

MUSIC NOTES.

A. & S. Nordheimer published two very taking pieces this month, viz., *OHSTOH*, a polka, by Juliette d'Erveux Smith, the composer of the *Wenonah* waltz; and *SOMETIME, SOMEWHERE*, a sacred song, by A. S. Ambrose. The price of each is 40c. The mechanical work on *Ohstoh* is worthy of note, the cover being an especially attractive feature.

ONLY TO SAY GOODBYE, song, the words by Walter Travers, M.A., the music by Oscar Verne, is one of the latest of I. Suckling & Sons' issues. It is a piece that deserves a good run.

HE WAS HER ONLY SON, song, arranged by John S. Baker. Price 40c.

AH WELL-A-DAY, song, words by F. E. Weatherly, music by Mrs. A. Goodeve. Price 50c.

GLADSOME TIDINGS, song, words by Arthur Chapman, music by Fredk. Bevan. Price 50c.

REMEMBER! song, words by R. S. Hichens, music by Stanley Forbes. Price 50c.

ERE THE LAMPS ARE LIT, song, words by J. P. Harrington, music by Geo. Le Brunn. Price 40c.

KATIE CONNOR, song, written and composed by Harry Dacre. Price 40c.

THE CLANG OF THE FORGE, song, words by Henry Vaughan, music by Paul Rodney. Price 50c.

LIFE'S HIGHWAY, song, written and composed by Felix McGlennon. Price 40c.

GUIDING LIGHT, song, words by G. Clifton Bingham, music by John Henry. Price 50c.

The above list of pieces is the output of the Anglo-Canadian Music Publishers' Association for the past month. The demand for them is bringing them rapidly into the hands of the musical people of the country.

WHEELING, a bicycle parade, by R. S. Peniston, is a very pretty piece, sure to be popular for a long time, lately published by I. Suckling & Sons. The cover is a handsome piece of work. Price 50c.

AHIDE WITH ME, sacred song, by F. H. Farrington, arranged for quartet and solo by W. O. Forsyth, has been got out by I. Suckling & Sons in a popular form to sell at 20c. This famous hymn is receiving additional attention these days on account of the death of its author, Cardinal Newman.

CANADIAN NATIONAL AND PATRIOTIC SONGS, dedicated to the children of Canada, is one of the latest issues from the press of I. Suckling & Sons. This collection of songs will undoubtedly have a wide sale, as music and patriotism link well together in the school. Leaving out of consideration the sentiments that inspire hymns, there is probably no feeling which is so fitly embodied in songs meant for children as patriotism. The pieces are the work of such musicians as F. J. Hatton, F. H. Farrington, Theo. Martens, J. D. Kerrison, etc.

BOOK NOTES.

The sale of Kelly's *Keys to the Classics* has been large since the Copp, Clark Company got the agency for them.

The last volume of *Kingsford's History of Canada* is attracting a great deal of attention both here and in the United States.

Miss Nobody of Nowhere, by the National Publishing Co., has had a large sale and is still in demand. Three editions have been published in Canada.

The Willard Tract Depository has its season's samples of some beautiful editions of the English poets. Its stock in this line will be exceptionally full and select.

Prof. Ashley's *Nine Lectures on Early Canadian History* is going well these days. It is a valuable book for libraries and students. Rowell & Hutchinson are the Canadian publishers.

From the present demand for Pitman's books it would seem that phonography is in very general favor; or possibly the fact that these books can now be had without sending to England for them may be the cause of the active trade in them. The Copp, Clark Company finds the demand for them increasing every month.

Mr. R. J. Birkenhead, formerly of the Methodist Book and Publishing House, Toronto, has opened up at 86 Bay street a full stock of Funk & Wagnall's books, whose Canadian representative he now is. He will be able to fill orders with promptness, and will no doubt do a good business for his house in this city.

The samples of a very fine and extensive line of Roman Catholic prayer books have just been received by C. M. Taylor & Co. They are got up in 150 different styles, some bound in calf, some in morocco, some with monograms, clasps, etc., some in single volumes, some with separate volumes for morning and evening service. The sets in handsome cases are also various in get up and size. The line is made specially for C. M. Taylor & Co.

HINTS TO THE SALESMAN.

One of the best salesmen says the seller should only talk enough to keep the buyer talking.

There is a maxim, "When you buy, keep one eye on the goods and the other on the seller. When you sell, keep both eyes on the buyer."

It is certainly true that salesmen of ready and fluent speech, good talkers, are often surpassed by those who say little.

One of the happiest forms of speech for a salesman, as it is for any person who has to convince others, is that of a short, plain and pithy illustration. It strikes home. Long-winded stories are tedious, and so are hobbies.

The salesman speaks to explain, convince and persuade, and he should keep his final aim constantly in mind. He knows instantly the effect he is producing, and the more favorable it is the better he can talk, because his readiness is encouraged.—*Publishers' Weekly*.

CO-OPERATIVE PURCHASE OF BANKRUPT STOCKS.

There is not in every town a trade association ready formed to take a bankrupt stock off the market and divide it among its members as the grocers of Sarnia recently did, but the fact that an association can do this thing furnishes the strongest motive to every section of traders to organize. It may be said that even in an association, personal interests would often override general interests, and that individual members would bid against the associations to which they belonged. This would be all the better, as the association could run up the price on the individual, and either take the stock at a high figure or force the individual to pay a high figure for it. In either case, the re-entrance into local trade of the bankrupt stock would do much less injury than if the association had made no movement in the matter.

In the case of a town where there is no association, or where the association cannot muster a majority in favor of buying the bankrupt stock, there should be a few dealers stalwart enough in the interests of trade to co-operate for the purchase and division of this stock. Even if it is divided between only two traders, its power to derange trade is considerably reduced. It is a pity that the greater traders of a town do not consider themselves the custodians of the local trade interests relating to their particular line. In the trade of every place there is a balance of advantage to be preserved, of which the importance and the conditions are as obvious as in that balance of power which is the cause of sleepless vigilance on the part of European nations. There are always three or four of these powers ready to oppose by arms or checkmate by diplomacy the movements of any other one to lay hold of additional territory. If the territory is to be seized, it must go piecemeal among them, or equivalent concessions have to be made to all the others by the power which is allowed to acquire it. The business of every town ought to be kept in equilibrium by the same jealous caution. In the maintenance of the balance of trade advantage, it is to be found the surest check upon the evils that bankrupt stocks cause wherever they are sold to individuals.

While the co-operative plan distributes the advantage that the acquirement of a bankrupt stock at a good discount gives the purchaser, it also enhances that advantage, for the traders who are co-operating are really combining not to bid against each other, and are therefore keeping the price below what it would be if they were competing for the stock. But probably the most important respect in which the co-operative plan benefits local trade, is that it enables every member of that trade to contribute a little against the deluge of low priced stock which some bankrupt trader would open upon them if he got hold of the whole thing. Without co-operation many traders have to look helplessly on at some interloper getting control of a large