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BOOKS and NOTIONS

ORGAN
of the
Book, Stationery
Fancy Goods,
Music,
Wall Paper
and
Printing Trades.

Vol. 5.

SEPTEMBER, 1889.

No. 57.

H. A. NELSON & SONS,

Toronto and Montreal.
Direct importers and wholesale dealers in

EUROPEAN AND AMERICAN FANCY
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GLASS AND CHINAWARE; MUSICAL
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The largest and most attractive display of
CHOICE NOVELTIES for the Xmas and holi-
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you have seen our line of samples. Our
travellers will call on you in a few days.

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In use by Dominion and Provincial Govern-
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M. P. & B's ALUMINIUM - COATED - PENS

WHITE FALCOLN, Fine Points
EXPRESS, Medium Points
ENQUETE, Broad Points

They are Extra Strong, Round Pointed, non-Corrod-
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NEW SPRING DESIGNS FOR 1890.

SUPERB VARIETY. FACTORY PRICES.

Correspondence Solicited.

C. M. TAYLOR & CO., TORONTO.

1889 CHRISTMAS & HOLIDAYS, 1889

WE beg to announce to the Fancy Goods Trade of the
Dominion, that we are showing a full line of Samples at
our Warehouse 25 Front Street West, Toronto, and our
travellers are out on their regular Autumn trip with the finest lines
of samples on the road, especially plush goods, Xmas toys, dolls,
of great variety, albums, fine leather goods.

Wait and see their samples.

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SUCCESSORS TO W. H. BLEASDELL & CO.

25 Front Street West, - Toronto.

Letter and sample orders have our personal attention.

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XMAS CARDS with a Scripture Text or Sacred Verse are always
in demand, to meet which we have secured the new

BETHLEHEM SERIES

MADE BY MEISSNER & BUSH. THEY ARE SIMPLY SUPERB.
ALSO THE CELEBRATED

MILDMAY CARDS

Orders should be placed immediately for these lines, as they are sure to sell.

BOOKLETS AND MONOTINTS

A very large variety, unsurpassed in style of art.

A. G. WATSON, Manager,

TORONTO WILLARD TRACT DEPOSITORY, - TORONTO, ONT.

EXCLUSIVE AGENTS IN CANADA.

• THE •
BARBER & ELLIS
COMPANY.

Nos. 43, 45, 47 and 49 Bay Street.

TORONTO, - - - ONT.

BEE to advise the Trade that they have made arrangements with the ST. NEOT'S PAPER CO., of Kent, successors to Messrs. Towgood Bros., makers of Superfine Writings, to introduce their Papers into this market.

We believe that the demand for First-class Writings is on the increase, and to meet this want now offer their Superfine and Extra-Superfine Notepapers, ruled and plain, as follows :

4, 5, 6 OCTAVO, in nice wrappers.

5, 6 LARGE NOTE, elegantly packed.

ENVELOPES TO MATCH ALSO SUPPLIED, IN 5M BOXES.

These goods, we feel sure, will be found good sellers. A nice sample lot can be supplied for \$25.00. These sample lots will be delivered free.

A sample sheet of each line will be mailed to the Trade for their inspection.

BOOKS AND NOTIONS

OFFICIAL ORGAN

OF EVERY BOOKSELLERS', STATIONERS' AND NEWSDEALERS' ASSOCIATION IN CANADA

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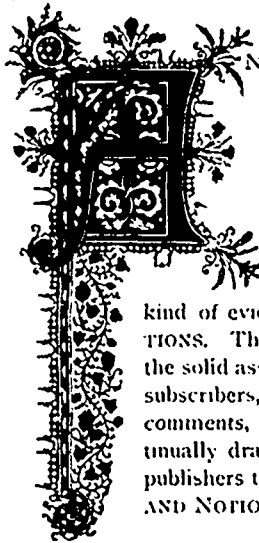
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VOL. V.

TORONTO, SEPTEMBER, 1889.

No. 57.



NOTHER improvement and addition to BOOKS AND NOTIONS, the second within the year, will be made in the next number. Commencing with October, a handsome cover, the design for which is now in the engraver's hands, will make it one of the neatest trade journals in America and will add four pages to the size. This constant improvement is the best kind of evidence of the success of BOOKS AND NOTIONS. The publishers are especially gratified with the solid assistance which is being offered to them by subscribers, not only in prompt remittances and kindly comments, but with the manner in which they continually draw the attention of travellers, jobbers, and publishers to the necessity for advertising in BOOKS AND NOTIONS. * * *

A traveller for one of your largest stationery houses informs me that in his last long trip which extended actually from the Atlantic to the Pacific, from Halifax to Vancouver, he did not stop at a single town in which he did not hear something about BOOKS AND NOTIONS from his customers, always in its praise, always as if the dealer felt that he was an interested party to its success, always in a tone of thanks to the advertiser who used its columns. This is very pleasant to hear of. Certainly the publishers have done their utmost to deserve these thanks from the trade, and to know that their labours have not been in vain is very comforting. * * *

It makes a great deal of difference "whose ox is gored." Some years since the energetic secretary of the Booksellers' Association worked very hard to get up a District Association for Toronto and by dint of perseverance met with partial success, but in the course of his work he was constantly met by the remarks, "Oh, we don't need one in Toronto," "Toronto is all right, an association may be needed by the outside towns, but not by Toronto." "The members of the trade in Toronto are too sensible individually to require the bonds of an association to keep them in the right track." And when they were told how such District Associations throughout Canada were doing great good by creating a friendly feeling in the trade and breaking up and preventing cutting on prices, Toronto dealers felt that they at any rate were safe and that they had no Ishmaelites in their ranks.

Now, it is all changed. A "bad man," a "cutter from Cutterville," has appeared in their midst and terror reigns in the land. A general dealer made up his mind that he wanted a "leader" and that school books at cost would be just the thing and *hinc ille lachryme*. What was to be done? The store, located on Yonge Street in a prominent position, was, and is pushing the "leader," the public, quite ready to buy cheap goods is rushing at the bait, the schools just opening create the demand. Of course the trade felt the check immediately. One prominent retailer interviewed Copp, Clark & Co., and W. J. Gage & Co., and asked for their assistance. Representatives of these houses agreed to interview the troublesome cutter. * * *

Some retailers demand that the wholesale trade shall not supply any dealer who cuts on prices, and they instance the grocery trade as one in which such a system is working like a charm, also the daily papers which make it a rule to refuse to supply cutters. The manufacturers and jobbers express a willingness to co-operate, but find that in the case of public school readers, at any rate, the government has prevented any such salutary arrangement by inserting a clause in their agreement with the publishers, whereby anybody, dealer, teacher, parent, or anyone else may go in and demand the readers at wholesale prices, so long as they order in certain limited quantities. The clause reads as follows: "And that for the better securing the retail sale of the said authorized readers at prices not exceeding those above set forth as the maximum retail prices, the said parties of the first, second, and third parts, their executors, administrators, and assigns shall make sale to any purchaser buying quantities of such readers of one dozen and upwards at one time at prices at least twenty per cent. lower than the said prescribed retail prices." * * *

Governments of all kinds appear to fear greatly the "capitalistic bookseller," and try to curb his dangerous chances of making money. The postal authorities and the Minister of Education hedge round these dangerous money makers with the most carefully worded clauses in treaties and agreements. No skill must be spared to avoid the dreadful risk of a combine among the booksellers; oh, goodness gracious, the country would not survive it for an hour. I am beginning to feel as if I was a dangerous being myself, I associate so much with booksellers and newsdealers. I acknowledge that a superficial glance will neither reveal their immense wealth or their dangerous qualities, but then governments must know. They would not make such herculean efforts to keep them down without they were quite sure of the risk.

I used to look upon the book agent as a "bad man" who should be suppressed, or at least repressed, and I would not have murmured if special legislation had compelled him to limit his persistence, or enlarge his chances of truthful dealing, or even prevented his selling my note to an innocent third party who could collect from me by course of law, notwithstanding the frauds practised upon me by the wily agent. To an ordinary individual who does not dig too deep into the wisdom of politics, this book agent would appear to need more fatherly care and correction than the mild-mannered, long-suffering booksellers, but it is evident that the politician gazes below the smooth surface and sees the dynamitish nature beneath. In like manner, let the Minister of Education insist that every sewing machine manufacturer shall sell to the general public at the same prices that he gets from his agent—somewhere about fifty per cent. off—and see what a buzzing there would be about that minister's ears in a very short time, for they say that the sewing machine agent is as persistent and as talkative as the book agent. It is a poor rule that won't work both ways and the book-seller and the news-dealer should not even be used as a subject on whom to try experiments.

I wish one of our good paternal governments would turn its kind attention away from the book trade for just about one day and apply a few of these rules to some other trade. Say they talk up the piano business. Let the postal authorities say, as they did in the case between the newsdealers and the foreign publisher of periodicals: "Goods forwarded to the trade must necessarily pay duty; but when sold direct to the consumer they go free." How does that sound when applied to pianos, or stoves, or furniture, or any other of our well-protected industries? "Absurd," you say, yet that is just what you said to the newsdealer and it is the law that grieves him. A poor law, but yet "his very own."

TRouble IN THE CAMP.

A variety store lately established in Toronto has been selling school books to the public at the same prices that retail booksellers buy at, and the neighbouring dealers, whose sales at this time of the year are mainly of such goods, are indignant and seeking a remedy.

They brought their grievances before the local members of the Executive Committee of the Ontario Booksellers' Association, Messrs. Donald Bain, A. G. Watson and J. J. Dyas, Secretary. On the first possible opportunity August 30th the committee waited upon Hon. G. W. Ross, Minister of Education, and presented the dealers' case.

In the course of a full discussion of the matter, the Minister expressed himself as not seeing his way to do anything to remedy the

grievances, as a clause in his agreement with the publishers compels them to sell a dozen books to anyone at twenty per cent. discount. The Committee obtained no further satisfaction from the interview than a promise that the Minister would take the matter into consideration.

It is stated that the offending store is one of a large number of branches doing business in various parts of Canada.

HOW THE CUTTING BEGAN.

Speaking of the trouble in the school-book trade, a leading wholesale merchant, who has been taking an active interest in the efforts being made to remedy the evil, said to BOOKS AND NOTIONS: "I think the cutting commenced in London last season, where Mr. Woods, who carries on a fancy goods store, received a consignment of Readers from his brother in Kingston. Being unable to sell them he offered them at a reduction of ten per cent. He was anxious for the booksellers to take the stock off his hands; but they do not appear to have accepted the offer. Some of them proposed to take no notice whatever of the reduction, but the majority determined to announce a still further reduction, and immediately books began to be offered twenty per cent. below regular prices. A couple of weeks later Mr. Woods came down to the same price. This session he supplemented his stock with all kinds of public school books, and offered them twenty per cent. below the regular price. Mr. Woods is a partner in the concern here known as the American Fair with Mr. Bentley, which commenced to cut this fall. He sells to three or four other stores, at St. Thomas, Stratford, Guelph and Chatham. Some of these commenced cutting school-books this fall. In Chatham, however, no cut was made by the booksellers, and some of them in that town report having the largest school-book trade they have ever had. Mr. Woods was seen by a member of the trade who says he is a fair-minded man, and is disposed to act fairly, and, I believe, there is every likelihood that he will use his influence to bring about restoration of prices.

"Mr. Bentley, who is the manager of the American Fair here, also expressed himself as favorable to a policy of no cutting in future. I believe that the adoption of a policy of conciliation and good common sense will bring back old prices again in a month or two. The wholesale trade will do all in their power to help any such scheme."

C. M. Taylor & Co. have secured the agency for Canada of the following well-known wall-paper manufacturers: Henry Gledhill & Co., Whiting & Sons, Beck & Co., Wilson & Fenimore, New York; Birge & Sons, Buffalo; Janeway & Co., New Brunswick, N. J.

FEWER COMPROMISES.

The agitation going on among the retail and wholesale merchants of Ontario, and for that matter of the entire Province, for the past year or so against indiscriminate compromises has borne more fruit than many in the trade imagine. Mr. Knox, chairman of the Merchants' Convention, pointed out this fact during the discussion on the question. Three years ago he explained that almost anyone could get a compromise. None of the creditors ever thought of inquiring into the justice of signing a composition. They were all glad to get out of the trouble as quickly as possible. Now matters were very different. Each creditor, before agreeing to a compromise, generally looked into all the circumstances. If he found that the applicant had endeavored to do an honorable and upright business, and was likely to succeed if allowed to resume, he was willing to compromise. If, on the other hand, it was shown that he was an habitual cutter of prices, and allowed neither his neighbors or himself to make a profit, or was not a man who was likely to succeed, a compromise was generally refused. As a result, during the past few months, a number of such men were driven out of business, much to the benefit of the general trade. The agitation should be kept up. Retailers should refuse to deal with wholesale houses who agreed to compromise with any but deserving applicants. There would then be fewer failures and less reckless cutting done in the retail trade.

BILLS OF SALE.

Mr. George E. Bristol, of Hamilton, suggests an important amendment to the law relating to bills of sale. At present, when a merchant wants to defraud his creditors he goes to a moneyed man and explains his position. He says he wants to sell out his stock and leave the country. He has \$1,000 but offers to sell for, say \$300. The moneyed man jumps at the bargain. The merchant gets his money and disappears, the moneyed man gets his goods, while the creditors get nothing. This is no imaginary case. These are occurring every day. Mr. Bristol's remedy is a very effective one. He proposes that official notice should be given in the local papers and in the Canada Gazette before any sale of goods could legally take place, and that no sale could be legally made for fifteen days after the notice had been given. Under such a law if the sale were made the creditors could take possession of the goods at any time.

A HINT TO MERCHANTS.

Merchants very often put commercial travellers to a great deal of unnecessary trouble and expense by their thoughtlessness. They have no desire to do it, but, without thinking, they do it. A case in point, and it

is one of frequent occurrence. Three weeks ago a traveller called on a retail merchant in a western town. He was told by the merchant that he wanted nothing whatever on that day, but would give him an order if he would come back in two weeks. The traveller made a special trip to the town mentioned, called on the merchant, but found that the order had been given a week before. The merchant was, of course, very sorry, but would not give him another order. We are inclined to think that, in the first instance, the request to call in a couple of weeks was merely another way of telling him he did not want anything at present, but that he might want something in a couple of weeks. The traveller in thus keeping his word lost a great deal of valuable time, besides his travelling expenses. If merchants have no orders to give, let them say so at once and not hold out false hopes to travellers.

FROM LONDON TO PARIS IN TWO HOURS.

The wonderful "Water Railway," as exhibited in Paris, although looking very much like a flight of fancy, may, if it be found at all practicable, prove a neck-and-neck competitor with the electric railway for high speed railways. This extraordinary invention has a carriage without wheels, sliding upon a grooved iron rail. Water at high pressure is forced under the slide blocks; this raises the carriage slightly, and distributes itself in a finely divided state under the block, reducing the friction practically to nothing, so that the carriage may be moved by the pressure of the forefinger. High-pressure water taps, distributed along the permanent way, are directed against the rack under the carriages, and force the train along at a speed, it is alleged, of 80 to 120

miles an hour, and the chairman of the company owning the invention contemplates a journey from London to Paris (when the channel tunnel is completed) in two hours. High-speed traction is in the air, and various schemes are afoot to still further annihilate distance, an essential part of such schemes being the use of stationary engines at points along the line. The scheme of this kind, which uses electricity as the propelling force, has, it appears, already a week or two ago been practically tried in America, where enormous speeds, three or four times that of our express trains, are mentioned. While mechanical difficulties of an apparently insurmountable nature seem to arise at the suggestion of such speeds, there are not wanting engineers who believe in the possibility of both these undertakings, and great interest must attach to the experiments, which may lead to the development of railways working at speeds almost undreamt of, except in the scientific romances of the present day.—[Electrical Engineer.

Mr. A. G. Watson, Manager of the Toronto Willard Tract Depository, says their trade in July and August was ahead of same dates last year. He anticipates a heavy fall trade.

The tenth annual picnic of the Barber & Ellis Company was held on Friday, Aug. 9th. The "Cibola" carried the 450 employees of the firm to Niagara-on-the-Lake, where games were provided for the athletes, and a strong band furnished the music for those who cared to dance and a most enjoyable day was spent. Among the members of the firm and their friends present were: Messrs. P. T. Perrott, J. W. Maughan, Fred Pim, W. T. Clark, John Notman, J. D. Jerome, H. P. Sharp, Wilson, of Jas. Murray & Co., J. W. Corcoran, of Canada Printing Ink Co. Mr. W. T. Clark managed the games.

J. S. RUSSELL,
IMPORTER OF
FINE FANCY GOODS

All the Newest Lines in
P.USH, BRASS AND LEATHER NOVELTIES.
Walking Sticks of Every Description.
Gold, Silver and Steel Laces, Fringes, etc., for Regalia and Dress Trimmings.
Natural Indian Goods, Moccasins, Snowshoes, Tobogans, etc.
110 BAY ST., TORONTO.

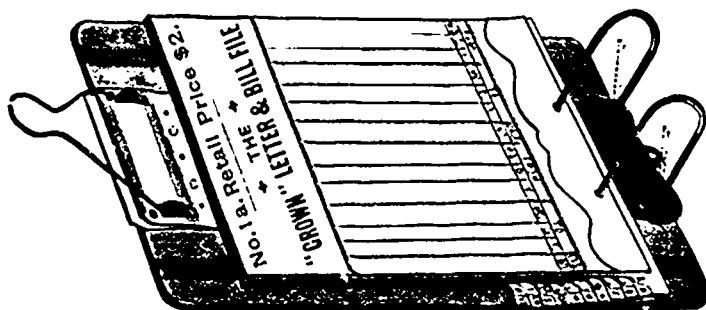
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OF NORTH AMERICA.

The old and reliable Canadian Accident Company has removed to the MAIL BUILDING.
TRAVELLING TICKETS, \$3,000, AND \$15 WEEKLY INDEMNITY
MEDLAND & JONES,
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Telephone, 1067.

Barker's
BARKER'S SHORTHAND SCHOOL.
45-49 KING ST. EAST
TORONTO, ONT.

E. BARKER was Principal of the Shorthand Institute of the Canadian Business University for over five years. Nearly 700 pupils of that institution, a large proportion of whom fill excellent situations in all parts of the Dominion and the States, are the best testimonials that could be given. This School offers better advantages than before, both in efficiency and terms. The Type Writing Department, under the management of
MR. GEORGE BENGOUGH
Agent for the Remington Standard, is the best that the country affords.
For all particulars apply for circulars.

To The Retail Stationer. **WE MANUFACTURE THE CROWN LETTER & BILL FILE & SHANNON TRANSFER BINDING CASE.**



WE are now putting our goods on the market direct to the Retail Stationer, and giving you the whole profit, therefore you save from 10 to 15 per cent. by buying direct from the manufacturers, thus giving you a reasonable profit and not as you have been obliged to handle this class of goods with small profit.

No. 1. A.—Crown File, \$2.00 each; former price for this File was \$2.25 each.
No. 1. A.—Crown File, no Punch, \$1.40.
No. 1. C.— " " " 1.25.
No. 4. A.—Shannon Bind Cases, 4.50 per doz.

NOTE THE DISCOUNT.
Half-dozen lots 45 per cent. on Files.
One " " 50 " "

BINDING CASES.—1 doz. lots, 30 per cent. 2 doz. lots, 33 1-3 per cent. 1 gross, 37 1-2 per cent. *With the ordinary CASH DISCOUNT—30 Days.*

The Crown Files are in every way the same as the old Shannon, and only have a slight change in the action, which change is a great improvement, and allows the File a capacity of fully one-third more papers and does not get out of repair. We will be pleased to ship you a sample order enclosed with any orders of the Wholesale Stationers of this city, and where the order is for \$10 or over we will pay the express charges.

Office and Factory: **20 LOMBARD STREET, TORONTO.** **THE OFFICE FILES MANUFACTURING CO'Y, B. H. MAITLAND.**

"It takes some customers but a short time to make their selections, while others wish to go lower, we are bound to please them all," I answered.

"Does it pay your house to devote so much time to so small a sale?" he inquired again.

"Yes," I replied, "I have taken pains to give you what you want. I know that you will find the goods as I say. You will have confidence and come again, and the next time it will not take so long."

"After getting his package he walked out of the store. In three days I mailed samples of the new dress goods to his wife, and the circumstance passed entirely out of my mind. In about a month I was transferred to another counter and received a slight advance in wages. Much to my astonishment, I was taken away from this department after only a month or six weeks' trial and placed in another position. I could not believe that I was not giving satisfaction, because with each change an increase of wages was made. One morning I was informed that Mr. B. wished to see me. I went to the office with surprise and some fear. I was more surprised when I saw sitting beside my employer my customer of a few months back. He proved to be the moneyed partner of the concern, whose other business interests kept him away from the dry goods store almost entirely and he was known to but few of his employees, although he knew that I was a new man as soon as he saw me, and

thought to see what metal I was made of. That he was satisfied is proved by making me buyer of the several departments where I sold goods. My prosperity began with the tough customer, and now I thank goodness that I got him and that I did not show my disposition to strangle him." [Economist.

HOW TO INCREASE YOUR WAGES.

Every thinker knows that the man who would succeed must do more work than he gets paid for, in every profession and trade. We take it for granted that the man who will do only \$20 worth of work a week because his salary is but \$20 will never get more than \$20 a week, for the simple reason that he has never shown his employer that he is worth more. We figure it that an employee who means to succeed has to do from ten to twenty per cent. more work than he gets actual pay for. Thus he has to do until he reaches a certain point, and having reached that point, he will find that by as much as his income has increased by so much has the demand for amount and intensity of his labour diminished. To put this theory into figures, we will say that a boy receiving \$3 a week should do \$4 worth of work; the boy receiving \$5 a week should do \$7 worth of work; when he gets to be a man and receives \$20 a week, he should do \$30 worth of work; a man receiving \$30 should do \$40 worth of work, and so on until, say, the salary reaches

\$75, and then the labourer can give himself somewhat of a rest, that is to say, about \$50 worth of work will satisfy his employer. Labour brings its market value, and is seldom overpaid, oftener underpaid. It is the experience—the "know how"—that brings the money.—[Philadelphia Ledger.

HOW TO ADVERTISE.

Advertising is both a science and an art. The science of attracting the attention of the public; the art, of holding the attention after it is attracted. People are fast learning these facts, and advertising is in consequence constantly being elevated to a higher plane. The time was, and it wasn't a great many years either, when it was possible for a man to run a business successfully without advertising. He just gave it time and let it advertise itself. That isn't possible now. There is too much competition, the world is living too fast, and money is too uncertain. The business man of the present day who doesn't advertise is usually of small importance in the great world of trade.

And yet the successful advertisers are not always those who fill the most space in the newspapers, or who pay out the largest sums of money in return for that space. The scientific advertiser does not, as a usual thing, spread his declaration of principles over an entire page in a newspaper. He takes a smaller and more modest space, writes his advertisement in a practical, attractive man-

THE PREMIER WAX OF THE WORLD

WATERSTON'S

SEALING, BOTTLING,
PACKING,
EXPRESS and ENGRAVERS'
WAX



ESTABLISHED 1752



ELEVEN PRIZE MEDALS

SOLD BY ALL WHOLESALE HOUSES

GEORGE WATERSTON & SONS, - London and Edinburgh.

ner, stating only facts, and backing them up with goods that cannot be questioned, and last, but not least, he changes his advertisement with every issue of the paper. He teaches the public to look for something fresh every day, or every week, as the case may be, and always tries to provide something that will be worth looking for.

Another thing that doesn't pay in advertising is a misrepresentation of facts. The reading public has become too well informed in business affairs to be swindled by wild, improbable offers of several dollars' worth of goods for seventeen cents, and the man who wants to gain and hold the respect and patronage of the public must teach it to rely implicitly upon what he says, whether behind his counter or through the newspapers. What are known as fake advertisements are a delusion and a snare. Say what you have to say plainly and forcibly, and above all things, say what you mean and what you can back up with honest goods at your store or place of business.—[Pennsylvania Grocer.

It seems that the day for fleshly novels has already gone by. The demand for the work of the Daintries and the Gertrude Athertons and other disciples of the fleshly school has practically ceased in leading book stores, and people are asking for healthier literature. The reaction was bound to come, but it has come somewhat sooner than was expected. The straight-away fifty-cent American novel is selling better than anything else. A few years ago the bookstores would have nothing to do with it, and when published would not order any from the publisher. But now the American novel has taken the place of its English rival, and the demand for reprints of English books, which used to be so general and which used to be so profitable to three or four publishers here, has almost died out.—[Bookseller.



J. Theo. Robinson, publisher, Montreal, has issued "A Modern Mephistopheles," by Louisa M. Alcott; 30 cents; and "Steadfast," by Rose Terry Cooke; 30 cents. His next will be "The Monk's Wedding." The new edition of "Letters from Hell" (30c.) is very fine.

James K. Cranston, Galt, has issued a pamphlet on "The so-called Heresy Case at Galt," containing the judicial record and history of the case before the courts of the Presbyterian Church.

A WARNING.—Some person has surreptitiously obtained a quantity of the letter paper (commercial size) with headings used by the American Tract Society, and upon it has been writing orders for books without authority from the society. Several firms in the city having thus been deceived, the society issued, in March, a circular warning the trade against the impostor, and it was supposed that these operations had ceased. Recently, however, they have been renewed. Usually the books ordered are large and high-priced dictionaries or expensive sets of volumes, and the name of G. L. Shearer, one of the secretaries of the society, has been affixed with an initial. The society will be grateful for any information that will lead to the arrest and conviction of this fraud, and warns the trade not to fill orders unless they are duly authenticated.

CHRISTMAS LITERATURE.—Book Publisher—My dear, you must come down to the office and see the stacks of holiday book covers we have been getting out. Such magnificent works of art—they'd make your head swim. We've had the finest artists and

best workmen in the country employed on them for months." Wife—But what is to go inside the covers? Publisher—Well, I—I don't know yet.

J. H. Hamby, late of Belleville, has opened a store in Campbellford, and met with success in the book and stationery business. He also keeps in stock a good line of fancy goods, novelties, wall paper, etc. Picture

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 7, care of Books and Notions.

ADVERTISER WANTS SITUATION IN WHOLE-SALE or retail stationery and fancy goods warehouse. Good window dresser and salesman, first-class references. Address A.B., "Books and Notions."

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.

BOOK, STATIONERY AND WALL PAPER BUSINESS for sale. In good Western town. Clean and well assorted stock, about \$1,500, handsome store; net profit, \$1,800 annually. Proprietor going into a larger city business. An exceptional chance to secure a good paying business. Terms easy. Apply Box 10, Books and Notions, Toronto.



E. AULD'S
PURE
MUCILAGE
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Sticks Everything
BUT THE BUYER.

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MANUFACTURERS OF

BLANK BOOKS, ENVELOPES, WRITING PAPERS

Tablets, Pads and Papeteries.

WE ARE THE ONLY HOUSE IN THE UNITED STATES WHO MANUFACTURE THIS COMPLETE LINE OF GOODS

Sole Proprietors of BELFAST, MANCHESTER and ULSTER LINENS and the Celebrated WASHINGTON and ROYAL STEEL PENS.

Nos. 10 & 12 THOMAS STREET, NEW YORK.

framing is also a feature in his line. Mr. H. has fourteen years' experience in these lines and Campbellford is a field open to an energetic pushing man and the assortment and cleanliness of his store shows him to be the right man.

The Northumberland Paper and Egg Case Co., Campbellford, think they will be able to secure a full supply of straw in their vicinity this year. Last year they were obliged to bring in large quantities from Chatham and Montreal. They consume upwards of 2,000 tons a year. One stack now on their premises contains 600 tons, probably the largest stack of straw in America. We believe this company are the only manufacturers in Canada of box board, white on one side. That which strikes the visitor on entering this mill is the extreme cleanliness of all parts of the buildings and machinery. They manufacture tarred and plain building paper, the capacity being ten tons plain or twelve tons tarred per day. Mr. Burke, the proprietor, gives his personal supervision at the mills and is continually adding additional facilities from year to year to meet the increased demand for building paper. He is erecting a large dry kiln that will be in operation in a few weeks. He is also putting in a large new boiler manufactured by the Polson Co., of Toronto, which will furnish additional power, much needed. These mills are beautifully located on the Trent River, one mile from Campbellford, in a healthy climate and consist of 200 acres of land. It is believed that there is both oil and natural gas on the premises, which will, no doubt, be developed by the proprietor at no distant day.

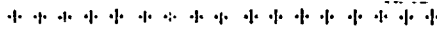
Gower & Co., Montreal, are the only steel pen manufacturers in Canada. They send out a nice sample case, fourteen varieties, to the trade on application. In a future issue we will give a description of the different processes in which steel pens have to go through (fourteen in number), and those who think a perfect pen is from a bit of steel thrown into a machine will discover their mistake and wonder how they can be handled so many times and be sold at the present low prices.

The music publishing houses of Edwin Ashdown and the Anglo-Canadian Publishers' Association, have been amalgamated, under the management of Mr. Sidney Ashdown, with head office at 13 Richmond Street West, Toronto. Mr. Ashdown has compiled a complete list of the musical compositions registered at Ottawa between 1886 and January 19th, 1889, which he will supply to the trade for one dollar and fifty cents a copy. It should be of service to dealers.

The Methodist Book and Publishing Co. have moved into their large and commodious premises on Richmond Street West, which will be known as the Wesley Buildings, a cut of which appears on another page. They

now have a showroom and manufacturing establishment second to none in the Dominion, and it can be safely said that their pressroom for size, light and cleanliness, is the best in Canada.

An action brought by Mr. Sydney Ashdown against another music publisher is expected to come up at the November Assizes. Mr. Ashdown alleges that the firm in question failed to enter many publications that they labelled "Entered." He claims that there is no record of something like sixty of them, and under the following Acts of Parliament relating to copyrights, seeks to enforce the penalty prescribed on such cases of omission. "Every person who has not lawfully acquired the copyright of a literary, scientific or artistic work, and who inserts in any copy thereof printed, produced, reproduced or imported, or who impresses on any such copy, that the same has been entered according to this Act, or words purporting to assert the existence of a Canadian copyright in relation thereto, shall incur a penalty not exceeding three hundred dollars: Every penalty incurred under this section shall be recoverable in any court of competent jurisdiction, and a moiety thereof shall belong to Her Majesty for the public uses of Canada, and the other moiety shall belong to the person who sues for the same. 38 V., c. 88, s. 17."



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Having secured the Most Centrally Located Offices in Toronto, at No. 6 Wellington Street West, North Side, a few doors west of Yonge St., we will provide

**DESK ROOM, HEATING
— AND —
OFFICE ATTENDANCE**

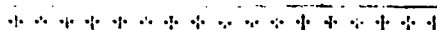
For Toronto Agents of MANUFACTURERS or JOBBERS.

Rent Moderate, Good Attendance, Centrally Located

J. B. McLEAN,

"Books and Notions," Toronto.

Our Offices have not yet been moved from 5 Jo. dan Street, as a short time will be required for properly fitting up the new premises.



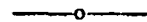
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Select Fiction

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| 64. | The Rival Actresses. By Georges Ohnet | 30 |
| 65. | The Duchess of Rosemary Lane. By B. L. Fargeon | 30 |
| 62. | Mr. Stranger's Sealed Packet. By Hugh McColl | 30 |
| 61. | Seventy Times Seven. By Adeline Sergeant | 30 |
| 60. | Under Which Lord? By Mrs. E. Lynn Linton | 30 |
| 59. | A Little Pool. By John Strange Winter | 30 |
| 58. | A Troublesome Girl. By the Duchess | 25 |
| 57. | The Last Coup. By Hawley Smart | 30 |
| 56. | Lord and Lady Piccadilly. By the Earl of Desart | 30 |
| 55. | Harvest. By John Strange Winter | 30 |
| 54. | Under a Strange Mark. By Lieut. Frank Burnett | 30 |
| 53. | The Fog Princess. By Florence Warden | 30 |
| 52. | The Pretty Sister of Jose. By Frances Hodgson Burnett | 25 |
| 51. | Lightly Lost. By Hawley Smart | 30 |
| 50. | Mehalah. By S. Baring-Gould | 40 |
| 49. | The Girl from Malta. By the Author of "The Mystery of a Hansom Cab" | 30 |
| 48. | Landing a Prize. By Mrs. Edward Kennard | 30 |
| 47. | John Herring. By Rev. S. Baring-Gould | 40 |
| 46. | A False Scent. By Mrs. Alexander | 25 |
| 45. | St. Cuthbert's Tower. By Florence Warden | 30 |
| 44. | Dolly. By Justin McCarthy | 25 |
| 43. | In Exchange for a Soul. By Mary Linskill | 30 |
| 42. | Englishman of the Rue Can. By the Author of "Passenger from Scotland Yard" | 30 |
| 41. | The Match of the Season. By Mrs. Alexander Fraser | 30 |
| 40. | Long Odds. By Capt. Hawley Smart | 30 |
| 39. | The Man Hunter. By Dick Donovan | 30 |
| 38. | The Ladies' Gallery. By Justin McCarthy and Mrs. Campbell Praed | 40 |
| 37. | A Crown of Shame. By Florence Marryatt | 30 |
| 36. | The Maddoxes. By Jean Middlemas | 30 |
| | That Frenchman. By A. C. Gunther, author of "Mr. Barnes of New York," etc. Can. copy-right edition | 50 |
| | Manon Lescault. By L'Abbe Prevost. Translated by A. W. Gundry. Nearly 300 Illustrations. In lithographed cover | 50 |



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The Montreal News Company,
MONTREAL.

Publishers' Agents.

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ALMANACS, ANNUALS,
ETC., 1889-90.

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 —AND—
 LADIES' PICTORIAL,

AS THEY WILL BE THE FINEST YET PUBLISHED.

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CARD CASES,

MUSIC ROLLS,

FOLIOS,

Memorandum Books,

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These books are well printed, with attractive covers. Posters, etc., are supplied liberally.

SPECIAL TERMS ON LARGE ORDERS.

J. THEO. ROBINSON, - Publisher.
MONTREAL, P.Q.

The Montreal News Company, Montreal.
The Toronto News Company, Toronto,
 WHOLESALE AGENTS.

The National Publishing Co. have issued the following new books: "Marooned," by W. Clark Russell; "The Duchess of Rosemary," by B. S. Farjeon, and "Daughters of Belgravia," by Mrs. Alex. Fraser

The National Publishing Co.'s order list of the Red Letter Series of Select Fiction is something new. It represents one of their attractive book covers, and inside is printed a full list of their books, with blanks for name, address and number of copies wanted.

Pansy's Books are characterized by their high moral tone, their fidelity to nature and by their graphic presentation of home life. There are three new ones just added to the already large list, entitled "Esther Reid," "Esther Reid Yet Speaking," "Ruth Erskine's Crosses." Retail 15c. each. Toronto Willard Tract Repository

Mr. Geo. Doran, of the Toronto Willard Tract Repository, has just returned from a well deserved holiday in Muskoka.

The Upper Canada Tract Society have repainted and otherwise improved their premises.

"Gold from Ophir," a new book of Bible readings, by J. E. Wolfe, is finding ready sale, over half of the first edition being gone. It is being offered to the trade by the Willard Tract Repository.

"Havergal Poems," complete copyright edition, beautifully bound in 8vo. cloth, gilt top, which retails at \$2.00, is handled by the Willard Tract Repository.

A cheap Canadian edition of the celebrated books of R. M. Ballantyne, neatly bound and printed, are being offered by Toronto Willard Tract Repository. The former price of these books was \$1.75; but this Canadian edition, elegantly bound in cloth, sells at \$1, which brings it within the reach of all. These books are meeting with good sale so far.

J. B. McCrae, the Sarina bookseller, has been selected by the Third Party as a candidate for West Lambton, to fill the seat held by the late Hon. T. B. Pardee.

Some indiscreet paragrapher has been betraying the ages of our literary women. According to him— or her— Gail Hamilton is about 60, Miss Braddon, 52; Blanche Willis Howard, 44; Jennie June Croly, 57; Mrs. Frances Hodgson Burnett, 39; Marion Harland, 59; Lucy Larcom, 63; Harriet Prescott Spofford, 54; Julia Ward Howe, 70; Celia Thaxter, 53; Constance Fenimore Woolson, 41; Susan Coolidge, 44; and Mary Mapes Dodge, 51, with a number of others ranging down to Amelie Rives at 26.

The Canadian Office and School Furniture Co. (Limited), is the corporate name of the new firm which succeed to the business formerly carried on under the names of Wm. Stahlschmidt & Co., Preston and Geo. F. Bostwick, Toronto. They will carry on business at 24 Front Street West, Toronto.



Brass easels with flower tops are meeting with very ready sale. The prices are so much lower than formerly that they are being bought by less pretentious people.

It is a mistaken idea to suppose that the days are over for a decorative article because the rich have tired of it. It is not until the price is sufficiently low for the middle classes and poorer people to buy it that it really sells in large quantities.

This is the cause of the annual surprise that plush goods sales have increased instead of falling off: A two piece case that used to be retailed for \$4.50 five years ago is now sold with a good profit for \$1.00. Of course the quality is not as good, but there is more to show for the money.

The past has been a great summer for fans. All the wholesale stocks are low and more expensive goods than usual have been asked for. We heard of an order lately by a retailer for six fans at \$18.00 each.

Oxydized silver goods have had a great run this year in every line of ornamental article from an inkstand, portrait frame and match box to an umbrella handle. But greatest of any has been the call for oxydized silver toilet cases and fittings. Notwithstanding the high prices asked for them, the numbers sold to be delivered this fall, we are told, are in excess of the same priced plush and leather cases.

Leather travelling cases are every year meeting with a larger demand both in the London sole leather style and in the more fancy flap cases. One of the most taking additions we have seen is a space for paper envelopes and other writing materials, so protected that the toilet articles cannot soil them.

Robt. McKenna, who has been doing a fancy goods business in Toronto, has also sold out, but we have not the particulars at hand.

It seems to be the fashion to sell your business just now. H. J. Woodside, of Portage la Prairie, who has had a large stock of fancy goods, has just completed the sale of his stock, and intends to devote himself to literary pursuits—editing a Portage daily, we understand.

The estate of William Gossip, of Halifax, consisting of a stock of stationery and books, was sold on the 24th Aug.

Tenders are also being asked on a similar stock belonging to the estate of W. J. Cald. Sr., of Windsor, N. S.

Liverpool, N. S., has also been the scene of a change, W. A. Letson, having succeeded to the publishing and stationery business of W. H. Sperry.

R. P. Skinner, the Niagara Falls druggist, has also fallen into line and sold out. We believe he is going to the States. So also has I. W. Warwick, of Brantford, who has had a very nice little drug store.

There was held on 9th Aug. a meeting of the creditors of S. Ball, druggist, of Little Current, Ont. We suppose the current of business was too little to keep the ball rolling. How would Swift Current suit our friend?

J. G. Sherman, of Kingston, who styled himself "Manager of the People's Instalment Co.," is lost to sight though to memory dear. Representing himself as somewhat of a capitalist with a large store in the heart of Kingston, he managed to obtain credit from several Toronto firms. Investigation has shewn that he had neither money, store nor reputation, and that even the keeper of the fourth class hotel at which he was boarding with his wife, refused to accommodate him notwithstanding that he offered payment in advance. It is a mystery how he disposed of his goods. The Great Republic is his present address.

Smith & Peebles, booksellers, of Smith's Falls, assigned on Aug. 9th.

N. T. Wilson, long and favourably known in London as one of the leading stationers, has decided to pull up the stakes and start in Toronto. We welcome our western brother, and hope he will meet with uninterrupted prosperity.

J. F. Holland, of Holland, Ont., had his stock of drugs and stationery damaged by fire two or three weeks ago.

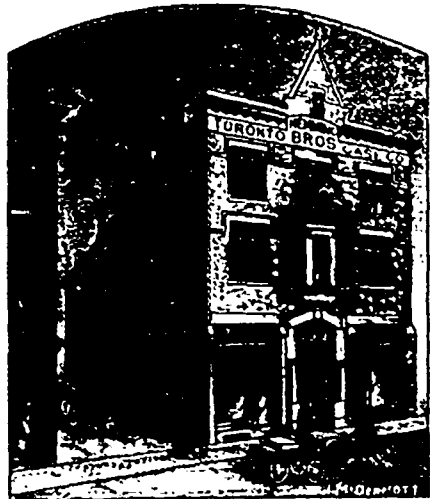
R. O. Smith, of Mitchell, has sold his book and stationery business to H. V. Robins, of Montreal, and, we are told, is starting up in Woodstock. Mr. and Mrs. Smith have been very popular in Mitchell, and deservedly so, and we bespeak for them a kind welcome wherever they may settle down again.

A French manufacturer has succeeded in making a pen out of glass, the merits of which are described as such as to ensure its adoption in lieu of the steel pen which has so long held the field. With the new pen one can write as freely as with a pencil, and on the smoothest paper, while its durability is so great that unless the pen itself is broken, it is indestructible.

One of the most insidious evils of the day, and consequently one of the worst and most difficult to deal with, is the rapid increase of impure literature. Our bookstores, news stands and, to our shame be it said, even our private libraries and parlor tables are piled high with this sort of stuff, from the flashy story papers and filthy chronicles of crime to the works of popular novelists, who gild their poisonous pellets with the graces of rhetoric and the flowers of fancy. . . . What will you do to help to stem the tide?

COME : AND : SEE : US
 WHEN YOU
COME TO OUR EXHIBITION.

◆ **WE WANT TO SEE YOU**



1. To have a chat and become acquainted.
2. To ask you to make use of our office for writing letters, and to leave parcels in.
3. To show you a number of entirely new lines we have gone into, which the travellers have never shown on the road.
4. To offer you bargains on ODD LINES. By Odd Lines we mean goods sent to us to choose samples from, or trial samples made in our own factory. These are all perfectly fresh, but not being regular we are compelled to sacrifice them.

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29 ADELAIDE STREET EAST.

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The HEMMING BROS. Co.

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Manufacturers and Importers of
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The Waverley. The Pickwick.
 The Owl. The Nile.
 The Flying Dutchman. The Flying J.

A counter Show-case of M. & C. Pens is a sure saleable line. Illustrated Catalogues mailed on application.

MAGNIVEN & CAMERON, - Waverley Works, - EDINBURGH

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GOWER & CO.

Only  in
 Makers Canada.
 Samples Free } on Application. } **10 QUEEN STREET, MONTREAL.**

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31 King Street East.
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**MAPS, GLOBES,
 BLACKBOARDS,
 CRAYONS, Etc.**

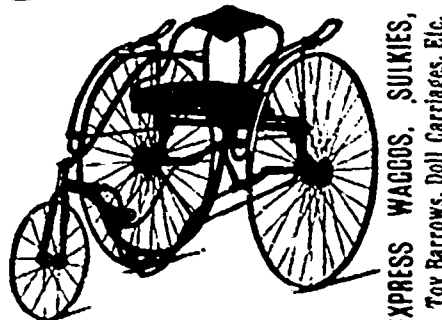
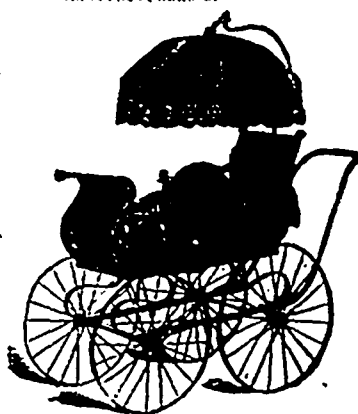
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 BICYCLES, TRICYCLES,**



**EXPRESS WAGGONS, SULKIES,
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FANCY GOODS

ever shown in Canada.

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SAMPLES.

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Catalogue of over 20,000 different pieces of Sheet Music, and over 500 different Music Books. Methods for all instruments

Piano and Vocal Folios of all kinds, Band Stands, Blank Music Books and Music Rolls, Spring Back Folios, Paper etc., etc.

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8 Johnson Street. - TORONTO

WHAT IS A COMMERCIAL TRAVELLER ?

At the annual session of the Ohio Retail Grocers' Association, held at Columbus, O., Mr. John C. Fenimore, of Columbus, Supreme Councillor, U. C. T. of A., being then present, in response to a demand made on him by the assemblage to answer the question displayed above, delivered the following pithy, witty, comprehensive speech, which fortunately we are able to present to our readers in its entirety. Mr. Fenimore said: The spectacle about to be presented to you is that of a young man, apparently in his right mind and of mature age, attempting to elucidate the proposition, "What is a Commercial Traveller?" to an audience composed of several hundred merchants. A glance at your deep furrowed brows, coupled with a knowledge upon the part of the speaker that those lines of anguish have been placed there by the subject of his sketch, a realization of the fact that the rapidly whitening locks, adorning a goodly number of your heads, are the direct result of his insidious attacks upon you, warns me that my position is full of peril, and makes the difficulties of my task appear to be almost insurmountable. Were I to tell you the whole truth, this audience would rise as one man to rend me, if I prevaricate, the representatives of the press are in waiting to convey the intelligence to the two hundred thousand members of my profession, and annihilation will be my doom. The common criticism upon one who conveys any commodity to a point where there is already a vast over production is, that "he is carrying coals to Newcastle," but that would be invalid in this instance. One who would attempt to furnish a description of a "drummer" to an audience of retail grocers would more closely resemble an individual who, having drawn the capital prize in the Louisiana lottery, proceeds to organize himself into a syndicate for the purpose of piping natural gas into the city of Findley. Ex-Vice-President Colfax was, upon a certain occasion, discussing the subject of future punishment with Dr. Foster, a noted divine of the Universal faith. The doctor was insisting that hell was a myth. To this Mr. Colfax replied with a great deal of earnestness: "There must be a hell, Doctor! It is a military necessity." It is along this line of argument and thought, gentlemen, that I shall attempt to lead you up to a point where you will at least sympathize with the exhortation, "bear these light afflictions for a season," when we apply it to commercial travellers. The leading forces employed in the distribution and interchange of merchandise may be classified under three heads, namely the manufacturer or jobber, the retail merchant, and the travelling salesman. The duties of each of these are very different from the others, but the interests of all are identical. If the trinity act concertedly upon this hypo-

thesis, the natural result will be pleasant as well as profitable commercial intercourse between them. If the sordidity of temperament or dyspepsia of either of them blind that one to this principle of mutuality, the particular one afore-mentioned will, in the due course of events, find that his meanness is costing him money, and making his own, as well as the lives of the other two, a burden, and later on, when he attempts to realize upon the clause of the unwritten law of commercial equity, the other two will shake their heads and say to him with no uncertain accent: "You make me tired." There is a community of interests. The manufacturer or jobber and the retailer might be termed a pair of Siamese twins, and the travelling man the ligament which unites them. The description of the twins has been delegated to more competent hands; my mission is to diagnose the ligament. The duties of the salesman are ministerial, executive and clerical. He is envoy extraordinary and minister plenipotentiary to about one million of merchants in the United States. The simple fact of his being a diplomat, possessing ability outranking that of Blaine or Bayard will not suffice. It is only expected of the first of these gentlemen that he will be a republican, and of the second, a democrat; our friend is expected to be both of these, and a prohibitionist as well. When loaded with the requisite complement of politics, he has upon his devoted shoulders the combined weight carried by McKinley, of Ohio, Mills of Texas, and Sam Small, of Georgia, through the last campaign. When requested to do so by a customer, he is expected to produce from some one of his multitudinous pockets the most approved recipe for either or all of the epidemics or contagious maladies which afflict humanity, while in the deep recesses of his memory must be stored all of the latest jokes and stories extant. In the executive branch of his anatomy, must be garnered an ability to make black look white, the power to "lead the blind by ways they know not, to make dark places light, and crooked paths straight before them," and to explain away the most exasperating mistakes that are sometimes made at the other end of the line. He must be able to show you that eighty cents cartage upon a single barrel of sugar was not a covert attempt upon the part of his house to sell you a dray, and leave the proprietorship of the same vested in the party of the first part, but a philanthropic endeavour to assist you in placing an unfortunate individual whom the Good Lord had originally intended for a congressman, but whom the unrelenting hand of misfortune had wrested from his high estate, down to driving a cart, back again up to the mountain of affluence. He must have a heart of marble and a will of steel, that he may grapple with an incorrigible merchant, and like Jacob of old, holding

him fast, cry, "I will not let thee go, unless an order thou bestow." When he accomplishes his purpose, and secures your order, he sends it in to the house, in due time you receive an invoice accompanied by a letter, which informs you that the goods you did not want, but bought to fill out the order, have been shipped, and that the ones you were out of had been cancelled. You fire a letter back at them, using nitro-glycerine for ink. They call the ligament into the office, read your letter to him, and say, "You write to him, William, he will believe you." Then the ligament repairs to the "swearing-room," composes his nerves, and proceeds to inform you, that the house wanted to ship the goods in the first place, but the bookkeeper wouldn't let them. This last act of ignominy which has been heaped upon him is labelled "clerical." Oh, my brethren! when the imperceptible veil which hides time from eternity shall have been drawn asunder, and all those who have been colonized upon the other side shall stand in bold relief before us; when the first great martyr, St. Stephen, shall appear surrounded by an innumerable company of victimized bookkeepers, let us hope, that as the commercial travellers march by in solid phalanx, the words wasted to our ears may not be from the lips of these, chanting in the language of Bill Nye's latest poem, "Where do you go from here?" but rather may there be carriages awaiting us at the station, with swift steeds, shod with pity for our many earthly qualities; and as the clatter of their hoofs resound upon the streets

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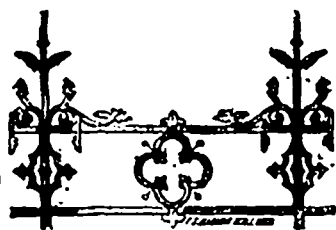
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SIR,—I do not know if I am the party referred to in your August remarks as "the bookseller who always kept on hand an extra supply of daily papers and thereby secured a large book and news trade." I know that my case was as you describe and that I found the best possible "leader" to be the over stock of dailies. Many a time my competitors laughed at me for my crotchet and my unsold copies; but right along, year after year, my business increased, and my actual losses on unsold copies was a mere bagatelle.

One thing is certain I never incurred the enmity of my competitors or my own condemnation by selling goods at cut prices to draw custom. I never hurt any one's business by such unfair means. My enterprise

was of a clean character and my success has been an unbroken one. I have great pleasure in enclosing one dollar for two years' subscription to your valuable paper. You are doing good work and giving good advice.

Yours truly, ONE PRICE ONLY.

DEAR SIR,—Friend Robinson is on the right track. I like his proposed price list for daily papers and want to see him urge the matter forward. The present schedule of rates is a great improvement on those formerly given, but we should have better. I know that I for one would push the newspaper business stronger if I had larger profits. In our town we have pretty well stamped out the cheap dailies which formerly injured the sale of the three-centers, and although one of the little "One for a cent" has tried by a personal canvass and a write up of the town to get ahead of the newsdealers it was a miserable failure. If the large dailies will now give us Robinson's schedule we will guarantee to wipe out all the fakirs.

Yours respectfully, NEWS.

THE HOLIDAY NUISANCE.

Editor BOOKS AND NOTIONS.

SIR,—It has always been a matter of special pride in the Province of Ontario that we are not hampered with constantly recurring holidays, as is our sister province to the

east of us. Looked at from the clerk's point of view, we probably will still be able to urge the claim, but if viewed by a travelling salesman, whose aim it is to cover his ground in the shortest possible time without skipping any towns or customers in them, it will be seen that we are very far behind Quebec. Unless I am mistaken, there are twenty-one holidays, civil and religious in Quebec, and on any and all of the remaining 292 week days, a traveller can, with few special exceptions, do a profitable business. In Ontario, a traveller who works 222 days never loses an opportunity to call upon his customers. I have not, of course, taken into account the time taken for vacation or in the house which will vary according to circumstances. It will naturally be asked "What is the cause of this difference?" Well, the first item is composed of fifty-two Saturdays. The travellers have educated their customers, their employers, themselves, and their fellow travellers into the idea that nowhere in the Province on a single Saturday in the whole year is there a storekeeper who has half-an-hour to look through a line of samples. Saturday is just as great a market day in the other provinces as it is here, and yet this custom is not known except in Ontario. Without wishing to compare them in other ways, I would ask our friends of the Grip-sack where the difference lies between their coming home to look at their fellow clerks slaving in the warehouses and the much

complained of practice of the brawny laborer who lets his pickaxe drop over his shoulder at five o'clock and goes home to watch his wife scrubbing the floor. In both cases the country suffers a great loss through idleness. The second item is the Civic Holiday—an institution peculiar to this Province. Why the naming of this day should not be in the hands of the Lieutenant-Governor, I cannot see. All the cities, towns and villages would then have one midsummer day of rest. Preparations would be made for it. The opportunities for enjoyment would be greater and business would be prepared for it. Under the present system, a traveller cannot possibly avoid striking a number of towns during August when he is compelled to wait a day or skip to the next place.

The third item, consisting of Carnivals, Fairs and Exhibitions, cannot, I suppose, be helped, nor would one try to interfere with them, being, as they are, the greatest sources of business education that we have at hand. The two first causes of loss, however, are very serious ones, and I am sure that the storekeepers would make an effort to remedy them did they fully appreciate the fact that they mean 20 per cent. less sales by each traveller on the same expenses, that there would be 20 per cent. fewer travellers call on them, and that in a short time this extra expense would be taken off the cost of their goods by the wholesalers who would soon see that they could afford to sell on closer margins.

If the retailers have any real objection to Saturday work I have no doubt you will grant them ample space for their letters.

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- 4918-19. "That Frenchman." By Archibald Clavering Gunter. "Under a Strange Mask." By Frank Barrett. National Publishing Co., Toronto.
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MUSIC.

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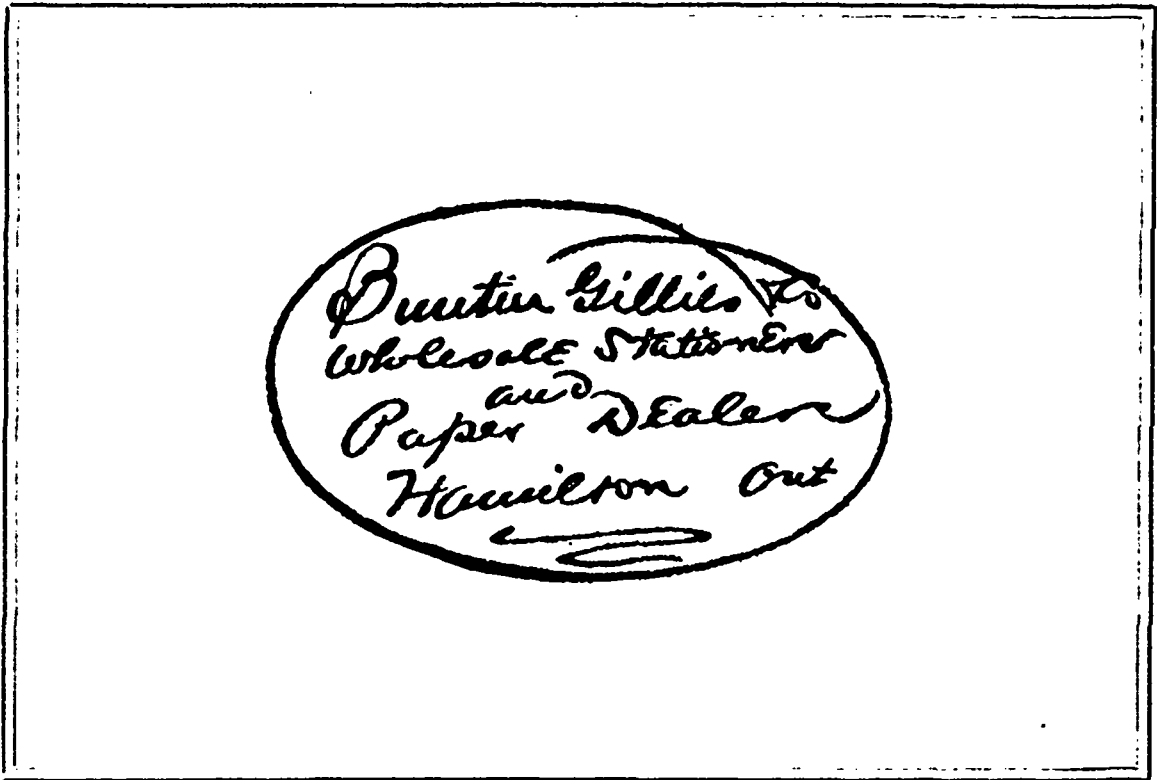
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