

THE BOOKSELLER AND STATIONER and Fancy Goods Review.

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"Kindly re-enter my name on your books for Bookseller and Stationer. I desire to receive same regularly, because I find it invaluable and accurate"—V. G. R. Archambault, Sherbrooke

A POINT WELL TAKEN.

RETAILERS' letter in another column brings forcibly to light a crying evil, which should be remedied forthwith by the trade. The practice of selling books direct to the consumer has been long followed by certain publishing houses. That in most cases it is a practice, most unfair to the retail bookseller, cannot be denied, and we think "Retailer" is perfectly justified in taking a decided stand against it.

The legitimate channel of trade is from publisher, to bookseller, to consumer. If a publisher wishes to ignore the bookseller and go direct to the consumer, let him try it in its entirety. He may have to establish his agencies in every town and village in the country, but even that would be eminently fair compared with the back-door policy now in vogue.

So long as a publisher must depend on the booksellers of the country for the distribution of the great bulk of his books, it is only fair that he should give the booksellers every opportunity to carry on their trade success-

fully. To solicit business from bookseller and consumer at one and the same time is, so far as the bookseller is concerned, stretching the golden rule a little too far.

The remedy suggested by "Retailer" is possibly the only one that is available. Now is the time that a good live retail organization of booksellers would have come in most handy. Unfortunately, the experience of association work tried two years ago was not of the encouraging nature it should have been. The lukewarmness of the trade was lamentable, and the indifference then shown proved most discouraging to those individuals who took the matter up. Our advice in the present emergency would be to revive the work once more. Individual protests will do little good, while a strong association can be made to do wonders.

Bookseller and Stationer has no free list. Every copy is paid for. We cover 95 per cent of the trade

JANUARY BOOK TRADE.

JANUARY has been an extremely quiet month in the book trade, as our reports from book centres will testify. There have been practically no new books on the market, and only a limited call for the best of last Fall's publications. A few paper editions have been coming out at intervals and more are promised for this month. The Spring publishing season will not begin until well on in March, though a few books will appear in the meantime.

Publishers have nearly all returned from their trips to foreign markets and are making selections from the manuscripts submitted them. By the time of our next issue, we will be able to supply our readers with more definite information on what books can be looked forward to. According to all reports the season is exceptionally late in starting in the United States.

"The Prospector" continued to sell all during January. Its sales have now passed the 22,000 mark, and bid fair to attain 30,000 before the end of the year. "The Masquerader" sold well, if any book can be said to have done so. "God's Good Man" also kept up its sales to a certain extent. Among other books in demand were "Dr. Luke of the Labrador," "Beverly of Graustark," and "The Man on the Box."

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FRENCH-CANADIAN COPYRIGHT.

ENGLISH papers have of late been referring to threatened trouble over the infringement of copyright in French authors' works in the Province of Quebec. The practice of appropriating the works of modern French authors and playwrights has been long noticeable in French Canada, but it has never been deemed of sufficient importance to warrant the intervention of the legal authorities. However, the matter apparently is coming to a head and a test case may be looked for.

The question revives in another form the whole problem of Canadian copyright. Is Canada bound by the British copyright laws or has she the power to make her own