

the need recompense. Never pull down your sign while you expect to do business."

"Dealers should buy carefully for fall and for the holiday trade," remarked a careful wholesaler the other day. "This is undoubtedly a time for retrenchment rather than expansion. The prices of commodities promise to be very low this fall, and when prices are low, luxuries and fancies are at a discount."

A meeting of the creditors of John Charles, fancy goods merchant, Kingston, was held on the 28th ult. There were only three present, and they could not arrive at a decision. A statement of the business showed the liabilities to be about \$1,800, while the stock is valued at \$1,000. The business will be sold out by the sheriff.

Mr. D. Munro, who represents T. H. Ayres, sporting goods manufacturer, of London, England, was in the city recently. He was taking a trip through North America in the interests of his firm, and found tennis and football goods very active. It is about five years since he previously visited Canada. Mr. Munro made a good impression, as a salesman, among the buyers here.

The News Ledger is the name of a new Saturday paper in Toronto. The evening News has purchased The Ledger and publishes a combination of the latter and its own Saturday edition under this name. Saturday papers are becoming numerous now a-days. But they are safe for a certain amount of prosperity until the preachers find out that people read them on Sunday instead of going to church.

It is astonishing how easily people can be gulled. For some time past a nice young man has been canvassing the town selling stereoscopes at one dollar each and views at two dollars a dozen, and has actually taken some orders at these figures. Now then, note, that Fisher is selling stereoscopes for fifty cents, and views for fifty cents a dozen, as the difference. Moral Don't buy anything from peddlers unless you have money to throw away. *Par's Review.*

Letters patent have been issued in respect of Alfred Gilpin Jones, James Fraser, Alfred Ernest Jones and Walter G. Jones, merchants, and Harry Trendway Jones, barrister at law, all of Halifax, in the county of Halifax, under the name of "The Milton Pulp Company Limited," for the purpose of carrying on the manufacture of pulp at Milton, in the county of Queen's, and elsewhere in Nova Scotia. Capital \$30,000, in 300 shares of \$100 each.

A newspaper of wide circulation in a New England city recently raised one-half cent on its wholesale price to the trade. In a city now far from where this newspaper is published, three news

dealers do business, and it so happened that they are the only dealers in the place. On receipt of the above announcement they came together and exchanged views, the result being that the newspaper publisher was notified that unless the old price was adhered to, they would be compelled to raise the retail price, and let their customers know the cause. They have won a victory. At first the publisher was full of fight, but his agent, after a careful investigation, advised against it, as the people of the town sided with the dealers. Dealers in every small city and town can do likewise if they will allow common sense and good judgment to guide them. *Organize for mutual protection.—The Newsman.*

Thos. L. Chapelle, of Charlottetown, P.E.I., has been in business in that city for nearly 15 years, and during that time has been a straight hustler for business, and has been very careful and moderately successful. But of late business has been depressed in that island province, and a heavy stock has caused Mr. Chapelle trouble. He is now offering to compromise at 20 cents on the dollar; and in spite of the extremely low offer, Toronto wholesalers feel inclined to accept on account of Mr. Chapelle's honest record.

Mr. T. H. Smith, who has been in the book business in Galt for about 10 years, has sold out to H. F. McCrum, a brother of H. & R. McCrum, of Walkerton. The price paid was 90 per cent. of invoice price. Mr. Smith had a photographing business in connection with his bookstore, and as both businesses were growing, he decided to give up the book business and devote himself wholly to photography. He finds it much more profitable than bookselling, and this is a point of which small dealers should take notice.

Mr. Fred. W. Campbell, the Toronto manager of the Canada Paper Co., has just returned from a trip to the World's Columbian Exposition, and states that he was somewhat disappointed at the stationery and paper exhibits. Owing to the fact that space was hard to get, the American paper and stationery houses make but small showing, most of them having only samples of what they make, and processes are not explained by concrete examples. He saw a 100 inch Fourdrinier machine in operation. It was exhibited by the Boyd Iron Works. The Norwegians had a fair exhibit of papers made from wood pulp, and also a nice display of the pulp itself. Stationers' exhibits were not up to the mark, although Brown Bros.' exhibit of blank books did credit to Canada. In the printing department greater activity was apparent. Many presses were in operation. Mr. Campbell was much taken with the new double-cylinder Cottrell, in which the tympan sheet shifts auto-

matically. He brought home with him a specimen of printing done on a press over one hundred and fifty years old, said to be the first press set up in New Hampshire. He was much taken with the lithographing plant in the "Pack" building.

Justice Ferguson the other day granted an order for the winding up of the Presbyterian News Co., of Yonge street, and appointed Assignee Henry Barber provisional liquidator of the company. The application was made by E. T. Malone on behalf of James Murray & Co., the Front street publishers, who held an unsecured promissory note for \$511, which note the above company have admitted their inability to meet. Thomas G. Wilson, in his affidavit, states that the company, on the 30th of June last, then acknowledged its insolvency, and a statement was issued showing a deficiency in its assets to the amount of about \$11,485, its assets then being in the neighborhood of \$8,000, and its liabilities \$19,255. The statement further showed the stock on hand of books, etc., to be \$5,458, that \$2,000 is yet due by shareholders of the company, while its bills and accounts due and payable amount to over \$18,000.

The Paper Trades Exhibition which the Middle German Paper is about to hold on the leading days of the September fair in Leipzig, 18th to 20th September, offers buyers the great advantage that they find all the new goods and samples conveniently brought together in one spot, so that they can discuss terms, qualities, and so on with dealers and manufacturers, form personal acquaintance with their colleagues from many countries, and the like. We can only recommend foreign dealers and wholesalers in any article of the paper, stationery and allied trades to make a trip to this exhibition, which will in future be held at Easter as well as Michaelmas, and we would call the attention of foreign manufacturers to the excellent opportunity thus afforded to introduce their goods into Germany. The rent of space is very moderate, only 6s. per square meter, in view of the facilities for sale which are here offered. The exhibition committee, of which Mr. Bruno Nestmann, of Leipzig, is chairman, is open to take charge of the interests of foreign exhibitors, and to furnish any required information or assistance.—*Export Journal.*

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