

still sole manager. Mr. P. Lamont, the senior partner, being manager of the Nelson branch of The Canada Drug and Book Co. The firm started out in a modest way, and at the time of their establishment they had considerable opposition in Kaslo. Now, after three years, the firm's business has increased to respectable proportions, and a year ago they moved into a store centrally located in the best block in the town. The stock carried by this firm, like others in British Columbia, is large and varied, consisting of books, stationery, fancy goods, wall paper, photo supplies, silverware, jewelry, musical instruments, pianos and organs, etc.

E. PIMBURY & CO., NANAIMO.

This town, the centre of the coal trade, is well established as a business centre, and the firm of E. Pimbury & Co. was started in 1875, and has steadily grown, until now it is one of the largest concerns of the kind on Vancouver Island. The firm carry the usual lines of stationery, cards, paper of all kinds, bags, twine, books, novels, blank books—in fact, an all-around stationery business—and are agents for Heintzman pianos and Doherty organs. The manager is Mr. F. McC. Van Houten.

THE TRADE IN MONTREAL.

January dull in books, but periodicals, cards, etc. show much activity.

FROM THE BOOKSELLER AND STATIONER. Special Correspondent.

Montreal, February 6, 1900.

JANUARY has been an abnormally quiet month. Despite the discount book sales, which have been quite a feature in Montreal, the trade has been rather uninteresting. There have been absolutely no new books worth mentioning. It seems that the full effect of the war in Africa is only now beginning to be felt here. The English publishing houses noted the change some time ago, but there was no perceptible falling off in Canada. Now, however, the Old Country houses are doing little or no publishing, and a partial cessation of the book trade has resulted. The books which will come out later on in the Spring will be largely ones which have been held over, having been announced before Christmas. No announcements are being made at present. The special sales, no doubt, help a little to keep things going, and the trade ought to be able to work off some of their surplus stock once or twice a year by giving their customers the advantage of such reductions. People have, as a rule, though, enough reading matter immediately after the holidays, and don't worry the bookseller for new publications.

It is an ill wind that blows nobody good, for what has been lost in the book line has been gained in periodicals. Never before at this season of the year was there greater demand for the various British and American magazines—The Illustrated London News and Black and White, particularly, have been outstanding. I saw the first number of a new and very promising periodical which will rival The Graphic. It is called The Sphere, and the price just now is the same as that of The Graphic. The illustrations are superb, and will bear favorable comparison with any. Large orders have been sent for it to England. The companies here have had hard work to keep the trade supplied with the different British weeklies. It is a question, after all, whether the lull in books is not a blessing in disguise. The market has been flooded during the past months with a mass of indifferent literature, and people are beginning to weary of the innumerable paper-covered novels by altogether unknown authors, books for which 75c. is asked. Many prefer to take a 10c. or a 25c. novel, if the desire is only for reading to pass the time, rather than pay 75c. on speculation. The only apprehension is that the same thing will occur again, when the present depression is passed.

Within the past few days the paper edition of "Janice Meredith" has appeared, and the book has had some slight increase in sale therefrom. "Red Pottage" is the only other of importance. Beyond the appearance of the annuals, "Who's Who," etc., there has been little to report. Even the school books don't seem to have changed. The publishers down here evidently don't know how to work the Government as well as they do in Ontario.

The sale of valentines has served to brighten things a little bit in some of the stores, while in others the Easter cards will be made a feature instead. Different opinions are expressed by bookmen as to this branch of the trade, and some think that valentines have gone out, while others maintain that many are still being sold. There is no doubt that many are still bought for children; and, as long as the coachman persists in falling in love with the cook, there will probably be a sale for valentines. The lace variety finds especial favor.

Quite a number of Winter tourists are staying in the city at the hotels; but they do not make much difference to the trade. They are not, as a rule, a great reading class, and there is too much sensational news just now to encourage book-hunting.

NOTES.

Renouf has a fine assortment of valentines.

There has been no need, so far, for another edition of "A Bit of Atlantis." The

public are probably getting up the introduction, which is rather good and very long.

The Canadian Hymnal will shortly be out in a new and enlarged edition. The price will be same as previously.

The second number of "Books of the Day," issued by the Wm. Drysdale Co., is out. The subscription for this interesting pamphlet is a nominal one of 25c. per year.

An error occurred in the last report from Montreal. The "Twentieth Century New Testament" was referred to as being published by Briggs, instead of The Fleming H. Revell Co., Toronto. The book is controlled by them.

"Handbook for Literary and Debating Societies" is out in a second edition. The author is Lawrence M. Gibson, a son of the Rev. Munro Gibson. Hodder & Stoughton are the publishers.

The Montreal Book Room are going in for Easter cards. They had a particularly fine stock of calendars at Xmas. They have control in this country of Eidersheim's "Life and Times of Jesus." This book is selling at \$1.25. It is, at the same time, a good bargain, and a book that is of interest in connection with the present course of the International Sabbath-School lessons.

C. Theoret, law publisher, will shortly have some new books. One of these is of the new laws relating to employers' liability for accidents in England and France, and their bearing on the law in the Province of Quebec, by Dean Walton, of McGill University.

The new apartments of Henry T. Thomas & Co. have now for some time been open to the public, and are well worth inspecting from anyone. The company when asked as to the clientele for the high-class goods carried, stated that though at present not very large, still it was growing continually. The rooms have been described before, and are gotten up more like a drawing-room or a studio than a store. Plaster cuts of well-known authors adorn the walls. The ceiling and frescoes are written with quotations from famous men, as to the value of books and literature in general, e.g., "The masterpieces of literature are worth reading a thousand times."—[Morley] The book shelves are filled with the most costly editions of the works of the best American and European authors, and on the table in the centre of the room lie large scrap books of fine workmanship, sketch books, etc. Just now there are on exhibition pictures to illustrate the novels of Honore de Balzac. Of these there are 92, and a catalogue is furnished with quotations, so that there is no difficulty in following the pictures, even for those who have never read De Balzac. None of the trashy type of novels are to be found at all. There is a careful selection of sumptuous single volumes, which are specially suited for gifts.

J. S. M.