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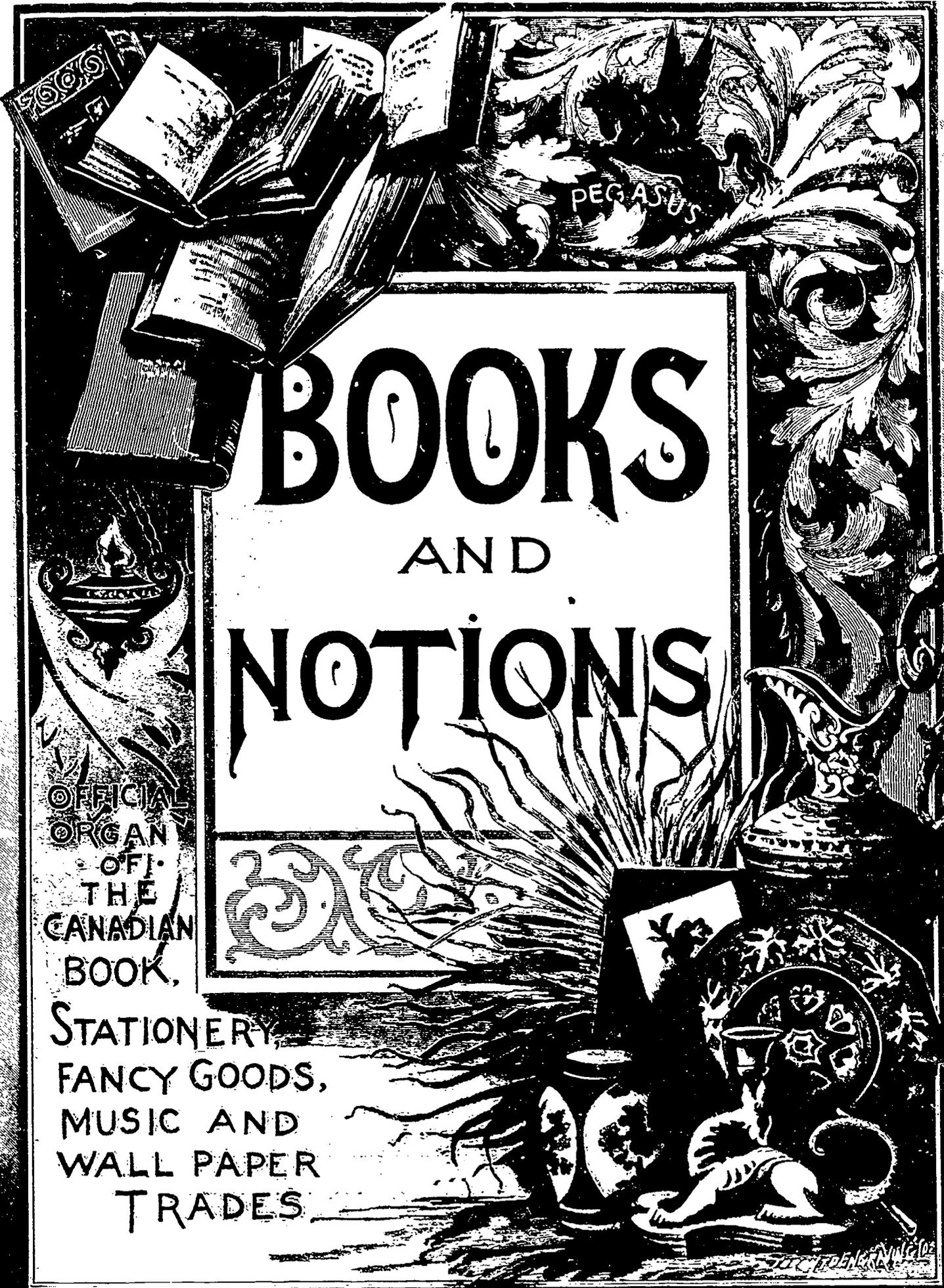
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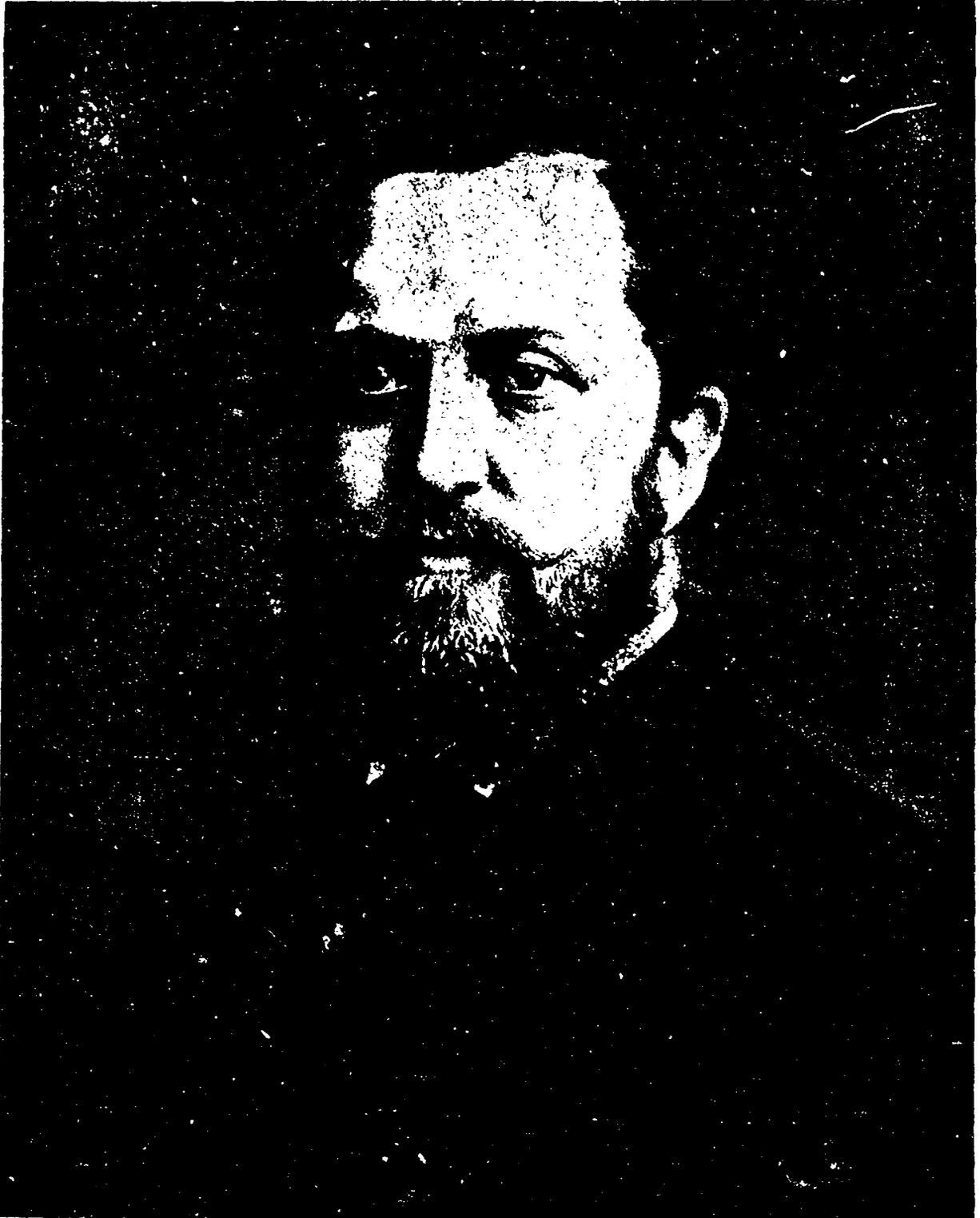
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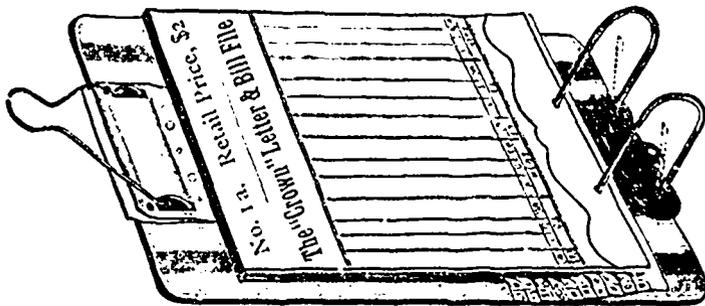
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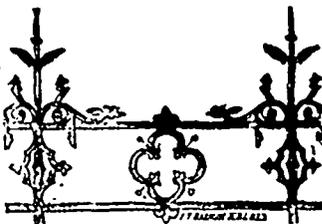


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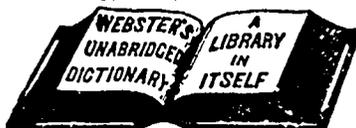
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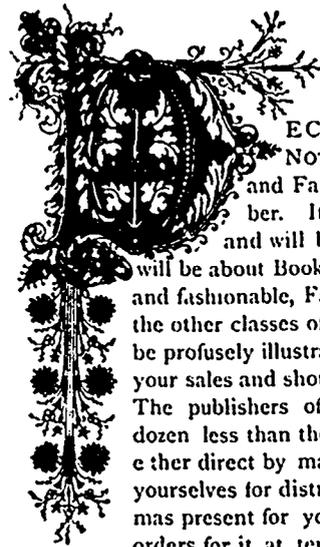
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TORONTO, NOVEMBER, 1889.

No. 59

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DECEMBER number of BOOKS AND NOTIONS will be the Book, Stationery and Fancy Good BUYERS' Christmas number. It will address itself to your customers and will be for circulation among them. It will be about Books new and desirable, Stationery fresh and fashionable, Fancy Goods of newer designs, and the other classes of goods which you handle, and will be profusely illustrated. It is intended to help increase your sales and should be placed by you in good hands. The publishers offer it to the trade at fifty cents a dozen less than the cost of publication, and will send it either direct by mail, if you forward addresses, or to yourselves for distribution. It will be a suitable Christmas present for your best customers. You may take orders for it at ten cents per copy. I ask you to be liberal and prompt in your orders.

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Complaint is made by our agent in Montreal that it has been reported there that BOOKS AND NOTIONS is the property or in some way connected with the Rose Publishing Company. He immediately denied the statement and asks us to give publicity to the denial, as such a report is injurious to his business. It is evident that some one is confounding BOOKS AND NOTIONS with the Canadian Bookseller, which is published by the Rose Publishing Company and which Mr. Dan. Rose, Jr., says is, and has been for some time, edited by his late Manager of subscription book agents, Mr. Robertson, formerly of Robertson Brothers, subscription Book agents of this city. BOOKS AND NOTIONS is not, and never has been, the property of, or controlled by any Book publisher, jobber or wholesale dealer. It is the organ of the Booksellers' Association of Canada, and the property of Mr. J. B. McLean, Secretary-Treasurer of the Ontario Booksellers' and Stationers' Association.

**ANNUAL MEETING OF THE CANADIAN BOOKSELLERS' AND STATIONERS' ASSOCIATION.**

The annual meeting of the Canadian Booksellers' and Stationers' Association, was held in the gentlemen's parlor of the Queen's Hotel, Toronto, Wednesday, 30th October. Mr. H. Fred Sharp, St. Mary's, occupied the chair, and there were also present, from Toronto, Messrs. H. Hutchinson, Donald Bain, A. S. Irving, N. T. Wilson, J. T. Hornibrook, A. F. Rutter, G. R. Warwick, S. Wallace, D. A. Rose, J. S. Robertson, J. B. McLean, J. J. Dyas, and A. G. Watson, from Woodstock. Mr. R. O. Smith, from Guelph, Mr. J. A. Nelles.

Mr. Dyas, Secretary-Treasurer, read the minutes of last meeting, which were confirmed.

Messrs. Nelles and George Warwick, were appointed a finance committee to audit the financial statement to be submitted by the Secretary-Treasurer later on.

**INTRODUCTORY ADDRESS BY MR. SHARP.**

The Chairman said he was glad to meet members again at the Sixth Annual Meeting. His only regret was, that there were not more of the retail members from outside the city present. The retail trade as a whole, he really thought, did not seem to understand that the Association mainly existed for their own benefit. That being the case, retail men should strain a point, even although handicapped with pressure of business, to attend the annual meeting in Toronto. The distance was not great, and as a rule, they might always unite other business with their visit to the city. There were several very important matters to come before the Association on this occasion, and one was the Commission which in all probability would be appointed by the Government to consult with the publishers of the readers. When in Ottawa, he had a conversation with Mr. Brown, one of the commissioners who sat on the Star books, with the view of seeing whether in a commission of this kind where the point was, that the books should be published and sold at a fair price, the retailers should be consulted to a certain extent on the question, and he (Mr. Brown) had replied that the question of the readers was not under discussion; but said that in all probability, it would be brought up this fall, and if the trade were to be consulted, he would let him (the Chairman) know, so that a Committee from the Association might be allowed to consult with them. He (the Chairman), thoroughly believed in the retail trade being consulted, because the discount at present was not sufficient to give them a fair profit. They were entitled to have a voice in the matter just the same as publishers had on the price at which books were sold. Another question which affected the retailer was that of bazaars and fairs. His experience was, that in a great many places on these occasions, the public school books were being advertised at cost simply as an advertisement. This inroad was now in its infancy, and if any member of the Association could suggest anything to stop them, he believed he would be doing a good work. If not, they were sure to increase year by year, and when the public came to know through the medium of what was ostensibly an advertisement, that they could secure an advantage of 20 per cent., it meant just so much out of the retailer's pocket, and in a few years these fairs and bazaars would be in existence all over Canada.

**WHOLESALE OR RETAILERS?**

The first business was a motion by Mr. A. G. Watson, "to restrict the membership of the Booksellers' Association of Ontario to members of the retail trade and editors of book trade-journals." He said he believed the Association would be benefitted by the change, and thought that, although wholesalers were their friends, the Association would fulfil a better purpose if entirely composed of retailers, who were pulling very well together, and editors of book trade-journals. Mr. J. J. Dyas seconded.

The Chairman. - I presume you mean that any members of the wholesale trade who are in at present should remain in.

Mr. Watson. - That I cannot answer.

Mr. Dyas stated that a bookseller had said to him, "What is the use of fighting the Association when its members are just those we

are fighting." Mr. Dyas further produced several letters, one of which was from Mr. Middleton, who said, "I suppose the Association was started for the protection of the retail booksellers, stationers and fancy goods dealers. I have always thought that the membership should be confined to a portion of the trade, and have been surprised at the lack of interest shown in the Association in the eastern district. I do not remember of ever seeing a member from east of Toronto at any of the meetings." He (Mr. Dyas) thought there had never been more than one or two at most from the east. Mr. Irving thought all along that the Association was to be for both wholesalers and retailers. Mr. Nelles said the question was brought up at the first meeting, when it was decided that wholesalers should be allowed to join. Mr. Dyas said he had declined the secretaryship at the first meeting simply because he thought it was to have been a retail association. Mr. Bain declined binding it a wholesale and retail association, and he (Mr. Dyas) under the circumstances accepted the position. Mr. R. O. Smith said if the present wholesalers who were members could be shut out there would be some force in passing the resolution. Mr. Nelles thought it perhaps might be better to reorganize, but he reminded them that they would not have a meeting that day were it not for the Toronto wholesalers and retailers. The Chairman at this stage consulted the constitution and pointed out that notice of such a change required to be made in writing to the executive committee two months before the date of the annual meeting. He therefore ruled the motion out of order. He thought that if the retailers wanted an association they would need to become a branch of the Association, as without the wholesale men they could not carry on a provincial association in the true sense of the word. The discussion then ended.

#### DISCUSSION ON THE DATE OF MEETING.

The proposal to change the day of meeting was the next item on the paper. Mr. Dyas said some members wanted it changed to the second Wednesday of the Exhibition fortnight. He would not be in favor of changing the present date for mere experiment, but the executive committee might call it for that date. Mr. Irving remarked that that proceeding would not be in order, as the executive committee could not call an annual meeting. The other members concurred.

Mr. N. I. Wilson then read a paper on the profits on periodicals. He said:

I desire to call the attention of the members of this Association to a question, which, I am sure, all will acknowledge, requires our earnest consideration and our united action.

For many years the news-trade in Ontario has been most unsatisfactory, owing to the narrow margin of profit on many publications. Nothing is more certain than that the profit on many of the American publica-

tions for which the Toronto News Company are publishers' agents, is altogether insufficient to cover the cost and risk of handling.

I desire to say in the outset that my purpose in bringing this question before you is not with a view of censuring the Toronto News Company or of laying the blame on them for the present condition of things, but simply that this Association may look into the matter and discover where the cause of complaint does exist, and use its good offices in securing its removal. I realize the advantage and necessity of wholesale dealers in periodicals at trade centres, and under proper conditions of trade the relationship between the wholesale dealer and his customer ought to be profitable and pleasant for both.

In order to lay the case before you as clearly and accurately as possible, I have carefully examined the Toronto News Company's published list, and have found in it all the evidence necessary to prove my case.

Under the head of American Weekly, Monthly, etc., there are 560 entries, the wholesale and retail prices are given in parallel columns. The trade price column totals up \$81.00, and the retail column \$102.29. To find the actual cost to the trade, however, 6 per cent. has to be added to the trade price for cost of express charges. This is at the rate of 1½ cents per pound—the rate on ten pound packages being 15 cents. Of course when the package is smaller the rate will be higher and when larger a little less. But this is a fair average. Adding 6 per cent. to the \$81.00 brings the cost up to \$85.86. The difference between \$85.86 and \$102.29 is the dealer's actual profit, a profit of \$16.33 on sales of \$102.29, about 16 per cent. But even this does not represent the real profit, since many of the prices in the retail column are fictitious. Five cent papers are listed at 6 cents; 6 cent papers at 7 cents; 7 cent papers at 8 cents; 8 cent papers at 10 cents, and so on. Such papers as the "Burlington Hawkeye," "The Arkansas Traveller," "The Danbury Newsman," and about eighty other 5 cent papers are placed in the list at 6 cents each. I do not think anybody ever gets 6 cents for them. The price is generally marked on each 5 cents in good type, and if a customer is asked 6 cents he thinks you are taking advantage of him.

But even supposing a dealer gets the full price as advertised in the Toronto News Company's catalogue, 16 per cent. is too little profit for handling periodicals where transient sales are depended upon. Supposing a dealer gets fifty copies of various periodicals and there remain half a dozen copies unsold—not an uncommon occurrence two-thirds of his profit is gone and scarcely 5 per cent. left. Is it any wonder the news-dealer does not get rich, when in order to make \$100.00 he has to sell \$2,000.00 worth of goods? In my opinion the profit on periodicals, when sold by the number, should not be less than 30 per cent., and I would strongly urge this Association to use its very best endeavors to secure more favorable terms for the trade of this province. I would suggest that a special committee be appointed whose duties will be to consider the whole question, correspond with publishers if necessary, and take any action they consider for the best interests of the trade.

Considering that the Ontario news-dealer pays more than the subscription price for his supplies, \$2.24 and \$4.48 for papers per annum that the publisher supplies at \$2.00 and \$4.00 respectively to subscribers, I think the publishers will not turn a deaf ear

to his complaint, but will find it to their advantage to allow the newsdealers a reasonable commission in return for their assistance in furthering the sale of their various publications.

Mr. Irving, as regards the Toronto News Company, said that the prices of papers for which they were agents were made by the publishers themselves. The whole difficulty he maintained arose from the fact that newsdealers were losing their profit throughout the country because the postage was only one cent per pound, while subscribers obtained their papers free, a state of matters with which the dealers could not compete. Thousands of American newspapers came through the post office every week. While the dealers pay duty on these and many other things which the public were getting free, he did not think that Mr. Wilson should have singled out the Toronto News Company. Toronto was the best spot in the whole Dominion as regards the keeping up of prices, and he thought Hamilton, Guelph, London, and other cities should be got to adopt them.

Mr. Wilson said that the reason he had quoted the Toronto News Company was because they were agents for a New York company, who, several years ago, told him to get his supply from the Toronto News Company, their agents in Canada. Mr. Irving claimed that his prices were lower than the American companies.

Mr. Wilson—No. Ten per cent. higher.

Mr. Irving insisted that the difficulty lay in the postage rates, and Mr. D. A. Rose suggested that the committee on that subject might go into both matters.

Mr. Wilson then moved "that the recommendation made in Mr. Wilson's paper be adopted, and that a committee of three newsdealers be appointed to consider the question of profit on periodicals." Mr. Bain seconded. The resolution was carried unanimously and a committee consisting of Mr. Wilson, as chairman, Mr. Nelles and Mr. Bain were appointed.

Mr. R. O. Smith said that in the west an impression prevailed among the dealers that the Toronto News Company were not treating them fairly in the prices of periodicals and that the Company on that account lost a good deal of trade. It would be better for them to put themselves right with those dealers.

Mr. Irving replied that he was prepared to show that in cutting the cost the Company was not making a profit of 7½ per cent., and that the trade for sixteen years had never been better supplied than now. Certainly there were some dealers poorly paid and expected the Company on that account to pay out good money to them, but all the old customers who had been dealing with the Company for years and years were quite satisfied. Some dealers expected more attention on a five cent paper than other houses did where

hundreds of dollars were involved. The old publishers stuck to the Company right through and that, although the commission on some magazines, the Century for example, was not five per cent. On mail business it generally did not amount to  $7\frac{1}{2}$  per cent. and on English magazines generally less. Dry goods men were now going into the business and the tendency of things seemed to be changing in a way that threatened to cause a crisis in the book trade. Small stores he thought would soon be changed into large bazaars. He had met a gentleman in Montreal the other day who was erecting a \$200,000 store in which there was to be a large book department. He contended that the sale of English sixpenny periodicals at 12 and 15c. by some firms was not sufficient and that the Association should prepare a list of sixpenny papers to be sold at 20 cents. He had got the price, 20 cents, printed on the "Family Herald," but in the face of that it was being sold at 15c. there.

Mr. Wilson—Do you consider 15 per cent. a reasonable profit on periodicals?

Mr. Irving—No, I do not. I would go out of the business.

Mr. Wilson said he was not aware that 6d. magazines were sold at 15c. In London the price was 20c., and Young Ladies' Journal 30c.

#### THE DUTY ON PERIODICALS.

Moved by A. S. Irving, seconded by Mr. Rutter, that this meeting of the Booksellers' and Stationers' Association of Ontario hereby again enters an earnest and emphatic protest against the great injustice under which our business still continues to suffer, through duty being collected on certain periodicals and papers when addressed to us as booksellers and newsdealers, while the same periodicals and papers, when addressed to individual subscribers, are delivered free of duty charges; and it is hereby resolved that a committee of this Association be appointed to again bring this matter forcibly to the attention of the Government at Ottawa, with an urgent request that steps be promptly taken by the Government to at once remedy this grievous injury to our business, and that if such injustice be the result of a conflict between the postal and customs departments, that the rules and regulations governing these departments be so assimilated that an injustice of this kind cannot occur, and whereas it can be readily seen that between these conflicting views the booksellers and newsdealers must suffer, and as an actual fact their customers are more and more ordering direct from the publishers in the United States and Great Britain, thus depriving the trade of a hitherto profitable branch of their business. At the same time the Government suffers a positive loss, and is working in the interests of foreign publishers and booksellers, in that it now receives no revenue whatever for carrying many tons of this class of mail matter and delivering it from door to door by letter carriers in the various cities of the Dominion. We simply ask that we be placed on the same footing as private individuals, and if certain periodical matter is to come in free of duty to one class of citizens why not to all classes? And whereas, while recognizing the difficulties existing under postal treaties, Canada and the United States are under the same treaty, all postal

matter is admitted to the United States free of duty, whether arriving from Canada, Great Britain, France, Germany, etc., and whether received by mail, express or freight. If this rule is in force in that country, why cannot the same rule be in force in Canada?

Mr. Rose suggested that the Committee appointed down in Montreal, in regard to paper-covered literature should join the Committee on this subject, if a special one was appointed.

Mr. Irving's resolution was carried, and the following Committee appointed. Messrs. Irving, Sharp and Durie, Hope and Uglow, Ottawa.

On the motion of Mr. Dyas, Messrs. Bryce, Taylor and Rose, were appointed to act for the Association on the other deputation to Ottawa.

On the motion of Mr. Nelles, seconded by Mr. Warwick, Mr. Irving's account for expenses at Ottawa; amounting to \$19.50, was passed.

#### OFFICERS FOR 1889-90.

The following officers were then elected.—President, Mr. H. F. Sharp, re-elected by acclamation; Vice-President for the West, J. A. Nelles; Vice-President for the East, W. Middleton; Secretary-Treasurer, J. B. McLean; Executive Committee, Messrs. Smith, Wallace, Wilson, Bain and Irving.

Mr. Nelles wished that there could have been a greater representation of outsiders; but the Chairman remarked that that could not be done this year.

#### TREASURER'S STATEMENT.

Mr. Dyas read the Treasurer's statement, which showed receipts, including a balance of \$13.45 to amount to \$41.45, and expenditure to \$27.45. The report was approved.

#### PROPOSAL FOR A SOCIAL.

Mr. Bain thought something should be done by the Executive to secure more members from the country. He thought that if they had a social meeting in the earlier part of the season, to comprise a dinner and talk afterwards, in Harry Webb's, for example, it would be of great benefit.

The Chairman said the Executive Committee had power to issue to members of the trade asking them to give their opinions as to the proper time to hold such a meeting, and the duty was remitted to them.

#### DOINGS OF "THE WORLD."

The next business was the case of the Toronto World. The publishers, Mr. Dyas stated, had taken subscribers for \$2.50 per annum, so that dealers found it impossible to get any more subscriptions. (The Chairman—"The World has been getting ahead of the dealers, has it?") Mr. Dyas stated that the method also interfered with the sale of the other papers. It was stated that The World's method was to go round and advertise towns, and that the other papers were equally to blame. The subject then dropped.

The next subject was the right of publishers of current literature to sell to booksellers and others at prices such as came

into competition with their own publications.

Mr. Dyas instanced the case of Mr. McKenna, on Yonge Street, who sold novels at three for fifty cents.

The Chairman.—The same price as cigars in Chicago. (Laughter.)

Mr. Rose said that the books referred to were from parcels which had been purchased as the clearing out of railway cars.

#### POSTAL RULES.

Mr. Wilson moved—

"That this Association much regrets that the postal grievance, the removal of which it has so long desired and striven for, is still unredressed, and authorizes the Executive Committee to renew their efforts with the Postmaster General, to secure justice and fair play for the trade on this question, and to impress upon him that a system that makes it advantageous for Canadian retail newsdealers, and Canadian individual subscribers for American periodicals and cheap literature, to send their orders to Detroit, Buffalo, and New York, in preference to Toronto, Montreal, and other Canadian cities, is very unjust, and ought to be changed at the earliest possible moment."

The Chairman said that according to the customs law the duty should be paid on these magazine's, while according to the postal law they were allowed to come to single subscribers. The Postal Department was acting under treaty with the United States Postal Department. Sir Leonard Tilley was to have taken the customs duty off altogether, but was stopped by publishers of magazines and others in Canada, with the result that the anomaly had never been rectified. The resolution was carried and the matter referred to the Committee on Duties to draft a petition based on the requirements of the case.

#### THE OFFICIAL ORGAN CONTEST.

The ensuing business on the programme was a notice of motion by Mr. Rose, seconded by Mr. Wallace, "that BOOKS AND NOTIONS cease to be the official organ of the association."

The Chairman said that BOOKS AND NOTIONS was made the official organ by resolutions at the time the Association was started.

The motion was supported by a few remarks by Messrs. Wallace, Rose and Robertson. Mr. A. F. Rutter opposed it, saying, that last year he had been in favor of the Bookseller, but since a very marked improvement had taken place in BOOKS AND NOTIONS, which led him to heartily endorse it as the official organ of the Association. Many new features had been added, making it a credit to the trade. Instead, therefore, of wiping them both out, one should be recognized as the official organ and that should be BOOKS AND NOTIONS. Mr. Bain strongly opposed any change. The paper had last year undergone vast improvements. Money had been thrown into it and new features added, placing it in such a position as it not only did credit to this country, but

would do credit to any country in the world. Messrs. Dyas, McLean and Hutchinson, spoke in a similar strain.

On a vote being taken only three supported the motion, the proprietor, Mr. Rose, his editor, Mr. Robertson, and Mr. Wallace, and BOOKS AND NOTIONS therefore remains the official organ.

It was moved by D. A. Rose, seconded by A. S. Irving

"That this Association heartily endorse the Copyright Act passed at the last session of the Dominion Parliament, and pledge themselves to do all in their power to defeat the efforts of the English publishers to have the said Act shelved by the Imperial Government."

The motion was carried.

#### THE NEWSPAPER RATES

A brief discussion ensued on the rates charged by the different newspapers. The Globe, it was stated, retailed the paper to their subscribers at \$4 per year, payable quarterly. Mr. Rose thought all the other papers were on the same track.

This matter was dealt with in the report of the Secretary-Treasurer, which was referred to the Executive Committee.

#### COMPLIMENTS TO MR. DYAS.

Mr. Irving proposed a hearty vote of thanks to Mr. Dyas, the retiring Secretary-Treasurer. Although there were many matters upon which they disagreed, yet he was cognizant of the great amount of work Mr. Dyas had done for the Association during his term of office. Mr. Watson seconded, remarking that Mr. Dyas had done his duty faithfully.

The resolution was carried unanimously, and the thanks of the meeting duly awarded.

Mr. Dyas suitably replied, stating that most of the work he had accomplished had been done out of love for the trade. He hoped in the course of next year to publish an English edition of an illustrated paper upon the sale of which he would be sure to give the trade every advantage.

Mr. Nelles, expressed his hearty concurrence in the vote of thanks, hoping that Mr. Dyas would soon pay a visit to Guelph, in connection with their Booksellers' and Stationers' Association there.

Mr. Rutter, moved the appointment of a Committee to prepare a slight testimonial for Mr. Dyas, in recognition of the manner in which he had taken hold of the Association's work.

Mr. Rose seconded, and was, along with the mover and Mr. Irving, appointed a Committee to get up the testimonial.

Mr. Dyas proposed a vote of thanks to the Chairman for presiding at the meeting, and Mr. Hutchinson seconded, hoping to yet see their respected President at Ottawa. Applause. If they should at any time require a representative there, no better man could be found than Mr. Sharp.

The Chairman made an appropriate reply, assuring them that he would be there yet. Laughter. If there had been no change in the postage rates before that time, it would surely be done then.

The meeting then adjourned.

#### THE EXECUTIVE COMMITTEE.

The Executive Committee met and elected A. S. Irving Chairman, and then adjourned to meet at the office of BOOKS AND NOTIONS on Thursday morning.

The committee met on Thursday, when there were present, Messrs. A. S. Irving in the chair, J. J. Dyas, N. T. Wilson, R. O. Smith, Donald Bain, S. Wallace and J. B. McLean. The principal business was the consideration of the secretary's report. After some discussion the following was adopted:

To the President and Members of the Association.

GENTLEMEN, In presenting my sixth annual report I would call your attention to a fear which I expressed some years ago, that the time would arrive when the few men who yearly meet to legislate for the benefit of the trade would lose their interest in the Association from the lack of sympathy shown by the general trade. The union of booksellers, in a united body for harmonious working, is instanced in many of the most important districts. We have defeated the determined effort to put a prohibitory duty on books published in the United States. I am sorry that the Toronto daily papers have not been keeping faith in regard to prices with the Association, but the Executive Committee hope to get them to come to terms again, so as to allow a profit to the dealer. Due credit should be given to the ministers of the different denominations who are now strongly opposing bazaars in connection with church work principally through the influence of the Association. In withdrawing from the position of Secretary-Treasurer of the Association, I render most hearty thanks to the local members of the Executive Committee for their aid in the work. To the Association as a body I render thanks for the honor conferred on me and for the expressions of good will, and I must heartily congratulate the present proprietor of BOOKS AND NOTIONS on his success, and trust that the trade will give him their hearty support.

Yours respectfully,

J. J. DYAS.

It was decided that the Committee should meet on the third Monday in each month at BOOKS AND NOTIONS office at 3 p. m. Special meetings to be called by Chairman when anything special to consider.

We notice by the Calgary, N.W.T., papers, that Mr. Fred. Gillespie, broker, has gone into the general grocery business, and is going to pay special attention to fine goods, a full line of which he will carry. Being a practical tea tester and blender, Mr. Gillespie should work up a large business in teas. The same paper announces the birth of a daughter and heir to Mr. Gillespie. Congratulations are in order.

#### UNPACK CAREFULLY.

Wholesalers are making a great many complaints about the number of claims for shortages sent in by the retail trade. There are no doubt occasions when the receiver of the goods has good reason to make a claim, but we are inclined to think that there are very many claims sent in which are entirely due to carelessness on the part of the person opening up, unpacking and checking off the goods. In the first place these three operations should be performed at one time, without leaving off in the middle, and all the straw or other packing material should be kept by itself until the goods are found to tally with the invoice. No packages should be opened until they are checked off, and such a thing as selling goods from a case until it has been thoroughly inspected is an business-like in the extreme. All wholesale and manufacturing houses have two and three and even four distinct checks upon the filling and packing of their orders, and, though they frequently make an allowance for a claim, it is seldom they believe that they are to blame, and not infrequently it is felt that they are being imposed upon by their customers. There are of course dishonest men in all spheres of life, but we think there are but few retailers who would deliberately lie and steal in this manner. We know of one house who enter every claim they do not consider perfectly honorable in their book devoted to the financial credit of their customers, considering this one of the most important tests of a man's honesty in general business. Before making a claim satisfy yourself thoroughly that you are justified in doing so and then do it without an hour's delay; and once made—unless you afterwards find yourself in the wrong stand firmly by it. But never make an unjust claim.

#### COMBINATION.

A good many of the numbers of this paper will be found to contain words of warning against the abuses of competition, and of reprobation against the issues of those abuses. In the state of things which has been brought about by abnormal competition will be found the reasons, we believe, on which combination as a trade systematizer is justified. If competition is to be regulated at all, it must be first brought out of chaos among wholesale dealers. They can only make it orderly by organization, and combination for such a purpose is allowable, even highly praiseworthy. If the wholesale men agree to shorten the time of credit, or to abolish it altogether, to fix prices, to insist on a customer being rated so much, they have determined the character of the trade that is to be done by their retail customers.

But it seems to us that it requires quite as high a degree of commercial virtue to keep

combination a pure system as it does to keep competition healthy. To be efficacious a combination must embrace all the wholesale dealers, and must be held together by the most righteous good faith among its members, and the most scrupulous adherence of all to its articles. The combination should, if possible, comprehend not only all wholesale dealers, but also, where possible, all commodities. In the cases where it does not include all commodities, free play is allowed for price-cutting, and this tends to loosen the influence of combination where it is supposed to bind. Where all wholesale traders are not included, the capricious methods of those outside of it are a constant temptation to those within to resort to the same tactics, even if they are forbidden.

**FAILURES IN CANADA AND THE STATES.**

The following figures showing a comparison between the number and amount of failures in Canada and the United States, for the first nine months of 1889 and during the same period of 1888, are particularly interesting.

CANADA.				
No. of Failures.	Assets.	Liabilities.	Pro. of Assets to Liabilities.	
1888.	1,274	\$5,618,552	\$12,441,839	47
1889.	1,175	4,376,155	9,279,963	47
Dec.	99	\$1,242,397	\$ 3,161,876	

UNITED STATES.				
No. of Failures.	Assets.	Liabilities.	Pro. of Assets to Liabilities.	
1888.	7,330	\$44,649,552	\$83,941,991	54
1889.	8,334	50,757,994	101,755,518	50
Inc.	1,004	\$6,108,442	\$17,813,527	

While we in Canada can show a decrease of 8 per cent. in number and 25 per cent. in value of losses by failures, our neighbors have to acknowledge an increase of 14 per cent. in number, with an addition of 12 per cent. assets and 21 per cent. liabilities. We do not propose to deal with the causes of these great differences and will be content, so far as comparisons with previous years are concerned, to congratulate ourselves and rejoice that we are not as other countries. It does indeed look as though Canada were passing out from under the commercial cloud with which she has been surrounded during the last six or seven years. But there are some other points which are worthy of special notice. It will be seen that in 1888 the proportion of the American assets to her liabilities was 54 per cent., while ours was only 47 per cent., and even this year when we are making such a progressive stride our proportion is still 47 per cent., while in the States it is 50 per cent. From this it is evident that our failures are of a worse type than those across the border, and it is a lasting shame to our commercial community that this should be the

case. To bring the average down to so low a figure as 47 per cent. how many must there be that yield almost nothing? That these figures display an incredible amount of dishonesty goes without saying, and until the creditors make up their minds to inflict the severest castigation in their power on all whom they deem as dishonest debtors, we can scarcely hope for a material change for the better. But there is even a worse phrase to consider in the fact, that though our population is only one-tenth of the American population, our failures number one-sixth of theirs. To every one the cause must be evident. The system of giving long credits so needlessly in vogue in Canada is keeping back our country more than any other cause, political or commercial. In engenders ignorant and useless competition and prevents thereby the worthy dealers who should be the backbone of the country - from making the steady headway that they should but reasonably expect. We invite correspondence on this very important question.

**A REMARKABLE EVENT.**

Last year the Christmas Number of the Montreal STAR created a genuine sensation, not only in Canada and the United States, but throughout Great Britain and the continent. The Old Country people were loud in their praises of it and readily admitted that it surpassed the Graphic and Illustrated London News and all similar publications. Competent judges say this year's Christmas STAR eclipses all previous issues. Not a specimen copy has yet been shown, nor an advertisement of it published, yet dealers' orders are pouring in, some dealers ordering as high as a thousand copies each, while some of the newsmen of the United States are endeavoring to secure the exclusive sale for that country. It will be remembered that last year Montreal dealers bought up a large part of the entire issue of the Christmas Number of the Montreal STAR, and sold them like hot cakes at an advance to a dollar a copy. This shows the tremendous demand for such a first-class Christmas souvenir.

**PRACTICAL PERFECTION IN MUCILAGE BOTTLES.**

About a year ago the first air-tight, rubber tip mucilage bottle was put on the market by the Nassau Manufacturing Company, of New York. It met at once with a large and ready sale, and has been a success from the start by reason of its many unique and desirable qualities. This enterprising company, not content with the result of its past efforts, has just produced a new style which is claimed to be as near perfection in mucilage bottles as is possible for human ingenuity to attain. The rubber tip entirely supersedes the brush or the sponge. To

open the bottle and prepare it for use it is only necessary to stick a small knife blade into the tip at the index mark, cutting a transverse slit as shown in the engraving. This slit may be made large or small, according to the supply of mucilage the user desires. This converts it immediately into a self-feeding brush, which is afterward always ready for use. Holding the bottle vertically with the end of the rubber tip or "spreader" pressed gently against the surface to be gummed, the slit opens and the mucilage is fed out and spread in the usual manner. By inclining the bottle somewhat, a large surface may be gummed with equal facility. As soon as the pressure is removed the elasticity of the rubber causes the tip to resume its normal shape, closing the slit perfectly and leaving the bottle sealed air-tight under all conditions, and effectually preventing any



leakage or evaporation. The curved shape of the tip allows every particle of mucilage that escapes through the slit to be spread upon the surface to be gummed, and effectually prevents it from accumulating on the tip of the bottle. Attention is called to this feature, as it insures the article being at all times perfectly neat and clean, and renders its use a pleasure. The ease with which the bottle may be refilled also commends it to constant users. It is filled with extra strong and quick drying mucilage of the best quality. The Nassau Manufacturing Co'y made a very creditable exhibit at the Paris Exposition this year, and received from the jury the highest credit for mucilage bottles. Several leading houses in Canada can testify to the merits of the device and can supply the trade, among whom are Messrs. Morton, Phillips & Bulmer, of Montreal, and Messrs. Warwick & Sons, of this city.

"At my finger's ends"—One of Esterbrook's delightfully easy writing pens.



Mrs. H. Burns succeeds John Jamieson as a newsdealer at No. 130 Queen St. East.

B. M. Canniff, of Portage la Prairie was in this city on a purchasing trip in September.

E. W. Attwood, late of Walkerton, has removed to Petrolia where he proposes to establish a book and news business.

Alex. Brown, the Yonge Street Stationer is now in New York picking up some novelties for the holiday trade.

Mrs. Mason, lately of Burlington, has recently bought out Mrs. M. G. Jung, at No. 672 Queen St. West.

A second edition of Frank R. Stockton's latest book, "Personally Considered," was called for the day after publication.

Mr W F Overell, newsdealer at No 328 King St East, a son of J C Overell of Belleville, is very ill.

Mr. Thos. Wallace, the well known city traveller of the Copp Clark Co. has transferred his services in a similar capacity to Smith & Fudger.

The National Publishing Co. are offering the back numbers of their series of novels at a liberal discount from the regular trade price in lots of fifty.

F. P. Keesee, who carries on a Cigar and News Stand at 1116 Queen Street West, is travelling west for Samuel Rogers & Co, Oil Merchants.

J. L. Thorpe, at No. 504 Queen St. West, is retiring from the retail trade and will permanently enter the selling staff of W. J. Gage & Co.

Miss M. Bruce, for about seventeen years in the Stationery and Fancy Goods line on Queen St. East, has removed her stock to Winnipeg.

Messrs. Campbell & Co. have commenced business in wall paper and stationery at 1134 Queen Street West, also making a creditable display of fancy goods.

Geo. R. Byford, for about twenty years in Brown Bros. Bookbindery, has commenced for himself at No. 416 Spadina Avenue as a Stationer and Bookbinder.

The new firm, Jones & Beaver, Port Arthur, are opening a book and stationery store in the new post office about Nov 1st Jones is postmaster and Beaver his assistant.

W. Harrison, of Vancouver, B. C. late proprietor of the B. C. Book and Stationery store, has sold out to Webster & Co. He was in Toronto last month on his way to Cobourg.

J. D. Higgingsbotham, stationer and druggist, of Lethbridge, N.W.T., came east in

September and took one of Guelph's fair daughters back with him as partner in his domestic life.

The retail trade in Fancy Goods and Stationery shows a decided improvement, and if the school supply branch had produced normal profits, our trade generally would be in a fairly good shape.

The Scribners have assumed the publication of "Goodholme's Domestic Encyclopedia," and the work will hereafter appear with their imprint. The book has for years been considered the most complete and authoritative domestic work published.

The Reinhardt Manufacturing Company have the most elegant designs in toilet sets ever put on the market. See advertisement in another column and send for catalogue. Their travellers are now on the road and our readers should be sure and see their samples.

A singularly interesting book, under the title "Days with Industrials," is soon to be issued by Scribner & Welford. It treats of curious and out-of-the-way industries, such as Arsenic Industry, Quinine, Diamonds, Bedsteads, Postage Stamps, etc., etc., etc.

A few copies of Henry Holland & Co.'s "Criterion" Catalogue are still on hand and any of the trade who have not had one will find it to their interest to drop a card to the firm and receive one by return mail. Although late in the season much information can be gained by its perusal.

We have just received from the press of the Presbyterian Board of Publication and Sabbath School Work, Philadelphia, two books, very nicely printed and bound entitled "Mr. John and his Boys," by M. L. Wilder; and "Church Government," by Alexander T. McGill.

Mr. W. H. Moore, 386 Spadina avenue, formerly of Wellington street, has gone into a commodious and handsome store with plate glass windows in front which show his goods to advantage. He carries a big stock in all lines. His enterprise is shown by his removal.

Moir & Mills have lately removed their stock to the commodious corner store on Cumberland St., where they have much more room and can display their well-assorted stock to much better advantage than in the old place. They have very appropriately named it "The Curio."

The Scribners have prepared a handsomely illustrated catalogue of holiday books for the young, which they send gratis upon application to any address. This list has for several years been a feature with holiday book buyers, and with its added features this year its value is doubly increased.

"Plucky Smalls," by Mary Bradford Crowninshield, is of somewhat different style from her "All among the Lighthouses" and "The Lighthouse Children Abroad," but

contains no less accurate descriptions of sea life. The author is the wife of Commander Crowninshield, U. S. N., and writes whereof she knows.

The Barber and Ellis Co. have opened a warehouse in Montreal at 823 Craig Street. The management will be in the hands of Mr. B. Marcuse, who is well and favorably known to the stationery and fancy goods trade. They will carry a complete stock of the staple lines which they manufacture and control. Mr. Marcuse will continue to carry on his own business in the same premises.

R. Simpson, the draper, corner Queen and Yonge, is going largely into Books and Stationery, following the Eaton precedent. Windows that in the olden time displayed dress fabrics are now dressed with poorly-bound blank books and unsaleable novels picked up in the New York market. He may sell plenty of books at the cut figures, but his dress goods trade must suffer correspondingly.

Robert Louis Stevenson's latest novel, "The Master of Ballantrae," is being accepted by the most competent critics as the novelist's best work. The New York Tribune refers to it as "a fine novel, realistic and romantic by turns, marked by rare skill of draughtsmanship and vigor of imagination, an honor to the author and a credit to literature." The story has reached far into the thousands with the Scribners.

One of the most bewitching books of the season will be "Three Little Maids," by Mary Bathurst Deane. It is a story of three bright English girls and their friends, and is told with a piquancy and originality that will make it as attractive to older readers as to the juveniles. Original drawings have been made for it by F. O. Small, who is rapidly coming to the front in his profession. D. Lothrop Company announce the book for September, and there will be an edition published on the other side of the water.

D. Lothrop Company's announcement for the fall and winter of 1889, is unusually rich and varied. The leading volume for older young people will be E. S. Brooks' "Story of the American Soldier," an entertaining and authentic narrative of the fighting men of America from the earliest days down to the present. Spiced with adventure, lighted up with deeds of heroism, the record is a spirited and a picturesque one. The volume will prove a fitting companion to the "Story of the American Sailor," already so popular with all classes.

The DeWitt Publishing House have a fine line of fast selling books, among which may be noted "Recitations for Christmas" edited by Margaret Holmes. It contains sixty choice selections from the best writers suitable for use in Christmas entertainments in church and school. 120 pages, paper covers, 25 cents; or half-bound 50 cents. DeWitt's School Dialogues include every style of di-

alogue. They are issued in twelve volumes, classified 100 pages each and sell at 10 cents.

C. F. Gillies, formerly of Mount Forest, has opened up a fine Book and Stationery store on Queen Street, Parkdale. Mr. Gillies' long experience in the book trade should secure him a large slice of the patronage of St. Alban's Ward residents.

In the line of Holiday Gift Books, D. Lothrop Company are preparing some exquisite volumes. "Melodies from Nature," a collection of some of Wordsworth's most charming poems, beautifully illustrated with photo-gravures, from scenes made famous by his pen, and with original designs by Hiram Barnes, is a book that forms at once a charming memorial of the poet and of that fairest section of all England, the beautiful lake country. "A Lost Winter," by Elizabeth Stuart Phelps, illustrated by Mary Cecilia Spaulding, is another rare holiday book. The author's gift of song was never put to better use than in this memory of a Florida winter, and Miss Spaulding's illustrations combine to make it one of the most attractive of Florida souvenirs. "The Secret Way—A Lost Tale of Miletus," is one of Bulwer's famous poems of life and love in the romantic East, into the spirit of which the artist, F. O. Small, has entered so successfully that the charm of the verse is redoubled. These three volumes are all bound in fine cloth and in morocco. For a less expensive gift book, is that famous classic, "Rab and His Friends," with original illustrations by Bridgman that enhance the beauty and tenderness of the pathetic story.

If there is one article more than another apart from our food supplies, about which people are most particular, it is mucilage. There is a good deal of this sticky stuff put upon the market that is very inferior and has not the strength to stand up for its own reputation. Montreal, however, has one house, at least, engaged in this line of manufacture, that has earned a well-deserved

reputation for their goods, and that is Mr. Edward Auld, whose factory is located at No. 759 Craig Street. His business, although established only three years has already been built up to very extensive proportions, its operations now covering the entire Dominion. Mr. Auld manufactures the "Premium" and "Anchor" brands of mucilage, which are put up in different size packages from 2 oz. to gallon. Nothing but the very best and purest of materials are used in the manufacture of these articles, so that their genuineness and excellent qualities can be at all times relied upon. He also manufactures Auld's Lithographic Composition, which is also highly spoken of by the trade. Mr. Auld made it a business principle when starting to build up a trade on the character of his goods, and he is already reaping the benefits of this wise policy. There is a less margin of profit on the stated quantity, but the public are demanding his goods, and the increasing sales tell in the long run. Mr. Auld is eminently deserving of all the success he has or will achieve.

Some time ago we noticed the removal of Mr. R. O. Smith from Mitchell to Woodstock, where he purchased the stock of Mr. G. A. Odell. Since taking possession he has expended a large amount of money in refitting and decorating the store, putting in a new wall paper room in the rear, which makes the store about 100 feet deep, with plate glass front and new shelving, and glass cases made especially for the business, all nicely stained and finished in rosewood. Mr. Smith has now one of the finest book stores in Western Ontario, and judging from the large stock of books, stationery and fancy goods as well as an extensive stock of wall papers and decorations, which are now to be seen displayed on shelving and counters, it will be an easy matter for the citizens of Woodstock and vicinity to get their wants supplied in the book and stationery line. The store is now known as the People's Bazaar and City Book Store. Mr. Smith is well known as an old Toronto bookseller,

and thoroughly posted in his line and fully competent to run a large and extensive business. BOOKS AND NOTIONS wishes him prosperity in his new home in the progressive town of Woodstock.

The Presbyterian News Co., which was organized some years ago to publish the Presbyterian Review, has purchased the business of Mr. D. T. McAnish, opposite the post office, in this city. They will continue the publication of "The Review" and will also publish the "Knox College Monthly" besides carrying on an extensive book and stationery wholesale and retail business. Mr. McAnish is the managing director of the new concern. In addition to their already complete stock of standard works of all kinds the new company will go extensively into theological works, and will carry a full line of blanks for church purposes, besides a carefully selected stock of stationery suitable for the library. Mr. McAnish has had his place very neatly remodeled; every nook and corner has now been put to use. It is well worth while for our friends to drop in and see where he has placed his book-keeper. On the whole it is one of the best and most cheerful retail stores in the city. The company is getting in additional stock and is applying for an amendment to their charter to permit them to go into the book selling business.

The Religious Tract Society, 36 Paternoster Row, London, E. C., announce the following volumes of periodicals for '89 now ready:—

- The Leisure Hour Annual.
- The Sunday at Home Annual.
- The Boys' Own Annual.
- The Girls' Own Annual.
- The Cottager and Artisan.
- Friendly Greetings.
- The Tract Magazine.
- The Child's Companion.
- Our Little Boys.

Their list of new books and booklets is an attractive one. Booksellers should send for their list of new publications.

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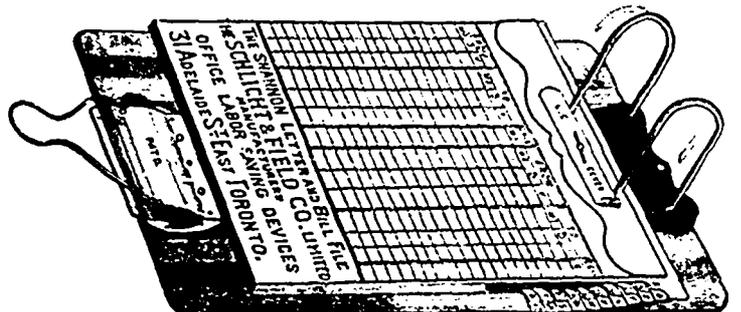
Are sold in every civilized country in the World! And are universally considered "the Best"!

No Stationer desirous of building up a good trade, or holding that which he has, can afford shell-room to WORTHLESS IMITATIONS which no intelligent man will buy a second time, while the GENUINE TRIED AND TESTED SHANNON GOODS can be obtained of any reputable jobber and satisfaction guaranteed.

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Have been GREATLY IMPROVED and the careful dealer will not be misled by imitations of forms long since discarded. The File Improved, the Price Reduced, Discounts Increased. Genuine. Send for Circulars. MENTION BOOKS AND NOTIONS.

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New Illustrated Catalogue ready and will be forwarded on application.

## McLOUGHLIN BROS.,

PUBLISHERS, 623 BROADWAY NEW YORK.

"Zorah, a Tale of Modern Egypt," by Elizabeth Balch, has just reached us from J. Theo Robinson, Montreal.

"You all remember the words of Webster," shouted the orator.

"No we don't," interrupted a man in the gallery. "He has so many words I can't remember more than half of 'em."

"A Hardy Norseman," by Edna Lyall, has just been issued from the press of William Bryce.

"Buttons," by John Strange Winter, is being published by John Lovell & Sons, Montreal.

The National Publishing Co. have issued the following: "Sheba," by Rita; "Darell Blake," by Lady Colin Campbell; "Matron or Maid," by Mrs. Edward Kennard.

The "Sawyer Sunday Blocks and Cards." The Bible story of Joseph is beautifully illustrated in colors and is an instructive and refined work for children. The forty-eight illustrations and rhymes are numbered from one upward, making a connected pictorial and rhythmical history of this thrilling story. While lessons in Biblical history are being learned, the child will also imbibe instruction in coloring and drawing. For years the need of helps like this has been felt, and much has been written and still more thought and said upon the subject. Welcome indeed will this provision be to the mothers. A prominent New York lady recently remarked to the author, "year after year at Christmas time I have looked for colored illustrations of Scriptural stories, but everything offered was so crude and common-place that I have always turned away disappointed." This work will fully meet the want. The Sawyer Sunday blocks consist of 24 blocks 3 x 4 inches in size, with a picture on each side, and edges bound with an original Egyptian design of bordering. Sawyer Sunday cards consist of forty-eight cards from the same designs, lithographed upon card-board, cut with margin, and packed in a nice white box with lithographed label.

The forthcoming volumes in the "Story of the Nations Series" will be "Early Britain" by Prof. A. J. Church, to be followed by "Russia" by W. R. Morfill, M.A.; "The Barbary Corsairs" by Stanley Lane-Poole; "The Jews under the Roman Empire" by Rev. Douglas Morrison, M.A.; and "Scotland" by James Mackintosh, L. L. D.

In the List of Belle Letters, etc., to appear in the coming season, Mr. T. Fisher Unwin announces "The Letters of Horace Walpole" selected and edited, with introduction and notes, by Prof. C. D. Yonge, M. A., in two volumes with portraits; "The Letters of the Duke of Wellington to Miss J. 1834-51," edited with extracts from the diary of the latter, by C. T. Herrick; "Our Journey to the Hebrides" by Joseph and E. R. Pennell, illustrated by the former; "Sir John Hawk-

wood, the Story of a Condittiere" translated from the Italian of Mr. Temple Leader and Signor Marcotti, by Leader-Scott; "The English Novel in the Time of Shakespeare" by J. J. Jusserand, specially illustrated by reproductions of celebrated pictures by Photogravure, etc.

Mrs. Thompson, wife of James A. Thompson, bookseller, of Calgary, died on the 27th of last month.

"Allan's Wife," by H. Rider Haggard, has just been published by William Bryce, Toronto.

Geo. Vennell, for nearly ten years a news-dealer in St. Mathew's Ward, has removed to Chester.

A new store in the stationery line has been opened at No. 245 Broadview Avenue, by G. S. Macdonald.

Advance sample copies of the colored plates for the following Xmas (English) papers have been received by the Toronto News Company:—London Graphic, Illustrated London News, Pictorial World, Yule Tide, Lady's Pictorial, and the Illustrated Sporting and Dramatic News. They are the finest yet issued.

C. Hennecke & Co., of Milwaukee, Wis., have issued a fourth edition, revised and enlarged of their "Art Studies." They are manufacturers and dealers in Classical Stationery, Busts and Models, and this catalogue, which is handsomely and profusely illustrated, contains a great deal of valuable information for students and patrons of art.

The Humboldt Library of Science advertised on another page, deserves the attention of booksellers. In the series are well represented such writers as Darwin, Huxley, Spencer, Tyndall, Proctor, Clifford, Clodd, Bain, Bates, Wallace, French, Grant Allen, and other leaders of thought. They are published at prices within the reach of everybody, fifteen cents each, double numbers thirty cents. Many of them are also published in cloth bindings. Catalogues are furnished free on application to the Humboldt Publishing Company, 28 Lafayette place, New York. Send for one.

"Plays and Games for Little Folks," is the title of a handsome volume published for the holiday trade by McLaughlin Bros., New York. Plays and games, singing games and fireside fun, gathered from all sources, childrens' songs set to music, all illustrated with colored pictures, offer an attractive feast for young eyes. The collection is by Josephine Pollard, illustrated by F. Schugler Matthews.

Porter & Coates, of Philadelphia, have published another of Lucy C. Lillie's novels for girls, "Esther's Fortune," with good plots, a pleasant, entertaining style of narrative and an utter absence of objectionable features. Miss Lillie's books are sure to be favorites in the household. "Esther's Fortune" is probably the best.

The Magee Art Company, of New York, offer some very attractive holiday novelties and odd conceits. Their fancy blotters, lithographed in eleven colors, in six designs, should be good sellers. The designs are by a prominent artist and show much merit. They are made in three different styles. One, fastened with very heavy tinsel and silk cord, \$6 per dozen. Another style is fastened with ribbon with a motto at \$7.20 per dozen, and the third is made with extra large satin ribbon bow at the corner at \$9 per dozen. Each one comes handsomely boxed. Their cards, handkerchief cases, and sachels, holiday booklets, calendars, penwipers, needle cases, etc., are artistic and attractive. Illustrated catalogue and price list will be forwarded on application.

The following are late publications of the DeWitt Publishing Co. House "Short Comedies for Amateur Players," by Mrs. Burton Harrison, 120 pp., 12 mo., paper covers, 50 cents, half bound, 75 cents.

"Love by Induction and other Comediettas," by Forbes Heerman's, 128 pp., 12 mo., paper covers 50 cents, half bound 75 cents.

"A Case for Divorce," (No. 351 DeWitt's Acting Plays) a drama in five acts by James O. Kaler, paper cover 15 cents.

"Border Land," (No. 352 DeWitt's Acting Plays,) a drama in three acts, by Charles Townsend, paper covers 15 cents.

"Dodging the Police," (No. 159 DeWitt's E. and C. Drama,) a farce in one act, by Frank Dumont, paper covers 15 cents.

"Scenes in front of a Clothing Store," (No. 160 DeWitt's E. and C. Drama,) a farce in one act, by Frank Dumont, paper cover 15 cents.

Mr. John Heath, of Birmingham, has appointed Messrs. George Waterston & Sons, 8 St. Bride Street E.C., his sole wholesale and export agents in London, for the sale of his well-known series of pens.

: Annuals for 1889 :  
JUST RECEIVED.

- BAND OF HOPE REVIEW, 35 cents.
- CHILD'S OWN MAGAZINE, 35 cents.
- BRITISH WORKMAN, 50 cents.
- CHILD'S COMPANION, 50 cents.
- CHILDREN'S FRIEND, 50 cents.
- COTTAGER AND ARTISAN, 50 cents.
- FAMILY FRIEND, 50 cents.
- FRIENDLY VISITOR, 50 cents.
- INFANTS' MAGAZINE, 50 cents.
- MOTHERS' COMPANION, 50 cents.
- OUR LITTLE DOTS, 50 cents.
- THE PRIZE, 50 cents.
- SUNDAY, 81.
- CHATTERBOX, 81.
- LITTLE FOLKS, 81.25
- SUNDAY AT HOME, 82.
- LEISURE HOUR, 82.
- BOYS' OWN ANNUAL, 82.
- GIRLS' OWN ANNUAL, 82.

JOHN YOUNG,  
Upper Canada Tract Society, 102 Yonge St.



"What do you mean by Pegassus. Stop our paper - or take that word off title page or spell it correctly or or

S. & BRO. Peterboro.'

We acknowledge the corn Brother S. & Bro. We had a bad "spell," or rather our engraver had, and, as in this case it cost him more than a good Webster's Dictionary would, he will probably be more careful in future or buy a Dictionary

MONTREAL, 26th Oct., 1889.

DEAR SIR, I have been told that BOOKS AND NOTIONS was the property of the Rose Publishing Co. of Toronto. As a subscriber of three years' standing I was satisfied that such was not the case, and said so; but think that if such stories are being circulated you should openly deny them

Your well-wisher,

"JOBBER."

"Jobber" is quite right, BOOKS AND NOTIONS is not the property of the Rose Publishing Company or of any other wholesale, book-publishing or book agency house. "The Canadian Bookseller" is very likely the publication referred to. It is, we understand the property of the Rose Publishing Company.

BELLEVILLE, OCT. 7, 1889.

DEAR SIR, -You are quite incorrect in stating in BOOKS AND NOTIONS for October, that Mr. G. A. Odell re-sold his stock in Ingersoll to Mr. Wood, of Tilsonburg. When Mr. Odell sold his Ingersoll stock he sold it to me, for which I paid in cash, in side of 33 days, \$6,500. This transaction took place only six years ago. Since then I have purchased two other book and stationery stocks in Ingersoll, viz., Mr. Fotheringham's, in 1885, and Mr. Rowland's just two months ago. I have carried on the business in Ingersoll ever since buying Mr. Odell's business and I am now continuing in the store lately occupied by Mr. Rowland. I have also a book and stationery business in Port Hope, having bought out Mr. Parsons over three years since. I have, besides these, bought five different stocks of books and stationery in this city within the past 11 or 12 years. Since starting in business for myself about 22 years ago, I have bought out 12 or 13 different stocks in this line from as many different individuals. Several of those stocks were about as large as the one I bought from Mr. Odell. I have carried on business in five different towns and have re-

sided in three of them, and I think I can say truthfully that the rolling stone did gather moss in my case, some of which clings to me yet, notwithstanding the old adage to the contrary.

A. ROBINSON.

TORONTO, OCT. 8, 1889.

SIR, -Referring to cutting which you mention in October number, you have got hold of the wrong idea of the matter. The cutting in school books was forced upon the trade by an outsider, "the so-called American Fair." They had an advertisement in the city papers that all "Public school" books, would be sold at 20 per cent. discount, which, as far as the trade is concerned, means cost.

At this time I was sick in my room, but I was represented by my wife, who waited upon the publishers. They all denied having sold the books. By persistent enquiries we found that the goods had been got from a house here. At present I do not care to say from where.

We could get no satisfaction, and were we, the trade of Toronto, going to allow an outsider to rob us of all our trade. Not much. Ask yourself, or any common sense person, if it was likely that we could sell at the regular price, when, by going a few yards from our door, they could get them for cost.

I therefore said I saw no other course but to do as these people did. This was at once done.

As soon as this house discontinued selling, the prices will again be as formerly, because the scholars must have the books.

Now another subject is brought before the trade, and that is the one that is being freely discussed - "School books free." Why don't the public (for which we all have to pay our proportion of taxes) ask for shoes, clothes and lunch?

The argument is that books are free in England, but if they are education is not, except in charity schools

I write this because the trade is being misrepresented outside of the city

I have been here in this business nearly fourteen years and have always been bitterly opposed to cutting, and have lost many customers because I refused to cut. I have also given both time and money to adopt measures for the trade, but ill health compels me to now leave it to others and I have therefore withdrawn from the Booksellers Association.

Yours truly,

J. FLETCHER, 291 Yonge street.

Mr. Fletcher is perfectly correct in his statement of the case of "cutting on school books in Toronto." We took precisely the same ground in our September number. As to free school books, we have on several occasions called upon the trade to oppose the plan.

TORONTO, OCT. 26, 1889.

DEAR SIR, -Referring to my letter of last month, I desire to call the attention of book sellers to the proper discount which they should receive on school books.

In a letter published some time ago in BOOKS & NOTIONS estimating what proportion on the cost of the goods it required to make a fair profit in the average large town or small city of our province, figures were given to prove that it required 20 per cent. on the cost to simply pay expenses.

The letter referred to was signed "Old Bookseller," and was from the pen of Past President Day, one of the most practical business men that I know, and whose record of expenses is the clearest and most concise that I have ever seen.

The cost of selling books varies much. In such cities as Toronto, those of the larger dealers are very heavy. In conversing with a dealer who had been in business some years, a rough estimate was made and he could not make it less than 33 per cent. Small dealers in cities and villages are not put to much expense. Those in Toronto, with perhaps the husband and wife and a boy for delivering parcels, or the widow and daughter, with a boy for the same purpose, to them give the percentage allowed - 20 per cent. is fair and reasonable.

The discount should not be more nor less than 25 per cent. More will encourage cutting, less will not be sufficient.

A member of one of the firms in this city who publish school books, has often argued that 20 per cent. was the right discount, as it permitted cutting. He can no longer make use of that argument with any justice, as in London, Toronto and elsewhere, they are sold at prices that the retailer has to pay for them.

It is provoking to the smaller dealers - those particularly on Yonge street - that just at the fall opening of schools this cutting should begin. It is then that the fall trade is just beginning. The deprival of this portion of their livelihood makes them very blue, and naturally, when they expected to make good payments to the wholesale houses, this is entirely cut.

Will publishers even learn that in selling these books to outsiders at such prices as enables the purchaser to cut prices, are injuring themselves?

Wisdom is too often a commodity when the interests of others are concerned.

Yours truly

J. J. DYAS.

The house of Belford, Clarke & Co. have succeeded in making arrangements with their creditors which will permit them to shortly resume business. Two corporations have been formed one of which will publish Belford's Magazine, while the other will do a general publishing business.

**LITTLE, BROWN & CO'S. NEW PUBLICATIONS.**

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A din arose The troubled host  
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He was a clever man  
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## A B C D E F G H I J

In room marked A two men were placed,  
The third was lodged in B,  
The fourth to C was then assigned,  
The fifth retired to D.

In E the sixth he tucked away.  
In F the seventh man,  
The eighth and ninth in G and H,  
And then to A he ran.

Wherein the host, as I have said,  
Had laid two travellers by;  
Then taking one, the tenth and last,  
He lodged him safe in I.

Nine single rooms, a room for each,  
Were made to serve for ten;  
And this it is that puzzles me  
And many wiser men.

The explanation of the above puzzle, which we find credited to the *Pittsburg Bulletin*, is very simple, though it may not at first sight occur to the reader. If man No. 1 and man No. 2 were the only ones placed in room A, man No. 10 could not be taken from there to room I. Obviously, therefore, there must have been three men originally there or else one of the three was "left out in the cold."

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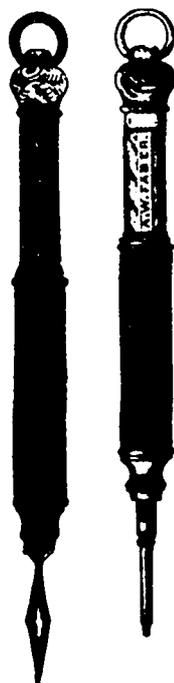
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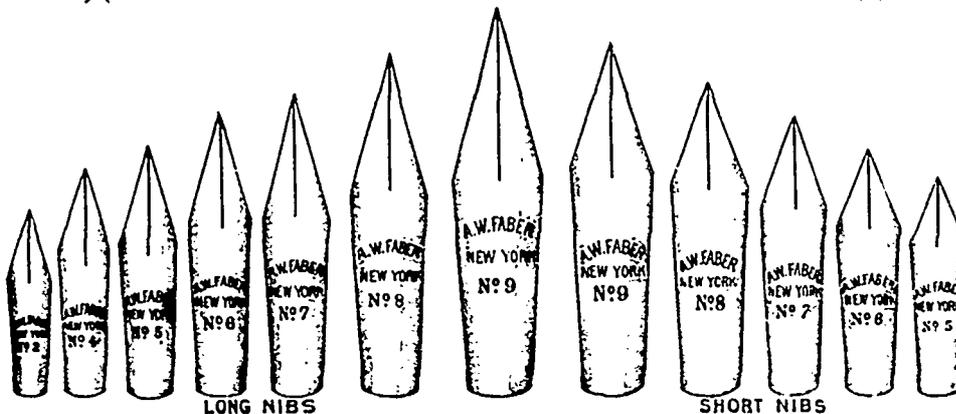
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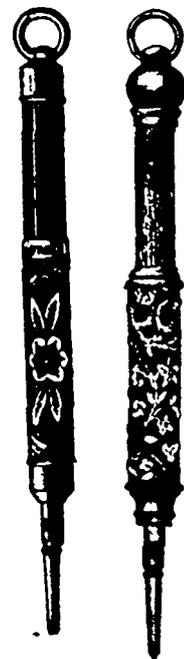


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## Fancy Goods

H. G. Lakins, the Ayr, druggist assigned on the 16th ult. to Frank Holman, of London.

Girard & Co., large dealers in fancy goods in Montreal, made a settlement early in the month at 60 cents in the \$.

Shelbourne seems to be a pretty poor district for druggists. We shall only mention one to-day though we would not advise the drug traveller to lay plans for a very large business in town.

G. W. McLaren, the Morden, Man., chemist, who obtained an extension some time ago, has been compelled to repeat his request, which resulted this time in the appointing of a trustee to oversee things generally.

W. A. Telfer, druggist, Collingwood, assigned on the 9th ult. and his stock is advertised for sale to-day. Wholesalers are becoming tired of helping on unsuccessful men. There are lots of capable hard working men in this country and it is only right that those who cannot make a success of business should make room for them.

The Jackson family, doing a general fancy goods business under the name of Mrs. J. C. Jackson is "not at home." Mr. J. went away "just to see some friends, and the children were allowed a little holiday while the mother went to Toronto to buy goods." After the lapse of a day or two, the clerk in charge exchanged places with the bailiff and now the sorrowing creditors are wondering why they ever shipped their goods.

The wholesale stationers and fancy goods dealers, report trade far ahead of anything experienced at this season in previous years. Orders both through travellers and by letter are coming in fast, and in the case of manufacturers faster, than they can be filled. Importing houses, too, are finding some difficulty in the filling of their orders, owing to the non arrival of European goods, the manufacturers on the other side of the water having been taxed to their utmost capacity during the last six months. All this would indicate a general revival in trade which we will hope may last.

Thos. Cole's career in the fancy goods trade has been as short as it has been vigorous. Not feeling satisfied with his position as clerk for Mr. Subvan, of Chatham, he went to Ridgeway with a few hundred dollars in his pocket about twelve months ago. This disappeared in a very short time, and before long his store was found to contain everything required in a small community from an anchor to a needle. It was also found much to the chagrin of his opponents in business that his prices were remarkably low. For a time things boomed, sales were apparently large and the goose hung very

high generally. Assales increased Thomas' visits to travellers' sample rooms became more frequent and taking advantage of Canada's curse—long credit—he bought just about five times as much as he should have. To make a long story short his offer of 37 1/2 cents in the dollar to creditors, many of whom had scarcely shipped their goods, was rejected with scorn and it was decided to sell the stock at auction. Had Mr. Cole offered a much larger sum in settlement it is not likely that the wholesalers interested would have accepted it in view of the fact that the man kept no books except a little memorandum blotter. The days are long past when a man could run a business in this slipshod manner, and we hail with pleasure the determination of the trade not to give even a second trial to one who shewed himself so thoroughly incapable and reckless.

### MESSRS. H. A. NELSON & SONS.

The baby-carriage and express-waggon factory on 1012 Yonge Street, Toronto, run under the name of the Canada Manufacturing Co., has changed hands. The former proprietors, Messrs. H. A. Nelson & Sons, have sold it to the Rennie Manufacturing Co. It is this transaction, we presume, that has given rise to the report that Messrs. H. A. Nelson & Sons are going out of business. The rumor is entirely groundless. That firm is simply concentrating all its attention upon its well-established business in fancy goods, ornaments, etc., which it hopes long to continue at its old stand on Front Street.

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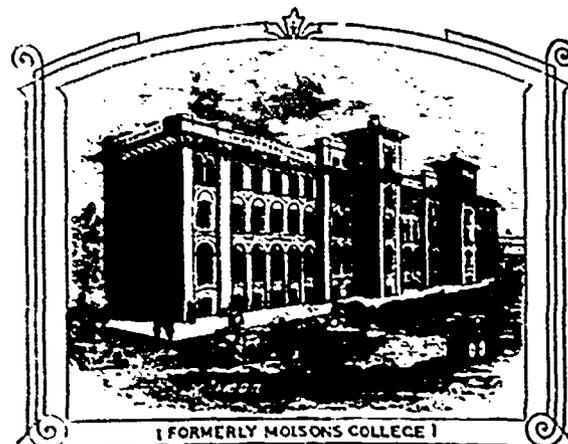
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KICKING HORSE PASS, C.P.R.—LOOKING WEST.

From the Dominion Illustrated of Nov. 17, 1909



Mr. George R. Warwick left this week for a business trip to Europe.

Mr. R. W. Douglas, Yonge Street, has just returned from a long trip to Europe, looking well and feeling very much the better of his journey.

W. K. Ireland, Bookseller and Stationer, of Owen Sound, passed through the city the other day on his wedding trip. BOOKS AND NOTIONS wishes him a long and happy life.

Jackson's book store at Georgetown, was entered by thieves recently. They broke open the door of the cellar, and then cutting a hole through the door opening into the store, were able to draw the bolt. They ransacked nearly every drawer, and made away with some two or three dollars' worth of coppers.

A Belleville bookseller was converted in Hunter and Crossley's meeting, says the Kingston Whig, and then he had a fight as to his attitude regarding cards. He had a stock of them, thirty dollars worth, and reasoned, "Can I as a Christian sell them?" The devil said ye, conscience said no. Conscience was victorious, and the cards were burned. Next day the bookseller sold more Bibles than he had ever before.

The annual meeting of the Wellington and Waterloo Branch of the Ontario Booksellers and Stationery Association, was held at the Wellington Hotel, in Guelph, on the 18th of October. The President, J. A. Nelles, in the chair, and R. Phillips, Fergus, Secretary. Among the old faces present was noticed the well known one of T. J. Day, Guelph; also two new ones from the city, Mr. John Smith and Miss Lynn. The minutes of last meeting were read and confirmed, and the old officers of the Association were re-elected unanimously. Points of interest coming up at the general meeting to be held in Toronto, on the 30th, was discussed, as well as matters in connection with the local trade. The meeting was most harmonious and satisfactory throughout, and there is no doubt that it will bring good results to those interested.

From year to year the question is put to the traveller, both by fancy goods men, druggists and stationers. "Have you nothing different from plush goods? Are they not going out? The present year, across the border, metal cases, metal fittings, and plush cases, with metal fittings, are all the rage, here the metal cases are not popular on account of the prices. The latest invention is Izzano cases. They are magnificent, and would be a great attraction in any stock; besides

which the prices are reasonable. They resemble forest moss, and are in gold and very rich tints, lined in the usual way, and fitted both in white and metal fittings. The Reinhardt Manufacturing Company, Montreal, are the inventors.

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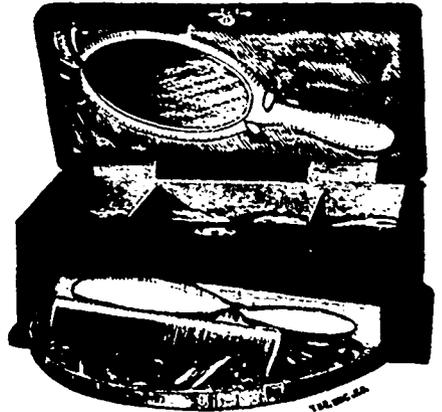
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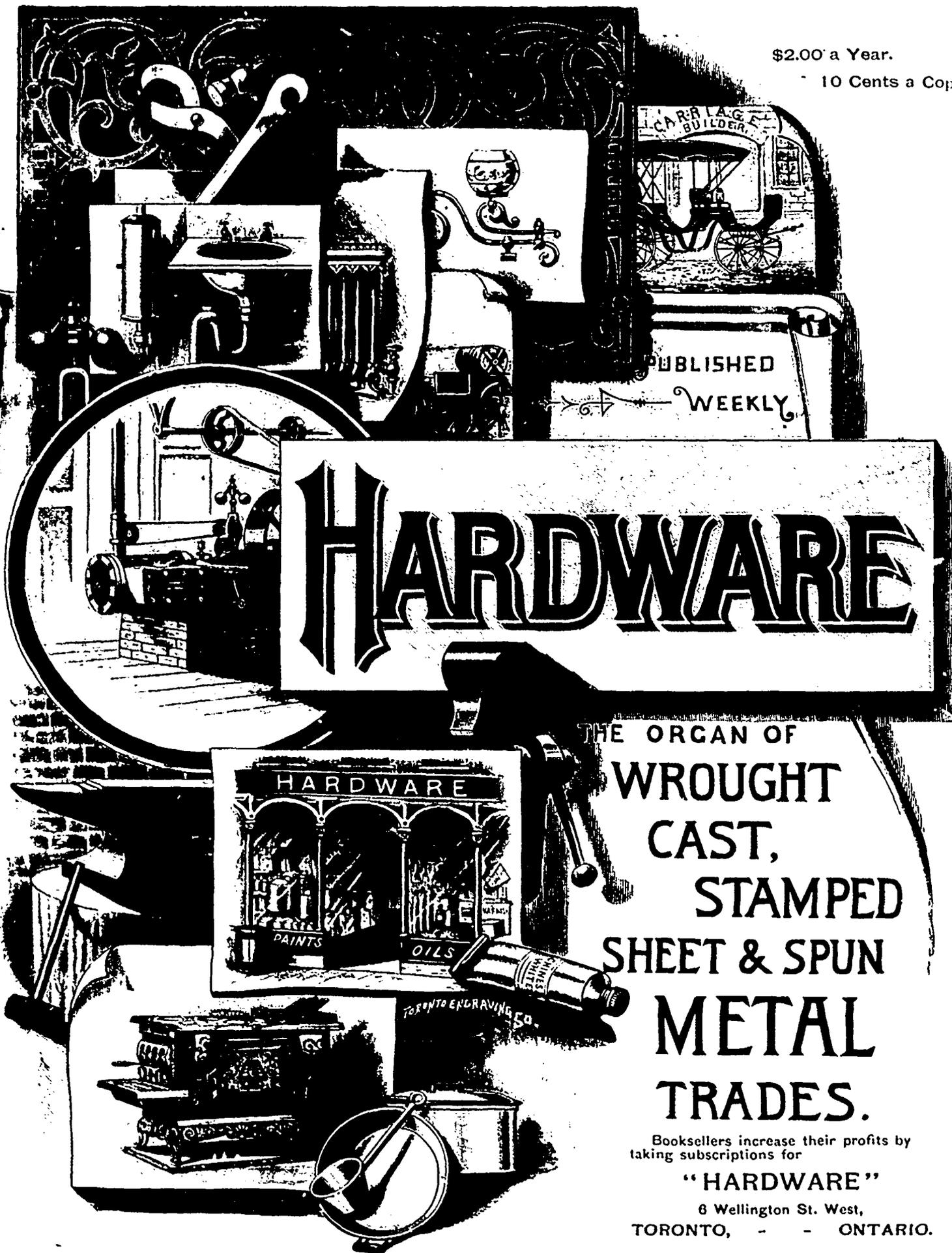
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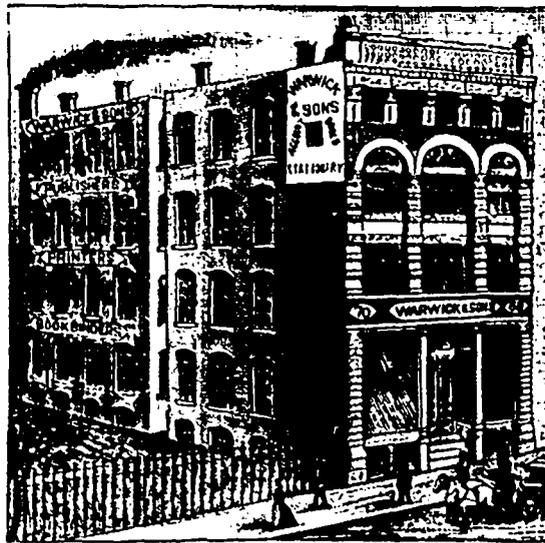
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