

MONTHLY REPORT FROM TRADE CENTRES

MONTREAL.

Office of BOOKSELLER AND STATIONER,
227 McGill Street, Montreal.

Oct. 5, 1905.

SCHOOL business during September was all that could be desired, and the legitimate book stores fully held their own. Commendable efforts were made during last month and the first of this to further sales by means of special prices on collections of slow-selling lines. One store in particular reported marked success from this procedure, and the lines cleared were entirely satisfactory. Display and numerous price cards helped along the good work.

After the school book rush, when prices were fortunately well maintained, although the usual discounts and premiums were resorted to, window displays frequently changed called attention to the new arrivals in fiction.

"The Gambler," which is being extensively advertised, is the book of the month, and bids fair to rival in sales its predecessors by the same author. "Rose o' the River" is the newest favorite by Kate Douglas Wiggin. "St. Guthbert's," by Knowles, is much talked of among the new arrivals. It is a parish romance which is said to compare very favorably with the "Tales of Thrums." "The Coming of Billy," and "The Cherry Ribband" are two new titles on display. A good deal of interest is taken in "Self Propelled Vehicles," which is an interesting and thorough account of automobile history.

In religious lines "Bethlehem to Olivet," by J. R. Miller, is the newest arrival. "The Old Testament in Art" is also stocked. Local interest is well maintained in such titles as "Johnny Corbeau" and "The Voyageur." "French Songs of Old Canada" is also seen.

Picture post cards continue booming, and new arrivals in the field sustain interest and arouse new enthusiasm. Extensive displays, both in window and interior, are made.

G. E. F.

TORONTO.

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

Oct. 12, 1905.

SEPTEMBER and the early part of October have been quiet months in the book trade. The new Fall offerings are beginning to be shown, but it is too early yet for much holiday business to have developed. Some good window displays have been noted. The department stores are beginning to bring forward 1906 annuals and cheap gift books.

Mr. William Tyrrell, of Wm. Tyrrell & Co., is still absent in the Old Country.

The book department of the W. A. Murray Co. made a good display of "The Gambler" on the day of publication, the new book taking up the entire window space. On another day "Nedra" and "Rose o' the River" divided the honors. The window devoted to books is to the right of the main entrance, and is consequently in full view of every shopper.

The T. Eaton Co. are selling the 1905 Chatterbox at 75c. in boards, and \$1 in cloth. They are clearing a large number of the 1904 volume at 50c. Another feature of their book department at present is a sale of a paper edition of "The Prodigal Son," by Hall Caine, marked down to 25c.

Among the publishing houses all is activity. William Briggs has been extremely busy placing "Nedra" on the market. S. B. Gundy has had his hands full with "The Gambler," and The Copp, Clark Co. have been getting out five or six popular novels in quick succession, including Anthony Hope's "Servant of the Public," S. R. Crockett's "Cherry Ribband," etc. Morang & Co. have had their chief business with "Starvecrow Farm," by S. J. Weyman.

Considerable interest has been aroused in trade circles in Toronto in the formation of a new manufacturing stationery company in the city, for which letters of incorporation have recently been taken out. The prime mover in the matter is Mr. E. H. Harcourt, who has been for a great many years connected with The Copp, Clark Co., Limited, latterly as manager of the manufacturing department.

The new company will be known as the E. H. Harcourt Co., Limited, with a capital of \$100,000, and the charter empowers them to carry on a printing, publishing, lithographing and manufacturing business. The provisional directors are E. H. Harcourt, Thomas Chapman, J. Seymour Corley, Joseph Price, and E. M. Harcourt.

J. P. McKenna always keeps the latest fiction to the fore in his window, and seems to have the new books in stock the moment they are published. The first copy of "The Reckoning," by R. W. Chambers, noticed in Toronto, was seen in his window.

W. A. C.

WINNIPEG.

Office of BOOKSELLER AND STATIONER,
Room 511 Union Bank Building, Winnipeg, Man.
Oct. 5, 1905.

SEPTEMBER business in Winnipeg book stores has been very large. A good part of it, however, was done at a very small profit. A discount of ten per cent. on all school supplies eliminated a good proportion of the legitimate profits. A local bookseller has suggested to Bookseller and Stationer the advisability of organizing in Winnipeg a Booksellers' and Stationers' Association for mutual protection against price cutting. Bookseller and Stationer would be glad to receive expressions of opinion from the trade.

Advance orders for Thomas Lawson's "Frenzied Finance" are numerous, and it is evident that the sales in Winnipeg will be large. "The Gambler," by Katharine Cecil Thurston, is probably the best selling book of the month. "Nedra" is a close second. The performance of "Ben Hur" at the Auditorium during September was responsible for some demand for the book.

The Carnegie Public Library is to be opened in a few days and the John A. Hart Co. are very busy supplying the new books for which they have the contract.

F. R. M.