

all events at present that the Alderman will leave Brantford. His successor Mr. Blackwood who is a young man, will undoubtedly share the success of his predecessor.—*Brantford Daily Courier*.

Personal.

W. J. Gage is on his way to Europe, to purchase goods for his house. Will be absent a couple of months.

A call from A. C. Osborne of the Penetanguishene *Herald* proprietor, also of a stationery store, was a pleasant reminder that some of the trade have found out where our office is.

Will Ryrie of Montreal, but at least as well known in Toronto, and every-where, reports trade since his return from England, very good. None know so well as the intelligent traveller what the requirements of the trade are, and consequently when they go "home" to buy, purchase just what is wanted. Consequently they have the goods that will sell.

F. L. Louthood, Three Rivers, Quebec, made us a short call last week.

On the 8th inst., the wife of J. W. Hirst, of the Barber & Ellis Co., of a son.

The Commercial Traveller has changed hands, T. H. Caroy, formerly with Robinson Little & Co., London, is the now proprietor. While with the gallant 7th in the North West, he corresponded with the *London Free Press*. We welcome him as a member of the fraternity, and prophecy success.

WHO ARE THEY! Some month or two ago, so the tale goes, two travellers, connected with leading Toronto Stationery houses, one seated on the box of the bus, the other standing on the step at the back, each determined to be the first to reach the store of a leading dealer in Walkerton, attracted the attention of the people on the main street of the town. Both started on a full run, he who had been on the box won the start, and with coat tails flying, and kissing his hand to the other, while another commercial down the street encouraged the lucky one. Such is keen rivalry.

Correspondence.

The following are in answer to our query regarding reported prospects of poor trade. In Eastern Ontario there is not much difference from the West.

H. F. SHARP, St. Mary's, says:

For my part, I can't see that business is so very dull. My own business, I know, is larger than it was a year ago, and I anticipate a good winter business. Travellers on the road speak very well of the trade generally.

With us at the present time, the roads are in a very bad state, but when they once freeze up, business will boom. Such anyway is the prayer of your humble servant.

From J. J. CLOKE, J. Eastwood & Co., Hamilton.

Replying to your query, winter trade, at least up to Christmas, is going to be fair as far as the more useful and staple lines are concerned; don't see any prospects for booming fancy lines at fancy prices; expect good values. Useful goods, will be in fair demand, and if not, there will be this advantage, they will be good for another day. We are exercising caution in the case of goods suitable only just for a special time and season.

Our factories, as far as they have come under my notice, seem to be busy, boot and shoe people are busy. The foundries are all working at nights. The Meriden Britannia Co., are also working at night; further than these, I have not had chance to learn. The building trade has been very brisk this year, so that on the whole we have much to be thankful for.

B. H. ROTHWELL, Brantford, writes:

Business with me so far in November has greatly improved and I cannot but say it looks well for Xmas and fall trade.

In Brantford a great deal of grain is coming in. Farmers have plenty to sell, but prices are low which makes them grumble a little. My business fully keeps up to last year.

ALEX. SCOTT, Barrie, says:

Business in September and October was fair, since 1st. Nov. it has been quiet. Do not expect a long Christmas trade owing to small crops.

E. W. ATTWOOD, Walkerton.

I am happy to say we have no such gloomy outlook of our prospects in this section, as you speak of; although our spring wheat crop was a failure and prices are low, other things have been very fair indeed and we look forward to the winter trade with confidence and pleasure, as we believe the people here are in good heart, always excepting a few chronic grumblers.

R. J. B., London, Ont., says:

As to how spring wheat turned out I cannot tell at present, but fall wheat was very good up here. The rot has spoiled a large lot of potatoes up here. A great many farmers have to buy. Business in general is very slow. Factories, I think, are all still running, as they were all summer. The car works have reopened and expect to continue all winter. If they do it will relieve some of the pressure. The Furniture Co. have a large contract from Montreal. From general appearances we ought to have a better trade this Xmas than last.

Since the advent of cold weather Trade is somewhat brisker, especially in the cheap reading line. The dealers are all busy getting in their stock of Xmas goods. It is to be hoped the sales will be large. Mr. Bryce reports the demand for Xmas cards greater than the supply. His sale of cards this season has amounted to about half a million; the demand for his combined Scribbling book and Dictionary has also been very large.

Have the committee on the reduction of postage