

THE Bookseller and Stationer

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CURRENT TOPICS.

SALES of books during August have not been particularly encouraging. There was a deadness apparent about the market, probably due to the lack of really good fiction. Such books as did sell well were old favorites and their sales were necessarily much smaller than in the days of their earlier popularity. The book that probably took best during the month was McGrath's "The Grey Cloak." Reports from many centres gave it a good sales record. Its companion volume, "The Puppet Crown," likewise sold well. "Gordon Keith" maintained its earlier sales to a fair degree. With eastern readers "The Sacrifice of the Shannon" was popular. Crockett's "Banner of Blue" had fair sales, and the Spring favorites, "Lovey Mary" and "Letters of a Self-Made Merchant," continued to sell in paper editions. "Wee Macgregor" was also noticeable in the selling list. Prospects for the Fall are brighter. A fair range of fiction, in which all the leading writers of the day are represented, is promised.

THE Autumn season, so far as books are concerned, is now well under way. Publishers are beginning to bring out their Fall publications, which in point of numbers show no diminution and in point of quality little or no improvement. In fact, the Fall season of 1903 promises to be somewhat barren. Canadian publishers, as usual, have secured what may be termed the cream of the popular fiction and in addition a few standard works. With these they are now entering the market. In the announcement pages of this issue of BOOKSELLER AND STATIONER will be found lists of the books to be brought out during the next two months or so. The immense preponderance of books by United States writers is noticeable. Only a few, and those the most prominent, of English novelists are represented. This is a state of affairs which appears irremediable. Only the efforts of English publishers themselves can counteract it. Certain English publishers are doing something in this direction by means of advertising in Canadian papers. This is a good move which should be supported and encouraged by readers in Canada.

M"MADE in Canada" notions have at last infected the minds of purchasers of note paper. And manufacturers have found a good thing in pushing home-made papers. In fact, the Canadian-made article is quite the thing at present, it having ousted a great deal of foreign stuff from the market. And the product sold as Canadian paper is the genuine article in most cases. Canadian factories are well-equipped to make excellent goods and facilities for boxing the finer grades are quite as good as any place else. The same statement applies to many other articles in the bookseller and stationer's stock. The dealer who adopts the patriotic programme reaps his reward. Never before has so much emphasis been laid on national industry. However, the idea that Canadians are going to consume only home-made stuff must not be too hurriedly taken for granted. United States, British and German goods are still intensely popular and there cannot be said to be any falling off in the demand for them. Proportionately, however, the sale of Canadian goods is increasing.

*Patriotic
Purchasers*

CANADIAN manufacturers of stationery and kindred goods do not complain of any difficulty in securing orders and placing their goods this Fall. Rather do they make complaint about filling orders. Factories have not the equipment requisite to supply the demand, nor can sufficient skilled labor be secured to keep plants in entire operation. It is a common saying of manufacturing stationers that they have been compelled to put on night shifts to keep up with the calls of the market. This is a statement of fact. No longer has it become necessary to secure the keenest of salesmen to cover the routes or to crowd on men in the sales department. The tendency has been to cut down the travelling list and to direct every energy towards filling orders. The buoyant tone of the market shows little sign of falling off and stationers are confident that the present wave of prosperity has something of permanency about it.

*Manufacturers'
Difficulties.*