

BOOKS AND NOTIONS

OFFICIAL ORGAN

OF EVERY BOOKSELLERS', STATIONERS' AND NEWSDEALERS' ASSOCIATION IN CANADA

Organ of the Printing, Sheet Music, Fancy Goods and
Wall Paper Trades

ADDRESS ALL COMMUNICATIONS TO 5 JORDAN STREET, TORONTO, CANADA

Subscription Price, 50 Cents per annum

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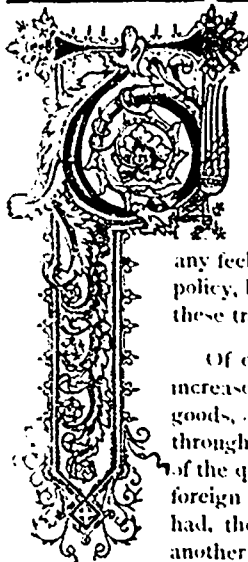
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THE NATIONAL POLICY, which should be for the benefit of the whole community, has, so far, worked entirely to the disadvantage of the bookseller and newsdealer. While the interest of every other trade has been considered his has been entirely overlooked, or else considered only to do him injury. We do not make this statement in

any feeling of antipathy to the National Policy as a policy, but we object to its provisions as regarding these trades.

Of course it was to have been expected that the increased duties on books and stationery and fancy goods, and the greater difficulties of passing goods through the Custom House would make it quite out of the question that the retailer should deal with the foreign publisher or manufacturer or jobber; he had, therefore, to expect to use the services of another middleman, and therefore pay another commission. He had this trouble in common with

the other trades, but he had also the extra annoyance of selling goods which frequently bore on their face the foreign retail price, a price which, on account of duties and commissions, he could not duplicate, but which, in attempting to reach, he was continually destroying his legitimate profits.

It is not here, however, that his sorest trial has arisen. It is in the actual discrimination against the trade practised by the customs and postal authorities that he has met his deadliest blow

Periodicals are a large factor in his business. In quantity, in value and in custom bringing they are in many cases the best feature in a bookseller's and newsdealer's trade. By that class of business he succeeded not only in making a fair profit but likewise made his store the frequent resort of customers; for, as a wise business man, he tried as far as possible to make the periodical a "called for" business, and he naturally avoided having them sent by post as an undesirable system for very many reasons. His periodicals, coming in bulk, paid a heavy duty; he was compelled consequently to charge prices higher than the foreign retail rate printed on the periodical. His customers naturally grumbled. However much they might like protection when protecting themselves, they always objected to protection which brought them extra cost. Then the foreign publisher got in his fine work. He advertised that he would send his publications direct by mail to the readers for the ordinary publication price. At first the

Canadian reader hesitated, he thought, "Surely the customs authorities will levy on these papers coming to me just as they do on those coming to the dealer," but by degrees he began to see that our paternal government were not taking any such course. They were actually letting these papers come through FREE OF DUTY. They were putting no bar in the way of direct dealing with the foreign publisher of periodicals. The buyer did not even have the delay caused to the dealer of passing the goods through the custom house.

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What must be the result of this system of direct antagonism of the government to a particular trade? Nothing less than ruin to the trade! Look over the list of failures in the book and news trades within the last few years, look over the statements of those who have maintained their fight thus far against these odds, and you will realize what has been and what must be the result.

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We are not seeking a quarrel with the government, nor using these facts for the purpose of hostile criticism; all we seek is fair play for our trade.

A deputation consisting of Messrs J. T. Gilmore, president Typographical Union No. 91, W. A. Shepard, Mail Job Department; James Murray, of James Murray & Co.; A. W. Croil, of the National Electrotyping Company; Dan Rose, W. F. Maclean and R. R. Elliott waited on the Ministers of Customs and Finance recently, asking that the import duty on printed books, pamphlets, advertising matter, catalogues, stereotype and electrotype plates be increased as follows: Prayer books, psalm and hymn books, 15 per cent. ad valorem; maps and charts, 6 cents per pound, and 15 per cent. ad valorem; advertising pictures, pictorial show cards, illustrated advertising periodicals, price lists, catalogues, advertising calendars and advertising almanacs, being for business or advertising purposes or not, 15 cents per pound, and 25 per cent. ad valorem; stereotypes and electrotypes of books, 1 cent per square inch; stereotypes, electrotypes and celluloid plates of commercial blanks, advertisements, catalogues, price lists, advertising pamphlets and almanacs, two cents per square inch; stereotype matrices or copper shells of books, three-quarters of a cent per square inch; stereotype matrices or copper shells of commercial blanks, advertisements, catalogues, price lists, advertising pamphlets, almanacs and newspaper columns, one and three-quarter cents per square inch. The deputation was introduced by Mr. G. R. R. Cockburn, M.P. The object of these increases, it was explained, was to shut out American plates sent through the mails, and protect the compositors and employing printers of Canada. The Ministers promised to lay the matter before the Government.