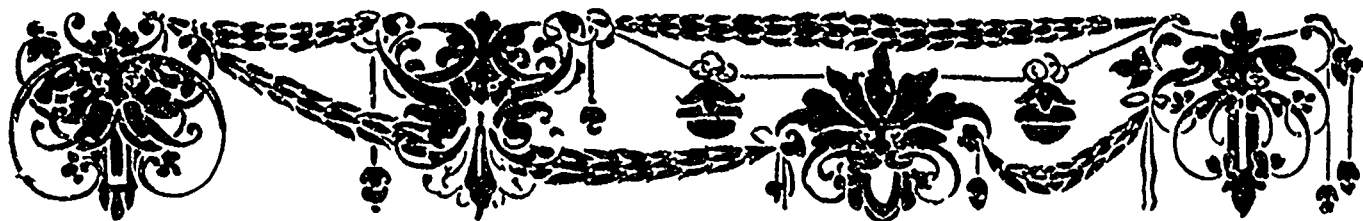


The Bookseller and Stationer



Vol. XVII.

MONTREAL AND TORONTO, CANADA, JUNE, 1901.

No. 6.

TOPICS OF TRADE INTEREST.

TO prevent the cutting of prices on books by departmental stores—a condition that has nearly ruined the retail booksellers in the United States—the American Publishers' Association put in force on May 1 their new plan of net prices. The net price is marked on the paper covering the book.

Only dealers adhering to these prices are given supplies of books. The discount on these net-price books is 25 per cent. No discount is allowed to any but a genuine dealer in books, except in the case of public libraries, which get 10 per cent. All copy-righted books are subjected to these rules, except works of fiction (which are left to the individual publisher to determine) and school books. At the end of a year from the issue of a net-price book, the dealer with unsold copies on hand may cut the price if he sees fit, but must first notify the publisher of the intention to clear out the stock on hand at a lower price, and give the publisher the option of buying back the unsold copies.

This plan has now been in force over a month. Two departmental stores—Macy's, in New York, and Abraham & Strauss, in Brooklyn—have cut the price on a net-price novel, namely, "Salathiel, or the Wandering Jew," the Canadian edition of which is issued by William Briggs. The two stores have been put under the ban by the American Publishers' Association, and will get no more supplies direct. So far, they have been able to get a stock indirectly—that is,

through some third party. It remains to be seen whether they can be prevented from getting more by vigilant united action by the publishers. The Canadian trade will watch the progress of this plan with great interest. If it succeeds in the United States, why not here?

Judge Taschereau is conducting on behalf of the Dominion Government an inquiry into the prices of paper in Canada. So far, the evidence goes to show that a hard and fast combine has been in existence among the leading manufacturers to regulate the sale of news print, or paper used for newspapers. Testimony was given that Canadian publishers could buy paper in the United States cheaper than in Canada were it not for the 25 per cent. duty. It remains to be seen if the judge considers that the price of paper has been "unduly enhanced" by the combination. Should that be proved the Government have authority to remove or reduce the duty by Order-in-Council. A more probable outcome of the inquiry than this is the dissolution of the Papermakers' Association and the restoration of normal conditions of competition.

Canadian laws and regulations seem to be framed with the object of making the publication of Canadian periodical literature as difficult as possible. Magazines from the United States come in here free of duty in bulk,

and may be posted here on paying the usual rate. Canadian periodicals are charged duty on the paper, ink, engravings, etc., which are their raw material. Another injustice is that "insert" advertisements, printed in the United States, may not be bound up with Canadian periodicals, because they cannot be carried through the mails at the postal rates on periodicals. United States magazines, containing the very same advertisements, come in free and are carried at the usual rate. A movement is on foot to check the free import of bulk advertisement packages, miscalled magazines.

The authorities have made no mistake in rooting out the dealers who handle objectionable periodicals. These magazines come chiefly from the United States, although Paris furnishes a few. The list of those which are forbidden to enter

**OBJECTION-
ABLE LITER-
ATURE.**

Canada is given as follows: American Cottage Home, Jersey City; American Household Journal, Jersey City; American Fireside and Farm, Jersey City; American Homestead, Jersey City; Agents' Guide, New York; American Farmer, Portland, Maine; American Agent, Boylston, Ind.; Agents' Herald, Philadelphia; American Nation, Boston; Advance, Passumpsic, Vt.; Breeze, Augusta, Me.; Chicago Despatch or The Chicago Democrat, Chicago; Climax, Chicago; Chicago Mascot, Chicago; Cheerful Moments, Boston; Cupid's Columns, Dean, Minn.; Detroit Sunday Sun, Detroit; Detroit Sunday World, Detroit; Fox's Weekly, New York; Gil Blas (Illustré), Paris; Household Companion, New York; Home, Boston; Hearthstone, New York; Home Circle, New York; Home and Fire-