

stood in so well with the Government, or the Collector of Customs, that he succeeded in passing this completed publication through the Custom House free, as a work of art.

How is that for protection to the long-suffering printer, engraver and paper-maker? We may be misinformed, but the hint comes from a very reliable source. What say you, Messrs. Publishers? If any of you desire to clear your skirts of the imputation we will be pleased to record your denial. Speak now.

LAST month we enclosed in BOOKS AND NOTIONS return envelopes and circulars for subscription remittances, and have had shoals of replies. And the replies were very pleasant ones, not only because they each contained a dollar, but that they were almost unanimously couched in terms of the highest praise of BOOKS AND NOTIONS. "Go right on as you have been doing, and every Bookseller in Canada will support you," says one subscriber in a western city. Another says: "I cannot praise BOOKS AND NOTIONS too highly. It has been doing yeoman's service for the retailer. The trade of this section are with you to a man. You are their organ not only in name but in reality." "I take great pleasure," says an eastern dealer, "in sending you two dollars; this pays up to the end of 1891. I do this to show how heartily I approve of your course throughout." Another large dealer says: "I watch your advertising columns regularly, and the drummer whose house is not advertised there gets a very sharp No when he asks me to look at his samples."

We might go on for columns with such quotations, but the above give a general idea of the lot. We thank our subscribers cordially for their good words and their prompt remittances. Those who have not as yet replied will do us a favor by responding this month. Some few subscribers who had already paid their subscriptions for next year objected to receiving the circular, and thought they were being asked for more money. Not so. We could not, in filling in the blanks and envelopes, discriminate, so everybody got them.

We have now on our list of paid-up subscribers over nine-tenths of the Booksellers, News Agents and Stationers of Canada, and if we may judge by the letters received, they are not only paying subscribers but our very good friends.

THE value of trade exhibitions in centres where members of the branch regularly come together is being better recognized every day. Our friends of the paper, printing and stationery branches are invited by the Middle German Paper Union to send contributions to the trade exhibitions which are now held in Leipzig at Easter and Michaelmas on the occasion of

the celebrated Leipzig fairs. As Leipzig is the recognized centre of the continental book and paper trades, there can be no better opportunity for bringing our productions immediately before the eyes of our continental friends. Mr. G. Fledele, of Leipzig, who is a member of the Exhibition Committee of the Union, has undertaken to furnish information and assistance to intending exhibitors from this country.

A CIRCULAR has been issued to collectors of Customs, apprising them that all advertising pictures, chromos, chromotypes, or illustrations imported in connection with such journals as the *Graphic*, *Illustrated London News*, *Figaro*, etc., are dutiable under item 33 of the tariff. Considerable laxity has heretofore taken place in charging duty on this class of importations, but the Board of Customs rules that the duty must in all cases be charged hereafter. The duty will amount to five to ten cents per copy, according to the weight. Fortunately the order was not issued until after nearly all the Christmas papers had been passed. Action will shortly be taken by the trade with the object of having this order rescinded, on the ground that these pictures would not be manufactured in Canada.

WE wish to draw the special attention of our readers to the "Want" column which makes its first appearance in BOOKS AND NOTIONS this issue.

As this paper is read by every newsdealer, bookseller, stationer and fancy goods man in Canada, there is no such medium through which to advertise a business of any of these classes for sale, or a special book or article for sale or wanted. Such an advertisement is sure to bring a reply and the expense is very light—one cent a word each insertion.

Be sure, in answering these or any other advertisement, to mention BOOKS AND NOTIONS; it will help us and do you no harm.

"Why don't you attack this order system?" queried a dealer on Yonge Street the other day. "What order system do you refer to?" "Employees' orders, I suppose you call them. The employer or friend of the wholesale merchant with whom we deal wants to buy some goods which we handle. The wholesale man either will not sell to the consumer, which is right, or he will not break a package, or he has not just the article wanted, so he sits down and writes out an order to me to supply the article to the individual, and to charge it to his (the wholesale man's) account." "Is there much of this kind of thing going on?" "Much! I should say there was; I am sick of it. Of course, I have to charge for the goods at wholesale prices, and I am really, unwittingly it is true, injuring the trade. Ask the wholesale men to stop it; I am sure that the greater part of it is done unwittingly." So here we leave it for their consideration.