

remain solvent, can do, and trade in that line in that place is demoralized so long as the bankrupt stock lasts. This style of business is going on all the time in all parts of the country. Surely this is not for the benefit of the wholesale merchant, and it is certainly an injury to the retail trader whose struggle for existence is made all the more difficult by such unfair competition from speculators. Various remedies have been suggested, all more or less objectionable. Bankrupt stocks must be disposed of, and the present system of selling en bloc to the highest bidder seems the most convenient way for the assignee; and he, at all events, has nothing to lose, but most likely will be the gainer by giving speculators a chance to ruin others in trade. The wholesale dealers' profits are made from solvent traders, and the interest of the latter should be their first care. The policy of the wholesale man should be to place bankrupt stocks on the shelves of the regular dealers, and not in the hands of speculators. To do this bankrupt stocks should be assorted and sold in job lots, so that all the dealers in the place may have a chance to buy a part; and by having a stock thus divided up and kept within the regular trade the tendency to undersell will be lessened. Very few retail storekeepers want to buy a full bankrupt stock, but most of them would buy such lines as they could handle, and would pay more for what they require than if forced to buy goods not required. The difference in prices thus obtained will counterbalance the extra cost and trouble of dividing up the bankrupt stock. Any ordinary stock could be disposed of in small job lots by auction in a few days, and if any goods remained as unsalable to local merchants then let such be sold for what they will bring to the outside public.

BRASS AND OXYDIZED GOODS.

Brass as a color is losing favor, as a metal it is holding its own. Where three years ago an ornament was made of polished brass or gold-plated, two years ago it was silver-plated, and last year it was oxydized. This year everything is oxydized! And here let us give our readers a suggestion. In order to oxydize brass it has first to be silver-plated, and this is the principal expense in the making of the goods. The streaks are made by rubbing off the oxydization and showing the silver through. Now to cheapen the goods the silver-plating is being done in the meanest possible manner; in fact so thin is the coating that frequently the brass shows through. Goods like this tarnish very quickly and will not bear rubbing up, and before buying we would advise the trade to look well over the samples and see how they have stood the test of travelling. As in the past all kinds of shapes and designs are being made. Ornaments for ladies' plush and satin work are very numerous, but they are taking

a very flimsy shape all through. Paper knives, button hooks, match safes, inkstands, whiskholders, mantel ornaments, etc. are being made very prettily and seasonable in price, though the duty of 30 per cent. into Canada makes them harder of sale here of course. Perhaps the latest novelties in the line are boxes made of oxydized brass for toilet and manicure sets, work sets, etc. There is a serviceableness about them that we like, and though the price will keep them from competing with the cheaper plush lines, should prove a fair opposition to the higher priced plush goods. But we have already taken up too much space, and will have to leave the bronzes, terra cottas, paper goods, etc. to next month.

STARTING IN BUSINESS.

There is a universal desire on the part of young clerks and employees in general to get into a business of their own at the earliest possible time. Of every three who leave a salaried position in the store or shop, two would have done better by remaining on salary; and the third doesn't find his business career leading through a pathway strewn with roses. No; far from it in many cases. Some find themselves burdened with responsibilities and cares they had never dreamed of in building their air castles of a future business career. We do not wish to discourage the young man who can see his way clear, and whom the community needs in some business calling, but there are many to whom it certainly never occurs that there are a few things as much needed as capital. One of the few is a thorough and practical knowledge of the business to be entered into; one is industry; one is firmness; another is quick and correct judgment of human nature in all its phases; and still another is the capacity for making innumerable friends. If you possess all of these requisites, then your success in business is assured. We have on various occasions known men—good, clever men—to go into a new town, among strangers, open a store of new goods, and after running several months or a year or two, sell out at a heavy loss, or pull up stakes and shift to some other town at a still heavier loss and try it over. Often the same result would follow after removal to another town. In the majority of such cases it is self-evident that something is lacking, and it can almost invariably be traced to the above-mentioned qualification. Starting a new business is too often equivalent to building another fence around the farm ten feet outside of the old fence, which already answers every purpose for which it was built. This is a condition which exists throughout the greater part of the west—business in nearly every line overcrowded. The evils of the situation, or the lack of economy we might say more correctly, is the rental of two stores when one could answer, double the amount of capital tied up

that is actually necessary, and double work in keeping two stocks in order instead of one. If you possess the ability to conduct a business of your own, by remaining with a good established business on salary that same ability will sooner or later promote you to the position of junior partner or manager. Men in high salaried positions have the easiest positions, in our estimation, and their contentment is to be envied.

NOTES FOR RETAILERS.

Make your store attractive and display your goods judiciously.

Teach your clerks to be polite and agreeable to customers, and attention to business at all times. The best way to do this is to set them the example.

If you can possibly avoid it, never allow any one to leave your store dissatisfied either with your goods or your actions. A customer who spends a dime in your place of business to-day, and is suited with what he gets, will be likely to call on you when he has a dollar in place of the dime.

Many retailers do not have the same opportunities to advertise their stock that is possessed by their brethren in the large cities, and are compelled to depend largely on the display they can make of their goods, in order to introduce them to the notice of their customers. Be particular about this. A clean, attractive, well kept store will always draw trade. American Merchant.

Isaac Huber evidently found books and stationery an unprofitable trade in Bracebridge, for he has asked his creditors to take their share of his loss.

Elizabeth Armstrong, the Yonge St. stationer, assigned on the 17th April to L. W. Hawkesworth, with whom all claims must be lodged before May 6th.

J. D. Armstrong, who has kept a drug store on Yonge Street for a short time, was lately sold out by the Sheriff; W. H. Worden, late of Neil C. Love's store, buying in the business.

The partnership existing until recently under the style of the Eastern News Co. has been dissolved. This company has its headquarters in Montreal.

The Methodist Book and Publishing House has just issued another Pansy book entitled "The Randolphs," in the cheap Canadian edition, viz., 50c., and a new book on "Swimming and Life Saving," by Capt. W. D. Andrews, of the Dominion Life Saving Service. This latter work is well illustrated with diagrams taken from life, and the fact that its author is so well known for deeds of heroism, will add to its interest. It sells for \$1. The same house has also published for the author, Rev. Dr. Pooler, of Detroit, a large 8vo. work of nearly 700 pages, entitled "Anglo-Israel or the Saxon Race."