



Oliver Bros. have opened a wall paper store at Petrolia, Ont.

Mr. McMurtre, of Messrs. Thos. Tait & Sons, Inverurie, Scotland, was in the city last month on his annual visit.

The Salmon River Pulp Co., which has mills at Sherbrooke and Scotstown, had the one at the latter place destroyed by fire last week. The loss will be about \$30,000, with \$15,000 insurance.

Bookseller H. S. Williams, Hamilton, who has been very ill with the grip, is recovering, but is still unable to leave his home. He was taken down on Jan. 2 and has not been out since.

Mr. James Logie, who has been city traveller for some time past for The Barber & Ellis Co., is now in the wholesale department of the Toronto Willard Tract Society. Mr. H. M. Clark takes Mr. Logie's place with The Barber & Ellis Co.

Mr. Lou Merrick, traveller for Nerlich & Co., has sustained a severe domestic affliction in the death of his mother, which occurred last week. She was a widow of about sixty years of age, and Lou has the sympathy of his fellow travellers and his many friends throughout Western Ontario in this his time of sorrow.

We have received an illustrated catalogue from L. Mordan & Co., 41 and 43 City Road, London, England, patentees and manufacturers of stationery. They carry a large line of novelties in silver pens, pencils, cases, etc. The extent of their department may be judged from the size of the catalogue, which is very large and contains over a hundred pages.

By the death of Mr. John E. Pearson, the Methodist Book Publishing Company loses one of its oldest and most trusted employees. The deceased, who for many years had occupied the position of foreman of the book-binding department, was a very pleasant gentleman and a favorite with the employees, who rent a beautiful floral tribute in the shape of a pillow, as a mark of their appreciation of him.

Mr. S. Weaver, the fancy goods dealer of Kingston and London, is accused of some strange things and has been committed for trial. He is accused of selling his goods at less than half wholesale cost, and of investing his cash very freely in such luxuries as fur cloaks and diamond rings, even after he had begun to refuse drafts from his creditors. But the entire matter will be cleared up at the trial in the spring. His stocks are advertised for sale by tender.

The B. F. Goodrich Co., proprietors of the Akron Rubber Works, Akron, O., manufacture an infinite variety of rubber toys that

are particularly free-selling lines in all shops where notions are sold. The most grotesque and laughable figures are turned out for the amusement of little people and the diversion of seniors as well. This company do some of the brightest advertising to be seen in one's travels, the humorously worded circulars set off by cuts of comic rubber figures giving a sprightliness to the matter that makes quite engaging reading.

### STATIONERY NOTES.

The invitation card which now bears the seal of Fashion's approval for at homes and afternoon teas is the small or Albert size. Hart & Company report the season's demand to have run very strongly towards this size, though business in the large cards continues to be done.

Dance programmes with an insert for the entries are now very modish. Instead of the name of the dance and a blank for the engagement, a formula of acceptance is printed along with every blank. The finger dance programme is also a new and popular card this season.

### MONTREAL LETTER.

MONTREAL, Jan. 29, 1891.

In lines of notions, fancy goods, books, etc., dealers all report satisfactory progress. The holiday trade in purses and other little knick-knacks appropriate to the season was fully up to the average, and everyone appears to feel satisfied. In the way of new business travellers are now out, and are sending in satisfactory orders. The reading public is apparently on the increase, or the retail houses anticipate more business this season, for they are taking fair supplies for the recent works of fiction, as well as other publications. In lines of paper and stationery the same remarks apply. Several new and tasty designs of envelopes and note paper are on the market, and with other general supplies are finding fairly ready orders. As stated above, purses, plush toilet boxes, and other such lines show encouraging results. The usual assortment of wall papers of various patterns, most of which are new and original, are now on the market. They encounter a good fair demand, and it would appear that operations of house-renovating this spring will be considerable. It is natural in any event to expect demand for wall paper as well as other household furnishings, for the reason that building operations during the past fall and early winter were largely increased in magnitude. It is early yet to speak of fishing tackle and sporting goods generally, but for all that, orders this year are already coming in a fair way. This is especially the case from Manitoba and the North West, where an increased demand is evidently anticipated, for orders from those sections, so far, are much larger than they were last year. In this connection, importers agents for some of the big sporting goods houses state in endorsement of this, that orders for spring delivery are 25 per cent larger than they were last year at the same period.

The Toronto News Company have issued an illustrated catalogue of valentines, which is very neat and concise. Besides the general lines, they have a beautiful line called "Messengers of Love," lace valentines, and another line "Love's Souvenirs," box valentines, both of which are very pleasing and attractive. Some really new ideas are exhibited this year in comic valentines.

### THE DAILY PAPER RATES.

Editor BOOKS AND NOTIONS.

SIR, - You invite opinions from the trade as to the increased charges of the Toronto daily newspapers; and I think it to the interest of all dealers that they should give free expression to their views, both as to newspapers and other trade matters. But to write to a monthly publication respecting what should be promptly attended to—if any good is to be accomplished—seems to me almost useless. Ere your next number appears, the increased price question will have been tested, and probably either established or abandoned.

So far as the newsvendors are concerned, there will be fewer sold, and the number ordered for miscellaneous or casual sales materially reduced. At former rates we could afford to hold a number of the morning edition on the chance of selling them, but at the increased rates there is no inducement; the profit is now somewhat more on the evening edition, but the sales will be far less. The publishers should understand their business better than others, but their circulation will be much reduced, though that will be no loss to them, unless it affects the advertising department, of which they must be the best judges.

The want of an active Booksellers' Association is now felt, and if this newspaper change revives the one of which you profess to be organ, some good will be done to compensate for the sales we are looking forward to. Not that much was accomplished in the past, but much may be done in the future. First, a large membership is required, then loyalty to the rules laid down is imperative, and lastly, an organ is necessary that will be published at least twice a month, on a stated day. A paper making its appearance on alternate weeks would be more likely to pay, than if published once a month; a freshness and interest would be given to its contents, and its advertising patronage would be more general and more useful to the trade generally. Ontario nor Canada, is rich enough to sustain two trade journals, and whilst each appears only twelve times a year their influence is almost nil, but let there be one paper, frequently published, let the trade give it a generous support, and act fairly towards each other, and the Booksellers' Association and its acknowledged organ, would be a power for good. Why not call a meeting of the trade at an early date, and have the matter thoroughly discussed?

Other matters even more important than the price of newspapers are now seriously affecting every bookseller, the frequent changes in school books, the varied editions on the same subjects, and the free use of school books through the School Boards, all are deserving of careful consideration. The supply of magazines could also be profitably looked into, but individual efforts would be fruitless, in these days of combines unity on the part of the public seems absolutely necessary for self-defence.

Yours,

Guelph, January 14. JNO. SMITH.