

"How do you obtain most of your books?" was asked.

"Well, we advertise to buy all second-hand volumes at the highest rates, and we offer to make estimates. Occasionally we get answers from people who have had books lying away in their garrets for years. Especially in houses in the old part of the city, we frequently pick up rare old books in this way—sometimes valuable works in American history.

About six months ago, we got some fine antiques in that way. There was a young gentleman living in the house where his grandfather used to live. This old gentleman had some old books, and as the young man wanted to sell the house, he wanted to clean out what he supposed to be trash. He was just about selling it for waste paper, but he sent for us, and we found that some of the volumes were really valuable. Here, for instance is one of them, it is a copy of the first edition of *Josephus*, published in 1609. Sometimes books are picked up in this way that from their scarcity, are worth \$50 to \$100 each."

"You spoke of books of American history," suggested the visitor, "is there much demand for that class of literature?"

"Oh, yes, *Americana* is the rage just now. You will remember the marvellous prices paid in New York, not long ago, for the old books and papers of the Brinley collection."

"Does age alone give a book value?"

"Not always. Rarity is the chief consideration. For instance, here is a book which a few years ago sold for \$1.50. It is *Ford's History of Illinois*, published in 1854. It was suppressed on account of certain disloyal passages, and has become very rare, only comparatively few being in existence. They sell now for \$8.

"Then again, the imprint has much to do with the value. A book printed by Bradford, one of the first American printers, in 1698, was bought in New Jersey not long ago for ten cents, and was sold the other day for \$1.50.

There is also a great interest in books relating to the