mrs. Kipling's grandfather, Joseph Nere Balesier, who died in 1888, was born in Martinique, W. I., and early came to New York, where he lived in the family of an elder brother, whose wife was the daughter of Paul Revere. From 1835 to 1868 Joseph practiced law in Chicago, returning in the latter year and buying some elegant property near Brattleboro, Vt. Here he built Beachwood upon English lines of generous dimensions and splendid finish.

A CHAT WITH NEWSDEALERS

Different men adopt different plans for the marking of daily papers to be delivered to customers over the counter. Here is one. The dealer takes his Morning Empire and numbers them one to seventeen, that is the number of his customers; leaving out seventeen to twenty-five for expansion, he numbers his Evening Empires twenty-five to thirty-five. He does the same with Morning and Evening Globes, Mails, etc. Each customer knows his number and calls for it thus: "Globe- 24," the words morning and evening being unnecessary. Then he has a ground glass slate, in a frame. Below the slate is a card on which are written the numbers in this way:

Morning Globes.	Morning Empires.
1- _____	1- _____
2- _____	2- _____
3- _____	3- _____
etc.	etc.
Evening Globes.	Evening Empires.
25- _____	25- _____
26- _____	26- _____
27- _____	27- _____
etc.	etc.

Then on the glass, opposite the number, which can be distinctly seen through the glass, is written the name of the customer whose paper has that number. The idea of this is that when a customer, stops his paper his name is easily erased from the slate, and the next new customer has his name inserted opposite that number, the numbers as we have said being written on the paper below the slate.

Every dealer knows how important it is to regulate his supply of daily papers as closely to the demand as possible. This is especially necessary since the rate for extra copies has been raised. Here is one dealer's method: he keeps a small pass-book, a daily time-book being used, and in it the clerk marks the numbers of papers received each day from the Empire, Globe, Mail, etc., the morning and evening editions being kept separate. Then on the next page opposite a similar list of papers, a record is kept of the number of copies of each paper that is left after the previous day's sales. In this way the dealer can tell at a glance what

papers he is receiving too many of, and so regulate his supply. It should be consulted at least twice a week

The newsdealers are accommodating their business to the new rates of the Toronto dailies, and most of them are charging 65c per month, but customers fail on this rate, because it amounts to \$7.80 per year—that is, \$1.80 above the regular yearly rate—and they think that the newsdealers should give it to them at the yearly rate if they pay monthly in advance, or at least they cannot see where the 15c. a month difference comes in. But many wideawake dealers will make money this year by having taken advantage of the old rate at the last minute and ordered as many as 20, 30 or 40 copies of each daily for a year at the old rate. Nevertheless they seem to realize the unfairness of the 2c. rate and denounce it in no faltering manner.

The Delineator, a monthly fashion book, is becoming widely known to the Canadian trade. It is valued as much for its timely and efficient hints on fancy work as for its fashion notes. There is no difference between the wholesale and retail prices, or its circulation would be much increased, every and any person being able to buy it for \$1 per year. But some newsdealers are making money out of it by ordering a few copies for a year at the dollar rate and selling the copies at 15c. each, thus making 6 2/3c. on each copy. Nevertheless many of them are discouraging its sale by refusing to take yearly orders, and for this reason it would seem advisable for the publisher to allow a small trade discount. About four copies a year gives an ordinary woman a sufficient idea of the prevailing fashions, and four copies at 15 cents each are cheaper than the Delineator for a year. Here again the publishers lose.

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