

have still enough substance to hold out until the full tide of immigration sets in, as it must do sooner or later.

In the wholesale trade in general the returns for 1886 show an increase of some \$3,000,000 over those of 1885, and the jobbing houses in our own line have had a full share of the benefits accruing therefrom.

Yours truly,
GARRY.

January, 1887.

DEAR SIR,—This year I bought largely, in the United States, of fancy goods, etc. They sell better than anything I bought in Canada. The reason is there is so much similarity in the lines offered by the Canadian jobbers, and the worst of it all is, the most of them peddle their wares all around town to every Tom, Dick and Harry, and the result is that probably six or a dozen dealers will have the same lines of goods; and then the public say they are so common they won't buy them, and moreover, there is almost sure to be cutting in prices. I have quit buying goods from fancy goods peddlers (who sell to grocery stores and the like). There is more than one fancy goods house in Toronto from whom I used to buy as high as \$400 in one bill, and from whom I scarcely now buy anything, nor do I intend to as long as they continue the peddling business.

The only way a dealer can make any money out of fancy goods, is to have entirely different goods to anybody else in the same town.

A CANADIAN WHO WOULD LIKE TO BUY AT HOME.

DEAR SIR,—Your article in the December number of BOOKS AND NOTIONS, entitled "A Plea for Fair Trading," strikes the nail squarely on the head. The time has now come for some decided action on the part of the retail trade to defend themselves and their business against the illegitimate greed of some of the wholesale dealers in stationery, books, notions and fancy goods. It is poor encouragement for the retailer who, for years has been trying to build up a legitimate trade, to see his efforts undermined by a class of small grocers and equally small wholesale houses. Take my town, for instance; in it we have two legitimate stationery, book, fancy goods and notions stores, one connected with the post-office, the other my own in connection with a drug business; a fair trade has always been done, which, if cut off from its connections would barely support one person, yet we found that during the season just past, that nearly every business place in the town had secured a stock of notions, fancy goods, etc. Even an undertaker and harness maker, who believes so firmly in protection that he succeeded in preventing a retail establishment from procuring supplies in his line, got a large stock of fancy goods, toys, albums, plush goods, notions, etc., from a Toronto wholesale house. There is not a grocery store in town, with one exception, but what carries a stock of school supplies, and in their paltry way try to undersell the legitimate trade. They will sell Readers below advertised prices, 10 cent slates for 8 cents, and if you can afford to give 5 slate pencils for one cent, they give 7 or 8, and so on. Now these people are not so much to blame as the snide houses, and even houses of some pretension who canvass them for their orders, and it is against these houses that

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