

BRITISH VS. GERMAN.

AN idea prevails in this country that German goods are much cheaper than British goods, and the idea is undoubtedly founded on fact. The Germans, the Austrians and the Dutch are competing successfully with the British, and making great gains, especially in printing, stationery, and fancy goods.

The reasons are not far to seek. Such articles as glass and china goods are made in the homes of the artisan, and no factory system obtains. Factories seem a part of industrial machinery, but Germany does not find them a necessary part. In such cases as these the pay is very small, eighteen cents a day being an average wage, while for \$250 a year a manufacturer can employ a man and his wife and five or six children. While these wages are incredibly low, yet living is cheap, and the laborers are modestly comfortable. This is an example to show why German and Austrian goods are cheaper than British goods. British workmen must have higher wages to make as comfortable a living.

In some places mills are being built by British capital, and manufacturing, instead of being done in Great Britain, is being done by cheaper German and Austrian laborers—men and women with simple tastes and frugal habits. In these factories the hours of labor are from 6 a.m. to 7 p.m.—twelve hours per day. These men earn 4 to 5 gulden per week, a sum equal to \$1.50 to \$2 of our money. That is, the German or Austrian works 50 per cent. longer for one-sixth what a mechanic on the American continent earns, or the wages on the two continents bear the ratio of about one to ten. The girls and women earn from 2 to 3 gulden per week, and some of the men do not earn more than 3 gulden.

In paper mills the pay is about 32 cents per day in some places, and in some cases a day means eighteen hours. In gardening men earn 20 cents, and women 12 to 16 cents. In the button trade the women earn 12 cents per day; in the wool works 20 cents; in the cardboard box trade, 20 cents for girls and 30 cents for men, twelve hours being worked per day.

Yet, after all, the German and Austrian workmen take higher grades of recreation than British workmen, and as a rule are better educated. The wives and daughters work harder and contribute their quota to the maintenance of the entire family. If they do not work in the factories they work a garden and look after cattle or goats—two very material sources of revenue.

Considering the facts as thus presented, it can easily be seen that Canadian and American stationery and fancy goods could not compete with German and Austrian goods if it were not for protective tariffs. The social organization and ideas of the masses are so totally different that free competition is not permissible.

GEO. H. DORAN.

IN the spring of 1884, a young lad fifteen years of age passed the Willard Tract Depository on Yonge Street, Toronto, and read a sign, "Smart Boy Wanted." He thought he might suit, and thought it so hard that he went in, was engaged, and went to work. Seven years of steady, industrious and thoughtful service made George H. Doran a valued employee in the business in which he had entered, and well-known and respected by those with whom business had thrown him in contact.

But as he advanced to manhood he looked forward to something better, and in 1891 he went to Chicago and entered the service of the Fleming H. Revell Co., the enterprising publishers, who have offices also in New York and Toronto. Their Toronto offices are no doubt a result of the confidential relations which existed between Mr. Doran and Mr. Revell. This led to the purchase of the Willard Tract stock when the pro-



GEO. H. DORAN.

motors of that institution decided that it was a financial failure. This purchase was followed by another—that of the Presbyterian News Co.—and both were financial master-strokes. The Fleming H. Revell Co. have secured a hold on the trade in Canada and Toronto which will be of immense value to them in future years. The publishing rights connected with both purchases are especially valuable.

Since these purchases in 1893, Mr. Doran has spent a great deal of his time in his native land, and has called upon a large number of the leading retailers in the way of selling the stock which the Revell Co. had bought. In this matter he has been quite successful, and the combined stocks have, under his guidance, been speedily and profitably reduced to limits which are consonant with the amount of trade that can be done in this country.

The country is to be congratulated that such an enterprising publisher has a branch in Canada, as it will certainly be helpful in

the maintaining of a proper class of booksellers in Canada.

Mr. Doran, as his photograph reproduced here shows, is a very young man, without any tendency to carry too much flesh around with him. He is tall and spare, and possessed, apparently, of an inexhaustible store of energy, which he uses to good advantage. He is no eight-hour a-day man, but one who believes in using fifteen hours when it is necessary to do so.

Mr. Doran is undoubtedly one of the brightest young men in the book trade today, possesses many friends, is ambitious, and will no doubt make great success of life. Unfortunately Mr. Doran is unmarried, but this is not necessarily a final state, and BOOKS AND NOTIONS will add to this history later on.

CHEAP EDITION OF MARCELLA.

THE following letter refers to a short notice which appeared in the April BOOKS AND NOTIONS concerning a probable cheap edition of Mrs. Ward's "Marcella":

TORONTO, May 1, 1894.

Editor BOOKS AND NOTIONS:

SIR,—May we ask through your columns how it is that a wholesale book firm having "the control for Canada" of a certain \$2 two-volume novel, notifies the trade through BOOKS AND NOTIONS (See April number) that there will be no cheaper edition of the said book "for many months, and hence dealers are quite safe in ordering the edition they sell at \$2," when we notice the cheap edition of the *aforsaid* book in the windows of an enterprising bookseller on King street east, opposite Toronto street, and ticketed at 75c. paper, \$1.25 cloth?

Is it fair to the other booksellers?

Yours truly,

TORONTO BOOKSELLER.

NEW BOOKS, 1894.

IT is surprising to note the number of notable new novels that have been published since the first of the year. We noticed on the counters of Messrs. Jas. Bain & Son's bookstore the following, all of which have, we believe, been issued since Jan. 1st: Katherine Lauderdale, *Marcella*, *The Raiders*, *The Stickit Minister*, *Under the Red Robe*, *The Man in Black*, *Memoirs of Sherlock Holmes*, *A Gentleman of France*, *A Yellow Aster*, *Ships That Pass in the Night*, *Modern Buccaneer*, *Dodo*, *The Rubicon*, *The King's Stockbroker*, *Princess of Paris*, *Beautiful Joe*, *A Costly Freak*, *The Handsome Humes*, etc., and many others. All of the above are by well-known and popular writers, and all are good sellers. Verily this season should be a good one for booksellers. We notice further that among forthcoming books will be many more such books by well-known authors.