

MONTHLY REPORTS FROM TRADE CENTRES

MONTREAL.

Retailers Busy With School Trade—New Books on the Market—Tourist Trade Exceptionally Good.

Office of BOOKSELLER AND STATIONER
227 McGill Street, Montreal,
September 7, 1907

August trade continued good, with stores featuring souvenir supplies in a great variety. View books, maps, post cards, etc., were eagerly sought by the largest number of tourists that ever visited Montreal. Every store reaped a harvest in these lines. Window displays were timely and commendable.

The beginning of September found trade very much eased off, according to most merchants, with only one or two stores claiming a steady business. Just now large St. Catherine street stores here are paying particular attention, and making extra bids, for school supplies. Competition is very keen. Window displays for the past few weeks have predominated in these lines. No cut prices or bonuses are given to the consumer this year, in accordance with an agreement made between the booksellers of the city. Not very long ago premium-giving was resorted to by merchants on purchases amounting to 25c, 50c, \$1 and \$1.50, or over. This way of carrying on business, however, is rapidly being abolished. At the present writing, displays include everything in school requisites, and most stores wisely have graded the books so as to facilitate selections.

The book trade just now, while not neglected altogether, is not very satisfactory. This is reasonably explained by the fact that the tourist trade is now pretty well finished and the holiday-loving people are all making preparations to return to their respective homes. At present the "Brass Bowl," by Lewis Joseph Vance, and "The Port of Missing Men," by Meredith Nicholson, are doing very well. "The Younger Set," by Robert W. Chambers, is also selling freely. There is also a good demand for C. N. & A. M. Williamson's works.

Among the many new arrivals in fiction, "Barbary Sheep," by Robert Hichens, and "The Helpmate," by May Sinclair, are highly spoken of. "Beatrice of Clare," published by the Montreal News Co., and also current, is meeting with marked favor.

Trade in souvenir postal cards continues steady, as per usual. New stores, carrying these lines, are making their appearance day by day. Illustrated cards are selling well, as are views and scenes. Canadian coat of arm views are also to the fore. The demand for leather cards while not as large as the other lines mentioned, is picking up, now that the holiday trade is approaching. These cards generally retail at five cents.

TORONTO.

Booksellers' Association Convention—Brisk Souvenir Business—Exhibition Visitors Spend Money.

Office of BOOKSELLER AND STATIONER,
10 Front Street East, Toronto,
September 11, 1907

The chief event in the stationery and bookselling circles of Toronto during the past month was the annual meeting and banquet of the Booksellers' and Stationers' Association of Ontario, on August 29. Among the guests at the banquet were three prominent commercial station-

ers, O. B. Stanton, of the O. B. Stanton Company, Percy Grand, vice-president of Grand & Toy, Limited, and W. J. C. Wilson, of the Wilson Stationery Company. There is an increasing feeling in commercial circles here that friendly business rivalry is the best policy. The Boost Club idea is having a good deal to do with this feeling.

Trade has been very brisk in stationery, souvenir, and fancy goods circles, on account of the exhibition. The city is full of people with lots of money and a desire to spend it.

Bain & Cubitt, commercial stationers, of 88 Bay street, have been incorporated under the name of Bain & Cubitt, Limited, with a capital stock of \$40,000. Mr. Donald Bain was for many years in the stationery business in Toronto, but sold out to W. J. Travis two or three years ago, and has only recently re-entered business in partnership with Mr. Cubitt.

The Copeland-Chatterson Company have been appointed Canadian selling agents for the Elliott-Fisher billing and adding machine, which has, until quite recently, been handled by Mr. F. W. Sears.

Mrs. Susie M. Bond, stationer, 724 Queen street west, is retiring from business.

Two recent visitors to Bookseller and Stationer were Messrs. J. A. Gulbrandsen and L. B. Twiss, respectively the Quebec and Western Canadian representatives of Warwick Bros. & Rutter.

Mr. John Britnell, 110 Yonge street, the antiquary and bookseller, is preparing to go to England to visit his London collecting bureau. He expects to be away for some months.

Mr. E. W. Walker, manager of the publishing department of the Methodist Book and Publishing Company, is at present away on a flying visit to the coast.

Mr. Tom Allen, of McLeod & Allen, is back from a coast trip, having returned via Chicago.

Another traveling man home from the coast is Mr. Frank E. Waterman, Canadian representative of the Eaton-Hurlbut Paper Company. He went as far south as San Francisco.

DISCOURTESY.

Editor Bookseller and Stationer,—I am ashamed of the trade in Ontario. The discourtesy shown by a large number of the booksellers of the Province in their treatment of the officers of the Booksellers' Association is almost incredible.

As I understand it, the Toronto committee went to considerable trouble and expense to provide a free entertainment for the stationers of the Province. They issued special invitations, requesting the presence of each and every dealer, big or little, and mailed them to the dealers personally.

Naturally they did not expect everybody to come, but they did expect to receive some acknowledgment of the invitation. Common decency would surely prompt a man to thank his would-be entertainers for their offer of hospitality. I believe that more than half the trade ignored the invitation and maintained a silence, that, to say the least, was most aggravating.

Surely stationers, who are supposed to know the etiquette of this sort of thing, should be able to practice themselves what they endeavor to cultivate in others. I doubt, if in their private life at home, they would be guilty of such unpardonable discourtesy to their friends.

The only mitigating circumstance I can think of is that the stationers failed to realize the nature of the invitation, or what obligations it involved.

BOOKSELLER.