



C. M. Taylor & Co. are busy shipping wall papers.

C. B. Scantlebury, Belleville, says business is good around that section of the country.

Warwick & Sons say that BOOKS AND NOTIONS has yielded them the very best advertising results.

Mr. Doran, of the Willard Tract Depository, has just returned from the eastern provinces, where he reports trade to be flourishing.

The Easter Pamphlet, by Harry Harman, Louisville, Ky., is an excellent brochure on Easter window and shop display. It sells at 50c.

Mr. G. B. Fotheringham, of Fotheringham Bros. & Pophan, Ottawa, was in the city the middle of last month and called on BOOKS AND NOTIONS.

The valentine trade was better than the wholesalers expected, and the improvement was not merely in the grotesque lines but also in the sentimental ones. The Toronto News Company sold a lot of stock for the present year's trade.

Mr. A. M. Irving, of the Toronto News Company, left on the 7th inst. for New York, where he will be engaged for a few days looking after new goods, a large stock of which will be open for the inspection of the trade in a short time.

The Easter cards of the Toronto News Company are of the chaste design and perfect finish that characterize all the stock handled at Christmas and Easter by his house. The assortment is extensive and varied to suit price and taste.

The Toronto News Company's first annual sleighing party took place on the evening of the 10th ult. to Chester. About 20 couples drove out, and a most enjoyable time was spent in dancing, etc., the party breaking up at 4 a. m. This is the first attempt of the kind got up by above firm, and was so thoroughly a success that it was unanimously decided to hold the same annually in future.

Mr. Solomon, the buyer for the Methodist Book and Publishing House, Toronto, has just returned from Europe, where he bought some specially fine lines for the coming Christmas trade, at unusually advantageous prices. Samples will now be on exhibition till the season for laying in stock is on. Mr. Solomon got upon the market at a peculiarly favorable moment. The bargains his house is now prepared to offer have not been equalled in past years by any establishment. The stock is beautiful, particularly in booklets. Not only is the Christmas line specially full and choice, but the birthday booklets

and cards are equally select and cheap. A very elegant line of calendars, to sell from 10c. upwards will be seen in the sameple rooms of the Methodist Bookroom. The juvenile lines are all that could be desired, and are in full stock at low prices.

Porter, Kemp & Teskey, Montreal, are early in the field with everything that is desirable in fishing tackle. One of the novelties which they are showing is a collapsing landing net with extension handle—the best thing of the kind we have seen. The enterprise of this young firm is already being strongly felt among the trade, and older jobbers must look out for their laurels. They are Canadian agents for Messrs. Hy. Milward & Sons, the extensive Fish Hook and Tackle Manufacturers, of Redditch, England.

Two of our friends are on the Ottawa School Board, Messrs. G. B. Fotheringham and James Hope. There should be at least one bookseller on the School Board of every city and large town. Toronto especially stands badly in need of one who will give advice which is often required. Who will consent to be candidates in the next election? A difficulty in the way of more booksellers holding office as school trustees is that they are thereby prevented from tendering for or providing school supplies, prizes, etc. The only way to overcome this is to have their school department nominally in other hands.

The spring catalogue of H. A. Nelson & Sons is out now. It is the finest they have ever issued, and will be invaluable to the trader in fancy and sporting goods. The season when the latter are in demand is now opening, and some authority on the lines that will be upon the market ought to be available to the trader before the stress of business is on. This catalogue heralds the incoming trade admirably, and will be found an authoritative reference book upon the season's stock. Marbles, peg-tops skipping ropes, rubber balls, fishing tackle, tennis goods, baseball goods, footballs, cricket goods, etc., etc., are classified and described very fully.

The calendar of The Canada Paper Co. is, from a utilitarian point of view, one of the best we have seen. In size and form it resembles a writing tablet of note paper. Every page is detachable at the top, and bears the names and dates of a week only, and not of a month as in most calendars. These names and dates take up but little space, and the blank beside them is left for diary purposes. Thus a man can note anything away ahead, and have that note staring at him as a reminder when he turns up that page in the course of time. To preserve the past notes a paper tack is at the bottom to pin together the pages for the weeks gone by. Further, the paper used in the make up of this diary calendar is of several hues, illustrating the Paper Co's. lines.

Hivary, open, fair, good natured and enterprising, is the life of business.

A JOBBERS' ASSOCIATION FORMING.

In the light of tendencies brought into focus on the first page, a cheerful outlook for the book trade seemed to be warranted. A further assuring sign has been observed since that page was set up. On Friday, a meeting of the leading jobbers and importers was held in this city to discuss a basis of uniform prices. The basis and the terms of agreement seem to have been satisfactory. On Saturday, the day we go to press, the agreement is to be signed, and will include, we understand, all Canada. By the arrangement, each jobber is bound to sell at a specified number of cents on the shilling of cost. An exception is made in the case of large job lots, bought on special terms by the jobber, but every exception has to be proved to be for only such goods. The provisions for exceptions make the occurrence of any an unusual matter. All books will be included. It is believed that the attempt to establish limited prices will be a success. If it is, the department and the variety stores will be shorn of their chief strength to harm the retailer. There will be nothing in books as a subsidiary line when the same price is asked by all jobbers, whether the order is for \$100 lots or \$1,000 lots. Strict provisions are made in the compact to prevent evasions, such as dating ahead or gift-making. There seems good reason to believe that only the best results will ensue the formation of such an association, the motive leading to it being dissatisfaction with the low prices jobbers force each other to take to get hold of the big department store trade. Of course the association is not yet completed, but the jobbers appear confident that it will be to-day.

NELSON & SONS' GROUND FLOOR.

The ground floor of Nelson & Sons' warehouse on Front street in this city will have undergone a transformation by the time the workmen and stock-keepers have got through with the plans they are now engaged upon. To a depth of twenty feet the whole front will be taken up with offices, which will give room for all the counting house business staff. This will do away with the offices on the second floor. In the rear of the new offices on the first floor all the samples of goods in stock will be exhibited. By these improvements business will be expedited and also made more comfortable. The customer will not have to wander over two or three storeys to buy a bill of goods, nor will the checking of it or paying for it take him hither and thither as in the case of separate office locations. The process of overhauling and modernizing is already pretty far on, and will be completed in a very short time. When it is completed the convenience and taste of the new arrangement will be appreciated by all the firm's numerous customers.