



CURRENT NOTES AND COMMENTS
OF TRADE INTEREST.

Copyright is Ownership. Owing to the muddled-up condition of our copyright laws for so many years, the book trade have lost track of the question. Some dealers also forget that copyright is ownership, and that where copyright is registered it must be respected. You can no more invade a man's copyright in books than you can steal his woodpile while he is asleep. It is well to keep this in mind. We know of no dealer who would deliberately disobey the law, but some never stop to think, and forget to make inquiries. The copyright of Kipling's books in Canada is now held by Mr. Morang, the Toronto publisher, and he has just been forced, representing the author, to obtain an injunction from the courts against Simpson's departmental store and others, restraining them from selling pirated American editions. These editions never had any right to come into Canada, for, even if the Canadian law were defective, Kipling's works are protected by the Imperial Act as well, and to sell any but the regular issues is clearly illegal. We would advise all dealers who import American reprints, of whatever kind and by any British author, to make sure that they are not covered by copyright. British authors are now beginning to appreciate the Canadian market, and will stand upon their rights. Even if the Canadian publishers were disposed to be lenient in the matter,

the English publishers and authors are not. In a private letter which THE BOOKSELLER AND STATIONER has received from London, information is given that the English publishers are keeping an eye on Canada, and will appeal to the law whenever necessary.

The Periodical Trade.

The increase in number and popularity of magazines and reviews has resulted in a great multiplication of orders. This is particularly true of the past few years. The usual practice of the bookseller is to turn these orders over to a news company for transmission to the publishers, who then send them direct to subscribers. A dealer who has had much experience in this line says he considers this the wrong policy, as far as allowing the publishers to establish direct connection with subscribers is concerned. By far the best way is for the bookseller to get his customers to call at the store for them. If they do not care to do this, as in the case of a large city where distances are considerable, let them be delivered. This keeps up the connection between customer and store. When deliveries are being made the bookseller can send circulars soliciting new business etc. We know of a dealer who took special pains to foster this trade. His business was young, and he could not afford to keep a boy to do the delivering, so he delivered them himself

early in the morning or after tea in the evening. To this, among other causes, he attributed the steady growth of a great number of visiting customers. He has now one of the most flourishing stores in Canada.

Capacity in Business

There is every reason to believe that, despite the unfair competition of departmental stores, periods of dull trade, and other difficulties, the business of the book, stationery and wall paper dealer in Canada can be made profitable. The other day a photographic view of the new store of Mr. Charles L. Nelles, of Guelph, was shown to us, and it presented clear evidence of what capacity and push can do. Any large city in the Dominion would not be ashamed of this fine large book and stationery store. The interior is fitted up with taste and discernment, and evidently a high-class trade is catered to. The store is fitted up with modern plate-glass case counters where stationery novelties of all kinds are displayed. On the other side is the book counter and all the new books likely to be in demand by a reading well-to-do community are kept in stock. A line of high-class holiday novelties includes many articles for presents, etc., while a line of gentleman's canes has been a source of profit. The store is divided towards the rear with an arch and behind this is the wall paper gallery. This extends back 40 feet and on each side are the racks for displaying the wall papers. Mr. Nelles is a young man, and his success is easily comprehensible and may be attained by others.