

# Books and Notions.

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

POSTAGE.—After the adjournment of the convention we received the communication printed elsewhere, from the Secretary of the Toronto Board of Trade, in which is conveyed the promise to assist the Association in endeavouring to get the reduction asked for in postage on periodicals. Not only in Toronto but in every city or town wherein a similar body exists there should be made an effort to enlist the sympathy of its members. There is no time to be lost, as Parliament will meet soon. We would ask for immediate action by the trade in this matter. Surely there is enough of incentive in the possibility of the reduction of three-fourths of the charge to rouse to immediate action. The Secretary will be glad to furnish copies of the report of the Committee on Postage, showing the facts of the case. London, we believe, has already made a move in the direction indicated. Every place from Charlottetown to Victoria should take action.

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COPYRIGHT AND DUTY.—A meeting of those interested in publishing and the manufacture of books was held on Thursday, March 11th, at the office of the Rose Publishing Co., Toronto, the meeting being largely attended. It was decided to form an association, with the object of securing amendments to the existing copyright laws, and the readjustment of the present duty on books. A committee has been appointed to prepare a programme, and report at an early meeting.

## TO BE OR NOT TO BE.

An innocent little paragraph in our last number was like a bombshell in the inflammable mass of book-sellerdom. Here, there and everywhere came the query who is it that is going to start the wholesale bookstore. Just now as the strong probability is that it will not be established—we need not mention the name. It has caused much enquiry, some tribulation and a good deal of hopeful expectancy.

The idea was to establish a genuine book jobbing house somewhat after the manner of the old firm of James Campbell & Son. They intended keeping in stock standard books that are on call in every day trade. Such a house is much desired by the retail trade. Dealers say that it is almost impossible to get single books and have to send away many a customer in consequence. It will therefore be easily understood with what pleasure they hailed the prospect of such a house as the one proposed. Jobbers, on the contrary, hardly relished the idea, and were very positive in their opinion that it would not pay to keep stocks of books. One wholesaler remarked, "Fools are not all dead yet,"—a pretty broad hint that financial disaster would be the fate of the new house.

That such a house is wanted there is no question. Whether or not it would succeed is another matter.

It may be said that in favouring such a project we are not consistent, as we are persistent in decrying too many competitors, but the new house would not be like any other and would fill a want.

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## VALUES.

THERE is often a tendency manifested to lessen values. A good note paper bringing a fair price is apt to be put down nearly as low as an inferior grade, and as soon as a dealer hears of somebody else selling a very poor article, or a traveller shows him something "dirt cheap," he is tempted to damage his trade by buying the low grade. Having bought, of course he must sell, and so offers it to those who have been buying the better quality. Once started it is almost impossible to improve, and he gets into the rut of buying and selling cheap goods simply because they are cheap.

This is a mistaken policy, and the sooner a dealer gets rid of this class of stock the better. Of course in some stores a certain amount of such low priced goods must be kept, but it should be kept away from general stock and only brought out when the cheap customer arrives.

We instance note paper, of course other lines should be treated in a similar manner.