

He thinks it will pay him this season to get out printed lists especially for such customers. Formerly, when they left town for the holidays he simply lost their trade till they returned.

It is said that Dr. Drummond's book of dialect and humorous poetry, "The Habitant," has had an unprecedented sale for a book of its class in Canada. Over 12,000 copies have been sold in Canada, while the sale in the United States has exceeded 20,000. The book is going to be placed in England where it is expected to "catch on," as the saying is.

Mr. E. M. Renouf, St. Catherine street, Montreal, acted as the secretary at the last meeting of an organization known as the McGill Book Club. The object of the club is two-fold: To add new popular books by gift to the library of McGill University and to supply the members, who are well-to-do people, with the first reading of new, expensive books. Last year the club presented about 250 volumes to McGill College. The yearly membership fee is about \$10, we believe, and members have the right to order books which are the property of the club and are passed round among the members. The number of books circulated among the members last year was over 2,400. We give these particulars, as they may possibly suggest to booksellers an idea that might be adapted to other localities for the purpose of increasing the sale and reading of more expensive books. Where a free library exists no organization of this sort would be possible. Where there is none, it might be worked to the advantage of a bookseller's business.

Rev. A. MacLean Sinclair, of Belfast, P.E.I., a Maritime Province scholar, has

written a history of the MacLean clan, which may be inquired for by customers of booksellers in various parts of Canada. The price of the book is £1 (\$4.87) and it is being sold chiefly by subscription.

An encyclopaedic work on the British Empire is being issued in five volumes by Kegan Paul, Trench, Trubner & Co., London. The third volume is devoted to Canada. The contributions to this volume are: General, by Lord Strathcona; British Columbia, by W. S. Seabright Green; Ontario, by Peter Bryne; Quebec, by Harrison Watson; Nova Scotia, by James MacDonald; Manitoba, by Sidney G. B. Coryn; New Brunswick, by C. A. Duff-Miller; Newfoundland, by T. B. Browning, M.A.; Literature, by Sir John Bourinot; Aborigines, by W. Williams and Sydney Coryn, and Northwest Territories, by Sydney Coryn. The first two volumes will be ready shortly and the others early in the Autumn.

The same London publishers announce a new volume of verse, entitled "A Drama of Two Lives, the Snake Witch, a Canadian Summer Night, and other Poems," by E. J. Chapman. Mr. Chapman will be remembered in Canada as the former professor of geology in Toronto University, from which post he retired four or five years ago. This is not his first poetical flight. Years ago, he published, both in Canada and London, a volume of verse called "A Song of Charity."

J. K. Cranston, bookseller, Galt, has issued a series of private post cards with views of Galt.

We have compiled a table of Canada's book and stationery imports during the fiscal year of 1898. It will be found in another

column. The period covered is previous to the going into force of the exclusive preferential tariff towards Great Britain, so that no argument can safely be founded on the figures as regards the increase of British trade. It will be seen, however, that the Canadian purchases of books, envelopes, papeteries, etc., from the United Kingdom have increased, although not any more than, if as much as, those from the United States. In books, certainly the increase of British purchases is much the largest. This is perhaps partly accounted for by the larger imports of religious books, due no doubt in considerable measure to the Presbyterian hymnal printed at the Oxford Press. As regards the sale of secular books and periodicals it is evident that the Americans do not neglect this market as the English are apt to do. They advertise more and make more personal solicitation than British publishers and houses have recently done. This season British houses are sending over their representatives and an increased trade is pretty sure to result. But a business which has been allowed to dwindle is not regained in a day. Notwithstanding the extra preference of  $\frac{1}{4}$  of the duty now in force, British houses should do more advertising and exert themselves more vigorously for orders. Their tariff advantage now is:

General Tariff.	Toward Britain.
Books and periodicals... 10 per cent.	7½ per cent.
Books in sheets .....	15 "
Printed music. .... 10 "	7½ "
Photos, pictures, etc..... 30 "	15 "
Papeteries and envelopes 35 "	26¼ "

If the trade with the United States increases during the current fiscal year under conditions of this kind, it will be due to American push.

#### TRADE NEWS.

George S. Farrar (for Dauphin Furniture Co.), stationer and furniture dealer, Dauphin, Man., has assigned to W. Blaccader.

Blight Bros., stationers, etc., Toronto, have assigned to S. E. Townsend. A meeting of their creditors has been called for April 12.

Mr. P. Charles Leadbeater, representing F. Warne & Co., London, has been making a trip through Canada in the interest of his firm's books. It is several years since Mr. Leadbeater visited Canada, and he pronounces a favorable opinion upon the expansion and improvements observable in the trade centres of the Dominion. He reports also having done well in the books published by T. Warne & Co.

IMPORTS OF BOOKS, STATIONERY, ETC., IN 1897 AND 1898.

	From Great Britain		From United States		Total Imports	
	1897	1898	1897	1898	1897	1898
Books, periodicals and pamphlets	\$148,777	\$151,327	\$144,286	\$111,903	\$334,641	\$399,616
Bibles, hymn books, etc.	74,548	143,494	33,677	38,400	123,764	231,784
Books for colleges and schools	39,732	32,537	60,733	73,253	113,933	127,611
<b>Totals</b>	<b>\$263,057</b>	<b>\$327,358</b>	<b>\$111,708</b>	<b>\$526,356</b>	<b>\$786,354</b>	<b>\$967,971</b>
Printed music	7,638	7,423	13,429	12,418	21,935	21,801
Maps and charts	5,496	5,190	10,579	7,106	16,264	12,807
Playing cards	1,397	1,846	17,109	17,771	18,812	19,206
Pocket books, purses, etc.	12,262	8,516	29,673	32,027	60,517	63,838
Lead pencils	7,187	1,336	31,002	46,005	71,211	73,002
Envelopes, papeteries, etc.	71,222	89,028	237,931	263,437	336,369	396,741
Calendared paper, writing and note	309	319	1,026	2,422	1,335	4,239
Cardboard, in sheets or cut	1,007	618	7,462	13,161	14,269	24,568
Paper, ruled, coated or boxed	3,568	3,568	8,521	3,758	11,941	8,729
Stationery not specified	128,570	83,689	186,020	213,718	347,391	327,473