

some measure to take this trade out of the hands of the wholesale houses, and has told against the sales of books published in Canada.

The paper-bound book and magazine trade has fallen rather behind that of previous years, the competition of the departmental stores—whose specialty is the cheaper lines of novels—being seriously felt in this branch of the book business. The sales of the cheaper magazines have been brisk, but this has involved a corresponding falling-off in sales of the larger magazines, on which the margin of profit is better. In this line as in every other the complaint is, that as a result of keen and unhealthy competition, a larger turnover still leaves smaller profits than prevailed in former years.

There is not much change to record regarding the paper and stationery trade during the year. While business has been fair, there has not been that buoyancy in it that was looked for. Owing to a partial revival in the paper trade in the United States, Canada has not to the same extent been made the slaughter market for their surplus stock and culls as last year. The Canadian paper mills generally seem to have done a fairly good trade, but it looks as though the output were almost exceeding the demand. Some of the mills are now giving their attention to producing a better class of book and writing paper, competing very successfully with imported lines. There is very keen competition, often unhealthy, keeping prices low, the wholesale houses often being at a disadvantage owing to the mills supplying customers in small lots direct.

The general Stationery trade, though not very brisk, has on the whole been fair. As a result of the depression in trade, and the eagerness to do business, there has been an inclination to cut prices that is to be deplored. Here also are felt the disastrous effects of the interference of the large dry goods houses.

A matter which strongly calls for concerted action on the part of all of the houses represented in the Section is that of cash discounts. Where so few houses have practical control of the trade of the country, it should not be difficult to arrive at a well-defined basis of graded cash discounts. The great houses of the United States furnish an object lesson in this respect. If they, with their larger interests, and widely separated as they are, can arrange and abide by an agreement in this respect, what should prevent the few Toronto houses doing so? The cash discount given now is practically 20 per cent. per annum.

General relief is felt that the long-vexed question of Canadian Copyright is at last on the way to an equitable settlement. The published draft of the proposed Act has not been fully acceptable to the interested parties on either side of the Atlantic, but it is believed that the measure when introduced by the Government will be such as to give the greatest satisfaction possible to all parties concerned.

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