

ture, providing the publishers will give us a discount of 30 per cent. not delivered, or 25 per cent. delivered.

2. That we request the publishers to adopt the "net system" on all school books, including text-books used in high schools and universities.

3. That the discount on school books be the same to all in any quantity, and sold at a discount only to merchants.

4. That we recommend that the discount on net books to all public and other libraries be not more than 10 per cent.

5. That publishers and wholesale houses be requested to discontinue selling goods at retail at less than retail prices.

6. That wholesale booksellers and stationers be requested to sell their goods only to dealers who occupy stores.

7. That in view of the fact that the present condition of copyright in Canada is very unsatisfactory to Canadian booksellers, the Dominion Government be asked to appoint a commission, consisting of authors, publishers and wholesale and retail booksellers, to report on the Canadian copyright question.

8. That in order to protect the trade interests of the retail booksellers and stationers throughout Canada, as well as their general interests as retail merchants, that we continue our organization throughout the Dominion as the Booksellers and Stationers' section of The Retail Merchants' Association of Canada.

The resolutions were then taken up one by one and thoroughly discussed, every member present entering heartily into the discussion of each.

An adjournment took place at 12.30 for luncheon, which was provided by the Toronto members in the handsomely furnished Temple Cafe rooms.

AFTERNOON SESSION.

The meeting reassembled at 2 o'clock, and a discussion of the resolutions was continued until 3.30 o'clock, when they were finally adopted unanimously as above.

Central President ex-Ald. G. J. St. Ledger was then introduced, and he delivered an excellent address upon the necessity of all retail merchants standing shoulder to shoulder to help on the good work of the association. He complimented them upon the interest they had taken in the work of endeavoring to improve the condition of the book and stationery business, as was evidenced by the attendance, reaching from Sudbury in the north, Guelph in the west, and Ottawa in the east, and he hoped that it was the beginning of a new era in the trade. But he reminded them that they should take the largest view they could take of the retail trade, and remember that as a single body they could never hope to accomplish anything of great value to themselves unless they were supported in the Legislature by all classes of retail merchants, who had a common interest in making good laws for the protection of all merchants.

A vote of thanks was then tendered to the central president for his able and encouraging address, which was unanimously carried. The central secretary then outlined the method and manner under which The Retail Merchants' Association of Canada was organized and conducted, and showed the advantages to be derived by the booksellers and stationers becoming united through it as a section of that body.

He showed how impossible it was for any one-line organization to accomplish anything by themselves, as their members were limited and their influence in Legislatures or municipal councils was non-effective, but, by having their trade interests looked after through the association, they would also have all general questions of interest to all retailers carefully watched by paid officials through a properly conducted business organization.

He urged all those present that when they went back to their homes to set about interesting the merchants in the cities and towns to form branch associations, if they had not already done so, and when a sufficient number had expressed their in-

tention of forming an organization, one of the officers would visit them and explain the advantages of the association.

The members present thought it desirable to invite the publishers and wholesalers to be present, so that they could explain to them any clauses in the resolution they desired to submit, and at 4 o'clock a number of the wholesalers and publishers attended, and the resolutions referred to above, which were of interest to them, were read and explained. The publishers entered very fully into the consideration of the questions submitted to them, and promised to give the members all the assistance they could to bring about better trade conditions.

It was not the intention of the meeting to demand a reply from the publishers and wholesalers to the various proposals presented to them at this meeting, so, a further meeting will be held, when the whole question will be considered and a joint conference arranged for to put the resolution in effect.

AN IMPORTANT CHANGE.

What is likely to be one of the finest stores in Canada will be erected shortly in Montreal by the well-known publisher, bookseller and stationer, E. M. Renouf. For a long time a large lot in an excellent business district, at the corner of St. Catherine and University streets, has been vacant, and many have been the speculations as to whose enterprise would build up the corner. It now transpires that Mr. Renouf has purchased the land and in the coming Spring will erect thereon a seven-storey building of the most up-to-date kind; which, architecturally, will be worthy of Montreal's most fashionable shopping district. The building will be of Ohio sandstone. It would be difficult to select a better spot for such a business as Mr. Renouf conducts. Just in this vicinity all the leading retail stores of their class have of late years congregated, and within a very small area are such well-known extensive business houses as Henry Morgan's, Birks', Notman's and Scroggie's.

Three floors of the new building will be used by Mr. Renouf. There will be six large show-windows looking out on St. Catherine and University streets. The store proper, on the ground floor will be fitted up in the most modern style and will be 17 feet high, with the addition of galleries, giving easy access to the offices and publishing departments. In the basement a department will be devoted to the reserve stock of Mr. Renouf's own publications and those books which he controls on this market.

The new store will be only a few doors from the present location, where for 20 years a constantly increasing business has been carried on. In those early days very few stores were to be seen on this side of St. Catherine street, and what residences there were were mostly on the opposite side. People then all walked on the other side of the street, which was usually dubbed the "business side." Nowadays it is an open question on which side the stream of wayfarers is the larger.

The business was at first a part of the concern owned by Dawson Bros., whose headquarters were situated on St. James street. It was a big business, and the firm opened this branch on St. Catherine street in 1882, placing Mr. Renouf in charge. It was the first venture of the kind among the retailers of down town, and people thought it a plucky venture to open so far from the business centre of the city. But by careful management the new venture was made to pay from the very start. From this small beginning the business has been worked up to one of the foremost of its kind in Canada.

The first book they published was written by the late Arthur Weir and was called "Fleur de Lis." It was brought out in 1887 under Mr. Renouf's name, as he was to take over the business in 1888, and was a financial success. In fact, this house has never published a book which, from a financial point of view, has been a failure, owing to the great care they exercise in choosing the books.