

BOOKS AND NOTIONS.

ORGAN OF THE

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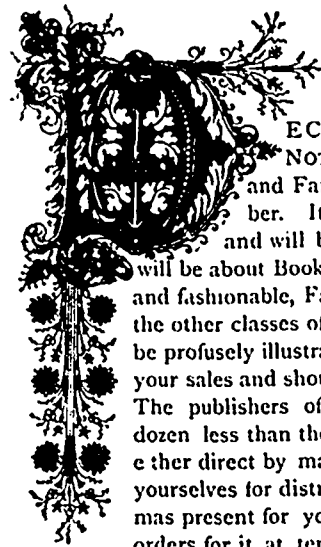
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SPECIAL EDITION

FOR DECEMBER.



DECEMBER number of BOOKS AND NOTIONS will be the Book, Stationery and Fancy Good BUYERS' Christmas number. It will address itself to your customers and will be for circulation among them. It will be about Books new and desirable, Stationery fresh and fashionable, Fancy Goods of newer designs, and the other classes of goods which you handle, and will be profusely illustrated. It is intended to help increase your sales and should be placed by you in good hands. The publishers offer it to the trade at fifty cents a dozen less than the cost of publication, and will send it either direct by mail, if you forward addresses, or to yourselves for distribution. It will be a suitable Christmas present for your best customers. You may take orders for it at ten cents per copy. I ask you to be liberal and prompt in your orders.

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ANNUAL MEETING OF THE CANADIAN BOOKSELLERS' AND STATIONERS' ASSOCIATION.

The annual meeting of the Canadian Booksellers' and Stationers' Association, was held in the gentlemen's parlor of the Queen's Hotel, Toronto, Wednesday, 30th October. Mr. H. Fred Sharp, St. Mary's, occupied the chair, and there were also present, from Toronto, Messrs. H. Hutchinson, Donald Bain, A. S. Irving, N. T. Wilson, J. T. Hornibrook, A. F. Rutter, G. R. Warwick, S. Wallace, D. A. Rose, J. S. Robertson, J. B. McLean, J. J. Dyas, and A. G. Watson, from Woodstock. Mr. R. O. Smith, from Guelph, Mr. J. A. Nelles.

Mr. Dyas, Secretary-Treasurer, read the minutes of last meeting, which were confirmed.

Messrs. Nelles and George Warwick, were appointed a finance committee to audit the financial statement to be submitted by the Secretary-Treasurer later on.

INTRODUCTORY ADDRESS BY MR. SHARP.

The Chairman said he was glad to meet members again at the Sixth Annual Meeting. His only regret was, that there were not more of the retail members from outside the city present. The retail trade as a whole, he really thought, did not seem to understand that the Association mainly existed for their own benefit. That being the case, retail men should strain a point, even although handicapped with pressure of business, to attend the annual meeting in Toronto. The distance was not great, and as a rule, they might always unite other business with their visit to the city. There were several very important matters to come before the Association on this occasion, and one was the Commission which in all probability would be appointed by the Government to consult with the publishers of the readers. When in Ottawa, he had a conversation with Mr. Brown, one of the commissioners who sat on the Star books, with the view of seeing whether in a commission of this kind where the point was, that the books should be published and sold at a fair price, the retailers should be consulted to a certain extent on the question, and he (Mr. Brown) had replied that the question of the readers was not under discussion; but said that in all probability, it would be brought up this fall, and if the trade were to be consulted, he would let him (the Chairman) know, so that a Committee from the Association might be allowed to consult with them. He (the Chairman), thoroughly believed in the retail trade being consulted, because the discount at present was not sufficient to give them a fair profit. They were entitled to have a voice in the matter just the same as publishers had on the price at which books were sold. Another question which affected the retailer was that of bazaars and fairs. His experience was, that in a great many places on these occasions, the public school books were being advertised at cost simply as an advertisement. This inroad was now in its infancy, and if any member of the Association could suggest anything to stop them, he believed he would be doing a good work. If not, they were sure to increase year by year, and when the public came to know through the medium of what was ostensibly an advertisement, that they could secure an advantage of 20 per cent., it meant just so much out of the retailer's pocket, and in a few years these fairs and bazaars would be in existence all over Canada.

WHOLESALE OR RETAILERS?

The first business was a motion by Mr. A. G. Watson, "to restrict the membership of the Booksellers' Association of Ontario to members of the retail trade and editors of book trade-journals." He said he believed the Association would be benefitted by the change, and thought that, although wholesalers were their friends, the Association would fulfil a better purpose if entirely composed of retailers, who were pulling very well together, and editors of book trade-journals. Mr. J. J. Dyas seconded.

The Chairman.—I presume you mean that any members of the wholesale trade who are in at present should remain in.

Mr. Watson.—That I cannot answer.

Mr. Dyas stated that a bookseller had said to him, "What is the use of fighting the Association when its members are just those we