Section 39
Bookseller. Publisher

Sec 39. Booksellers & Publishers.

Census Enumeration

Booksellers	Females	383	
	Males - 19	798	
	" 20 - 54	3067	4682
	— 55	434	
News Agents	Females.	565	948.
	Males. - 19.	429	1227.
	- 20.- 54.	1780	4847.
	- 55.	324	758.
			7780

Total of Both

Enumeration by Families

Heads of Families	Male	4064.	4386.
	Female	322.	
	Born in London	2561.	
	" out of "	1825.	
	Employer	1023.	
	Employed	2386.	
	Neither	977.	

Details of Occupation.

Employers	Employed	Neither	Total.
1,200.	5,214.	1,366.	7,780.

Proportion of Employers to Employed 1. to 4.

Heads	Others occupied	Unoccupied	Servants	Total.
4386	4161	10099.	1436	20082
a per family.				
1.	·95.	2·30.	·33.	4·58.

Classification

Lower class (1)	(2)	(3)	Middle class	Upper class (1)	(2)	Servants	Total.
915.	2058	3838	9805.	1222	808	1436	20,082
%	%	%	%	%	%	%	%
4·6.	10·2.	19·1.	48·8.	6·1.	4·0.	7·2.	100.

Distribution

E.	N.	W.	Central	S.E.	S.W.	Total.
2,634	4445.	2,899.	2,235.	3,080	4,789.	20,082

Census 1891. England & Wales.

Ages.	10	15.	20.	25.	35.	45.	55.	65 + upwards	Aged 10 upwards	Employers	Employed	Working on own account	Other no Status
Publisher Bookseller (Men)	399	1353	1519.	2733.	2068.	1413.	852.	519.	11,356	1983	7666	1082	626
Newspaper Agent (Men)	338	805	711	1656	1569	1178	799.	490.	7,546	1350	3306	2474	416
Publisher Bookseller (Women)	51.	369.	404.	542	329.	279.	162.	104.	2,240.	239	1424	257	320
Newspaper Agent (Women)	51.	180.	142.	348.	456.	543.	333.	199.	2,252	243.	631.	971.	407

Extracts from Census Dictionary

Order 9. Sub-order 1. Books.

paragraphs 101 and 104.

No 101. Publisher, Bookseller, Librarian.

Bible Collector	Book Colporteur	Music Publisher, Seller
" " Depot Keeper	" " Deliverer	Christian's Knowledge Society's Agent
" " Society's Agent	" " Hawker.	Circulating Library Keeper
Book. Agent.	" " Stall, Clerk, Keeper	Directory Agent
" " Canvasser	" " Traveller	Publishers of Fashions
" " Collector.	Bookseller's Agent.	Tract Depot Manager

Newspaper Agent, News Room Keeper. 104

Newspaper Proprietor.	Newsvendor (not Stall)	Railway. Advertisement
Publisher.	Advertisement →	Contractor.
Dispatcher	Advertising →	Inspector.
	Canvasser.	Agent, Bill Inspector

GA. May 24 1894

INDEX.

It was an arbitration see Burleigh

Interview with Mr George Larner 48 Paternoster Row.
Secretary of the Booksellers' Provident Instn.

Mr Larner, a greyheaded man, now in business as a trade valuer is a bookseller but has left the trade for some years. Had several shops in the suburbs.

He gave an account of the rise of the discount system which has changed the trade in recent years.

Up to 1849 & 1850 no booksellers could obtain a book from the publishers without showing a trade protection ticket, for which they sum of 5/- was paid annually to a Society of which Sampson Low was President. This ticket was usually pasted in the front of the collector's book so that the man could show it on demand. If a bookseller were found selling under price he was blackballed. One bookseller broke away and allowed his customers 2d in the 1/-. The case was taken into the law courts and the judges decision was practically

(Broke)

that

that there must be free trade in books. From that time the competition commenced and the discount was gradually increased until 3d in the 1/- was given. Stoneham's began by only keeping a certain publisher's works which were obtained at a reduced rate for special terms.

The wholesale booksellers depend for their profits upon the discount which the publishers give them and the extra ones given. e.g. a 13 books are charged as 12 in the case of common books or cheap work; in the higher priced books, 13 are charged as 12½.

There are two prices recognized in the trade – the 'sale' price which is usually 8½d in the 1/- & the 'script' price – 9d in the 1/-. The discount bookseller selling his books at 3d in the 1/- discount really makes ½d in the 1/- published price and any special discount that may be given to large purchasers.

There is a movement now on foot to abolish this discount system. Some firms issue books at a 'nett' price, allowing the bookseller 2d in the 1/- on such books.

This system of discounts, Mr L. thinks is the fruitful source of the evils in the book trade. It has crushed the local bookseller, who finds his customers buying books in the city at the discount. Then if a bookseller buys for stock he may find in a few weeks that the books are being sold for next to nothing. He showed me a printed catalogue, issued by Miles of Upper Street Islington in which 31/6 novels were offered at 1/9 the set, new & perfect; some books - mostly novels - bearing comparatively well known names were included in the list, prices varying from the above.

The three principal wholesale houses are now under one management and have a virtual monopoly. They are Kents; Hamilton & Adams and Simpkin Marshall. They depend however mainly on the country trade as the London bookseller can get just as good terms from the publisher.

Mr Larner also gave me some particulars as to the Bookseller

Booksellers Provident Institution and the Bookseller's Provident Retreat.

The Booksellers' Provident Institution was instituted in 1837 to provide a fund for the (1) temporary assistance of the members, their widows & children and (2) the permanent assistance of members and their widows when in necessitous circumstances.

Members. Booksellers and Booksellers' Assistants (including Shopmen, clerks, collectors or warehousemen) are eligible, provided they are under 50 years of age and have been 2 years in the trade before applying for membership.

The Subscription is £2.2- per annum for those joining under 25 years of age; ~~and~~ for those joining later in life the amount is increased in proportion to the age of the candidate. Members become life members after paying 20 years subscription or by paying a certain sum within 3 yrs or at one payment; the least amount being £21 for those joining at 25 and paying in one payment.

The Assistance given is classed as temporary or permanent. Temporary help is granted by the directors but may not exceed 30/- per week or in cases of death more than £10 for a member, £6 for member's wife or £3 for a member's child. Permanent help is not to exceed fifty guineas a year but a member is not eligible for this until he shall have attained the age of 55 years or a member's widow until she is 50 unless he or she is incapacitated.

Relief Granted. During 1893, £593 was given as permanent assistance and £890 as temporary aid. Total persons relieved. Temporary 52, Permanent 34.

Financial. The Society's income in 1893 amounted to over £1300 and it has investments worth over £30000 (£30692)

Membership. There were 435 members on Dec 31/93 of whom 85 were honorary, 27 annual & 323 life.

The Booksellers' Provident Retreat was founded in 1843. It is situate at Abbotts Langley

Langley. Herts.. Persons subscribing 5/- a year become members and donors of £2·2 life members.

Booksellers and their assistants or widows of either are eligible for admission to the Retreat if over 60 years of age and in receipt of a pension from the Booksellers' Provident Institution.

The accounts show that the Retreat has a balance of over £12000 in hand and an income, mainly from interest on investments, of nearly £500. Each year it gives a large donation to the funds of the Provident Institution – £200 in 1893.

[Further particulars of both institutions may be obtained from the Reports.]

GLA May 21/94

Mr Walter Bates, Advertising Agent.
79½ Gracechurch Street. E.C.

Advertising agents are quite distinct from Advertisement or advertising contractors, the name by which the firms who do bellposting and send out boardmen are known. Some of the latter have tried to combine the newspaper advertising with their own business but the attempt has not been successful.

The advertising agents' business is with the newspapers. It is in the hands of a few firms — not more than 50. The best firm in the business is George Street & Co of Cornhill.

The employees are few, chiefly clerks.

There is much competition in the business. Some firms allow their customers part of the discount allowed them by the newspapers; 5%, 10% & even more. This practice, Mr Bates of course disapproves. There is a movement now on foot to stop it by bringing pressure upon the newspapers so that they may refuse to accept orders from the men who do this.

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The busiest time is December & January when most of the yearly contracts are arranged and in a lesser degree they are busy at the end of the other quarters.

The past year has been a bad one for the advertising. Very few new companies have been floated; the advertising of these ventures is an important part of the business.

The discount given by the newspapers varies from 5% to 20% per cent.

Messrs Smith Elder & Co

GVA. June 18/94

Persons employed in Publishing

Clerks

Warehousemen

Readers

Qualifications of Employés.

Mr Geo. Smith; Messrs Smith, Elder & Co.
Publishers, 15 Waterloo Place.

Mr Smith said that the publishing trade was like an ordinary business but he was willing to give any information he could in response to questions.

The men employed in the trade are: (1) Mercantile clerks, who would be men of a rather more intelligent kind than the ordinary clerk; (2) Warehousemen, who would have a knowledge of the stock and would be of a rather better class than the usual tradesman's porter; (3) Publisher's readers, who would read the manuscripts and advise the publisher as to its worth for publications.

The qualifications required are not of a special character except for the reader. The clerks need no special qualifications beyond a knowledge of accounts etc. The warehouseman should know the publisher's stock and this he

he can only obtain in the warehouse. The Publisher's Reader is different: he must be a well-educated man and have special knowledge of the branches of literature in connection with which he reads.

Earnings

The earnings of the employes vary. Clerks are all salaried. The highest gets £540 a year and the juniors range downward to £40. Thinks the pay is rather more liberal than that given in banks. Warehousemen are paid weekly, their wages varying from 35/- to 18/- a week. Publishers' readers of course vary; one of theirs has £500 a year.

Readers

The practice of the trade with regard to readers differs. Some employ a reader; others read the M.S. themselves; and some send their manuscripts to experts in the various departments to which the books belong; thus a M.S. on medicine would go to a physician etc.

Hours of Work

Hours of work are from 9.30 to 5.30 with one hour for dinner. In the warehouse, they

Effect of Seasons on the Trade

Effect of Libraries on the Trade

probably began a little earlier but he was not certain about this. Their stock was not kept at Waterloo Place but they had warehouses in the City.

Does not think there is any great difference in the season but in July, August and part of September there is less doing as people are away on their holidays and publishers naturally avoid bringing out books then. A few days before Christmas is also a time avoided. If there is any busy time, it would be the autumn months. For some classes of books there are seasonal demands such as medical works for which the demand is early in the autumn influenced by the opening of the medical schools.

The trade has changed very much in recent years by the development of lending libraries. In country houses the books on the tables were bought; now they are obtained from Mudie's or one of the other libraries.

Busy & Slack Seasons do not effect Employmt.

Condition of Trade

40

The difference between a busy and slack season does not effect the number of persons employed very much, if at all. A clerk is rarely dismissed. Thinks that the clerks become more identified with the business than in City offices. Does not think that any clerk has left them; certainly not for the past 20 years.

As to the condition of trade, Mr S. thinks that it is becoming less profitable to the publisher. With regard to the extent, he could hardly form an opinion; the best person to do so would be a binder binding for several publishers.

Trade was bad in 1893, worse than in the previous year and he should think below the normal. Certainly it was worse with them. // Depression of trade effects the demand in the manufacturing districts and especially the demand for ~~good~~ expensive editions. // Does not think that the result of a years trading by a firm can be a criterion as to the condition of trade. It depends very much on the M.SS. offering, authors etc. Regards book

publishing

The Discount System

Attempt to modify it.

50

Q. Forty years ago?

publishing as a series of small speculations.

The Discount system has nearly ruined the country bookseller. He cannot get sufficient profit to enable him to live and so he has had to introduce other branches of trade, fancy articles etc. The sale of books at the railway bookstalls, the book and parcel post have helped in the process and now except in the largest towns you cannot find a bookseller, who can recommend books intelligently – say advise a parliamentary candidate as to the books he should get up. The establishment of the large discount booksellers such as Stonehams & Dunns, has not he thinks reached a new class of readers but diverted the trade from other channels.

There have been several attempts to combat the system; which Mr S. thinks is injurious to the trade as it is both authors and publishers interest to be represented in the towns by intelligent agents. Twenty years

The Discount System (cont)

years ago a committee was formed (of which Mr S. was a member) to prevent underselling and the publishers agreed not to supply any bookseller who allowed more than 10% discount for ordinary and 15% for school books. This did not succeed or really was not tried. Lord Campbell decided against it as an illegal combination and the authors attacked. Lord Macaulay said he would remove his books from the publishers. In earlier days they used to have a ticket in the collecting books, which a man had to show until he became known.

Does not think there is any remedy; a book being like a patent medicine with the price fixed & known and all copies being alike, whether purchased in a grand shop or a little place. A letter was addressed by the booksellers asking for an increased discount and was replied to by all in nearly the same terms viz: that they did not see how ~~should~~ an additional allowance would help them as it would lead to further

undercutting;

'Nett' Books

Method of Learning.

undercutting; and they thought that the best way was to publish as many books as possible as 'nett' books.

These 'nett' books are sold by the publisher at a reduction of 15% or 2/- on 1/- off the marked price – both plans are adopted by different publishers. By this means, it is hoped that the margin of discount that can be offered to the public will be too small to attract them to go out of their way to obtain it.

As an example of the process of under-selling, Mr Smith said that until recently the booksellers at Cambridge had been able to keep their prices up to 10% of the published. A short time ago a china dealer there with two windows in his shop, utilised one for bookselling. He found out the books that were used in the Colleges and then offered them at 25% off published price, the result being that the booksellers had to reduce their prices to retain their trade

Most of the employés come in as boys about 15

years old, doing the less important parts of the work running messages ~~etc~~, keeping letter books, gradually working upward as opportunity occurs.

The lads come from various classes, mostly the lower middle; It is rare for a father to bring his son into the trade. Mr S. would not care about it; it might arouse jealousy if he wished to oblige an old servant, he would rather obtain a place for his son elsewhere rather than put him with his father.

Statistics of New Books & Editions Published - 1888-93.

abstracted from Publishers' Circulars.

ish

89.

6 New Editio	
13	Theology, Sermons,
12	Educational, Classical
9	Juvenile Works & Tra
36	Novels, Tales, & other
4	Law, Jurisprudence,
16	Political & Social Eco
34	Arts, Sciences & Ill
57	Voyages, Travels, Geo
	History, Biography
	Poetry & the Dram
	Year-Books & Seri
	Medicine, Surgery,
	Belles-Lettres, Essa
	Miscellaneous, including

Analytical

Divisions

tions

3

7

2.

Statistics of New Books & Editions Published - 1888-93.
abstracted from Publishers' Circular.

Analytical Table of Books Published in 1888, to 1893. & 1894

Divisions	1894		1888.		1889.		1890.		1891.		1892.		1893.	
	New Books	New Edit.s	New Books	New Editions	New Books	New Editions	New Books	New Editions	New Books	New Editions	New Books	New Editions	New Books	New Editions
Theology, Sermons, Biblical, etc.	476	80	748	164	630	134	555	153	520	107	528	145	459	74
Educational, Classical, & Philological	615	127	630	149	557	124	615	88	587	107	579	115	518	104
Juvenile Works & Tales	269	29	357	113	418	93	443	95	348	99	292	53	659	36
Novels, Tales, & other Fiction	1315	337	929	385	1040	364	881	323	896	320	1147	390	935	393
Law, Jurisprudence, etc.	126	23	115	57	66	40	40	39	61	48	36	29	27	23
Political & Social Economy, Trade & Commerce	141	21	111	24	110	16	87	22	105	31	151	24	71	14
Arts, Sciences & Illustrated Works	98	30	184	69	112	34	54	19	85	31	147	62	86	37
Voyages, Travels, Geographical Research	282	68	224	73	203	57	188	69	203	68	250	86	247	72
History, Biography, etc.	256	58	377	109	310	114	294	97	328	85	293	75	269	65
Poetry & the Drama ✓	160	21	163	68	133	54	114	74	146	55	185	42	197	37
Year-Books & Serials in Volumes. ✓	328	2	324	3	342	4	318	1	310	6	360	13	370	1
Medicine, Surgery, etc.	97	59	126	73	133	49	143	50	120	55	127	50	93	58
Belles-Lettres, Essays, Monographs etc.	370	115	165	224	157	183	171	191	131	123	107	32	96	11
Miscellaneous, including Pamphlets, not Sermons	767	215	507	120	483	107	511	100	589	142	713	223	1,102	328
	5300	1185	4960	1631	4694	1273	4414	1321	4429	1277	4915	1339	5,129	1253
		5300		4960		4694		4,414		4429.		4915		5129
		6485		6591		6067		5,735.		5,706		6254.		6382.

Notes on the Statistics of New Books & New Editions published in the Publishers' Circular together with full details of two years returns showing effect of Seasons on publication.

From the Publishers' Circular. Dec. 31. 1889.

In commenting on the analytical table of books published during 1888 which we printed on the last day of that year we found occasion to remark on the exceptional literary activity to which it bore witness. The figures for 1889 are not quite so large but still they mark an advance on 1887. In other words the statistics go to show that the past year has produced about one work per diem, Sundays included more than the output of 1887. Comparing or contrasting the number of publications in 1889 with those of 1888, we find ~~the~~ in theology a slight dreline, both in new books & in new editions. In educational works also 1889 has fewer works to show than its predecessor. Books for young people on the other hand show a good increase. Of novels & stories there are noted no less than 1040 new books,

besides 364 new editions. This gives the ardent novel reader as many as three new novels for each week day, with a balance to spare, & one new edition for every day. We have to note a slight decline in the class of political economy, also in that of arts & sciences, but after all many a book published in the new year will be the product of this & preceding years labours. In "Voyages & Travels" "History & Biography" & in "Poetry" the figures of 1889 are less than those in 1888. Here again it may be worth while to reflect that statistics do not convey everything — a Du Chaillu's "Viking Age" outweights a whole theatre of others" And while the show of books in poetry of 1889 is numerically less than that of 1888 it is greater than that of 1887 by about 50 new books, & 10 "new editions" — an excess of just 50%. "Belles-lettres" may be pointed to as the only division of literature in which the number of new

editions exceeds that of bonâ fide new books.

It will be readily understood that this exception is due to the numerous & continual reprints of the great classics.

Publishers' Circular. January 2. 1892.

ANALYTICAL TABLE OF BOOKS PUBLISHED IN 1891.

From the Table we present, as is usual at the end of the year, it appears that the total sum of publications and new editions of the past year is very slightly less than the sum of the figures for 1890. A comparison of the various departments shows that in divinity and sacred literature the production has been about ten per cent. less than in the previous year. In classical and school books also the figures are a little less for 1891 than for 1890; while in works for young people 1891 shows a decrease as compared with its predecessor. This may be partly accounted for by the fact that it is often very difficult to settle whether a work of imagination is a 'juvenile book' or intended for grown-up people. The total that is found under the head of novels and new editions of novels—1,216, or about four a day for every working day—is so extraordinary, that a few might well be spared to rank among volumes for younger readers. In law books we note a considerable increase of number. In political and social science, on the other hand, books are fewer, and in the fine arts and illustrated volumes fewer still. Books of travel are in greater number for 1891 than they were for 1890; as also works on biography. The past year has been one of great activity in publishing monographs on distinguished persons. In poetry we observe a slight increase. Year-books and volumes of magazines remain about the same as last year, while in medicine and surgery there do not seem to have been so many books published. Essay literature and 'miscellaneous' works (such as cannot easily be placed in any category), taking the two classes together, present results almost identical with those of last year.

The sum of new books proper, in all departments for 1891, is just fifteen over that of the preceding year.

Subjects		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total of Books on each Subject for the Year.	
1. Theology, Sermons, Biblical	*a*	40	39	39	44	66	34	36	18	31	73	57	43	520	
	b	11	12	10	13	6	4	7	3	4	13	15	9	107	627
2. Educational, Classical, and Philological ...	*a*	45	67	68	39	45	44	33	35	44	70	54	43	587	
	b	9	6	7	12	15	5	5	9	3	13	16	7	107	694
3. Juvenile Works and Tales	*a*	16	9	7	8	26	9	9	11	43	125	62	23	348	
	b	1	2	1	1	3	3	2	2	7	52	22	3	99	447
4. Novels, Tales, and other Fiction	*a*	62	77	61	52	63	67	65	77	58	124	111	79	896	
	b	13	25	21	14	28	42	25	33	19	53	23	24	320	1,216
5. Law, Jurisprudence, &c.	*a*	3	2	11	8	5	4	7	1	1	8	4	7	61	
	b	—	7	7	2	5	5	3	2	2	3	6	6	48	109
6. Political and Social Economy, Trade, and Commerce	*a*	5	4	11	7	14	12	10	6	3	11	13	9	105	
	b	1	3	6	—	2	4	3	5	1	2	2	2	31	136
7. Arts, Science, and Illustrated Works	*a*	5	6	5	1	9	10	7	3	4	13	13	9	85	
	b	4	1	1	—	6	1	2	2	3	4	5	2	31	116
8. Voyages, Travels, Geographical Research ...	*a*	13	10	9	16	16	21	12	11	11	25	23	36	203	
	b	2	1	5	4	12	10	2	2	6	10	11	3	68	271
9. History, Biography, &c.	*a*	20	24	23	30	36	19	19	11	14	46	44	42	328	
	b	3	6	10	10	8	8	2	3	3	11	12	9	85	413
10. Poetry and the Drama ...	*a*	8	5	13	9	21	12	15	9	4	23	14	13	146	
	b	8	3	5	1	6	4	5	3	4	3	5	8	55	201
11. Year-Books and Serials in Volumes	*a*	56	28	16	15	18	12	25	10	12	35	41	42	310	
	b	—	—	—	1	3	1	—	—	—	—	1	—	6	316
12. Medicine, Surgery, &c....	*a*	7	16	4	17	8	12	5	8	8	11	8	16	120	
	b	1	5	—	3	8	4	4	8	5	9	4	4	55	175
13. Belles-Lettres, Essays, Monographs, &c. ...	*a*	11	11	13	11	13	9	7	3	9	11	20	13	131	
	b	9	7	18	7	11	8	5	11	22	10	10	5	123	254
14. Miscellaneous, including Pamphlets, not Sermons	*b*	33	47	36	53	64	46	36	44	33	75	60	62	589	
	a	3	3	11	19	21	10	9	10	5	23	18	10	142	731
		389	426	418	397	538	420	360	340	359	856	674	529		5,706

☞ *a* New Books; *b* New Editions.

Publishers' Circular January 7, 1893

ANALYTICAL TABLE OF BOOKS PUBLISHED IN 1892.

The Table we now present to our readers shows, as compared with the return for 1891, an increase of between five and six hundred books published during the year. New editions are included in this estimate. A notable contribution to the added figures is the number of new novels and new editions of works of fiction. Among these, no doubt, are many works intended for young people. From the mere titles it is often impossible to learn whether a story is meant for adults or younger persons. It may be added that, nowadays, the greater proportion of so-called juvenile fiction is of so high a class that the reader himself may sometimes be in uncertainty as to the class to which a book actually before him belongs. The author has, it may be acted on Sir Walter Scott's *dictum*, 'Do not write down to young persons'—which is, after all, but a paraphrase of another famous saying, *Maxima debetur puero reverentia.* As for novels proper, we are inclined, in part, at any rate, to attribute their prodigious increase to the number of stories which are published serially in papers, periodicals, and magazines. These become books later on.

The most noticeable point about the figures of 1892 is, we think, that any increase in the number of books should be apparent, bearing in mind the wonderful development of periodical and newspaper literature, and the extent to which the attention of readers is necessarily diverted from less ephemeral literature.

Subjects		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total of Books on each Subject for the Year.	
1. Theology, Sermons, Biblical	*a*	60	27	40	61	55	36	26	16	17	77	45	68	528	
	b	20	17	14	15	12	11	12	4	7	10	14	9	145	673
2. Educational, Classical, and Philological ...	*a*	47	67	51	54	67	34	36	40	44	72	24	43	579	
	b	7	11	17	17	6	5	6	3	8	19	8	8	115	694
3. Juvenile Works and Tales	*a*	29	1	3	10	16	11	6	2	41	94	53	26	292	
	b	4	5	3	3	—	1	5	2	5	15	7	3	53	345
4. Novels, Tales, and other Fiction	*a*	52	65	81	107	43	84	100	68	84	202	146	115	1,147	
	b	23	26	28	58	23	21	31	21	25	67	49	18	390	1,537
5. Law, Jurisprudence, &c.	*a*	4	5	7	2	4	3	—	1	—	2	5	3	36	
	b	2	3	6	3	2	2	2	4	1	1	1	2	29	65
6. Political and Social Economy, Trade, and Commerce	*a*	13	3	11	17	9	20	23	14	5	13	9	14	151	
	b	1	2	3	2	4	1	4	1	1	—	3	2	24	175
7. Arts, Science, and Illustrated Works	*a*	10	14	8	12	13	8	7	7	16	10	21	21	147	
	b	5	9	5	2	6	3	2	4	11	5	5	5	62	209
8. Voyages, Travels, Geographical Research ...	*a*	16	14	11	28	19	36	23	9	13	23	32	26	250	
	b	5	4	4	9	6	12	9	6	9	7	11	4	86	336
9. History, Biography, &c.	*a*	24	19	28	21	33	22	25	8	13	35	31	34	293	
	b	7	1	10	7	10	4	5	3	6	9	7	6	75	368
10. Poetry and the Drama ...	*a*	22	15	16	8	15	15	6	3	11	17	28	29	185	
	b	6	2	5	9	4	2	1	1	—	2	4	6	42	227
11. Year-Books and Serials in Volumes	*a*	62	25	26	16	25	18	26	16	14	34	42	56	360	
	b	3	—	1	—	3	1	1	—	—	—	—	4	13	373
12. Medicine, Surgery, &c....	*a*	12	11	7	17	12	4	8	7	8	15	16	10	127	
	b	4	—	3	1	10	4	5	1	5	9	5	3	50	177
13. Belles-Lettres, Essays, Monographs, &c. ...	*a*	10	13	4	14	10	9	6	3	7	8	14	9	107	
	b	5	3	6	10	1	1	2	1	—	1	1	1	32	139
14. Miscellaneous, including Pamphlets, not Sermons	*a*	39	41	39	52	62	48	61	27	47	104	100	93	713	
	b	18	9	15	13	15	20	17	10	21	28	29	28	223	936
			510	412	452	568	485	436	455	282	419	879	710	646	6,254

☞ *a* New Books; *b* New Editions.

From the "Publishers' Circular" January 6th 1894.

The Table of the results of publishing activity during 1893 does not present much for remarks. The Total figure does not exceed the record of 1892, by so many as 150 books. Having regard to the general depression of trade, one would not have been surprised to find ~~that~~ fewer books were published last year than during its predecessor. In theology & education we find ~~that~~ 1893 gives us fewer books.

Juvenile books show a great increase which may be due in part to the fact that some are not, improbably, what we usually call works of fiction. From the titles it is often impossible to discern between the two. In novels a high rate of production is maintained. In political science, economy, etc. much fewer books are recorded. Voyages & travels have nearly the same figure as ~~the~~ the previous year while works of

history & biography are slightly fewer. There is a small increase in volumes of poetry, as also in year books & serial volumes. Medical & surgical works are not so numerous. This remark applies also to belles lettres.

ANALYTICAL TABLE OF BOOKS PUBLISHED IN 1894.

Publishers' Circular Jan 5. 1895.

A comparative glance at the tables of books published during the years 1893 and 1894 shows, in theology and exposition of the Bible, a slight increase for the past year. In educational works the number for 1894 is nearly fifteen per cent. above that of the preceding year. In juvenile works we have the seemingly extraordinary record of 400 publications less for the past year. On the other hand novels show 400 more issues for the same period. The truth is that from the mere title it is frequently impossible to tell whether a work of fiction is intended for the young or not. Moreover, so-called juvenile works are nowadays so well written, that often they suit older readers quite as well as those for whom they are primarily intended. We form, therefore, the truest estimate by adding the figures for novels and for juvenile works together—with the result that the number published is found to be nearly identical in the years 1893 and 1894. In law, the books published in 1894 far exceed those for 1893. The same may be said of works in political economy, social science, &c. In arts, illustrated works, &c., there is no increase to record. Voyages, travels, and geographical works present much the same record for the two years. This is also the case with biography and history. Poetry shows a slight decline in number, as also do year-books. In medicine, the numbers for 1893 and 1894 are very nearly the same. The department of *belles lettres* shows a notable increase.

Subjects		Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total of Books on each Subject for the Year.	
1. Theology, Sermons, Biblical	*a*	43	27	34	42	40	21	26	15	50	52	67	59	476	
	b	9	14	6	6	7	5	2	4	6	6	8	7	80	556
2. Educational, Classical, and Philological ...	*a*	43	43	52	51	51	60	37	25	59	59	66	69	615	
	b	14	9	10	8	8	12	8	7	9	12	13	17	127	742
3. Juvenile Works and Tales	*a*	3	4	2	3	12	4	2	6	69	53	64	47	269	
	b	1	1	—	1	3	4	—	1	13	—	2	3	29	298
4. Novels, Tales, and other Fiction	*a*	77	90	124	98	119	110	68	53	145	160	158	113	1,315	
	b	15	29	26	16	25	37	26	16	48	36	47	16	337	1,652
5. Law, Jurisprudence, &c.	*a*	1	3	4	2	6	4	5	—	2	5	3	91	126	
	b	1	3	3	1	3	—	2	1	3	1	2	3	23	149
6. Political and Social Economy, Trade, and Commerce	*a*	7	2	6	17	15	16	6	4	6	16	28	18	141	
	b	—	—	3	1	4	—	—	—	2	—	8	3	21	162
7. Arts, Science, and Illustrated Works	*a*	4	4	17	7	10	11	4	5	8	10	13	5	98	
	b	1	4	3	5	1	1	1	—	3	5	3	3	30	128
8. Voyages, Travels, Geographical Research	*a*	18	10	15	8	27	36	19	18	18	35	49	66	328	

Alexander Ireland, 'Shakespeare and Puritanism,' by Professor J. W. Hales, and 'James Darmesteter,' by M. Gaston Paris. The late Mrs. Ireland describes very pleasantly a visit which, when contemplating her 'Life of Jane Welsh Carlyle,' she paid to Professor Froude's Salcombe home, and has at the same time given us some very amusing anecdotes. M. Paris pays a noble tribute of admiration and regard to the memory of James Darmesteter: 'A great light has been quenched, a noble heart is stilled, and a large mind will no more this magazine's high repute.

* * *

The *Cornhill Magazine* which begins a new volume with its January number, opens with the initial chapters of a new novel, by Henry Seton Merriman, the author of 'With Edged Tools.' The story is entitled 'The Sowers,' and promises to be worthy of the name which Mr. Merriman has already made for himself. In 'An Editor's Letters' we have some thoroughly

history & biography are slightly fewer. There is a small increase in volumes of poetry, as also in year books & serial volumes. Medical & surgical works are not so numerous. This remark applies also to belles lettres.

ANALYTICAL TABLE OF BOOKS PUBLISHED IN 1894.

Publishers' Circular Jan 5 1895.

A comparative glance at the tables of books published during the years 1893 and 1894 shows, in theology and exposition of the Bible, a slight increase for the past year. In educational works the number for 1894 is nearly fifteen per cent. above that of the preceding year. In juvenile works we have the seemingly extraordinary record of 400 publications less for the past year. On the other hand novels show 400 more issues for the same period. The truth is that from the mere title it is frequently impossible to tell whether a work of fiction is intended for the young or not. Moreover, so-called juvenile works are nowadays so well written, that often they suit older readers quite as well as those for whom they are primarily intended. We form, therefore, the truest estimate by adding the figures for novels and for juvenile works together—with the result that the number published is found to be nearly identical in the years 1893 and 1894. In law, the books published in 1894 far exceed those for 1893. The same may be said of works in political economy, social science, &c. In arts, illustrated works, &c., there is no increase to record. Voyages, travels, and geographical works present much the same record for the two years. This is also the case with biography and history. Poetry shows a slight decline in number, as also do year-books. In medicine, the numbers for 1893 and 1894 are very nearly the same. The department of *belles lettres* shows a notable increase.

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	b	14	9	10	8	8	12	8	7	9	12	13	17	127	
															742
3. Juvenile Works and Tales	*a*	3	4	2	3	12	4	2	6	69	53	64	47	269	
	b	1	1	—	1	3	4	—	1	13	—	2	3	29	
															298
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	b	15	29	26	16	25	37	26	16	48	36	47	16	337	
															1,652
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	b	1	3	3	1	3	—	2	1	3	1	2	3	23	
															149
6. Political and Social Economy, Trade, and Commerce	*a*	7	2	6	17	15	16	6	4	6	16	28	18	141	
	b	—	—	3	1	4	—	—	—	2	—	8	3	21	
															162
7. Arts, Science, and Illustrated Works	*a*	4	4	17	7	10	11	4	5	8	10	13	5	98	
	b	1	4	3	5	1	1	1	—	3	5	3	3	30	
															128
8. Voyages, Travels, Geographical Research ...	*a*	18	10	15	8	27	36	19	18	18	35	49	29	282	
	b	5	3	4	5	2	6	8	6	13	3	8	5	68	
															350
9. History, Biography, &c.	*a*	18	13	30	12	18	16	13	10	23	34	40	29	256	
	b		4	5	2	2	7	1	3	6	11	4	13	58	
															314
10. Poetry and the Drama ...	*a*	8	12	13	11	13	19	9	6		13	26	25	160	
	b	2	2	1	3	2	1	1	1	3	1	—	4	21	
															181
11. Year-Books and Serials in Volumes	*a*	61	25	33	19	11	15	16	7	19	34	27	61	328	
	b	1	—	—	—	—	—	—	—	—	—	—	1	2	
															330
12. Medicine, Surgery, &c....	*a*	8	7	10	5	4	11	3	3	3	19	15	9	97	
	b	6	4	3	12	1	5	3	2	6	9	4	4	59	
															156
13. Belles-Lettres, Essays, Monographs, &c. ...	*a*	20	16	27	21	30	31	15	15	32	41	60	62	370	
	b	—	1	3	1	2	4	2	1	3	3	90	5	115	
															485
14. Miscellaneous, including Pamphlets, not Sermons	*a*	52	63	85	62	55	88	42	40	56	78	72	74	767	
	b	16	29	25	19	16	15	15	6	19	19	14	22	215	
															982
		434	422	544	438	487	539	334	255	629	715	891	797		6,485

☞ *a* New Books; *b* New Editions.

GLA
May 30/94

Mr George H. Longman, of
Messrs Longman & Co. Paternoster Row E.C.

Mr. L. said he was willing to give any information respecting the Publishing business but he did not think it affected the ordinary labour class much. Those employed in the business were mainly clerks and the requirements were those needed in ordinary commercial enterprises. A few porters and such men were employed but their number was small. The firm had it own bindery & bound its own books and he would gladly give an introduction to the manager. There were a large number of men employed ~~there~~ at these works (The Ship Bindery).

The clerks and other employees were salaried men. Their usual hours of work 9 am to 6 pm.

Seasons. The Autumn is the busiest season and the slackest part of the year is from June to September. In the olden time the autumn was the publishing time but it is a thing of the past now. The work is now spread over the year, the publishers

only

only avoiding the holiday months. The change has been a gradual one, the prejudice in favour of the autumn having been strong.

The seasons make no difference in the number of men employed.

Trade did not vary very much in 1892 + 1893. Our own returns show a slight rise. The statistics as to the books published during the year are given in the Publishers' Circular annually.

Discounts. Mr Longman refused to speak on this subject. He regards it as entirely a question for the Booksellers, and not a publisher's. Recommended me to see Mr Burleigh, Secretary of the London Booksellers Society. He could be found at Stotts' 370 Oxford Street, W.

Learners. Do not train people for the trade. As a rule the firm ~~only~~ does not engage people who have not been in the trade before.

Mr E. Gowing-Scopes. General Secretary of the Retail News-agents & Booksellers Union.
Offices: 53 Fleet Street. E.C.

The Rules of the Union confines the membership to "every retail newsagent or bookseller, occupying a place of business" and "other persons introduced by two financial members". Qualified persons on signing an agreement to abide by the rules and paying the first subscription are enrolled as members without ballot.

The objects of the Union are to promote (1) the mutual benefit of members by the examination & discussion of trade grievances; (2) by the adoption & enforcement of measures for their remedy; (3) the carrying out of all such negociations, combinations & co-operative acts as may be necessary to effect such purpose. and (4) to regulate the relations between workmen & employers.

The Subscription is 5/- per annum.

Management is by a Council consisting of 100 members elected at the Annual General

Meeting and of delegates from the branches, each branches being entitled to send one delegate and its Chairman & Secretary. The Council meets quarterly. An Executive Committee – of 40 members is elected by ballot by the Council from amongst its own members, the only restriction being that at least two-thirds are bonafide newsagents & booksellers.

Branches may be formed in any district by members of the Union or other retailers. Permission is granted on receipt of a requisition signed by 12 persons. The branch fixes its own subscription but ~~has~~ must pay 2/6 per member per annum to the Central body.

"The Newsagent & Bookseller's Review" is recognised as the official organ of the Union. Mr G. S. gave me a copy of the number for May 26/94 which contains an account of the last Annual Meeting held at Edinburgh.

Statistics. Mr J. Scopes said that there were 4000 members in the Union of whom about 600

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or 700 were in London. Most of these were newsagents. He reckoned there were 1500 to 1600 booksellers and about 10000 news-agents in Great Britain. In London there would be about 2000 newsagents.

The Union has not endeavoured to include the men employed by the wholesale houses, such as Smith & Son. The two classes could not be included.

The organization is strongest in the provinces – Lancashire. The London newsagents are not so much in the power of the wholesale agents. If they wish they can do direct to the publishers and obtain the best terms e.g. 27 to the quire – charged as 24 (The wholesale agent charges 3/4d in the 1d alround. A quire of 1d papers (27) would be sold by the office for 0/6d. The wholesale agent would sell 24 for 0/6d, gaining the 3 copies & whatever special discount he obtained from the publisher)

A special stand is being made against the system of discounts. The London

Booksellers Society consisted almost entirely of discount booksellers and as the R.N.& B Union was pledged to abolish discount they had not been able to work together. Now however that Society had adopted a resolution in favour of the 'nett' system and there was talk of combining.

New Bookseller's Society. A new society entitled "The Associated Booksellers of Great Britain and Ireland" was formed at a meeting held at the Stationers' Hall on Wednesday, Jan 23rd 1895. The subn is 5/- per annum. The membership is to consist of retail booksellers or the acting managers of retail booksellers

Objects.

The objects of the society are set forth as the maintenance of "net" prices for all books published on the "net" system, and to limit the discount on books issued on the old terms to 25 per cent. off published prices; further to reduce the discount given to free libraries and public institutions, and to restrain publishers and wholesale booksellers from competing with local tradesmen; finally, to induce publishers to confine their business to booksellers, and their offers of better terms to those who are either members of the society or who pledge themselves not to exceed 25 per cent. discount, or to give any discount on net books. The rules also give the Council power to form branches for such areas as may be approved, The officers of branches will act as corresponding members of the Council, with power to sit at any of the Council meetings.

~~Prior~~ An account of this meeting and other

particulars will be found in the Newsagents & Booksellers' Review for Jan 26/95.

For other information as to R.N.&B. Union see copies of the Review for Jan 19/95 & March 2 & 9th 1895.

Newsvendors' Benevolent & Provident Institution.
Secretary: Mr Walter W Jones, Memorial Hall Buildings, Farringdon Street. E.C.

Called upon Mr Jones, who gave me a copy of the Rules, List of Donors & Subscribers and a copy of the 56th Annual Report.

Objects: The granting of Pensions and Temporary Assistance to masters or servants engaged in the sale of newspapers or the widows of such masters or servants

Members Donors of £3.3 - & upward become life members and subscribers of 5/- are members for the years during which they subscribe.

Management by a Committee of Management consisting of 18 members, each elected for 3 years; one-third elected each year.

Pensions are granted to the candidates obtaining the largest number of votes. The amounts granted to men is £20 per annum & to women £15. Applicants must be over 55 years of age and not in receipt of an

income averaging over 16/- a week.

Financial Condition. The Society has investments valued at £14000. Its receipts during 1894 amounted to £1462, the chief items being: Interest £499, Subscriptions £251, Donations at Annual Dinner etc £659. The expenditure during the same period amounted to £789, of which £568 was for benefits viz Pensions £485 and Temporary Assistance £83.

Membership. There are 413 benefit members and 28 annuitants. - (Dec 1894)

Wm. J. Larkin, Newsagent. Bradbury Street.
Kingsland N.

Wm L. has been in the trade all his life and brought up his family, most of the children having taken part in the business but none of them liking it sufficently to remain at it.

Large shops go to the offices and fetch their papers, smaller establishments order from the wholesale agent and have the papers sent. Some order on weekdays & fetch their papers on Sunday morning. The offices charge 1/6 to 1/4 per quire (e.g 26 or 27) of penny papers. The wholesaler charges 3/4d a round.

<u>The Newsagents' Life</u>. The morning papers are delivered here soon after 6 am and then the first business is to get the early rounds done – coffeehouses & publichouses want their papers as early as possible. When this is done, he gets his breakfast and usually has to go up to Fleet St.

in

in the middle of the day & may also have to go in the afternoon for periodicals. Some of these are issued in the afternoon for the next morning. When the evening papers come, these are delivered by the carts.

Employ boys to help distribute the papers

Circulating Library. Has a circulating library with some thousands volumes but it is practically dead now. The people buy the cheap editions or get their books from the free libraries.

Changes in Trade. One great change is the increase of halfpenny publications - novelettes etc. The halfpenny morning papers do not affect the sale of the penny dailies. The amount of work has been greatly lessened as nearly all papers are folded by the publishers 'The Despatch' is about the only one not folded. Most of the papers change unsold copies now. All the dailies do. The Daily Telegraph said not to do so but the Union obtained the concession. The Union also got the folding done.

done. Its main efforts have been to abolish discounts but in this it has not been successful yet.

Seasons. Dont do so well in the summer. Lose the customs of people who go to the seaside. Makes a difference in the number of periodicals sold.

Competition etc. Competition is keener than ever. There is not only the other agents but the street sellers. Men who have stands at street corners, usually have a shop somewhere. The position of the shop makes a great difference to the trade. In his own case, before Muldmay Park Station was opened his shop was on the route of persons coming from that district to Dalston Junction. Now they go direct & there is not so much traffic past his shop.

Hours of Work. Start about 6 am and get out on the rounds at 7 to 8 oclock. Take it easy in the morning & after dinner go up to the offices. Close about 10 pm.; 8 pm on Thursday & 12 on Saturday.

Sunday Trade. Papers are delivered early in the

morning but he does not commence work until about 8·30 and closes about 2 pm. The rounds are longer on Sundays than on other days. There are a number of men, who only take the Sunday papers. The newsagent is obliged to take up the Sunday papers even if he does not wish to do so or he would lose some of his custom. Some customers take the papers all the week as well as Sundays.

Also sends to London three times a day.

Mr W. Mattocks. Newsagent. Royal Hill
Greenwich S.E.

Mr Mattocks is a man about 75 years of age and has been in the trade for many years but does not take active part in the business now. He is on the Committee of the Newsvendors' Benevolent Institution.

The trade is almost child's play now compared with what it was. Formerly they had to fetch the papers. He has waited for hours at the Times office to obtain the paper. The machinery could not turn out the copies fast enough. They had an alphabetical list & called out the names in that order. He came about the middle of the list.

Papers are now obtained from the wholesale agent. He has two wholesale agents so as to have two strings to his bow. It is also convenient in the matter of changes. One send his parcels by rail and the other by road. A weekly order is given to the wholesale

agent

agent made out on a list supplied by him.

Nearly all newsagents employ boys to deliver the papers. He has 5. These, usually are boys who attend school. They deliver the papers in the morning and then go to school. After the close of the afternoon school they come to work & take the evening papers out. They are paid 1/6 or 2/- a week and continue at this work until they are allowed to leave school when the newsagents' recommendation is useful in obtaining them a regular situation. A certain number remain in the trade, obtaining employment at wholesale newsagents or as keepers of bookstalls.

Seasons. Slack in the summer months on account of the people going to the seaside.

Development of Trade. The number of books and periodicals is increasing enormously and they cannot take nearly all of them. There is an average of at least one new paper every week. This week there are three. Of course they do not all continue.

Union. Does not belong to the Union. Does not believe in it. Is independent.

Wholesale Agent. Mr Morgan, the manager at Marshall's would be a good man to see. Can use his name or Mr Jones would give introduction.

Mr R.B. Morris. ~~Newsagent~~
Camberwell Green.

Has been in business many years. Has his supplies from the wholesale agents of whom he deals with two.

Trade has become more uncertain of late years. The number of periodicals has greatly increased and the public demand is capricious so that it is difficult to know what number to order. One week you may sell 9 or 10 copies of a paper & the next week only two or three. People change their paper and buy it at the nearest shop.

Street sellers (boys etc) have also seriously interfered with the trade. Mr M. does not complain of their competition but thinks they should be compelled to take a hawker's licence. The newsagent pays rates & taxes but these people do not contribute to the public revenues in any way. The man who sells novelties in the street has to get a hawker's licence & so should the newsboy.

A more glaring example of the way in which the newsagent is handicapped is seen by comparing him with the man who has a stand in the street. Thus ~~there is~~ a man has a stand outside the Law courts by which he clears £150 a year. He has been allowed to place boards along the front & has gradually increased the number & for some of them he is paid 3/6 a week whilst he has no rent or other charges to pay.

Mr Jenny. Secondhand Bookseller
Castle Street, Kingsland N.

Secondhand booksellers obtain their stocks by buying at the Auctions Rooms, where libraries and the publishers' remainders are sold. They also buy from persons, who bring in books for sale but this is not so important a source of supply.

The S.B. needs a good knowledge of the value of books; this is acquired almost insensible and a bookseller can judge the value of a book very quickly by turning over a few pages.

The bookseller in the central district (Holywell Street) & West End usually have a specialized trade, each making a feature on books of some particular class. Other dealers having books dealing with the subject of any particular man, would sell them to him. Thus if he has any books on economics he always sells them to a particular dealer and can thus obtain

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a better price than if he endeavoured to sell such books in his own shop.

His trade is mainly in miscellaneous literature and popular editions. People buy just to have something to read. Have some regular customers, who come at intervals.

Lending books is now practically a dead branch of the trade. Free libraries and cheap editions have destroyed the trade

Summer time is the worst part of the year; people go away and buy their books elsewhere.

Mr T. Burleigh, Secretary of ~~the~~
"The Associated Booksellers of Great Britain & Ireland.
and Mr David Stott, Bookseller, 370 Oxford Street.

The Discount System was discussed. One bookseller (Bickers) commenced to allow 2d in the ½ discount. A Committee was formed consisting of booksellers and publishers and tickets were issued for collectors and an arrangement was made that the publishers should not supply books to any person unable to produce this ticket. This did not last long as ~~a decis~~ in 1852 Lord Campbell and 2 others gave an opinion that it was an illegal combination in restraint of trade. The authors opposed it and the whole thing collapsed and there has been no combination amongst the booksellers until about 4 years ago when the agitation against an extension of the discount system was commenced. The London Booksellers Society was really formed for this purpose. There were then some booksellers selling at a greater discount (one

especially

especially in Westbourne Grove – A. A Tapper) They were successful in stemming this tide.

In April 1894 the booksellers addressed a memorial (signed by all the leading men in the trade) to the publishers

MEMORIAL TO PUBLISHERS.

"We, the undersigned retail booksellers, beg to submit that the terms upon which you supply the better class of your books (when at sale, less 5 per cent., without odd copy), are totally inadequate to give us a living profit. In many cases the sale of these books does not produce a percentage equal to the working expenses of our business. At the best, when we are able to take advantage of the odd copy, after the book-buyer has deducted 25 per cent., our gross profit can be but 17½ per cent. And as it is obviously impossible for most of us to venture to take so many, when they are published at 7s. 6d. and over, we have but a miserable profit of 10 per cent. We remind you that the members of the London Booksellers' Society, are pledged not to give way to the demand for a greater discount than 3d. in the 1s., and we suggest that better terms should be given only to those who are willing to undertake to do the same. We believe that you will be amply repaid by increased sales for any concession you make, and beg to remain," etc.

[This copy is taken from the Newsagent & Bookseller's Review]

The publishers replied that no better terms could be given but suggested that the 'net' price system should be adopted. The Society agreed to this ~~but~~ and asked the publishers to agree not to supply 'net' books to discounters. This caused a division amongst the publishers some of whom refused to do this (Murray, Longmans, Bentley, Black &c)

and others agreed. (Macmillan etc) This really caused a break-up of the London Society. Stonham left: he said as a discount bookseller he must allow discount & so he determined to allow 10% on 'net' books. He opposed the system as the booksellers margin even when he obtains the reduced terms for a quantity is only 22% which would only leave 12% for all expenses & profit. Exporters and foreign booksellers are also opposed to the 'nett' system as it reduces their margin of profit.

The "Associated Booksellers" was then started to take the place of the old society and to advocate the 'net' system. Started with 112 members. [See also page 32]. They are now trying to aid the publishers, who issue 'net' books by showing them and pushing the sale of these books.

Non-copyrighted Books. ~~These~~ Books by popular authors the copyright of which has lapsed are reprinted by various publishers. Sometime ago a printer – King – took up this business as he said to

give

59

give his apprentices work during the slack time. These books – popular novels by Thackeray & other standard authors were published with a face value of 2/- but King supplied them to drapers & others at 8d & 8½d per copy. The drapers did not care about making a profit on them & retailed them to the public at the same prices, trusting to the sales of their own wares for profit. Of course the bookseller did not like this and they boycotted King's books so that now they can only be obtained of the drapers. ~~Boo~~ Ladies are the chief purchasers of these books. Mr Burleigh has had people come into his shop & ask for a 'Dodo' etc at 8½d. Of course, he did not keep it.

<u>Effects of Discount on Suburban Booksellers</u>. The discount system has had a very bad effect upon the local booksellers. City people get their books at the discount booksellers ~~and~~ before returning home. The main portion of the suburban trade consists of novels, devotional books and children's picture & story books.

<u>Effect of Libraries on Trade</u>. The extension of the library system has acted differently in different districts & classes of people. Thus Mr Stott finds that his customers

purchase

purchase books after reading them thro' Mudie's. On the other hand, Mr Burleigh has three shops, one at Wandsworth, one at Putney and another at Wimbledon, at all of which places there are free libraries. He has never had a customer come & say that he will buy a book because he has seen it at the library but he has had some say they will not buy because they can get it at the library.

Booksellers employ salesmen or assistants and collectors. but there are very few in the trade who are really booksellers i.e. understand books. One each at a few large shops, – Dumas, Stanfords etc. Highest salary would be £150 (Mr Burleigh – do any get as much as that?). If a young fellow has any brains and knows anything of books, he tries for a post as librarian.

Country booksellers have mostly been in the wholesale trade.

Cost of Books. ~~The~~ large bookseller can get books cheapest. Thus Mr Stott would offer a price for ~~100~~ copies of a work.

See Nineteenth Century Dec 1894. Mr Stott has article "The Decay of bookselling.

SLP
March 19/95

Mr J. Dennington. Partner in Messrs Kingsbury & Co
Wholesale Newsagents, 6 Racquet Court. E.C.

Mr D. is an elderly man thas been in the trade from boyhood. Trade is mainly export & town.

Wholesale newsagents are of three kinds: (1) Those who supply the country & London trade (2) Those who supply the London trade only, and (3) 'Outside' wholesale agents. The latter have their place of business in ~~a~~ suburb & supply the newsagents in the neighbourhood. Their chief business is with the Sunday morning papers which the wholesale agents in the City as a rule refuse to touch. These papers have made the outside agents. Messrs Kingsbury's business is of the second class.

The men employed are known as packers and collectors. The latter collect the newspapers from the offices and the former pack the parcels that go to the customers. They earn from 24/- to 30/- a week. They need to know the offices of the various papers, and the number of copies sold to the quire & price thereof in each case.

79 hours
less meals

Prices of papers vary. as also the number in the quire – from 24 to 27.

The men usually begin as boys and gradually work up. They are a respectable class of men & do not change much unless they get the sack. There is not much difference in the number employed at the various seasons. [In the wholesale book trade there is a difference and a number of people are turned off at the slack time].

<u>Seasons</u>. Summer is a slack time with them. People going out of town make a great diffuence. He knows one firm (West End) which orders 52 less copies of the Times during the off season. Of course, other papers are reduced in like manner. Thinks the ~~change~~ reduction is only a change of place of sale as the country agents are busy in the summer.

<u>Hours of Work</u>. Here (Kingsbury's) work begins at 5·30 on four days a week; on Friday at 5 am & on Saturday at ~~3 pm~~ 3 a m. Leave off at 7 pm; Saturdays at 4 pm. At houses

Sewing

serving the country trade work commences earlier. At Marshalls (which may be taken as a typical house) work begins at 4 am on 4 mornings in the week & at 2 am on Friday & Saturday. The men leave off at 6 am for a 4 hours rest, recommencing at 10 am and working some until 2 & others until 4 pm.

Fines — To ensure the men keeping time, their wages are docked if they are late and a system of fines is adopted. If a man is late ~~away~~ another is taken in his place. There are always a number of men round Marshalls on the lookout for a job. They are men, who you would take on for a casual job but not for a permanency; been discharged some or something else against them.

Trade Associations. There is no employers Ass^n. Does not think much of the Union. Thinks I might leave it out. The house is to let & the Co-operative Association became bankrupt. The Newsagent is now being published by Neville & Co – really Mr Ball of the Westminster Gazette.

Messrs W.H. Smith & Son have a house club but does not know any firm having a club. The Newsvendors' Benevolent Society is the only other trade organization. As a rule the men, who support the N.B. Society do not come upon the funds. Probably they are more thrifty than those who do not join.

<u>Discounts</u>. Sell the weekly papers at 3/4d for 1d paper all round. Only get the odd copies. Daily papers do not allow discounts.

GAA
April 5/95

Messrs W.H. Smith & Son 186 Strand.

~~The~~ I met ~~Mr~~ Awdry and soon after the conversation commenced Mr Smith came into the room. A list of the ~~boys~~ bookstall clerks and their boys wages had been prepared and was handed to me.

Their newspaper hands are known in the house as "Mungles' Hands", Mr Mungle having been head of that department for 40 years.

They mostly come as lads and gradually rise. The duties differ and they will be shifted from one thing to another as needed. Generally begin by addressing wrappers, and may then sort "returns", pack paper etc.

Hours of Work. Work begins from Monday to Thursday at 4 am, a few come in earlier to get ready. On Friday and Saturday when the number of papers is greater, 3 am is the time. The rest of the work is over about 6.20 and then half of the men go off until 10 am, ~~then~~ other half work on until about 9 or 9.30 when they

go

go away until 2 o'clock. The first party have an hour for dinner. Both work ~~on~~ until about 5 or 6 p.m. There are also about 20 men only only do the early morning work and there are another 15 who do not come in the morning. A

Punctuality. The men must be punctual. A holiday is granted fortnightly but this is forfeited if a man loses 40 minutes in a week.

The firm has sorting rooms at all the London termini to which papers are sent direct. On the Midland & North Western they have sorting vans. The men employed on these ~~f~~ vans do the journey and return to London, this constituting their days work.