

stood, not whether the law ought to be as it is. THE BOOKSELLER AND STATIONER would not be doing its duty to the trade if it failed to place the facts correctly before them. The booksellers want to be told whether they can import a reprint because the owner of it can. We said no, and the Minister of Justice (Sir Oliver Mowat) has decided that our contention was correct.

We are not conscious of having become "unorthodox" in matters of copyright. We have always opposed the present law and believe it should be modified root and branch. As long, however, as the present Act remains in force questions will arise, and it was in interpreting one of these questions that we dealt with the subject last month. We fully recognize the apparent anomaly by which the owner of a copyright can import reprints of his own book while others cannot. But the law plainly contemplates that, and it was the duty of THE BOOKSELLER AND STATIONER to point out facts to the trade. That was our only object. However, now that we have such a valuable ally as The Halifax Herald on our side in demanding a reform of a copyright law, a reform may come more swiftly. It is to be hoped that The Herald, the principal Conservative newspaper in Nova Scotia, always fought in the matter as warmly when Sir John Thompson had copyright in hand, and that it will now continue the fight under a different Government. Speaking without political prejudice, it strikes us that one Government seems to be as full of shilly-shally and vacillation as another on copyright. Alone of all our Cabinet Ministers, Sir John Thompson grasped the subject. When he died suddenly in England in December, 1894, he was bringing the controversy to an issue. Since then, Government action has been feeble. Is no one anxious to emulate Sir John Thompson's example?

A uniform Canadian edition of Mr. Gilbert Parker's novels is something which will be greeted in Canada with great satisfaction. Without disparagement of others, it may fairly be said that Mr. Parker is the most successful novelist Canada has yet produced, and as he is still in the full tide of youthful mental vigor, we may expect other brilliant romances from his pen besides those now so popular. Mr. Parker has entered into

arrangements with his Canadian publishers, the Copp, Clark Co., for a uniform Canadian edition. In doing so he has intimated that he takes great pride in his own country, and so wants his works to be identified with Canada. The edition will supersede all others and will be prepared under the author's own suggestions.

The Postmaster-General has in process of incubation a plan for allowing business firms to print advertisements on the front of post-cards. This will remove the restriction which has hitherto existed with respect to using the front or address side of the card for any purpose whatever other than the address. It is intended to allow pictures, views, advertisements, or any matter of that kind to be printed on the face of the card, either plain or in colors, so long as sufficient space is left clear for the address to be written or printed plainly, so that it can be easily read in the office in which it is posted. It is intended that the cards shall be issued in sheets instead of singly, for the convenience of printers and lithographers. Regulations respecting the issue of the new postal cards will shortly be made. Booksellers and stationers should hasten to take advantage of the new concession by producing something artistic, which will be at once a credit to their firm and an advertisement of any attractive specialties they desire to push.

Now that the Christmas holiday season for the schools is at hand, is the local dealer alive to the necessity of providing any supplies wanted himself? If orders for these go to city houses direct, it must be because they are awake and the local dealer—who, in all fairness, ought to get the order—is not. During the holidays the requirements for the ensuing term will be decided upon. New maps, rulers, slating for blackboards that require repairing, rulers, compasses, etc., are among the lines likely to be wanted, and the dealer should be on the alert to fill the orders. Be ready to meet the demand by writing to the wholesale supply houses for quotations, so that you can close with an order at once.

How on earth is the bookseller to succeed in the book business if demands for

new books are not promptly met and satisfied? Cases of apathy are continually being reported to us by people who want to justify themselves for ordering direct from the city rather than the local dealer. They say that they go to the dealer; ask for some new volume; find he hasn't got it or has had one copy and sold it; betrays no great anxiety to order and lets the would-be buyer go away. Some of the cases reported to us are related in so circumstantial a manner that we find it hard to disbelieve the persons who complain. Now, this is not book-selling at all. A man might as well be in the shoe or seed business if he has no interest in his customer's taste for books. Supposing a caller wants a novel by Anthony Hope and you happen to prefer Hall Caine, what difference does that make? Are you in business to supply the demand for books, or mainly to complain that competition is taking away your trade? Some of the loudest complainants are the very persons who make no real effort to keep the trade at home.

DRIVING PUBLISHERS DIRECT TO THE CONSUMER.

Booksellers are frequently annoyed by agents of subscription firms coming into their town with some standard work, thus taking out of their hands a profit which is naturally theirs. This is not always the bookseller's own fault. But BOOKSELLER AND STATIONER lately heard of a case which is of altogether too frequent occurrence. A representative of a firm introducing a line of standard works sold at a popular price called on a bookseller in a Western Ontario town. He spent much time endeavoring to persuade the dealer to take up the goods, only to meet with such treatment that he angrily left the store, and in two hours sold \$15 worth of the books and appointed an agent, who has since sold many more of them. The firm this agent represented have met with so little sympathy from booksellers that they are considering the advisability of dealing entirely with agents outside the bookselling trade. They say, "There is a demand for the books, and it is folly for a bookseller to think that if he does not take up the books they will not be sold in his town, for we will use one medium of sale if we cannot use another."