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and
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Vol. 5.

MARCH, 1889.

No. 51.

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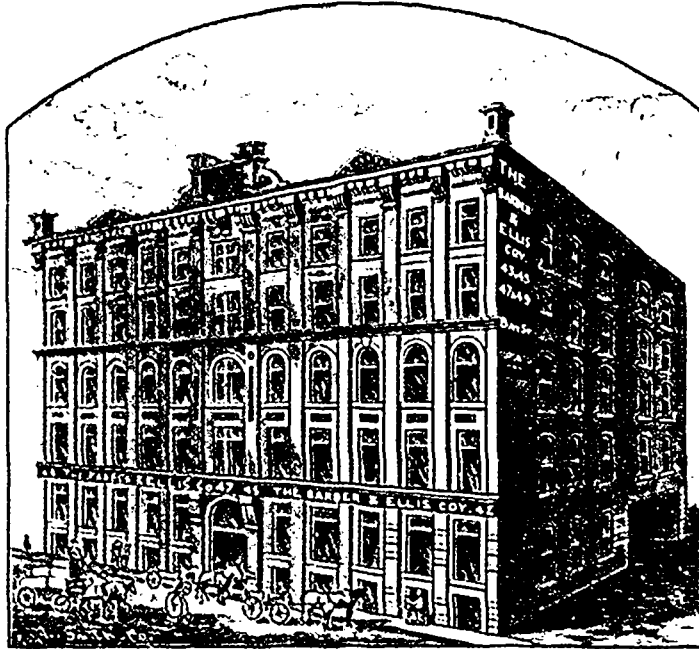
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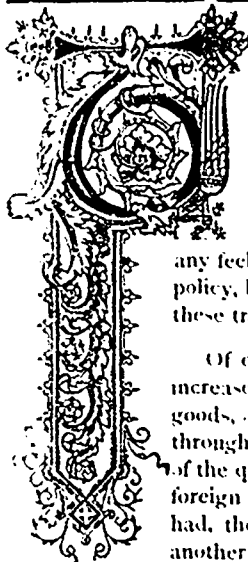
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VOL. V.

TORONTO, MARCH, 1889.

No. 51



OUR NATIONAL POLICY, which should be for the benefit of the whole community, has, so far, worked entirely to the disadvantage of the bookseller and newsdealer. While the interest of every other trade has been considered his has been entirely overlooked, or else considered only to do him injury. We do not make this statement in

any feeling of antipathy to the National Policy as a policy, but we object to its provisions as regarding these trades.

Of course it was to have been expected that the increased duties on books and stationery and fancy goods, and the greater difficulties of passing goods through the Custom House would make it quite out of the question that the retailer should deal with the foreign publisher or manufacturer or jobber; he had, therefore, to expect to use the services of another middleman, and therefore pay another commission. He had this trouble in common with

the other trades, but he had also the extra annoyance of selling goods which frequently bore on their face the foreign retail price, a price which, on account of duties and commissions, he could not duplicate, but which, in attempting to reach, he was continually destroying his legitimate profits.

It is not here, however, that his sorest trial has arisen. It is in the actual discrimination against the trade practised by the customs and postal authorities that he has met his deadliest blow

Periodicals are a large factor in his business. In quantity, in value and in custom bringing they are in many cases the best feature in a bookseller's and newsdealer's trade. By that class of business he succeeded not only in making a fair profit but likewise made his store the frequent resort of customers; for, as a wise business man, he tried as far as possible to make the periodical a "called for" business, and he naturally avoided having them sent by post as an undesirable system for very many reasons. His periodicals, coming in bulk, paid a heavy duty; he was compelled consequently to charge prices higher than the foreign retail rate printed on the periodical. His customers naturally grumbled. However much they might like protection when protecting themselves, they always objected to protection which brought them extra cost. Then the foreign publisher got in his fine work. He advertised that he would send his publications direct by mail to the readers for the ordinary publication price. At first the

Canadian reader hesitated, he thought, "Surely the customs authorities will levy on these papers coming to me just as they do on those coming to the dealer," but by degrees he began to see that our paternal government were not taking any such course. They were actually letting these papers come through FREE OF DUTY. They were putting no bar in the way of direct dealing with the foreign publisher of periodicals. The buyer did not even have the delay caused to the dealer of passing the goods through the custom house.

* * *

What must be the result of this system of direct antagonism of the government to a particular trade? Nothing less than ruin to the trade! Look over the list of failures in the book and news trades within the last few years, look over the statements of those who have maintained their fight thus far against these odds, and you will realize what has been and what must be the result.

* * *

We are not seeking a quarrel with the government, nor using these facts for the purpose of hostile criticism; all we seek is fair play for our trade.

A deputation consisting of Messrs J. T. Gilmore, president Typographical Union No. 91, W. A. Shepard, Mail Job Department; James Murray, of James Murray & Co.; A. W. Croil, of the National Electrotyping Company; Dan Rose, W. F. Maclean and R. R. Elliott waited on the Ministers of Customs and Finance recently, asking that the import duty on printed books, pamphlets, advertising matter, catalogues, stereotype and electrotype plates be increased as follows: Prayer books, psalm and hymn books, 15 per cent. ad valorem; maps and charts, 6 cents per pound, and 15 per cent. ad valorem; advertising pictures, pictorial show cards, illustrated advertising periodicals, price lists, catalogues, advertising calendars and advertising almanacs, being for business or advertising purposes or not, 15 cents per pound, and 25 per cent. ad valorem; stereotypes and electrotypes of books, 1 cent per square inch; stereotypes, electrotypes and celluloid plates of commercial blanks, advertisements, catalogues, price lists, advertising pamphlets and almanacs, two cents per square inch; stereotype matrices or copper shells of books, three-quarters of a cent per square inch; stereotype matrices or copper shells of commercial blanks, advertisements, catalogues, price lists, advertising pamphlets, almanacs and newspaper columns, one and three-quarter cents per square inch. The deputation was introduced by Mr. G. R. R. Cockburn, M.P. The object of these increases, it was explained, was to shut out American plates sent through the mails, and protect the compositors and employing printers of Canada. The Ministers promised to lay the matter before the Government.

THE BUSINESS OUTLOOK.

After a careful investigation of the situation, we come to the conclusion that trade generally is in a healthy condition, and that the outlook for 1887 is cheering. There are many indications of a revival of business; and as confidence is restored, the channels of commerce will again assume their former activity. Merchants and dealers have passed through two trying years. Competition was never as keen, and instead of a remunerative business, the majority of our leading houses were heavy losers at the end of each year. The failures were numerous, but notwithstanding this fact stocks are well in hand, and money is comparatively easy. There is a good demand for choice investments, and preference seems to be given to securities that do not net over 5 per cent. Our imports, especially of dry goods, were comparatively small last year, and this class of goods remaining in stock has perhaps not been as light as now for many years. An important feature in our imports is the comparatively large increase of raw materials. In 1868 the imports of raw materials of all kinds were valued at less than \$5,500,000, while last year they had risen to the enormous value of \$28,361,000. Besides, there is a large amount of partially manufactured goods, such as iron and metals, brought in, and it is safe to say that the imports of raw materials to be used in our mills and factories will exceed \$31,000,000. This great increase in this class of goods means so much additional employment to the people. Another favourable feature is the increased tonnage of our railways. Since the first of the year, the Grand Trunk weekly gross receipts have exceeded those of last year, and the returns of the Canadian Pacific are equally favourable. By the last named road our trade with China, Japan and Australia is extending. In the season of 1887-88, the shipments from China and Japan to Canada by San Francisco steamers were 759,172 pounds, while the Canadian Pacific line carried 3,773,921 pounds. This season up to same date, the shipments via San Francisco have been only 735,265 pounds, while 5,357,944 pounds have been sent via Vancouver.

In dry goods a good many orders have been placed for spring fabrics, and travellers are meeting with more encouragement. The feeling seems hopeful and trade generally in the country is increasing with seasonable weather and good roads. Prices are firm all round, and the late advances have been fully maintained. The cotton situation is a strong one, as stocks held are very low, and the wants of merchants are with difficulty being supplied. Linens are firmer, and woollens in moderate request. The trade in groceries is fair. Teas are moving rather freely, and the undertone is strong. Coffees are also firm in prices. The prices of sugars are rather easier, and to many are a disappointment. An improved trade is reported by hardware dealers,

and confidence is rapidly being restored. As a rule prices are low, but in some lines more firmness is apparent. As stocks are generally small, a slight increase in demand would result in firmer quotations. Remittances this month were in many instances better than had been expected, and in consequence there is a growth of confidence. The failures will diminish from this time forward, and the great bulk of weak houses being weeded out, there is a good prospect for those remaining in business.

Within the past few weeks there has been increased activity in the wool markets. Considerable shipments of fleece have been made to the United States, and this trade now appears to be in a more healthy state than for some years. The stocks have been pretty well exhausted, and among sales recently reported are several lots of the clip of 1886. Dealers are likely to begin next season's trade bare of stocks. Although the wheat crop of the past season was comparatively small, prices are much higher and the returns are much greater than the previous year. There is said to be a good deal of wheat not marketed yet, and it is unlikely that this Province will have to import from the States. A good deal of fall wheat was sown the past autumn, and reports of its condition so far are very satisfactory.

THE HINDRANCE TO CO-OPERATION.

The advocate of co-operation holds out the expectation of great benefit to the community by the adoption of that system, especially when applied to distribution. One may ask those who prefer this method, if you desire to co-operate why do you not co-operate? There is nothing to prevent except the one fact, which is commonly overlooked, namely, that the small margin of profit which now suffices to maintain the great shops of this country, dealing upon the cash system and upon the principle of large sales and small profits, leaves little or no fraction to be saved by those who choose to co-operate in some other way than by buying at such a shop. Edward Atkinson in the "March" Forum.

REDUCTION IN POSTAGE REMOVAL OF DUTY.

Just as we go to press we learn through private sources that it is probable that the Government, on the recommendation of the Postmaster-General, are likely to reduce the postage on newspapers and periodicals from four cents per pound to one cent per pound. It is also thought that satisfactory arrangements will be made between the Post Office and Customs Department, whereby the duty will not be levied on those periodicals on which it is now collected. As we have heretofore pointed out, such a change is but fair. It places the trade and the public on the same footing.

A COPYRIGHT ACT.

Advices from Ottawa say that it is probable that a Copyright Act will be introduced in the Dominion House this session. It is said that the present Copyright Act will be amended on the lines laid down in the draft of Bill submitted by the Canadian Copyright Association.

A STATIONERS' BOARD OF TRADE.

The local wholesale trade are being canvassed with the object of ascertaining their views as to the advisability of establishing a Wholesale Stationers' Board of Trade, on the same lines as that now in operation in New York. One of the principal objects of such a Board is the protection of the wholesale trade from fraud on the part of their customers. Speaking of the scheme a leading wholesale merchant referred to an incident that came under his notice in New York. A Chicago merchant waited upon one of his creditors in New York with a story of hard times, and his inability to meet his payments, and wanted to compromise at 65c on the dollar. This creditor at once sent a note, giving the particulars, to the Inspector of the Stationers' Board of Trade; he as promptly notified all the other members. They were ready for the visit. They received him very kindly, and, getting all the information they could, sent him away without making any definite promise of settlement. He was so well received everywhere he went that he soon came to the conclusion that he would find no difficulty in compromising at 25c, and he commenced to offer that figure. In the meantime the Board was not idle. The Solicitor and Inspector were sent to Chicago. After making all necessary enquiries they took possession of the stock. They managed the estate carefully and sold it at a price which paid the creditors 100c on the dollar, and left 67c on the dollar more for the late proprietor, who could not pay 65c.

The Board also collects accounts, furnishes information to its members regarding their customers, and is, in fact, a terror to all evil doers in the stationery trade. It is claimed that it protects the honest dealer, while it punishes the dishonest.

ACID PROOF CEMENT.

A cement that will resist sulphuric acid, even at boiling heat, may be made by melting caoutchouc at a gentle heat, and stir in from 6 to 8 per cent of tallow. Then mix in enough dry slaked lime to make the whole the consistency of soft paste, after which add about 25 per cent of red lead, which causes the mass to set hard and dry. A mixture of caoutchouc in twice its weight of linseed oil, and the addition of an equal amount of pipeclay, will form a paste that will resist the action of moist acids.

PRICES OF SCHOOL BOOKS.

Referring to the change in the prices of school books, mentioned in last issue, no action has yet been taken. It is understood that, on the instructions of the Minister of Education, an arbitration is likely to be appointed to consider the question of the prices at which books are being sold. There is some speculation as to whether any changes will be made or not. Some dealers hint that if any action will be taken at all it will result in a reduction in the prices of drawing books. It is not yet announced when the arbitration will meet.

DUTY ON STEREOTYPED MATTER.

A representative delegation of publishers and journeymen printers from Toronto met Hon. Messrs. Bowell and Foster this morning, and argued in favor of raising the duty on stereotyped matter and printed sheets of hymn and prayer books to a practically prohibitive limit. The delegation consisted of Messrs. G. M. Rose, W. A. Murray, Shepard, R. R. Elliot, Chairman of the K. of L. Legislative Committee, J. T. Gilmour and John Armstrong, of the Toronto Typographical Union. They were armed with petitions signed by prominent publishers of the Dominion and a number of typographical Unions, and urged that if the American plates and sheets were kept out of the country their production here must provide work for Canadian printers.

MR. WALLACE'S BILL.

Mr Wallace's Bill is evidently not going through the House without meeting with the most determined opposition. The Minister of Justice was waited upon last week by a deputation, consisting of Messrs. W. F. Gault, D. Morrice, C. B. Hebert, J. Cowan, R. G. Leckie, H. Watson and C. Chaput, of Montreal, and R. Turner, of Quebec, accompanied by Messrs. Curran, Labelle and Desjardins, to point out the objections they held against the passage of Clarke Wallace's Anti-Combines Bill. They represented that if the Bill were passed it would put a stop to a great proportion of legitimate business by compelling wholesale dealers to sell at retail prices, or at sacrifice prices, because other dealers might do the same. They said the Bill was too vague with regard to those offences which were created by unduly raising the price of goods, and would unreasonably affect the exchange of commodities. They contended that it would be oppressive to insist on the forfeiture of the charter of any incorporated company consequent on a single conviction which might be for a very trivial offence. It was urged also that it would be unreasonable to have to submit to a jury the decision of the question whether a company should forfeit its charter or not

by unduly raising the price of commodities, and they alleged that there were no combinations, so far as the interests they respectively represented, which were unfair or likely to be detrimental to the public interests.

NEWSDEALERS AND LIBEL.

Every newsdealer is legally presumed to know the contents of every publication which he handles, even if the interval between the time when he receives the paper from the office of publication and the time of his delivery of it to the purchaser is so short as to negative conclusively the possibility of actual knowledge of the contents. He is liable even in his absence, where the paper containing the libel is received and sold by his employé, unless it is proved that the paper was sold against his orders, or secretly, or that some deceit was practised upon him, or that he was absent under such circumstances that the presumption of his complicity in the sale is conclusively rebutted.

THE EARLY CLOSING ACT.

An application has been made in the Local Legislature for a return showing the names of the municipalities which have passed by-laws under the authority of the "Ontario Shops Regulation Act," distinguishing between cases where such by-laws were passed in pursuance of petitions therefor and the cases where by-laws were passed without petitions in favor thereof; and showing, also, which of the by-laws have since been repealed. The object is to get all the information possible in regard to the working of the Ontario Shops Regulation Act, which, it is asserted, had not been operating successfully, but on the contrary led to trouble and turmoil in many municipalities where it was still in force, and in many municipalities where it had been repealed. The people, in many cases, regarded it as a direct interference with their rights and liberties.

Mr. Meredith went for the Act very strongly. He said that many had supported it, thinking it would be a success, but was not. It was stated last session that the Mother Country had proposed, and would carry into effect, some such legislation, but the House would remember that the session was hardly over when the proposed measure was laughed out of the Imperial Parliament by a large majority of the members, and among the strongest opponents of it were those who might be assumed to be most interested in the labor question. The experience of the Act in this province was that it was wholly unworkable, not by reason of any defect in the machinery, but simply because of the unsound principle upon which it was based of attempting to interfere with the liberty of the subject. He did not deny that it was most desirable to shorten the hours of labor by some proper means, such as by calling upon the owners of

shops throughout the country to support the idea, but when hon. gentlemen undertook by legislation to declare that people shall conduct legitimate business in such and such way, and according to such and such ideas, they were introducing a tyrannical power, belonging not to this century, but to centuries long since past and gone. This Legislature undertook to say "It is an offence to carry on your business by selling in the ordinary way for the purpose of meeting your obligations. Why, such a thing belonged to the dark ages of legislation. Not only in the city of Toronto, but in every city throughout the province the Act had been found unworkable. The majority in the city of Toronto originally favored the measure, but when it was attempted to work the measure it was found to be a gross interference with the liberty of the subject, and it should have been at once repealed. He understood that in the city of Toronto to-day there was not any trade which would have the Legislature control it, and in the city of London only the druggists, who were eight or ten in number, allowed themselves to be governed by it. The trial of it all through the country had shown it to be a measure which should never have been placed upon the statute books of the province; it had met with so little response.

A CUSTOMS CIRCULAR.

The following circular has just been issued by the Customs Department to the collectors at the various ports.

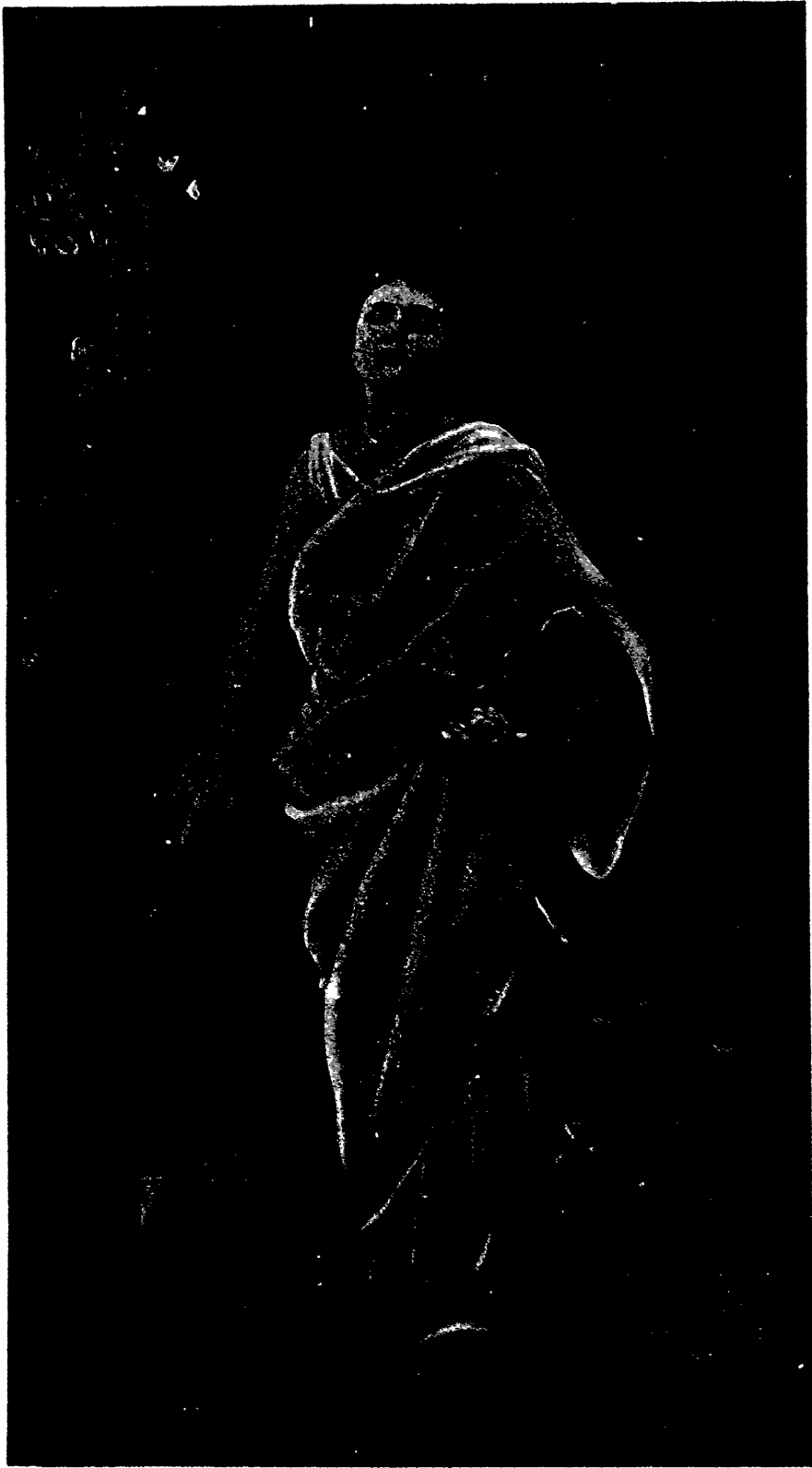
You are requested to use all possible vigilance in collecting the duty of 12½ per cent. on reprints of all British copyright works, in addition to any other duty provided for by tariff.

Complaint has been made to the Department that reprints of the following works, all illustrated by Gustave Dore, are being largely imported into Canada, and the copyright duty not collected, viz.: "The Holy Bible"; "The History of Don Quixote" (Cervantes); Milton's "Paradise Lost"; "The Fables of La Fontaine," translated by W. Thornbury; "Atala" (Chateaubriand), translated by J. S. Harry; Dante's "Inferno" (The Vision of Hell); Dante's "Vision of Purgatory and Paradise"; "The Adventures of Baron Munchausen"; "Fairy Tales Told Again," by Tom Hood. Copyrights, Messrs. Cassell & Co. (Ld.), Ludgate Hill.

NOTE. Entry of all copyright works must be made on the authorized form, B. 3, or they will be returned for correction.

"Have you Browning?" she asked at the village store. "No," replied the clerk, "we have blacking and whiting, but no Browning."

Irate passenger (as train is moving off):—Why didn't you put my luggage in, as I told you, you old—? Porter:—E—h, man! ye'er baggage is nae sic a fule as yersel'. Yer' it the wrang train.



From *The Dominion Illustrated* of July 13, 1888.

loaned by the Proprietors of *The Dominion Illustrated*,
The Canadian Pictorial Weekly,
Subscription, \$4.00 per annum, 10 cents per copy
G. F. Desbrosse & Son, Publishers,
Montreal.

"NYDIA."

CANADIAN PRESS ASSOCIATION.

The Canadian Press Association held a winter session, February 22nd, at the rooms of the Toronto Press Association.

Those in attendance during the day were: President Dr. Dewart, Christian Guardian, Toronto; Wm. Watts, jr., Expositor, Brantford; Secretary W. R. Climie, Sun, Bowmanville; J. B. Traves, Times, Port Hope; A. R. Fawcett, Review, Streetsville; R. L. Mortimer, Free Press, Shelburne; P. E. Moyer, News, Berlin; L. W. Shannon, News, Kingston; J. C. Jamieson, Intelligencer, Belleville; M. A. James, Statesman, Bowmanville; W. E. Smallfield, Mercury, Renfrew; H. P. Moore, Free Press, Acton; J. J. Crabbe, Toronto; A. J. Matheson, Expositor, Perth; L. G. Jackson, Era, Newmarket; C. H. Mortimer, Canadian Architect; J. B. McLean, BOOKS & NOTIONS, Toronto; C. D. Barr, Post, Lindsay; J. J. Bell, Recorder, Brockville; J. J. Cave, Express, Beaverton; J. H. Thompson, Post, Thorold; Rev. W. M. Smith, Canadian Independent; W. J. Watson, Standard, Dundas; W. F. Maclean, World, Toronto; J. S. Brierley, Journal, St. Thomas; H. J. Snelgrove, World, Cobourg; John Motz, Journal, Berlin; J. W. Bengough, Grip, Toronto; John Cameron, Globe, Toronto; H. Hough, Grip, Toronto; F. J. Jewell, Enterprise, Colborne; A. F. Campbell, Conservator, Brampton; C. W. Lawton, World, Beeton; George Young, Courier, Trenton; C. Blackett Robinson, Presbyterian, Toronto.

The first paper read was on "Subscriptions and Clubbing," by Mr. Roy Somerville, of Dundas. His paper was well prepared and comprehensive. Mr. Somerville urged that proprietors should make their subscription lists more of an asset instead of merely depending on it as a means of gaining advertisements. A publisher should regard his circulation with the business ideas, and govern it with the same principles as any other business man does his stock in trade. He thought the publisher's field should be the immediate vicinity of the office of publication. The proper manner to fill it was to recognize the importance of home news; giving special prominence to every local event; by not despising small items; keeping solid with ladies by publishing a woman's department and a good serial story.

Messrs. C. D. Barr, J. B. Traves and J. C. Jamieson were appointed a committee to take charge of the question drawer.

Mr. L. G. Jackson read a paper on "Apprenticeship." Mr. Jackson deplored the practice of youths who, unindentured, can leave an office after a couple of years and sally forth, call themselves journeymen, and do botched work. His remedy was to indenture all apprentices for five years. At the conclusion of his paper he made the following motion:—

Resolved—That this association recognizes the apprenticeship term of five years as requi-

site to qualify for a journeyman, and calls upon all its members to duly observe the same; also that no member of this association shall engage an "improver" or "two-thirder" without a certificate from his former employer to the effect that he has left his employ with consent.

Messrs. H. J. Snelgrove, W. R. Climie, P. E. Moyer, Roy V. Somerville, J. J. Bell, J. S. Brierley, C. D. Barr and W. J. Watson spoke on the subject. The predominance of opinion was, that while a term of five years was desirable, indentures were hardly practicable. On motion the paper and resolution were referred to a committee composed of Messrs. W. R. Climie, J. B. Traves, Roy V. Somerville, J. S. Brierley, C. D. Barr and L. G. Jackson.

Mr. C. D. Barr read a paper on "Advertising Rates, Local and Foreign." He urged his conferees to fix rates or contract figures and stick to them.

Mr. J. B. Traves introduced the advertising agent side of the question, and asked what the press should do with him, giving many reasons why this bete noir should be abolished or regulated. This phase of the question being brought before the meeting, Messrs. Jamieson, Watson, Somerville, John Cameron and Brierley attacked it, and Mr. Dyas, of The Mail advertising agency, who sat an interested listener to the discussion, asked permission to say a word for the middle man. He argued that the advertising agent is the victim of calumny and a much-wronged man.

A desire being expressed for a suggestion of a basis for a rate per thousand of circulation for patent medicine advertisements, Messrs. Somerville, Jackson, Traves, Campbell, Jamieson, Shannon, Hough and C. Blackett Robinson were appointed a committee to formulate such a list of rates.

A paper on "Business Office Management," by Mr. J. B. Traves, was read. He deprecated the imperfect systems of book-keeping too often in vogue in newspaper offices, and suggested a system complete and efficient. His paper dealt with discipline in the office, and the necessity for well-observed rules in all departments, and for the calculation of the cost and profit of all work being done.

Mr. H. P. Moore read a paper on "Job Printing—What is a fair profit." The large printing corporations which "squeeze out small offices" were noticed, and after enunciating some sound principles he came to the question of profit. After the cost of material, composition and presswork there should be added 20 per cent. for rent and interest on capital invested, and 25 per cent. for profit.

The tramp printers, as canvassers from city houses in the smaller towns are called, were held up to obloquy. The best way of keeping up prices was discussed, and a dozen members found their tongues loosened and talked on this question.

The duty on plates was considered. The benefit to the country of the admission into

BUSINESS CHANCES.

Under the headings "Books Wanted," "Books for Sale," "Business Chances," "Situations Vacant," "Situations Wanted," one cent a word is charged for each insertion. Initials and figures are each counted as one word. If it is not desirable to give the advertiser's address, replies may be sent to Box —, care of BOOKS AND NOTIONS.

A GOOD CHANCE IS OFFERED IN LONDON, Ont., to commence business—large Church of England connection—stand, the most central; rent low; stock, say \$3,000; periodical list about \$3,000 per year. Address, E. A. Taylor, London, Ont.

AT BRAMPTON—STOCK OF FANCY GOODS and Stationery for Sale. Enquire of J. W. Main, Brampton.

BONUS—THE VILLAGE OF HAYFIELD OFFERS a bonus to responsible men who will put up a good roller mill; good locality; correspondence received until February 2. John Pollock, Clerk.

BOOKS, STATIONERY, FANCY GOODS.—Our increasing wholesale trade requiring our undivided attention we offer for sale on advantageous terms one of the best retail businesses west of Toronto. Rice & Chapple, London.

DRUMBO—A RAILWAY CENTRE—PRESENTS openings for manufacturers—furniture, boot and shoe, marble and others. C. A. Muma, president.

FOR SALE DRUG STOCK AND FIXTURES—established twenty-three years. For full particulars address Family Drug Store, 723 West Fort Street, Detroit, Michigan.

FOR SALE—CHEAP—ONE OF THE OLDEST established photograph galleries in the thriving town of Berlin; centrally located. For further particulars address George H. Trussler, Berlin, Ont.

FOR SALE—BOOK, STATIONERY AND WALL paper business, in good western town; business well established and doing the leading trade; stock bought at lowest prices and well assorted; amount about \$5,000; store handsomely fitted for the business. Telephone business in connection worth \$200 yearly. This is a bona-fide chance to secure a good paying business. Apply to Stationer, Box 3, BOOKS AND NOTIONS, Toronto.

SPLENDID OPENING TO MANUFACTURE THE Koch adjustable reversible shelf brackets for shelving stores, libraries, pantries, etc. They have a very extensive sale in the United States and should take well in Canada. Address Box 10, BOOKS AND NOTIONS Office, Toronto.

Canada of the plate matter from the large houses of the United States was advanced against an increase, as threatened, of the duty. Only two members took ground against the use of plates. Mr. Barr made a humorous speech, and the matter was referred to the Executive Committee, with instructions to take any necessary measures to oppose the increase of the duty on newspaper plate matter.

The Secretary was instructed to write the C. P. R. to ascertain rates for the next annual excursion to cross the Continent to the Pacific.

The evening session was opened by the reading of a paper on "How best to deal with questionable business methods of wholesale houses," by Mr. A. F. Campbell.

The second paper was on "The libel law," by Mr. John King, M.A., of Berlin, who in a cleverly written paper discussed the legal aspect of the existing libel law, paying particular attention to the matter of security for costs, and a change in the law in this respect.

BROWNING BRASS AND BRONZE WORK.

For a dipping brown, use to 1 pint of water 5 drachms of perchloride of iron. The articles must be made perfectly clean and dipped in the hot solution until the required color is obtained; then dipped in clean hot water, dried and lacquered. If only a varnish is required, use clear shellac varnish colored with dragon's blood, gum and burnt amber.

CORRESPONDENCE

MONTREAL, Feb. 27, 1889.

DEAR SIR, - I want to place before my brother booksellers a subject which has of late years been giving me a great deal of worry. Probably the greater number of your readers will, when they read this letter, say that I am a fool for my pains, yet with all the argument I can bring to bear upon the subject I cannot relieve myself.

My question is: "Is the bookseller responsible for the evil that may be done by the books he sells?" The question was first brought home to me at a temperance lecture. The speaker went on to prove that the brewer, the distiller, and the tavern-keeper were all responsible for the evil done by the whiskey made or handled by them. He showed that it was no excuse to prove that if they had not made it or sold it some one else would have done so; neither was it an excuse that in their dealing they had no intention of evil.

If these arguments are valid as against manufacturing or dealing in whiskey why not against making or selling books which hurt? Take, for instance, "Robert Elsmere." The man or woman who has arrived at years of discretion, and who weighs words and arguments, can read that book without harm, but to the young, to those who, when they read accept the writer's facts and arguments without dissection, this is a most pestilential book. Suppose, knowing all this, that I put up signs in my store calling attention to this book; suppose that I have it lying on my counter in view of the general public; suppose that I sell this book to some one whom it will injure; or, going further still, suppose I sell it to some one whom it will not injure but who trusts it in wrong hands - am I responsible for the injury done by that book?

Should I keep in stock a book which I know to be immoral, indecent, misleading, infidelistic? Then, again, is ignorance a good plea? Is it my duty to know what books I sell?

I have stated the case broadly, my brother booksellers can fill in the details. Now let them give their opinions; I want to settle my mind on the question, and I want to ease my conscience.

Yours respectfully,

MONTREAL.

COLLINGWOOD, Feb. 6, 1889.

DEAR SIR, - We have great pleasure in reporting Christmas sales as good, better than last Christmas, and what we consider of more importance - the profits were satisfactory; where, last year, one of our fraternity here was satisfied to sell goods for fun, this Christmas he was out of business, and consequently we all succeeded in getting our legitimate prices. Plush goods sold well; a couple of dry goods houses carried a large line but did not succeed very well with them.

One of them, we are pleased to say, is carrying most of his yet. Booklets and cards sold very well, cards especially for a line that is supposed to have run out. Annuals were not good sellers, but on the whole trade has been satisfactory. Enclosed we beg to hand you \$1.00, two years' subscription to BOOKS AND NOTIONS ending October, 1889. We would not be without it.

E. S. BROWN.

WALKERTON, Feb. 14, 1889.

DEAR SIR, - BOOKS AND NOTIONS, in its pretty, new dress, and enlarged size, to hand this morning, and in wishing it greater prosperity in the future I enclose \$1.00, which will pay up to the end of 1890.

Yours truly,

E. W. ATTWOOD.

PORT OF MANTOWANING, Feb. 22, 1889.

Dear Sir, What have I done that your printer should make "afford" out of "offset," and "adopt" out of "adapt," in my report of trade in your February number. As set up there is no sense in it. Who is your proof-reader?

Yours truly,

W. J. TUCKER, Captain.

We apologize to the Captain, and assure him of our sorrow for the blunders. Let him try another letter - say on the Compromise question - and see if we don't get him right then.

Dear Sir, I am very much interested in a discussion now going on in the columns of the Canadian Grocer on the "Compromise" question. It is one of the most important of subjects to every retailer at the present time. I have been a sufferer lately from the slaughter prices of a compromised estate, and fear another very shortly which, when it occurs, will have been caused by the cut rates of the former one. I want to raise up my voice now against compromise, and I ask the whole trade to join with me in the same cry. I send by this mail a copy of The Grocer, with the letters I refer to marked. If you could find space for a couple of them you would be doing a good service to the

RETAIL TRADE.

In compliance with the request of "Retail Trade" we reproduce a couple of the letters referred to.

HAMILTON, Feb. 18, 1889.

Sir, I am strongly in favor of doing away with compromise, as in the event of such a thing taking place no merchant who has hitherto paid 100 cents on the dollar need fear coming to grief, barring some unforeseen calamity, as in that case honesty and punctuality in paying accounts would count for something in such a man's favour, which at present it does not seem to do. As we do not hear of any wholesaler failing, it is evident that the 100 cents on the dollar men are bearing the brunt of the whole thing, and I think they have the right to demand that the

wholesale houses should stop it. There is a good deal of maudlin sympathy expressed for some of these compromisers who have stinted themselves of no pleasures that their creditors' money would buy them, but where is the pity for the other man who denies himself the year round in order that his little profits, which are much smaller than they need be but for the other fellow, may be sufficient to pay every one their own. Can anything be more galling than to pay \$100 for a thing which your compromising competitor gets for \$40. I cry shame on the wholesalers that they do not instantly sweep away such an astounding state of things. There used to be much shame in not being able to pay one's full liabilities, but now the less a person (I was going to say a man, but person will do better) gets off with paying, the higher he cocks his beaver. Some of them even pay their pew rent and subscriptions to mission funds with money really belonging to the wholesaler. Sit down on them hard, friend wholesaler, and sell only to A1 men. You will sell quite as many goods, have fewer accounts, less losses, and the pleasure of allowing your humble friends who have hitherto paid 100 cents on the dollar a chance to make a little profit.

GORRIE, Feb. 21, 1889. - The letters you have published on the question of Compromises have the right ring about them. It is high time that something was done to stop this pernicious practice. The fact is that for the past few years it has been very difficult in many places at least for the honest, careful dealer who aims at paying 100 cents on the dollar to do so and make a living. There are so many men who have neither capital of their own nor business ability, who are helped into business by some wholesale house in order to make an outlet for their goods. The usual result is that these men go to work and slaughter goods, compelling their neighbors to follow suit or else see their trade leaving them, and in the end there are sometimes two or three failures when there should not have been any. We claim that the wholesale men are very largely responsible for a great many of the failures that occur. If they would use more prudence in the selection of the men they sell goods to, and not be so ready to grant compromises when asked to do so, the retail trade of the country would soon be in a much healthier condition than it is at present. Yours truly,

W. S. BEEM.

S. T. White, of Hamilton, in paying his subscription, says he would not be without BOOKS AND NOTIONS.

In our last issue we mentioned that Mr. Vardon, representing the Reinhardt Manufacturing Co., had invented a very convenient tissue paper. We should have said tissue paper holder. We will illustrate it next month.

TRADE CHAT.

Messrs. C. M. Taylor & Co., who purchased the insolvent estate of Menzies, Peterboro', have brought up all the desirable staples, such as current school books, to their warehouse here, and the remainder they sold in that town.

The Publishers' Weekly, in its review of the books of 1888, says :

Out of the 4,631 books recorded during the year it appears that 3,520 were manufactured in this country, the other 1,111 are English importations—a surprisingly small number of which were imported in plates or sheets. Out of the 3,520 made here nearly 3,000 are the works of American authors, or are translations by American writers, or adaptations, as in the case of school-books and medical works, to the needs of our own students. 590 only are actual reprints, 375 of these being works of fiction published in cheap, paper form. The sensations of the year, as everyone knows, were "Robert Elsmere" and "John Ward, Preacher." No other works had such phenomenal sales, though a few other novels—notably some Spanish translations—were very flatteringly received, and a few religious works, biographies, and histories were recognized as of permanent interest. The end of the year witnessed the advent of Bryce's "American Commonwealth." It was met with an enthusiasm which promises to grow. The Russian revival came to a climax in 1887. The past year paid little attention to Russian literature. A few of Tolstoi's minor works were alone translated. The topics of our "educational" campaign—the tariff, civil service reform, free trade and protection—stimulated many new writers. Light, popular works were again the largest in demand. No profound scientific treatise, nor thoughtful philosophical work can be found among our titles. The most read and the most discussed novels of 1888 were written by women. This was the case, not only in American fiction, but also in English fiction, the four notable novels of the year being "John Ward, Preacher," "The Quick or the Dead," "Robert Elsmere," and "The Story of an African Farm."

Among the works lately published by the Religious Tract Society are many that should be good selling books in this country. The following are the latest :

RAROMI. By A. A. Fraser. This story is full of exciting interest on every page. The hero, Falconer, afterwards re-named Raromi, is saved from the drink by a little man, Noble by name and nature; and soon afterwards, under a false accusation, he is seen in the midst of the Maori warriors. How he fought, what he suffered, and the friendship of the old chief, Dog's Ear, who adopts him as his son, make up this capital and stirring yarn, with its thread of love and Christian teaching interwoven. The pictures, too, are excellent.

CONSTABLE 42 Z. By E. A. B. D.—The picture on the cover of this volume introduces us to this stalwart policeman, in close quarters with two burglars, settling an account with one of them with his own revolver. This

story shows 42 Z in a more tender character, however, and his kindness to little Paul is repaid by priceless lessons, which change the constable's heart. Some trials and sorrows shadow these pleasant pages ere the story ends.

THE CUP AND THE KISS. By Rev. P. B. Power. The first of these brief sketches, which gives its title to the volume, tells how Alexander gave to one of his friends a cup and to the other a kiss, the latter being so much the richer in value. From this Mr. Power, in his usual happy style, points a Christian moral. The other pages speak of the "Two Happy Ps," "The Home Beyond," "Who is That?" "Buy a Flower," and similar topics, upon which hang expositions of evangelical truth and practice.

THE CHRISTMAS CHILD. By Hesba Stretton.—Another of this writer's pretty little stories; in this instance a little Welsh girl, impressed with the incidents of the sacred birth at Bethlehem, finds a little baby in the manger of the stable. There is a tender pathos in the narrative, which is intended for young children.

ON A DOG. By Hesba Stretton. Uniform with the above is this tale, of which a dog, Jock, is the four-footed hero. He had been the pet of the family, and ends his mischiefs and joys by going mad and dying by the merciful hand of his master.

A. C. Armstrong & Son have just published three important works on the Asiatic continent. "Through the Heart of Asia over the Pamir to India," by Gabriel Bonvalot, has been translated from the French by C. B. Pitman, and is published in two volumes, with 250 illustrations by Albert Pepin; "The Industries of Japan," by Prof. J. J. Rein, of the University of Bonn, gives an account of the agriculture, mining, forestry, arts and commerce, from travels and researches in Japan, undertaken at the cost of the Prussian Government; and a second edition of the same author's work on "Japan, Travels and Researches," which, by verdict of the London Spectator, will be "the standard authority in such matters" for a long time to come. The new volume in the Book Lovers Library is "Foreign Visitors in England, and what they have thought of us," which makes the ninth arrival in this well-liked series.

Charles Scribner's Sons have just ready "French Traits," by W. C. Brownell, a subtle and extremely entertaining analysis of French character and French society. The method of criticism is comparative throughout, the social customs, intellectual habits, art instincts, and moral standard of the French being brought into juxtaposition with those that prevail in the United States. They have also just ready a treatise on metaphysics, by Dr. James McCosh, entitled "First and Fundamental Truths," which is regarded by the author as the keystone of what he

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has been able to do in philosophy, and in which he formulates and explains the fundamental law governing the associated mental exercises. Finally, they have a new and revised edition for 1859 of Thos. A. Janvier's helpful "Mexican Guide."

"The Lawyers' Statutory Record," showing supplementing, amending and repealing enactments, sessions 1857-1858, by A. H. F. Lefroy, is to hand from the press of Rowsell & Hutchinson.

Dr. Blaikie's new life of Dr. Livingstone, the African Explorer, in Munro's cheap library, has been selling well lately. It is a splendid book for young people.

"Easter Hymns" is the title of a pretty little booklet offered to the trade by the Willard Tract Depository. The cover is shaped and colored like a dove's wing, and inside it is beautifully illustrated. It is one of the prettiest things of the kind yet offered to the trade.

The Methodist Book and Publishing House announce the following new books and new editions: "The Indians, whence came they? Who are they? Their Manners and Customs," by Rev. John McLean, Ph.D.; price, \$1.00. "Christian's Secret of a Happy Life," paper, 30c.; cloth, 50c., and cloth gilt, 75c.; this edition has two additional chapters. A new Sunday School Class Book; price, 75c. per doz. New edition of Dominion Hymnal, words only. A pamphlet by Rev. Wm.

Bevan on "The Coming of Christ, the Resurrection and Judgment as they affect Believers;" price, 10c.

J. Theo. Robinson has issued a 30 cent edition of "Silken Threads," a fascinating novel, by the author of "Mr. and Mrs. Morton," which caused so much discussion in the United States that it speedily ran through five editions in about as many weeks.

Under the nom de plume of Jean Fairweather, a talented young lady of Montreal has published her first work, entitled "Rose Wood, or the Octoroon's Bride." It is from the press of J. Theo. Robinson, Montreal.

"John M. Naydian's Family Party" (a political allegory) is bound to create a sensation. It is written by a prominent politician, and deals with both Dominion and Provincial politics. Published by J. Theo. Robinson.

We have received from the National Publishing Company the following new books: "Long Odds," by Capt. Hawley Smart; "The Manhunter," by Dick Donovan; "The Match of the Season," by Mrs. Alexander Fraser; "The Ladies' Gallery," by Justin McCarthy and Mrs. Campbell Praed. These books are issued in the attractive Red Letter series, and, as the authors are popular, will meet with a ready sale.

The Anglo-Canadian Music Publishers' Association has just scored another victory. In an action brought against Messrs. I. Suck-

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Orders for Hymnals from this list may be sent through any Bookseller in the Dominion, or direct to the publishers.

Presbyterian Printing and Publishing Company,
5 JORDAN STREET, TORONTO. ONT.

ling & Sons to prevent them from importing English editions of Gilbert & Sullivan's operas, Chancellor Boyd has decided that, as the Canadian copyright was secured prior to the English, that the Association had the sole exclusive right of sale in Canada. The learned judge granted a perpetual injunction against Messrs. Suckling, and condemned them to pay the whole costs of the litigation, which will be heavy, as the action was commenced nearly two years ago.

John King, M.A., of Berlin, has in preparation a treatise on the libel law.

"The Queen's Token," by Mrs. Cashe Hoey, is the latest addition to Bryce's library.

"A Missing Husband" and "The Earl's Wife" have also been issued by Wm. Bryce, Toronto.

J. R. Stratton, of the Peterborough Examiner, has purchased the Peterborough Book Store (late A. L. Davis & Co.), and at the same time secured a lease of the whole of the connected building for new offices for the Examiner news, printing and bindery departments. These have been splendidly fitted for the accommodation of both businesses, and make a very complete establishment.

A new story by May Agnes Fleming is now ready, and though Mrs. Fleming has been dead for years, it appears she does not let that fact interfere with her literary labours; probably she writes in one of the dead languages.

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EXPORT TERMS ON APPLICATION TO TRADE MANAGER

Carlyle's popularity in England is shown by the fact that Chapman & Hall have, in the last six months, sold 158,000 shilling volumes of his works.

The Pall Mall Gazette forcibly describes William Black's latest novel as even less than trifling, says "its trifling and water."

The Eastern News Co., of Montreal, have issued "Montreal by Gaslight" in attractive form.

The Uglows seem to be in hard luck just now. William Uglow, who is in Winnipeg, had to ask his creditors for an extension in January, and now he has been unfortunate enough to have a fire in his premises, losing some \$4,000, which is, however, covered by insurance. R. Uglow, of Ottawa, only a fortnight previous was also visited by the fire fiend, having his whole stock gutted. Exactly what his loss was we do not know, but we understand he is hard at work fixing up again.

Eaton & Co., the dry goods house, which ruined the local trade in Ward, Lock & Co.'s Pansy editions, by selling at lower prices, are now out of these publications. The trade are once more putting them on the shelves and offering them for sale.

There has been a good sale of Dr. Taylor's "David, King of Israel," in Harper's Franklin Square Library. It is being commended by Rev. Dr. Moffatt, Secretary of the Upper Canada Tract Society, in his lectures throughout the country.

Mr. William Bryce left on Thursday last on his annual trip to the continent.

G. C. Mortimore, the well-known stationer and fancy goods dealer, of Winnipeg, has just sold out his business to Ferguson & Co. Mr. Mortimore, we understand, is coming to Toronto to start up, and Ferguson & Co. are going to do a wholesale and retail business in the same lines as their predecessor. We wish all concerned the best of success.

After an interval of repose which has lasted several years, Messrs. Raphael Tuck & Sons have revived the practice of holding a Christmas Card Exhibition. This time their plan is a novel one. Art students and amateurs are invited to contribute copies of any of Messrs. Tuck's publications, cards, studies or other artistic productions at the choice of the competitor. Prizes amounting to 500 guineas are offered for the most successful contributions, the jurors consisting of Sir John Mills, Marcus Stone and S. J. Solomons. The exhibition is to be held in December, at the gallery of the Institute of Painters in Water Colors. In addition to the money prizes one hundred diplomas of merit will be awarded to competitors whose copies rank next to those of the prize winners.

Cupples & Hurd, Boston, have arranged with W. H. H. Murray to issue a series of six volumes of Adirondack Tales, which will be for the Adirondacks what Cooper's Leather Stocking Tales were for the State of New

York. "John Norton, the Trapper," will be the central figure in the new series. The short story, "How John Norton spent his Christmas" has already had a circulation of over one hundred thousand copies, and the new illustrated edition will be issued in the fall. The first volume of the new series will be published in the spring, and two volumes will follow in the fall. The success of the author's "Daylight Land" was remarkable for a book that had not been advertised previous to publication. From the day of issue till Christmas the sales averaged 1,000 every week.

Hay & Young, successors to Kinney & Hay, Ridgetown, are doing a flourishing business. They have a fine large store, in which is located the telegraph office. They handle Toronto, London and Detroit dailies.

In pocketbooks we have seen something new, which should be very popular, combining, as it does, the prevailing styles of leather, trimmings, etc., with the very desirable quality durability. Messrs. Julian Sale & Co. are manufacturing a line of these goods, the distinctive feature in which is that they are made entirely of one piece of leather.

The Upper Canada Tract Society have imported the finest set of scriptural cartoons we have yet seen. They are mounted on cloth and nicely varnished. They are very useful for Sunday school lessons. There are 16 in a set, and they retail at \$1 each.

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BOOKS.

4638. "The Mercantile Test and Legal Record." Vol. XIX. Dun, Wiman & Co., Toronto, Ont.

4641. "Traite Elementaire D'Hygiene Privee." Par le Dr. J. L. Durocher. Joseph Israel Deroches, Montreal, Que.

4642. "Un Pelerinage au pays D'Evangeline." Par l'Abbe H. R. Casgrain livre. L. J. Demeres & Frere, Quebec, Que.

4643. "Commodore Junk." By G. Manville Fenn (book.) Wm. Bryce, Toronto, Ont.

4646. "Johnson's Alphabet of First Things in Canada." George Johnson, Ottawa, Ont.

4647. "Plan of the Sixth Ward of the Town of Windsor." George McPhillips, Windsor, Ont.

4648. "Municipal Finances and Accounts and Relative Legislation." By Wm. Powis, F.C.A. (book.) Wm. Powis, Toronto, Ont.

4650. "Canadiana." Vol. 1. magazine, Wm. John White, Montreal, Que.

4651. "Manual of Evidence in Civil Cases." By R. E. Kingsford, M.A., LL.B., assisted by J. E. Hansford. Jeffrey Ellery Hansford, Toronto, Ont.

4652. "Trade Mark Card." John Harvie, Toronto, Ont.

4653. "The Storm of '92." A Grandfather's Tale told in 1932. By W. H. C. Lawrence. The Sheppard Publishing Co. Ld., Toronto, Ont.

4655. "Coupon de Credit." Carte. Louis Ed. Morin, Montreal, Que.

4656. "Coupon Bond of the Citizen's Insurance Company of Canada." Policy form. Gerald E. Hart, Montreal, Que.

4657. "The Accountant's Companion for 1889." Calendar and time table. Robert Terroux, jun., Montreal, Que.

4662. "McKillop's Commercial and Legal Record, 1889." James Jack, St. John, N.B.

4663. "Systematic Giving by Heirs of God and Joint Heirs of Christ." By "Jarvis." Miss J. Flora McLean, Guelph, Ont.

4665. "The Crime of the Golden Gully." By Gilbert Rock (book.) Wm. Bryce, Toronto, Ont.

4666. "Under False Pretences." By Adeline Sergeant (book.) Wm. Bryce, Toronto, Ont.

4667. "The Pioneers of Beverly," which is now being preliminarily published in separate articles in the respective newspapers, the Galt Reporter and the Dundas Standard. (Temporary copyright.) John A. Cornell, Township of Beverly, County of Wentworth, Ont.

4669. "Travellers' Guide Eastern Provinces," routes, distances and fares to all the principal points in New Brunswick and Nova Scotia, and business Directory of St. John, N.B., 1889. (Chart.) John R. Hamilton, St. John, N.B.

4670. "The Maddoxes." By Jean Middlemiss (book.) The National Publishing Co., Toronto, Ont.

4673. "Henderson's British Columbia Gazetteer and Directory." The Henderson Directory Co., Winnipeg, Man.

4674. "Songs of Calvary." By the Whyte Brothers. D. A. Whyte. J. M. Whyte (as per application.) John Marchant Whyte, Toronto, Ont.

4676. "Morse's Diary, 1889." Hazen Morse, International Bridge, Ont.

4679. "The Practice of the Parliament of Canada upon Bills of Divorce, including a historical sketch of Parliamentary Divorce and summaries of all the Bills of Divorce presented to Parliament from 1867 to 1888; also notes in the Provincial Divorce Courts, etc." John Alexander Gemmill, Ottawa, Ont.

4680. "The Queen's Token." By Mrs. Cashel Hoey (book.) Wm. Bryce, Toronto, Ont.

4681. "Association Letter." The Montreal Merchants' and Traders' Protective Association, Montreal, Que.

4682. "Subscribers' Letter." The Montreal Merchants' and Traders' Protective Association, Montreal, Que.

MUSIC.

4657. "Bells that are Pealing." Vocal duet. English version by Nella. Music by Ch. Gounod. The Anglo-Canadian Music Publishers' Association Ld., London, Eng.

4659. "Idylwylde." Waltz. By J. B. Hutchens. Sydney Ashdown, Toronto, Ont.

4640. Herome Waltz. By Mrs. W. H. Ashley. Strange & Co., Toronto, Ont.

4644. "Amour Trompeur." Romance pour soprano ou tenor. Paroles du Dr. J. N. Legault. Music de A. Contant. Alexis Contant, Montreal, Que.

4645. "Te Deum." In chant form by Fred. W. Saffery. A & S. Nordheimer, Toronto, Ont.

4658. "After Sundown." Song. Words by H. L. D'Arcy Jaxone. Music by Theo. Bonheur. I. Suckling & Sons, Toronto, Ont.

4659. "Come to Me, O ye Children." Contralto song. Words by Henry W. Longfellow. Music by Charles A. E. Harriss. I. Suckling & Sons, Toronto, Ont.

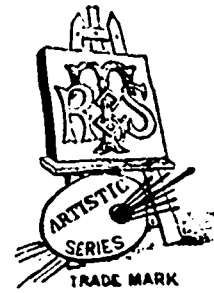
4660. "Love Lives Forever." Song. Composed by Charles A. E. Harriss. I. Suckling & Sons, Toronto, Ont.

4661. "O Salutaris." Pruse for voice. Solo for soprano or tenor arranged on a Spanish melody by J. A. Fowler. I. Suckling & Sons, Toronto, Ont.

4677. "Fame, the Fiddler." Song. Words by F. E. Weatherly. Music by J. L. Molloy. The Anglo-Canadian Music Publishers' Association Ld., London, England.

4678. "A Little Bird on Weary Wing," from the opera, "Paul Jones," by Planquette

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and Farnie. Hopwood and Crew, London, England.

ART AND ADVERTISING.

4636. "Views of Peterborough and Vicinity" (as per application). Geo. B. Sproule, Peterborough, Ont.

4654. "Fort Garry in the Year 1872" (picture). Washington Frank Lynn, Winnipeg, Man.

Reverend Messire Giband, Pretre du Seminaire de St. Sulpice de la cite de Montreal (photographie). L. E. Desmarais et Cie., Montreal, Que.

Outing for March, is a very strong sporting number. We note the following principal articles: "Fox Hunting; A Day in the Shires," by Henry H. L. Pearse ("Plantagenet"), richly illustrated; "Lawn Tennis in the South," by Henry W. Slocum, jr.; "Snowshoeing in Canuckia," by James C. Allan; "Salmon Fishing on Loch Tay," by "Rockwood," and illustrated by J. & G. Temple, deserves special mention. In addition, we note "Spaniel Training," by D. Boulton Herral; "How to Cycle in Europe," by Joseph Pennell; "Amateur Photography," by Ellerslie Wallace; and "Winter Shooting in Florida," by F. Campbell Moller. There is, moreover, a well illustrated account of "Coaching and Coaching Clubs," by Chas. S. Pelham-Clinton, and a "Sonnet," by Howell Stroud England. The editorial departments are bright and attractive, and the Records present, in a complete manner, the latest achievements of our athletes.

FANCY GOODS.

AMERICAN FANCY GOODS.

Last month we devoted our space principally to European fancy goods; this time we will speak of American lines. By fancy goods, in the sense we use the term, the Americans mean simply plush and leather, brass and oxydized silver goods, with here and there a sprinkling of paper and imitation bronze. We will take them up separately.

PLUSH GOODS.

In plush goods the lines shown are larger and more extensive than ever, though the prices are very little, if anything, lower than last year, and this notwithstanding the appearance of several new manufacturers. The enormous outlay of money on new designs is perhaps the best guarantee a purchaser can have of the faith of the manufacturers in the stability, for the present season at any rate, of plush fancy goods. Elaborate and expensive dies have been made to bring out new styles of pressed work, and the genius alike of the designer and woodworker has been taxed to its utmost to invent new designs.

TOILET CASES.

more than ever, have the ascendancy; three-piece brush, comb and mirror sets selling in hundreds of thousands of dozens. In the better grade of cases, which sell to the trade as high as \$50.00 and \$75.00 apiece, the most ingenious actions and combinations are indulged in; some of them, however, we must admit, are more curious than useful.

MANICURE CASES

are being made in great variety and at all prices. The development of this line during the last four years has been very interesting. When first brought out there was universal timidity in handling them, and the choice of styles was quite limited as to number. Now they are sought after almost as eagerly as brush and mirror sets.

WORK BOXES.

odor cases and stands do not meet with the same demand that toilet cases do. This is partly because the fittings and perfumes put into them are, as a rule, too common for use by anyone likely to receive such presents. We think a little attention in this particular would increase the sales in what really make very pretty gifts.

JEWEL CABINETS

sell almost exclusively in plush, but we were sorry to see such an essential as a lock omitted in the constant endeavor to cheapen the goods. Very few ladies would give a "thank you" for a jewelry receptacle that she could not lock up securely.

WHISK HOLDERS.

in plush, still sell, though not in the quantity that they used to. They are, however, much cheaper than formerly, and should be bought by a class of people that, at the old prices, could not afford to do more than look at them.

These are the principal lines, though we find plush used almost exclusively in ornamental goods: collar and cuff cases, glove and handkerchief boxes, satchels, wall-pockets, card boxes, smokers' sets, flower-pot stools, music rolls, triplicate mirrors, etc., etc. Altogether we would say that plush is still on the climb, with several rungs in front of it.

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BRUSHES AND MIRRORS.

While dealing with toilet cases we must not omit to mention the great changes going on in the fittings put into the cases. Celluloid and lylonite are having a hard struggle, and are only being used by the very best trade. The manufacturers of composition white goods are cutting them out in price and sometimes in design; the Florence patterns being especially handsome. But the great rush of the year is for silver and oxydized silver brushes and mirrors. The Sterling patterns are being copied by several manufacturers, who stamp brass up in similar designs; this is silver plated and then oxydized, and the results are certainly very pleasing. The prices, of course, are far ahead of white goods, but they should be sufficiently reasonable to sell largely. Manicure fittings are also being made of the same materials; there is no doubt but that these will be all the rage this year.

LEATHER GOODS.

FANCY LEATHER goods are but little shown except in pocket books, but SOLID LEATHER dressing cases are meeting with universal approbation, and justly too, we think, for nothing can be too strong for travelling purposes. There are some cheap makers that are doing very poor work in this line unfortunately, and the trade has to be careful in buying to see that the leather is soft and well tanned, and that the stitching is close and even. The fittings too in these cases must be thoroughly useful. It is not so much the price as the finish of these goods that make them desirable.

CHAMOIS GOODS.

There is a very decided attempt being made in New York to introduce fancy colored chamois covered boxes of all kinds. The results are very handsome though not cheap, but their serviceableness should recommend them. We would advise the trade to try a few, for the Americans are giving them a fair test. There is one thing we would mention before leaving this part of our subject, and that is that if they have enterprise enough, and we think they have, the Canadian manufacturers should be able to sell all the lines we have been describing quite as cheaply as they are being sold in the States, and for this reason: their raw materials—plush, satin and leather—are not taxed as high as in the neighboring Republic, and therefore are considerably cheaper. While we think well of the Americans for their ingenuity and enterprise, we have a still better opinion of Canadians, who we earnestly believe would eclipse them had they the same population to work for.

NOTES.

H. A. Nelson & Sons are showing a line of fan and plush goods for the import orders. Merchants should call and see these goods when in the city.

Julian Sale, of Toronto, has asked the Minister of Finance and Customs that trimmings for pocket-books be allowed to come in free, and that an increased duty be put on the completed article.

E. Overell & Co., stationers and fancy goods dealers in Hamilton, have again succumbed to the inevitable. In 1885 40c. was the tune of the settlement. What the price is to be this time we have not been able to learn. But there must be a rat hole somewhere that would make a man fail twice in four years.

The failure of Earl Bros., in Montreal, has not been a great surprise to any one. With liabilities of \$14,000 and assets of \$11,000 they have escaped with 35c. on the dollar. We hope this will put them well on to their feet, for they are hard working men and deserve to meet with better success. It has been a case of trying to float a crippled ship ever since they took the business over from Bennett & Co. in 1887.

A fancy goods dealer of Montreal is reported to be in difficulty. Inter-provincial trade we believe to be quite possible, but profitable dealings in staple lines between Montreal and Toronto are every year becoming more scarce. When a man of unknown calibre is unable to obtain credit in his own city he buys where he is not so well known, and cannot be watched. In this case, we are told, Toronto wholesalers and manufacturers are the victims, and we hope that besides learning a lesson themselves they will inculcate a few principles of honesty into the debtor in question and those who would follow his example. In cases of this kind "no quarter" should be the watchword; it would pay the wholesalers best in the long run, and is the only fair road from the honest retailer's standpoint. There are some men who regularly live on their creditors' money. They buy their goods on time, sell them at any price, and use or conceal the proceeds. This is nothing but rank dishonesty, and if our laws were as they should be, such men should pass their time behind the bars.

Another failure is reported from Halifax. J. R. Saunders, fancy and sporting goods dealer, has assigned to one Hobrecker his father-in-law. The full particulars of the case are not quite ripe for publication, except that the preferred creditors lay claim to about 50 per cent. of the nominal assets, which are themselves in shocking proportion to the liabilities. The deeds are not signed yet, and we hope that the creditors will not be talked into selling their brothers' birthright for a very diminutive mess of pottage. The right of buying on time should be sacred, and it is for the honest storekeepers to cry out against this indiscriminate gambling by wholesalers in a customer's chances of "doing them up." From the retailers we would like to have an expression of opinion in this matter, and to wholesalers we would say: Join together as brothers and stop credit entirely to irresponsible and dishonest men.

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7.	STAR REGULATION †	3 25
13.	BOYS' LEAGUE †	2 00
8.	DAISY † (Trade Mark)	2 40
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14.	BOYS' DEAD †	1 20
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