

## TRADE CHAT.

**J**OHNSTON Bros., booksellers, have moved from their previous stand at 245 Yonge street, Toronto, to 544 Yonge street, Toronto, in the Oddfellows' block. Mr. Musson, who was formerly in the firm is now city traveller for Hunter, Rose & Co.

Mr. Ridge, representing Austin & Robertson, Montreal, is now convalescent.

W. R. Vardon, who was in the news department of the Toronto News Co. for thirteen years, is now manager of the circulation department of the Toronto Times.

A deputation of the Winnipeg Board of Trade waited on Superintendent Whyte the other day and urged that the rule prohibiting commercial travellers from riding on freight trains be rescinded. No answer was given.

Mr. Dickson, who succeeded Mr. Martin in a bookselling business on Yonge st., Toronto, has sold out to his neighbors, Risser & Co., and the latter have reduced the stock by means of auction sales. The other store is now closed, and the remainder of the stock transferred to the premises occupied by Risser & Co.

Nerlich & Co. appreciate their Northwest trade, and, instead of sending a man there once a year, they will now have a permanent traveller for that district. Mr. W. E. Davidson, formerly with H. A. Nelson & Sons, and more recently with A. H. Blensdell, will take this ground.

Mr. Robert D. Richardson, bookbinder and manufacturing stationer, Winnipeg, Man., has issued a neat twelve leaf calendar which is a credit to him. The printing and lithographing is neatly done, while the size of the calendar and the advertising thereon stamps Mr. Richardson as a business man with all the snap, vigor and push which is usually attributed to Westerners.

At the annual meeting of the Ottawa Board of Trade held recently the president, J. M. Garland, who is wintering in California, sent an able review of the year's work, in which he suggested that the board co-operate with similar bodies in Canada for the reorganization of the Dominion Board of Trade, with headquarters at Ottawa, where it would be in touch with the Government.

The friends of Mr. Chas. Stark, of the Charles Stark Company, Ltd., 80 Church street, Toronto, will be glad to learn that the hitch that recently occurred in the business has been satisfactorily adjusted. Mr. Charles Stark, the founder and builder of the Charles Stark Company, Ltd., is now sole proprietor. The business will in future be conducted on a strictly cash basis, and special attention given to mail orders, as in the early years of its existence. The same lines of general merchandise will be handled as heretofore, and the firm name will be Chas. Stark Co.

The Montreal Early Closing Association held a special meeting the other afternoon to put the last touch to the organization of the movement in favor of the bill for the early closing of all stores, presented by Mr. Auge at the last session of the Legislature. Mr. C. Fournier presided. He made a few brief remarks, in which he said that the movement in favor of early closing was opposed on the ground that it was an infringement of personal liberty. The liberty claimed by their opponents, however, was only the liberty to tyrannize over their

employees. L. J. Dzols, A. Rouleau and O. Legendre were appointed a delegation to go to Quebec to urge the passage of the bill. Copies of resolutions adopted by several organizations have been printed and will be sent to all the members of the Legislature. The meeting was largely attended. Subscription lists to help the cause will be circulated.

At a meeting of the Patrons of Industry in Forest, Ont., Mr. Mallory, the president of the order, repudiated the notion that there is any antagonism between Patrons and storekeepers. The buying of goods at a reduced price was, he said, no part of the Patron constitution. Any number of neighbors can join and make a bargain with storekeepers for goods at a percentage on invoice prices. It requires no charter to do that. But the P. of I. have become an incorporated body for far higher purposes than buying sugar and tea. If Patrons have been benefited by getting their goods cheaper, that is simply an outcome of the organization.

At a recent meeting of the Victoria B.C. Board of Trade, the question of Dominion legislation regarding insolvency was brought up, and a letter read from the Vancouver Board. J. H. Todd said that the Attorney-General would have a bill brought before the Legislature framed upon the Ontario and Manitoba Acts. Robert Ward wished the matter placed in the hands of the Dominion members. He did not think this would interfere with local legislation. J. H. Todd having moved that the Dominion Parliament members insist upon the passage of a Dominion Act, Colonel Prior, M.P., reminded the board that the matter has often been brought up in the Dominion House, but there was no unanimity about the contents of the bill. There was great need of such an act. He would urge, not insist; the Government could not be driven.

A man who went fishing with President-elect Cleveland and Joe Jefferson tells this story that illustrates a trait in Grover's character that some of us would do well to imitate at times: Joe Jefferson got restless before we had been out half an hour; he kept wanting to move around—was sure that it was "better fishing on the other side of the pond." It worried Cleveland a good deal, and by and by, said he: "Joe, when I was a small boy I went fishing with my Uncle Elihu, and I remember that he told me that one of the secrets of success in life was to stick to the place where you'd thrown your anchor out. 'Too many folks,' said Uncle Elihu, 'spend all their time pulling up anchors and rowing around; they don't catch the fish.' As for me," says Cleveland, "when I start in to fish, I sit right there and fish, until either the pond runs dry or the horn blows for supper."

A casual stroller along Broadway, says an exchange, in this city, is likely to bring up before a certain clothing store and marvel at the throng that blocks the sidewalk in front of that establishment. If he will cast his eye windowward, he will see, mounted on a small step-ladder, a spry young man in shirt sleeves, busily engaged painting the firm's name on the plate glass. The truly artistic and off-hand manner in which this script lettering is performed elicits exclamations of admiration, to all of which the knight of the pallet seems utterly oblivious. The whole is an advertising scheme of the first water.

At a meeting of the Toronto Public School Board on January 11th it was

decided to procure fifty frames for product maps, to be used in the senior classes; that the pupils in the fourth and fifth book classes be supplied with copies of an approved atlas at a cost of 15 cents per copy, instead of geographies, that the night school pupils will be supplied with text-books at cost price, plus 1 cent per book to pay clerical expenses. This regulation, however, will not take effect till next autumn. The Printing and Supplies Committee was instructed to purchase from the retail dealers of the city at wholesale prices such free blank books of the kind required as they have now in stock. Mr. J. Currie has withdrawn his offer to supply free scribbling books to the school children, and the board will now have to buy them.

The Commercial Travellers' Mutual Benefit Society held their annual meeting at the rooms of the association on Yonge street, Toronto, on January 14th. The attention of the meeting was directed chiefly to the election of officers and the revision of the by-laws. The officers elected were as follows: President, James Greenfield; vice-president, Thomas Dunnet; treasurer, Warren Kennedy. Trustees, T. M. Bayne, W. B. Duck and Jos. Taylor, for three years; H. Goodman, H. Lamong and John A. Ross for two years; R. L. Patterson, Robert Crean and S. R. Wickett for one year; E. A. Dalley and W. M. Bremner, Hamilton; T. C. Fleming, Brantford; C. Huber, Berlin; N. D. McArthur, Belleville; M. R. O'Laughlin, Winnipeg; J. W. Dillon, London, and M. S. Sutherland, Kingston. The association has paid out \$16,700 in death claims, and the reserve fund now amounts to \$15,573. The membership of the society is 1,954.

W. H. Trebilcock, dry goods merchant, Dundas street, London, was some time ago threatened with a suit for damages for having used a clerk's blank book upon which a Toronto firm held a patent right, but which books, it was alleged, were not manufactured by the Toronto firm. A statement of the case was published in a mercantile paper, whereupon Mr. Trebilcock took action, claiming \$10,000 damages. It appears the books in question were manufactured by the company holding the patent right over them, and who had threatened Trebilcock with a suit for damages, the action being the result of a mistake. Trebilcock's proposed suit was left for settlement with arbitrators, and they have concluded in his favor for a handsome amount.—Empire.

It has been said scores of times that the credit system on which business is generally conducted, is a very undesirable way of trading, and even many of those who benefit by it have freely admitted that it would be much better if all business was conducted on a cash basis. Indeed, the credit system is one of the "abuses" of the time, and should be relegated to oblivion, with all its disadvantages, just as quickly as the change could be made. There is no valid argument in favor of doing business in that way—the arguments are all on the other side. Commencing with the 1st of February next at least two of Clinton's business houses will adopt the cash system. These are the Estate of John Hodgson and W. Taylor & Sons, and the probabilities are that before very long business men generally will fall into the same line. It is the best way of doing business, because it is the safest and cheapest for everybody, and the public can do very much towards making it the only basis on which business shall be done.—Clinton New Era.