

merly were much more in request; no library being considered complete without certain well-known and prominent authors—a Shakespeare, a Tillotson, a Josephus, a *Whole Duty of Man*, a *Paradise Lost*, a *Bible*, or Commentary, a *Book of Martyrs*, and a *Pilgrim's Progress*. These, with their various editions, were well-known by the Trade, and there was then the leisure to con them over. But now-a-days, with the multitude of authors and writers, with the cheapening of literature, with the facilities of the post with its voluminous correspondence, and the rail with its hurrying crowds, there was no chance, no opportunity for the bookseller or assistant to acquire that solid information regarding the books and authors of the day, not to speak of those of the days gone-by. In suggesting a remedy, which it is conceived is not impossible, notwithstanding the demands of the present day on the younger brethren in the Trade, very good counsel is given. It is urged that more attention be given to their own professional culture, in acquiring an intimate knowledge of our literature, in studying special branches and so on; but particularly it is urged, and primarily, to attain a knowledge of Bibliography—first general, then special—and to study it as a science; and, with a view to promote this and to test the possibility of any good resulting from the attempt, it is proposed by *The London Bookseller* to offer a series of prizes for the best papers, collections, or essays upon particular subjects, the first to be named in the February number—the competition to be open to British or Colonial-born booksellers or booksellers' assistants.

As hailing from the battle-field of the Trade in the old world, and retaining a kindly interest in anything affecting its welfare, and possessing a profound pride and a pardonably growing one in the Trade, though almost at the extremity of its circulation, we heartily thank Mr. Whittaker for his considerate thought, his kindly suggestions, and his generous offer in the interest of the young men of the profession. He has touched a subject much thought of by the present writer—the professional education of the Trade—and it is gratifying to us to have had the opportunity in alluding to the admirable article in question, to bring the subject in these pages to the attention of the Trade in Canada.

In a new country, and in a trade but young in our midst, it is true, we do not look for that professional culture and that intimate acquaintance with the Bibliography, far less with the contents of the works of the age, which is looked for among the Trade at its centres. Still we would urge on book-men and their assistants the policy of acquiring

a knowledge of their Trade, as well as the pleasure to be derived from the studies connected with the various branches of their profession.

The country is rapidly going ahead, extending its borders, acquiring new territory, emigration is flowing in, population settling, and with education advancing and the desire for reading growing among the people, the booksellers of Canada are destined to play an important part as educators of the people, and in advancing the intelligence and morality of the masses. Hence the importance and the necessity that men in the Trade should be educated, and be alive to the necessities of the progressive times in which we live, to take advantage of any opportunity occurring for the advancement of their trade; to push connections here and there; to improve their facilities for procuring the wants of the community in which they are located; and to lead and quicken the thought of their neighbourhood, which will all tell to their own personal interest and importance, and to the welfare of the country at large.

LONG CREDITS.

There is a subject connected with the mode of conducting business in the Book Trade in Canada which we desire to bring before its members, and we trust that in ventilating the subject in these pages we may be able to bring about a change in respect to it. We allude to the reprehensible system of long credits—a system which it would be wise and advantageous for all—wholesale and retail men—to endeavour to remedy. The truth is, the evil is a wide-spread one in the country, and the book-trade are not alone in fostering and perpetuating the evil. It more or less affects all trades, and has had its existence, no doubt, in the lack of capital, the high rates of interest, as well as in the over-crowding of people in business. That it is an evil, we presume no one will dispute—operating injuriously in a thousand ways, and one which every day shows to be disastrous in its consequences. To the importer it is an injustice, as he cannot afford it; the length of credit allowed him by the manufacturer, not to speak of the time consumed in the transit of the goods imported, and the time he may run on ere the goods find a customer—being within that, in many instances, allowed by him to the retailer; and in the case of importing from the States, it is clearly so, where all accounts are adjusted monthly. Then to this has to be added the risk run, after the sale is made, during the six and