

Of course, they look at the matter from a different standpoint than what we do. They object to the mode of obtaining money for the support of the church; we object to the competition with regular traders, and the deprivation of work for the needy. There is no real argument in favour of their continuance.

Those who moved and seconded the resolution referred to, are particularly deserving of warm commendation in having the courage of their convictions in placing on record their views. For it is a well-known fact that a large proportion of their congregations are enthusiastic in their devotion to raising money in what is now happily considered an objectionable way.

In a letter from a clergyman, whose church is not a fancy fair church, and who does not like that way of giving, he says that the woman who has no money but will give work, gives with a true spirit; and we agree with him, but the question comes in,—How about the deserving poor who is, by this very act of giving, partially deprived of a livelihood? The church that accepts the gift is responsible for the loss of work to the patient plodder with the needle.

We know that the attempt to induce people to refrain from this, which many consider a pleasant duty, is a herculean one. But Rome was not built in a day, nor has any reform been effected in a moment; patient plodding generally wins

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WEAK-KNEED GRUMBLERS.

THE propensity to cut prices is inherent in some men, so that when a concession is made by publishers these people want to give away the profit, and without any good reason. This has been well illustrated in the case of the better terms given by *The Mail* to the trade. We have seen a letter from a man who has in no way identified himself with the Association in endeavouring to get concessions, complaining that more discount is not given. He modestly refrains from asking a present for his regular supply; he only insists on bigger reductions. And, behold you! what would he do? Not pocket the difference, but reduce the price per week to ten cents? And he thinks, too, that there should be no graded price for the shorter term of subscription. A short letter elsewhere from a man who has been very active in the matter, expressing satisfaction with the new arrangement, as well as the letter from London in last issue, conveys the opinion of the trade generally as to the equity of the present terms. In the first letter referred to, the writer thinks that the customers will change to the ten-cent-a-week paper. Well, it is not the dealer's loss; it is only the loss of a subscriber to the dearer paper. We would urge strongly in this matter, a

small matter, but small matters added together make large ones, that they hold firmly to the prices as laid down. Where there is any disposition to cavil a little firmness for a few weeks and—the fight is won.

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THE MUSIC TRADE.

OTHER topics of interest have prevented us referring to the late correspondence regarding music publishers and dealers. On the whole, the subject has been fairly put, and the charges against the trade have been well met, except that in the last letter published, the writer might have gone farther in speaking on the question of honesty. Like all other businesses, some dishonourable men will creep into the book trade, and possibly into that of music publishing also. But to charge the whole body of men and women who sell music with dishonesty, for that practically was the statement, is just a little too much to be borne with patience.

Accustomed as those dealers had been to selling music at moderate prices, they naturally expected to sell the same pieces at about the same rate, and it interfered considerably with their trade, people objecting to pay double or treble the former price. This is, we believe, where the main difficulty came in. We pointed out what we considered the mistake of the new music company at the time of its commencing business, and we are satisfied that the experience gained justifies our prediction.

Dealers accustomed to buy cheap editions still bought them, and carelessly or otherwise bought some that were copyrighted, and having bought them, sold them. Some instances of very harsh dealing with those who we are satisfied were innocent of any attempt to do wrong, have been brought under our notice. One instance where a publisher—not the Anglo-Canadian—endeavoured to entrap a dealer into breaking the law, shows to what length some people will go and how very mean a man can be. That and the temptation to and encouragement of one dealer to spy on another are instances of cases to which heretofore the book trade has been a stranger.

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TRAVELLERS coming in from their sorting-up trips report few sales—not sufficient to make it at all satisfactory—but orders for fall goods large. Particularly is this the case in books. Some houses are doing much better than in former years. In this city complaints are made of poor trade, though here and there is a man who, with a cheerful face, speaks of good business. Outside of Toronto in Ontario business is as a rule very dull. East and west of this province dealers don't think their localities worth mentioning.