

er, even if they have to pay a few cents more to read about those abnormal prodigies who, fortunately, generally die young."

A. S. Irving, President of the Toronto News Company, was asked the following question: Under the present arrangements will you abandon the bringing in of books in sheets and commence the bringing in of plates, and thus continue to issue your series of 50 cent. novels? He replied as follows: "We will continue to import the sheets so long as we can do so without loss. We prefer to print the books here from plates, but the market is so limited that it is practically out of the question with 90 per cent. of the books that we issue. Even with free plates we cannot afford to bring them in. This is based on our experience of 25 years. We have purchased more English copyrights of works of fiction than any other firm in Canada, and know exactly what can be done with them. If the new copyright act was enforced we have protection and could increase the number of books printed and published in Canada. But even free plates will be of no benefit to publishers unless they can afford to pay the royalty required by the publisher or author of the book. This royalty increases very materially the cost of the book, and is an element which people who do not thoroughly understand the situation too frequently overlook. The Canadian publisher of any book, Canadian or foreign, must pay a royalty on the books printed, even when plates only are imported. Books brought in in sheets do not have this increased tax, for obvious reasons."

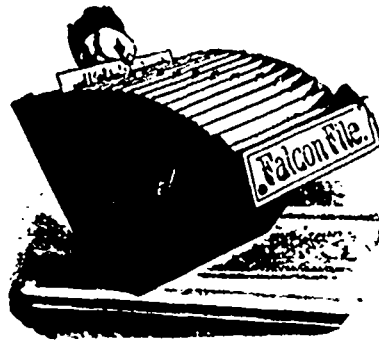
H. L. Thompson, Manager of the Copp, Clark Co., Ltd., spoke as follows: "I am convinced that the change in the tariff on books will be detrimental to retailers. The wholesale man finds little difficulty in adapting himself to changed conditions, and advancing his prices. With the retailer it is different. He sells his books at certain popular prices which customers know and expect; hence to advance on these is almost impossible. Moreover I can see that subscription books, now being admitted cheaper than before, will still further injure the retailer's trade. For myself I would be glad to see the duty of 15 per cent. retained on cloth books, and the six cents per pound placed on paper-bound books. This would help the publishers of cheap books, the printer, paper maker and bookbinder. But cloth books cannot possibly be made here, in the majority of cases, as only a few of a title can be sold. Yet even in the cases where books are published in Canada in cloth binding, free plates and 15 per cent. duty should be sufficient protection."

Mr. Rutter, of Warwick Bros. & Rutter, said: "From a manufacturer's stand point I am satisfied with the tariff with one exception, and that is subscription books. These can now be brought in bound and ready for sale at a lower rate than before, and this will tend to stop the growing prac-

tice of bringing in the plates and printing and binding these books in Canada. This must be remedied. There are about 25 outside firms selling subscription books in Canada, and the only benefit the country receives is from the board of the men who sell them while they are in the country. On the other hand there are several firms here who are trying to do business by having the books printed and bound in this country, and the change militates against them. But aside from this, it seems to me that the Government is changing the duties so as to make the enforcement of the Copyright Act a keystone to an arch that they have built. This is the elevation of Canadian publishing to its proper status among Canadian industries. It seems to me that the announcement that the 12½ per cent. levied on English copyrights imported from any other country will not be collected after March, 1895, points strongly in the direction of the enforcement of the Canadian Copyright Act of 1890. You might also say that the duty on Tuck's goods, for which we are Canadian agents, has been slightly reduced, and that we intend to give our customers the full benefit."

#### THE "FALCON" FILE.

WARWICK Bros. & Rutter are selling a new file, which to all appearance has decided advantages over those hitherto in use, as it is more convenient and will stand considerable hardship. It is named the "Falcon" File, and its superiority consists of strong, gusseted



pockets in a solid wooden box, which opens automatically by releasing the lock, and rests on the back, enabling a person to use both hands when filing papers. The letter size, 10x12 inches, is large enough to hold 1,000 letters. This file will be found a very useful and desirable article.

#### MRS. WARD'S MARCELLA.

SOME one has spread a false report among the trade about this book coming out in a colonial edition for Longmans. Mr. Irving, of the Toronto News Co., informs us that it will be many months before this will occur, and hence dealers are quite safe in ordering the edition they are now selling at \$2. The first Canadian edition was exhausted within 48 hours, and a second supply has been arranged for.

#### LETTERS AND TELEGRAMS.

THE Minister of Finance is being deluged these days with telegrams and letters from booksellers, urging upon his attention the fact that a specific duty on books is objectionable.

On April 2nd a circular was issued to the trade signed by W. J. Gage, pointing out that a deputation would wait on the Minister of Finance on the 5th, and that every person interested should telegraph on Wednesday evening urging the repeal of the specific duty. The scheme was excellent. The deputation was to have consisted of W. J. Gage, Dr. Briggs and H. L. Thompson.

But, unfortunately, keen business rivalry leads men to alter their minds, and the deputation did not go to Ottawa. Mr. Thompson went there on general business, and perhaps took an opportunity to make his presence felt. But as for personal intercessions there have been none.

It is exceedingly lamentable that the trade is not able to shed its narrow-mindedness and unite for the general good.

#### A NEW PAPER COMPANY.

THE Napanee Paper Company failed, and the mills and other assets were offered for sale. As is usual with a big plant of this kind, the company changed complexion, took a new name and the old business. The Napanee Paper and Pulp Co. is now running the old mills at Napanee and Newburgh, and the Chemical Pulp Mills at Fenelon Falls. John R. Scott, the late manager of the old company, is manager of the new.

This new company will be a success if it will rehabilitate its mills, add new machinery, sell the old for old iron, and get a general hustling gait for its managers and directors. It only requires snap and push to make this business a success. Everything will be in running order about May first.

#### STANLEY J. WEYMAN.

THE Gentleman of France, the best historical novel written since the time of Sir Walter Scott, has for its author, Stanley J. Weyman. This writer has made a profound sensation and surpasses in power his "House of The Wolf." Mr. Weyman was born in Shropshire, England, passed through Oxford and was called to the bar in 1881. He is a wanderer and delights in travel and hunting. His stories have appeared in the Cornhill, the English Illustrated and the Leisure Hour, and two new ones are now running as serials in the Illustrated London News and the New York Sun. The first is "Under the Red Robe," the second "My Lady Rothera." Booksellers will learn more of them when they get into book form.

Mr. Weyman is a writer of wonderful descriptive and entertaining powers, and none of his works need be feared by Canadian book-sellers.