

A Hunter, the Hamilton bookseller, has taken into his business a partner, and the firm will in future style itself Hunter, Grant & Co.

Lee & Thompson have started up in Menzies old store in Peterboro', and as they are pushing boys, and start with a nice clean stock, we think they should meet with better success than their predecessors.

T. S. Hendry, the stationer of Napanee, had his stock seized under chattel mortgage early in the month.

The Christmas Card trade has not fallen off in Great Britain. Last season a greater number were sold than ever before. But they were principally flat cards, the demand for fancy satin and plush fringe goods having fallen off. The efforts of manufacturers are now directed towards the production of plain but very neat and handsome cards.

Mr. Herbert Faulkner of Hildesheimer & Faulkner, was here last week, and as usual favoured **BOOKS AND NOTIONS** with a call. He has a number of samples of cards and booklets for the coming season's trade that surpass anything they have yet published. Messrs. Hildesheimer & Faulkner, London, intend sending their artist to Canada next season to work up Canadian scenes for their Christmas cards.

J. L. M. Curry, LL.D., predecessor of Mr. Perry Belmont as Minister to the United States in Spain, has written a concise, instructive work on "Constitutional Government in Spain," which Harper & Brothers published March 12th. It is the result of some years of close study of the subject, and of actual observation of Spanish political and social life during the author's official residence in the country. Valuable appendices are added, summarizing the careers of aspirants to the Spanish throne—Fernando, Leopold, Duke of Montpensier, and Amadeo; giving sketches of Christina, Isabel, Alfonso XII., the Infantas, the Queen Regent, and Alfonso XIII.; describing the present condition of Spain in its political, social, and industrial aspects; and lastly, explaining briefly the acquisition of Florida by the United States.

Harper & Brothers, publish "Choice Cookery," by Catharine Owen, author of "Ten Dollars Enough," "Gentle Bread-Winners," etc. The object of the book is to help those who wish to know at a glance what is newest and best in modern cookery.

"The Correspondence of John Lothrop Motley," edited by George William Curtis is issued by Harper Bros. The work is in two royal octavo volumes, accompanied by an engraved portrait of Motley. The letters cover the period from Motley's school-days in 1824, at the academy of Mr. Charles W. Greene, near Boston, to the year of his death in 1877. Readers of these volumes will not agree with what Motley says in one letter: "I haven't the talent of Sam Weller to make my correspondent wish I had said more, which is the great secret of letter-writing."

The Methodist Book and Publishing House announce the following new books: "Sowing and Reaping," a novel, by Mrs. J. C. Yule, 12mo., cloth, \$1.00. "The Randolphs," another of the "Pansy" books, in their 50c. edition; and two pamphlets by the Rev. Wm. Bevan, entitled "The Coming of Christ," and "Swedenborg," to sell at 10c. each. The same house also announces new editions of "Doctrinal Standards," by Dr. Burwash. Triumphant Songs and Great Awakening.

Dealers should read the advertisement in another column of the old and reliable firm of Robert Miller, Sons & Co., of Montreal, wholesale dealers in stationery, paper-hangings, etc. They carry full lines of Raphael Tuck's goods, to which they are just at present calling the attention of the trade.

J. Theo. Robinson, Montreal, has issued "Silken Threads," by the author of "Mr. and Mrs. Morton." It is a detective story, well written, and full of interest. It is published at 30c.

"Mr. Naydian's Family Circle," is one of the latest novels from J. Theo. Robinson's press. It is by the author of "Lusor Lusitatus," and, being full of mysteries, should be eagerly read. Price 25c.

Warwick & Son, Toronto, have published a manual for primary teachers on blending of kindergarten with public school work. It is by S. B. Sinclair, Ph. B., Principal of the Hamilton Model Training School, and is well illustrated.

The Toronto News Co. have made a number of important improvements in the internal arrangements of their extensive premises in this city, which will greatly facilitate the conduct of their increasing business. The principal change is the separation of the city and country periodical departments. The city department now occupies the ground-floor. In it are to be found, neatly displayed, all the periodicals and current libraries. This change has given very great satisfaction to the city trade. The stationery and book business is now done on the two floors above. Customers will thus have fewer interruptions and they will have more time to look over the stock. The country periodical trade is still done on the top floor. The system is now as perfect as it can be. The manager of a leading American house was here a few days ago and said he intends working his business on the same plan, it being the best of any he has yet seen.

Mr. A. J. Watson, the manager of the Toronto Willard Tract Repository, has just returned from an extended tour through England, Scotland and Germany. He has secured control of a line of art books and booklets that, for next season's trade, cannot be excelled in Canada. This house always carry a big stock of these goods, but next season's assortment will exceed that of the past. They have also secured the sole agency for Canada for "Songs and Solos," published by Morgan & Scott, London.



## BUSINESS SYSTEM.

CLINTON, 27th March, 1889.

DEAR SIR. In compliance with your request I write you what I think on the above subject. No person can open a business of this character and succeed unless he or she has either capital or a thorough knowledge of the business. If capital is to the fore, a much larger expenditure than was first intended will be encountered and disappointment ensue, over-ordering of goods will be certain to take place, and inside of two years double the amount of goods will accumulate on the shelves, in the show cases, in the drawers, in fact stowed away for want of room to show them when nothing of the kind was at first even thought of. After stock taking comes the pruning knife. Novelties are to be dealt with very briefly. Nothing is to be ordered but barely what is necessary to bring the stock into selling condition; but new and very beautiful goods are continually on the market, and some purchases must be made to meet trade wants and certain competition. At the end of another year stock is taken and found to be not much reduced, and the result is very likely to be that the capital has either bought the experience and brought to the surface the necessary business qualities (if any are there) or a sell out at a sacrifice will take place. Very little need be said of him who undertakes this business with neither capital nor a knowledge of it. The result is very likely to be failure, unless he should develop remarkable business qualities and show to the wholesale trade that he has the capacity to carry him through. To him who has a thorough knowledge of all the details of the retail trade in fancy goods, toys, and books and stationery success is most likely to crown his efforts under the usual conditions of trade. The present keen competition in the wholesale trade does much to sustain a retail dealer of this character. To ensure success in this case there are certain necessary conditions which must be observed.

close personal attention to all the details, close calculation of the daily cost of running the business, light, fuel, rent, freights, postage, etc., not forgetting the cost of living and living within income, and, if possible, boarding your clerks and knowing where they are at night, selecting the best and having no more than are necessary. There are many little matters which a good clerk will know intuitively; such as showing goods to the best advantage, dressing the windows sufficiently often and changing the dress every two or three days, and keeping the glass perfectly clean. The show cases need the same attention in every particular that the windows require; in fact everything in and about needs to be kept scrupulously neat and in as perfect order as possible. W. A.