

ness as economically as expedient; meet all honest competition fairly; figure out your results at the end of the year and it will give you the percentage of profit—or loss."

III. The pitfall of the credit system into which almost all grocers sooner or later fall, is such a delusive snare that it takes a great many merchants some years to find that their profits have been consumed by the "dead beat."

I have written against parlor matches before. I again call attention to the great risk in using this variety of matches. Grocers cannot be too careful in storing them where there is no chance of their falling to the ground. Don't keep them on your shelves. A tin box in a drawer is the proper thing.—"Observer," in *Retail Grocers' Advocate*.

Said Mr. John I. Davidson, in his annual address as president of the Toronto Board of Trade: "No merchant can hope to build up or maintain a successful business who does not advertise liberally, and we can form some idea of what that means by a glance at the well filled columns of our daily journals and trade papers."

FOR BOOKSELLERS AND STATIONERS.

The Housatonic Mill, of Lee, Massachusetts, has been sold to W. H. Eaton, late of Joseph Parker & Sons, of New Haven, Connecticut, the celebrated blotting paper mill. The mill will be organized as a stock company and Mr. Eaton will remove to Lee and have charge.

The writer of the article on "Canadian Art and Artists" in the April number of the *New England Magazine* is in error when he states that Cassels & Co., of London, were the publishers of *Picturesque Canada*. That creditable publication was the work of Messrs. Beiden Bros., of this city.

We learn with interest that the editor of the *Canadian Mining Review*, of Ottawa, Mr. B. T. A. Bell, is about to publish *The Canadian Mining Manual*, a book of a sort which is much needed in Canada. Mr. Archibald Blue, secretary of the Ontario Mining Commission; Captain Adams, of Montreal; Mr. E. Gilpin, jun., of Halifax; Mr. Bowe, gold commissioner, of British Columbia, and other gentlemen, will contribute to the work. Some 280 distinct mining companies are enumerated in the *Manual*. The list comprises coal, gold, iron, copper, nickel, silver, phosphate, asbestos, manganese, mica and other mines; marble, granite, slate and other quarries; petroleum wells, salt works, terra cotta, brick and tile yards, etc. A useful supplement to the descriptive catalogue of mining companies, incorporated and private, is an abstract of the statutory provisions of the Dominion and provinces respecting the formation of joint stock companies.

The Imperial State Printing Office of Austria gave a calendar exhibit last December, and invited printing and lithographic firms in the United States making a specialty of this class of work to forward specimens of the same to the *Staats-Druckerei*, Vienna. The exhibit referred to was held in the club rooms of the Imperial Printing Office in the Imperial Academy of Sciences building, at which was represented nearly every country on the globe where the printer's art has a home. One of the authorities of the exhibition, an eminent Austrian printer, lecturing upon the occasion, instances the "Fishing Children" of John A. Lowell's Boston calendar as perfect in artistic composition and of an excellent execution. L.

Prang & Co.'s work is also complimented. Among the Chicago exhibitors mentioned with warm approval are Rand, McNally & Co., and Henry O. Shepherd & Co. M. Fritz concluded his address with these words: "Anybody in search for richness in ideas, originality, striking effects and everlasting power of creating new and novel work, need only look at these displayed American productions."

We learn from the *Inland Printer* of Chicago that the Madison (Wis.) Commissioners of Printing have awarded the paper contracts, after four weeks' advertising, as follows: Standard Paper Company, of Milwaukee, 2,000 reams of first-class book paper at 6½ cents per pound; Henry J. Meier, of Milwaukee, 40 reams ledger medium, \$1.88; 40 reams of 24-pound folio and 40 reams of 28-pound double flat cap, 18 cents. These were the lowest bids where the paper came up to the required grade.

COUNTERFEITERS now have at their disposal every facility which the Government has. Their engravers are as skillful as the Government engravers, and the only defence has been in the use of special paper, containing hair lines. But now, says the *Chicago News*, this defence has gone, for the special paper used by the counterfeiters in the bills just brought to light is as good as that turned out by the two mills in Massachusetts under Government control. The counterfeit has the same delicate thread running lengthwise, which is discernible only by the aid of the microscope.

FOR TAILORS AND CLOTHIERS.

The clerk who graduates with honor from the country store is well equipped for the large marts of trade in any part of the world. He is possessed of a practical knowledge that can be turned to good account in any department of business.

A New York tailor who did a good business and had accumulated considerable property, has good cause to regret that he ever sought the patronage of the dudes of "the fashionable four hundred." The dudes bought fine clothes, but never paid their bills. When he undertook to sell these bad debts he was sued for libel. His property went to pay lawyers' fees and fines, and at last, with nothing, he has gone back to his goose, with the motto that "any man is good enough to wear his clothes who pays for them."

Spring overcoats are worn loose in the back—that is, a trifle easier than formerly; most men object to the "meal bag" cut. So say Rogers & Peet, in the *New York Times*. But the effect on some male figures cannot be called lovely. It is related of one young woman that when she donned his new coat and called upon her, she frowned. "What!" said he, "Angelina, don't you love me?" And her reply was: "I thought I did, but when I see you in that London overcoat I have my doubts."

As illustrating a drummer's lack of faith, it is related that among the assets of a travelling salesman who died in Cincinnati the other day were no less than 17 different sorts of liver invigorators. He had taken only about half a bottle of each one. His death was caused by a liver trouble.—*Detroit Free Press*.

The rough effects which characterized so many of the winter textiles are reproduced, with modifications, of course, in the new spring goods. The chevrons, camel's-hairs, tweeds, and homespuns are freely mottled with tiny white or colored flecks, which are invariably woven to lie flatly, and in many

instances illuminate the sombre, neutral-tinted backgrounds with exceedingly good effect. The boucles wrought in some materials are in the form of rather large dots, evenly spaced. Wide-striped chevrons woven to resemble rag carpet (it is difficult to find a more appropriate simile) are very elegant, but rather too conspicuous to become generally popular. Diagonals in single and double twills will divide favor with French and English serges, of which the latter variety is of a more open weave than the former.—*The Delineator*.

A writer in the *Textile Record* on the subject of the knit goods trade in Canada, declares it to be under a greater depression than ever. "Sales are very low, and in spite of the fact that the winter has been a very seasonable one, orders for the trade of next fall are not being placed very freely. There is still the disposition evinced to cut prices, where there seems not the slightest necessity therefor. In all-wool goods, some of the small mills, which formerly made only wool rib goods, 12 and 14 gauge, at \$6 and \$6.50 per dozen, have changed their lines, and have gone into making plain goods. It would be natural to suppose that this would strengthen the hands of those remaining on the old lines; but it seems not, for prices are quoted lower than they were last season."

A young wife asks her husband "what difference there is between a ready-made tie and one you tie yourself?" He replies: "About half an hour."

"Chollie is in great glee to-day." "Why?" "He owed his tailor \$565 for five years, and the tailor got mad and put the account up at public auction." "I should think that would make Chollie mad." "Oh, no. He went to the sale and bought it for 85 cents."—*Harper's Basar*.

—Delegates from the Commercial Travellers' Association of the State of Maine, in the persons of Mr. H. H. Jones and Mr. J. T. Welch, are on a visit to Montreal, and have appeared before La Chambre de Commerce of that city. Their association proposes an excursion of the commercial travellers of Maine and New Hampshire, and possibly of Vermont, to Montreal in the coming summer, to spend Dominion Day and possibly 4th July also. The party, which will leave by special train on the evening of June 30th, is expected to number between two hundred and fifty and three hundred. Invitations will be issued to the Governors of Maine, New Hampshire and Vermont, together with invitations to the mayors of the leading cities and largest commercial centres. They have secured Chandler's band, of Portland, one of the crack musical organizations of New England, which will likely give one or two out-door concerts. Messrs. Jones and Welch made the acquaintance of Mr. Fred Hughes, president of the Dominion Commercial Travellers' Association, and secured from him the promise of an official reception by that association.

—Amid much excitement, May wheat sold on Monday, in the New York Produce Exchange, at \$1.25, said to be the highest price reached in eight or ten years. The total transactions for the day were upwards of 22,800,000 bushels, or more than the entire visible supply, which was given at 22,538,000. Says the *N. Y. World*: The reason for this present advance and extraordinary activity in the certainty of a short crop in Europe. All the wheat-producing countries of the western half