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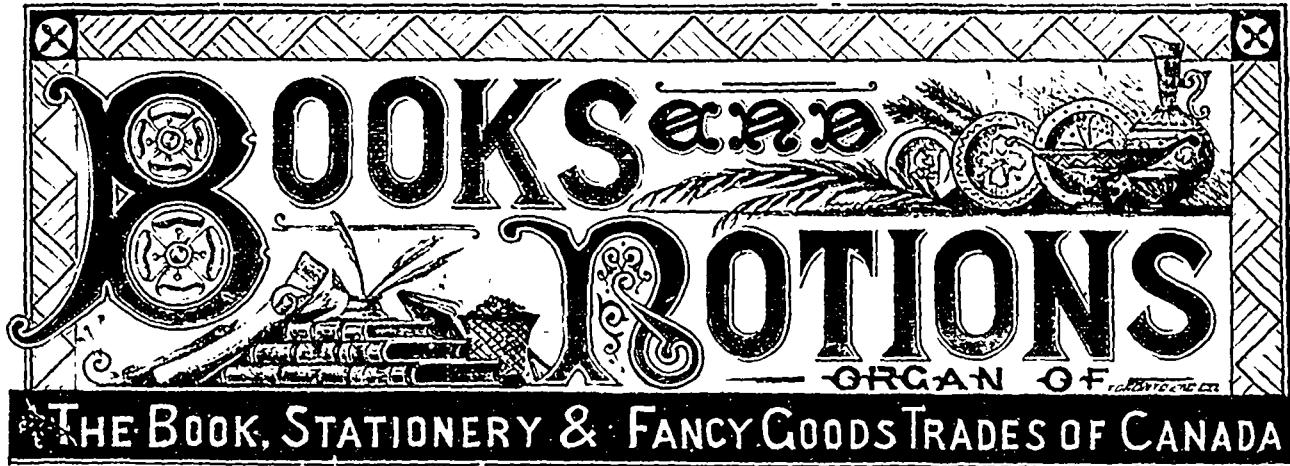
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FEBRUARY, 1885.



BOOKS and NOTIONS
 ORGAN OF

THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

ESTABLISHED 1840.

FANCY GOODS,

DOLLS, TOYS,

Druggists' and Tobacconists' Sundries, &c.

H. A. NELSON & SONS,

Montreal and Toronto.

ROBT. SMITH, Supt.

A. W. CROW, Man.

**THE NATIONAL
ELECTRO & STEREO TYPE
COMPANY (LIMITED).**

THE ONLY COMPLETE FOUNDRY IN CANADA.

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Exhibition, 1881, 1882, 1884.*

Orders respectfully solicited and promptly attended to.

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TORONTO.**

TRADE NOTICE.

We would call attention of the Trade to the following—

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MILDMAY EASTER CARDS.

SACRED SONGS & SOLOS.

THE CHRISTIAN CHOIR.

BAGSTER BIBLES.

OXFORD TEACHERS' BIBLES.

BIBLE DICTIONARY,

By Smith & Peloubet.

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S. R. BRIGGS,

TORONTO WILLARD TRACT DEPOSITORY,

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Patent "Thin Buff" Copying Paper.

Patent "Stout Buff" Copying Paper

IN MEDIUM AND DOUBLE-CROWN SIZES.

ALSO

Medium-Folio, Crown-Folio & Quarto Books made
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SEND FOR SAMPLES AND PRICES.

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MORTON, PHILLIPS & BULMER,

Stationers, Blank Book Makers & Printers,

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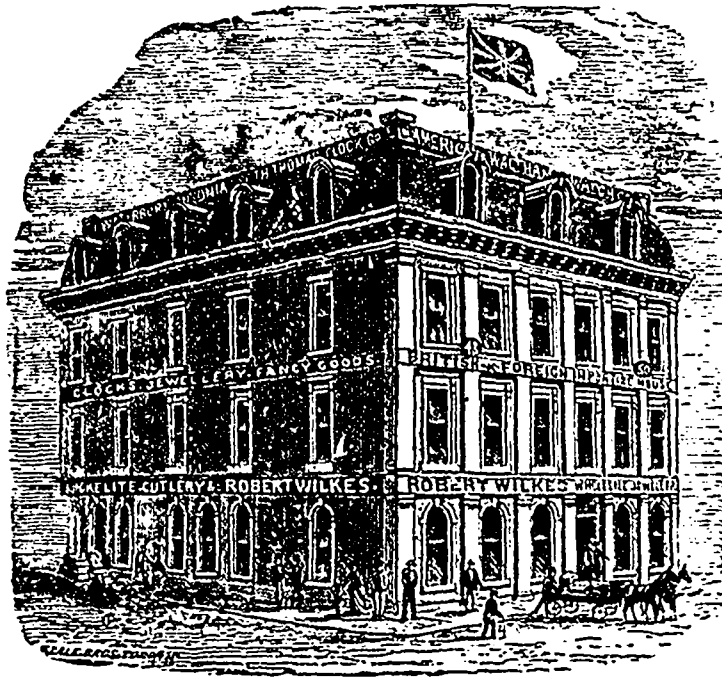
SAMPLES NOW READY.

THE TORONTO NEWS CO'Y,

AGENTS FOR CANADA.

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(WAREHOUSE OF SMITH & FUDGER).

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Brushes, Combs, Perfumery, Satchels, Pocket Books, Pipes, Cutlery, Toys,
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SEASONABLE SPECIALTIES.

INDIA RUBBER BALLS.—We show an entirely fresh stock of Grey and Coloured Balloons, A B C and other Fancy Balls Solid Sponge Balls, Grey and Coloured. Lacrosse Balls, Tennis Balls. Prices Low. Quality guaranteed.

SPORTING GOODS.—Our Foot Balls and Boxing Gloves are made by standard London makers, and give universal satisfaction. In Base-Ball and Cricketing Requisites we have full lines; also, Lacrosse, in Boys', Youths', and Men's sizes. Fishing Tackle and Sporting Sundries.

GAMES AND TOYS.—Lawn Tennis in sets or parts. Field Croquet, Tops, Marbles, Skip Ropes, Wood and Wire Wheel Velocipedes, Wood and Wire Wheel Express Waggons and Barrows, Whitney's Baby Carriages.

Our Travellers will be on the road about January 15th.

SMITH & FUDGER,

48 AND 50 YONGE STREET, TORONTO.

BOOKS and NOTIONS

ORGAN OF

THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME I }
No. 7. }

TORONTO, FEBRUARY, 1885.

{ ANNUAL SUBSCRIPTION
FIFTY CENTS. }

THOS. J. DAY.

(President Ontario Booksellers' Association).

Years since—almost a generation back—there might have been seen, aye and heard too, many a tear and many a blessing bestowed on the head of a lad just about to leave home and friends, in the little

and to their daughters too, during the short time he had been behind the principal counter in the village, displaying a very limited supply of haberdashery and hardware, was about to depart, and so leave a void in the calico measurers of that interesting community.

But so it was. We need not tell of his journey,



THOS. J. DAY.

village of Cahirciveen, in the County of Kerry, to try his fortune in the far off land of America, with no very definite idea where or in what way that fortune was to be made. However he, who had endeared himself to the old ladies of the neighbourhood—

but before very long he had dropped down in the town of Guelph, then just springing into notice as the most thriving settlement in Canada; and there he stayed, doing his best, in a small way, to supply the good people thereabout with the current litera-

ture of the day. It was his good fortune soon to inspire confidence wherever he dealt; not only was credit at his command, but the friendly advice and companionship to the American markets, as time rolled on, of the late Mr. Barnes, of Hamilton, then the largest bookseller west of Toronto, was doubtless of material service. This advice, coupled with his own natural sense of honour, confirmed that straightforward integrity for which Mr. T. J. Day has ever been known during the twenty-six years he has been at Guelph in business.

The town has grown, so has Mr. Day's business, it may almost be said, "from Log Cabin to White House," for, from a very small beginning, he has probably the largest retail trade, Toronto excepted, in the Province. Mr. Day has not burdened himself with municipal or political affairs to any extent certainly, but has been content to benefit the inhabitants by adding to their number of days, and from the profits of his book-business he has managed to own a rent-roll of no inconsiderable measurement.

A couple of years ago Mr. Day thought he was entitled to a holiday, and, with a longing desire to revisit the scenes of his youth, he determined on a visit to the Old Country. In the result he was disappointed. He found the old place—that in his youth he had imagined a hive of industry, and the village shops the warehouse of the world—a great disappointment. A short time sufficed to dispel the illusions of boyhood, and he once more bid farewell for the newer and brighter scenes of Canada; more welcome, yet not more loved, than the historic land he was again leaving.

The secret of Mr. Day's success lies in his thorough devotion to his business; as he made it, it made him. "Day sells cheap," has long been his motto, and to do this he had to buy well—and he does do it—always for prompt cash, which makes his custom sought, and gives him the run of the market. To his brother tradesman he says, take no credit, and every year withdraw something, however small it may be, from your profits; if you find there are none, reduce your personal expenses until there are some. Indulge in no costly amusements, and waste no time before your stock is your own, and the future not unprovided for. We may only further add that Mr. Day is still in the prime of life, not yet having, apparently, reached the age of fifty years.

EDUCATIONAL REPORT FOR 1884.

The Minister's report has just been laid on the table of the Provincial Parliament. It is, as usual, a goodly-sized document of 258 pages, filled with statistics, which, whatever their value may be, at

least testify to great care and watchfulness on the part of the departmental staff.

From these tables we find:

1. The school population (comprising only children between the ages of five and sixteen years) reported by trustees was 478,791; decrease, 5,026. The school population and total attendance have been diminishing for some years.

2. The number of pupils between the ages of five and sixteen years attending the Public Schools, 452,661; decrease, 4,517. Number of pupils of other ages attending the schools, 11,708; decrease, 2,626. Total number of pupils attending the schools, 464,369; decrease, 7,143.

4. *Pupils.*—The number of pupils reported as attending the Separate Schools, 26,177; increase, 29. *Average attendance*, 13,705; increase, 131.

3. *Number of Pupils*, 11,843; decrease, 505. It is satisfactory to note that, while the total school population and attendance were slowly decreasing, the average attendance increased.

This table shows the number of pupils as classified under the present system in the Public Schools:

First Class	164,035
Second Class	106,482
Third Class	113,980
Fourth Class	70,104
Fifth Class	8,919
Sixth Class	849

While the total attendance at all the Public Schools in 1874 was 472,718, and in 1883, 477,212. The expenditure for Teachers was in 1873, \$1,647,750; in 1884 it was \$2,210,187; and for all educational purposes in 1873, \$3,351,582.

The following appears among the

ORDERS IN COUNCIL.

Reading Book (4th December, 1884). Upon consideration of the report of the Hon. the Minister of Education, dated 2nd December, 1884, the Committee of Council advise that the authorization of the third, fourth and fifth Readers now in use be extended to the 1st day of January, 1886.

The Committee further advise that in view of the early publication of a series of Readers prepared under the direction of the Education Department, to be known as the "Ontario Readers," the authorization of the "Royal" and "Canadian Readers" shall cease and determine on the First day of January, 1886.

Reading Books (18th December, 1884). Upon the recommendation of the Honourable the Minister of Education, the Committee advise that the agreement between William James Gage, the Canada Publishing Company (Limited), and Thomas Nelson and William Nelson, trading under the name and style of Thomas Nelson & Sons, and Her Majesty the Queen, represented by the Honourable the Minister of Education for the Province of Ontario, acting for the Education Department of Ontario, for the publication of a series of Readers, to be known as the "Ontario Readers," be approved of by Your Honour.

ONTARIO PHARMACISTS.—The Council of the Ontario College of Pharmacists held its semi-annual Session in Toronto January 4th to 7th. The most important matter was a resolution to purchase a lot

on which to put up a building for the use of the College. It was decided to purchase that on Gerrard street, next St. James' Square Presbyterian Church, for \$5,000.

The Finance Committee shewed the surplus assets to be \$7,039.80. The surplus account, for payment of interest and sinking fund, and for maintaining the College, is about \$1,500.

Messrs. N. C. Love, Toronto, and W. B. Sanders, Stayner, were elected representatives on the Industrial Exhibition Board.

The Infringement Committee was authorized to take what action they thought fit regarding those in arrears in payment of annual dues.

AT THE ANTIPODES the Book business must be good, judging from the following description of the retail department in a Brisbane establishment:—

"This is a fine, lofty, well-lighted apartment, extending the whole length of the building, the ceiling being no less than 17 ft. from the floor, and prettily coloured. Along the whole of the wall on the right-hand side, and rising as high as the ceiling, is a splendid array of books, arranged in cases with glass fronts, and all so assorted that any work required under a particular head—such as fiction, history, poetry, science, or other branch of literature—can be found without any trouble. Here are to be seen literary works of all descriptions, from the lightest of novels to the most abstruse treatises on scientific subjects, from books dealing with one special topic to the standard encyclopedias treating of all subjects under the sun. Amongst the latter are to be seen copies, bound in russia, of the greatest literary undertaking of the present or any previous age—the 'Encyclopædia Britannica,' the sixteenth volume of which is just to hand. As showing the taste for solid, useful reading in this colony, it may be mentioned that shortly after this great work was commenced—a work which will, when complete, form a library in itself, and a splendid library, too—the firm secured orders for nearly 100 copies, representing a subscription list of over £4,500."

AS AN INSTANCE of how the Book Trade suffers in England, and one of the remedies proposed, we give the following:—

"To the Editor of THE BOOKSELLER.

"SIR,—Having been an assistant to a bookseller in the North of England for some years, I have come to the conclusion that, unless the discount system is altered, booksellers have a very poor chance of making a living. I fancy this would be stopped by a 'Publishers' Union;' say twenty or thirty of the leading London firms joined this Union and refused to supply drapers and others, and also those in the trade who undersold. I should think some such arrangement as this might be arrived at, viz. to make the published price of books net, and to allow booksellers a certain discount, say 20 per cent.; and any bookseller taking off discount to the public to have his account stopped for a stated period by those houses in the Union.

In the city in which I am in business a large firm of drapers take 25 per cent. off medical books, with this result, that the agent of Messrs. J. & A. Churchill has to do likewise or lose the trade. These people do not get them direct from Churchill's, who will not

supply (although some other houses which I could name do so), but they get them from the wholesale houses, who, if they belonged to the Union, would not be able to supply.

"Hoping that publishers will soon wake up to their duty in this matter, or before long they will find that they have no agents in the provinces, and will have to trust to miscellaneous people to sell their goods. Trusting that better times are in store for the booksellers,

"I remain, your obedient servant,

"E. R. G."

THE STEEL PEN TRADE.—The greatest expansion in the pen trade of late years has been with the Continent, where, in spite of native competition and hostile tariffs, English pens of repute occupy a leading position. At the same time the demand for English patterns abroad is limited, and each market calls for a special pattern or set of patterns peculiar to itself, many of them being, according to English notions, more fantastic than serviceable. Birmingham makers, as may be supposed, have not been backward in catering for these fanciful requirements, and their foreign pattern-cards are in many cases marvels of fancy, variety, and ingenuity. Although the old firm of Gillott, the parent of the trade, still hold their own, and although their pens command a high price in all parts of the world, their production is now considerably exceeded by that of several younger firms, who have devoted themselves specially to the cultivation of the continental trade.—*English Exchange.*

PAPERS OLD AND NEW.

The American Bookseller, always a welcome visitant, has changed hands, though the management remains the same. *The American News Co.* has disposed of the *Journal* to Mr. N. R. Manchesi. On general principles, a periodical is better in the hands of an individual, and we feel confident that the new proprietor will still further enhance the value of *The Bookseller* to its readers.

The January number of *The New York Newsleader and Stationer*, presents a handsome appearance in its newly donned cover, and the cover is by no means all that attracts, for the contents are varied and interesting.

The Manx Note Book, a quarterly journal to be devoted to the history, antiquities and legendary lore of the Isle of Man is to be commenced this month. A. W. Moore, of Cronkbourne, Douglas, is editor.

OBITUARY.—The sincere sympathy of many friends will be with Mr. and Mrs. J. M. Hudson in the loss sustained by the death of their infant daughter, Ethel Maud, which occurred on the 1st inst.—*Brantford paper.*

ONTARIO BOOKSELLERS' ASSOCIATION.—Those who have not yet forwarded the annual fee of \$1. will please do so during the current month.

Book Notices.

Houghton, Muffin & Co., the publishers of the work, say in their February announcement :

"It is quite within bounds to say that the *Life of Edgar Allan Poe*, which Mr. George E. Woodberry has written for the series of *American Men of Letters*, is the first complete, authentic, and adequate account of Poe's career and literary achievements. Mr. Woodberry has had access to many sources of information not open to previous biographers of Poe, and to many important letters from Poe, not included in any life of him hitherto published. He has consequently been able to pierce the mystery which has invested certain portions of Poe's career, so that the story of his life is now clear and connected throughout. Mr. Woodberry's admirable critical faculty has been of great service, and has enabled him to produce a book which is not only an excellent biography of Poe, but a very valuable addition to the series to which it belongs."

THE ALGONQUIN LEGENDS OF NEW ENGLAND, published some time ago by the same firm, has engaged the attention of all who fancy legendary lore.

Mr. Leland is a fascinating writer ; in his Gipsy tales inimitable.

MAP GEOGRAPHY for Junior Pupils, by George Moir, Principal St. Mary's Public Schools, 7th Edition.

British History notes for Junior Pupils, 6th Edition, by the same.

Canadian History notes for Junior Pupils, 2nd Edition, by the same.

Examination Papers in Arithmetic, by J. A. McNaughton and M. H. Mann, teachers. H. Fred Sharp, Publisher, St. Mary's.

These little books are not by any means new to the trade, and the number of editions of the two first named speaks more in their favour than any praise we could bestow.

The Map Geography is particularly adapted for the purpose intended with excellent maps prepared by the well-known Edinburgh firm, W. & A. K. Johnson.

Mr. Sharp is a publisher who practises the principle of doing as one would be done by in giving a liberal discount to the trade.

No starvation discount on these school books.

THE Methodist Book and Publishing Co., W. Briggs, Toronto, has in press and will shortly issue "*Among the Laurentians*," a camping story, by Sidney C. Kendall ; "*A Manual of Methodism*," being outlines of its History, Doctrines and Discipline, by Rev. Geo. O. Huistis ; "*Through the Dark Continent*," a condensed account of Stanley's travels, by W. H. Withrow, D.D., F.R.S.C.

MACMILLAN & Co. will publish an account of the trip of the princes Albert Victor and George in the *Bachante* in 1879-82.

PHIZ.—Two small editions,—one of 250 copies, quarto size, and one of 200, small folio, on India paper

—containing 130 illustrations by the late Hablot Knight Browne ("Phiz") have been issued by Chapman & Hall. Sold only to subscribers. The *London Times* says :—"Both these fine volumes have been prepared with the utmost care. The type and paper and the arrangement of paragraphs are alike excellent ; the 130 illustrations have been chosen with judgment, to show all the varieties of 'Phiz's' work ; and the letterpress calls only for praise. Mr. D. C. Thomson has done well to reprint copious passages from Dickens and other authors, in order to refresh the reader's memory of the scenes illustrated. A neglect of this precaution often mars one's enjoyment of books like this, for it cannot be said that the pictures always speak for themselves, and even when they do so, the re-perusal of a once familiar passage, bringing back forgotten names and incidents but dimly remembered, suddenly animates all the characters in a sketch. In places where reprints would have been superfluous, Mr. Thomson has given pithy explanations of his own ; and his judicious criticisms, while guiding the inexperienced reader to an appreciation of what is best in the artist's drawings, will commend themselves to connoisseurs by their occasional severity. 'Phiz' was unequal in his performances. A painstaking artist, with abundant imagination, he laboured hard with his hand, but he was often indolent of mind, and he seldom tried to enrich his imagination by serious studies from life. His pictures were reinpressions of people and things seen with a passing glance, but never closely examined. He drew without models, entirely from memory, and this lent a sameness not only to his figures but to the accessories. When he illustrated Dickens's '*Tale of Two Cities*' he had to reproduce scenes from French life, but he did it poorly. His Frenchmen are Englishmen gesticulating in foreign attire. As a specimen of this want of research we may take the amusing picture (p. 180) '*Getting up the Steam*,' from one of Frank Smedley's novels. The railway porter, the guard, and the soldier are comical figures, but they are not French, and even in the little details of uniform, which might so easily have been ascertained, the portrayal is incorrect. It is to be regretted that Hablot Browne did not accept the tempting invitation which Charles Lever once gave him to go on a driving tour through Switzerland and the Tyrol—Lever 'supplying the team'—for 'Phiz's' talent would have come back freshened from such an excursion. The '*Tale of Two Cities*' was the last work which 'Phiz' illustrated for Dickens, and the novelist's employment of Mr. Marcus Stone as illustrator for his next book, '*Our Mutual Friend*,' seems to have caused deep mortification to the artist whose genius had helped so much to popularize Dickens's earlier books. From that time, as Mr. Thomson says, 'Phiz' declined visibly in the public estimation, and unfortunately he managed soon after this to irritate Anthony Trollope, by misrepresenting one of the scenes in '*Can You Forgive Her?*' Trollope showed his displeasure by requesting another artist to finish the illustrations of his novel."

The daily production of envelopes in the United Kingdom is said to be 700,000,000. In the United States the daily production very nearly quadruples that quantity. They make 2,500,000,000.

Novelties.

AMONG the novelties announced in New York is a ball with a two piece cover to sell at five cents. Another ball is the "Short Stop," to be sold for ten cents. But, best of all, is a ball, five and a quarter ounce, and nine inches and a quarter round, for 25 cts. Bats, too, one of them of polished hardwood, can be sold at 10 cts, and League bats at 25 cts. These bats are ringed at the handle, so that slipping from the hand is out of the question.

REAL Neesgiva Hammocks will be a boon to the Canadian, when the Summer comes, if they can be retailed as promised, at or about one dollar each.

"THE favourite writing-paper of the Princess of Wales, is a blue bank paper, with a facsimile of her signature of Christian name in gold or bronza across the upper left-hand corner, and the day of the week in the same style at the top line of the right. The Queen uses black-edged paper, with the address Windsor Castle, Balmoral, or Osborne, on the top line in plain, black and gold letters, and in the upper left-hand corner "V.R." and the crown emblazoned in red, black and gold."

The blue bank paper used by the Princess is always in good taste, and though apparently a novelty to many in Canada was really the tint much used in old times when paper was all "hand-made." Nearly all first-class stationers carry stock of the "Azure" tints in various sizes in the light and heavy weights, both smooth and rough, or "mill finish." A very nice idea we noticed the other day in a King St. stationer's was a die, a fac-simile of the lady's initials in the large angular hand. It was embossed across the corner of the note paper, light-blue or azure paper with the embossing a darker shade of the same colour, and had quite a rich effect. Monograms are now much plainer than formerly. It is almost impossible to make out some of the elaborate designs that have been so common of late years; we notice a tendency to make them almost like "initials."

A VERY novel blotter arrangement "consists of a squared block of wood in thickness, equal to that of an ordinary block of note-paper. The leaves are hinged to the corners of the head by means of flaps. The object of this is to enable a series of leaves to be opened as desired—that is, either of the leaves may be the undermost or the uppermost of the series. The block of wood can be inserted between either two of the leaves and the leaves be opened or closed upon the block, or when more than one sheet of note-paper is being used at the writing, the first is detached from the block and inserted between two of the leaves, while the block remains in position for further use."

AN INTERESTING NOVELTY.—Wedding announcement cards are now becoming popular, in no small degree owing to the beauty and elegance with which they are produced. They consist of a white enamelled card, folded to form four pages, each about 1½ in. square. The printing is appropriately done in silver, the whole being subsequently super-calendered. On the first page, as an ornament, we have a representa-

tion of the suggestive "orange blossoms," on the last the equally symbolic "true lovers' knot." The second page bears the "kind regards" of Mr. and Mrs. V., the newly-married couple. On the third page is an announcement of the "happy event," the date, place, celebrant, and names of the parties concerned. The whole is exceedingly pretty and appropriate; and the pleasing fashion of sending these mementoes must soon become general.

Business Changes.

Alain, Theophile, Montreal, Card Manufacturer, Admitted Pierre Catelli, Style Elaine & Catelli.
 Allemang, Henry, Berlin, Books and Stationery, Stock advertised by Trustee.
 Armstrong, Edward, St. John, N. B., Printer, Bill of Sale.
 Burns, J. A., London, Books and Stationery, Sold by Trustee at 36c. per \$.
 Blackadder Bros., Halifax, N. S., Printers and Publishers, Burnt out.
 Campbell, James, Toronto, Books, formerly James Campbell & Son, now Campbell & Middlemiss.
 Conolly, T. P., Halifax, N. S., Books & Stationery, Assigned.
 Cragg, C. J. & Co., Yarmouth, N. S., Bookbinders, Dissolved.
 Dart, H. A., Publisher, Winnipeg, Dead.
 Dechene, N. & Co., Quebec, Picture Frames, Dissolved.
 Dickenson & Cranston, Woodstock, Books & Stationery, Dissolved, Business continued by Henry Dickenson.
 Easton, J. R., Lindsay, Books & Stationery, Assigned.
 Gladwin, B., Halifax, N. S., Stationer, Burnt out.
 Harris, Wm., Picton, N. S., Printer, Dead.
 Hill, C., Montreal, Books & Stationery, Assigned.
 Hood, Wm. & Co., Montreal, Books & Stationery, Assigned.
 Lane, James, Halifax, N. S., Books & Stationery, Burnt out.
 McConnon, Thomas, St. John's Newfoundland, Books & Stationery, In difficulties.
 McEachern, Mrs., Barrie, Fancy Goods, Burnt out.
 Marcuse, B. and Co., Montreal, Fancy Goods, Dissolved. Firm now Marcuse & Cunningham.
 Magill, T. H., Leamington, Printer & Publisher, Burnt out.
 Nelson, Charles L., St. John, N. B., Paper Bags, Bill of Sale.
 Pineo, A. J., Wolfville, N. S., Printer, Bill of Sale.
 Portlock, Mrs. W., Harriston, Fancy Goods, Offering 20c. per \$.
 Stern, Samuel, Toronto, Wh. Fancy Goods, Estate advertised by Trustee.
 Tester, M., Montreal, Fancy Goods, Partially burnt out.
 Thomson Bros., Moosejaw, Books & Stationery, Removed to Calgary, Alberta.
 Wilson Bros., Winnipeg, Printers & Stationery, Estate advertised for Sale.
 Wood, L. M., Hopewell, N. B., Printer, Chattel Mortgage.
 Youmans, C. W., Galt, Books and Stationery, Sold out to J. K. Cranston, formerly of Dickenson & Cranston, Woodstock.

Books and Notions,

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DEVOTED TO THE INTERESTS OF THE

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OF CANADA.

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do	8 00.....	60
do	3 50.....	35
do	2 00.....	20

All Letters and Communications intended for publication must be sent in not later than the 5th of each month.

Subscribers will oblige by informing us at once of any irregularities in delivery.

J. J. DYAS, Publisher.

PUT UP THE SHUTTERS.—A bookseller from up North says, "I received from Toronto, some of the second part of the first book, and after paying expenses on freight, I get two cents (nominal) profit on each book."

Or, in other words, the dealer pays 12 cents and one cent carriage, add 20 per cent. actual average expenses making 15 6-10 cents, or, an actual loss on each reader of 6-10 of a cent!

This dealer adds, "I do not keep a very heavy stock on hand, but have now several dollars worth of old readers that are useless."

FAIR PLAY TO ALL.—From what source is there going to come the compensation for the loss on the old readers? The Publishers are amply provided for, but the retailers? Pshaw, what of them! They are only a few hundred common storekeepers, wery well in their way, but not worthy of any consideration.

But, the poor widow with her small news-stand and her young family!—

"ALL along the line" along all lines, in the back country, and on the lake shores, the outcry varying only in the language in which it is expressed is the same, demanding liberty of trade from the thraldom

of the autocrats, and compensation for the losses sustained in old useless readers.

MEETING OF BOOKSELLERS.—The past month has been to the Booksellers of Ontario, an eventful one, and one that, although fraught with disappointment, will no doubt be looked back to as the most notable time in the history of the trade.

The 14th of January, 1885, is the Red Letter Day of Bookselling, for then was entered a strong protest against unfair division of profits on school books by over 700 dealers throughout the Province:

'Tis true they were foiled in the effort to get better terms, but their action has called the attention of the public to the matter in such a way that never again will anyone or any combination dare to take such advantage.

The outcome of this meeting has been the organization of "The Ontario Booksellers' Association." for the general benefit of the trade.

The officers are well and favourably known to the whole trade, and the responses to the circular sent out already show that success is certain.

A NOTABLE feature of the Association is that it is not exclusively made up of Retail dealers, but the Wholesale trade is invited to join, and several have already become members.

WELCOME.—It was the first opportunity since BOOKS AND NOTIONS presented its claim for their favour that we have had the pleasure of meeting any number of the dealers together. We regret the occasion that made it possible, but it afforded us the satisfaction of seeing for ourselves a fair representation of those who are not considered worthy of consultation in the matter of regulating their own trade.

We found them to be intelligent business men, many of them good speakers, and evidently well versed in matters pertaining to their chosen calling.

One thing impressed us. They were in earnest. They have been at the expense of coming to Toronto, at a time when they wanted to buy little or no goods, and were in no humour to be trifled with. They heard the publishers patiently—as long as they had anything to say regarding the point at issue, on the real subject they said but little—and they calmly and with unanimity passed a resolution disapproving of the terms.

MR. BAIN RIGHT.—The only other reason for the smallness of the discount, besides the supposed large cost of the readers, was that in the United States

less margin was allowed. The Publishers and the Minister of Education, or the Publishers for the Minister, were evidently prepared all they possibly could be to meet the arguments of the Booksellers.

They had communicated with D. Appleton & Co., A. S. Barnes & Co., of New York, and others, and imagined that they had a strong point, when the Minister informed the deputation that 16 $\frac{3}{4}$ was the best rate of discount on the retail prices. Mr. Bain promptly corrected the Minister, but he still maintained that he was, at least, partially right. He was altogether wrong.

An esteemed New York correspondent, a prominent stationer, interviewed the leading publishers. In one case information was reluctantly given—why, it is not difficult to understand when we know of the correspondence with the publishers. The result of his interview was the information that 5 per cent. to 20 per cent. is given off the list according to quantity purchased, but, says our correspondent, "There is no fixed retail price." "There is a list price, from which a variable discount is allowed," and to illustrate the mode of selling, he says, "Suppose I buy a dictionary from Ivison, Blakeman & Taylor, list price, \$1, 10 per cent. off, making the cost 90 cents, I sell it for \$1.25 (not for \$1)."

A. S. Barnes & Co.'s price list is now before us. In it are two columns headed "Trade" and "Retail." In a great many cases no Retail price is stated notably on "Barnes' New Readers." *The discount to the trade, is invariably on the Trade price.* Is it possible that the Publishers were innocent of this fact!

NO PROFIT! NO PURCHASE!—Some fault has been found with the boycotting resolution passed at the late Booksellers' meeting. It was an extreme measure, but look at the provocation.

Without entering into the question as to its being right or not, we may say it was passed at a time when all hope of getting reasonable terms from the publishers was gone.

It was stated that a compromise was proposed by some of the dealers of an extra 5 per cent. to the general trade, and 5 per cent. to the purchaser of \$1,000 worth.

The unreasonableness of the refusal prompted Mr. H. Fred Sharp, of St. Mary's, himself a publisher of school books, to propose the resolution. Mr. Sharp with enterprise combines a desire to let others live as well as himself, and gives fair discounts to the trade.

With a knowledge of what it would cost to produce a book, knowing that the publishers could afford to give much larger discount, and himself al-

lowing at least one of the publishers a liberal jobbing discount, he asked those present to join with him in refusing to buy from those who would not do for the trade as they are done by.

The sneering remark of a publisher in speaking of this measure and the meeting generally, as "a tempest in a tea pot," was in very bad taste. He should remember, that the tea-pot is Ontario, and contains enough hot water to scald him from head to foot.

THE DISCOUNT QUESTION.—Neither flattery on the one side, nor ridicule on the other, will tempt the Book trade, and we voice the trade to make the question of Discount a political question. It is a matter more particularly of our concern as a trade, not a question of our political faith or fault-finding.

It may be said that in the position we have taken the Minister of Education has been found fault with.

How could it be otherwise! Mr. Ross, on assuming the position of Minister, departed from the time-honoured custom of allowing the Book Trade to arrange its own affairs, and assumed to himself the position of (we call him for the want of a better title), "The Regulator of the Book Trade." Granted that we cannot censure Mr. Ross, we have no right to find fault with the Publishers.

Having taken upon himself this office, he of course must have become fully conversant with the cost of producing school books, else how would he have sanctioned the discount allowable to our Trade.

Such being the case, it becomes necessary to ascertain what the real cost of these books are, and whether or not the publishers would be right, in justice to themselves, in giving a larger discount.

Last month (with the figures before us), we said that larger discount could be given. This is denied, and the denial went so far at the Booksellers' meeting that one publisher gave hints of the possibility of having their affairs placed in the hands of the Assinee, if they granted the request made.

Figures have been given in the daily press varying somewhat, but all shewing our statement to be correct. We have carefully examined estimates, and have no doubt whatever, that the series of readers—five books can be produced for sixty cents. This is not the nett cost, but with a fair profit added for manufacturing. Any leading house in Toronto would be willing to furnish the publishers at this price.

For the set the buyer pays \$1.35. 20 per cent. is the allowance to the trade, and say, 2 $\frac{1}{2}$ per cent., a high figure, extra to purchasers of \$1,000 lots, and granting that the 60 cents is nett cash, we will allow them 5 per cent. discount for cash, or for

Bank charges on paper, and we have this result :

Retail Price	\$1.35
20 per cent. to Retailer	27
	<hr/>
	1.08
2½ per cent to Jobber	2 ³ / ₅
	<hr/>
	1.05 ² / ₅
5 per cent. for cash	5 ¹ / ₄
	<hr/>
	\$1.00 ⁵ / ₀
Cost of Set	60
Proportion for Plates, less than	01 61
	<hr/>
	39 ³ / ₀

Thus giving a net profit over and above manufacturer's profit, of nearly 40 cents.

Now it is a well established fact that the retailers require a larger margin than the publisher, the smallness of his sales and the large proportionate expenses render this necessary, and yet the publishers get nearly 40 cents, and the retailer 27 cents. And they cannot of this their profit give another 6³/₄ cents to the hard working retailer !

THE LARGE PROFIT.—To gauge properly of the profits on the School Readers, it is necessary to compute what will be the probable sale for a single year. Necessarily the same confidence cannot be placed on these figures as on those for the actual cost of the single set. as people differ in their ideas. We have, however, compared various estimates, and believe, if we err at all, it is in calculating the sale on some books too low. The gross sale of Readers will according to our table be,

	\$121,127.50
20 per cent. trade discount...	24,225.50
	<hr/>
	96,902.00
2½ per cent. Jobbers' discount.	2,422.55
	<hr/>
	94,479.45
5 per cent. cash discount.....	4,723.97
	<hr/>
	89,755.48
While the total cost will be	56,511.75
	<hr/>
	33,243.73
Proportionate cost of plates each year.....	1,000.00
	<hr/>
Profits for a single year.....	32,243.73

We were going to deduct a percentage for selling these goods, but the publishers, in allowing the 5 per cent. on large lots say, that it does not cost jobbers anything to sell these books. how much less than nothing does it cost the publishers where even travellers are not necessary—the people must buy.

We invite the attention of the publishers to the figures given in this number and the tables on which they are based. Our columns are open to them to make corrections if we are wrong. Silence will be confession that our statement is correct. Until these figures are proven to be materially wrong, the universal verdict must be : Injustice under the name of authorized monopoly never was more glaring.

IN EARNEST.—We are pleased to notice that the matter of an Act of Insolvency has been brought forward at Ottawa, and a Committee appointed to inquire as to the most satisfactory bill for the country. Every member of our trade should bring what influence they have to bear on the M. P. representing their constituency, to favour the passage of this most desirable legislation.

NEW TEXT BOOKS.—We see it announced that we are to have an entirely new set of Text Books for our Ontario schools. We trust booksellers will therefore be cautious in buying the books now used. They have had sufficient experience in readers to warn them. Buy sparingly.

We clip the following from the published proceedings of the Toronto School Board :

Mr. Bell moved, seconded by Mr. Kent, " That the Committee on School Management be instructed to ascertain the best course for this Board to take in regard to the new books ordered by the Government, for the use of the Public schools, and whether this Board is compelled to use them, if the prices are not reduced, and to report at as early a date as possible." *Carried.*

DISPOSED OF.—The stock of the Campbell estate, amounting to nearly \$70,000, has been sold by tender to Mrs. W. D. Taylor (wife of Mr. Campbell's late partner). There were eleven tendering, Mrs. Taylor's being the highest, 32½ cents. C. M. Taylor & Co. is to be the style of the new firm. The want of a house carrying the miscellaneous books, as sold by the former firm, has been much felt since the new year, the estate having ceased selling at that date. The same line will be to be had from Taylor & Co.

OUR PORTRAIT.—In this number, we present with pleasure the well-known features of Mr. T. J. Day, of Guelph, who was chosen at the first meeting of " The Ontario Booksellers' Association," as its President. The office could not be more worthily filled.

A good business man, an honourable citizen, and a warm-hearted friend, are the characteristics that make our President esteemed wherever honest worth is prized.

ANOTHER SCHOOL BOOK CASE.—In Manitoba the school book question is creating a disturbance in the trade.

The books used are Gage's, on which only a discount of 20 per cent. is allowed.

It costs the bookseller outside of Winnipeg 10 per cent. to lay down goods, and his current expenses are greater than in Central Canada, consequently he is much worse off than even his suffering Ontario brother, and if he sells at list price he will lose money on every sale. The consequence is he has been charging from 5 to 15 cents more than the list so as to save himself. This is causing complaints to be made, and the matter is being investigated by the Superintendent of Education. We see it stated that the discount to Winnipeg booksellers is 30 per cent., so as to enable them to sell at Ontario prices. If such is the case a great injustice is being done to the trade in smaller cities and towns. We have not estimated the cost of these readers, but, judging from the profits on the Ontario books, there must be margin enough for liberal discount. The 10 per cent. extra to Winnipeg dealers is in itself proof of it. The trade in Manitoba should insist on their right to make a living as well as the publisher.

Ontario extends her sympathy to the trade in the Prairie Province.

Publishers' Notices.

BOOK EXCHANGES—All subscribers to BOOKS & NOTIONS will be entitled to five lines free under this heading.

It is intended that Book Exchange shall fill a long felt want, as a means of exchange between retail booksellers. Hardly any one but has some book on his shelves unsaleable in his locality but perhaps of ready sale elsewhere. *The only stipulation by the Publisher is that all transactions be reported to him at once by Post Card.*

All over five lines 20 cen's per line each insertion. Money in all cases to accompany copy for extra space.

FOR SALE.

- J. Eastwood & Co, Hamilton.
 Mason's English Grammar Exercises.
 Analytical and Practical Grammar.
 White's first lessons in Greek.
 Elementary Lessons in English, part first Teacher's Edition.
 Key to Fasquette's French Method.
 Otto's German Reader.

WANTED.

BOOKS & NOTIONS' Office.

Girls' Own Paper, Oct., Nov., and Dec. 1881 and Jan. 1882. Current wholesale rate.
 Two copies Christopher Colomb. J. S. Robertson & Bros., Whitby and Toronto.

FROM WHOM WILL WE BUY?—In conversation with a Toronto Bookseller some time ago, it was mentioned that a certain wholesale firm would not advertise. "No," said the Bookseller, "they will not on principle, they would rather give the customer the benefit of the amount they would so spend in selling at low prices." "Then," was the reply, "you can of course do better with them than with the E. Co.," mentioning a liberal advertiser. "No, no," was the reply, "I can do better with the E. Co., and buy largely from them." This is true in every case. The firm which makes known its business by judicious advertising, draws so much more trade, that the comparatively small amount paid out, when spread over the whole year's business, is so little, that it is not felt, and the greatly increased business enable them to sell at closer margin. Besides, the places where you will find good goods and new lines, is in the wareroom of the enterprising advertiser.

The attention of our readers is called to those who make use of the paper, that is exclusively devoted to their interests, to make known the line of goods they sell.

WE are glad to record the fact that a large number have sent their unsolicited subscriptions to BOOKS AND NOTIONS during the past month. We have no space to refer to ourselves—our space is too valuable to our readers to waste it, but just a word with you, to publish costs money, and your share of the amount is only 50 cents a year.

To the Editor of BOOKS AND NOTIONS,—

Estimate of Cash to do a bookselling business of \$20 a day,—

Rent.....	\$350
Taxes.....	50
Fire.....	40
Light.....	40
Salary of Proprietor ...	600
One girl.....	150
One boy.....	100
Advertising in papers... ..	40
Do. hand bills, &c.	5
Insurance on \$3,000....	30
Interest on \$1,000 Capital	70
Bad debts—say.	30
Sundries	12

\$1,517

This business is done at a low estimate of cost, perhaps three hundred dollars should be added, but I am taking it at what it can be done for by very close management—this is 25 cents on each dollar received. How is this, country booksellers, how can you make money with only 20 per cent. Readers, Sea-side Libraries, &c. I make no allowance for theft, depreciation of stock, at this rate, and if there is no change for the better, bankruptcy stares you in the face. The same calculation applies to a forty dollar a day business.

AN OLD BOOKSELLER.

Will be glad to have the views of the trade on this matter. Interchange of opinion is the only way to be able to take advantage of the experience of others.—Ed.

This month again a large portion of space is taken up in Ontario School Book matters. Our readers out side of the Province have claims on us for more space, but we feel confident that their sympathy for the trade in this Province will excuse us for paying so much attention to our esteemed and generous friends the Publishers. It looks as though we have a ten year's labour of love before us.

Grade Notices.

JAMES BAIN & SON intend removing about the end of the month, four doors west of the old stand on King St. east, Toronto.

WM. BRYCE, the London jobber, who handles all sorts of goods from the common toy to the costly volume, is off to Germany on a purchasing tour. Pluck and industry have been the cause of great changes in Mr. Bryce's career from the time, not many years ago, when he was a clerk in Reid's book store.

NANAIMO, B. C.—Raper, Raper & Co write us that the Esquimaux and Nanaimo will soon be completed. The prospect of increasing trade and the already enlarged business has compelled R. R. & Co. to add to their wareroom, making it double its former size.

"WE ARE GLAD TO BE ABLE TO DO SO," write Dickenson & Cranston of Woodstock to their creditors, when finding that they could pay 100 cents on the dollar instead of 66 $\frac{2}{3}$, which, after the fire, they supposed was all they could pay. This honest transaction is such as we would expect from those in our honourable occupation, though still none the less commendable.

AN IMPORTANT DECISION.—The assignment of Messrs. Campbell & Son gave rise to considerable litigation in connection with the winding up of the estate. Recently a decision was given by Judge Galt in the suit of the Morgan Envelope Company v. Boustead, which will set at rest a number of similar suits in which the assignee is the defendant. The action was to cover a quantity of goods which the assignee had seized while *in transitu*, and which had been shipped by plaintiff before the latter had assigned. In this case judgment was given for the plaintiffs, although in a number of similar cases recently heard the defendants came out victorious.—*Telegram.*

This is the last case, and therefore cannot affect the others, all of which had been decided in favour of the assignee. Application has been made on behalf of Mr. Boustead to set aside the judgment of Judge Galt.

EASTER CARDS --A short call on the Toronto News Co. was pleasantly spent in examining the new Easter Cards of L. Prang & Co., embracing as they do choice works of art, ranging in price from a few cents (retail), up to \$4 each.

Some of this season's cards are very fine; notably those designed by W. Hamilton Gibson, Mrs. E. O. Whitney, Wm. E. T. Fisher and Miss F. Bridges, while the delineation of figures by Miss H. M. Hinds are new in idea and well done. The other artists who

have aimed in producing these fine cards are Thad. Welch, designer of a lamb's head (good in all but the eyes, which are too blue), Walter Saterlee and F. S. Mathews.

The neat and cheap Maltese Cross of last year, Miss Humphrey's, artist, should sell well. Cards of Prang's make are good goods to buy. They don't hang long on one's hands, and are always saleable.

MEETING OF BOOKSELLERS.

In accordance with a call for a meeting of representatives of the Book-Trade of Ontario, there met at the Queen's Hotel, Toronto, on the 14th January, the following:

James Bain, sr., G. M. Rose, D. A. Rose, Guy Warwick, Geo. Warwick, K. McKay, P. T. Perrott (The Barber & Ellis Co.), Toronto; T. J. Day and J. A. Nelles, Guelph; A. G. Elmslie, for himself and others, Galt; E. A. Taylor, W. Bryce, J. I. Ander-

THE NEW YORK Newsdealer and Stationer

STEPHEN RICHARDSON, Editor.

It contains a review of the market, keeps its readers posted on all matters of interest, gives valuable information for the business, personal notices, etc.

The price of subscription is fifty cents per year. Sample copies mailed free to any address, upon application.

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THE NEWSDEALERS & STATIONERS' PROTECTIVE ASSOCIATION

OF NEW YORK AND VICINITY,

AT 442 NINTH AVENUE, N.Y.

WM. H. KUYKENDALL, BUSINESS MANAGER,

525 DeKalb Avenue, Brooklyn, N.Y.

TO THE BOOK TRADE.

A FULL SUPPLY OF THE FOLLOWING BOOKS:—

MOIR'S BRITISH HISTORY NOTES—Price 15c., over 70,000 sold

MOIR'S MAP GEOGRAPHY—Price 25c.

MOIR'S CANADIAN HISTORY NOTES—Price, 10c.

EXAMINATION PAPERS IN ARITHMETIC—By McNEILTON & MASS,
Price 15c.

At Messrs. Wm. Warwick & Son and Copp, Clark & Co, Toronto.

H. Fred. SHARP, Publisher, St. Marys.

JULIAN SALE & CO.,

MANUFACTURERS OF

Ladies' Satchels, Purses, Pocket Books, &c.

To the Wholesale Trade only.

169 BLEEKER STREET, TORONTO.

son, and J. S. Saunders, London; Alex. Gillies and J. G. Cloke (J. Eastwood & Co.), Hamilton; H. F. Sharp and J. P. Rice, St. Mary's; G. B. Fotheringham, Ingersoll; J. G. McCrae, Sarnia; Chris. Dickson, Clinton; E. S. Warne, Brampton; A. D. Weeks, Uxbridge. Representatives of the *Toronto Mail, London Free Press* and J. J. Dyas, publisher **BOOKS & NOTIONS.**

Mr. T. J. Day was chosen chairman, and Mr. J. J. Dyas Secretary.

A very full report of the meeting was given in the *Mail and Free Press*, so we need not here give a detailed account.

The Secretary stated that 614 dealers in school books, in 432 villages, towns and cities of Ontario, had signed the petition to the Minister of Education asking for 30% discount on school books to the trade, and 15% extra to jobbers. This list was afterwards swelled to over 700. A large number of letters were received accompanying the petitions.

The publishers were invited to be present at the meeting. Mr. Gage and Mr. Clark presented themselves, when having been heard, it was moved by Mr. Weeks, seconded by Mr. Sharp and unanimously resolved.

"That in view of the terms imposed by the publishers of the new series on the retail trade as per their circular, and having listened to the explanations from the representatives of the firms in question, we deem them unsatisfactory and insufficient, and will proceed to organize the retail trade so as to secure united action in resisting the ruinous exactions on our fair and legitimate profits."

Messrs. Day, Bryce, and Weeks were named as spokesmen in the interview with Hon. Mr. Ross.

The meeting resumed at 4.30 p.m., the interview with Mr. Ross not having been satisfactory, except that he hoped to be able to place the retailers on a 25% basis.

The following resolution was unanimously adopted:—it first having been stated to the meeting by Mr. Bryce that the publishers refused any compromise—

Moved by H. F. Sharp, seconded by J. G. McCrae, "That the members of this association pledge themselves to withdraw their accounts from the three publishers of the new readers, until such time as we can get better discounts than at present offered, 20%, and that the Secretary forward copies of the above to the *Globe and Mail*, and also that copies of the above resolution be sent to all the Ontario booksellers for their co-operation."

The meeting resolved itself into the "Ontario Booksellers' Association," when the officers were elected as follows:

President—T. J. Day, Guelph; *1st Vice-President*—Thomas Menzies, Peterborough; *2nd Vice-President*—E. A. Taylor, London; *Secy-Treasurer*—J. J. Dyas, Toronto; *Executive Committee*—James Bain, sr., Toronto; John Hart, Perth; H. Fred Sharp, St. Mary's; W. Middleton (John Henderson & Co.), Kingston; John G. Cloke (J. Eastwood & Co.), Hamilton; A. Scott, Barrie.

Mr. Bain had been elected Secretary-Treasurer, but resigned when the present officer was named to the position.

The membership fee was fixed at \$1 per annum, and wholesale dealers were declared eligible as members.

BROWN BROTHERS,

STATIONERS, BOOKBINDERS,

Account Book Manufacturers, etc.,

66 AND 68 KING STREET EAST,

TORONTO.

Established 28 Years.

Account Books.

Special attention given to this Department. Large Stock always on hand. Special patterns made to order. Best material and workmanship guaranteed.

Stationery.

A most complete assortment of Mercantile, General and Fancy Stationery always on hand, selected from the first producers of the world, at lowest prices.

Bookbinding.

In every style of the Art unsurpassed for Style, Durability, and Moderate Charges.

Leather Goods.

Ladies' Hand Bags, Bill Cases, Wallets, Pocket Books, Letter and Card Cases, Portfolios Silver Medals at last Exhibition for Leather and Plush goods.

Binders' Materials.

Leather, all kinds, Cloth, Marble-Paper, Thread, Headband, Mill and Straw boards, &c.

BROWN BROS,

MANUFACTURING STATIONERS,

TORONTO.

THE BARBER & ELLIS CO.,

No. 15 Jordan & 10, 12, & 14 Melinda St.

TORONTO.

WHOLESALE AND MANUFACTURING

STATIONERS,

PAPER DEALERS,

Paper Box Makers, Bookbinders, and Envelope Manufacturers.

A Full Line of Bookbinders' Supplies,

GLAZED SURFACE, ENAMELLED

AND FLAT PAPERS OF ALL KINDS.

BLANK BOOKS, EVERY VARIETY

IN STOCK AND TO ORDER,

CUT GLASS & BRONZE INKSTANDS,

WEDDING STATIONERY, &c.

Our Travellers are now on the road with a full line of samples.

Grade Reviews.

TORONTO, FEB. 12.—Stationery has been in fair demand, particularly the better qualities of note paper, during the past month. Printing not so much in demand but prices firm. In miscellaneous stock there has not been much doing, but perhaps as much as might have been expected so soon after the holidays.

In books, but very little outside of the necessary educational works, has been done. Booksellers are beginning to feel the effects of the free library, which has almost killed their business so far as Toronto is concerned. Staple works are unsaleable, except for the very expensive ones which are now only got on order.

Collections are behind, and there has been a lesser amount received in January at the Div. Courts than for many years during the same month.

Hamilton.

As regards news I am afraid there is not much to report, except the usual lull after the holiday rush, previous to the spring trade. As far as I can learn, the holiday trade has been very satisfactory to the Hamilton dealers, excepting the stupid cutting of prices on the best selling and the best and largest books for the money of the season, namely the annual volumes. These volumes are large, good, and extra good value at the regular prices, and to cut on them is *the most stupid thing yet experienced here*. I sincerely hope that before another year some more satisfactory understanding will be arrived at among the trade, by which prices may be maintained.

The Duncan Lithograph Co. have issued an unusually fine calendar for 1885. The workmanship and colouring is equal to anything done in this country, and reflects credit on the concern.

Montreal, January, 1885.

During the whole of this year there has been an unceasing cry of "hard times" and "coming depression;" indeed, the cry has grown into a fixed habit, a general complaint. But we look around and fail to see the signs of general distress. The country is wealthier this year than last; the population is considerably more than last year; all eat, drink, wear, and make merry just as before; if anything, more is spent in luxury this year, and this particular season of the year, than ever before. We would ask, Why this everlasting grumbling and gloom that sits like a nightmare on the commercial mind? No doubt, "the times" are hard on some, and depression, even disaster, stares many in the face; but it was always so, no matter what the season or the year; the percentage of failures is very constant.

If we could review the volume, quality, and the direction of business done by every line of trade during the year, we feel positive that the sum total would read satisfactorily. We speak for the paper trade in Canada, which we know most about. Taking a mental glance from one end of the country to another, and reviewing the paper mills and their work for the year, from the reports we pick up from time to time, we find their sum total is, "We have had all we could do, and prices, although low, have left us a margin of profit."

SPRING GOODS.

1885.

I have pleasure in informing the Trade that my Travellers are now on the road, and will shortly call on you with full lines of Samples.

On account of depression in the European markets, and also in U.S., I have secured many Special Prices which I am giving my customers the benefit of.

SPECIAL LINES.

AMERICAN CROQUET :

4, 6, 8 Balls, from \$8.50 per dozen sets up.

CRICKET GOODS :

Lawn Tennis Goods from the leading English makers.

BASE BALLS .

Unequalled in value.

BASE BALL BATS :

All sizes and qualities, from \$7 per gross up.

MARBLES, ALLEYS :

Full line bought direct from German makers

RUBBER BALLS :

Hollow, Grey and Colored Sponge, in all sizes. Send for Price List, also Lacrosse Balls.

TOY CARTS :

Splendid 25c. article for \$19 per gross.

VELOCIPEDES :

All sizes, commencing for boys 5 years old, at \$2.25 each.

CHILDREN'S CARRIAGES :

Slat Body, A1 in every way, Double S Springs, Patent Handle, &c., for \$11 each.

FISHING TACKLE :

Have secured the agency again for the 5c and 10c. Mounted Lines, ready for use; also many other fast selling articles in Hooks, Lines, &c.

LADIES' SATCHELS, PURSES, etc. :

Full line of New Patterns.

GREEN PULP PAPER

In Rolls, at the Lowest Price yet offered.

BLANK BOOKS :

Exercise Books, Envelopes and Paper, special lines.

AMERICAN EXPRESS WAGGONS :

Have again the same fast-selling goods as last year—the great \$1.50 vermilion painted Waggon, and the Iron Axle, same goods to sell at \$2. In addition to above, I am now making the best Dollar Waggon ever offered to the Trade—full size waggon box, bolted to axles, box painted vermilion, making it the showiest line and best value in the market, and no other goods will sell for a dollar where they are for sale.

Write for price of any Spring Goods before buying, and compare prices.

W. BRYCE,
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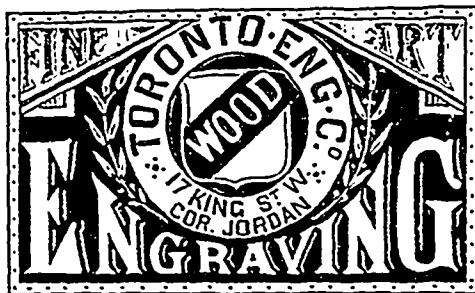
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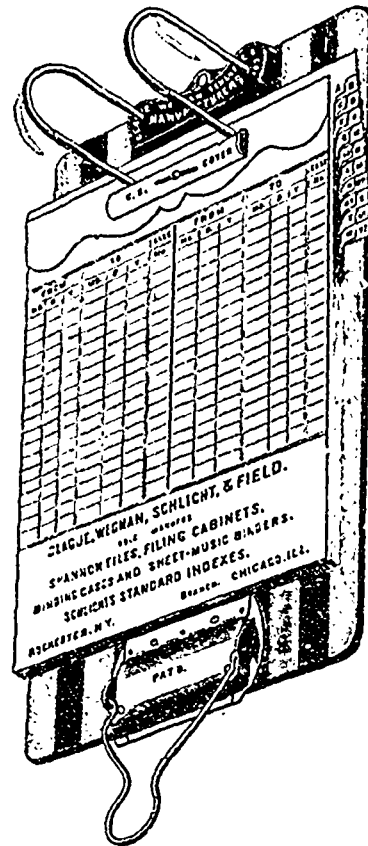
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