

(4) D. APPLETON & Co.,

Publishers, New York.

We make 10 % discount to the small trade from the list, and $\frac{1}{2}$ discount to the larger buyers. On Readers we make our discount from $\frac{1}{2}$ % to 20 %, special. Very few retailers get a discount of 20 %.

(5) A. S. BARNES & Co.,

Publishers, New York.

We have but one price for our series of Readers, which is practically retail in our own vicinity. * * * This price is known technically as the "trade price."

Our regular discount is 10 % from list (trade) prices. We sometimes increase this to 16 $\frac{2}{3}$ %, but never more.

Now, as to the profits made by the publishers. From the Return laid on the table of the House a few days ago it will be seen what was Mr. Gage's estimate in regard to the Canadian Readers. This estimate was made at the request of Mr. Hardy, who was then Acting Minister of Education, and is no doubt a fair statement as to the matter in question. According to that estimate it appears that on Mr. Gage's primer of 32 pages, which was sold for 6 cents, the profits on one thousand copies amounted to \$1.61; on Part II. of First Book, 64 pages, sold for 10 cents, the profits on one thousand copies amounted to \$3.06; on his Second Reader, 144 pages, sold at 25 cts., the profits on one thousand copies amounted to \$30.78; on his Third Reader, 192 pages, sold for 40 cents, the profits amounted to \$90.29; on his Fourth Reader, 320 pages, sold at 50 cents, the profits on a thousand copies amounted to \$84.12.

Now, if this was a fair estimate—as we have every reason to believe it was—of the profits on the Gage Readers, there is no difficulty in coming to the conclusion that the profits to the publishers on the new Readers cannot be excessive; and if any doubt remained the following from the Queen's Printer and the Assistant Accountant of the Education Department ought to be conclusive: