

caused to spring up a host of so-called Book men, whose business it is to sell books of whatever description they may happen to deal in. It is not a very consoling thought that he just knows his own line of books and nothing more. We are told that "knowledge is power." We take it that this means general knowledge, and if this is power, and good to have, how much more powerful and useful must be knowledge of our business?

The printing press has not only brought the works of the best writers within reach of the poorest amongst us, it has also given us opportunities of procuring knowledge—information which bears directly upon the business in which we are engaged. It has given us numerous Trade Lists, Journals, Periodicals, etc., which did not exist in the old days when Bookselling was a *profession*. This knowledge is within the reach of every one, and it is incumbent upon us to obtain it. We would ask, who among us are the successful people? Those who read about their business, or those who do not?

The clergy, doctors and lawyers are striking examples of well-grounded knowledge, and we need not ask where these professions would be, if the participants therein, did not keep up with the times, in thought, practice and administration; and the same principles apply not only to the so-called professions, but to all trades as well, Bookselling and Fancy business not excepted.

Then again, how much pleasanter it is every way for the man who is well read-up in his business to be sought after by customers,—one whose opinions are not only asked upon this or that subject, but whose views are of great weight and go further towards influencing the purchases of customers, than for the dull, ignorant, know-nothing, read-nothing, good-for-nothing individual.

So much for the advantages that accrue by having a knowledge of your business, and, if advantages have weight, to induce you to become *business men*. How much more ought a sense of duty to influence you? Tennyson strikes a true chord when he says:

"It was my *duty* to have loved the highest;
It surely was my *profit* had I known;
It would have been my *pleasure* had I seen."

It is our *duty* to our employers not less than to ourselves to know our business thoroughly, and knowing this *profit* and *pleasure* will surely ensue.

To conclude, shew an interest in your work, and you will find your work will shew an interest in you, by your increased value to your employer and consequent promotion. Be punctual. Be courteous. Be studious.

N. C.

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