

school books 20 per cent., otherwise they were getting fair profits. The Association had been a decided benefit to the trade.

Mr. Rothwell said that in Brantford the trade were now working well together. The Association had done away with all disputes; in the year they had not one disagreement. They also furnished each other with information regarding persons who would not pay for their papers. When a customer refused or neglected to pay for his newspapers the dealer informed the other members of the trade. They therefore refused to let him have a paper unless he paid in advance.

Mr. Tait, reporting for St. Catharines, said the trade there were working very satisfactorily together. They were the pioneers in arranging newspaper rates. They advanced the price of the *Empire* and *Globe* to three cents, and they were now handling these papers at a profit.

Mr. Sharpe said that the trade was in a satisfactory condition in the Huron district.

Mr. Tait drew attention to the advisability of appointing an organizer to work up local Associations. This gave rise to some discussion as to the expense, which was decided by a resolution of Mr. Irving, seconded by Mr. Hart, that "Any expense incurred in organizing district Associations shall be borne by members of said district."

In reply to the Secretary, it was agreed that when a member was two years in arrears he ceased to be a member.

Mr. Dyas gave notice of a revision of the constitution.

Just before adjourning, Mr. Bryce drew the attention of the retail Booksellers to the number of Canadian copyright books that were being imported and offered for sale here. He asked them to refuse to handle these piratical editions.

Mr. Irving said he had seen the Minister of Customs but he said that there were so many books that they could not keep track of them all.

Mr. Wilton remarked that they managed to keep track of the music.

No action was taken.

TRADE NOTICES.

Guelph is thriving. Mr. W. G. Nelles has found it necessary to have larger premises to enable him to meet the growing demands of that city, and has taken possession of a fine store near the post-office.

Mr. Geo. H. Doran has succeeded Mr. H. H. Bebis, of the Willard Tract Depository. Mr. Bebis takes the management of the Standard Pub. Co.

The Willard Tract have control of the Canadian trade in Art Books and Ribbon Booklets. They report immense sales of this new venture in Christmas books. They are fine works of art for a small figure.

The wholesale dealers in Xmas goods in Toronto are very busy, and gas-light from cellar to attic is the universal order of the day. Taken as a whole trade is ahead of last year, with brighter prospects for the next six months.

Xmas cards—except booklets—have fallen off considerably this year, and wholesalers are looking for sorting-up orders late in December.

The stock of albums still unsold are very low and

the prices are proportionately stiff. These dealers' therefore, who gave import orders are appreciating their daily arriving stocks.

Retaliation is again being threatened by our friendly neighbors, their only reason for not enforcing it being the sure loss their own railways will incur by the step. That loss, however, is being felt already, for enquiry amongst our largest importers brings out the fact that they are almost universally having their goods shipped *via* Halifax and Montreal, which by the way is a cheaper route than around by New York.

Failures in the Stationery and Fancy Goods trades have been conspicuous by their absence during the last month. Is it because wheat is \$1.25 a bushel?

Geo. Ashfield, one of the largest, though youngest, Fancy Goods dealers in Ottawa, had his place gutted by fire about ten days ago. His loss will be about \$7,000 fully covered by insurance. We hope he will be in shape again in time for the Christmas trade.

The weighty representative of Raphael Tuck & Co., commonly known as "John L. Sullivan," is in town looking after that firm's interests. He says that their trade keep up with past years.

Plush goods are selling in greater quantities this year than ever. Opposition is keener and yet the old houses are doing more business than in previous years. Instead of being a fancy for a year or two they have developed into a staple line.

Square purses are becoming quite fashionable instead of the oblong shapes; some ladies going to absurd extremes.

PRESENTATION TO WARWICK & SONS

The following was omitted from last month's issue:

The address to Warwick & Sons which was decided upon at the annual picnic and moonlight excursion, was presented to the firm by the employees last month. It was beautifully illuminated by R. M. Williams. Encased in a very handsome frame it now adorns the mantelpiece of the firm's private office. The address is as follows:—

At a meeting held on board the steamer "Rothsay," 24th Aug., 1888, while on a moonlight excursion given by Messrs. Warwick & Sons in connection with their annual picnic, the following resolution was carried unanimously by a standing vote:

"We, the employees in the various departments of the stationery warehouse and the printing and book-binding establishment of Warwick & Sons, do tender our best and most cordial thanks for the excellent entertainment provided by them for us this day in this excursion and picnic to Lorne Park, and the moonlight excursion on board the "Rothsay."

"We desire that the good and kind relations now existing between the firm of Warwick & Sons and ourselves which has been promoted by the kindness shown us on this occasion, will be continuously observed in the establishment, and wish the firm every success and prosperity."

JOHN L. ROBERTSON, Chairman.	} Committee.
GEORGE E. BRYANT,	
JAMES MURRAY, JR.,	
CHARLES JOHNSON,	