

THE PICTURESQUE ATLAS OF AUSTRALASIA

ciliation and Arbitration Act of 1892. He enjoyed other important appointments of political significance, and was held in high esteem by Sir Henry Parkes, as evidenced in his *Fifty Years of Australian History*.

The work therefore was the product of a scholar and a well-equipped writer. It was well provided with illustrations and coloured maps. Actually it sold well, probably in Australia better than in New Zealand, which received attention in only half of volume 2 of the work. It was issued in 42 separate parts, which are still to be seen at times.

In New Zealand it was retailed by the Otago firm of Bowerman & Co., who employed a team of travelling salesmen. Purchasers saw specimen parts and signed a contract to have the work supplied. The material part of this contract read:

Please deliver to my address as given below, the work entitled Picturesque Atlas of Australasia, in forty-two parts (paper covers) for which I agree to pay you or your authorised agent 5s for each part when delivered at my residence or place of business, each part to contain from twelve to 20 pages. The publishers on their part agree to begin the delivery of the above-mentioned work during the year 1889, or the following year, and will complete the delivery of the series as soon after publication as possible . . . It is also expressly understood by each subscriber that the non-delivery of the publication at any specified date shall in nowise release the said subscriber from the above obligation. Subscriptions received only for the entire work, no agent being authorised to change the terms of this agreement, to give credit, to receive pay in advance or to contract any liability for the publishers.

It is likely that New Zealand sales were in the nature of dumping, though no abatement of the price was made. They appear to have started selling here in 1886, as indicated in such cases as follow. The price was five shillings per part, and the common impression seems to have been that parts would be delivered periodically, if not monthly. This did not eventuate, and purchasers, finding themselves embarrassed with heavy accounts, made trouble that had far-reaching effects.