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EXPORT TERMS ON APPLICATION TO TRADE MANAGER

too short to waste on such papers. I used to sell the morning edition of the News when the price was 10c. per dozen to the trade and 2c. retail, but when they put the retail price down to a cent I immediately discontinued handling it. Our expenses are too great to handle papers on which we can make only from a quarter to a third of a cent apiece. What is the use of doing business for fun, anyway, as a great number in our trade are doing.

A. ROBINSON.

PRINCE ALBERT, N. W. T., Mar. 26, '89.

DEAR SIR, Living as I do a considerable distance from a railway and never seeing any travellers, I find it almost impossible to get a good selection of fancy goods, etc., from the different houses in the East, and I would like to get a buyer in Toronto for these lines. I do not wish to confine myself to any one house, and would like to correspond with one who could make a good selection of these goods from time to time, not favoring any one house if better goods could be got elsewhere. The amount of business would not be very great, probably from \$500 to \$800 per year at present, but he would require to have good taste in his selections and also to be familiar with the different stocks in Toronto. Would you be kind enough to hand this letter to such a party, asking him to communicate with me on the subject, or you might send me the name of such a one, as you think best.

By so doing you would confer a great favor on yours respectfully,

EDW. J. CANN.

We publish Mr. Cann's letter and hope that some of our subscribers may be able to fill his want. We suggest that fancy goods dealers in future make their advertising in BOOKS AND NOTIONS large enough to be able to fully describe and illustrate their goods, so that our subscribers may be able to buy without the aid of samples when, as is the case with Mr. Cann, they live off the regular line of travel.

DEAR SIR, I was delighted to read "Montreal's" letter in your March issue, regarding the responsibility we booksellers incur in exposing for sale literature which in itself has a tendency towards unsettling the minds and lives of our patrons, and, perhaps, demoralizing many a promising young life.

"Montreal" is not a "fool" in giving voice to his conscience, but, on the contrary, he is expressing the honest doubts of many a bookseller who has never really put his feelings into writing.

I am responsible, if I do what is referred to, and so am obliged and glad to say to a customer, "Excuse me, sir, I am not selling such and such a book," and when asked why not, an opportunity is given of taking a stand against such literature that will, nine cases out of ten, receive a commendation.

I would be glad to join "Montreal" and others in paying a capable person to advise

us by Postal Card as to the moral standing of each novel immediately upon publication, or I would be glad to have suggestions offered to help us in our endeavour to place before the public only good reading matter.

Hoping "Montreal" will let us know his name and address. I am, yours truly,

ROBT. D. RICHARDSON.

WINNIPEG, March 16, 1889.

MONTREAL MARCH 22, 1889.

DEAR SIR, The question asked by your correspondent "Montreal" in the last number of your paper "Should I keep in stock a book which I know to be immoral, indecent, misleading, infidelistic?" can only be answered in the negative.

It seems to me, however, that the book, "Robert Elsmere," the sale of which gives this bookseller so much trouble of mind and conscience, is a mere pigny compared to other books found in every well appointed bookstore, and which, according to the light in which your correspondent looks at books, should not be sold by him either. According to that light, Shelley, Byron, Shakespeare, Goethe, Heine, etc., etc., should be considered as immoral, indecent, etc. The Rev. LeRoy Hooker, of Toronto, said recently, that "many of the standard poetical works were far more deleterious in their effect upon the mind and morals of the reader than the