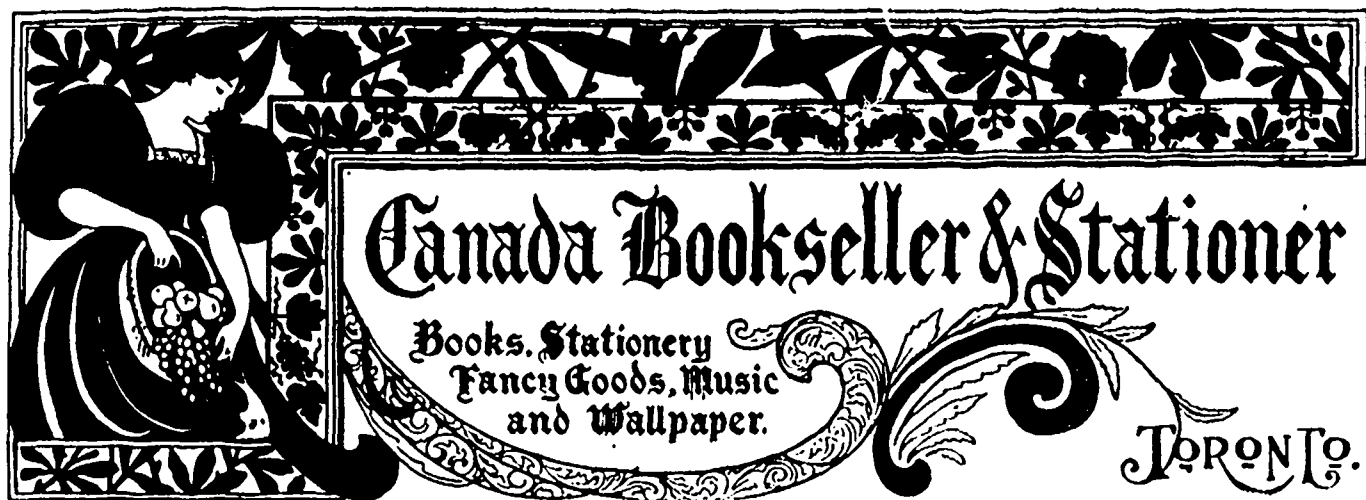




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BE CAREFUL WITH CUSTOMERS.

NO business is so capable of forming permanent custom as bookselling. A man will get into the habit of dropping into the store, becomes a friend of the proprietor, and when he seeks information about new books and similar questions he should get accurate replies. An old book buyer relates this experience to BOOKSELLER AND STATIONER: "I went into —'s, where I deal, a few weeks ago, and asked if they had any bound copies of Whitaker's for 1896. No, they were all sold, but a fresh supply had been ordered and would be in shortly. I went away satisfied, and yesterday I called again. No, they had no bound Whitakers, only the paper-covered edition. 'But you said you would have some more.' The clerk went away to enquire in the office. Returning, he said: 'Yes, we got in more bound copies, but they were all ordered for customers.' I went away feeling a trifle irritated. If I had been told that at first, I would have given an order for one. Now it is March and I haven't my Whitaker yet, and I keep a file of the bound yearly volumes. As it is, I shall order through another source."

AN EXPLANATION IN ORDER.

WE publish in this issue a letter from F. E. Grafton & Sons, Montreal, on the subject of vertical copy books used in Quebec schools. Some time ago a statement was made in these columns that Gage's series of vertical copy books had been authorized by the Provincial Educational Council for use in the Protestant schools. This assertion was denied by Messrs. Grafton. In the February number of BOOKSELLER AND STATIONER the Quebec representatives for the Gage Company, Messrs. W. Drysdale & Co., Montreal, wrote, taking strong ground against this denial, re-asserting the original statement that the Gage series were authorized, and declaring that "one feels at a loss to know what so eminently respectable a firm" as Messrs. Grafton meant by writing the letter of contradiction they had sent to this journal. Elsewhere we give the reply. Messrs. Grafton not only recite the facts of the case clearly and concisely, but supplement their statement by the official records of the Department.

But, before receiving their letter BOOKSELLER AND STATIONER had made independent inquiries, because this journal aims at giving correct information to the trade of Canada and is anxious at all times to set right any error that may have inadvertently been made. The editor wrote to the Department at Quebec and received in reply the following from the secretary of the Protestant Committee of the Council of Public Instruction:

Quebec, 18th Feb., 1896.

SIR,—In reply to your letter of February 17, I have the honor to inform you that Gage's system of vertical

writing is not authorized for use in the schools of the Province of Quebec.

Yours, etc.,

GEO. N. PARMELER,
Secretary P.C.

In justice to the trade, we think an explanation should at once be furnished by the Gage Co. and Messrs. Drysdale.

A BASELESS COMPLAINT.

THE Bookseller, Newsdealer and Stationer, of New York, a semi-monthly publication, in its issue of January 15 contains an article on copyright, as proposed in Canada, with special reference to the paragraph in the draft bill, which refers to copyrighted matter in American magazines and historical publications. The following is the paragraph:

"If an American periodical does not take advantage of the gracious permission to promise, under forfeit, to publish his serial in Canada as a book, when it has had its serial run, any Canadian publisher can stop the importation of the periodical by applying for a license to print the serial himself. One of the clauses of the Act forbids the importation of books, and the term includes pretty much everything printable, until the day after its publication in the foreign country (America). So that, by careful working an American publisher who did not see his way to reprinting his story as a book in Canada, might have one day in which he could lawfully import his periodicals into the Dominion. Though even this is doubtful under the serial license, as the Government guarantees such license to convey the exclusive right to the holder for the particular territory he has paid for. The bill is not yet law, and we hope something will be done to protect the rights of Canadian subscribers to American magazines, and there are many of them."

There is no ground for this statement. The proposed draft Act does not in any way interfere with the importation of American magazines which contain copyright matter. The only exception is where an American magazine or periodical should pirate an English production. With this exception every magazine containing copyrighted matter is free to enter. The truth is that our American friends are very