

trade matters eschew political matters and politicians, unless on topics immediately connected with our craft.

We pity the man who cannot soar above the narrow trammels of party, and who cannot give credit to another who, voting for the good of a common cause, does not happen to chime in with his particular prejudices. It would be a great benefit to the trade to have such a man as Fred Sharp always watching after our interest, and if another on the other side is brought forward whose views coincide with ours in trade matters, we will be only too glad to say a word in his favour.

Is it not Tennyson who sings :

Let Whig and Tory stir their blood,
There must be stormy weather;
But for some true results of good
All parties work together.

It will be remembered that we found fault with the Minister of Education of Ontario for permitting himself to be hoodwinked into allowing the School Reader publishers to treat the trade unfairly, but when he, with the publishers of the High School Reader (we happen to know, though not from him), was anxious to make amends as far as he could for his former blunder, we gave him credit for his business-like action.

Looking at the latter-day action of the Minister, and the assurances given the deputation that waited on him of what he proposed to do in the future, we are pleased at his re-election, for we believe that he now thoroughly understands the difficulties under which the trade has laboured, and will honestly try to amend the drawbacks.

—oo—
GOOD CREDIT.

Such is the rating of the Mercantile Agencies, though it does not always signify wealth. Distinction is made not only in the ability to pay, but the willingness to pay promptly. It is astonishing how many business men there are who seem to have no regard for the good opinion of those from whom they buy. They purchase a bill on condition of paying in a specified time. They may give their notes all right, but many seem to pay no attention whatever to this until, by repeated writing, they are almost forced to attach their names and mail it, not considering the interest of the man whose goods they have bought, for he may be in need of paper to meet his own indebtedness. But when the note comes due is the time that a man's honour, as well as his carefulness as a business man, is brought to the test. Not unlikely, having but a small portion of the amount, he holds it over for a day or two, or longer, in the hope of getting a little more in. This without writing a single

word to the man to whom he gave the note, not regarding his inconvenience, or the worry to meet this and many similar bills maturing and not attended to, and it is often only when importuned for some information does the defaulter condescend to pen a laconic note somewhat after this fashion—say when note is ten days or so overdue :—

DEAR SIR,—Enclosed find \$195, all I can do at present. Please renew balance of \$134.67 for two months. Yours truly, SLOW COACH.

And perhaps in another week, supposing the request is granted, the renewal is in the wholesaler's hands to use.

This is no fancy sketch. We would wish it were. There are transactions occurring almost every day that are even worse than this.

What is the result ! The traveller is called into the office before starting on his next round, and the proprietor intimates to him very plainly that while Prompt Pay shall have all the advantages in discounts and other favours that can be reasonably given, no concession is to be made on any condition to Slow Coach. In this way the latter has to pay more for his goods, and perhaps treated with indifference in having his orders filled.

And this could have been easily prevented. By sending the money to reach headquarters at least a day before the note matures, enclosing a renewal with the remittance, although some grumbling may ensue, which fortunately you will not hear, the chances are that under the circumstances, if the other transactions with the house have been fairly satisfactory, your request will be granted, and no such invidious distinctions be made against you in ordering your next bill of goods.

Try it for once. Get to your store fifteen minutes earlier if you grudge the time to attend to the matter, and, take our word for it, you will not only be better satisfied with yourself, but at least one house will be better pleased with you, and they will court your trade instead of shunning it.

—oo—
CANADA'S CHRISTMAS TRADE.
TORONTO.

Here, there, and all over Toronto we have interviewed a large number of the trade, and with the view of giving some idea as to what should be bought for the next holiday trade, we give as fully as possible the details of what goods sold best. We aimed to get reports from representative booksellers, news-dealers, and fancy goods dealers, dropping in wherever our inclination took us—on foot or by means of Frank Smith's coupés.

KING STREET AND THEREABOUTS :

A. G. WATSON, *Methodist Book Room*.—Holiday trade quite satisfactory. Cards, fair sale, but the