

they may make use of them in their canvass. And after getting a list of our subscribers, they induce some to take their paper direct from the office of publication instead of from the news dealer. Only as long ago as last week, a traveller from one of the newspaper offices tried to get my list of subscribers, but it did not work. Moreover, I cannot say that I ever received any benefit from newspaper travelling agents. And I must say that if the publishers of newspapers knew what is best for them they would try to keep on the right side of the news dealers; for of all people the news-dealers are able to do the publishers most good, and all they ask for their favor is just fair play. If you don't feed a horse grain, he has no spirit to work for you, and likewise, if publishers do not treat the newsdealers fairly, they have no heart to say a word in favor of their papers. I have been in the business long enough to find out that some, at least, of the newspaper publishers, as well as publishers of magazines, are simply trying to mop the floor with newsdealers, figuratively speaking.

What we ought to do is to organize a purely retail booksellers' and stationers' association, excluding all publishers and all wholesalers, and then the retail trade in our line could combine and act in an effective manner, when necessary, against not only publishers of all kinds, but against wholesale booksellers and stationers as well; and until this is done we will not amount to much as a class, for our trade is becoming very much demoralized through bad treatment from different sources.

I would suggest that the annual meeting of the association be held some day during the time the Industrial Exhibition is in progress, in order to take advantage of the cheap excursion fares to Toronto, which are always in order some time during the holding of the exhibition. This would make the expenses much lighter for those who would wish to attend the annual meeting of the Retail Booksellers' and Stationers' Association, and there are very few retailers in our line who can afford to incur the expense necessary to go to Toronto, even if the distance should be not more than fifty miles, for no other purpose than to attend the meeting of the association. But many dealers, no doubt, go to Toronto every year at the time the exhibition is held, on account of the low excursion rates on the railways, who would not otherwise go; and these could easily make it convenient to attend the meeting of the association if it should be convened at that time.

There is usually one or two excursions during the time of the fair for which the tickets are little more than one-third the usual rate. And these excursions are usually advertised two or three weeks ahead, which would give ample time for notification of dealers of the day on which the association is to meet.

I think if these ideas were adopted and acted upon, dealers would take more interest in the keeping up of an association such as I have indicated. Yours truly, A. ROBINSON.

Belleville, Nov. 21, 1890.

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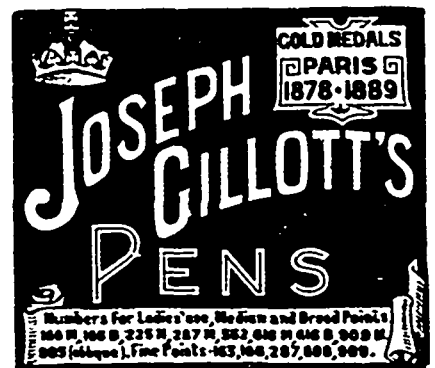
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