

ANOTHER SCHOOL BOOK CASE.—In Manitoba the school book question is creating a disturbance in the trade.

The books used are Gage's, on which only a discount of 20 per cent. is allowed.

It costs the bookseller outside of Winnipeg 10 per cent. to lay down goods, and his current expenses are greater than in Central Canada, consequently he is much worse off than even his suffering Ontario brother, and if he sells at list price he will lose money on every sale. The consequence is he has been charging from 5 to 15 cents more than the list so as to save himself. This is causing complaints to be made, and the matter is being investigated by the Superintendent of Education. We see it stated that the discount to Winnipeg booksellers is 30 per cent., so as to enable them to sell at Ontario prices. If such is the case a great injustice is being done to the trade in smaller cities and towns. We have not estimated the cost of these readers, but, judging from the profits on the Ontario books, there must be margin enough for liberal discount. The 10 per cent. extra to Winnipeg dealers is in itself proof of it. The trade in Manitoba should insist on their right to make a living as well as the publisher.

Ontario extends her sympathy to the trade in the Prairie Province.

### Publishers' Notices.

BOOK EXCHANGES—All subscribers to BOOKS & NOTIONS will be entitled to five lines free under this heading.

It is intended that Book Exchange shall fill a long felt want, as a means of exchange between retail booksellers. Hardly any one but has some book on his shelves unsaleable in his locality but perhaps of ready sale elsewhere. *The only stipulation by the Publisher is that all transactions be reported to him at once by Post Card.*

All over five lines 20 cen's per line each insertion. Money in all cases to accompany copy for extra space.

#### FOR SALE.

J. Eastwood & Co, Hamilton.

Mason's English Grammar Exercises.

Analytical and Practical Grammar.

White's first lessons in Greek.

Elementary Lessons in English, part first Teacher's Edition.

Key to Fasquette's French Method.

Otto's German Reader.

#### WANTED.

BOOKS & NOTIONS' Office.

Girls' Own Paper, Oct., Nov., and Dec. 1881 and Jan. 1882. Current wholesale rate.

Two copies Christopher Colomb. J. S. Robertson & Bros., Whitby and Toronto.

FROM WHOM WILL WE BUY?—In conversation with a Toronto Bookseller some time ago, it was mentioned that a certain wholesale firm would not advertise. "No," said the Bookseller, "they will not on principle, they would rather give the customer the benefit of the amount they would so spend in selling at low prices." "Then," was the reply, "you can of course do better with them than with the E. Co.," mentioning a liberal advertiser. "No, no," was the reply, "I can do better with the E. Co., and buy largely from them." This is true in every case. The firm which makes known its business by judicious advertising, draws so much more trade, that the comparatively small amount paid out, when spread over the whole year's business, is so little, that it is not felt, and the greatly increased business enable them to sell at closer margin. Besides, the places where you will find good goods and new lines, is in the wareroom of the enterprising advertiser.

The attention of our readers is called to those who make use of the paper, that is exclusively devoted to their interests, to make known the line of goods they sell.

WE are glad to record the fact that a large number have sent their unsolicited subscriptions to BOOKS AND NOTIONS during the past month. We have no space to refer to ourselves—our space is too valuable to our readers to waste it, but just a word with you, to publish costs money, and your share of the amount is only 50 cents a year.

To the Editor of BOOKS AND NOTIONS,—

Estimate of Cash to do a bookselling business of \$20 a day,—

Rent.....	\$350
Taxes.....	50
Fire.....	40
Light.....	40
Salary of Proprietor ...	600
One girl.....	150
One boy.....	100
Advertising in papers...	40
Do. hand bills, &c.	5
Insurance on \$3,000....	30
Interest on \$1,000 Capital	70
Bad debts—say. ....	30
Sundries .....	12

\$1,517

This business is done at a low estimate of cost, perhaps three hundred dollars should be added, but I am taking it at what it can be done for by very close management—this is 25 cents on each dollar received. How is this, country booksellers, how can you make money with only 20 per cent. Readers, Sea-side Libraries, &c. I make no allowance for theft, depreciation of stock, at this rate, and if there is no change for the better, bankruptcy stares you in the face. The same calculation applies to a forty dollar a day business.

AN OLD BOOKSELLER.

Will be glad to have the views of the trade on this matter. Interchange of opinion is the only way to be able to take advantage of the experience of others.—Ed.