

It would not be in order for the publishers to allow the trade a better profit. They can afford to do so as they make enormous profits. On the other hand, the regular trade sell most of the school books at or about cost, when express and other charges are taken into consideration. There is practically no excuse for them. They have the Minister completely under their control, and he dare not reduce prices. This was never better shown than in the present arbitration. The Minister and the arbitrators have to do just as the publishers say in the matter, as we shall show in later issues. It is said that *strong local firms* have offered to produce the books at 50 per cent. less cost and to give the trade a much larger profit.

THE NEW POSTAGE RATES.

The following is a copy of the circular issued by the Postmaster General in regard to the postage increases, which came into force to-day.

The rate of postage upon letters posted in Canada, addressed to places within the Dominion or in the United States, will be 3 cents per ounce instead of 2 cents per half ounce as heretofore.

Upon drop-letters posted at an office from which letters are delivered by letter carriers, the postage rate will be 2 cents per ounce instead of 1 cent per half ounce. The rate of postage upon drop-letters, except in the cities where free delivery by letter carriers has been established, will be 1 cent per ounce.

The fee for the registration of a letter or other article of mail matter will be 5 cents upon all classes of correspondence passing within the Dominion. For the present and until further instructed the registration fee may be prepaid by using the 2-cent registration, stamps and postage to make up the amount.

Letters insufficiently prepaid will be charged double the deficiency, as heretofore, provided at least a partial prepayment has been made. Letters posted wholly unpaid will be sent to the dead letter office for return to the writer.

DISGRACEFUL JOURNALISM.

We seldom make reference to our daily press, but when occasion demands we feel it our duty to lift our voice in favor of honorable journalism. The disgraceful conduct of some of our city papers is fast reducing the standard to mere personal abuse. Instances of this character we regret to say are far too numerous. They are painfully frequent and seem to be designedly written with the view of catering to the depraved tastes of the worst phases of human nature. Such practices should be stopped. Surely the law of libel does not mean that an unscrupulous journalist should be permitted to fire his bullets of venom indiscriminately into a body of men any more than that he should be allowed to take deliberate aim at a single individual. Let any man with a keen sense of honor read carefully the pages of the Evening Telegram, and we venture to say he must feel humiliated as well as distressed to think we live in a

community which tolerates such degraded and degrading journalism. The public recognizes the true mission of the press, and even when it steps a little beyond the line in a righteous cause they are prepared to forgive. An example of this kind of recent date was this very paper in defending itself against the libel suit by our city contractors. Our people, however much they sympathized with the Telegram during the trial, took no delight in the persecution it kept up after the trial was over; and there was a general expression of regret when the Judge could not see his way to make the paper pay its own costs, purely on account of its conduct subsequent to the trial. We quote a few examples from the Telegram as follows:

"To say that that august body, the Court House Committee of the City Council, hadn't as much brains as a hen, is to throw a most undeserved slur upon the intelligence of that most useful biped."

"He has more clothes than he has intellect, perhaps, but the truth is that Ald. W. J. Hill can change his mind quicker than he can his raiment."

Such writing as this we know every respectable citizen thoroughly condemns with a most profound contempt for the paper that writes it, and yet such things are of daily occurrence among us. Is there no remedy for such outrages on our people? Must our aldermen give their time to the public free and also freedom to the papers to slander them at will.

CANCELLATION OF ORDERS.

If there is one thing more aggravating than another, to the ordinary wholesale merchant, it is to have an order for goods, which have been booked, refused or cancelled by the customer, for no other reason, perhaps, than since the order had been given the market price of these particular goods had declined or that a rival traveller had offered him the goods at a lesser rate than he had given his order for. It is annoying to the wholesale merchant, that, after an order has been booked for goods for import or forward delivery, if the market decline, a desire is expressed to have the order cancelled.

There are few, if any, wholesale houses in Canada, that will not deliver goods as promptly as possible, even though prices advance sharply after the order is booked. In fact, at the time the order is booked, all reliable firms, in turn, contract with the manufacturers or their agents on the basis of the sale, or else have previously covered their contracts by purchasing ahead, and, consequently, deliver at the same time profit in case of an advance, as they would had the market declined. But when in the event of a decline customers endeavour to cancel, or refuse to accept delivery, the wholesaler or importer is placed in an exceedingly awkward position. As for example: A, who is a consumer of galvanized iron in, say Woodstock, places an order with B & Co., a Tor-

onto wholesale firm, for two cases of galvanized iron at 5c. per lb., delivered at Woodstock. In order to deliver at this place it is necessary for B & Co. to have this iron shipped on a through bill of lading from London or Liverpool, as the case may be, and this is done. But before arrival of the iron A writes that he has been offered same quality at a lower price, and unless B & Co. will meet this figure he wants the order cancelled. For B & Co. there is but one thing to be done in order to protect themselves, and that is to insist upon the terms of the contract being carried out, but in most instances the buyer is a customer whose trade is, perhaps, valued highly by the wholesale house, and for this reason the latter does not care to insist on the purchaser taking the goods, and must, if he cannot otherwise arrange and does not see his way clear to lose money in accepting the price offered, have the iron held to order at Woodstock, and sell it when opportunity offers at whatever he can get for it.

This is manifestly unfair. No wholesale house can afford to pay travellers expenses and salary for the purpose of booking orders, and then have these orders cancelled, nor can they afford in every instance to insist upon delivery being taken; the results are clear. The wholesaler loses confidence in the retailer and in the next transaction must take into account the manner in which the previous transaction was regarded by the customer and ask for his goods a proportionate increase in price by way of protection. The retailer on his part must feel that he cannot continue to do business on the same footing with the wholesale house, and distrust and dissatisfaction, besides oftentimes pecuniary loss result from what may at the moment seem to be but a minor matter in the cancellation of an order.

Let it be laid down as a standard principle to guide every transaction of every business man of integrity and honour that whatever goods he orders he shall be prepared to take, and that without grumbling, no matter what changes take place in the market; and also it is well for the retailer to bear in mind that the wholesaler has his business to carry on the same basis though on a somewhat larger scale, and the same rules which govern one in a transaction or in the carrying out of a contract—should also govern the other.

KEEP CLEAR OF THEM.

At an informal meeting of creditors held at this city last week, an evil from which the trade is suffering was very clearly demonstrated. The firm in question showed assets of about \$4,000 and liabilities of about \$6,000. The chief creditors were represented. They were made thoroughly conversant with the case and unanimously urged the firm to assign. On the advice of the solicitor who accompanied them to the meeting, they positively refused to do so, but tried to force a settlement at