

sifications of which will be prepared as soon as Mr. Harcourt is in a position to give the whole of his personal attention to his own business.

W. A. C.

WINNIPEG.

Larger Holiday Trade than Last Year—What Some Stores Feature—Best Selling Books.

Office of BOOKSELLER AND STATIONER,
311 Union Bank Building, Winnipeg, Man.
Dec. 6, 1905.

CHRISTMAS trade in books, stationery, and kindred lines carried in local book stores is now in full swing and promises to be larger than last year. High-class stationery and novelties and expensive, well bound books seem to be in good request, and the Christmas trade should accordingly be profitable. Department store competition has not been severe in books and stationery, and the local small stores are holding their own easily.

The John A. Hart Co. have already had several attractive Christmas goods windows in which they have featured principally fine stationery, writing sundries, and calendars.

Private greeting cards are being featured this year by Russell, Lang & Co., apparently with good success. This firm have their own plant for this work.

W. A. Davis is specializing in fine stationery and is devoting attention to the more expensive lines. There is a good market in Winnipeg for such goods.

"The Gambler" is still selling well in all local stores. "Nedra" and "Tales of the Road" are also popular favorites.

F. R. M.

VANCOUVER.

Features of the Christmas Trade—Stores Drop Cheap Lines—Some Ideas About Buying.

Office of BOOKSELLER AND STATIONER,
Vancouver, B.C., Dec. 2, 1905.

ON the whole, Christmas trade is promising well. Of course it is early to speak definitely, as it has only begun to open actively. Compared with last season and former seasons, however, prospects are very favorable.

This year the Christmas card trade is not likely to be heavy. Buyers seem to prefer the souvenir post cards, though trade in that line is no heavier than it has been. For sending mementoes to Eastern Canada and the Old Country, of which class of trade there is a large percentage here, books of views of B.C. scenery and of the coast cities are very warm favorites. The range of these publications is greatly increased and the quality has improved, while at the same time the prices have begun to get down to the masses of the purchasing public. Formerly books of views were too expensive to appeal to more than a limited class of buyers. Now a really better article is being offered for less money, and this line is becoming a favorite and good seller.

One feature of Christmas trade as it affects the stationery trade is that the department and dry goods stores stock up with all the cheaper lines of books, cards

and novelties, so that only the better class goods in such lines are sought from the legitimate trade. And the effect of departmental store competition is always seen in the toy trade, from which several leading stationers have retired, or announce their intention to do so. Last season the B. C. Book Co., Limited, went out of toys, and this year Messrs. Clark & Stuart, both Vancouver firms, also announce that they will close out toys. The result is that closer attention is paid to the regular staples of the trade, and superior stock is more exclusively carried by the book stores, as the department stores do not stock the better class lines.

Christmas numbers of the illustrated papers are nearly all in stock now, and selling fairly well, though no particular favorite seems to be selected. Many of them do not appear to be any great improvement on former annual numbers. The improvement in art calendars is very noticeable, and this line is becoming increasingly popular, with the artistic improvement. Post card albums take the place of photo albums in the demand almost entirely. Standard authors, and the poets, are but sparingly called for. "Indeed," said one bookseller, on being interviewed, "Vancouver is not greatly noted for its love of good literature, if the choice of books serves as a guide."

In popular fiction the only noticeable seller this month is Guy Thorne's "When it Was Dark," and that is caused in large part by the advertising it has received through publication in serial form in the Daily World of this city. So much interest has been evinced in the story that a minister announces a sermon for next Sunday on the theme of the novel. No other candidate for popular fancy can be named just now.

In the trade here is a noticeable demand at all times for certain lines of Old Country goods, chiefly periodicals, because of the fact that a large percentage of the population is from the Old Land. Most of the Old Country magazines sell well, and in fact the percentage is larger than anywhere else in Canada.

Speaking of Old Country productions, the fact that staples in stationery, and similar lines, can be bought in the Old Country and imported direct by the Blue Funnel line of steamers which come here from Liverpool and London, is causing a good deal of business to be placed in England. This has two or three interesting features. The variety of stock is enlarged, as dealers, of course, buy largely in the east also. The conditions of purchasing in the Old Country market are slightly different. Orders have to be sent in earlier, but the buyer, of course, makes due allowance in preparing for stock. The goods are received in excellent condition, as the Old Country wholesalers err in the opposite extreme from the average eastern wholesaler in manner of packing. The latter is apt to put goods, especially easily damaged articles, in too flimsy a package, while the Old Country house almost "builds a warehouse" round the shipment. A heavy packing case, invariably lined with waterproof material, ensures arrival of goods in perfect order. Another feature is that the Old Country houses give from 3 to 4 months' time in drawing, while nearly all eastern drafts, especially for holiday goods, are practically sight, or due by the time the goods arrive. A remark-