

N. Y. Z., Toronto, writes: I have been informed that a certain book store, on Yonge St., has got the privilege of supplying all the books to the students of the Model School. The scholars are instructed by the teachers to go to this store for their supplies. If this is so I consider it a great injustice to the trade.

ALEX. SCOTT, Barrio, writes: Business is very quiet at present. Harvest is late, and money scarce. Prospects fair for a good Christmas trade.

**LARGE DISCOUNTS AND INFERIOR GOODS.**—The habit of dealing in cheap and inferior articles which allow of large discounts, which seems to prevail among certain stationers, is a most pernicious one and extremely detrimental to the good name of the trade. A case which recently came under our observation fully demonstrates our proposition. Some time ago a certain useful and ingenious novelty was introduced to the public, which, like all articles possessing any merit, was soon imitated with an article which, though it sold at the same price, was inferior to the original, both in its manufacture and the material used in its construction. Some time since a gentleman had need of such an article and this novelty was strongly recommended to him. Accordingly he went to his stationer and inquired for it. The stationer informed him that he did not have one of the originals and offered him the imitation, saying it was just as good and sold at the same price. The gentleman having explicit confidence in the stationer's word, purchased the article. He soon after this fell in with a friend who had one of these imitations, and upon comparing the prices paid for the two, found that his friend had purchased his at just about one-half the amount his stationer had charged him for the one he was using. Moreover, about this time the imitation began to assert its inferior qualities and the gentleman began to commune with himself. He reasoned, that if the stationer would take an advantage of him in a matter of this kind, what reason had he to suppose that he would not do so whenever an opportunity presented itself. Accordingly he hastened to the stationer's establishment in hot but righteous haste, told the somewhat astonished dealer what he thought of such treatment and took his trade from that house. As this gentleman was an officer of a large institution, which used a considerable amount of stationery in a year, the stationer seriously felt the loss of his trade. Although this is but a single case in point there are many more, and those of our trade, who, tempted by large discounts, will deal in articles of inferior quality, must expect to see their trade suffer.—*Geyer's Stationer.*

**BOOK TRADE IN GERMANY.**—The book trade of Germany differs from both that of England and that of France not only in its extent, but also in its character; for while, with few exceptions, the books of this country appear in London, and while the majority of French books are issued in Paris, there is hardly a town of importance in Germany that does not contain several publishers. However, though Germany has no centre of production it has a centre of distribution, and from Leipsic books of the weight of over 7,000 tons are sent out annually.—*The Bibliographer.*

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