

# Books and Notions,

## MONTHLY JOURNAL,

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades

OF CANADA.

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**J. J. DYAS, Publisher.**

**HARMONY.** One of those present at the Executive Committee meeting last week, remarked that since the meeting in January, a change has taken place among the Booksellers in his City. Where before misunderstandings, for after all, that is the word that expresses the cause of most trade differences, were frequent, now, all is harmony, and each man in the trade vies with the others in courteous consultation on objects of interest.

Such is the influence of association. As you get to know your neighbour, he may be only a block off, and yet you didn't know his good qualities, you will begin to understand that other men besides yourself live in this little world, and that you have for years unjustly thought of your townsman as an opponent in trade, not worthy of consideration. Now, you find him to be a rational, companionable man, and a valuable adviser in difficulties.

**LOCAL ORGANIZATION.**—It is the intention of the Executive Committee as soon as practicable to encourage the formation of local organizations of Booksellers in cities and towns of any size. Or, will not some public spirited man take the initiative, and bring the matter before his townsmen. What say you old time manly rivals, Hamilton, London, who will have Branch No. 1?

**TRADE DISCOUNTS.**—In making out for various books, estimates as sent to the Minister of Education, it appears from the returns just laid on the table of the Provincial Parliament, W. J. Gage & Co., invariably placed the discount on books sold to retailers at twenty-five per cent. and a further discount of ten per cent. to wholesale dealers, with in all cases a discount of five per cent. for cash, but sometimes six per cent. was allowed.

James Campbell & Son, did the same. In making these statements to the Minister, this twenty-five per cent. was first taken off, and then the ten per cent., not on what was sold wholesale, but off the entire edition, however large, so that not a copy was supposed to be sold by the publisher to the retailer. This, of course, made the sales so much less in amount that it helped with other little matters to shew how very small were the profits.

Campbell & Son and W. J. Gage & Co., by their bond of July 13th, 1883, were to purchase from all holders of the Canadian series of Reading Books, such of them as their customers needed for other places wherein they were still used at a discount of fifty and ten, thus plainly shewing that the terms asked of late by the unanimous request of the Booksellers of Ontario, was well known and recognized in the Department of Education.

An official circular dated February 5th, but posted a month later, says, the Minister has requested the publishers to facilitate the exchange of the Old Readers for New, and of course, the Syndicate's reply is, "we will do so," but here they do not mention terms, such must be an after consideration. Not long since the trade was persuaded into buying a certain Copy Book at 80 cents per dozen, with a pledge to take back whatever old ones might be on hand in a short future time. The old ones were withdrawn and the new ones sold, but when settlement came, oh, yes! we will take them off your hands, certainly as promised, but we can only allow you one cent each for them.

These preliminaries are necessary to shew that a discount of twenty-five and ten has long been recognized by the Department and quoted by the trade, but there are few dealers who do not know that a much greater discount has been given where there has been competition, and in Readers especially so, indeed, off books generally, one third has been given more frequently than twenty-five or thirty.

W. J. Gage & Co, fix their expected sales per year at 100,000 1st part, 60,000 2nd part. If the other two Government publishers sell as many, as they doubtless will, it will be seen that five cents each over and above the usual retail price of all preceding Primers is a tax on parents of Ontario, on their