

would do credit to any country in the world. Messrs. Dyas, McLean and Hutchinson, spoke in a similar strain.

On a vote being taken only three supported the motion, the proprietor, Mr. Rose, his editor, Mr. Robertson, and Mr. Wallace, and BOOKS AND NOTIONS therefore remains the official organ.

It was moved by D. A. Rose, seconded by A. S. Irving

"That this Association heartily endorse the Copyright Act passed at the last session of the Dominion Parliament, and pledge themselves to do all in their power to defeat the efforts of the English publishers to have the said Act shelved by the Imperial Government."

The motion was carried.

THE NEWSPAPER RATES

A brief discussion ensued on the rates charged by the different newspapers. The Globe, it was stated, retailed the paper to their subscribers at \$4 per year, payable quarterly. Mr. Rose thought all the other papers were on the same track.

This matter was dealt with in the report of the Secretary-Treasurer, which was referred to the Executive Committee.

COMPLIMENTS TO MR. DYAS.

Mr. Irving proposed a hearty vote of thanks to Mr. Dyas, the retiring Secretary-Treasurer. Although there were many matters upon which they disagreed, yet he was cognizant of the great amount of work Mr. Dyas had done for the Association during his term of office. Mr. Watson seconded, remarking that Mr. Dyas had done his duty faithfully.

The resolution was carried unanimously, and the thanks of the meeting duly awarded.

Mr. Dyas sensibly replied, stating that most of the work he had accomplished had been done out of love for the trade. He hoped in the course of next year to publish an English edition of an illustrated paper upon the sale of which he would be sure to give the trade every advantage.

Mr. Nelles, expressed his hearty concurrence in the vote of thanks, hoping that Mr. Dyas would soon pay a visit to Guelph, in connection with their Booksellers' and Stationers' Association there.

Mr. Rutter, moved the appointment of a Committee to prepare a slight testimonial for Mr. Dyas, in recognition of the manner in which he had taken hold of the Association's work.

Mr. Rose seconded, and was, along with the mover and Mr. Irving, appointed a Committee to get up the testimonial.

Mr. Dyas proposed a vote of thanks to the Chairman for presiding at the meeting, and Mr. Hutchinson seconded, hoping to yet see their respected President at Ottawa. Applause. If they should at any time require a representative there, no better man could be found than Mr. Sharp.

The Chairman made an appropriate reply, assuring them that he would be there yet. Laughter. If there had been no change in the postage rates before that time, it would surely be done then.

The meeting then adjourned.

THE EXECUTIVE COMMITTEE.

The Executive Committee met and elected A. S. Irving Chairman, and then adjourned to meet at the office of BOOKS AND NOTIONS on Thursday morning.

The committee met on Thursday, when there were present, Messrs. A. S. Irving in the chair, J. J. Dyas, N. T. Wilson, R. O. Smith, Donald Bam, S. Wallace and J. B. McLean. The principal business was the consideration of the secretary's report. After some discussion the following was adopted:

To the President and Members of the Association.

GENTLEMEN, In presenting my sixth annual report I would call your attention to a fear which I expressed some years ago, that the time would arrive when the few men who yearly meet to legislate for the benefit of the trade would lose their interest in the Association from the lack of sympathy shown by the general trade. The union of booksellers, in a united body for harmonious working, is instanced in many of the most important districts. We have defeated the determined effort to put a prohibitory duty on books published in the United States. I am sorry that the Toronto daily papers have not been keeping faith in regard to prices with the Association, but the Executive Committee hope to get them to come to terms again, so as to allow a profit to the dealer. Due credit should be given to the ministers of the different denominations who are now strongly opposing bazaars in connection with church work principally through the influence of the Association. In withdrawing from the position of Secretary-Treasurer of the Association, I tender most hearty thanks to the local members of the Executive Committee for their aid in the work. To the Association as a body I tender thanks for the honor conferred on me and for the expressions of good will, and I must heartily congratulate the present proprietor of BOOKS AND NOTIONS on his success, and trust that the trade will give him their hearty support.

Yours respectfully,

J. J. DYAS.

It was decided that the Committee should meet on the third Monday in each month at BOOKS AND NOTIONS office at 3 p. m. Special meetings to be called by Chairman when anything special to consider.

We notice by the Calgary, N.W.T., papers, that Mr. Fred. Gillespie, broker, has gone into the general grocery business, and is going to pay special attention to fine goods, a full line of which he will carry. Being a practical tea tester and blender, Mr. Gillespie should work up a large business in teas. The same paper announces the birth of a daughter and heir to Mr. Gillespie. Congratulations are in order.

UNPACK CAREFULLY.

Wholesalers are making a great many complaints about the number of claims for shortages sent in by the retail trade. There are no doubt occasions when the receiver of the goods has good reason to make a claim, but we are inclined to think that there are very many claims sent in which are entirely due to carelessness on the part of the person opening up, unpacking and checking off the goods. In the first place these three operations should be performed at one time, without leaving off in the middle, and all the straw or other packing material should be kept by itself until the goods are found to tally with the invoice. No packages should be opened until they are checked off, and such a thing as selling goods from a case until it has been thoroughly inspected is unbusiness-like in the extreme. All wholesale and manufacturing houses have two and three and even four distinct checks upon the filling and packing of their orders, and, though they frequently make an allowance for a claim, it is seldom they believe that they are to blame, and not infrequently it is felt that they are being imposed upon by their customers. There are of course dishonest men in all spheres of life, but we think there are but few retailers who would deliberately lie and steal in this manner. We know of one house who enter every claim they do not consider perfectly honorable in their book devoted to the financial credit of their customers, considering this one of the most important tests of a man's honesty in general business. Before making a claim satisfy yourself thoroughly that you are justified in doing so and then do it without an hour's delay; and once made—unless you afterwards find yourself in the wrong—stand firmly by it. But never make an unjust claim.

COMBINATION.

A good many of the numbers of this paper will be found to contain words of warning against the abuses of competition, and of reprobation against the issues of those abuses. In the state of things which has been brought about by abnormal competition will be found the reasons, we believe, on which combination as a trade systematizer is justified. If competition is to be regulated at all, it must be first brought out of chaos among wholesale dealers. They can only make it orderly by organization, and combination for such a purpose is allowable, even highly praiseworthy. If the wholesale men agree to shorten the time of credit, or to abolish it altogether, to fix prices, to insist on a customer being rated so much, they have determined the character of the trade that is to be done by their retail customers.

But it seems to us that it requires quite as high a degree of commercial virtue to keep