

THE NEW TARIFF.

IN the following list will be found the items in the new tariff most likely to interest the book, stationery, wall paper, printing and fancy goods trades, compared with the old rates. It should be remembered that the rates mentioned are one-eighth less on all imports from Great Britain.

	New Duty.	Old Duty.
121. Alburnized and other papers and films chemically prepared for photographers' use	30 p.c.	same
122. Books; printed, periodicals and pamphlets, n.e.s., including books printed in two languages, one of which is English or French; freight rates for railways found in book or pamphlet form, telegraph rates found in book or pamphlet form; but not to include blank account books, nor copy books, nor books to be written or drawn upon, nor Bibles, prayer books, psalm books or hymn books.	30 p.c.	6c per lb.
123. Advertising pamphlets, pictorial show cards, illustrated advertising periodicals, illustrated price lists, advertising calendars and almanacs, circulars, tailors and makers' fashion plates, and all chromos, chromo-types, oleographs, or artistic work of like kind produced by any process other than hand painting or drawing, whether for business or advertising work purposes or not, printed or stamped on paper, cardstock or other material, n.e.s.; labels for fruits, vegetables, meat, fish, confectionery and other goods, shipping price or other tags or tickets, also tickets, posters, advertising bills and folders, whether lithographed or printed or partly printed, n.e.s.	35 p.c.	For labels 15c per lb. and 25 p.c.
124. Blank notes, bonds, bills of exchange, cheques, promissory notes, drafts and all similar work undated, and cards or other commercial blank forms printed or lithographed, or printed from steel or copper or other plates and other printed matter n.e.s.	35 p.c.	same
125. Printed music, bound or in sheets.	25 p.c.	10c per lb.
126. Paintings, prints, engravings, drawings, building plans, blue prints, photographs, pictures and maps and charts, n.e.s.	20 p.c.	10c per lb. maxima
127. Newspapers or supplemental editions or parts thereof partly printed and intended to be completed and published in Canada.	20 p.c.	25 p.c.
128. Union collar cloth paper, in rolls or sheets, not glazed or finished.	15 p.c.	same
129. Union collar cloth paper, in rolls or sheets, glazed or finished.	30 p.c.	same
130. Mill board, not strawboard.	10 p.c.	same
131. Strawboard, in sheets or rolls, tarred paper, felt or strawboard.	25 p.c.	30c per 10 lb.
132. Paper sacks or bags of all kinds, printed or not.	25 p.c.	same
133. Playing cards.	6c per pack	same
134. Paper hangings or wall papers, borders or bordering, and window blinds of paper of all kinds, n.e.s.	35 p.c.	15c per roll and 25 p.c.
135. Printing paper and paper of all kinds, n.e.s.	25 p.c.	same
136. Stiled and bordered and coated papers, papered, coated papers, pads not printed, paper mache ware, n.e.s., envelopes and all manufactures of paper, n.e.s.	35 p.c.	same
137. Ink for writing.	30 p.c.	same
138. Lithographic stones, not engraved.	20 p.c.	same
139. Slate pencils and school writing slates.	25 p.c.	same, but slates 30 p.c.
201. Needles, of any material or kind, n.e.s., and pins manufactured from wire of any metal.	30 p.c.	same
220. Type for printing, including galleys, quills and slugs, of all kinds.	20 p.c.	same
221. Plates engraved on wood, steel or other metal, and transfers taken from the same, including engravers' plates of steel, polished, engraved, or for engraving thereupon.	30 p.c.	same
222. Stereotypes, electrotypes, and celluloids for almanacs, calendars, illustrated pamphlets, newspaper advertisements or engravings, and all other like work for commercial, trade or other purposes, n.e.s., and matrices or copper shells for the same.	3c per sq. in.	same

223. Stereotype, electrotype, or celluloids of newspaper columns, and bases for the same, composed wholly or partly of metal or celluloid.	5c. per sq. in.	same
And matrices or copper shells for the same.	2c. per sq. in.	same
303. Printing presses, printing machines, lithographic presses and type-making accessories therefor; folding machines, book-binders, book-binding, ruling, embossing and paper-cutting machines and parts thereof.	10 p.c.	same
322. Mouldings of wood, plain, gilded or otherwise further manufactured.	25 p.c.	same, but plain 20 p.c.
325. Fishing rods, walking sticks and walking canes of all kinds, n.e.s.	35 p.c.	same, but walking sticks and canes 25 p.c.
326. Picture frames and photograph frames of any material.	30 p.c.	same
332. Lead pencils of all kinds, in wood or otherwise.	25 p.c.	same
340. Jewelry, for adornment of the person, including hat pins, hair pens, belt or other buckles, and similar personal ornaments articles commercially known as jewelry, n.e.s., and all manufactures of gold and silver, n.e.s.	30 p.c.	25 p.c.
341. Fancy writing desks, cases for jewelry, watches, silverware, plated ware and cutlery, gloves, handkerchiefs and collar boxes or cases, brush or toilet cases, and all fancy cases, for similar fancy articles of any material, dolls, and toys of all kinds, ornaments of alabaster, spar, amber, terra cotta or composition, statuettes and bead ornaments, n.e.s.	35 p.c.	same
402. Photographic dry plates.	30 p.c.	same
405. Magic lanterns and slides therefor, philosophical, photographic, mathematical and optical instruments, n.e.s., cyclometers and pedometers, and tape lines of any material.	25 p.c.	same

THE FREE LIST.

Books, Bibles, prayer books, etc., remain on this list. Books for free libraries, colleges, etc., also remain.

PROHIBITED.

599. Reprints of Canadian copyright works and reprints of British copyright works.

DEPARTMENTAL STORES AND SCHOOL BOOKS.

Editor BOOKSELLER AND STATIONER:

I HAVE just read "H's" letter and your remarks about these stores in your April issue and am surprised that no mention has yet been made of the abuse as seen from a school-book point of view.

Away up here, in this northwest country, "where it is cold, but we do not feel it," right here in Manitoba, we are undersold in school books by the big Toronto stores, who advertise these at cost price and pay postage. Generally speaking, there are only a certain number of school books to be sold, and should prices be cut, the sales are not thereby increased, but simply taken from one store, town, or district to another, so that at the end of the year the publishers' sales are no greater, therefore they derive no benefit from the cutting.

I cannot see any difficulty in setting this part of the business right.

Certain books are authorised and must be used. Certain publishers are awarded the contract of supplying these books, and they cannot be got unless through them. The school-book trade is practically controlled by

two Toronto firms. Now surely it would be an easy matter for either or both of the publishers to refuse to supply their book to any persons or firms who are known to sell at less than published prices, who advertise the fact in every possible way, and who use school books as bait for bigger fish.

Certainly it would be an easy matter for the publishers only wanted to do it; at least, that is how I see it. Talk about combines? Why, here is where one is badly needed. Are these two publishers so much at loggerheads that they cannot combine to protect their legitimate customers or are they on such good terms with the big stores that they will not?

We in Manitoba who are distributors of these school books for and on behalf of the two publishers in question, hereby call on them to protect us, and put a stop to the abuse of the school-book business, or show cause why they cannot or will not.

I would point out that only the leading lines are taken up by these stores, lines having the largest sale, while the almost endless number of small lines are left to be picked up by the bookseller. We feel we are entitled to the protection we ask, and that it might be to the general interest of these two houses to help rather than hinder us in distributing their books.

You would help us very materially, Mr. Editor, by submitting a proof of this letter to both houses, so as to afford them an opportunity of answering in the same issue. Thanking you in anticipation,

I am, yours respectfully,

JOHN RIDDELL.

Neepawa, Manitoba, April 17, 1897.

P.S.—The new Presbyterian hymn books will be made more bait by the stores. Can the selling agents not act in that matter right now? They can if they only want to.

On being shown the above letter the answer of the Copp, Clark Co. was, in substance, as follows: "The Oxford Press, publishers of the Presbyterian hymnal, will not allow cutting of prices. It is announced that retail prices are fixed; any retailer who gives discounts to churches will not be supplied with any more copies; any jobber who supplies retailers giving discounts is to be similarly treated. If this rule be carried out, as announced by the Oxford Press, the cutting of prices will not be possible with the hymnal. The prices are put low on purpose; there is some margin for the retailer in the sale of hymnals at the stipulated figures, but the jobber gets little more than a commission."

Now as to the school books. The publishers have a contract with the Government binding them to sell to the trade. At first