

THE ANNUAL MEETING.

The time for the annual meeting will soon be here. The date is Wednesday, October 29th, the time 2 p.m., and the place will be fixed later. It will be probably the Queen's Hotel parlor, which has always been kindly placed at the disposal of the Association. Some, however, talk of the new Board of Trade building. There are a number of important matters to be discussed, and all enterprising booksellers, stationers, and news-dealers should be present. You should consider it a duty to be there. We are all in business to make money. The object of the Association is to help us to do so. If you see any way in which the profits of the business can be increased write a letter to BOOKS AND NOTIONS about it, and come to the annual meeting and propose. Two important matters at least will occupy some attention, the postage on periodicals and discounts on school books. The advisability of getting better profits on periodicals should also be considered. If you think of anything else write BOOKS AND NOTIONS.

THE EXECUTIVE MEETING.

At the August meeting of the Executive Committee Mr. A. S. Irving was in the chair and there were also present Messrs. Donald Bain, N. T. Wilson and J. B. McLean. A letter was read from the Postmaster General regarding postage on British periodicals and after some discussion the question was deferred until a future meeting.

A complaint having been made to the committee that through some misunderstanding Guelph retailers were cutting the prices of school books. The secretary visited that city and called upon the trade and talked over the matter with them. A letter was read from Vice-President Nelles saying that the matter had been satisfactorily arranged and enclosed the following advertisement which appeared in a Guelph paper:

PUBLIC AND HIGH SCHOOL BOOKS.

ON AND AFTER THIS DATE, WE, THE UNDERSIGNED, hereby agree to sell all High and Public School Books at not less than prices fixed by the Educational Department.

T. J. DAY, J. A. NELLES,
R. W. PETRIE, JOHN SMITH,
THOS. LUSCOMBE.

August 18th, 1900.

It was reported that nothing further had been done in the School Book Arbitration. On motion of Mr. Wilson it was decided that Mr. Irving and the Secretary should wait upon the Arbitrators as requested by the Minister of Education to ask them to consider the advisability of recommending the increased discounts to the retailer and jobber decided upon in May last.

An informal discussion took place on the annual meeting, after which the Executive adjourned.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

THE INDUSTRIAL EXHIBITION

The Exhibition opens on Monday. The energy, inventiveness and liberality which have made the success of this exhibition a matter of yearly progress in the past, are at work under the highest pressure, to make the present fair a superior evolution of its predecessor. The business men of the country should visit it. The whole industrial cosmos is there represented, and has its latest lessons for the intelligent, interested observer. A week would be well spent in the Exhibition park between the 8th and the 22nd. Business men who come, are invited to make use of our office as their postal headquarters. Their letters, if addressed to them at No. 6 Wellington st. west, Toronto, BOOKS AND NOTIONS office, will be well taken care of till called for. Correspondence can also be attended to here without any inconvenience to us. Our city friends we feel sure will give the out of town merchants a thoroughly hearty welcome and make their stay enjoyable.

TRANSIENT TRADERS.

In its last week's session the markets, fire and police committee of the Hamilton city council adopted a by-law relating to transient traders, which enacts: That no transient trader or any person who occupies premises in the city for temporary periods, and whose name has not been duly entered on the assessment roll in respect of personal property or income for the then current year, and who may offer goods or merchandise of any description for sale by auction or in any other manner conducted by himself or by a licensed auctioneer, or otherwise, shall carry on his trade or business or offer goods or merchandise for sale in manner aforesaid without having obtained a license so to do, provided always that this by-law shall not affect, apply to, or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the city in which the insolvent carried on business therewith at the time of the issue of a writ of attachment or of the execution of an assignment; that every such person before he commences to trade shall pay to the city treasurer the sum of \$100 by way of license, which sum shall be credited to him upon and on account of taxes for the unexpired portion of the then current year as well as any subsequent taxes, should he remain in the city a sufficient time for taxes to become due and payable by him, and in any other event shall be taken and used by the city as a portion of the license fund.

This is a thorough going measure. We hope the committee's report embodying it may be adopted by the council, and that there may be no question that the by-law is intra vires of municipal enactment and enforcement. It is the first bold stroke yet made for the suppression of a crying injustice to resident tax paying traders. A migratory trader may camp nearly where he pleases,

may despoil the trading limits of residents who have long contributed to the local exchequer, and, when he has quenched the demand, may strike his tent and go wheresoever he pleases. He has simply to avoid the assessor. The rent he pays his landlord is so appraised as to include the tax on the store only, as that is all on which the landlord is taxed, but the stock, which is the basis of the most grievous burden levied on resident traders, yields no tax directly or indirectly. We hope Hamilton may succeed. In that city was begun one of the most hopeful movements of the times for the uplifting and strengthening of trade, and we hope that movement, as carried on by the different Business Men's Associations throughout the country, may be helpful for the engrafting upon the city, town and village statutes of the whole country the principle involved in Hamilton's proposed by-law for the regulation of transient trade.

The by-law is particular to designate that mode of disposing of transient stocks which is most objectionable to the fixed trader, namely, by slaughtering auction sales. For these the specious plea has long been made, that they paid a tax in their employment of an auctioneer, although the imperceptible proportion of the license that would fall on an individual customer of an auctioneer would bear no proportion to the tax a stationary trader with an equal stock would pay. In fact, if a stationary trader concludes to have an auction he has to contribute to the payment of the auctioneer's fee and still be taxed on stock. So the employment of an auctioneer by the owner of the portable stock is not even in appearance a submission to local taxation.

The license fee is none too large. Also the measure provides for that fee being converted into an instalment upon the year's taxes, if the transient trader should make up his mind to become a permanent trader.

HAS EVERY MAN A RIGHT TO BE IN BUSINESS?

"Has every man a right to be in business for himself?" is a question that is very frequently asked. If by "being in business" is meant the simple buying and selling of merchandise for cash, we can see no reason why any one should be debarred the privilege. If on the other hand—as is in Canada almost universally the case—it means that he is to be allowed to obtain credit from those from whom he buys, there can be no doubt but that there should frequently be placed a restriction. A certain locality in a town or village will always support a given number of stores. This is a principle which in actual practice is bound to adjust itself, for if one store has more than it can properly attend to, the fact is soon noised abroad and opposition crops up, while, on the other hand, if there are too many stores, the number must eventually be decreased by failure or re-