

it would be to work in consultation with publishers, if called upon by them to do so, or whenever the interests of booksellers required that we should go to them. We might also appoint a committee to take charge of the school book question, and this committee should be composed of men whose experience and practical knowledge of the subject would make their service of real value to the association.

Another committee could be given charge of all matters relating to the magazine and subscription business, and by watching the interests of booksellers there is no doubt that improved conditions would be obtained. It might be possible, if our association were properly supported, to plan an "overstock exchange," by means of which school and other books unsalable in one section of the country, might be exchanged, with mutual profit, to some other locality, where they would be salable. This might be done in such a way that no names need appear in public.

These few suggestions are offered, as already stated, merely to illustrate the possibilities which are inherent in a well-organized association, but which are not to be obtained by the efforts of separate individuals. At the present time all these matters are allowed to drift, and, as might be expected, they usually drift in the direction of lessening the profits of the retail dealers.

In addition to the collective advantages of organization, there would follow many indirect benefits, the value of which it would be impossible to estimate. Competitors, by frequent and friendly intercourse, would lose much of the distrust which now separates them, mutual appreciation and confidence would be established, and with these conditions much unreasonable and unnecessary price-cutting would be eliminated.

But if our association is to accomplish any of these things it must receive a stronger and more numerous support than it has yet received. The efforts of your committee to increase the membership have met with the most discouraging indifference.

Those of us who are eager for the association to become strong and useful, have had our patience tried, and our faith has often been put to the test. One or two of your committee have made personal sacrifices of time and money to a considerable extent, but on the whole, little or nothing remains of the splendid enthusiasm which characterized the beginning of our association. But now the time has come to change from this attitude of indifference to one of vital interest and active determination.

Accepting, then, the responsibility which rests upon us, realizing that there is strength in union wisely directed, let us decide to press forward and to obtain by just and honorable means those ends which we desire and which are worthy of our best efforts.

At the conclusion of his address, Mr. Tyrrell appointed Messrs. Anderson, London; Hay, St. Thomas, and Patterson, Stratford, a committee on resolutions.

Report of Executive Committee.

Mr. J. G. Cloke, of Hamilton, vice-president of the association, next presented the report of the executive committee, as follows:

Your executive committee, immediately upon their appointment, proceeded to secure the services of a permanent secretary-treasurer, and selected for that position W. A. Craik, editor of *The Bookseller and Stationer*, offering him a salary based on the number of members in the association.

Following your instructions, your committee next took up the work of drafting a constitution and by-laws.

These were duly prepared, and have been placed before you at this meeting.

At a meeting held on July 5, it was decided that we recommend the association to pass a strong resolution, to be presented to the Ontario Government, urging them to put in force, as soon as possible, their proposal to prevent school book publishers from issuing more than one edition of any annotated text book.

The executive further decided to recommend the association to appoint a committee to confer with the publishers and try to reach some satisfactory arrangement whereby many of the difficulties now existing in the book trade might be removed. This was felt to be the most practical way to clear up the differences.

The net system came up for consideration, and the resolutions passed by the American Booksellers' Association on the net system were gone over and approved. Booksellers were recommended to read these resolutions, as they appeared on page 18 of the June number of *Bookseller and Stationer*. The president was instructed to prepare an article explaining the advantages of the net system, the same to appear in *Bookseller and Stationer*, and later to be distributed in pamphlet form, for the education of Canadian booksellers. It was also recommended that the association take up the matter vigorously and instruct its special committee to try to come to some arrangement with the publishers.

The methods of publishers in clearing out remainders to department stores came in for some criticism, and it was suggested that regular booksellers be given a better opportunity for securing stocks of remainders.

All of which is respectfully submitted.

Mr. Cloke moved the adoption of the report, which was seconded by Mr. Anderson, of London, and carried.

Report of Secretary-Treasurer.

W. A. Craik presented the report of the secretary-treasurer. He first outlined the steps that had been taken since the organization meeting to increase the membership, and then detailed the financial condition of the association, showing a balance on hand of \$14.55. Continuing, the report read as follows:

Following up the memorial on the school book question presented to the Minister of Education by the booksellers' deputation, your secretary prepared a supplementary memorial, containing the arguments brought forward by the various speakers on the deputation, which, after having been submitted to these speakers, was laid before the Minister and duly acknowledged by him.

About the beginning of May, the attention of the secretary was directed to the fact that the Dominion Railway Commission were reported to be about to take up the question of express rates. As several members of the association had made complaints about the unfairness of the rates on books and various other articles, your secretary immediately wrote to the secretary of the Railway Commission, asking for definite information about the meeting of the commission, and what procedure should be taken in registering complaints. To this, Mr. Cartwright replied that the sitting of the commission was indefinite, but that we would be notified in due course. Since then no further information has come to hand.

At the meeting of your executive on July 5, your secretary was authorized to represent the association at the annual meeting of the National Association of Stationers of the United States, at St. Paul, on July 15-18. Going in his capacity of editor of *The Bookseller and Stationer*, and at the expense of that paper, he was able to represent the association without cost to you. The results of his observations in St. Paul may be briefly set forth as follows: