

Volume XVI The Law Society of Upper Canada, Toronto, Ont., 17th March, 1890.

5285. On the River. Song. Words by Eleonore, music by Rubini. Edward Rubini. Toronto, Ont., 17th March, 1890.

5286. Fallen Heroes of '85. Words by Wm. Putman Lett, music by W. H. Grafton. W. H. Grafton, Ottawa, Ont., 18th March, 1890.

5287. Miss Shafto, by W. E. Norris. (Book.) The National Publishing Co., Toronto, Ont., 21st March, 1890.

5288. Haute Volée. Rye. New Dance by Chas. Bohner. Whaley, Royce & Co., Toronto, Ont., 22nd March, 1890.

5289. Abide with Me, Sacred Song, composed by J. B. Hutchins. The Anglo-Canadian Music Publishers' Association, Ltd., London, England, 22nd March, 1890.

5290. Varsity Ripple, by E. Emile Farringer, the Anglo-Canadian Music Publishers' Association, Ltd., London, England, 22nd March, 1890.

5291. The Western World, Volume I, Number 1, March, 1890. Acton Burrows, Winnipeg, Man., 24th March, 1890.

5292. The Gondolier's Waltz.

5293. Gondoliers Lancers. On airs from W. S. Gilbert and Arthur Sullivan's Opera, by P. Bucalossi. The Anglo-Canadian Music Publishers' Association, Ltd., London, England, 26th March, 1890.

5294. Exercises from Section 3, No. 1

5295. " " " 3 " 15.

5296. " " " 4 " 16.

5297. " " " 4 " 33.

5298. " " " 5 " 8.

5299. " " " 5 " 15.

Of Practical Pianoforte School, by Chas. Halle. Forsyth Bros., London, England, 27th March, 1890.

5300. The Gondoliers Polka

5301. The Gondoliers Quadrille. On airs from W. S. Gilbert and Arthur Sullivan's Opera, by P. Bucalossi. The Anglo-Canadian Music Publishers' Association, Ltd., London, England, 27th March, 1890.

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297. Misadventure, by W. E. Norris. Book. Wm. Bryce, Toronto, Ont., 21st March, 1890.

Messrs Brown Bros. are giving special attention to their leather goods department. New designs of purses, wallets, portfolios, music rolls, etc., are being rapidly made up for the spring and summer trade. They have some cheap goods in very attractive new designs.

It is expected that the price of elastic bands and other rubber stationery goods will be advanced. Manufacturers and wholesale sellers are advised by circular that prices are withheld for the immediate present, owing to the advance in crude Para rubber.

CORRESPONDENCE.

HALIFAX, N.S., March 17, 1890.
Editor of BOOKS AND NOTIONS.

DEAR SIR, In response to your request some time ago to "let us hear from you" occasionally, I will try to give you some of the "down East" news.

Trade is really pretty good throughout the Maritime Provinces, although reports are quite the contrary as regards the Upper Provinces.

By this I mean particularly the retail trade. Halifax book-sellers had a very good Christmas season. I heard a prominent bookseller say, the other day, that 1889 was the best year he has known in trade in Nova Scotia, and the others agree with him, I believe.

We have not degenerated as yet, I am happy to say, into the "cutting" habit now so common in the trade up West, and we all hope we never shall. I may say that the most pleasant relations exist between booksellers and stationers as far as Halifax is concerned.

Of course, we all mark our books cheaper here than your Western importers. I don't know exactly why, except that it has been, but almost all English juveniles and other books are marked 30c. to the shilling in Halifax. In St. John, N.B., however, I understand they mark them at 35c.

Probably the principal reason is, because we can import cheaper from Europe. Freight steamers are continually coming and going direct between London and Liverpool and Halifax, and freight charges on books are only about fifteen shillings per ton of forty cubic feet.

Another advantage we have is this: A dealer here can send off an order to England say to-day, March 15th, and in four weeks' time have the goods on his shelves or sent out to his customer.

This reminds me that the same dealer might send an order for goods to Toronto, Ontario, the same day, and perhaps he will get them in two weeks' time, but not always. It is a great bar to trade with our western houses, the extremely long time it takes for freight to go from West to East, or vice versa. Could not the BOOKS AND NOTIONS stir up somebody on this subject in the interest of wholesale dealers in the West, and retailers down East?

My opinion is that freight would be ordered shipped from England, via steamers direct to Halifax, to a larger extent than is done at present, were it not for the delay, or rather the terribly slow time made on freight between East and West. Write it up BOOKS AND NOTIONS, it would increase trade every way.

Halifax has its full share of book and stationery establishments. On Granville street we have on one side of the street,

Methodist Book Room, A. & W. Mackinlay, Knight & Co., P. A. Book and Tract Society, C. H. Gladwin, Knowles & Co., and Geo. W. Jones, and on the opposite side of the street, the Baptist Book Room and T. C. Allen & Co's., making nine dealers within two blocks. The others are scattered over the city. Of these, I think three (3) or perhaps four (4) do a wholesale jobbing business, and send out travellers through the Maritime Provinces and Newfoundland.

Trade is reported to be good in our lines, through the country also, and we hope it will keep good until we have made our spring call on our friends, and of course, ever afterwards. The book and stationery business here is also, I am glad to state, confined to its legitimate limit. I do not know of any dry goods house in Halifax selling books or stationery, and we refrain from keeping dress goods, cottons, boots and shoes, etc.

The subscription book business is increasing. The Earle Publishing Co., of St. John, and the Methodist Book Room, of Halifax, are continually wearying us by their glowing advertisement in the papers, and invariably ending with "Agents Wanted." The country is not yet overrun with agents. The Methodist Book Room folks tell us that they have just appointed an agent to go to the Bermudas, Jamaica and the West India Islands, to canvass a recently published work on Canada.

May it not increase trade between Canada and the West Indies, as we have steamers running direct?

The Earle Publishing Co., of St. John, announce themselves in to-day's papers as general agents in Maritime Province for Scribner's Edition of Stanley's Own Book.

My letter is getting too long, so I must refrain.

With greetings to our friends in the West, from

HALIFAX.

BRANTFORD, MARCH 26.

DEAR SIR,—In your March issue, a correspondent asks you to inform him where he can get a few gross of paper leaves for artificial flower making. Will you please inform Mr. T. H. McCallum that I have a few gross that I could supply him. His address is not given, so I could not write him direct.

Yours truly,

S. M. FRY.

GALT, MARCH 3, 1890.

DEAR SIR,—I overlook mentioning a grievance. We have here re wholesale dealers supplying schools and mechanics' institutes direct. Not long ago a Mechanics' Institute in a small country place a few miles from Galt, had been buying their supplies from me. We supplied by a Toronto wholesale house at 10, and when said wholesale house was applied to me for a commission, they refused, saying that they