



Rubber balls are so cut by the universal stores that they now pay nobody.

Easter cards are a line that might be advantageously pushed by the trade. There is money in them.

The January number of *Book News* contains an excellent portrait of William Black, the English novelist.

The Toronto News Company is now making preparations for its usual big run in baseballs and baseball goods.

Mr. Robt. C. Smith, Smith's Falls, Ont., report a good holiday trade. His circular, got out before Christmas, is a piece of good off handed special advertising.

The trade in playing cards keeps fairly good, but is not quite up to the activity of two winters ago when progressive euchre and whist were so much in favor.

The firm of C. C. Morton & Co., of the Provincial Book Store, Halifax, has dissolved, and the business is continued by the Rev. J. O. Ruggles, the junior partner in the dissolved firm.

Mr. C. B. Scantlebury, Belleville, writes with remittance for renewal of his subscription, "A very valuable journal to me is *BOOKS AND NOTIONS*. Trade was excellent during the holidays."

Frank O. Evans has been appointed manager of the American branch of Raphael Tuck & Sons, vice Samuel Gabriel, resigned. Mr. Evans has represented the house on the road for the past five years.

The time is at hand when stocks of marbles, alleys, peg-tops, balls, skipping ropes, etc., the staple spring sporting goods for boys and girls, will be in demand. Jobbers here are ready to fill orders now.

We have received from Mr. C. B. Scantlebury, Belleville, a very elegant little pocket calendar, that will fit into one of the compartments of a purse or pocketbook. It is sure to be kept carefully by everybody who receives it.

Mr. James M. Robertson has succeeded Mr. Archer Watson as manager of the Wil-lard Tract Depository. Mr. Robertson has for some time been chief of the retail department of the same house, and is very well known to the trade.

The Post thinks the result of the passage of the American copyright bill will be the transfer of English printing and publishing to America, unless the Government pass a bill to prevent the transfer. This, the Post says, should be done.

When last down at the Copp, Clark Co.'s warehouse the firm took occasion to thank us for the notice we gave *The Pocket Printer* in our last issue. They stated that through

it a very large quantity of samples had been sent out, and these had been followed by repeat orders. Of course the article is a good one, but the results show that advertising in *BOOKS AND NOTIONS* pays, as it brings most thoroughly good lines to the notice of the trade.

The trade in masks and false faces has been much better this year than it was a year ago, the cause being harder weather, which favored the formation and continuance of ice, and thus made carnivals a rather common feature of the winter.

Mr. Robt. D. Richardson, manufacturing stationer, publisher, bookbinder, etc., Winnipeg, Man., issues a handsome calendar for the current year. It is a good sample itself of the work done by the enterprising Winnipeg publisher.

The valentine trade is beginning to open up as the fourteenth draws on apace. The stock is as attractive as ever, and the Toronto News Company has a very fine assortment. It is able to give some good bargains in sentimental, comic and fancy lines.

S. A. Maxwell & Co., Chicago, have sold out their wholesale book department to their former competitor A. C. McClurg & Co. S. A. Maxwell & Co will continue to carry on their large trade in wall paper, stationery, fancy goods and druggists' sundries.

The recent fire upon the premises of Mr. E. Auld, 759 Craig street, Montreal, does not prevent his filling orders. He has just received shipments of new gum from Cairo, Massowah and Aden, which proves to be of superior quality. He is in a position to manufacture mucilage equal to any on the market.

The Methodist Book Room reports its trade for January to be far ahead of that for the corresponding month of 1890. Its North West trade has been specially good. Another satisfactory experience of its latest trade has been the less frequent asking for extensions. Its buyer, Mr. Solomon, is now in England looking out for novelties for the spring trade.

Collectors of customs have been requested to examine their records and ascertain whether the copyright duty of 12½ per cent. has been duly collected on all entries of the *Encyclopedia Britannica* entered during the past year, complaints having been made that this is neglected in some ports. Collectors are also to bear in mind that one or more editions of this work contain matter copyrighted in Canada, and the importation is therefore prohibited under schedule D of the Tariff Act.

The firm of Bailey & Neelands, Victoria, B. C., has been succeeded in the book and stationery trade by Bailey Brothers. Mr. W. Bailey, who has joined with Mr. C. S. Bailey of the former firm, was nine years in the employ of R. D. Richardson, Winnipeg, and has been a subscriber for *BOOKS AND NOTIONS* since the issue of its first number. Both partners are men of youth, energy, and

liberal experience, and with these advantages they have assurance of success. The business of landscape photography will be carried on along with the book trade, Mr. C. S. Bailey being a practical landscape photographer himself.

Julian, Sale & Co., have removed their office and factory to more extensive premises, in the town of Oakville, Ont. They have associated themselves with Mr. W. T. Marlatt, tanner, of that town, and under the style of Sale & Marlatt, propose to carry on the business of tanners and dealers in fine leathers, used in bookbinding and other branches of light manufacture. They have added every appliance necessary to complete their plant, and are fully equipped for the successful manufacture of the lines of fancy leather goods, already so well known.

We are in receipt of another new volume of Peterson's popular 25c. series of choice fiction which is one of the cheapest collections of novels issued. A great deal of charming and excellent reading matter is given in sufficient variety to please young and old, grave and gay—in short, all classes of romance readers. The works are by some of the leading writers of this country and Europe, and not a single volume has been chosen that is not first class in every respect, and now number nearly one hundred. Everybody should read them and everybody can afford to have the entire series, thus securing for a moderate outlay sufficient good and entertaining literature to last them for months. A complete list of them will be sent to any address, and copies will be sent by mail on receipt of price by the Publishers, T. B. Peterson & Brothers, Philadelphia, Pa.

Griffith, Farran, Okeden and Welsh have discontinued one branch of their business, the Bible and Prayer-book Department, with its annex of fine bindings. These lines are transferred to the Oxford University Press, and Mr. Frowde will dispose of all the bound stock thus taken over during the present month. This change has involved other changes; Mr. E. K. Hanscomb, who has for the last twenty years had charge of the Bibles, has commenced business on his own account, taking in as partner Mr. Thos. Yardley, who has bound the fine books for Mr. Hanscomb during his long connection with the firm. Their headquarters are at 511 Liverpool Road.

According to a writer in the *New York Sun* the large department stores and bazaars of that city have been the means of driving many long established small traders out of business by inaugurating special sales at ruinous prices of lines handled by the latter. Instances are recited where three retail dealers of twenty to twenty-five years' standing have been forced to the wall within a month by this disastrous competition, and it is further said that no matter how studious a man is in serving his customers, he cannot successfully compete with the large institutions after they have once commenced a cut-rate opposition, at prices five to fifty per cent. lower than he can offer goods without sacrifice. The article concludes with the very apt remark that "storekeeping is reduced to a science now in which sentiment has no part."