

indications point to a brisk and profitable fall trade. Whether it was owing to close and careful buying, or to improved business, or to both, payments have come in better both from the city trade and the surrounding country than they did in 1885, and this is an indication that the trade generally is at present in a good, healthy condition, notwithstanding the combined effects of small-pox and flood.

UNIT.

THE ROAD (NOVA SCOTIA), July 12th, 1886.

DEAR SIR,—I am sorry I have not time to give you such full account of the book and stationery trade as you suggest, but in future I think I can have it supplied to you from a traveller who has the ability and time to do it justice. I may briefly state for the present that the volume of business has been much the same the last six months as that of the previous, but there is an increasing number bidding for it. Several English houses have sent representatives through the provinces this year for the first time—and for the last also, let us hope—for while they gain a temporary increase of trade they must ultimately lose by the large number of city accounts which such a course must alienate.

Money has been hard to collect and business failures of the worst type, owing, we suppose, largely to our want of an insolvent law; notably those of T. P. Connolly, Halifax; E. Flint & Co., Yarmouth, and John Connolly, Halifax, who have not paid outside creditors one cent.

A good deal of smuggling and entering at undervaluations and other attempts to defraud the customs have been detected, one case in Halifax, two in Truro, and several at small outports; many of them we regret to say have been hushed up or compromised, much to the injury of the honest trader and commercial morality. Prices here, as elsewhere, are growing beautifully less until the margin on sundry trimmings of the business is no more than was wont to be got on the flat papers. The trade in the cheap reprints seems (if no other) to be flourishing and as arrangements have been made by the Lovell Company and Harpers to have their cheap books supplied from Halifax at a very liberal discount we trust it will prove a profitable line to the retail bookseller. Promising for my successor and fuller and more interesting letter, I am

Yours,
A TRAVELLER.

HALIFAX, N. S.

Editor BOOKS AND NOTIONS.

DEAR SIR,—I had just settled down for a summer's nap—for as you know Halifax is nearly always asleep—when I was woke up by Mr. Sutton, the general representative of a firm, of your city, to see his splendid and artistic line of samples, and whilst I was wondering how they could possibly make up such nice things for such low prices I came across an invitation in your last issue to write. Well, we haven't much to say. Trade goes on in the same humdrum style, and we continue to abuse the government just the same. For no matter what government is in power Halifax always blames it for bad trade.

T. P. Connolly has removed to the middle of the same block, on Granville-street, and C. W. Knowles,

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