

## MUSIC NOTES.

The Anglo-Canadian Music Publishers' Association has had a goods month's call for the pieces in its Popular Song series. Notable among them as strong selling pieces are:

I'VE WORKED EIGHT HOURS THIS DAY, by Felix McGlennon. Price 40c.

MCCORMACK, by John J. Stamford. Price 40c.

'BLIGE A LADY, by Orlando Powell. Price 40c.

UP TO DATE, by Frank Fagan. Price 50c.

The following new songs from the Association's press are also selling well:

LOVE WERE ENOUGH. Words by Frederic E. Weatherly, music by Hope Temple. Price 50c.

SONS OF ENGLAND. Words by R. W. Gyle, music by Celian Kottaun. Price 50c.

JACK WILL NOT FORGET YOU. Words by F. O. Bynoe, music by Frank L. Moir. Price 50c.

KATIE MOLLOY. Written and composed by Alice Maydue. Price 40c.

THE STORY OF THE BELLS. Written and composed by Arthur West. Price 50c.

A BRITISH SUBJECT I WAS BORN, A BRITISH SUBJECT I WILL DIE. Words and music by S. T. Church. Price 40c. A tribute to the memory of Sir John Macdonald.

Whaley, Royce & Co.'s new pieces this month are:

THE LITTLE TYCOON, Lancers, arranged by Chas. Bohner. Price 50c.

THE LITTLE TYCOON, Polka, arranged by Chas. Bohner. Price 35c.

PASSE PIED, dance ancienne, by Ernest Gillet, is one of the best selling of the recent issues of I. Suckling & Sons' press.

Whaley, Royce & Co. report a strong demand for musical instruments against the twelfth of July.

## POLITNESS A NECESSITY.

Pleasant manners are of most inestimable value to business men, and especially to those who are brought into direct contact with all classes of the public. In the retail line many a business has suffered materially, while others have been entirely ruined by the inability of the proprietor to show a pleasant face continually while being subjected to a badgering by half a dozen whimsical and shallow brained women. "A man may smile, and smile and be a villain still," says the immortal William. Hence, a courteous disposition and affable manners are no criterion of a person's character, and the public may stand more chance of being cheated by the polite dealer than by the morose and surly temper. But nine out of ten people, particularly if they belong to the fair sex, actually would prefer, if they had a choice, to be cheated by a pleasant-mannered man rather than patronize a grumpy individ-

ual of the most undoubted integrity. In our walks about the city we often enter the different stores on our route for the purpose of noting the facilities for doing business, the display and quality of goods in stock, and the manners of the proprietors and their assistants. We dislike to pick flaws in the retail trade, but in the interests of the retailers themselves we must say that in general we find more to criticize in the manners of storekeepers and clerks, than in any other of the points mentioned above, and have no doubt that what is true of the trade hereabouts holds good in many other localities. We find enterprising dealers strenuous in their efforts to extend their trade by every channel open to them, and we also find that trade hampered and new patrons repulsed by the absence of so small an essential as common politeness. Now, affability and pleasant manners do not by any means imply servility, and there can be no excuse for the dealer or clerk who fails to display them in the interests of the business. Politeness is one of the few weapons that the small dealer has at his command to meet the competition of larger dealers who buy more cheaply, as the larger the business the greater the number of assistants required, and the less chance of the customers being treated with deference, clerks being as a rule more wanting in this respect than the proprietors of stores. That this advantage is not fully utilized by the average retailer is our firm belief, hence these few remarks.—Merchants' Review.

Mr. D. Barclay of the paper mills has brought his wife and family to reside in Lachute.—Kingston Whig, July 3.

Lightning followed a line of gilt down the wall paper in a Methodist church at Belpre, Pa., and burned off only the flashy figures.

Mr. Lundy, bookseller and stationery, has removed from Brantford to Welland, where the prospects look very favorable for his business.

Where to go this summer is not nearly so important as how to find a \$10-a-week boarding-house near enough to a \$5-a-day hotel to enable you to utilize its note paper and envelopes.

Hugh McNaughten of Warwicks, lives on the Island, and when crossing in the storm the other evening was tossed violently against the side of the ferry and had his left eye severely injured.

Mr. O. H. Garner, Welland, the popular stationery dealer, has the agency of the great Northwestern Telegraph Co., also the Grand Trunk ticket agency. He sells commercial and press tickets, and the boys should patronize him when leaving town. In fact this should be a point observed at all points where dealers have agencies of this kind. Travelers should buy of them when practicable.

## A PECULIARITY OF COMPETITION.

Competition is one of the elements in trade that is recognized as a governing power. Besides contributing these qualities that tend to make trade equitable to the dealer and consumer, it urges the inventor and manufacturer to strive to excel and thus lend a wheel to progress. But competition with all its advantages does not exist without a peculiarity that is well worth consideration. It develops one quality in human nature that is brought out by few other conditions under which business men labor and is one that is seldom acknowledged. It is an apprehension of the superiority of a rival in business, or, to be plain, jealousy. There are few merchants who have not experienced it at one time during their business career and suffered from the follies which attended it. Jealousy in business, however, is more peculiar to young men whose confidence in their own abilities blinds their discretion. They are apt to find, after a short experience in business, that competition stands more in the way of their success than anything else, and that it is a little more than they had calculated upon. The location may be admirable and the profits fair, but a dealer in the same neighborhood is found to be very popular with consumers, and it is difficult to attract their attention. The new merchant soon finds that his shrewd rival is the only man he does not have a kindly feeling for in the neighborhood, and under the sting of disappointment he sometimes finds that he is giving expression to his feelings in the presence of customers, or endeavoring to depreciate the value of his rival's goods by criticising them.

The exhibition of such a disposition not only falls short of accomplishing the object which prompts it, but it is in exceedingly bad taste and a cowardly measure to adopt. No one is so quick to recognize a weak point as a prospective customer and nothing causes him to lose confidence so quickly as to hear one merchant run down the goods of another, or to indulge in personalities.

The most successful business men of all times have been those who stood by principle and allowed their actions to be governed by honest and open competition. In doing this it is not necessary to allow competitive dealers to take advantage by unscrupulous methods. A merchant who died the other day, leaving millions as a testimony of his sagacity in business, used to say: "If a man slaps you on one cheek, don't turn the other for him to slap, but knock him down immediately." These men who indulge in abusing their competitors do not need any knocking down. They knock themselves down in the eyes of fair minded people.

Men who make great merchants take advantage of the better influences of competition and strive to increase their trade by maintaining business principles and liberal ideas. These so penetrate every department of their establishment that the patrons cannot fail to become impressed with them.—Chicago Grocer.