

THE BOOKSELLER AND STATIONER and Fancy Goods Review.

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NEW ADVERTISERS.

Canadian Ink Manufacturing Co., Montreal.
Bisnaine & Dupont, Paris, France.
European Post Card Co., Montreal.
McLeod & Allen, Toronto.
The Fancy Goods Co., Limited, Toronto.
Gatchell & Manning, Philadelphia.
McCaw, Stevenson & Orr, Limited, Belfast, Ireland.

CATERING TO SCHOOLS.

A COMMON incident in many Canadian towns is to see some city school supply house come along and get the local business in maps, crayons and other necessities. Because they have the latest goods, know their business, are familiar with school affairs and give prompt attention to orders, they are found highly satisfactory, and having secured business once they retain it.

Meanwhile the local dealer sits calmly by, apparently quite indifferent as to the loss of his custom. He may rail at the school people, may call them traitors to the interests of their town, and may make dire threats of revenge, but as for stepping forth from behind his counter and repairing the injury such a thought never seems to enter his mind.

There is a good deal of wisdom in that old remark of the Mohammedan prophet, "If the mountain won't come to Mahomet, then Mahomet will go to the Mountain." Applied to the supply trade it will be found very helpful. If the school authorities won't come to the dealer, then it is up to the dealer to go to the school authorities. The other fellow from the city does that. He comes along with his interesting proposition and he gets the business.

Now, lest we may be accused of talking generalities, let us cite a particular instance where a wide awake

local dealer may do some business. There is a new map of Canada just out, showing the new provinces and the new railways. It is complete in every respect and right up to date. Every school should have one of these maps and every school will possess one sooner or later. The question is Who will sell this map? We believe if the local dealer will only get after the school authorities and tell them about the map, he should have no difficulty in placing one.

AN IMPORTANT DECISION.

FOR a great many years past it has been the custom of French-Canadian publishers to appropriate the works of French authors and bring them out in Canadian editions, without paying any attention whatever to copyright. The smallness of the market and the insignificance of these pirated editions have led French publishers and authors, up to the present time, to ignore the theft.

But the evil was not to go any longer unchecked. Last year the Parisian Syndicate determined to make an example of the pirates. M. Mary, a noted French novelist, was induced to bring suit against Le Compagnie de Reproduction Litteraire, of Montreal, for the unauthorized publication of one of his works, "Tante Berceuse." In January the case came up before Mr. Justice Fortin, in the Superior Court, and was argued by Mr. Aime Geoffrion, K.C., for the prosecution, and Mr. Pierre Beullac for the defendants.

Judgment was handed out by Mr. Justice Fortin on the 23rd ult. The learned judge ruled that England being one of the contracting nations at the convention at Berne, the international copyright law was applicable to all the British colonies, and that, consequently, the plaintiff was protected in Canada, although he had not conformed with the requirements of the Canadian copyright law.

A SUGGESTION TO BOOKSELLERS.

READERS of this journal, especially those who sell books, are naturally interested in the list of best-selling books which appears monthly in the Bookseller and Stationer. This list is compiled from returns sent in by dealers in the larger centres of the country, and gauges fairly closely the condition of the Canadian book market.

The Bookman, published in New York, originated this scheme several years ago, and its list is accepted as the authoritative list for the United States. The Bookman's list is quoted very extensively in the American press, and many people do their reading of current fiction under its guidance.

It would be to the advantage of Canadian booksellers if they would see that the Canadian list is given as wide a publicity as possible. Apart from the fact that our summary of best sellers for the Dominion is an interesting news item, and consequently of value to the press, booksellers who advertise have a right to ask their local papers to insert it.