

ing they were to shoulder the responsibility of awakening Canadian interest in native books. But the fact remains that they become valuable when they pass into second-hand stock. Take a case. There was Pope's "Life of Macdonald," sold through Durie, of Ottawa, at \$5 for the two volumes. We have never found that the trade sold many of these. Yet in a few years Pope's Life will be very valuable, and will sell over its face price.

There being in many quarters a certain amount of "craze" for Canadian books, especially history, biography and poetry, it might be well for a bookseller who knows of this to have a Canadian shelf or two. Label them "Canadian books," and appeal to the taste of the collector.

THE BOOK SALES—AN IDEA.

AN idea which strikes us as at once bright in conception and bold in execution is now in process of trial by the Bain Book and Stationery Co., Toronto, Or, perhaps it would be more correct to say that the period of experiment has passed by and that the feasibility and advantage of the scheme are demonstrated. Mr. Huestis, the manager, has started a "reading club" in connection with his book department. Its scope and method are outlined in a neat circular which was sent out to the oldest and best patrons of the store and which read as follows.

"The majority of the latest books of fiction published now-a-days are issued at prices usually as high as 75c. and upwards—and as most of these books are copyrights there is no chance of any cheaper editions.

"Colonial Libraries" are in most cases the very cheapest editions published, and these sell at 75c. paper, and \$1.25 cloth.

"To meet these high prices we propose to adopt a plan whereby a limited number of our customers can read any book we have in stock for 25c. (the retail selling price of which shall not exceed \$1.50) and return the volume to us within one week in good order.

"The leading 'Colonial Libraries' and all the latest books of fiction will be kept in stock by us, and imported promptly, as issued. We have always made a specialty of the very latest fiction—and intend to keep up our reputation.

"As we intend to limit the number of subscribers to our reading club, application should be made and subscriber's name

entered at once, before the list is completed."

This is the first time BOOKSELLER AND STATIONER has heard of a scheme worked in this way. Mr. Huestis says the plan went well from the first. A nicely printed manilla paper cover for the books has been devised, which can be folded to fit four different sizes of books. After three or four readers have handled them they are not perceptibly soiled, and are put back into stock and taken therefrom without difficulty. If, after three or four trips out, a book should happen to look worn and crushed, it may be put on a second-hand heap, since it has already brought its price and more. The plan does not interfere with the regular sale of novels, which goes on as before. Sometimes a borrower will decide, after keeping the book a week, to purchase outright. In this case the 25c. paid for the loan goes as part of the price.

A ledger is kept in which each book taken out is entered against the name of the borrower. Only patrons of the store who are well known are on the list, which has expanded to the limit originally fixed—50—but it will run to double that from the applications already made. It surprises one to see a scheme like this flourishing in a city like Toronto, which has a fine free public library, with five or six copies of each new novel. But the readers of the Bain Co. say they find it hard to get new books at the library when they want them, the demand being so great. Besides, some persons are timid about taking books which circulate in all sorts of places, as the volumes from a public library necessarily do. THE BOOKSELLER AND STATIONER has examined all the various features of this unique reading club, and it certainly shows originality and thoroughness in all details. It may, according to local circumstances, be adopted by other dealers. Hence we give it.

SELLING AT OUT PRICES.

When the first book tariff change was made last spring—that in which United States reprints of copyrights were excluded from this market—the proposal, while radical and unacceptable to the trade generally, would certainly have hit the department stores badly. They would have had their supplies of cheap novels cut off—and that is the staple of their book departments.

When the Government decided to go back to the old system, however, the department stores ordered large lots. It will be remembered that before definitely reversing the first tariff the Government relaxed the rule and allowed importations of reprints for a limited period. During this interval the big stores bought largely. Now they are working off their surplus at prices which are in certain cases simply absurd. There is no money in it for anyone, and it seems a shame that the legitimate book trade should have to put up with such competition.

U.S. COPYRIGHTS GRANTED IN 1896.

The report of the Librarian of the United States Congress for the year 1896 shows a large increase in the copyright business of the library, partly due to the extension of the international copyright relations with foreign countries. The privilege of copyright in the United States is now extended to the citizens or subjects of Great Britain and her dependencies, France, Germany, Italy, Spain, Portugal, Belgium, Switzerland, Denmark, Chili and Mexico.

The total new entries during the year were 72,470, or an increase of 4,898 entries over the year previous. The following is a list of the copyrights entered during the year, viz.

Books, including all publications, entered as such.....	20,825
Periodicals.....	12,892
Musical compositions.....	20,951
Dramatic compositions.....	907
Photographs.....	6,123
Engravings.....	1,604
Lithographs.....	763
Chromos.....	136
Prints.....	2,388
Cuts.....	553
Designs.....	1,558
Drawings.....	324
Paintings.....	1,105
Statuary.....	73
Maps.....	1,198
Charts.....	1,070
Total.....	72,470

BOOKS ON THE INSTALMENT PLAN.

At the Division Court, Toronto, held by Judge Morson July 27, D. Appleton & Co., brought a suit against Mr. W. S. Wilson to recover \$14 for books that were to be delivered on the instalment plan. Mr. Wilson explained that the first book was to be delivered on April 2 and he desired this, as he wished to use the book. It was not delivered on time, and he refused to accept the books. Judgment was given in favor of the defendant.