

that some of our most successful teachers of to day are those who went through in those days when there were fewer changes in school books."

\*\*\*

Mr. G. B. Salmond, of Brantford, writes: "I do not consider the remarks of the Minister of Education in regard to notice of change in text books as sufficiently explicit to be satisfactory to dealers in school books. In regard to the new text book policy, I certainly think it would be a misfortune to do away with the school book trade altogether by supplying free books to the pupils of the public and separate schools. The profits on the school book trade are considerable, and might be made more so by dealers receiving notice in time of any changes that are to take place. Speaking for myself, I may say that my public school trade does not bulk very largely in private sales as the city schools here are supplied by contract. Still, I have a large country trade in school books, and I also sell a great many high school books. It is in the latter that the losses occur, for I have in stock probably twice as many discarded high school books as I have of those in use, and when a change is contemplated at the beginning of a term, say, September, I think the dealer ought to know of it in time to allow him to dispose of his present stock before the end of June. As it is now I frequently discover to my loss and chagrin, that I may have bought quite freely of a certain text book when the students come in for a new one which is to supplant the old one, and which the teacher told them to purchase.

"These are my views very briefly. I am glad you have taken the matter up and will watch THE BOOKSELLER AND STATIONER for further news."

\*\*\*

Says Mr. Charles L. Nelles, of Guelph: "Re the school book question and the promises of the Department giving reasonable notice of changes. I do not see any satisfactory way to do this and it would be a great tax on the memory of the average dealer to retain for six months or a year the knowledge that some book would change on July 1. Speaking fairly, I have not yet seen any solution better than my own as given to you some weeks ago. As for the Government supplying text books free to the pupils, I should like first to have some

idea as to the method proposed before offering an opinion on it, but can say this, that at present, owing to discounts and cut rates, I would not object to giving up the business if the Government would purchase the books on my shelves."

\*\*\*

The opinion of Mr. D. W. Bixby, St. Catharines, is: "I do not think it would make a great deal of difference in my business if the books were supplied to the public school scholars by the Government, as there is not much money in them even when full price is received. But when, as some of the dealers have done, you have to sell them at a discount of 20 per cent. we might as well be without them. It would be all right, however, to supply high school books, as they are changed so often that we lose greatly by having some left over."

\*\*\*

Writes Mr. A. H. Alexander, of Stratford: "The public schools here are already supplied entirely with text books and other material and the separate schools partially so by their respective boards. This being the case, the system proposed by the Government of furnishing free text books to public and separate schools would affect dealers here very little. At the same time, the furnishing books free by Government or boards has materially reduced the book-sellers' profits."

\*\*\*

Mr. Walter Scott, Barrie, says: "In almost every case it is possible for the Minister of Education to give definite information re changes in text books. All changes should date from August 1, and at least one year's notice be given to the trade through trade journals or daily papers.

"As to the Government supplying free text books, the booksellers of Ontario should certainly object. Although the profits on text books may not be as important as on some other lines, however, the average bookseller depends more or less on this trade for nine months of the year. It is also possible that the generous (?) Government would add to free list sooner or later scribblers, exercise books, maps, globes, etc., and everything else used in public schools. There are more children kept away from school for want of proper clothing than for want of text books. Why not add shoes and clothing to the free list?"

Mr. Scott is quite right. There is no difference, in principle, between supplying free books and free boots. As the amount of common sense in the average school board which supplies free books is small, one can hardly wonder at their taking up this or any other socialistic fad. But of the Government of Ontario we expect better things.

\*\*\*

The plan adopted by the American Publishers' Association to prevent the cutting of prices on books has been in a measure tried by Messrs. Harper & Bros., New York, and the trade generally have received their method of handling the books with much satisfaction.

The books will all be sold on a net basis, with a discount of 25 per cent. This matter of discounts has, however, been left to the individual publishing houses. Books will be sold only to those who maintain prices on books for one year.

This will not allow the department stores to carry on the wholesale system of cutting heretofore indulged in; but, as it is left to each publisher to decide whether he places fiction on this net basis or not, it is likely that a good deal of it will be sold in the old way; and, as it is on works of fiction that the greatest underselling has been done, the publishers' plan will be to an extent ineffectual. It is likely, however, that books of fiction will be gradually added to the list

(Continued on page 22.)

## The Bookseller and Stationer

Published monthly, in the interests of the Book, Stationery and Fancy Goods Trade of Canada.

President,  
JOHN HAYNE MACLEAN,  
Montreal.

**THE MACLEAN PUBLISHING CO.**  
Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL . . . . . 331 McGill Street,  
Telephone 1255.  
TORONTO . . . . . 10 Front Street East,  
Telephone 2128.  
LONDON, ENG. . . . . 109 Fleet Street, E.C.,  
J. M. McKim.  
MANCHESTER, ENG. . . . . 18 St Ann Street,  
H. S. Ashburner.  
WINNIPEG . . . . . Western Canada Block,  
J. J. Roberts.  
ST. JOHN, N.B. . . . . No. 3 Market Wharf,  
I. Hunter White.  
NEW YORK . . . . . 176 E. 58th Street.

Subscriptions, Canada and United States, \$1.00.  
Great Britain and elsewhere, £1.50.

Cable Address { Adscript, London.  
Adscript, Canada.