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Editor, Canadian Bookseller,
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Editorial.

An important conference was held in London on July 19 of the colonial representatives and members of the Imperial Parliament interested in the Colonies. It was a gathering of notable men. Sir Charles Dilke presided, while Sir John Lubbock, Henry M. Stanley, and others were present. Addresses were delivered by Sir H. Joly, Hon. W. Mulock, Hon. S. Fisher, Hon. M. Blair, and Hon. C. Fitzpatrick. Hon. S. Fisher alluded to the copyright question, and trusted that an early settlement of this matter would be effected.

Thomas Wentworth Higginson, in his column "Women and Men" in "Harper's Bazar" for July 30, makes some remarks from which Canadians may well draw a moral. Mr. Higginson points out that although the Americans had an unbounded faith in their army and navy, even when they had them to create, they are still meek and apologetic as to their literature, though they already have it. For, as he reminds them, they have had Cooper, Poe, Hawthorne, yet the fellow-countrymen of these

great writers still stand in meek deference because their nation has not, after all, produced Andrew Lang, Rider Haggard, and Marie Corelli. What is still more discouraging, as he points out, is to see some of our young men of talent availing themselves of the transitory prestige of some early success to transfer themselves to London. They forget that there can be no transplanting of local color, which is constantly changing tints, and although there may be a country without a literature, there cannot be a literature without a country.

ENGLISH PAPERS.

The "Toronto World" has recently commented editorially on the fact that British papers and magazines have a very small sale in Canada as compared with the United States papers and magazines. The "World" regrets this fact. It thinks that if our people read more British papers and magazines and less of those from the United States, it would be better for us. We quite agree with the "World." There are thousands of copies of trashy Yankee sheets sold in Canada that we could do without. But this is a free country, and we must allow our people to buy what they want, so long as it is within proper bounds. There are several reasons why United States magazines are more popular in Canada than those from Great Britain. Quick dispatch is one. Any magazine published in New York or Chicago can be procured by the dealer inside of a week. It takes six weeks to procure an English magazine. The *on sale* privilege to the trade is another reason. Most of the United States magazines are sent on sale, and the dealer can return what he does not sell. It is not so with the English periodicals, except in a few special cases. The postal arrangements between Canada and the States is another reason. The New York publisher mails his magazines and papers for a cent a pound. The British rate is much higher. Thus, four average copies of the London Daily "Times" will weigh one pound. The dealer has to pay 1½d. postage each copy, or 6d. postage on the four copies. For a New York paper of same weight the publisher would pay only one cent and the dealer nothing. Similarly with magazines. "Harper's Magazine" weighs, say, 16 ounces. The postage in New York is one cent only.

"Temple Bar" weighs, say, 10 ounces. Yet on each number of "Temple Bar" the Canadian dealer is charged 2½d. postage. In the face of such facts as these, it is not hard to understand why the dealers have to apparently charge so much higher for British papers and magazines than for those published in the United States. As to the sale of the British magazines and papers being in the hands of a monopoly who bleed the dealers—that is an exploded fable, and such a usually well-informed paper as the "World" ought almost to be ashamed of itself to make such an assertion. The CANADIAN BOOKSELLER can give the "World" or any one else the names of half-a-dozen reliable wholesale agents in London who will be only too glad to supply the British daily papers and monthly magazines at trade rates to the trade.

OUR EXPORT TRADE.

What steps are Canadian manufacturers taking to extend their foreign trade? Our friends in the United States are hustlers in this respect. The Philadelphia Commercial Museum is a big thing for the manufacturers. Dr. Edwin Cobbe says that card index cabinets are to be placed in the chambers of commerce of thirty cities in the newer and growing markets of South Africa, Australia, China, Japan, South and Central America, and Mexico, which will contain the names of American manufacturers making goods suitable for export, classified and placed under proper headings. In speaking of this matter Dr. Cobbe said:

"Thirty of these card cabinets of 90,000 cards each will give our producers a good and cheap advertisement in the cities where they will be placed. Each firm will have five cards in the cabinet, arranged on the order of the card cataloguing in the large libraries. They will be kept in order by one of our correspondents. He will make all the changes, additions and alterations necessary. We can increase, undoubtedly, our sales in these new markets to over \$1,000,000,000. But our merchants must lay aside their fear. They are afraid of the revolutions and other disturbances which are magnified for their benefit by the people who are making millions there now. We need not only to sell our products at those places, but we want ships to carry them, and we want banks in the seven important cities—Para, Pernambuco, Bahia, Rio Janeiro, Santos, Montevideo and Buenos Ayres.