

behalf of the parents of the 500,000 children who are victimized by this mode of indirect taxation.

"Toronto, Jan 7." "Yours, etc.,  
"Wm. WARWICK & SON.

To the Editor of BOOKS AND NOTIONS,—

SIR,—I wish you and your readers a happy and prosperous New Year. Xmas, with its cares and anxieties, has come and gone. The book and fancy goods trade here found it better than expected. Xmas cards went off better than ever; annuals, such as *Sunday at Home*, *Chatterbox*, &c., had also a very good run; but, unfortunately, the Trade cut their own throats in selling *Boy's Own*, &c., at \$1.50 each. Where the profit comes in on cutting prices of standard goods I fail to see, as I believe we would have sold as many at the regular price. Expensive stocks of fancy goods did not take, as, on account of the hard times, there was very little to spend. In three establishments alone there were about 1,000 men thrown out of work a week before Xmas. I account for the bookstores doing better business than expected in this way, that when business is dull all around, people can make their stock of money go further in books, cards and small fancy goods, than in any other line.

Publishing business up here is slow. Wm. Bryce has published a very beautiful calendar for 1885. In the centre is a fine chromo of Mrs. Langtry. It was executed at the *Advertiser* office, and reflects great credit on that company.

The Trade here are agitated at present over the New Readers and the monopoly granted to the Toronto trio of publishers. When the present Minister of Education took hold of the office, great things were expected from him, but he seems to have done as bad as his predecessor. The retail prices quoted by the Royal and the Royal Canadian publishers, were better, both to the public and the trade, than the Ontario books are, and the monopoly was not greater then than now. Then, we had three publishers opposed. Now, we have three combined. The price of the First Books is considered too high for the amount they contain. Small children, in the past, have generally destroyed or lost their book before they are half through with it, and the larger size will be worse, entailing considerable cost for the little ones. Mr. Gage now has his books authorized in Quebec and Manitoba, and in Ontario for the next two years. Why does he not hand over the right to the Government in exchange for theirs. The opinion of every person acquainted with the matter is that the Government should have paid the three firms, who published books, the cost of compiling, and the cost of their plates, and then thrown the publishing open, as Messrs. Bryce & Warwick suggest. The trustees of London have decided to use the old one, as long as allowed, unless some modification is made in the prices and discounts, and the Trade are united in doing all they can to hinder their introduction at present prices. The impression here is that the Toronto men want all the trade direct, and that if this 20 per cent. is allowed to pass, that the rest of the text books will be reduced to the same discount by Messrs. Gage & Co. I will now leave this to abler hands than mine, as I hope to see something to the point in your magazine this month.

London, Jan. 6th, 1885.

LONDON.

STATIONERY AND FANCY GOODS.

Notwithstanding the unsettled state of affairs consequent on the numerous failures, the trade of Central Canada, we speak of Montreal and Toronto being the main sources of supply, has been on the whole of a satisfactory nature for the past year. While some houses complain of comparatively meagre sales, others by the increased volume of business made up fully the average. Collections in the Fall and Winter have been somewhat behind, some firms complaining of constant renewals, while others claim that in the most prosperous seasons they could not look for more money. There is one thing that speaks well for the country, namely, the increasing number that take advantage of the cash discount. One Toronto firm adopting the plan of selling at thirty days, 6 per cent.

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