

new works, without asking them to buy, is often practised with success. Another way is to enlist the sympathies of the local press, not to review copies of books, because it is not practicable for town or even city dealers to have copies for that purpose, but to draw attention in the way of news to current works of much importance. Any dealer who makes up his mind to increase his sales can map out a campaign without difficulty, suited to his local situation and necessities, better than an outsider can tell him.

### THE BRITISH BOOK TRADE.

London, February 28, 1900.

LORD MONKSWELL hopes to introduce the new copyright bill in the House of Lords during the present session. It follows the recent inquiry which has been made regarding the whole subject. The best description of it would probably be this—a measure codifying English copyright law, and giving effect to such new conditions as may be thought advisable.

The books produced in 1898 numbered 400 less than in 1897. The new books of 1899 numbered 5,971, as against 6,008 in 1898.

The Canadian work which Mr. E. B. Osborn is publishing with Messrs. Chatto concerns the past, present and future of the Northwest Territories. It is called "Greater Canada."

Sir Frederick Young, author of several works dealing with the colonies and Imperial policy, has finished a new volume on the same subject, under the title "Exit Party." He defines it as an essay on "the rise and fall of party" as the ruling factor in the future Government of the British Empire.

Mr. Fisher Unwin has added to the "Story of the Nations" series a volume on modern Italy. It has been specially written by Professor Orsi, of Venice, who is already known for a short history of Italy and other scholarly work. The same publisher's new novel "Shameless Wayne," by Halliwell Sutcliffe, has met with a great success, while Sir Edward Russell's book of reminiscences, "That Reminds me," has gone to a third edition, so popular has it proved.

#### BOOKS ABOUT THE WAR.

Already the war is producing its own literature, while, later on, the stream of books will be immense. Messrs. Blackwood announce a volume by Capt. Walter James on modern strategy, and another reprint of Sir Edward Hamley's recognized military work, the "Operations of War." Messrs. Nisbet have ready the book which Mr. J. A.

Hobson has written as a result of his recent visit to South Africa. It has the title "The War in South Africa: Its Causes and Effects." Mr. Unwin is issuing Rev. E. J. Hardy's book, "Mr. Tommy Atkins," in which he describes the British soldier as seen by an army chaplain. The volume treats of every phase of the soldier's life. Mr. A. H. Keane's history of the Boer States is being published by Messrs. Methuen. The author has aimed at presenting a permanent record, such as can be consulted with confidence, of the Boer countries and peoples. The book, which is provided with a map, brings events down to the Bloemfontein Conference.

#### THE NEW FICTION.

Robert Barr's "The Strong Arm" is postponed until the Autumn. Stanley Weyman's "Sophia" is out (Longman). "The Gentleman Pensioner," by Albert Lee, is a story of Queen Elizabeth's time (Pearson). Two novels are issuing from the press of Blackwood: "From Door to Door," by Bernard Capes, and "The Kings of the East," by Sydney Grier. W. E. Norris is issuing a new volume of stories, "An Octave." Quijota's new novel, "The Waters of Edera," is an Italian story and the principal character is a priest. Another new book by Cutcliffe Hyne, "Prince Rupert the Buccaneer," is announced by Messrs. Methuen. The author of "The Silence of Dean Maitland" is issuing a volume of short tales "The World's Mercy" (Heinemann). A new story, "A Son of the State," is Mr. Pett Ridge's latest. Mr. John Long announces three new novels: "The Shadow of Allah," by Morley Roberts and Max Montesole; "Quits," by Mrs. Coulson Kernahan; "The Experiment of Dr. Nevil," by Hulme Beaman.

#### BOSTON STATIONERS DISCUSS.

At a meeting of the Boston Stationers' Association not long ago, W. B. Clarke, of W. B. Clarke & Co., booksellers, declared himself a strong advocate of maintaining uniform prices. He spoke from the standpoint of a bookseller, and pointed to the injurious custom of the department stores in cutting the selling price on books. Mr. Clarke claimed that the publishers should take this matter up, and, by united action, give protection to booksellers. "Let them," said he, "set the retail price for their books and decline to sell to dealers who cut that price." He stated that one house in Boston was cutting prices on "Webster's Dictionary," a standard work that sells at a standard price everywhere. He commended the policy of such manufacturers as established a retail selling price for their goods

and forced the trade to maintain it, but he complained of the constant annoyance experienced from the receipt of letters from one manufacturer and then another notifying dealers to refrain from selling certain lines of goods because suits for infringement of patents were about to be instituted. Mr. Clarke said that the association ought to express itself in opposition to such methods. He was quite severe on department stores, and instanced cases showing dishonest practices in their dealings with the public.

Edwin W. Gay, of Aaron R. Gay & Co., said it required no argument to show that the stationery business was not very lucrative. Prices on all lines of goods handled had been getting lower and the percentage of profits was being constantly reduced because of the general tendency to cut prices. Under present conditions, in common with all other lines of manufacture, stationery goods have been advanced in price, paper 10 per cent., pencils 15 per cent., twines 50 per cent., and other articles in proportion. "Why," he asked, "should the stationer throw away this profit on the goods he may have had in stock when to replace them he must pay the advance? I say stationers are acting foolishly in doing so. How can we improve the conditions? You can't get the city stationers to agree on any policy for the good of the trade, each is so suspicious of the other." Mr. Gay, like Mr. Clarke, thought that manufacturers should be requested to see that certain recognized retail prices are maintained by all dealers, and suggested that the association move in that direction at once.

H. S. Foster, of John A. Lowell & Co., took occasion to refer to the varying prices, and some of them very low, on cheque books and commercial order work. "One house," he said, "could do that class of work as low as another, but we don't propose to do it for 5 per cent. profit, nor should anyone in the business. The trouble is the salesmen taking this class of work do not know the cost of getting out the goods, and their estimates come in competition with the figures of those who do know, and knowing, make the prices to show a profit on the job."

#### CANADIAN HISTORY.

"Canadian History" is the title of the quarterly issue of The Educational Review Supplementary Readings, published at St. John, N.B., by G. U. Hay. Students of early Canadian history will much appreciate these issues, containing, as they do, contributions by the leading writers in all our Provinces. The price is \$1 for the series of 12 numbers, or 10c. each issue.