

## TRADE CHAT.

The leading King and Yonge street booksellers close at one o'clock on Saturdays from May 25th to September 2nd.

Two paper manufacturers from Watertown, N.Y., have been at Ottawa looking for a site to establish a pulp and paper mill.

Last month H. W. W. Gardner, bookseller and stationer, Sault Ste. Marie, Ont., was burnt out. Loss \$1,000; insurance \$1,200.

The stock of Mrs. Kirk, fancy goods dealer, Toronto, was sold en bloc at 10c. on the dollar, to J. A. Charles and H. Bayden, by J. A. Gardiner.

Rev. S. P. Huestis, book steward of the Halifax Methodist Book Room, sailed for England on the Oregon June 22 with Dr. Briggs on business connected with the book room.

Hart & Riddell, stationers, are claiming from the Council of Toronto over \$2,000 as recompense for damages inflicted by the flood caused by the recent heavy rain on Sunday.

E. J. Ginn, bookseller and stationer, Prince Albert, N.W.T., has sold out to Geo. W. Baker.

James Bain & Son have issued a map of the city of Toronto, showing the new ward boundaries and containing a street index.

Last week Mr. J. A. Hart, stationer, of Winnipeg, was married to Miss Wilhelmina Falconer, second daughter of James Falconer, of Kingston.

G. A. Walton, of Adelaide street, Toronto, has ceased to handle the Mc Caul paper patterns and intends pushing the Standard. He will be ready for business in this line about September.

Mr. J. H. Martin, who has been running the Fiddington book store on Yonge street for about two years, has sold out to a young man named Dickson. Mr. Martin has been quite successful while in business, and has sold to good advantage.

Mr. A. S. Irving, of the Toronto News Co., has received a large number of letters from all over Canada, congratulating him on the success of his efforts to secure justice for the book sellers of Canada by the reduction of the postage on periodicals.

C. M. E. Ridge, who has been with Buntin, Gilles & Co., Hamilton, for the past three years, and with Brown Bros., Toronto, for the fifteen years previous, has transferred his allegiance to Austin & Robertson, Montreal. He will cover Western Ontario and the Northwest to the Pacific coast.

The hotelkeepers, merchants and others doing business in the neighborhood of King and York streets, Toronto, are delighted to know that the postmaster has reported in favor of opening a downtown branch of the post office in Mr. Nye's bookstore in the Rossin House block.

The immense new pulp and paper plant of the Cliff Paper Company, at Niagara Falls, are to be supplied with late new designs of the horizontal shaft double discharge "James Leffel" wheels, built by James Leffel & Co., Springfield, Ohio. Each of these turbines is to be 1,100 horse power capacity.

Alexander C. Maclean, formerly a bookseller, of Perth, Ont., and for some time past the manager of the Presbyterian News Co., Toronto, and superintendent of St. Enoch's Presbyterian Church Sunday School, has left

the city suddenly under a strong suspicion that his dealings with the firm have not been honest. His wife and family still live at 258 Gerrard street east. The amount of his defalcations is not large.

The Port Huron Times says: The Patrons of Industry of Grant township held their last meeting on Saturday night. They voted to abandon the cause, and appointed a committee to divide up the money and property of the order between the twenty members in good standing at that date. A short time ago this lodge numbered over two hundred members. The question was asked, "Has the order benefited the members financially or morally?" And the answer was, "No." So they voted to let it pass into history as a thing of the past.

The plant of the defunct "Oriental Window Shade Co." has just been purchased by Mr. George H. Hees, Son & Co., who will convert it into improvements they are making in their large window shade factory on Davenport road. It was not long ago we recorded the purchase by Messrs. Hees, Son & Co. of the stock and plant of the bankrupt "Canadian Window Shade Co." This progressive firm have also made arrangements with the "Sun Lithographing Co." whereby they add to their downtown factory and warehouse, Nos. 99 to 103 King st. west, over 3,000 square feet of room. They have recently added to their window shade business the manufacturing of drapery poles and brass goods, and are contemplating new lines to soon be included in their already immense business. The steady growth of their trade has necessitated these improvements.

The already immense paper mills at the works of the E. B. Eddy Co., Hull, are to be further increased by another 96" Fourdrinier machine, to be put in the stone building now occupied as a sash and door factory. This building is about 180 ft. x 70 ft., large enough for two such machines, and will be so laid out. The tenant houses on the Aylmer road, between the office and the fire hall, are being torn down and new stone buildings of the same substantial character as the other buildings of this company will be put up, the size about 200 ft. x 80 ft. This building will be used as a storehouse and paper finishing room. Black & Richard, who had the contracts of the E. B. Eddy Co. to build their indurated fibre ware factory in 1887 and their pulp mill in 1888, the sulphite mill in 1889, and the No. 1 and No. 2 paper mills last year, have secured the contract for the alterations for the new mill, and also for the erection of the new storehouse.

## IMPORTANCE OF THE TOY INDUSTRY.

A remarkable token of the importance of the toy industry in the ancient city of Nuremberg is afforded by the great gathering in the public halls at a banquet in celebration of the completion of the three hundred thousandth model steam engine by a well-known maker. Among the guests were the heads of the municipality and of several industrial and commercial corporations. The little model which marks this stage in the toy making industry of the Nuremberg firm was constructed with the latest improvements. It

was adorned with a laurel wreath, and exhibited in the hall, side by side, in order to show the progress in construction, with a model of the date 1815. It is said that this factory alone has also turned out more than 325,000 magic lanterns.—Geyer's Stationer.

## STOCK-TAKING.

The stoppage of many retail heads in the book and stationery trades may be traced to the absence of stock-taking. When discussing the subject of stock-taking we do not refer to those establishments which grasp the true sense of this operation, namely, to clear out their goods at prices which are in accordance with the state of the market. To do this it is absolutely necessary to take stock and write off and face the loss of difference in price occasioned by fashion or fluctuation of the market. And it may be borne in mind that this is not always on the loss side of the account. But we should like to know how many of the smaller though still respectfully large, dealers understand stock-taking. We have heard that their name is not legion. Either on a large or a small scale the principle is the same, and the fact of a man's not having an immense establishment is no reason why the minutiae and detail attendant on every business should be neglected. Money is rightly called "the sinews of war," but stock properly taken may be termed the "backbone of war." To take stock properly it is not sufficient to walk round the store, make a list or inventory of what is there and note down the price that it has cost. This is certainly a step in the right direction, but nothing more. Any one stopping at this is quite as much in the dark as to his real position as if he kept no accounts at all. When making up the profit and loss account on the year's business, supposing the cash book, ledger and their satellites are checked off, the next needful thing is to ascertain what your stock would approximately realize at present prices. To do this the dealer must place himself in the position of a buyer of his own stock, and reduce it if needful to its proper level by writing off the difference. The difference must again be deducted from his gross profit before he knows what he has gained or lost the year's transactions, and how he stands as regards his engagements. Any other mode of procedure is likely to lead to personal mystification, if nothing worse. Of course discrimination must be used between articles that may be all right for a sale at a later period, and those that must be got rid of on the principle that even a quarter of a loaf is better than no bread. This is a phrase, "cut losses and run profits," which applies outside the money market. Those that float on the tide of current events must not keep in ballast anything that they hope will turn out right by-and-by, and upon which they are unable to reckon with any amount of certainty. Once a year is considered sufficient for the recurrence of a general and thorough overhauling of the stock, but many firms have found that a trial-balance, half way between, is a great assistance. The fluctuations of the market can be taken note of, and the course shaped accordingly. This has been found in many instances to have had satisfactory results at the day of reckoning.—The Publishers' Weekly.