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CURRENT NOTES AND COMMENTS OF INTEREST TO THE TRADE.

The State of Trade. The opening weeks of the year are not usually noted for brisk business, especially in

books, so that trade reports cannot just now give much idea of what the Spring may be like. So far we hear nothing that indicates a poor season. In England the war has certainly caused a considerable falling-off in sales of books. The readers of books there have turned to newspapers and periodicals. In Canada, also, there has been a decided increase in the circulations of newspapers and illustrated periodicals. But the conditions here and in England are different. The sales of expensive books were never so large here, so that the diversion of cash to periodicals does not produce a marked effect on book sales. We would be surprised, therefore, if the war injured our trade to the extent it is reported to have done in Great Britain. In fact, it is improbable. The British dealers, however, are making up to some extent by the demand for books on South Africa. Our city dealers have also done well in that line. But the most popular works, such as Bryce's "Impressions," or Fitzpatrick's "Transvaal From Within," are too high in price for the English editions to have a wide sale with us. The trade will doubtless see the advisability of working the demand for war books to its fullest extent by making an effort to keep a sufficient supply

of maps, periodicals, books, etc., both for regular and casual customers.

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British Columbian Dealers.

A correspondent of this journal, who visited a number of points in British Columbia some months ago, spoke in high terms of the book and stationery shops, he found there. They were well conducted, and those in charge of them were evidently alert, progressive and competent men. In this issue will be found some account of a few dealers, a description of whose enterprise will, we hope, prove interesting as well as instructive to our readers in Eastern and Maritime Canada. The towns and cities in British Columbia are not as large in point of population as similar places in this part of the country, but, whether it be that the spending of money is on a more generous scale, or that there is a more general demand for high-class stationery, the fact remains that the trade there is flourishing, and is a decided credit to the country.

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An Experiment.

In some respects the issue of Thackeray, Dickens and other standard works printed on the India paper is an experiment. It is quite curious to see a book of nearly 1,000 pages in long primer type compressed into a volume half an inch thick. Although thin, the paper is opaque and very light. Each

volume slips into an inside pocket with ease. One can carry three or four of the volumes about one without inconvenience. Will the new idea spread and revolutionize book-making? The book collector knows that one of the chief obstacles to a collection is to find the space to put them in. Shelves become overcrowded, and, as the years go on, a library becomes a burden to any but a large house. The books on India paper, however, are small, compact and light. Supposing their issue becomes general, what stimulating effect may we expect it to have on the buying habit? The success of these new editions should be watched with some attention, for they might displace the bulkier editions of the same authors.

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Good Advice.

There is wisdom in the comments of a New York contemporary upon the stationer's duties at the beginning of a new year: "Every stationer in the country, large or small, should close his books annually, take account of stock at cost and make up prices based upon the present cost of goods. Throwing out all unsalable stock, they should be placed upon a bargain counter and sold, even at a sacrifice. Hoarding up unsalable goods and looking upon them as assets is a mistake, they are only worth what they will bring at forced sale. At least once a year cash should be realized on all dead stock either through special advertising or having salesmen visit certain parties who might use them at some price. Within the past two weeks of the new year a trial balance should be in the hands of interested