

Books and Notions.

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J. J. DYAS, Publisher.

It is very much to be regretted that the Post-master General could not see his way clear to reduce the postage on periodicals as requested by the Association. The reason he gives is that at the best the Post Office Department is not paying and he could not, particularly in the face of a falling revenue, accede to the wishes of the trade. The time is, we trust, coming when this important change can be made. It will not do to let the matter drop.

If in our remarks regarding the work done by the Ontario Association we seem to slight in any way that of the aid given by the Montreal trade, such is not our intention. We heartily appreciate the zeal of those of our sister city who came forward heartily to act with their Western brethren. The meeting and the delegation comprising three retail dealers was much more creditable than the want of action of the great bulk of Toronto retailers.

It is altogether likely that many dealers will have in stock more or less of the school books not now authorized; but by carefully studying the full list of authorized books, they can so sort up that there need be little or no loss.

The extra sales of school books this fall should be very large. So many new ones will doubtless largely increase sales. As you sell each of the new books you can feel the satisfaction that you are not doing business simply for the fun of it, but that there is a margin to buy a new frock for the wife. Give credit in your heart to whom is due the satisfactory state of affairs.

A PLAIN TALK WITH ONTARIO BOOKSELLERS.

THE publisher of this journal, not being engaged in the book and stationery business, and therefore not in any way benefited financially by any advantages gained for our business, but fully cognizant of all the efforts put forth by the Ontario Association for the benefit of the trade at large, can speak as no other can of such exertions.

Therefore, what is said in this article is by one outside of the trade, and yet with his whole desire not only to benefit the members, but to speak his mind plainly and frankly when it is considered necessary.

Different appeals have been made to Ontario dealers to become members of the Association with but very indifferent success. Booksellers were asked to join and help the work undertaken by the few. The response has been anything but what it should be. Instead of a membership of say 500, something over 100 have thought enough of their own interests to affiliate.

Is this right? Is this honest?

We unhesitatingly say that the trade has been trying hard to earn the name they had received when we commenced the publication of this journal, of being indifferent and thoughtless; that, if anything was done by the few for the benefit of the many, the favour was received without even a "thank you." We are sorry to say that it is true to a very large extent, as evidenced by the small membership of the Association, for the work that has been done and to be done is not simply for the benefit of the few, but for the common good. Has it never entered into the minds of our readers that sometime those who spend time and money in coming to the meetings twice a year, tired of the want of appreciation of those who receive equal benefits with themselves, will get heart-sick of the self-imposed duty, and will refuse any longer to take the trouble they have been taking to benefit the whole trade.

There is work yet to be done; we know not how soon.

"But," said a dealer from a western town, only last month, "what have you done? You meet and talk—and that is the end of it." Is it? If this man were not a careful reader of this journal we might excuse him, but his very bad memory, with that of others who think likewise, must be refreshed.

Let us say here that that which has been accomplished has been not by the Association nor by BOOKS AND NOTIONS alone.

Working hand in hand, glorying in doing good to the business with which we are connected, our work is the joint work of both, and we do not hesitate to