

# THE Bookseller and Stationer

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## CURRENT TOPICS.

**H**OW to evade the provisions of the dumping clause is a problem, which is taxing the ingenuity of not a few importers just at present. Canadian dealers, who for years have been accustomed to stock staple lines, procured in the United States, Germany, Britain and elsewhere, now find that many of the articles

**A Warning to Importers.** thus purchased will henceforth be subject to the provisions of the dumping clause. The consequent increase in cost

will lead to higher prices and a diminution in sales. In order to obviate this, several plans have been proposed. One scheme aims at outwitting the Customs officials by passing goods in under a special name. For example a brand of goods, which hitherto has been "dumped" into Canada, would be put up in packages and cases bearing a new name applicable solely to the Canadian trade. On the face of them, these goods would not be saleable in the United States. They would be made for Canada. Unless, then, the goods were proved to be identical with the United States products, they would pass through the Customs unimpeded by the anti-dumping regulations. Such action on the part of both foreign exporter and the Canadian importer would be reprehensible. In the event of detection the latter only would be the sufferer and we take this opportunity of warning our Canadian dealers to beware of any such schemes for circumventing the Customs department.

**I**T is worth noting that there has been a seeming revival of interest in Canada among the British publishers.

This is evidenced by the increasing number of representatives, who have visited the country, by the appointment of Canadian agents and by the larger advertising appropriations expended in this country.

**Coming to Canada.**

This Fall, such prominent English publishers as T. Fisher Unwin, G. Bell & Sons, William Heinemann, George Newnes, Limited, Grant Richards, The Oxford Press,

Blackie & Sons, S. W. Partridge & Co., John Dicks, and R. A. Everett & Co., have entered the field with direct advertising in this paper. This certainly indicates a determination on their part to establish themselves early in a great and growing field. The Canadian trade welcomes the English publishers, because they realize the extent and importance of those English publications of standard scientific, religious, historical and biographical works, which can never in their profusion and excellence, be equalled in this country for many years to come. The Canadian people, taken man for man, are among the most cultured nations of the earth and the Canadian population is growing rapidly. In consequence the field for books of a high class is daily becoming of increasing importance and those publishers who get early into the field will reap the harvest.

**N**EARLY every merchant will be found on inspection to have a "pet" line and, of booksellers and stationers especially, is this true. Here is your dealer with a fondness for wallpaper and a pride in his wallpaper department. Here is another interested only in his books, and letting everything else take care of itself. Here is a third, who has a well-equipped picture and picture-framing department; and so on. "Pet" departments are all right enough in their way and are always creditable to their promoters, but those who indulge in such hobbies must not become blinded to the merits and possibilities of other departments. What is required is a well-rounded business, if the merchant wants to attain results. If merchants were to put the same enthusiasm into every action of their business which they put into "pet" sections, they would very soon discover that the public would respond and that their trade would visibly increase. As the new year approaches it will be worth while making the attempt to build up every department.

**Pet Departments.**