

OUR PORTRAIT GALLERY.

NEW PUBLISHERS' AGENTS.

A NEW firm of publishers' agents has recently been established in Toronto, under the name of Smith & Todd, with office and sample room at 21 Richmond street west. Mr. Smith, the senior member of the firm, arrived in Canada from England over twelve months ago as representative of several English publishers, notably T. Fisher Unwin, Gale & Polden, and George Allen. Since then he has added several others to his list. He has traveled practically all through the Dominion, starting at Halifax and going as far west as Victoria, prospecting for future business and receiving much encouragement.

Having found it necessary to establish himself permanently in Toronto, Mr. Smith has taken Mr. Frank H. Todd into partnership. Mr. Todd though very youthful in appearance, has had a long experience in the insurance

in an active manner for nearly half a century, during thirty-one years of which he has been manager of the Montreal store. His success in that particular may be



Frank H. Todd.



George Smith.

business, and enters the book business with a solid-backing of brain and energy.

Together Mr. Smith and Mr. Todd will cover all parts of the Dominion from time to time. They contend that they have some of the finest lines possible to put on the market and are placing their firms in line with the requirements of the Canadian trade.

The list of firms represented by Smith & Todd includes T. Fisher Unwin, George Allen, Gale & Polden, Limited, Burns & Oates, Limited, R. E. King & Co., Limited, G. W. Bacon & Co., Limited, A. H. Cooke, Limited, Marion & Co., Limited, and Newbold & Bullford.

C. W. COATES.

C. W. COATES, manager of the Montreal Book Room for the board of the Methodist Conference, needs no introduction, and his photograph will be recognized by many in the trade, as he has been connected with book and stationery lines

accurately gauged by the profitable growth of the business. His rugged physique, which entirely discredits the Osler theory, was gained by his early farm life, as he was born in Augusta township in 1835. At the age of sixteen he entered the employ of the Prescott Telegraph, where he remained for four years, showing remarkable aptitude and progressing well. His ambition carried him to Toronto in 1858, as a periodical clerk of the Toronto-Book Room. He was moved to Montreal as manager in 1875, and has remained there ever since.

From the trade in Montreal many a spontaneous tribute to his character and worth is heard. It may be said that his is a true example of scrupulous and downright honesty in business affairs. In the conduct of business he exercises systematic detail and thoroughness, and incorporates every available facility for improve-



C. W. Coates.

ment. In comparison with some of the modern ideas in business, his old time commercial morality is instructive.