

A WARNING.

WE would call the attention of the wholesale houses, particularly in fancy goods, to a couple of letters in this month's number. They are from widely different parts of Ontario, and coming to us about the same time, it shows that many commercial travellers depart from the usual practice of sound business rules in creating competition to a degree that is hurtful to the regular trader.

The natural consequence is shown in one of the letters. The writer, disgusted with seeing everywhere goods exactly similar to his own, discards the Canadian jobbers, and finding that he can get more attractive goods elsewhere buys, and will continue to buy until matters mend nearer home. And such buying is contagious. The one will probably increase manifold until all the best customers will have acted like the writer of this letter. A stitch in time saves nine. A wrong remedied will keep many a customer.

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ATTENTION is called to the correspondence on the subjects raised by G. H. Suckling's letter in the January number. We have had three letters on the subject—one from a publisher of copyright music, high-priced, one from a cheap music publisher, and one from a Montreal dealer—how refreshing it is to get a letter from Montreal other than our "Unit." We would like to hear from other dealers. We think the matter is fully written on from the publishers' standpoint, except the defence of the trade which Strange & Co. promise, and we want the letters short and crisp, a good deal in a few words. Remember that music is only a portion of a dealer's stock, many do not sell it, and also that our space is very limited.

The letters referred to, although cut down, are a good deal too long. The same arguments might be condensed into half the space, and would carry more weight.

PERSONAL.

S. R. Briggs (Willard Tract Depository) sailed for England last month on a business trip; George Spence (W. J. Gage & Co.) has been there some little time on the same mission, while Wm. Bryce is the last departure, going also to Germany. We trust he will not have another Oregon experience either inward or outward bound.

Old, but hale and brisk, is Robert Barker, of Brighton, who for over thirty years carried on business as druggist and stationer in that place. He commenced business in Old London in 1828, his indenture as an apothecary bearing date three years earlier.

A bright, cheery little visit was that of Miss Ireland, who called to give us the information that A. W. Ireland was moving his business from Meaford to Forest, where there is less competition, and therefore, he hopes, a better business.

J. B. Clougher, for many years on the south side of King st., Toronto, has had to move owing to the fact that the old buildings are to be pulled down. He is now located in very handsome premises nearly opposite his old stand, occupying one of the large stores (22 and 24 King st. west) in the Manning Arcade.

Wallace Whitlock, representing John Walker & Co. (his first trip to "the colonies"), and William McPherson, for years traveller for William Collins, Sons & Co., have about finished their trip in Canada. They both report good business.

We tender our heartfelt sympathy to S. Edgar Briggs, of The Toronto Willard Tract Depository, in the severe loss he has sustained by the death of his wife. The blow, heavy at any time, falls in this case with special force, as our young friend finds himself with the cares of a large business pressing upon him, during his father's absence in England, and now has the added weight of the family affliction to bear. The deceased lady had only been married about a year.

THE ONTARIO ASSOCIATION AND ITS BRANCHES.

The Executive Committee of the parent association, the local Toronto members, Irving Hutchison and the Secretary being the sub-committee to transact ordinary business, met early this month, when it was decided to hold the semi-annual meeting at the Queen's, Toronto, on Wednesday, March 9th, at 2p.m. An evening meeting as usual at 7.30.

We trust that a large attendance will be on hand. Toronto has, from a beginning of one retailer at the first meeting, stepped well to the front, and now leads the van in membership.

The committee has arranged for the discussion of various topics of interest to the trade.

The Secretary reported that he interviewed the managers of the *Mail* and *Globe*, and no definite statement could be had from either as to prices to the trade, the keen competition in circulation preventing any understanding between them. Where prices vary from those in Toronto neither paper will be supplied at less than the long price.

He also reported having received a letter from the Minister of Education confirming officially the promises made at the hurried interview in December.

The postage matter had to be again put off until we know who is who after the 22nd.

He also made report that he had organized on the 20th of January.

THE BRANT AND NORFOLK DISTRICT ASSOCIATION.

A large number of the booksellers of the counties of Brant and Norfolk met on Wednesday for the purpose of forming a Booksellers' Association. Mr. J. J. Dyas, of Toronto, Secretary of the Ontario Booksellers' and Stationers' Association, presided. A branch of the Ontario Association was organized with the following officers:—President, Jas. Sutherland,