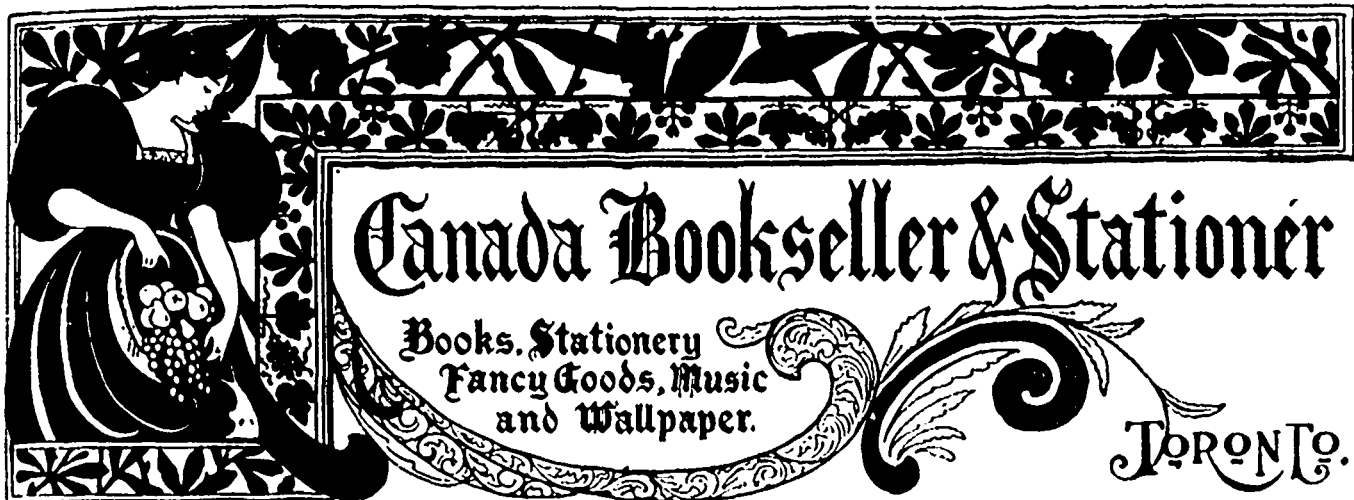




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LARGER IMPORTS OF BOOKS.

THE falling off in imports for November at the chief ports of entry is not a very encouraging sign of present trade. The question is how far the imports of books and printed matter have entered into this evidence of diminished buying abroad. We have looked up the figures and present them herewith, comparing each month of this year with the corresponding month of 1895. The table indicates that, taking imports all together, without classification, we have imported more printed matter up to October 30, this year, than we did for the corresponding ten months of 1895 :

	1895	1896
January	\$ 34,969	\$ 58,398
February	33,133	44,835
March	57,178	57 0 6
April	58,279	61,305
May	58,475	56,491
June	51,000	60,964
July	52,368	56 947
August	53,800	62,608
September	78,415	96,062
October	95,684	90,430
	\$610,339	\$645,046

The November figures are not yet out. In October, it will be noticed, the imports fell off by \$5,000, although that may be due to cheaper books rather than to a smaller number of volumes.

DR. DRUMMOND'S POEMS

THE French-Canadian dialect poems written by Dr. W. H. Drummond, of Montreal, are an attractive feature of Massey's Magazine. Several dealers in Montreal told BOOKSELLER AND STATIONER that whenever one of his sketches appeared they could always count on selling from 40 to 60 extra copies on that account.

Dr. Drummond receives from \$25 to \$50 each for these and they must be a good investment for the magazine. He sells them the serial copyright, but retains the privilege of reproducing them in a volume together with a number of other productions of his pen.

The most popular and best known of his writings is "The Wreck of the Wood Scow Julie Plante," which has been published time and again in almost every paper in Canada and the States. The doctor, however, thinks this is one of his worst.

He has been preparing for some time to publish in book form the entire collection. A well-known artist has been at work the greater part of this year in the interior of Quebec sketching the French-Canadian habitant.

It is probable that the work will be reproduced by an American firm although nothing has been definitely arranged yet.

THE STATE OF TRADE.

The prospects, as we go to press in the first week of December, seem rather brighter, as indeed they ought to be, seeing that the Christmas sales are beginning, and if

we are not to do a brisk business during December, when may we hope to? Dealers who write us from the country complain of the demand for low-priced stuff, and department store competition is still a thorn in the side, especially respecting stationery. Dealers, however, are hopeful that the month will partly retrieve the year. November was dull, and this is the report from nearly all lines of trade.

THE ANNUALS.

THE Annuals have sold very well this year, from all we can learn, and the price has been maintained, as in previous years it was not, through the cutting of the departmental stores. The agreement arranged by the Canadian publishers has, therefore, tended to keep up the price, which is the great point. Whether the system tried this season may not be improved in some details is, of course, a question. But the main point, it seems to us, is that a plan which enables the local dealer to do the local business in Annuals to a greater extent than before should have the cordial support of the trade.

There is very little hope that publishing houses will stand in with the trade throughout the country to the exclusion of city departmental stores if the trade are not equally ready to do their part.

Some attempts to get round the agreement will naturally occur. It is, for instance, reported that a big city store sells the Annuals at the fixed price, but sends them post free throughout the country.