

ANDREW S. IRVING.

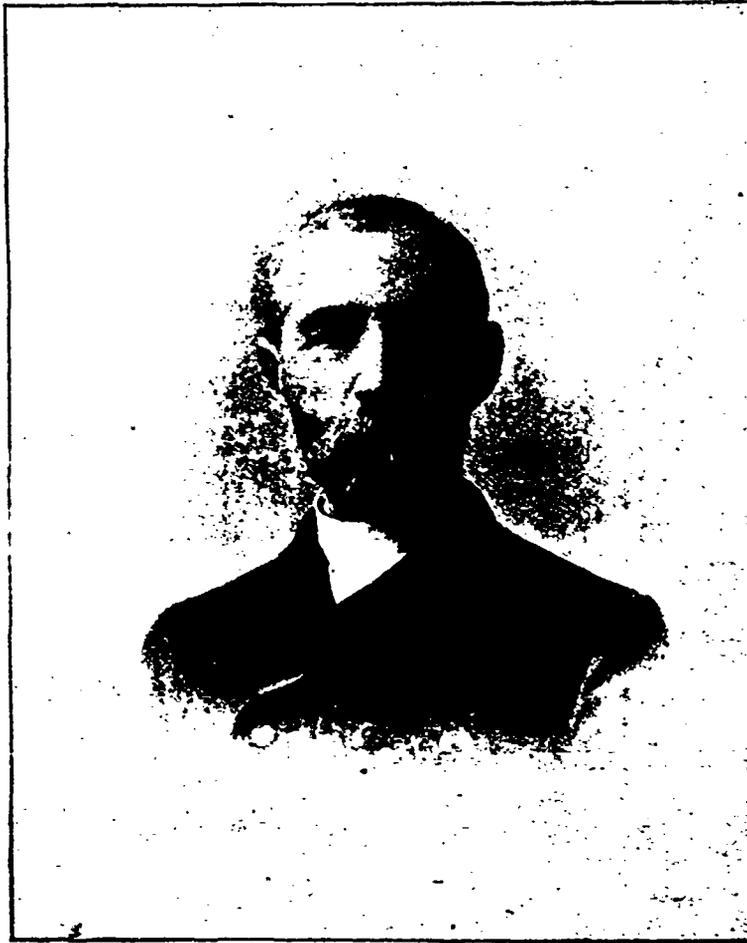
In his years were seen.
A youthful vigor and autumnal green.

A man who is trained in one particular branch of business throughout a long life often lags behind in the onward march of progress. His ideas, if at all narrow, cease to develop, unless the man takes pains to cultivate a broad-minded liberalism, which can discern clearly the progress and change of business and business methods. Some men have, naturally, this broadmindedness and clear prescience which enables them to anticipate and prepare for progressive changes, and even to help in advancing the ideas and methods of the business in which they are engaged. Men who have not this talent by nature or by culture often find their business after twenty years' run to be sadly in the rear of modern improvements.

Mr. Andrew S. Irving is a man, though founding his business about thirty-three years ago, is now in the lead of all departments which he manages. The Toronto News Co., of which he is the President, is one of the most enterprising firms in Canada, and its success is due almost solely to the progressive business talent, to the prescience and breadth of mind of the man who is head of the company. Mr. Irving was born in Scotland, the land which has contributed to Canada many of her greatest men, but emigrated with his parents at an early age to the United States. While yet a young man he came to Hamilton, Ont., and went into business with W. E. Tunis, and finally had charge of the Hamilton branch of Tunis's business. He then came to Toronto and began business for himself, opening a store on the corner of King and Jordan streets, where the Bank of Commerce now stands in the fall of 1862. From the first he began to do a wholesale business, but at that time it was necessarily on a small scale. He soon had two stores, one where P. C. Allan now does business and another known as the post-office store, situated near the post-office. About sixteen years ago Mr. Irving formed the Toronto News Co., which has ever since been managed by him. It can be truly said of him, that he is the pioneer of the Canadian news business. He has watched its growth from the tender plant to the vig-

orous tree, and by careful watching of the growth, he has succeeded in developing a business consonant with the requirements of the Canadian news business.

He is thoroughly acquainted with the newsdealers in Western Canada, but has also been always well acquainted with the newspaper business of Canada and the United States. A good many years ago, he founded Canada's comic paper, Grip, but sold it out on account of other business requirements. During the early part of his business career Mr. Irving undertook a great deal of publishing, but has gradually restricted this, and the only remaining pub-



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lishing now undertaken is "Irving's Five Cent Music," which is well known to the trade.

The Toronto News Co. confines itself now to the wholesale trade in periodicals, books and stationery. Their trade is enormous in this line of merchandise, and the system with which the business is managed is admirable. For distributing periodicals, their arrangement is much like a huge post-office, each of their customers having a labelled box into which all his papers and periodicals are placed as soon as received, and then taken out and shipped as often as the respective dealers desire. Their book business is very extensive, and they carry probably the

largest stock of paper-bound books found outside of New York. They carry all the various series of novels published, and when the Seaside Library was at the height of its popularity carried an enormous stock of that series.

The extensive growth of Mr. Irving's business has been due to his very great energy and the brilliancy of his methods. He has always been a hard worker, and if all the work cannot be done by the light of the sun, he believes in doing it by artificial light. When he first started business in Toronto, he sought to control the trade in Canada and in order to do so initiated some novel methods. The

New York train used to arrive at 4:30 a.m., and while other dealers waited until ordinary business hours before they attended to the morning arrival of goods, he had men attending to business, and American publications were in his store, distributed, packed and shipped before 7 a.m.—that is before other houses had opened their doors. In this way Mr. Irving soon secured the Canadian trade. He made special arrangements with the Express Company at Montreal, who, as soon as the English shipments arrived, secured several of his bales and shipped them at once to Toronto, instead of waiting until the whole shipment was transferred. He would then go to the custom house in Toronto and get a suspense entry made and have his goods in stock and shipments made before his competitors' goods left Montreal. Thus the increased facilities which he brought to bear on his business and the prompt dispatch with which these publications were distributed, led to an

increased demand for them. His enterprise led to a distinct growth in the capacity of his trade, and this was further increased by the extreme care he took in acquainting himself with the goods he handled, the time to get them, the price and other details.

A distributing agency such as this is of great benefit to publishers, because it obviates the necessity of subscription agents. When a publishing house sees that it can place its publications before the people at once, without any very great expense, it uses this means alone, and thus the distributing agent becomes a necessary and constant feature of the news business. It is by