

MONTHLY REPORT FROM BOOK CENTRES

MONTREAL.

Office of BOOKSELLER AND STATIONER.
232 McGill Street, Montreal
January 7, 1905

MONTREAL book stores report a gratifying increase in the sales of books during the Christmas season. Popular fiction held sway to a considerable extent, although one or two dealers comment upon decreasing sales in this respect due to the strenuous methods of department stores, which have caused a serious loss in profit to the regular dealers. Standard works did well in nearly every store. An easy monthly payment plan was found helpful in one store. Another dealer spoke of a hesitancy in buying this class of works during December as it has been the practice to hold a discount sale in January and customers are aware of this.

Gift books did remarkably well, the ooze leather bindings on old favorites serving to create a steady demand. Lines of gift books as low as 50 and 75c had a good sale. Popular fiction in attractive bindings sold as high as \$3 and \$4. The sale of annuals was as large as ever. Popular lines are now offered at \$1.10. Children's books were in good demand.

A departure which was a marked success in one store is a table devoted to odd titles. Besides a steady demand for the very newest in this respect, it affords an opportunity to unload many old lines. The Cynic's Calendars, the Cynic's Meditations, a dozen and one odd toast books, odd titles dealing with bachelor's reflections, etc., etc., were the most successful sellers.

In fiction Ralph Connor's "The Prospector" has had a wonderful sale, though many complaints are heard regarding the price. One department store reduced it to 50 cents and very few got \$1.25 for the book after the first lot was sold. "The Masquerader" still retains its popularity. "The Prodigal Son" is still featured.

G. E. F.

TORONTO.

Office of BOOKSELLER AND STATIONER.
10 Front Street East, Toronto
January 3, 1905

BOOKSELLERS all report the holiday trade in books to have been in excess of any previous year with a good even demand right up to the day before Christmas. The department stores as usual made heavy sales of annuals, toy books and the cheaper grades of gift books and standard sets. They also cleared out enormous quantities of such popular fiction as "The Prospector," etc. The regular trade did well with all lines of high grade books, except sets, which showed a falling off from the preceding year. They also made excellent sales of children's books and illustrated gift books.

The success of the two Canadian novels, "The Prospector," by Ralph Connor, and "Dr. Luke of the Labra-

dor," by Norman Duncan, was most gratifying. One dealer said he had to put the former out of sight, so that his other fiction might have a show and of the latter, he remarked, that he could have sold hundreds more copies. The department stores cut the price of "The Prospector" to 90 cents and sold stacks of copies. This undoubtedly damaged the sales of this book by the regular trade and made booksellers specialize on other novels.

Enormous quantities of such standard annuals as the Boys' Own Paper, The Girls' Own Paper, The Leisure Hour, The Quiver, Chums, The Windsor, Little Folks, Chatterbox, etc., were disposed of, especially by the department stores.

In addition to "The Prospector" and "Dr. Luke of the Labrador" a good demand was experienced for "Beverly of Graustark," by G. B. McCutcheon, "The Masquerader," by Katherine C. Thurston, "God's Good Man," by Marie Corelli, and "The Prodigal Son," by Hall Caine.

W. A. C.

WINNIPEG.

Office of BOOKSELLER AND STATIONER.
515 McIntyre Block, Winnipeg, Man.
January 2, 1905

WITHOUT doubt the Christmas trade last month surpassed that of all previous years. Individual booksellers interviewed by Bookseller and Stationer during the last week in December were unanimous in describing the holiday trade as the best in their experience. Money was spent freely and some pleasing sales were made of sets of standard authors which are ordinarily slow sellers.

"The Prospector" was undoubtedly the book of the month thus disproving in one instance at last the proverb that "A prophet is not without honor save in his own country." One store reports the sale of 800 copies during the first three weeks in December and others report sales nearly as large. Probably there were nearly 4,000 copies sold in Winnipeg in that short time, for "The Prospector" was a popular Christmas gift. Local stores sold special covers for this book in burnt leather, showing a reproduction of the cover design on the front cover and of old Fort Garry on the back cover.

Holiday book trade is always well distributed over all classes of books and apart from "The Prospector" it would be difficult to say which were the best selling books. Winston Churchill's "The Crossing" sold well in spite of the fact that it has been out so long. Marie Corelli's latest "God's Good Man," met with favor among a class of feminine readers with whom the name Corelli is sufficient to sell any book. "The Prodigal Son," by Hall Caine, did not sell as well as was expected.

Among the best holiday trade "Everyday People," a collection of the Gibson pictures, retailed readily at \$5. This book was energetically pushed by a couple of local stores with good results. Winnipeg book stores did some intelligent advertising during December, which brought good returns.

F. R. M.