

Wholesale Reports of the Bookselling Trade.

(1) ENGLAND.

FEBRUARY 20TH TO MARCH 20TH, 1902.

The amount of trade transacted during the past month has been very creditable; during the early part an increased demand was manifest, and has been well sustained, amounting at times to a decided briskness; a tendency to slackness is, however, again apparent as we close our report, but this is to be expected on the approach of the Easter holiday.

A large amount of fiction has been issued, and many of the works being by competent authors, a large percentage has been successful, thus making it somewhat difficult to particularise; but undoubtedly the 6s. novel of the month has been "Scarlet and Hyssop," by E. F. Benson; amongst others may also be mentioned "Mr. Horrocks, Purser," and "The Dark o' the Moon." "The Eternal City" and "Sir Richard Calmady" have also continued to be in constant demand.

Two excellent works of a political-humorous nature, "Clara in Blunderland," by Caroline Lewis, and "Froissart's Modern Chronicles," have caused much amusement, and have figured very largely in the sales of the month.

Works in connection with the drama or dramatic subjects have been much in evidence. "Ulysses," by Stephen Phillips, has continued its hold upon the public, and in view of the dramatic representation several new editions of "Ben Hur" have appeared, which, together with already existing issues, have been readily disposed of. "Ellen Terry and Her Sisters," by T. E. Pemberton, and "Life on the Stage," by Clara Morris, have also been well received. The recent controversy has resulted in a marked increase for the demand of various works upon Shakespeare and his plays, although the sale of works actually treating upon the cypher theory have completely fallen away.

"Confession and Absolution," a volume containing the account of the deliberations of a conference recently held at Fulham Palace, has been much in request.

The various volumes in both the "Temple" and the "Century" editions of the Bible have continued to sell freely.

"Mr. Dooley's Opinions" has been one of the leading items of the month.

Lenten books may be classed among those for which a very small demand has been experienced during the present season.

Sixpenny reprints are as popular as ever. The issues are very catholic in scope, extending from Huxley's lectures to the lightest fiction. It is almost impossible to say which is selling the most freely, as it is the practice to order them in assorted quantities from the wholesale houses.

Whilst no magazine or periodical calls for especial notice, they have continued to form a very large item in the transactions of the month.

The following books have been most in demand:—

- Scarlet and Hyssop. By E. F. Benson. 6s. (Heinemann.)
- The Eternal City. By Hall Caine. 6s. (Heinemann.)
- Sir Richard Calmady. By Lucas Malet. 6s. (Methuen.)
- The Dark o' the Moon. By S. R. Crockett. 6s. (Macmillan.)
- Mr. Horrocks, Purser. By Cutcliffe Hyne. 6s. (Methuen.)

- The Westcotes. By Quiller-Couch. 6s. (Arrowsmith.)
- Mr. Dooley's Opinions. 3s. 6d. (Heinemann.)
- Words by an Eyewitness. By "Linesman." 6s. (W. Blackwood.)
- The Strenuous Life. By Theodore Roosevelt. 6s. (Richards.)
- Clara in Blunderland. By Caroline Lewis. 2s. 6d. (Heinemann.)
- Froissart's Modern Chronicles. By F. C. Gould. 3s. 6d. (Unwin.)
- Ulysses. By Stephen Phillips. 4s. 6d. net. (Lane.)
- Paolo and Francesca. By Stephen Phillips. 4s. 6d. net. (Lane.)
- Confession and Absolution. 3s. net. (Longmans.)
- Principles of Western Civilisation. By Benj. Kidd. 15s. net. (Macmillan.)
- Poverty. By B. S. Rowntree. 10s. 6d. net. (Macmillan.)
- Various editions of Ben Hur.
- Ellen Terry and her Sisters. By T. E. Pemberton. 16s. (Pearson.)
- Life on the Stage. By Clara Morris. 6s. (Isbister.)
- Gipsy Smith, Life of. By Himself. 6s. (Law.)
- Various volumes in the "Temple" and "Century" Bible.
- The War in South Africa. By A. Conan Doyle. 6d. (Newnes.)
- Ping-Pong. By Arnold Parker. 1s. net. (Unwin.)
- Workman's Compensation Act. By W. Bowstead. 1s. (Simpkin.)

Sixpenny Reprints, Magazines and Periodicals.

WEEKLY SUMMARY OF THE WHOLESALE BOOK TRADE.

Week ending

Feb. 22—A good week in all departments.

Mar. 1—Brisk in Home trade. Rather quiet in Export.

„ 8—Orders good in Home trade. Slack in Export.

„ 15—Somewhat slacker. Export better.

(2) SCOTLAND.

FEBRUARY 20TH TO MARCH 20TH, 1902.

Much attention was given during the month to the long list of announcements of forthcoming works made by the various publishers. Orders were booked for many six-shilling novels and sixpenny reprints of popular works to be issued for Spring sale. The latter were quite as many as in any former year, and will be prominent throughout the whole season.

Appearing somewhat suddenly, the leading six-shilling novel was "Audrey," by Mary Johnston, and many orders were taken for Dr. Conan Doyle's "The Hound of the Baskervilles," to be issued immediately. "The House with the Green Shutters" still sold freely, and the following works of fiction claimed notice:—"The Dark o' the Moon," by S. R. Crockett; "Scarlet and Hyssop," by E. F. Benson; "Catspaw," by Mrs. Croker; "I Crown Thee King," by Max Pemberton; "Love of Richard Herrick," by A. Kenealy; "The Victors," by Robert Barr, and "The Under-Secretary," by W. Le Queux.

One of the most interesting and important books of the month was Kidd's "Principles of Western Civilisation," which, though published at 15s., had a good sale.

The demand for Dr. Doyle's "Conduct of the War" fell off somewhat, but still the numbers sold were remarkable.

The leading five-shilling novel was "The Cruise of the Snake," by Guy Boothby, and for the clever political skit entitled "Clara in Blunderland," by Caroline Lewis, there was a good sale.

One of the best selling books throughout Scotland was Dr. John Kerr's "Memories Grave and Gay," with its many reminiscences and characteristic anecdotes.

"Mr. Dooley's Opinions," and Mr. Punch's new edition

of "Prehistoric Peeps," were much in request, and for Mr. Stephen Phillips' "Ulysses," and various editions of "Ben Hur," there were ready sales. The volume of "Punch's Cartoons for the Year 1901" was well received.

The sixpenny novels bulking largely in the month's business were "Further Adventures of Captain Kettle," "Ready Money Mortiboy," "The Downfall," "Foul Play," "Our Widow," and several volumes by Nat Gould and Hawley Smart.

Considering the season of the year the magazine trade was very good. The following monthlies had exceptionally good sales:—*Strand*, *Pearson*, *Woman at Home*, and, on account of it being a "Scott" number, the circulation of *THE BOOKMAN* was large in Scotland.

The following is our usual list of best selling books:—

The House with the Green Shutters. By George Douglas. 6s. (Macqueen.)

Audrey. By Mary Johnston. 6s. (Constable.)

Scarlet and Hyssop. By E. F. Benson. 6s. (Heinemann.)

Catspaw. By Mrs. Croker. 6s. (Chatto.)

I Crown Thee King. By Max Pemberton. 6s. (Methuen.)

The Under Secretary. By W. Le Queux. 6s. (Hutchinson.)

The Curse of the Snake. By Guy Boothby. 5s. (White.)

Clara in Blunderland. By Caroline Lewis. 2s. 6d. (Heinemann.)

Principles of Western Civilisation. By Benjamin Kidd. 15s. net. (Macmillan.)

Memories Grave and Gay. By Dr. John Kerr. 6s. (Blackwood.)

Cartoons from Punch, 1901. 2s. 6d. (Bradbury.)

Mr. Dooley's Opinions. 3s. 6d. (Heinemann.)

Ulysses. By Stephen Phillips. 4s. 6d. net. (Lane.)

The Victors. By Robert Barr. 6s. (Methuen.)

The Dark o' the Moon. By S. R. Crockett. 6s. (Macmillan.)

Prehistoric Peeps. By E. T. Reed. 5s. nett. (Bradbury.)

And the following sixpenny reprints:—

Further Adventures of Captain Kettle. By Cutcliffe Hyne.

The Tragedy of the Korosko. By Dr. Doyle.

Foul Play. By Charles Reade.

Queen's Sweetheart. By Mrs. Williamson.

A False Start. By Hawley Smart.

Giles Ingleby. By W. E. Norris.

An African Millionaire. By Grant Allen.

Our Widow. By Florence Warden.

The Booksellers' Diary.

APRIL.

PUBLICATION DATES OF SOME NOTABLE BOOKS.

April 7th.

BARR, WALTER.—Shacklett: The Evolution of a Statesman, 6/-
Fisher Unwin

Author of "The Letters of her Mother to Elizabeth."—A Girl of the Multitude, 6/- *Fisher Unwin*

CAMPBELL, J. D. G.—Siam in the Twentieth Century *Arnold*

OMAN, C. W.—Seven Roman Statesmen, 6/- *Arnold*

NICKLIN, J. A.—Primer of English Literature *Arnold*

HILL, L.—Primer of Physiology *Arnold*

GRIFFITHS, MAJOR ARTHUR.—Napoleon, The Great Adventurer, 3/6 net *Treherne*

MARSH, RICHARD.—Adventures of Augustus Short, 2/6
Treherne

VIZETELLY, E.—The Warrior Woman, 2/6 *Treherne*

WALLACE, GEN. LEW.—Ben Hur, 6d. and 1/- net
F. Warne & Co.

HOCKING, SILAS K.—Gripped, 3/6 *F. Warne & Co.*

HALL, H. WINSLOW.—Applied Religion, 3/6 net
Brimley Johnson

ASKHAM, ROGER.—Outdoor Moods and Verses, 3/6 net
Brimley Johnson

April 8th.

THOMPSON, SIR H.—The Motor Car, 2/6 *F. Warne & Co.*

BEECHING, REV. H. C.—Religio Laici: A Series of Studies Addressed to Laymen, 6/- *Smith, Elder & Co.*
The Author of "Collections and Recollections."—An Onlooker's Reflections, 7/6 net *Smith, Elder & Co.*

BIRRELL, OLIVE.—Nicholas Holbrook, 6/- *Smith, Elder & Co.*

April 10th.

KELLY, F. FINCH.—With Hoops of Steel, 6/- *Methuen*

MOIR, DUNCAN.—Mansie Wauch. Little Library. 1/6 & 2/6 net
Methuen

LUCE, MORTON (Editor).—The Tempest, 3/6 *Methuen*

COTES, MRS. EVERARD.—Those Delightful Americans, 6/-
Methuen

April 14th.

PANDOVAN, ADOLFO.—The Sons of Glory. Translated by the Duchess of Litta-Visconti-Arese. 6/- *Fisher Unwin*

DUTT, ROMESH, C.I.E.—The Lake of Palms, 6/- *Fisher Unwin*

VILLARI, PROF. PASQUALE.—The Barbarian Invasions of Italy. 2 Vols. 32/- *Fisher Unwin*

MEADE, L. T.—The Lost Square, 5/- *Ward, Lock & Co.*

HOCKING, JOSEPH.—Greater Love, 3/6 *Ward, Lock & Co.*

BODKIN, McDONNELL.—Modern Miracle, 6/-
Ward, Lock & Co.

April 15th.

SABATINI, RAFAEL.—The Lovers of Yvonne, 6/- *Pearson*

CURTIS, A. C.—A New Trafalgar: A Tale of the Torpedo Fleet, 6/- *Smith, Elder & Co.*

April 16th.

WARDEN, FLORENCE.—Hole and Corner Marriage, 6/- *Pearson*

April 17th.

CHEYNE AND BLACK (Editors).—Encyclopædia Biblica. Vol. III. 20/- net *A. & C. Black*

April 18th.

LITTLE, MRS. ARCHIBALD.—Out in China, 2/6 *Treherne*

April 20th.

SPURGIN, KARL B.—On Active Service with Northumberland and Durham Yeomanry under Lord Methuen, 5/-
The Walter Scott Publishing Co., Ltd.

April 21st.

TRUSCOTT, L. PARRY.—The Poet and Penelope, 6/-
Fisher Unwin

LITTLE, A. G.—Mediaeval Wales, 2/6 net *Fisher Unwin*

TREHERNE, PHILIP.—Miss Chesterton's Decision, 3/6
Fisher Unwin

MILNE, JAMES.—The Epistles of Atkins, 6/- *Fisher Unwin*

BLAKE-KNOX, LIEUT. E.—Buller's Campaign with the Natal Field Force, 10/6 net *Brimley Johnson*

BOURCHIER, DR. HELEN.—The White Lady of the Zenana, 6/-
Treherne

MEYER, REV. F. B., B.A.—Jeremiah: Priest and Prophet, 2/6
Morgan & Scott

CARPENTER, J. E.—The Popular Elocutionist and Reciter. New and Extended Ed. 3/6 *F. Warne & Co.*

NEDELL, J. H.—Unstable as Water, 6/- *F. Warne & Co.*

April 23rd.

HARTE, BRET.—On the Old Trail, 6/- *Pearson*

ALLEN, GRANT.—An Incidental Bishop, 2/- *Pearson*

LEVERTON, MRS. WALDEMAR.—Small Homes and How to Furnish Them, 1/- *Pearson*

April 24th.

MARTIN, REV. G. CURRIE, M.A., B.D.—Ephesians, Colossians, Philemon, Philippians. Century Bible. 2/- & 3/- net
T. C. & E. C. Jack

KITTON, FRED G.—Charles Dickens: His Life, Writings, and Personality, 5/- net *T. C. & E. C. Jack*

RYVES, M. V.—The Common Chord, 6/- *Treherne*

April 25th.

LOVETT, RICHARD, M.A.—James Chalmers of New Guinea, 7/6 net *Religious Tract Soc.*

LE FEUVRE, AMY.—Odd Made Even, 3/6 *Religious Tract Soc.*

ALCOCK, DEBORAH.—Crushed yet Conquering. New Ed. 3/6
Religious Tract Soc.

REED, TALBOT BAINES.—Tom, Dick, and Harry, 3/6
Religious Tract Soc.

April 28th.

CLEEVE, LUCAS.—Blue Lilies, 6/- *Fisher Unwin*

BYRDE, MARGARETTA.—The Searcher. First Novel Library, No. 2. 6/- *Fisher Unwin*

VAN EEDEN, F.—The Depths of Deliverance, 6/- *Fisher Unwin*

April 30th.

HOPE, GRAHAM.—My Lord Winchenden, 6/- *Smith, Elder & Co.*

May 1st.

BARR, AMELIA E.—The Lion's Whelp, 6/- *Fisher Unwin*

DANT, C. H.—Distinguished Churchmen. Illustrated. 10/6 net
Treherne

May 2nd.

MOORE, FRANKFORT.—Adventures of Nell Gwyn, 6d. *Pearson*

May 5th.

BECKE, LOUIS.—Breachley Black Sheep, 6/- *Fisher Unwin*

CRAIGIE, MRS.—Tales about Temperaments, 2/6 net
Fisher Unwin

ALLEN, INGLIS.—A Year of Youth, 6/- *Pearson*