

Canadian Trade Chat.

THE special railway fares for the Exhibition bring many buyers to Toronto the first week in September. This year a number, after doing business, took in the Pan-American at Buffalo. Among the members of the trade noticed in town by THE BOOKSELLER AND STATIONER were: W. M. Parish, Palmerston; F. C. Hord, Mitchell; W. Cooper, of Cooper & Co., Clinton; P. C. Trebilcock, Bowmanville; R. G. Zahlarin, of Zahlarin & Knight, Temiscaming; L. J. Austin, Brighton; Thos. Comport, Dundas; J. R. Gillespie, Orangeville; L. R. Burns, Southampton; E. S. Brown, Collingwood; Geo. Porter, Goderich; G. W. Sulman, Chatham; Alex. Wilson, Seaforth; S. E. Mitchell, Pembroke; R. M. Pitts, Cornwall; J. T. Skales, Mount Forest; T. F. Rixon, Meaford; W. J. Kenny, Chatham; E. A. Coughell, Aylmer; J. H. Jackson, Georgetown; T. Thorburn, Brampton; R. E. Moore, Lion's Head; D. McGillivray, Uxbridge; F. E. Dalton and W. H. Buckley, Niagara Falls, S.

David Yule has registered as The Radford Paper Co., Montreal.

Thomas Comport, druggist and stationer, Dundas, Ont., has sold out.

John Anderson & Co., stationers, etc., London, Ont., have been succeeded by Jas. I. Anderson & Co.

The style of J. Eastwood & Co., book and stationery dealers, Hamilton, has been changed to A. C. Turnbull.

H. N. MacNeil, Dauphin, Man., dealer in furniture and stationery, has sold the stationery stock to George H. Cameron.

D. J. Symes, Sarnia, Ont., has sold out his book and stationery business to Thos. H. Manley, who has taken possession and will in future conduct it.

J. T. Large, of W. J. Gage & Co.'s staff, has accepted a position with Geo. B. Hurd & Co. of New York, stationery manufacturers, to travel for that firm in the New England States.

Mr. Fairfield, of Fairfield & Co., St. Catharines, one of the experienced members of the trade in Ontario was in town the other day, and in conversation expressed himself strongly on the question of cutting prices. He said that where one's competitors did this, it was usually necessary for a dealer to meet the cut. But experience showed that the cutting never did any good.

He recollected one case where prices were cut on scribbles but that did not move out the stock any faster, while the profit on the goods was lost. Mr. Fairfield reports trade in his town as satisfactory.

Wilfrid J. Wilson, law stationer and bookseller, Montreal, has assigned, with liabilities about \$9,500. His principal

creditors are E. A. Bercereaux, \$1,850, and Compagnie d'Imprimerie Moderne, \$564.

Walter Meal, representing Messrs. Alex. Pirie & Son, Limited, Aberdeen and London, is again in Canada, and those whom he has not already called upon will have been acquainted of his arrival by the card sent out by his firm. Mr. Meal calls on the

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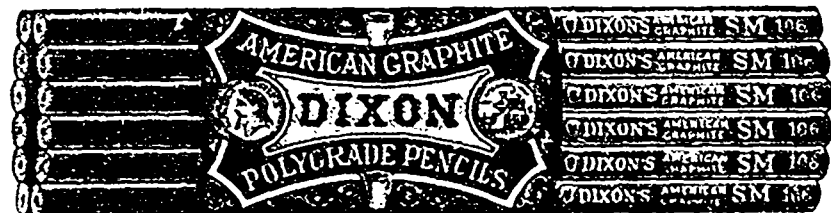
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