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Vol. 5.

APRIL, 1889.

No. 52.

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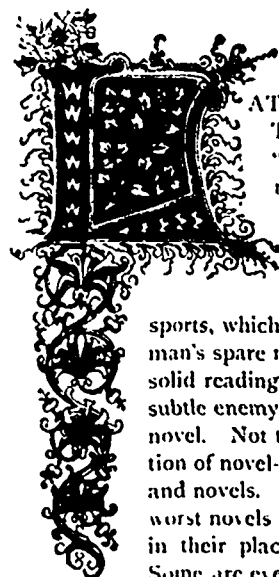
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VOL. V.

TORONTO, APRIL, 1889.

No. 52.



ATE numbers of the Montreal Star and Toronto Globe bring up the question: "Do our young men and young women read as much or as wisely as those of the former generation?" and both agree that the taste for good reading is rapidly decaying. The Star attributes the falling

off to an over enthusiasm of athletic sports, which occupy the greater part of the young man's spare moments and leave him tired and unfit for solid reading. The Globe says: "A more potent and subtle enemy of high intelligence is the all-abounding novel. Not that we join in any wholesale condemnation of novel-reading. Far from it. There are novels and novels. It is vastly better to read any but the very worst novels than to read nothing. Many novels are, in their place, good for mental rest and recreation. Some are even profitable for instruction and culture.

But the confirmed novel-reader is given over to a mental dissipation which enfeebles the intellect, enervates the will, and takes away all possibility of high intelligence or brain-power. It is, we think, Rev. Washington Gladden who lays down the excellent rule that for every hour given to the novel there should be at least another hour given to some standard work in literature or philosophy."

Another element which we believe to be still more potent in the gradual decline of the steady reading habit is the vast volume of books, papers, periodicals, pamphlets, etc., which are within the reach of everyone. Too much to read through, almost too much to glance through, the public look at the pictures, praise the appearance and rely upon the reviewer for a knowledge of the contents. It would seem invidious to select out of this mass one book to read, and as for re-reading or studying a book, that is out of the question.

The bookseller knows well the degeneracy of the public taste. Gradually, year by year, classics are less sought after. The light novel, which possesses so little real worth that it dies and is never heard of one month after its first issue, that is the book which sells; something new; with a taking title and a fancy cover and a good show bill. The standard novels may now be had at a price which is within the reach of the poorest, and yet how few people you meet who have read them. We reprint with pleasure the following remarks on this subject from the Globe:

The young man or woman who has no taste for good reading, who cannot enjoy an hour with a classic or scientific master, or with a first-class magazine article, is to be pitied. But let no young man content himself with saying that he finds such reading intolerably dry, that he has no taste for it. The taste is surely worth cultivating,

and for anyone who has brains, it is easily cultivated. He has but to commence and continue a course of good reading. He will like the second book better than the first. Distaste will soon yield to pleasure, and pleasure to delight. The school teacher of the day could render no better service to the coming generation than by discarding one-half of the rubbishy text books, which are now the bane of school children's lives, and devote the time to teaching them to read, inwardly digest and presently enjoy good literature. Such a course of training in the schools would put the next generation far ahead of the present in intelligence, culture and morality.

Alas! the poor bookseller! Everybody has a right to rob him. Not that his trade is such a profitable one that the whole public should envy his wealth; but in some way the impression has got abroad that the bookseller is "fair game."

The public decide that a Free Library, Mechanics' Institute, or Reading Room would be the cheapest way to get the benefit of the bookseller's wares, and they tax him for his share. He may think that he will be able to make up for this loss by having the trade of the library. Poor misguided man. The librarian is the only one who has any right to make money out of the library. The bookseller is notified that he may tender for the privilege of supplying what is required, but at the same time he is notified that he will have to compete against the wholesale dealer, the publisher and every other member of the trade, and to get the job he must practically cut off all his profits.

Now the managers of the public libraries wish to go a step further. They want to buy their supplies in England and the United States. They don't want to leave any of their Canadian money in Canada, so they send down a deputation to interview the Government, asking that their importation be placed upon the free list, and one of the deputation has the audacity to state that the booksellers do not object to a certain portion of their demand. Who gave this gentleman authority to speak for the booksellers. He takes too much upon himself. The booksellers do not want their trade discriminated against. We protest against any such course, and so should every publisher who has any of the instincts of fair play.

A letter in another column from Mr. Robinson, of Belleville, deserves a careful perusal, not because he has arrived at altogether correct conclusions, but for the reason that he has very evidently studied his subject, which is one of great interest to the trade. We still hold to our opinion that the new schedule of rates for daily papers is a great gain to the newsdealers, and propose to go into the subject in detail in our next number. Of course each district has its own system of dealing, and it is possible that there are towns in which the business is done principally upon the yearly basis. In such cases certainly the new rates are not advantageous, but it is our impression that in the majority of Canadian towns the news trade is done on the weekly, monthly and quarterly basis.

We will be pleased to have letters upon this subject from any of the gentlemen mentioned in Mr. Robinson's letter, or from other members of the trade. While discussing this subject it would be just as well to take a wide field and study up news rates generally on daily, weekly and evening papers.

ESTABLISHING PRICES.

The wholesale trade of Ontario has agreed upon a selling price on bound volumes such as the "Boys' Own," "Girls' Own," "Leisure Hour," "Sunday at Home," etc., as well as on other English books.

Annuals will be sold at net list price up to \$50 net, over \$50 at 10 per cent. discount. Allowances in all cases net. Terms, Net cash, January 1, 1890.

Miscellaneous books, published by the Religious Tract Society, at not less than 20c. on the shilling.

Miscellaneous books, published by the Society for promoting Christian Knowledge, at not less than 21c. to the shilling.

Miscellaneous books, published by other English houses, at not less than 19c. to the shilling, with the exception of job lines, which, to avoid confusion, are to be quoted so much net and not at a rate to the shilling. The following exceptions may be made when desired: In orders amounting to \$500 and over such amount to be made up net of miscellaneous books and toy books, but not to include Bibles, prayers or booklets. No restrictions as to prices excepting in the publication of the R. T. S. and S. P. C. K., which, without exception, remain 20c. and 21c. to the shilling respectively.

No restriction as to quality or price need be made to customers reselling in Toronto or Ottawa.

No import order for books to be dated later than November, unless shipped after that date, in which case they are to be dated at time of shipment.

Terms of payment as follows: Four months from Nov. 1, or from later date of shipment, or 5 per cent. for cash thirty days from Nov. 1, or from later date of shipment, or 3 per cent. for cash net January 1.

CUTTING PRICES OF PERIODICALS.

We have before us circulars sent out by subscription agents in the States offering English and American periodicals at less than the trade here can supply them. These agents are likely to do a great deal of harm for their business is of a most vicious character, and they are sending their circulars all over Canada. One man says that he is offering these papers at low prices with the object of counteracting the influence of the cheap and immoral literature. Here is a list of a few of the principal papers they are offering and the prices at which they will take sub-

scriptions. Observe that the prices they quote are all post paid.

	Publisher's Price	Offered by Agents at
Atlantic Monthly	\$4 00	\$3 35
American Agriculturist	1 50	1 10
Century	4 00	3 65
Harper's	4 00	3 10
Harper's Young People	2 00	1 65
Puck	5 00	4 00
Popular Science Monthly	5 00	4 15
Scribner	3 00	2 60

In durable periodicals these agents leave the Canadian trade out in the cold entirely. For example. The regular price of *Demorest* is \$2. Coming to the trade in the regular way this magazine would pay a duty of about 7 1/2c. per copy or 90c. per annum. Yet these fakirs offer it to our customers and the general public at \$1.65. We might also add to this the difference in postage. It is decidedly unfair to the trade that the Post Office Department should allow this discrimination in favour of the American dealer. The remedy lies in the hands of the American publishers, and the Canadian Booksellers Association should see that the matter is represented to them.

RUDE CUSTOMERS.

When the customer professes to know so much and to be so positive in his assertions, and when there is nothing really in the character or price of the goods warranting the invidious remarks he may make, the best way to parry them, if it be desirable not to give offence, is by a little gentle rallery, which he cannot take amiss, by which he is given to understand that he is saying what he does not truly think about the goods, so that he may have them offered cheaper. The extent to which this resource can be availed of must depend upon the acquaintance and relative position as to age, etc., of the salesman and the customer. It is at best a dangerous remedy, and unless there is a fair certainty that it will answer the purpose in any particular case it is best to avoid risk by a silent submission to the remarks, with perhaps a simple expression of regret that the article does not suit. Still there will occur instances where the salesman's self-respect requires that the customer should be informed in the politest way possible that his unjust assertions and remarks are without influence or effect. [How to Keep a Store.]

A FEW DON'T'S.

Don't advertise your competitor's establishment. If he wants to compete with your shop for the trade of your town, let him do his own advertising. Advertising is too valuable to give away. In other words, don't talk about your competitor's shop or his work. That is, don't run down his work. If you are overloaded and must shoot off your mouth at something, don't aim at your business rival. If he be the subject of conversation, and you must say something about him, draw it mild.

If a customer is within ear-shot, draw it very mild indeed!

From a business point of view, advertising a competitor by continued criticism is not only wrong, but foolish. Perhaps your hearer has never before heard of your rival and his "shop shop," as you term it. But it is quite possible that his curiosity may be aroused. He may think he will go around and see what is going on there. He may find the situation not just as you represented it to be, and he may conclude that, if you do not tell the truth about your neighbour's work, you possibly don't about your own. Or, he may see something there that just suits him, and buy it, when, if you had not thus advertised the opposition establishment, you might have made the sale yourself. In any case you see it is practically giving your neighbour a loaded gun with which to blow off your own head.

I have several times had positive knowledge of competitors making sales and obtaining good customers from such free advertising by indiscreet rivals. "I didn't know there was any shop here until old Brown told me about you," remarked one customer. Another said: "I declare I hadn't thought of this place at all until Smith down there happened to mention it."

VALUE OF OLD STOCK.

Some dealers are very reluctant to take a sufficiently reduced view of the value of their old stock when they are really desirous of selling it off. As they go over their stock piece by piece, one article after another which should be sold off is reserved and laid back on the shelves, because it is cheap enough already, or is intrinsically worth more than is asked for it. Or perhaps because it is not just the season for selling it. Of course there are periods of the year when certain goods sell better than at other times, and some things may be reserved for the appropriate season, but to a man who wants to reduce his stock there is no time like the ever-present now. It is a good method, in passing judgment on the value of such old stock, for the dealer to consider what he would be willing to buy more of it at, and be governed by this view as to its real worth.

The Copyright Bill has been printed, and it is thought it will become law this session.

There is nothing new to note in the matter of postage, but the trade are promised that the difficulty about postage and duties will be made satisfactory.

Standard baseball goods are selling very well this year owing in no small degree to the favourable weather. One house has sent a third re-order this week.

We learn that Mr. C. M. E. Ridge, who has represented Brown Bros. for many years will this month transfer his services to Buntin, Gillies & Co., for whom he will cover same ground as at present.



"The First Attack."

Loaned by the Proprietors of "The Dominion Illustrated,"
The Canadian Pictorial Weekly,
Subscription, \$4.00 per annum, 10 cents per copy,
By G. E. Desbarats & Son, Publishers, Montreal.



S. R. Leggatt has opened a book and stationery store at 690 Yonge Street, Toronto.

J. M. Patterson, late of Hamilton, has removed to Toronto Junction, where he has commenced business.

"One Mistake," a Manitoban reminiscence, by Zero, is issued by the Canada Bank Note Company, Montreal.

J. Theo. Robinson, Montreal, has issued "Rose Wood or the Octoroon's Bride," a novel, by Jean Fairweather, at 30c.

The "Grip" Paper File is a cheap and handy newspaper or billhead file. It is made in all lengths from five inches to thirty inches. Mauchee & Wilson, Toronto, are the sole selling agents.

J. S. Oglvie, 57 Rose Street, New York, send us "A Missing Husband," and "Other Tales," by George R. Sims, author of "Ostler Joe," and "Fun and Fact," by F. H. Chambers, illustrated.

Mr. J. H. Fromm has started a music store in Gananoque. He deals in sheet music, music books and musical instruments. There is no other store of this sort there, and he will likely do a large business.

W. B. Riggs will open a music store on Front Street, Belleville. The premises are to be remodelled to suit his business. He has been leader of the I. O. O. F. band, which is also the band of the 15th Battalion.

W. R. Vardon has started a stationery store on Yonge Street, just above Adelaide. With the long experience and training he has had with the Toronto News Co. Mr. Vardon should make a success of his enterprise.

Mr. F. T. Butler, who took the western district for Warwick & Sons, and who has been on the road for that firm, is now travelling for Copp, Clark & Co. Mr. E. A. Taylor, their popular city traveller has taken the route.

F. H. Moody, late of J. F. Austin & Co.'s staff now represents the Willard Tract Depository, and covers the ground east and north of Toronto, taking the place of A. J. McCrae, who is carrying on a business of his own.

W. J. Haubly who was with J. C. Overell, of Belleville, for four years, has opened out for himself at Campbellford. He handles books, stationery, fancy goods, and wall paper. He is highly spoken of by his old employer and the public generally.

The edition of 500 numbered copies of Lester Wallack's Reminiscences lasted scarce-ly a week after publication with the Scribners. Although the price of the book was ten dollars, the larger portion of copies was subscribed for before the book was issued, and within a week the remainder were sold.

Mr. James Anthony Froude's forthcoming novel will be published in America by the Scribners. Mr. Froude believes the story to be one of the best pieces of work he has ever done.

The old established and well-known house of Buntin, Gillies & Co., wholesale stationers and paper dealers, Hamilton, who have since the decease of the resident partner the late David Gillies, being undecided about the future is once more in full running order. The business will be continued under same name and management as at present. The firm will shortly remove into more commodious and central premises No. 29 King Street East, Hamilton. Their representatives will soon be on the road with a full line of samples of the firm's goods.

The Enigma Pencil is without doubt the most desirable of any hitherto manufactured or brought before the public. Other well-known and celebrated automatic pencils require a pressure on the cap in order to adjust the lead. The "Enigma" does away even with this simple operation, for it is always ready by holding the lead on the paper, which will never recede by pressure; on returning the pencil to the pocket point upwards, the lead again returns automatically without any further adjustment. Warwick & Son are now offering the "Enigma" to the trade.

Mr. Joseph Jefferson has been engaged for a number of years upon his autobiography, which will soon begin to appear in "The Century." No more interesting record of a life upon the stage could be laid before the American public, and Mr. Jefferson's personality is perhaps more sympathetic to the people of this country than that of any actor we have had. He is the fourth in a generation of actors, and with his children and grandchildren upon the stage, there are six generations of actors among the Jeffersons. The record which he has made of the early days of the American stage is said to be peculiarly interesting, especially the story of his travels as a boy in his father's company, when they would settle down for a season in a Western town and extemporize their own theatre.

Dr. McCosh's latest work, "First and Fundamental Truths," will be published in London in an English edition.

An English translation of Prof. Delitzsch's "Iris" is just announced by Messrs. T. & T. Clark, of Edinburgh, to be imported by Messrs. Scribner & Welford. This volume is a collection of essays or lectures on Colors and Flowers, and will exhibit the learned author to the English-speaking public in a somewhat new character. To put it shortly, the Professor appears in undress, showing his usual thoroughness of research, but discoursing on the life-long "pet themes," as he calls them, in the easy genial style suited to a popular audience.

Bowmanville had a big blaze on the morning of the 22nd, in which a whole block occupied by eight merchants was destroyed. J. Higginbotham & Son, druggist, and Wm. Ruse, music dealer, were both sufferers. We tender them our sincerest sympathy.

A portrait of the lady who writes such charming short stories under the name of "Octave Thanet," will be the frontispiece to the April Book Buyer.

Servility and civility are as opposite as the poles. One is despicable, the other is desirable.

What is the matter with the wholesale stationers and fancy goods men that they first express their sympathy with the scheme of forming a Board of Trade and then allow three different meetings to be held without sufficient members present to make it representative? The aims of the proposed Institution are apparently based on sound principles, and any means of bringing the different members of the trade together frequently for discussion we hold to be desirable. The promotion of better feeling with each other is sure to be followed by less of a cut-throat business which at present mars so greatly the commerce of this city. Let every one who wishes to be friendly with his fellow dealers come forward at the next meeting, so that the absence of any particular members without a note of explanation may be understood to mean a refusal of co-operation on his part.

"Le Docteur Romeau, or a Broken Life," by George Ohnet, is issued in Bryce's Home Series at 30 cents.

The latest addition to Bryce's Home Series is "Lady Car: the Sequel of a Life," by Mrs. Oliphant.

J. S. Russell has removed to 110 Bay Street, which is a few doors south of his old stand. He carries a large stock of special lines in fancy goods, wholesale.

The Religious Tract Society have issued the following new books: "Walks in Palestine." The letterpress by Henry A. Harper. Illustrated by twenty-four photogravures from photographs taken by C. V. Shadbolt. Royal 4to, 25s. bevelled boards, gilt edges. "Irish Pictures." Drawn with pen and pencil. By Richard Lovett, M.A., author of "Norwegian Pictures," "Pictures from Holland," etc. With a map and one hundred and thirty three illustrations from sketches and photographs. Imperial 8vo, 8s. handsome cloth, gilt edges. Full morocco, 25s. "Man in Relation to the Bible and Christianity." A new special volume of "Present Day Tracts," by Prebendary Row, Canon Rawlinson, Professors Macalister, W. G. Blaikie, Radford Thomson, Fred. Pfaff, S. R. Paterson, Sir William Dawson and Rev. W. S. Lewis. 3s. 6d. cloth boards. "In a Jesuit Net." By H. C. Coape, author of "The Château de Louard," etc. Illustrated by Edward Whymper. 5s. cloth boards.

A new story by Mrs. Frances Hodgson Burnett will shortly be brought out by the Scribners. It is a tale of Spanish love and romance, with a beautiful country girl and one of Spain's most popular bull-fighters as the two principal characters. The story will have for its title "The Pretty Sister of Jose," and is said to be unlike anything Mrs. Burnett has previously written.

The popular interest that is felt just now in French fiction will doubtless attract attention to the new edition of the Erckmann Chatrian historical romances which the Scribners have in preparation for early publication. The popularity of these stories has always been great; and this new edition, which will be made in every way attractive, will doubtless extend their popularity to a still larger circle of readers in this country.

E. P. Dutton & Co., publishers of the well known line of art books and booklets, have again appointed C. M. Taylor & Co., of Toronto, their agents for Canada. Owing to a new patented process of monotint printing Dutton & Co. are able to produce finer work than heretofore. Messrs. Taylor & Co. have also secured the sole agency for the celebrated Christmas cards of W. Hagelberg, of Berlin. Mr. Hagelberg, in a letter to Messrs. Taylor & Co., says: "The line of my Christmas cards will be composed of many series of new ideas and designs, each of which is productive of some novel effect. Many years' experience in the art of colour printing enables me to place before you a collection that should be extremely popular, not only on account of its artistic merit and novel effect, but also on account of the price, which will be such as to place my goods within the reach of all classes." The trade will do well to see these goods.

A handsome American edition of Bourienne's famous "Memoirs of Napoleon" is about to be issued immediately by the Scrib-

ners. For sixty years this book has been a standard authority, and Prince Metternich pronounced the work to be "the only authentic memoirs which have ever appeared." The Scribner edition will be in four 12mo volumes, and be an exact reproduction of the latest English edition, including all the portraits and illustrations, as well as all the other features that give distinction to the work. The price will be placed low, so as to appeal to a large popular sale.

Mr. Brownell's work, "French Traits," which is being accorded such an enthusiastic reception by the critics, is about to be brought out in London in a special English edition.

"Six O'Clock in the Bay," by F. E. Weatherly, is a new song just from the press of the Anglo-Canadian Music Publishers' Association. The author's name is sufficient guarantee to large sales. It will be a popular song among yachtsmen.

"Which Sovereign: Queen Victoria or the Pope." By Rev. J. A. Wylie, LL.D., is being offered to the trade by the Toronto Willard Tract. It should have a good sale at the present time. Retail at 10c.

The world owes every man a living, and is never slack in paying it to a good collector.

Among the National Publishing Company's Canadian copyright reprints of English fiction we notice the following: "Long Odds," by Hawley Smart; "A False Scent," by Mrs. Alexander; "John Herring," by Rev. S. Baring Gould; "Landing a Prize," by Mrs. Edward Kennard. They are all by popular authors and will doubtless have a large sale. This company has also issued a copyright edition of Amélie Rives' powerfully written story, "The Witness of the Sun." This is by the talented author of "The Quick or the Dead," and is said to be more absorbing than that famous work.

BUSINESS CHANCES.

Under the headings "Books Wanted," "Books for Sale," "Business Chances," "Situations Vacant," "Situations Wanted," one cent a word is charged for each insertion. Initials and figures are each counted as one word. If it is not desirable to give the advertiser's address, replies may be sent to Box 7, care of BOOKS AND NOTIONS.

A GOOD CHANCE IS OFFERED IN LONDON, Ont., to commence business—large Church of England connection—stand, the most central; rent low; stock, say \$3,000, periodical list about \$3,000 per year. Address, E. A. Taylor, London, Ont.

AT BRAMPTON—STOCK OF FANCY GOODS and Stationery for Sale. Enquire of J. W. Main, Brampton.

BONUS—THE VILLAGE OF HAYFIELD OFFERS a bonus to responsible men who will put up a good roller mill; good locality; correspondence received until February 2. John Pollock, Clerk.

BOOKS, STATIONERY, FANCY GOODS.—Our increasing wholesale trade requiring our undivided attention we offer for sale on advantageous terms one of the best retail businesses west of Toronto Rice & Chapple, London.

DRUMBO—A RAILWAY CENTRE PRESENTS openings for manufacturers—furniture, boot and shoe, marble and others. C. A. Muma, president.

FOR SALE DRUG STOCK AND FIXTURES—established twenty-three years. For full particulars address Family Drug Store, 723 West Fort Street, Detroit, Michigan.

FOR SALE—CHEAP—ONE OF THE OLDEST established photograph galleries in the thriving town of Berlin, centrally located. For further particulars address George H. Trussler, Berlin, Ont.

FOR SALE—BOOK, STATIONERY AND WALL paper business, in good western town, business well established and doing the leading trade. Stock bought at lowest prices and well assorted; amount about \$5,000; store handsomely fitted for the business. Telephone business in connection worth \$200 yearly. This is a bona-fide chance to secure a good paying business. Apply to Stationer, Box 3, BOOKS AND NOTIONS, Toronto.

SPLENDID OPENING TO MANUFACTURE THE Koch adjustable reversible shelf brackets for shelving stores, libraries, pantries, etc. They have a very extensive sale in the United States and should take well in Canada. Address Box 10, BOOKS AND NOTIONS Office, Toronto.

A BLESSING ON BOOKS.—The quietest of friends, the most unobtrusive of companions; the healthy man's enjoyment, and the sick man's solace. When all goes well and merrily they are a pleasure; when things are otherwise a consolation. Better than the physician can they "minister to a mind diseased;" and, if they cannot "pluck from the mind a rooted sorrow," they are at least "a sweet oblivious antidote."

J. Q. PREBLE & CO.,

MANUFACTURERS OF

Blank Books, Envelopes, Writing Papers

Tablets, Pads and Papeteries.

WE ARE THE ONLY HOUSE IN THE UNITED STATES WHO MANUFACTURE THIS COMPLETE LINE OF GOODS

Sole Proprietors of BELFAST, MANCHESTER and ULSTER LINENS and the Celebrated WASHINGTON and ROYAL STEEL PENS.

Nos. 10 & 12 THOMAS STREET, NEW YORK.

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 Lus-tratus," 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.

HALIFAX, N.S., March 15, 1889.

SIR, - I have been handed a copy of your paper for the present month, in which there is an article in re my business troubles, and in which is stated that I had assigned to my father-in-law, which is both false and malicious. Mr. Hohecker (the assignee of my estate) is a man of about my own age and no relation whatever to me. He is a German, and I a West Indian. My father-in-law is Mr. Jno. H. Symons of this city, who is quite an old man, out of business, and has nothing to do with my affairs.

As the remarks and criticisms are of a misleading nature, I will in order to exonerate myself give you an explanation of my troubles.

In re the liabilities that you state are in such a shocking state in proportion to assets, I would inform you that there are several amounts down that are owing from my former business, one alone being nearly \$400. And although I had never been troubled by the parties, their claims of course are still good and go towards swelling the amount of liabilities. I presume you are aware that I got into difficulties some years ago through overstocking, and there are some creditors that did sign the deed. I do not know where you got your information, probably from some infernal mercantile agency, whose agents or superintendents are more engrossed in trying to loan money at extortionate interest, than in the duties required by their office. If I had been a Toronto or Montreal merchant and failed up for \$100,000 with assets of \$10,000, I would have been sympathized with, and I doubt very much if you would have vilified me as you have done; but being only a small fish and in business in Halifax, I am put down as being dishonest. I notice that in your announcement of the failure of a Hamilton firm that you let them off very easily; and also that of Earl Bros., who get clear with 35c. on the \$, with assets within 75 per cent. of liabilities.

Now, as regards my assignment. My fall sales were very small as is the usual case, and I looked forward to making up losses during the holiday season, but the mildness of the weather and the very many auction sales of fancy goods that came in here from the Upper Provinces killed the retail trade entirely. My sales were not only behind former years but were profitless, as in order to effect a sale I had to reduce prices to within a shade of cost. Then I took a branch shop on another street just for the holiday season. I ran it for 30 days only and dropped \$100. Of course I was not aware that there were going to be so many auctions or I would not have ventured. In January, owing to the openness of the winter, the sales were barely enough to cover running expenses, and being short of funds I was unable to meet my acceptances. Some of my creditors helped me all they could, but others were unreasonable. Two sued, or rather placed their accounts in lawyers' hands, and others were writing threat-

ening letters, and then to crown the trouble my landlord, to whom I was in arrears some forty odd dollars, without giving me the slightest intimation of his intentions, when the new quarter and taxes were due, viz., 13th February, distrained on my stock for the total amount, about \$191, and the only reason he gives for such hasty proceedings is that he was hard up and wanted the money. At the time I was very short of funds and unable to pay the claim, and applied to Mr. Hohecker for the amount. He was about to leave on a visit to Havana, Cuba, and not knowing what might happen during his absence refused; but on interviewing his lawyer who advised that he should pay the amount and for me to make an assignment the matter was arranged. Had I allowed the bailiff to call an auction to sell amount of landlord's claim I would have been sued by five or six of my creditors, and judgment recorded against me, which would have given them an advantage over others.

I trust that this explanation will be sufficient to disperse any and all erroneous impressions you have formed. I think in a case similar to mine, the most reliable information can be had from the party interested and not from agencies, whose reports are all based upon hearsay, and with whom the small fish who cannot afford to subscribe to their books has no show. In conclusion I would state that while you say that storekeepers ought to cry out against the indiscriminate gambling

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Raphael Tuck & Sons'
 CHRISTMAS
 AND
New Year Cards
 AND BOOKLETS
 1889-90.

Having again made arrangements with this firm, as their agents we will be prepared to exhibit to the trade full lines at the earliest possible date. Please reserve your orders until waited on by our travellers.

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REVISED :: LIST.

WE INVITE YOUR ATTENTION TO THE FOLLOWING LIST OF

FAST SELLING BOOKS.

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 By the Author of Mr. and Mrs. Morton.
- ROSE WOOD, OR THE OCTOBER-
 OON'S BRIDE 30c.
 By Jean Fairweather.
- JOHN M. SANDIAN'S FAMILY
 PARTY 25c.
 An Allegory Should be read by every Canadian who takes an interest in politics.
- HOW I ESCAPED 25c.
- MR. AND MRS. MORTON 30c.
- JOHN BODEWIN'S TESTIMONY. 30c.
 By Mary Hallock Foote
- THE BATTLE OF THE SWASH
 AND CAPTURE OF CANADA .. 25c.
 By Sam'l Barron.
- A STRANGE MANUSCRIPT
 FOUND IN A COPPER CYLINDER 30c.
- JOHN WARD, PREACHER 40c.
 By Margaret De'and
 The Literary Sen- ation of the Day.
- THE MYSTERY OF MARTHA
 WARNE 25c.
 By Arthur Campbell.
- LETTERS FROM HELL 30c.
 Translated from the Danish
- LETTERS FROM HEAVEN 30c.
 Translated from the German
- THE QUICK OR THE DEAD 25c.
 By Anette Rice
- FROM 18 TO 20 30c.
 By Elizabeth Jaudon Sellers
- THE ADVENTURES OF CAPT. JOHN
 MACKRA, IN CONNECTION WITH
 THE FAMOUS PIRATE, EDWARD ENGLAND 30c.
 By Howard Pyle
- THE ADVENTURES OF JIMMY
 BROWN 25c.
 By W. L. Alden.
- PIKE COUNTY BALLADS 10c.
 By Col. John Hay.
- FRENCH AT A GLANCE 25c.
 By Thunin.

These books are well printed, with attractive covers, and posters, etc., are supplied liberally.

SPECIAL TERMS ON LARGE ORDERS.

J. THEO. ROBINSON, - Publisher,
 MONTREAL, P.Q.

The Montreal News Company, Montreal.
The Toronto News Company, Toronto,
 WHOLESALE AGENTS.

by wholesalers, etc., I say to my own country or people here—Let us boycott Canadian or Upper Province wholesalers, and keep them out of the place—Nova Scotia for Nova Scotians—to the devil with Canadians and a curse upon Confederation—I remain, yours etc.,

J. R. SAUNDERS

P.S. I forgot to mention, in the matter of preferences, that outside of Mr. Hohecker's full claim the others are all for cash loaned me in a friendly way and on which no interest was charged, and I considered I was in honour bound to protect them. I might add that I am now trying to make arrangements with my creditors to continue. J. R. S.

BETHVILLE, April 2nd, 1889

DEAR SIR, IN BOOKS AND NOTIONS for February I notice that you give a good deal of credit to Messrs. Day, of Guelph, Rothwell, of Brantford, and Sharp, of St. Marys, for the result of their efforts in trying to induce the managers of the Mail, Globe and Empire newspapers to give better terms to newsdealers on their daily papers. Well, I am forced by the result to take exception to the arrangement arrived at in some particulars. Will you or any one, or all, of the gentlemen named be kind enough to point out wherein the newsdealers are benefited by reducing the profit on monthly subscriptions to the Mail from 26 to 16 cents. This is benefiting the newsdealer with a vengeance. The Mail costs newsdealers just the same now as it did previous to issuing the new schedule of prices, and the retail prices remain the same, with the exception that the price by the month has been reduced ten cents, which amount is therefore taken out of the dealer. So it is easily seen that, so far as the Mail is concerned, the only change made in price is clearly to the disadvantage of newsdealers, for we could get 65 cents per month for the Mail before, but can get only 55 cents now. This is all that need be said as far as the Mail is concerned.

I will now examine the new prices of the Globe and Empire. Prior to the new schedule of prices coming in force, we used to pay 1 1/4 cents each for Globes and Empires, which makes \$3.91 per year for each of these two papers, but now, under the present scale of prices, we have to pay \$4 a year, and that in advance for these papers, which demonstrates a drawback against the newsdealer of at least 25 cents per year on each yearly subscription; for the yearly subscription price, bear in mind, has not been advanced to meet this. But some one may say, "How do you get 25 cents difference between present and former cost of Globe and Empire?" I get it by adding 12 cents for interest on advance payment of the \$4, which is the only correct way in getting at the actual difference in cost. We must not forget that when we got these papers for a year for \$3.91, we paid this amount in twelve monthly instalments, whereas now we must pay, not \$3.91 as be-

fore, but \$4, all in advance, and consequently the publishers get the use of the whole \$4 for the year, and, therefore, we should reckon interest on this amount, if we wish to adhere to strict business principles. Of course, I will admit that, if newsdealers choose to pay a whole year's subscription in advance, when the old prices were in vogue, they would have to pay \$4 as now. But any newsdealer would be acting unwisely to pay \$4 in advance, when by purchasing them by the copy at 1 1/4 cents each they would have to pay for only one month's supply or one-twelfth of the cost of the paper for a year at a time at the end of each month, and then would have to pay only \$3.91 for a year. It must be admitted then that in this particular news agents are worse off, under the new prices, to the extent of at least 25 cents on each yearly subscription. But how do we stand as regards papers ordered by agents to be sent from office of publication by mail to yearly subscribers? We are just where we were in this respect; our profits are just the same on subscriptions of this kind now as under the old rates. Nothing whatever has been gained by news agents in this matter. But as far as the writer's experience goes, there are very few papers ordered to go by mail direct to subscribers.

Now, as to half yearly subscriptions for Globe and Empire. These cost the dealer \$2.25, and he sells the same for \$2.75, realizing 50 cents profit, providing he pays the publishers six months in advance, but 10 cents less if bought by the copy and charged in monthly account, which shows a loss to the dealer, in comparison with the old prices, of at least 12 1/2 cents, including interest, on each half yearly subscription. Score once more against the newsdealer.

We will now consider the quarterly subscriptions. In this particular I must concede that the dealer gets a little larger margin of profit now than he did prior to January 1, 1889, as far as the Globe and Empire are concerned. But considering the fact that nearly all the papers under consideration, as far as I know, are subscribed for either on the half yearly or yearly principle, dealers derive but little benefit from the increased margin on quarterly subscriptions. Subscribers who wish to take one of these papers regularly month after month for six months or a year, or more, prefer saving money by subscribing on the half-yearly or yearly plan; at least this is according to my experience. Very few subscribe for three months at a time if they intend taking the paper longer.

On monthly subscriptions we now have about 3 cents more profit than formerly on Globe and Empire, but what is this in comparison with the 10 cents reduction of margin on the Mail, as shown herein? It is probable that of all the Globes, Mails and Empires sold, one-third are Mails, consequently in the new tariff of rates the newsdealer is out of pocket on each monthly subscription of the three papers combined, to the

extent of about 4 cents, or .48 cents per year on the three where subscribers pay monthly for a year; and there are some who take papers year after year, and pay monthly rates, a month or two months at a time. This is another point that has been scored against newsdealers in the new price list E. & O. E.

Exactly the same argument applies to the present weekly prices, with a similar result. Any one can see that the newsdealer is out about 1/2 a cent on the three papers weekly on the weekly subscription basis on account of the retail weekly price of the Mail being cut down from 15 cents to 12 1/2, the wholesale price not having been reduced to meet this. The three papers combined formerly cost us 24 cents and sold for 35; we now pay 27 and sell for 37 1/2, showing a loss of profit to the dealer of 1/2 a cent each week, making 26 cents a year loss on the three papers combined. (E. & O. E.)

The remaining item of the new price list to be considered is the price of single copies. Here we really have something substantial in the change of price for Globes and Empire, for while the cost price to dealers has been raised only 1/4 of a cent, the retail price has been elevated a cent higher. This is as it should be, considering the number of papers which are not subscribed for that remain unsold, and which is the dealer's loss. But the trouble is, and I think the majority of newsdealers who do business in stores and sell their papers over the counter, will bear me out in saying that we sell only a very small proportion of the papers we get by the single copy, and, therefore we do not reap anything like the benefit we would if the same increase in profit were on yearly or half yearly subscriptions. Probably we would not have got such a large increase in profit on the single copies if it had been possible to make the retail price 2 1/4, 2 1/2, or 2 3/4 cents. The time was, not many years ago, when we were allowed \$1.50 on yearly subscriptions for the Globe and the Mail. It paid one then to "hustle for subscriptions."

In passing I would like to remark that 12 1/2 cents per week and 55c. per month for these papers are outrageously absurd retail prices, considering that as a rule we could just as easily get 15c. and 60c. Besides 12 1/2c. per week is just about equivalent to 55c. per month, which encourages customers to take by the week instead of by the month, and results in giving the dealer a lot of extra work without any extra pay.

Now, Mr. Editor, don't you think this whole matter looks rather gloomy from a philanthropic standpoint? The fact is I don't see how the scheme ever stood the light of DAY, nor how any SHARPE man could help but see its disadvantages to the newsdealers. No wonder that one of the gentlemen who tried to get better terms from the newspaper publishers was ROTH if he was—WELL.

I might mention the fact that I do not encourage the sale of one-cent papers. Life is

The Upper Canada Bible Society

Is an auxiliary of the BRITISH AND FOREIGN BIBLE SOCIETY of London, and keeps for sale in its Depository the publications of that Society exclusively.

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Authorized version only, 15 cents to \$11.00 each, according to size of type and style of binding.

ENGLISH NEW TESTAMENTS.

Authorized version only, from 3 cents to \$3.25, according to size of type and style of binding.

Scriptures in the Hebrew, Greek, Latin, French, German, Italian, Spanish, and other Ancient and Modern Languages are always kept on sale.

THE TRADE SUPPLIED.

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BIBLE SOCIETY HOUSE,

102 YONGE STREET, - TORONTO.

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55 PATERNOSTER ROW

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ARE THE PUBLISHERS OF

THE LEISURE HOUR

THE SUNDAY AT HOME

THE GIRL'S OWN PAPER

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Each Sixpence Monthly

AND OF SEVERAL THOUSANDS OF

Books - for - All - Readers

AT ALL PRICES, FROM ONE PENNY TO ONE POUND.

EXPORT TERMS ON APPLICATION TO TRADE MANAGER

too short to waste on such papers. I used to sell the morning edition of the News when the price was 10c. per dozen to the trade and 2c. retail, but when they put the retail price down to a cent I immediately discontinued handling it. Our expenses are too great to handle papers on which we can make only from a quarter to a third of a cent apiece. What is the use of doing business for fun, anyway, as a great number in our trade are doing.

A. ROBINSON.

PRINCE ALBERT, N.W.T., Mar. 26, '89.

DEAR SIR, Living as I do a considerable distance from a railway and never seeing any travellers, I find it almost impossible to get a good selection of fancy goods, etc., from the different houses in the East, and I would like to get a buyer in Toronto for these lines. I do not wish to confine myself to any one house, and would like to correspond with one who could make a good selection of these goods from time to time, not favoring any one house if better goods could be got elsewhere. The amount of business would not be very great, probably from \$500 to \$800 per year at present, but he would require to have good taste in his selections and also to be familiar with the different stocks in Toronto. Would you be kind enough to hand this letter to such a party, asking him to communicate with me on the subject, or you might send me the name of such a one, as you think best.

By so doing you would confer a great favor on yours respectfully,

EDW. J. CANN.

We publish Mr. Cann's letter and hope that some of our subscribers may be able to fill his want. We suggest that fancy goods dealers in future make their advertising in BOOKS AND NOTIONS large enough to be able to fully describe and illustrate their goods, so that our subscribers may be able to buy without the aid of samples when, as is the case with Mr. Cann, they live off the regular line of travel.

DEAR SIR, I was delighted to read "Montreal's" letter in your March issue, regarding the responsibility we booksellers incur in exposing for sale literature which in itself has a tendency towards unsettling the minds and lives of our patrons, and, perhaps, demoralizing many a promising young life.

"Montreal" is not a "fool" in giving voice to his conscience, but, on the contrary, he is expressing the honest doubts of many a bookseller who has never really put his feelings into writing.

I am responsible, if I do what is referred to, and so am obliged and glad to say to a customer, "Excuse me, sir, I am not selling such and such a book," and when asked why not, an opportunity is given of taking a stand against such literature that will, nine cases out of ten, receive a commendation.

I would be glad to join "Montreal" and others in paying a capable person to advise

us by Postal Card as to the moral standing of each novel immediately upon publication, or I would be glad to have suggestions offered to help us in our endeavour to place before the public only good reading matter.

Hoping "Montreal" will let us know his name and address. I am, yours truly,

ROBT. D. RICHARDSON.

WINNIPEG, March 16, 1889.

MONTREAL MARCH 22, 1889.

DEAR SIR, The question asked by your correspondent "Montreal" in the last number of your paper "Should I keep in stock a book which I know to be immoral, indecent, misleading, infidelistic?" can only be answered in the negative.

It seems to me, however, that the book, "Robert Elsmere," the sale of which gives this bookseller so much trouble of mind and conscience, is a mere pigmy compared to other books found in every well appointed bookstore, and which, according to the light in which your correspondent looks at books, should not be sold by him either. According to that light, Shelley, Byron, Shakespeare, Goethe, Heine, etc., etc., should be considered as immoral, indecent, etc. The Rev. LeRoy Hooker, of Toronto, said recently, that "many of the standard poetical works were far more deleterious in their effect upon the mind and morals of the reader than the

average novel of the day. I don't agree with this gentleman, but he is at least more thorough-going than your correspondent.

Works of science and philosophy by Darwin, Tyndall, Huxley, Lyell, Kant, Spinoza, John Stuart Mill, Carlyle, Mueller, Spencer, Renan, Buchner, and a host of other intellectual giants, who have been, and some of whom are now, leading exemplary, moral lives, though they may be classed as "im-piety" in the narrow, bigoted sense of the word, should also consistently be avoided by this conscientious bookseller. Very many newspapers, and the Bible itself contain passages which are not all that can be desired, to say the least.

Religious books, belonging to any other sect or denomination than his own, should also be excluded from your correspondent's counter. It is quite evident that he would find his sales decreasing very much, were he to refuse to sell books and papers, asked for by the very many people who do not consider every book "pestiferous" that does not stand on the level of his morality and decency. There was a time when printing itself was considered by very religious people an art invented by the devil. These people were consistent enough never to learn to read or write. Had it depended upon them, we would to-day have no "Robert Elsmere," no newspapers, no scientific books, no booksellers.

Your correspondent need not be afraid. His selling, or refusing to sell, "Robert Elsmere" who, by the way, is supposed to have been copied from the Deist Rev. Chas. Vaisey, of London, Eng. will not hurt his chances, nor those of its readers in this or a future life; nor will it prevent the expression of honest thought and of honest doubt. Young and old have a perfect right to read, to think, to doubt, to believe and to speak, and your conscientious correspondent should not try to deprive them of this right. Of the many great qualities attributed to the founder of Christianity, very few are being possessed by those ostensibly his followers, but that quality which is found the least is that of tolerance towards those who think or believe differently.

Trusting that I have not used too much space, and offering to give your readers the names of one hundred books written by well known and justly celebrated authors which, according to your correspondent's standard, should not be sold by him, I remain, yours respectfully
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BOOKS

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4690 "St Basil's Hymn Book." Rev. L. Brennan, Toronto, Ont.

4696 "The Ladies' Gallery. By Justin McCarthy, M.P., and Mrs. Campbell-Præd book. The National Publishing Co., Toronto, Ont.

4698 "Insurance Plans of Albert, Bouchette, Bathurst, Campbellton, Chatham, Centreville, Dalhousie, Edmunston, Fredericton, Hampton Station, Hampton Village, Hillsborough, Kingston, Marysville, Moncton, Newcastle, Petitcodiac, Point du Chene, Port Elgin, Richibucto, St. Andrews, St. George, St. Stephen, Sussex and Woodstock, all in New Brunswick." Chas. Ed. Goad, Montreal, Que.

4700 "Dictionnaire du Langage Des Nombres." George Boucher de Boucherville, Quebec, Que.

4703 "Vital Questions." The Discussions of the General Christian Conference held in Montreal, Que., Canada, October 22nd to 25th, 1888 Wm Drysdale & Co., Montreal, Que.

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H. A. Nelson & Sons report that business is quite brisk in their line. Their entry and packing rooms are filled with Fancy Goods, Spring Toys and Games. They think we are on the eve of better times in Canada and look forward to a good trade for the balance of the year.

Geo. R. Cook, the Simcoe fancy goods dealer, has thrown up his hands. No settlement has as yet been effected.

R. V. Crinkshank & Co., the druggists of Rapid City, Man., have dissolved partnership.

J. F. Holland, the Druggist in the place called after himself in Manitoba, is extending his business by adding furniture and house furnishings. We have to expect everything in Manitoba.

The Ontario Pharmacy Co., also of Hamilton have dissolved partnership, but no notice is yet to hand of how the new firm is to be composed.

S. Leblanc, druggist, of Montreal, has got into trouble, and was capiased for two amounts on the 4th March.

Lyman, Sons & Co., the wholesale druggists of Montreal, are indeed in bad luck. Early in December their premises were gutted by fire from cellar to garret, the loss being very heavy. By dint of hard work and

energy they had just about got the place into shape again when a second fire occurred on the first of the month causing damage to the extent of \$5,000. They were of course covered by insurance in both instances, but the real loss to a business house by fire is due to the stoppage of its trade, and we would wish to express our sympathy for Messrs. Lyman, and trust that they will soon be in shape again.

Ventch & Neal, druggists, of Plattsville, have dissolved, but we have not heard which is to carry on the business.

Leubsdorf & Co., fancy goods dealers in St. Catharines, have had to succumb to the inevitable and assign for the benefit of their creditors. St. Kit's has been having its share of failures the last few years.

One of the latest fads, on the other side, is oxidized silver goods of all kinds, consisting of rose rats, Pot Pourri, vianettes, bonboniers, nut-crackers and picks, memorandum tablets, tobacco and cigarette boxes, match-safes, paper-knives, etc., etc. These goods are rich and elegant, and they will become as popular on this side later on in the season. Some manufacturers are putting these same goods in plush cases trimmed with satin, which adds much to their appearance at but a small additional cost.

A look through the stock of Atkinson Bros., Hamilton, will well repay dealers. This firm manufacture toilet cases, and goods of that character, and they are importers of fancy goods. The chamois-skin goods referred to in our last are manufactured by this firm, and among the many good things shown are a beautiful mechanical manicure with silver fittings, a charming wedding or birthday present; toilet cases with old ivory and oxidized silver fittings, silver napkin rings, nut-crack sets, fruit knives, bonboniers and other useful articles, all nicely cased. In cheap lines, a manicure case at \$8.40 per doz., an all-plush toilet case at \$9.00 per doz., and a shaving case at \$9.00 per doz. are all good salable lines. The wonder is how goods with such finish can be made so cheaply. Any impression that one might have regarding the falling away of sale of Christmas cards would be quickly dispelled by a glimpse of the immense variety, and unusual novelties, this firm display in these goods. The line is very elegant and every card a fresh surprise. The imported fancy goods, such as albums, autographs, scrap books, purses, desks, papeteries, etc. deserve inspection. They are all bright and new, only just received from the Continent, where a member of the firm spends at least three months of every year selecting all that is cheap, pretty and new.

Two old friends met. "Let me see," said one, "it must be two years since I saw you last, John. You were going into a jewellery store to buy a diamond ring." "Yes, I remember." "And where are you going now?" "I'm going into a grocery store to buy a codfish."

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