

price of another article. Should four or five houses each do the same the result will be that several lines will be sacrificed—for one must after a month or so sell as cheap as the other, and a general demoralization in prices result, not only with the jobber but also the retailer.

NOT CONTENT.

MANY retailers, however, are never satisfied unless they get by far the biggest slice of the pudding. They seem to imagine that on some lines the price is all profit. A case came under our notice the other day that is notable. A dealer who gets 50%—an exceptionally large discount—off a book that sells pretty well, was very much dissatisfied because he did not get a like cut, as a somewhat similar but inferior book was offered a shade better.

It is such men that we must greatly blame for encouraging the jobber with the penchant for cutting prices. Trade would be in a much healthier state were prices at a somewhat uniform price—fair profits all round—and consequently fair payments on settlement day.

A GOOD CHOICE.

THE selection of H. Fred. Sharp, president of the B. & S. A. of Ontario, by a political convention as a candidate for the Commons in South Perth, is indicative of a larger amount of good common sense than is generally the lot of such bodies.

A man, who, by quiet and patient work, has obtained a competence; who, by sterling worth, has gained the good-will and respect of all who know him; who, by his liberal views on all that appertains to the common weal, is peculiarly well fitted for a legislator.

At no time in the history of our country has there been such an inclination as now to act each man for himself politically, and if the electors choose as their member our president they will have one, we are satisfied, who will not slavishly support any party.

NOTWITHSTANDING the warning regarding copyright music we understand the Anglo-Canadian Music Publishing Co. have had (in protecting their rights) to bring suit against more than one bookseller for selling cheap reprints.

People should be very careful in this matter, for however much they may claim the right to sell the cheapest music the law's heavy hand will come down with unerring swiftness. From one hundred to two hundred dollars is too much to have to pay for the pleasure of selling a few copies of pirated music.

THE continuation of the contribution entitled "Impressions of London Booksellers," is unavoidably postponed till next month.

IN both Montreal and Toronto the wholesale trade is busy filling fall orders. Travellers on the road report good sales. The bright prospects for Christmas trade is inducing many to buy, and, we fear, some more than they should. Collections are fair, as the retailers, as a general thing, have not received the proceeds of the farmer's sales.

On the whole, so far as we can learn, the retail trade is improving.

ANY dealer requiring certificates for reduced fares on the 20th will please communicate with the Secretary at once.

MONTREAL.

FOR the bright smile that greeted the announcement of the name,

We thank you.

For the hearty hand-shake that came simultaneously with the pleased look,

We thank you.

For the interest taken in the personality of the writer,

We thank you.

For all the cheering words, fitly spoken, that tended to make pleasant the too short stay, and encouraged the pursuance of the course as a journalist marked out from the beginning,

We thank you heartily.

FOUR days, three of them delightful, enabled us early this month to make the acquaintance of a large number of the members of the trade in the commercial capital of the Dominion.

A charming day that Sunday was—one of these bright, exhilarating October days—the most enjoyable period of our Canadian year—as we wended our way mountain-ward in the afternoon (out-door worship with God's resplendent beauties of bright sky, genial air, and varied tints among the woods is at times of as much benefit to the spiritually inclined as the eloquent sermon and magnificent music), we were reminded of the words:

"There's a luminous mist on the mountain,

A light azure haze in the air,

As if angels white heavenward soaring

Had left their bright beams floating there."

And the cheeriness of the weather on Sunday was but typical of the hopeful tone of St. James street. Said the chief salesman in a leading book-store with a smile of contentment on his face, "Books are selling well; since the first of September business has been good."

THIS city has experienced a depression in trade from various causes for some eighteen months, and some in our line were getting disheartened, but now it is different. General business has revived to a considerable extent, and the books, the stationery, aye, and the