

guides in folding. On the face is an ornamental design, and the words "United States Letter-Sheet Envelope," also a two-cent stamp bearing a portrait of Gen. U. S. Grant, all engraved on steel and printed in green ink. The letter-sheet envelopes are of one denomination only. It is said that 30,000 of them were sold on the first day of sale.—*America Bookseller.*

PARCHMENT paper was hardly used ten years ago, whereas now it is being utilised as covers for jars (filled with conserves), for packing of butter, cheese and lard, in the preparation of dynamite cartridges, as bandages, and many other purposes. Germany has, at present, fifteen parchment paper mills, which produce, day by day, more than twelve thousand kilograms. The price of the paper is very low, because of the great facilities and improvements for the manufacturing of the same, and the paper itself becomes continually more and more in demand. England is the heaviest consumer of parchment paper, and the German paper mills could hardly supply the demand for the same during the season from May to November.—*Exchange.*

## CORRESPONDENCE.

WINNIPEG, Aug. 25th, 1886.

DEAR BOOKS AND NOTIONS,—Your *wail of distress* just to hand, and, as in duty bound, "I hasten to relieve," so far as I am able, with the thermometer at 106 in the shade (by-the-by how is that for the Arctic Province, as you Ontario people facetiously term it).

Well, to get down to business. The Book and Stationery trade here—to use a trite phrase—has been very "stationary" during the past summer months, sporting goods being the only articles much in demand, owing no doubt to the formation of a baseball league for this Province, which has given a great impetus to this branch of our business.

Staple goods have been in moderate demand, but bound books, fancy goods and notions have had little or no sale.

Our schools open next week, when we anticipate a marked improvement in this department.

The prospects for a good fall trade are better than at any time since the collapse of the boom, and in evidence that "our faith is well founded" I beg to quote from our crop report just compiled from telegrams received from the various wheat-growing centres, as follows: "That although the yield per acre will not be much in advance of the preceding year, yet the sample is so much superior, that it will command at least double the price."

We have not been able as yet to organize a Booksellers' and Stationers' Association for this Province, but hope to see it an accomplished fact ere the New Year.

The trade requires the services of such an association to regulate our school-book trade, as we are heavily handicapped by the arrangements made between the Board of Education and the publishers of our authorized school-books, we being compelled to sell the books at Ontario prices, no allowance being made for our extra expense in bringing the goods here, which is at least 5 per cent.; and then we frequently

have to mail them and lose the postage, another 5 per cent.; the above-mentioned publishers having notified all the school districts by circular that they will supply them direct at list prices and pre-pay the postage.

And another matter which is entirely overlooked is the extra expense we are under in the way of rents and insurance, this being at least 50 per cent. in advance of what they are in Ontario; for instance, a store on Main street here, 24x60, rents for \$150-per month, insurance 2½ per cent. on goods in same building; and which could be had in Toronto for \$75 per month, with insurance at 1 per cent. The trade think, and justly so, that some allowance in our favour, in order to meet our increased expenses should be made by the publishers mentioned. I must close now, and if the foregoing does not fill the "aching void" for "copy," I must crave your indulgence till I can recuperate.

Yours swelteringly,  
LIBRAIRE.

VICTORIA, B.C., Sept. 2, 1886.

Editor BOOKS AND NOTIONS.

DEAR SIR,—Herewith I send you a few items of interest to those in our line of business, and doubtless any news from this far off Province of the Dominion will be doubly interesting.

Along the line of the C.P.R., after it reaches the western shed of the Rockies, there are some points of importance that will eventually develop into towns of considerable size, in which the news agent and the bookseller will find opportunities of opening up branches in their respective lines as thus affording excellent chances for our young men to start out for themselves and make a home as well as building up business in the Pacific Provinces. The most notable towns at present, after passing Kamloops and Yale on the journey west, are New Westminster and Vancouver, both, on account of their near proximity to one another, can almost be considered the present terminus of the C.P.R., although there is a daily steamer to Victoria, the metropolis of the Province (in point of influence and population). Commencing at New Westminster, on the main land, we find "The B. C. Stationery and Printing Company," represented by T. R. Pearson & Co., doing a very good trade. G. S. Hail has a fine stock of both books and stationery. Passing over to Vancouver we also find the B. C. Stationery and Printing Co. doing well in the latter place, as well as Mr. S. L. Tilley, who is also established here; he is a pioneer, having formerly been in the business in New Westminster way back in the sixties. A journey of seventy-two miles amongst the islands and across the placid beautiful waters of the Gulf of Georgia, brings us to Victoria, which contains a population of about twelve thousand.

We find the pioneer firm of T. N. Hibben & Co. doing well, and continuing to sustain their well-earned reputation of carrying the largest and best selected stock in the Province, followed closely by M. W. Waitt & Co., who have two stores here, as well as doing a good business in the stationery line.

Robert Jamieson, who lately purchased the stock of Chas. Morton, has added very much to the same, and although new in the trade will doubtless do a fair share of business.