

retailer to make a sale of comparatively cheap goods, yielding him a net profit of, say, 10 cents a roll, as it would to sell a choice pressed paper yielding him 50 or 75c. per roll profit, and if, in trying to make the best goods pay him \$1 or \$2 a roll profit, he loses the sale of the latter and forces his customers to buy the cheaper goods, he cuts down his own profits and fails to satisfy his customer. Every dealer knows that the cost of doing business is about the same, whether he sells low or high priced goods, and he can sell only about so many rolls of either class. All dealers realize that the tendency during the past two or three years has been too much toward very cheap papers, which hardly pay for handling. Would it not be much better to sell a greater quantity of high-priced goods, even if the ratio of profit be less, if the gross amount of profit be thereby increased? In other words, does it pay the dealer to lose a fair profit on expensive goods by attempting to secure so large a profit that he loses the sale altogether?—Carpets, Wallpaper and Curtains.

BUSY SHIPPING GOODS.

The Watson Foster Co. has been filling and shipping orders steadily all month, and report that this has kept them extremely busy.

GOOD LINES FOR AUSTRALIA.

Messrs. Colin McArthur & Co. shipped several large orders to Australia last month. The class of goods was of the best, and it is gratifying to see a Canadian house handling such a class of trade.

CURRENT HISTORY PRACTICALLY UNKNOWN.

Lord Rosebery before the Scottish History Society, Nov. 24, 1897.

Of the history of the present day we know nothing whatever. In despite of the invaluable agencies which report to us almost every event as soon as it occurs, we can only learn partially and imperfectly the real story of our times. What we get from day to day is, as it were, a kodak view, limited, narrow and piercing, but so limited that for the purpose of history it is of little value. It will be a century hence before the large and serene gaze of history can focus itself sufficiently on the events of the day to be able to place them in their true relation and their true proportion.

Councillor J. K. Cranston, of Galt, is moving into new premises before March 1, and has a column in the local press advertising special features of the stock. Mr. Cranston has some sensible remarks in one of the local papers, advising merchants to act independently in politics, and not to allow party conventions to bind them by choosing candidates for them.

NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it—to me it is always a source of lively satisfaction.—Gladstone.

HISTORY OF THE FOREIGN POLICY OF GREAT BRITAIN.—By Montagu Burrows, Chichele Professor of Modern History, Oxford. Cloth, 303 pp. William Blackwood & Sons, Edinburgh. This new and popular edition of a valuable work will be welcome to many Canadian readers. At present, British foreign policy is a familiar topic of discussion in the press and in private life, and a careful, coherent survey of the events which have involved the Mother Country in wars and diplomatic struggles with foreign nations, must prove highly entertaining. Professor Burrows contends that, from the first, England has "never lost sight of her strong position as an extra-continental power." This position of freedom and advantage has enabled her to expand into a great maritime, commercial and colonial empire. To maintain this empire, therefore, Prof. Burrows shows the foreign policy of to-day is an elaboration and application of maxims and principles laid down by Pitt, Canning, Palmerston and Beaconsfield. The book is essentially one for popular reading, and will be equally welcome to the Canadian student and the politician.

A SHORT HISTORY OF BRITISH COLONIAL POLICY.—By Hugh Edward Egerton, M.A. Cloth, 503 pp., 10s. net. Methuen & Co., 36 Essex street, London, 1897. This is the only work of the kind that we know of, and is simply indispensable to Canadians who study Imperial relations. Mr. Egerton has examined and digested the unpublished archives of the Colonial Office, and his book is rich in information of great value to colonial readers. His survey of colonial development divides its history into five periods: the beginnings, 1497-1650; trade ascendancy, 1651-1830; systematic colonization, 1831-1860; the let-alone principle, or what we in Canada call the Manchester school doctrine, 1871-1885; Great Britain, 1886 onwards. The narrative is unbiased, written in a scholarly vein, and is never dry. Mr. Egerton has mastered an immense variety of material on the whole subject, and his views are sound. With a courage not found in the average historian, he condemns the Treaty of Versailles, 1783, and the folly of Richard Oswald, and appropriately calls this "the most shameful period in English history." We strongly commend the book for Canadian use. The author has added a table of dates, a list of authorities, and the names of the Colonial Secre-

taries. Any Canadian library without Mr. Egerton's work is incomplete.

WELLINGTON, HIS COMRADES AND CONTEMPORARIES.—By Major Arthur Griffiths. Cloth, gilt top, 370 pp.; illus.; 12s. 6d. net. George Allen, 156 Charing Cross road, London. This sumptuous and beautiful volume delights the eye. Its handsome, scarlet binding, gilt-lettered, with a medallion portrait of the great duke stamped in gold on the front cover; its photogravure illustrations taken from portraits at Apsley House; its clear, bold type and heavy paper with broad margin, constitute it a perfect specimen of fine book-making. The narrative is vivid, crowded with anecdotes, and eminently fitted for popular reading, and Major Griffiths, who is thoroughly qualified to do so, invests the military scenes with added interest by reason of his graphic descriptions. A memorial volume, it is called. It presents the Duke of Wellington to us as he was, not a hero without fault or blemish, but a man of marvelous powers, of strong character, and of many virtues. For Jads, no story of Wellington's career could be better adapted, and it ought to be in the hands of many Canadian boys, not as an incitement to the military spirit, but as a lesson from life of duty well done, of never-failing courage, and eminent civil qualities. In Canada there are many descendants of men who fought in the Peninsular War, and thousands who realize that the victories of Wellington made possible the triumphant close of the war of 1812 and the rescue of this country from foreign invasion. There is a want of a really popular life of Wellington, and this volume supplies it. The illustrations are 31 in number, and very fine. There is a double-page map of the Belgian district, where Waterloo was fought, and a facsimile of the Duke's writing.

DEEDS THAT WON THE EMPIRE.—By Rev. W. H. Fitchett. Cloth, with portraits and plans, 328 pp., 3s. 6d. George Bell & Sons, London. Mr. Fitchett is the editor of the Australian Review of Reviews, and he writes in a stirring, and at times in brilliant, vein. He selects eighteen of the principal naval and military battles of the past century, wherein British courage has most displayed itself, and gives an accurate historical and descriptive account of them. The tales, he says, are told not to glorify war, but to nourish patriotism. There are