

the buyer and the seller, is remunerative and profitable to the English publisher (the seller). The smaller number of these editions, for economy's sake, is usually imported bound, whereas the larger number, for economy's sake, is usually imported in sheets. The overwhelming majority of books imported from England are used for educational purposes, or they are for collateral reading in specialized subjects, either in educational classes or as informative books used by the educators of the country in preparation of their specialized work. It is now a rare thing for any quantity of a purely ephemeral book to be imported from England. The unique conditions of the book trade make it necessary to manufacture the book on this side of the Atlantic, in case of any real or large public demand. One may import a small quantity of an English book for trial purposes; but if the American public are interested in a book and there is a wide public demand, the American publisher immediately sets the book here, prints and manufactures it in America, because he can as a rule manufacture it more cheaply than he can import it; and besides this point, he can print, bind and issue it to the public within a much shorter time than the same book could be gotten if imported from England.

From the time that Senator Sherman was Secretary of the Treasury in 1877, there have been difficulties encountered by the importing publishers with the Treasury Department, on the subject of what has been termed foreign wholesale market value. The publishers of the United States earnestly pray you to cause to be drawn a clause covering books, which will make the duty to be paid on imported books levied on the price of the book the publisher here pays to the publisher in England. It must be noted by Congress, that the conditions existing in the publishing business are different from that of any other business known to this witness. It is a well established fact that the publishers in England buy from the book manufacturers in England on practically the same trade conditions which prevail between the publishers and the book manufacturers in the United States. American publishers are continually and increasingly selling editions to the British market on precisely similar arrangements which American publishers have with English publishers. For instance, the American publisher manufactures a certain book, and he sells an edition to Great Britain or to Canada or Australia, at a price entirely different from the price he sells the book to America; and VICE VERSA, the English publisher sells an edition to the American publisher on practically the same conditions as to price, terms, etc. The trade reason for this arises from the fact that not one book out of every hundred published in England has any market in the United States at all, until the American publisher publishes the book with his imprint, and under his patronage offers it to the American book-buying public; and through expensive advertising and direct circularizing, brings it to the attention of that part of the public interested in this particular book. And precisely the same conditions exist, when an American publisher sells an edition to Great Britain, to Canada or Australia. Books have been in the past, they are largely now, and likely to become increasingly so, the beacon-lights of progress. The Bible, for instance, has been the greatest medium of civilization given to the ages - it is the Book of Books; and in a lesser degree, the great books of the