

# Books and Notions.

PUBLISHED THE FIRST OF EVERY MONTH.

OFFICE:—20 WELLINGTON ST. EAST, TORONTO.

ANNUAL SUBSCRIPTION - - - 50 CENTS.

*Organ of the Booksellers & Stationers' Association of Ontario, and its Branches.*

VOL. III. MAY, 1887. No. 10.

## RATES OF ADVERTISING:—

	1 month	12 months
1 page.....	\$16 00	\$160
1 column.....	10 00	100
1/2 do.....	6 00	60
1/4 do.....	3 00	30
1/8 do.....	1 50	15

All Communications intended for publication must be sent in not later than the 22nd of the preceding month.

**J. J. DYAS, Publisher.**

IN our March number a correspondent complained of the rise in the trade price of one of the series of drawing books. Some interpreted it to mean that it was by the sanction of the Department of Education. The writer of the letter says he was misunderstood, and we do not see how such interpretation could be put on his remarks. The Canada Publishing Co. was the party that raised the price, without any reference to the Minister; and the discount now given, 25 per cent, would under ordinary circumstances be a fair one, but in such cases as that mentioned neither 25 nor 33½ per cent would be sufficient.

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WE have before now referred to "on sale" goods. Complaints are frequent that dealers who make no objections to receiving such articles do not in any way endeavour to push sales.

We are surprised to know that some even put the goods aside, under the counter, or anywhere, instead of displaying them to advantage. This is not an honourable way of doing. The goods cost them nothing, if not sold they can be returned without any charge whatever, and the least that should be done would be to put them where they would be properly seen.

Anything novel will be sure to attract attention; so if no other object is gained than to please a customer, something is gained by open display.

There is no compulsion to take "on sale" goods, so they should be properly treated when they are received.

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ALTHOUGH trade generally is not very brisk, about the average at this time of the year, dealers are buying pretty freely, having faith in the future.

## TO BE OR NOT TO BE.

On the 16th ult., the deputation to wait on Sir Charles Tupper, Minister of Finance, regarding proposed duties on cheap books, paper, etc., and to interview Hon. A. W. McLellan, Postmaster-General, on postage, met in Ottawa.

The deputation comprised H. Fred. Sharp, St. Mary's, President of the Ontario Association; A. S. Irving, Vice-President; H. J. Clark (the Copp, Clark Co.); W. Bryce, G. R. Warwick, Toronto; N. T. Wilson, London; A. Gillies, Hamilton; H. C. Cadieux, Wm. Drysdale, and C. S. J. Phillips, Montreal; John McMillan, St. John, N.B., and James Hope, Ottawa.

The President of the Association presented the memorials, which, and the short explanations, necessarily short owing to limited time, were listened to courteously by the Ministers, who promised to consider carefully the case presented.

It will not be known until the budget speech is delivered as to what the results of the interview will be.

For the first time the opportunity was given of inviting the co-operation of those outside of Ontario to co-operate with our Provincial Association in matters affecting our trade. Right heartily did Montreal respond to the call. With but very little time for notice, C. S. J. Phillips got a large meeting of the trade (see report elsewhere), when resolutions were passed expressing the same views as those of the meeting in Toronto. As it will be seen three prominent members of the trade were appointed a deputation to act with those from Ontario; added to those John McMillan, of St. John, N. B., who was in Ottawa at the time, took part in the interview.

We know not what may be the result. One thing is certain, there will not be granted all that was asked by the paper-makers and their allies.

The contention on the part of the trade has been done openly and above-board.

The meeting in Toronto was a public meeting of all interested. Not so with the publishers and others. They did not court publicity. The quieter they could work their plans the more pleased they were. Nor did they give an opportunity to any whom they supposed would be opposed to them to express their opinions.

It may have been an honest way of getting the views of those interested, but it is not our way. As an evidence of the desire on our part to treat all interested fairly, it will be noted that at the Montreal meeting an envelope manufacturer was present. This will account for at least one of the dissenting votes.