

MCGILL UNIVERSITY ARCHIVES	
ACC. NO. 2211	10
REF. 87	

Pictou Dec 7<sup>th</sup> 1857

Mr Dawson Esq

Dear Sir

I received your letter dated Nov-14<sup>th</sup> and thought a great deal about what you have written. The threatened Opposition (as you term it) has really begun, but whether he will continue as an opposition to us or me to him time alone can tell. I cannot say whether he is doing much business or not, - I know it does not make much difference in our sales.

You mentioned in your letter the benefit that we would derive from Booksales by Auction but I do not think it would answer, as we are new beginners it would give people an opportunity of having something to talk about

it will be time enough to  
commence selling at Auction  
a year or so after this, when we  
are better known. The half of our  
present stock is unsailable books  
and we can afford to let them  
go at a low rate, which we  
do every day sooner than let them  
lay on hand.

The next thing you speak of  
in your letter is about the house  
as you say our success depends on  
that, but Father does not think  
so, any other stand he thinks would  
be as good, if he had bought  
McDonnads place I should say  
that - it would be as good a  
stand as the present, but  
still I should prefer remaining  
where I am, but if you and Father  
do not agree, we will have to  
make other arrangements. David Craig  
has been unwilling to sell his place  
as it would put his Father to  
some inconvenience, but since

since the old man is dead  
there will be no trouble in  
coming to terms with him  
as he is in a very feeble state  
himself and talks of giving up  
business. his stand is also a good  
one for our business, as it is  
in the centre of the town and  
at the foot of the market.

Your last remark is concerning  
Charles his leaving our  
service would not do us an  
irreparable injury, as there would  
be no difficulty in getting another  
in his place, and even if he  
would join the opposition  
he could tell him very little of  
the secrets of the business for it  
is my firm belief that he knows  
no more about it now than he  
did when you took him in your  
service. he is a very good boy  
and is useful about the shop  
can sell a book as well as Mr. Gordon  
or I can but that is all. Hoping

you will come to terms  
with Father

I am an

yours &c

J. M. Pherson

---

John M. Pherson  
7th Decr 1837