



VOL. XIV.

TORONTO, CANADA, APRIL, 1898.

No. 4.

President,
JOHN BAYNE MacLEAN, Montreal.
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THE MacLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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MANCHESTER, ENG. 18 St. Ann Street,
H. S. Ashburner.
NEW YORK - - - - 14 Irving Place,
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Subscription, Canada, \$1.00. Great Britain, \$2.00
Cable Address in London, "Adscript."

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CURRENT NOTES.

LOOK AFTER LOCAL ORDERS.

THE editor of BOOKSELLER AND STATIONER has been informed that he does not tell the dealer often enough to look after local orders. The truth is the editor finds his hair growing gray and the lines on his weather-beaten countenance becoming deeper as he watches some of the trade quietly allowing outside competition to get away with their own local business. Why do they permit this? Perhaps, because they wish to show how perfectly they can practise the art of Christian resignation. Perhaps, because it gives them increased happiness to have a real live grievance. Perhaps, because they are so dignified and respectable that hurrying out after local business is not good

form. If the latter cause accounts for any of the slackness in soliciting local orders, the editor suggests that such dealers should go into the Senate. There they will find congenial quiet, great contempt for practical utility, and a job for life. We do not know any other place so well suited for people who look wearily out of the front window and wonder why trade walks past their doors.

Not all the trade, fortunately, take this view. We are told of one case recently where the school house supply trade is thoroughly looked after by the home dealer, and a nice little order for twelve globes was taken away from an outside firm that had come into town to get it. Such people deserve to succeed. No public body in any town will long persist in sending orders away if the dealer appeals to public opinion. Enlist the sympathies of the local papers—we presume you advertise—and the supplies will be bought at home.

POSTAGE ON CANADIAN NEWSPAPERS AND PERIODICALS.

Mr. Mulock, the Postmaster-General, has introduced in Parliament a measure to impose postage on Canadian publications after January 1, 1899. The rate will be ¼c. per pound at first and then ½c. per pound. Publications in towns and villages (not cities) will continue to be carried free in a zone ten miles around place of publication. The publishers of Canada take the announcement with some philosophy, principally because they do not wish to appear as sturdy beggars, asking for the free carriage of the mails when other people have to pay. At

the same time, the burden upon certain classes of publishers will be heavy, mainly on account of the discriminating nature of the charge. The town and country papers are, for the most part, to escape altogether. The United States publications will continue to get free transportation in Canada owing to the international agreement between the post-office authorities of the two countries. For these reasons, the new charges are not being laid equally upon all, but discriminate more or less against some periodicals.

The trade papers, like BOOKSELLER AND STATIONER, are hit hard, because they are usually printed on a heavy-toned paper, and the postage rate will be upon weight. The more successful they are, that is, the larger their circulation, the more they will have to pay. The publication of trade papers becomes, therefore, a greater uncertainty than ever. They have always been at the mercy of business conditions, for when business was bad their profit was small; in future the Government will add a new element of uncertainty by taxing them in proportion as they succeed. The religious papers, too, will feel the blow, as they must compete with similar papers of the United States that are to be carried in our mails free. The attitude of the legitimate publishing firms generally is probably this: they do not defend free postage, and if the impost comes it should be laid upon all equally.

THE BOOK CLUB SUCCEEDS.

In the August issue of this paper mention was made of the reading club which had been organized by the Bain Book and Pub-