

were lower than those paid for the imported goods, and there was nothing in the way of their games finding the same central outlet here as the imported games are now being sold through. Naturally this house feels like selling here after when they have a chance, irrespective of the point whether the offer comes from a recognized or a non-recognized member of the notion trade. The same firm did a very large business in Montreal in the goods that were crowded out here by imported ones through the firm's concern for the interests of the regular trade.

Goods on their way from the manufacturers or importer's hands to those of consumer's more frequently than ever jump one of the intermediate stages in the distributing series. Sometimes the wholesaler is ignored and the manufacturer sells directly to the retailer; sometimes the retailer is ignored and the wholesaler sells directly to the consumer. There appears to be an increasing pressure upon the higher levels of distribution to make these departures from normal trade usages. United States paper men will come here and load up all the jobbers that will buy, and then sell big orders to the department stores. English houses are forced to sell such lines as pass books directly to retailers, because United States and native goods are being handled by jobbers in place of the large quantities of English goods formerly bought by the jobbers.

LEAP FROG ON THE ROAD.

The "advised" visit is rarely on time. The calendar and the map of a given route may be gone over in joint conference between the head of the house and the traveller who is to cover that route, places and dates may be matched, and notice sent to each trader in that particular circuit of the day where the traveller is to call. But he doesn't call on that date, at least hardly ever. The reason is, that he departs from the course staked out for him and goes chasing after other travellers whose whereabouts he hears of. That is what deranges the plans of which the advice cards are tokens. A, representing one fancy goods house is in a certain town to-day and learns that B, the representative of a rival house is to be in another place to-day after to-morrow. Two or three towns intervene between where A now is and the place where B is to be, and A is booked for every one of those towns before he is to go to the more distant place. That however, does not dissuade him from leaping over the intermediate towns and making his way to the place where B is heading for, and getting to that place to-morrow, or one day ahead of B. If he can have the trade of that town in the condition of a squeezed orange for B, he feels that he has amply recompensed his house for the extra expense necessitated by retracing his steps to take in the omitted towns. But there is no saying when he will

take in the omitted towns. He is like a luminary without a fixed orbit, and prides himself upon his unexpectedness. His aim is to checkmate his rival, not to carry out the plans of his house. A general does not plume himself more upon the fullness of his intelligence as the enemy's movements than does the traveller upon his thorough knowledge of what his rival's plans are. All this requires sharp observation, alertness and promptness, but there is equal room for the application of the same qualities to the business of selling goods. There is such a thing as becoming so deeply absorbed in the game of forestalling competitors as to neglect the real objects of travelling. As some men are cleverer at checkers than others, so some travellers are cleverer at effecting combinations than bringing several points into line where a series of jumps can be made, each one over a rival. But it is not always the man who gets ahead of his opponents that sends in the largest sheaf of orders. The best travellers on the road are men who keep the even tenor of their way as "advised."

The trouble with this leap-frog business is that it disappoints the retailer. Traders frequently complain to wholesalers that, relying upon the "advice" of the traveller's visit, they allowed the travellers of other houses to go through without giving them in order. In this way opportunities to make an advantageous purchase probably were let go by, because the notice of the traveller's visit was depended on. In some instances the six weeks, or whatever other set time the traveller is to be on the road, slip away before he has had time to catch all the places he has missed. In one case, a retail merchant reports that he had not been called upon for a year by the traveller of a house he dealt quite extensively with.

THE DUTY ON BOOKS.

The Employing Printers' Association of this city has again presented its petition for an increase of 6c per lb. in the duty on books. The arguments presented in the May number of BOOKS AND NOTIONS against this increase are as valid now as they were then. Such an addition to the present duty would be at the expense of the trader or the poor man. Upon the cheaper class of books published for people of slender means the increase would amount to as much in many instances as 70 per cent. of their former value. Upon dearer books the increase might be as light as 2½ per cent. of their value; this the trader would lose. Manifestly therefore the weight of the increase would fall upon the trade and the people who buy cheap editions. On the other hand what interests would it benefit? Would it give more work to our type-setters? If it would, a very strong plea on that ground alone could be made for it. But the petitioners evidently do not want that to be one of the fruits of the change, though they ap-

peal in the name of the type-setters of Canada for the increase. The extent to which the petitioners are swayed by consideration for our type-setting industry can be better gauged by their attitude on plates and moulds. If the interests of our compositors are to be further secured, then we need a higher duty on book plates and moulds. But the deputation from the Employing Printers' Association asks that the duty on plates be reduced by one-third of what it is at present; that is, it asks that outside competition against our type-setters shall be less hindered than it is.

Who therefore is to be benefited by the adjustment of the duties sought by the petition? Not the public, not the trade, not the type-setting industry. The employers of the type-setters, the publishers and the paper makers are the persons who would reap the advantage, and surely that is not a sufficient distribution of public good for the Government to be persuaded to grant the prayer of the petitioners. At all events, it would appear to be against the policy of the Government on other grounds to do it. Benefit to all the publishing interests of this country—to the labor and skill as well as the capital—is aimed at by the Canadian Copyright Act of 1889, and will be realized by that Act, unless Imperial obstruction is more persistent than it seems likely to be. The Government is not likely to weaken the pressure of conditions which call for that radical measure, by making any tariff changes with any similar bearing. These would be calculated to have the effect of diverting public interest from the Act, and that it is not Sir John Thompson's object to do.

The petition was published in our May issue after it was submitted for the first time to the Ministers of Customs and Finance. The deputation which presented it on the 3d inst was composed of the following gentlemen:

Messrs. W. A. Shepard, Mail Job Printing Co.; Jas. Murray, of Jas. Murray & Co.; Daniel A. Rose, of Hunter, Rose & Co.; A. F. Rutter, of Warwick & Sons.; W. F. Maclean, of the Toronto World.; John R. Barber, of the Toronto Paper Co.; George Challice, of the Napanee Paper Co.; J. B. Rollan, of the Rolland Paper Co.; S. Frank Wilson, of Toronto Truth.; Richard White, of the Montreal Gazette.; R. L. Patterson, of Toronto, agent for Miller & Richard.; F. Diver, Central Press Agency.; D. Rose, of D. Rose & Co.; E. Trout, of the Monetary Times, Toronto.; C. W. Young and T. H. Preston, representing the Canadian Printers' Association.; W. K. McNaught, of Toronto.; Walter Blackburn, of the London Free Press.

Raphael Tuck & Sons, London, Eng., are about to publish in a form suitable for framing a fac-simile of the letters addressed by the Queen to the Nation, in reference to the death of the Duke of Clarence.