

Lawn
Furniture.Counter
Supports.

Toronto Branch:

4 Adelaide St.
WEST.

Montreal Branch:

Temple B'gs,
ST. JAMES ST.

Manufacturers of

WIRE OFFICE RAILINGS
WIRE CORRESPONDENCE BASKETS
WIRE WASTE PAPER BASKETS
STORE STOOLS
COUNTER SUPPORTSBRASS WINDOW FIXTURES
IRON FENCES
ROOF CRESTING
BRASS AND IRON CAST-
INGS.

Sole Agents for Lamson Store Railway System.

Send for Catalogues of what you require. Address all
Correspondence**THE BARNUM WIRE AND IRON WORKS, Limited,**
WALKERVILLE, ONT.

The Religious Tract Society

55 PATERNOSTER ROW

LONDON, - - - ENGLAND

ARE THE PUBLISHERS OF

THE LEISURE HOUR

THE SUNDAY AT HOME

THE GIRL'S OWN PAPER

THE BOY'S OWN PAPER

Each Sixpence Monthly

AND OF SEVERAL THOUSANDS OF

Books - for - All - Readers

AT ALL PRICES, FROM ONE PENNY TO ONE POUND.

EXPORT TERMS ON APPLICATION TO TRADE MANAGER

of the shining city, may the greeting accorded us be as cordial as that usually extended to the members of my profession by the retailers whom we visit from time to time.

Should this be our happy lot, I will promise you for myself, and the rest of the boys, who are not here to answer for themselves, that if we once succeed in getting on the inside we will do our level best to talk all of you through, in return for the many kindnesses shown us here.



SIR,—I do not know if I am the party referred to in your August remarks as "the bookseller who always kept on hand an extra supply of daily papers and thereby secured a large book and news trade." I know that my case was as you describe and that I found the best possible "leader" to be the over stock of dailies. Many a time my competitors laughed at me for my crotchet and my unsold copies; but right along, year after year, my business increased, and my actual losses on unsold copies was a mere bagatelle.

One thing is certain I never incurred the enmity of my competitors or my own condemnation by selling goods at cut prices to draw custom. I never hurt any one's business by such unfair means. My enterprise

was of a clean character and my success has been an unbroken one. I have great pleasure in enclosing one dollar for two years' subscription to your valuable paper. You are doing good work and giving good advice.

Yours truly, ONE PRICE ONLY.

DEAR SIR,—Friend Robinson is on the right track. I like his proposed price list for daily papers and want to see him urge the matter forward. The present schedule of rates is a great improvement on those formerly given, but we should have better. I know that I for one would push the newspaper business stronger if I had larger profits. In our town we have pretty well stamped out the cheap dailies which formerly injured the sale of the three-centers, and although one of the little "One for a cent" has tried by a personal canvass and a write up of the town to get ahead of the newsdealers it was a miserable failure. If the large dailies will now give us Robinson's schedule we will guarantee to wipe out all the fakirs.

Yours respectfully, NEWS.

THE HOLIDAY NUISANCE.

Editor BOOKS AND NOTIONS.

SIR,—It has always been a matter of special pride in the Province of Ontario that we are not hampered with constantly recurring holidays, as is our sister province to the

east of us. Looked at from the clerk's point of view, we probably will still be able to urge the claim, but if viewed by a travelling salesman, whose aim it is to cover his ground in the shortest possible time without skipping any towns or customers in them, it will be seen that we are very far behind Quebec. Unless I am mistaken, there are twenty-one holidays, civil and religious in Quebec, and on any and all of the remaining 292 week days, a traveller can, with few special exceptions, do a profitable business. In Ontario, a traveller who works 222 days never loses an opportunity to call upon his customers. I have not, of course, taken into account the time taken for vacation or in the house which will vary according to circumstances. It will naturally be asked "What is the cause of this difference?" Well, the first item is composed of fifty-two Saturdays. The travellers have educated their customers, their employers, themselves, and their fellow travellers into the idea that nowhere in the Province on a single Saturday in the whole year is there a storekeeper who has half-an-hour to look through a line of samples. Saturday is just as great a market day in the other provinces as it is here, and yet this custom is not known except in Ontario. Without wishing to compare them in other ways, I would ask our friends of the Grip-sack where the difference lies between their coming home to look at their fellow clerks slaving in the warehouses and the much