

OUR REPORT.—The report which we give in another place of the meeting of the Association is taken in great part from the excellent account in the *Mail* of the 5th and 6th inst.

We prefer, from the close connection of this journal with the Association, to give the words of others in describing the meeting.

We have added a little that would have seemed of small importance to a daily paper, but to the trade is important.

TORONTO'S WELCOME.—The reception given by the Toronto trade (including the leading Fancy Goods Houses) was something unique, and reflects the highest credit on the Committee that so successfully carried out the affair. A sail to Lorne Park, on the Rupert with the Band of the Queen's Own on board, after taking a glance at our "burnt district," and aided in forming many an acquaintanceship of brothers in the trade, who otherwise would know nothing of one another. The air from the water makes one hungry, and when lunch was announced all were ready to partake. The choice of a caterer was a happy one, for even ladies praised the tea and coffee as superior, and appreciated, as only a woman can appreciate, the cleanliness and neatness of the serving. When nearing Toronto, the newly-elected President called on D. M. Brown, who, in a felicitous speech, proposed the thanks of the company to the entertainers. The motion was briefly seconded by W. Bryce, and was carried with the enthusiasm that a well satisfied man only can testify. Speeches followed from representative men, J. F. Ellis, S. G. Beaty, W. D. Taylor, G. M. Rose, S. R. Hart, and George Warwick. By no means the least appreciated were the few manly words of the heroes of the Rebellion, Captain Thos. Brown, Lieut. Irving and W. H. Smith.

To record the reception, and not to mention the very handsome invitation cards and programme of music handed to each visitor, would be like describing a lady's dress, and saying not a single word about the dear duck of a bonnet. Both cards are very handsome specimens of lithography, designed expressly for this occasion. The invitation card contains in the upper right hand corner the emblems of our trade in chaste colouring. On the left hand corner, the word "complimentary," on turned-down corner. A sample inscription on the card is "The Booksellers, Newsdealers, Stationers, and Fancy Goods Dealers of Toronto, request the pleasure of the company of Mr. T. J. Day and ladies to a complimentary excursion on Wednesday, Aug. 5, 1885. Chas. Robertson, secretary." The programme is even richer and handsomer than the other,

with a good sketch of Toronto on the first of the four pages.

You who did not come missed one of the pleasantest afternoons that could possibly be spent.

POINTERS OF THE MEETING.—Not many present, but though few very enthusiastic.

Speeches short, practical, and to the point.

Plain and positive testimony that import orders are not for the benefit of the dealers.

Plain talk on the naughty wholesale man who sells to the consumers direct.

A good past President as good a man as his successor.

Low postage our desire and hope.

Will the Board of Arbitration be needed?

THE WISDOM O' IT.—The fable of the tree that refused to let the rain through its leaves to moisten the earth and thus so hardened the ground that it withered and died, has found an apt illustration in the action of the Publishers of the School Readers in refusing to allow the retail dealers a fair paying discount.

They do not deny, they cannot deny, that 20 per cent. is too small, but adopting the motto "might makes right," they refuse to listen to the pleadings of the retailers, and demand ALL that the bond possibly allows them. The old story of 20 per cent. being the most they were allowed to give is long ago exploded—they must come down to the naked fact that they won't do more than they are compelled to do. To what will this lead? None know better than the publishers themselves. They are perfectly well aware, they know it from their own books that many of the dealers are not in an independent position. They are under obligations at the least for extended time and renewals, and that which makes a man no longer his own master, the bond of mortgage, consequently they cannot remonstrate and must continue to buy at whatever prices are demanded. Not being able to buy any line of goods at an advantage the profits are materially reduced, and to add to their troubles, school books, which had a certain fixed margin, are deprived of that difference and must be sold at little or no profit. And these men are expected to pay 100 cents on the dollar. How can they? The very life is taken out of their business by small profits and competition in their proper line by other branches of business.

They lose heart, and life, with its exacting requirements of dollars and cents, becomes a burden. They surrender, themselves penniless, their hopes blasted. These are the men who are being ground down—these are the men struggling for the bread they eat, who find-