

got thus far in a long question when an emphatic *no* resounded through the room.

A question as to how best to retain within the town the stationery supply to manufacturers, etc., was answered by **THE ORACLE**: If a man cannot, with tact and fair prices, keep the trade of his own town out of the hands of the travelling pedlar, he deserves to lose it.

J. G. Oloke moved, seconded by T. J. Day, and resolved: That the members of the Booksellers' Association of Ontario will not in future buy the publications of McLoughlin Bros. unless they keep their books from being slaughtered by the dry goods people of Ontario.

It was resolved that the full office rent of the Association be paid for the coming year, the Secretary having paid one-half for the year now ended.

The session closed, it being considered that there was not sufficient work for an evening session.

E. A. Cairncross, Shakespeare, and A. C. Osborne, Penetanguishene, were among those with many city men who would have been present had there been an evening meeting. It was a mistake, as it always is a mistake not to keep a promise, not to have held a meeting.

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#### IDIOSYNCRACIES OF BOOKSELLERS AND OTHER PEOPLE.

On your way up Yonge street, Toronto—you have to walk a good distance to get to 618—you will see a novel sign, being an exact imitation of a Canadian postal card. Samuel Wallace thinks his wife entitled to much praise for the novelty of the idea.

"It is a book that will sell," said a King street saleswoman; "but not to those who buy books to match the table cover."

In Brantford the other day, among the tales told was one that a man comes in yearly to a store, stays all day picking and sorting; but there was some consolation in the fact that he usually bought \$20 worth. This was the Simcoe man's tale. The secretary of the local association says that a rare good chance for a long talk on a dull day is when six men come from a long distance to buy \$10 worth of Sunday School books. Happy are they if they get him to throw off the few odd cents at the close. We think it was the alderman that capped the whole by telling of four representing the class who came in to buy a desk as a present for a high grade teacher, and after looking at many costly articles it was found that they had nearly two dollars, all told!

"When you get a man pleased with an article, he doesn't mind the cost," said **THE ORACLE**. "Don't be afraid to ask a good price because you have an idea your neighbour may cut below you."

Good stationery and books are the only staple goods for which an increased demand can be obtained independent of increase in population. So much groceries, so much dry goods, is all the people will buy; but as the taste is cultivated for goods in our line the demand for books and stationery will greatly enlarge. It was the New York traveller who made this wise remark.

We must give it, even if it is at our own expense: The Secretary was complaining to the Convention that some letters regarding organization of local bodies had not been answered, instancing one that was two months previous. It brought the Sharp retort from the president: "I think he has taken that time to try to read it, if I may judge from some letters the secretary has written me."

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