

formerly of Windsor, has opened the old corner, thus increasing the retail stores by one. Halifax has no need of any more retail stores in the book and stationery line; but there is no place in the Dominion that offers a better opening for a good wholesale house.\* Tenders are asked for John Connolly's stock. A few issues ago you stated that an American gentleman had actually discovered that there is such a place as Toronto, and you seemed surprised. He could not have read BOOKS AND NOTIONS very long or he would have been led to think that Toronto is the only place in creation.† But I really must go to sleep again, when I wake will write more.

R. R.

\* Doctors differ. Our other Halifax correspondent is evidently not of the same opinion.

† Guilty! But not a bit ashamed! The journal that has not pride in its own land, its own city is too much of "chips in porridge" to be of any value as an outspoken organ. But really we are only too glad to record improvements in other places were we only placed in possession of facts. We desire to give information to the whole Dominion not omitting the fishery Province that just now has a fit of sulks.

GALT, July 8th, 1886.

Trade has been very satisfactory here all through the season. Sporting goods have sold well. My trade is growing steadily here. I advertise a certain line every week. Dress my windows and counters with goods advertised and push that particular line for the week, and find it pays.

J. K. C.

LONDON, Ont., July 10th, 1886.

Business is somewhat better than last year. Reid Bros., & Co. report business away ahead; cannot fill all orders. They have bought ground and let contract for a new factory on Clarence-street. We have adopted the Wednesday afternoon holiday.

R. J. B.

## DOES IT PAY?

SOMEWHERE, July, 1886.

*Editor Books and Notions.*

DEAR SIR,—I am one of two booksellers in a town of between two and three thousand inhabitants. In looking over my diary the other day, I was surprised to see the number of entries I had made recording visits from commercial travellers. By actual count I found that I had received no less than 85 calls between Jan. 1st and June 20th—each traveller carrying something in connection with our trade, and, as a rule, nothing else. Now our town is so situated that it can only be reached after a trip of ten miles, and when once reached, must be endured for at least 8 hours before it can be left. Most travellers would have two meals, and many would stay over night. It would appear that the expense to the wholesale houses of supplying this town with books and stationery for six months must be somewhat as follows: Railroad fare, at 2½c. per mile, \$19.12; 85 dinners, at 55c., \$42.50; say 40 extra meals, at 25 cents, \$10; 40 beds, at 25c., \$10; 85 half-days' pay, at \$2 per day, \$85; baggage, \$5; bus to and from train, 15c., \$11.40; repairing

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