

year 1907 amounts to \$9,161.95, the tenders for the same having been accepted. Hart & Riddell have the blank book contract, amounting to \$5,218.25, and Brown Brothers the stationery contract, amounting to \$3,943.70.

Mr. Alfred T. Chapman, the Montreal bookseller, recently visited this office. He has been appointed Canadian agent for Baedeker's Guide Books.

A movement is on foot to secure a branch of the public library for the rapidly growing and already thickly settled northwestern district of the city, the location talked of being about the corner of Bloor Street and Dovercourt Road.

Special windows are quite the thing in Toronto just now. J. P. McKenna has his window entirely decorated with post cards this month. Harold A. Wilson & Co. recently had one of their windows entirely dressed with one particular novel.

Mrs. J. Dobson, 856 Yonge Street, has a special line of writing tablets and scribblers called "The Victor," and these goods made a very fine window dressing last month.

Import displays of fancy goods are still open and customers from outlying districts are still visiting the city. Orders hooked have been considerably in excess of last year. The school supply trade is beginning and travelers are already taking out samples. Wholesale dealers in cards and calendars report nice opening orders. The book trade is quiet.

Bookseller & Stationer's Toronto office had a call from Mr. E. S. Vickery, the Yarmouth, N.S., bookseller, last month. Mr. Vickery reported business to be good in his locality. He was also much struck with the development of Toronto.

Mr. S. B. Gundy, manager of the Oxford University Press, Toronto, is at present visiting headquarters in London.

Mr. H. F. Mann, of Alliston, was in Toronto on a buying trip last week.

Mr. Harry Heymann, of the Eagle Pencil Co., New York, was noticed in Toronto recently.

Mr. H. L. Thompson, president of the Copp, Clark Co., Toronto, accompanied by his wife and family, sailed from Boston on the steamer Cymric a few days ago for a pleasure trip through Europe.

Mr. R. J. Plaskett, western representative of the Copp, Clark Co., who has been at headquarters in Toronto, for some time, left for Winnipeg on April 27.

Mr. Henry Lyman, the Montreal manufacturers' agent, spent a week in Toronto during the latter part of April and left on the 27th for Winnipeg.

Mr. A. O. Hurst, of Toronto, started last week on a western trip. Mr. Hurst is charmed with the way Goodall's cards have been selling this season.

Mr. Irving P. Favor, of L. & C. Hardtmuth, New York, called on the trade in Toronto recently.

Mr. Walter Meale, representing Alex. Pirie & Sons, Aberdeen, Scotland, and Mr. Pauline, representing R. Fletcher & Sons, Manchester, are in Canada at present.

Mr. Norman Caple, the Vancouver stationer, was in Toronto last month and paid a friendly visit to the staff of Bookseller and Stationer.

Mr. W. C. Cunningham, representing Buntin, Gillies & Co., Limited, Hamilton, has just returned from a trip to the Pacific coast, and reports excellent business all along the line. Mr. Cunningham was called home suddenly, owing to the serious illness of his wife.

ST. JOHN.

Preparations for Tourist Trade—Suggestions for Exchange of Slow-selling Lines

St. John, N.B., April 29, 1907.

There has been somewhat of a lull in business during the past month, but merchants are preparing for the usual summer trade. The outlook for a successful tourist season is very bright. Stocks of souvenir goods and picture post cards are being gone over and some new lines added.

The business in picture post cards is becoming a big factor in the stationer's trade and the coming summer is likely to see a larger sale than ever before. In T. H. Hall's, the entire rear section of the store has been given up to the post card trade and some thousands of styles are shown in large racks that have been built especially for the purpose of displaying the different kinds to best advantage. Kendall Hall, in speaking of the post card business, characterized it as one of the most promising lines in the trade. He suggests that as there are some lines which are found to be good sellers by one merchant and not by others, it might be a good plan if an exchange scheme was worked out, so that what might be a poor selling line with one dealer could be traded with another whose demand was for that class of card. It has been his plan when he found any lines were moving slowly to put them out in a bargain lot, but he thinks an exchange system could be formed that would be of benefit to all the dealers. His idea would be to have a column in Bookseller and Stationer, where the dealer could advertise what lines were not selling well in his district and arrange an exchange with another dealer that would be satisfactory to both.

Mr. Hall also favors the formation of a retail booksellers' and stationers' association, to arrange prices and discuss various matters of interest to the trade.

E. G. Nelson & Co. have recently made extensive improvements in their store, and it is now one of the brightest and showiest in the city. They are making photo goods and picture post cards a prominent feature in their display.

Dealers in wall paper report a good demand for the past month and the business is now at its height.

AN AMERICAN OPINION.

Under the heading "Lucky Canada," the editor of the Publisher and Retailer of New York says: "Under the new postal treaty between this country and Canada American periodicals which pass through United States mails at one cent a pound will have to be prepaid at a rate just four times that on and after May first. Canadian periodicals coming to this country must pay their home Government the same rate. This is a hard blow to the Canadian subscription departments of American papers and magazines but should be a blessing to the newsdealers of Canada who will profit through lower freight and express rates. The subscription agency and shark will no longer sap the strength of the Canada dealer.

"The result will be a splendid building up of the business of the trade over the border and we congratulate the dealers there on the change which has been brought about by their postmaster general. (What a pity the trade on this side of the line cannot have so good a friend at court)."