

THE PUBLISHING FORTUNES OF A.W. JOSE'S *THE GROWTH OF THE EMPIRE*

ALMOST COMPLETE OBLIVION seems to have enveloped the figure of Arthur Jose. But he was a figure of considerable significance in the Australian cultural world at the turn of the century.

He was born in 1863 of a Bristol mercantile family and commenced studies at Oxford but interrupted them in 1882 to come to Australia. Jose eventually undertook further studies at Sydney University and was called to the Sydney Bar in 1891. But by now a wide range of literary, political and scholarly pursuits had engaged his attention and he abandoned any thought he may have had of practising law.¹ His first book, *Sun and Cloud on River and Sea* was published in 1888, and in 1897 the subject of this article, *The Growth of the Empire*. Subsequent works include *Two Awheel and some others Afoot in Australia* (1903), *Builders and Pioneers of Australia* (1928), *The Romantic Nineties* (1933), and *Australia, Human and Economic* (1932). With T. Griffith Taylor, W.G. Woolnough and T.W. Edgeworth David (the editor) he contributed to *New South Wales, historical, physiographical, and economic* (1912), and he wrote volume ix of the *Official History of Australia in the War of 1914-1918* (the history of the Australian Navy), later revised by C.E.W. Bean. He edited Angus & Robertson's *Australian Encyclopaedia* (1925-6) with Herbert J. Carter.

The most successful of his works was the *History of Australia*, which ran to fifteen editions and was translated into French.² *The Growth of the Empire* (first published by Angus & Robertson in 1897 and by John Murray in 1901) did not achieve a similar success, but the very complete documentation provided by Murray's correspondence and ledger books provides an instructive and interesting picture of its publication history.³

In 1893 Arthur Jose had become Acting Professor of Modern Literature and Organizing Secretary of Sydney University's Extension Scheme. One of the subjects he offered was 'The Empire', a two-part course; in the first he covered 'The Age of Growth', the old colonial systems, and events in North America, in the second the conquest of India, the growth of British India, Africa and South Africa and Australia. Unfortunately, so far no record of book lists for the nineties has been found. However, Jose felt that insufficient material was available on the Empire in general and on his adopted country in particular. In 1895 he wrote to his sister 'Also will you let me know from what books people teach the "History of the British Empire & Constitution"? I can't get any out here that deal with things in that way — it's all British and no Empire in our textbooks.' As he wrote in his Preface to the first edition of the book that he had been thus prompted to write, 'We have histories enough, large and small, of India and Canada and Australia and South Africa: we still lack the Imperial historian, the man who shall do for Seeley what the Herschels did for Newton. We lack him, but we need him.'⁴ His complaint that Britain ignored her colonies or treated

them with polite indifference through the Colonial Office was a claim frequently to be reiterated in Jose's *Times* articles.⁵

So he conceived the idea for *The Growth of the Empire*. Early in 1897 he settled down to writing the book, which he completed on Empire day (June 22nd). Its epigraph was the Virgilian *Tantae molis erat Romanum condere gentem*.⁶ The book was to be published by Angus & Robertson under a straightforward contract, by which they printed and published at their own risk. Copyright was vested in Angus & Robertson subject to Jose's rights to half-profits, and the publishers were not permitted to dispose of copyright without Jose's consent. Angus & Robertson fixed the retail price and were accountable to Jose for copies sold at 55%. From proceeds of sales, Angus & Robertson deducted costs for printing, binding, advertising etc. and then divided the remaining profits equally with Jose.⁷ Proper accounts were to be kept and open to Jose's inspection. Jose was to write no book for another firm to compete with *The Growth of the Empire*, and he was to see the book through the press.⁸

Jose felt the agreement was most reasonable, noting that a friend's contract was similar except that she received only one-third of the profits. He wrote that this was the standard agreement in Australia and most authors also had to contribute something towards the cost of printing.⁹

The book was published by the end of 1897, though not without difficulties. As Jose wrote to his father, it was an unlucky book. A fire in the printing house burnt out the entire stock of the first edition. The printers worked hard to make a reprint available as soon as possible. Within two months the book was ready, though Jose complained that the quality of the paper was poor. The mishaps continued: a ship travelling to Queensland carrying twelve copies for review ran aground, and several years later (1903), when the British edition was being bound up, a fire at the bookbinder's destroyed 3000 copies.¹⁰

Jose's hopes for the book were that 'it may interest the busy man, stimulate the indifferent man, and whet the appetite of the student'.¹¹ It was as a textbook that *The Growth of the Empire* was to prove so successful. Another important preoccupation of the author was the impression his book would make in Britain. It had been reviewed extensively and positively in Australia, though Jose doubted that the reviewers had read it. Several favourable reviews were written in the British papers. But two and a half years later, a reviewer wrote that initially it had attracted little attention.¹² Jose sent review copies of the book to the *Times*, *Daily Telegraph*, *Journal of Education*, *Edinburgh Review*, *Schoolmaster*, *Spectator*, *Saturday Review* and *Literature*, as well as to the leading papers of British provincial cities.

The reviewer in *Literature* concluded that 'Mr Jose's work on the whole has been admirably done, and we commend it to Britons the world over.' This reviewer also observed that Jose was inclined to exaggerate, and that his style was

too colloquial. At the same time, thinking perhaps of Australian readers, he noted that such a style might be necessary for those 'not inclined to be studious'. The reviewer in *Outlook* probably did not read the book beyond its Preface, from which he observed that Jose was a rhetorician and that *The Growth of the Empire* was 'well calculated to spread a better knowledge of how the Briton has in all times mastered his fate in India, America, Africa and Australasia'. The most detached and sophisticated account is to be found in the *Saturday Review*, entitled 'The Cost of Empire'. As if in response to Jose's statement, 'we are of the race and nation of Empire-builders and it is our business to understand their building in order to maintain it', the reviewer examined the basic question of the morality of empire-building. Unlike other critics, who tended to respond with outpourings of patriotism, the *Saturday Review* writer observed Jose's own reservations about Britain's treatment of her colonies, and tried to reconcile these reservations with Jose's patriotic fervour. How could Jose feel that the end of Empire justified the 'cost', or bloodshed, involved in its creation? In an attempt to explain the apparent contradiction, he attributed first to Jose a 'cynical humour' and an 'understanding of his audience — they do not want to be constantly reminded of iniquities'. He noted that Jose considered many of the atrocities necessary as acts of preservation of the Empire. He did not see, however, that for Jose the Empire was justifiable simply because it was British and that, influenced by the prevailing Darwinism of the times, Jose firmly believed the British to be a more highly evolved race and so, *ipso facto*, more suited to rule the world.¹³ All men were not equal.

The sales of the book were successful enough to warrant Angus & Robertson's bringing out a second edition in 1900. The reviews of this edition indicate that by now the critics had found time to read the book. The reviewer in the *Athenaeum* based his criticism on a comparison between *The Growth of the Empire* and Egerton's *Colonial Policy* on points about America. He considered it a serious omission that Jose appeared not to have read *Colonial Policy*, but felt that various topics outside the range of Egerton's book were well-treated. When the *Athenaeum's* review of the next edition of *The Growth of the Empire* was published a year later, Jose wrote that he had not neglected Egerton but that Egerton had worked mainly from British records. Jose, placing emphasis on the colonies, was more interested in the work of American scholars.¹⁴

The review in the *Spectator* brought out a broader range of aspects of the book than most reviews. Jose himself said he liked its beginning: 'The first two chapters, though Mr Jose hopes that they are saturated with Seeley, are none the less full of points selected and accentuated with fresh emphasis and insight.' He saw that Jose's discussion of colonization was unusual in its emphasis on the freebooters in Australia, 'such is the freedom of the English colonies that one might wonder whether technically the term, "Empire" is accurate.' The reviewer pointed to the clarity of Jose's argument and concluded: 'We can heartily commend both the subject and style of this able and most admirably arranged history of the British Empire.' Angus & Robertson did not hesitate to use this conclusion in their advertisements for the book.¹⁵

Jose had been looking for an English publisher for his book since early 1898. After an unsuccessful approach to Longman's, he sent a copy to Rivington's, who replied 'Although we consider it an able book we do not think there is likely to be sufficient circulation.' Similarly Macmillan's, rejecting the book, commented: 'It seems to us a well-written and well-ordered book. We are afraid, however, that there is little prospect of securing a sufficiently large public, for a book of this kind which does not come direct into any school course in this country'.¹⁶ The future was to prove Macmillan's mistaken, for the merits of the book were sufficient for it to create its own place in school syllabuses.¹⁷ Murray's accepted the book for publication in May 1900,¹⁸ and their first edition was issued in September 1901. The author's contract was similar to that with Angus & Robertson — 50% division of profits with 10% royalties. Jose, in accordance with the original contract with Angus & Robertson, arranged that they should receive half of his profits from Murray's.

Jose had spent the second half of 1900 working on revisions of the book and bringing it up to date to cover more recent political events.¹⁹ In fact the most detailed alterations were in the chapter on Africa to describe events in West and South Africa, Egypt and the Soudan, and the district of the lakes. The reviewers revealed a more confident air: 'The position of this "Handbook to the History of Greater Britain" is already assured', wrote the *Spectator* reviewer. As far away as Germany it received a positive review: 'No better book could be found to introduce the continental reader to the study of England.'²⁰ The style of the book was one of its features most commented on by reviewers and well-wishers. Some considered it too casual. Others described it as readable. Scott, the Professor of History at the University of Sydney, thought that readability was essential but that decorum need not be abandoned.²¹ But lacking in decorum or not, sales of the book were exceedingly high, at least in Britain.

Murray's first edition of 5000 copies sold quickly. In the first two years (from Sept. 1901 - June 1903) 1554 copies were sold in Britain. From an order of 100 copies to the colonies, 71 were sold. Colonial sales figures are, however, incomplete for this early period when the Angus & Robertson editions of the book were also on the market.²² In Britain in 1903-4, 3070 copies were sold, and to meet this demand an additional 750 copies were printed. In these early years Murray's also published a colonial edition of the book and priced it at 2/- to 2/6 — it is not known whether this was wholesale or retail. Angus & Robertson seem to have agreed to market it in Australia, but it did not sell and Murray's abandoned it in 1905 (see Mitchell Library MSS 314/41, letter No. 241, and Murray's correspondence, August 1905).

By 1905 stocks were low and a cheaper re-issue was printed. Details of its sales are unavailable. *The Growth of the Empire* was set as an examination text for both the Cambridge Local and London College of Preceptors examinations. The alternative text was a Pitt Press production, which was priced at 4/6. To meet the competition Murray's decided to reduce the price of *The Growth of the*

Empire from 6/- to 4/6. While demand grew, Jose and Murray's were constantly mindful of competition, and of the need to keep the price low and the subject-matter up to date.²³

In 1905 Angus & Robertson wrote to Murray's that the book would probably be adopted in Australia as a school text, and that after exhausting the remaining stocks of their 1900 edition, they would abandon their monopoly of its sale in Australia, leaving Murray's free to supply the trade there. Jose described the Angus & Robertson edition as 'very inferior'. He was presumably referring to the fact of its being outdated (rather than to the appearance or presentation, which were praised in the *Athenaeum*, 20 October 1900, p. 510). But the extra demand in Australia did not materialize. Possibly the presence of the second-hand book market was the governing factor here.²⁴ There was yet another false start of the sort described above. In July 1906, Jose, on behalf of Angus & Robertson, wrote to Murray's that *The Growth of the Empire* had been placed on several official lists in Australia, and that a strong demand for the book was therefore anticipated. He asked if there was a possibility of Murray's doing a reprint, revised enough to warrant '1906' being placed in the imprint.²⁵ In fact, by the end of the year Angus & Robertson still had 500 copies on hand — these they expected to sell by the end of 1907 — so they did not place the order.

Murray's, however, went ahead with the revised edition, printing 1000 copies to meet a demand in the U.S.A. They decided to let another of their history books go out of print and replace it with *The Growth of the Empire* in 1907. Scribner's, the New York publishing company placed an order for 500 copies, asking for the book 'in sheets'. They then had it bound in the U.S.A. Thus the edition in the *National Union Catalog* listed as C. Scribner's Sons, New York, 1907 is the same as the John Murray, London, 1907 reprint which is not entered.²⁶ The Americans asked for the book on thinner paper so that it would be 2/3 of its former thickness. Murray's, regarding this as an improvement, had the entire edition made in this way. The unpredictability of the book trade showed itself again: Scribner's thought it likely that in the future they would be placing large orders. However, it took two years for them to clear their 500 copies. It was not until 1909-10 that they placed their next order, this time for 250 copies. The rest of the 1907 reprint was sold in Britain over three years.²⁷

From 1907, Jose, on behalf of Angus & Robertson, was discussing with Murray's the preparations for a new edition. In Australia, *The Growth of the Empire* had been set as a compulsory book for the Public School Teachers' Examinations to be held in March 1908. While Angus & Robertson anticipated that by the end of 1907 they would have sold the remaining 530 copies of their 1900 edition, Jose was aware that there would be 3000 copies of the book on the second-hand book market.²⁸ He saw that a new and thoroughly revised edition would put these out of competition and informed Murray's that in these circumstances they could anticipate for N.S.W. an annual sale of four to five hundred.²⁹

The revisions were extensive and the additions were to bring the book up to date. By March Jose had finished corrections to the galleys. A few details he left to Murray's: maps, the first Appendix, and details concerning the Indian Government.³⁰ The corrections and revisions, though expensive, were, as Lattimer, the Educational Editor, said, an obvious improvement and Murray's expected to draw good sales in Britain.³¹ In the meantime in Australia *The Growth of the Empire* had been prescribed for Sydney University's Junior Examination. In both countries its rivals were Woodward's *A Short History of the British Empire* and *An Outline History of the British Empire*. The former sold at 4/- and the latter at 1/6. In July 1909 Angus & Robertson suggested that Murray's should lower the price of *The Growth of the Empire* from 4/6 to 3/6 retail. The *Outline History* was used as a basic book; then, in addition to it, most students bought either *The Growth of the Empire* or *A Short History of the British Empire*. In this way, by undercutting the price, Jose hoped his book would supersede Woodward's *Short History*. He wrote to Murray's that the new cheaper edition should be bound in cloth, like their Imperial Library Series.³² On the condition that this suggestion was carried out, Angus & Robertson said they would change their order from 250 to 1000 copies. Murray's agreed. (Lattimer later had the idea that they ought also put out a 'boiled down' edition to rival Woodward's *Outline History*, but nothing came of the idea.)

As can be seen from the accompanying Table of Sales, the over-all demand in Australia for *The Growth of the Empire* increased from the end of 1909 until 1913, the sales for 1912-13 being the highest they had been since the 1903 sales of Murray's first edition.

In 1912 further corrections were made and a revised edition of 2000 copies were printed. In January 1913 Jose wrote to Murray that Angus & Robertson's stocks were low and that the large demand for the book was likely to continue. Lattimer replied that a reprint was needed also because of the demand in England; so Jose forwarded various corrections.³³ Murray's, assuming that *The Growth of the Empire* had a secure hold on the Australian market, printed a third edition, this time of 5000 copies. Unfortunately, it had barely been printed when Angus & Robertson cabled that their demand for the book would be a quarter that of the previous period: the education authorities in Australia had decided to drop it from school lists. It took ten years of slow but steady sales in Britain to clear the loss — though not the stocks — caused by the unexpected drop in sales.³⁴ This was despite the fact that during this time there was a growing tendency in Britain to study international rather than imperial history.

Table of Sales of Murray's editions of *The Growth of the Empire*

<i>Year</i>	Number of copies sold		
	<i>Great Britain</i>	<i>Australia</i>	<i>U.S.</i>
Sept 1901 (First edition)	1554	71	
June 1903	3070	29	
June 1904	168	5	
June 1905	291	2	
June 1906 (Reprint)	173	-	500
June 1907	304	-	
June 1908	187	-	
June 1909	39	-	
Nov. 1909 (Second edition)	123	1270	250
June 1910	192	388	
April 1911-12	231	984	
April 1912-13 (Revised)	328	1874	
April 1913-14 (Third edition)	154	181	
April 1914-15	207	2	
April 1915-16	96	18	
April 1916-17	415	38	
April 1917-20	85	143	
April 1920-21	125	14	
April 1921- December 1921	141	36	
December 1921-22	88	28	
December 1922-23	57	24	
December 1923-24	65	28	

Further ledgers are unavailable but from correspondence it would appear that from 1924 until 1934, approximately 400 copies of the book were sold in Great Britain and 600 in Australia, and in the period December 1934-35, 11 in Great Britain and 30 in Australia.

An examination of the sales figures leads us to the following conclusions. In Britain, *The Growth of the Empire* seems to have held an interest for the general public, with sales at a stable rate, but occasionally boosted when it was prescribed for various college courses. In Australia it was not bought by the general public but used exclusively in schools. Or, to put it more precisely, we should say that the book may have been used as a text book in both countries, but only when it was prescribed as compulsory reading did it sell in Australia, whereas in Britain it sold even when prescribed as an optional subject. We can see this from the spectacular peaks of sales in Australia. It could be conjectured that the larger population in Britain, and its greater interest in the Empire, led to a fairly constant 'simmering' interest in the book. It should be remembered, however, that Woodward's book *An Outline History of the British Empire* ran to three more editions in 1921, 1926 and 1950 after *The Growth of the Empire's* final edition.³⁵ Such an observation might lead us to postulate that it was not imperial history that was losing ground so much as the intensely patriotic fervour and idealism of Jose's generation.

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NOTES

¹ Jose worked as an editorial adviser for Angus & Robertson (from at least the 1890s until the 1920s), as correspondent for the *Times* (1904-15), and for John Murray's as a market researcher. In 1900 he had returned to Britain and attempted to launch a literary agency aimed at promoting Australian writers on the British market. The venture was not particularly successful and Jose had abandoned it by 1903.

² Jose's *History of Australia* was first published in 1899 by Angus & Robertson. In addition to the fifteen editions there were also at least five impressions. Up to the thirteenth edition (1927), 72,500 copies were sold. The French edition was translated by George Roth and published by Payot in Paris, 1930.

³ I would like to thank Ms Virginia Murray of John Murray's for her generosity in locating and making available the information on this topic.

⁴ For information on Jose's University Extension work, see his *Romantic Nineties*, Sydney, 1933, pp.57-70. See also *The Report of Sydney University Extension Board, for 1895*, Appendix VI, p.11.

⁵ In his articles he constantly acted as defendant and advocate of Australia. Toward the end of his life, looking back at his work, he jovially admitted: 'I was not so much correspondent of *The Times* in Australia as correspondent of Australia in *The Times* . . . I used my letters to explain what the Federal Government was trying to do'. (*Romantic Nineties*, p.88)

⁶ It may seem curious that this imperialistic touch was retained in the Australian edition of the book but not in the British.

⁷ Angus & Robertson insured the stock, but this expense was not to be deducted from profits or borne by Jose.

⁸ Angus & Robertson's publishing rights were confined to Australia. Almost immediately the book was published Jose started looking for a British publisher. See below.

⁹ The friend Jose refers to was a Mrs Boyd. It has been difficult to establish who she was. She may possibly have been Sarah Christine Boyd, writer of a French textbook, *Causeries Familieres*, published in 1898. Another friend of Jose's, Francis Brooks, a lecturer in Classics in Canada, who had edited a book of Greek lyrics, had quite a different contract. After 250 copies were sold he was to receive 2/3 profits. If the required number was not sold he was to pay for the shortfall. Thus, in its first year the book (at 2/6) sold 198 copies, leaving him therefore to pay 52 x 2/6. He was reimbursed on the sale of the books. It is worth noting that other writers in Australia may have had similar agreements to Jose's. A. B. Paterson, for example, received 50% profits after all expenses were paid for *The Man from Snowy River* (see Mitchell Library MSS 314/66, letter No. 115).

¹⁰ See Murray's Ledger Book, p.27, entry for 1903-1904.

¹¹ See his Preface to *The Growth of the Empire*, p.vii.

¹² See the *Athenaeum*, 3808, 20 October 1900, p.510, 'Books on the Empire': '[It is] a work originally published three years ago, but one which did not, we think, attract notice in this country.'

¹³ See W.H. Woodward, *An Outline History of the British Empire, 1500-1870*, Cambridge University Press, 1901, for a similar assumption. The reviews referred to are in *Literature*, 1 October 1898, p.298, in 'Minor Notices'; *Outlook*, 12 November 1898, pp.470-1, in 'All Imperialists Now'; *Saturday Review*, 3 September 1898, p.317.

¹⁴ The *Athenaeum*, 3808, 20 October 1900, p.510, and 3858, 5 October 1901, p.452. Hugh Egerton's book was *A Short History of British Colonial Policy*, London, 1892. Jose wrote: 'Egerton dealt less with the colonists' side than with the varying attitudes of the Home Government to the colonies'.

¹⁵ Supplement to the *Spectator*, 3 November 1900, p.605. For Angus & Robertson's quotation of the review see the back of their 1900 edition of *The Growth of the Empire*, p.18 of *The Selected List of Books* published by Angus & Robertson.

¹⁶ Correspondence with publishers.

¹⁷ The book was to be adopted as a text in the Cambridge Local and London College of Preceptors Examinations in England. In Australia it was set for the Junior examinations, for School-Teachers' Examinations and the N.S.W. Public Service examination. Angus & Robertson by 1899 had seen its possibilities as a school text and had considered putting out a cheap edition (3/6), cloth-covered and narrow-margined with the legend, 'Special edition for Schools'. These qualities which *The Growth of the Empire* possessed and which reviewers commented on were seen as essential in a school text book in an article on the teaching of history in the *Teachers' Gazette*, 20 April 1910, p.96.

¹⁸ The reply from John Murray accepting the book for publication started: 'We have examined your book with care and have formed a high opinion of its merits.' Further to this, recognizing Jose's expertise in the education field, Murray's employed him to carry out market research in order to establish why the company's text books were not selling in India and what sort of books were likely to be in demand.

¹⁹ Jose wrote in the new Preface: 'Chapter VII. — on Africa — has been very largely re-written after a closer study of original authorities in South Africa itself. Chapters VIII. and IX. are almost entirely new, and include not only a fuller treatment of recent events within the Empire, but also some account of Imperial work in Egypt and China. The maps are designed specially to illustrate the text, by giving in clearly visible form information which the ordinary atlas either omits or hides among a crowd of details.' (pp.viii-ix) The number of maps was increased from fourteen to thirty-two, with more of North America, Africa and Australasia and the Empire. Chapter VIII, entitled 'The Developing of Africa', contained sub-sections dealing with the effects of diamond discoveries and federation, the Transvaal, the claims of the different European countries for parts of Africa, and the activities of the chartered companies, conflicts in the Nile Valley and the 'welding of South Africa'. Thus the revisions were substantial. As the reviewer in *Literature* wrote, 'Mr A.W. Jose's *Growth of the Empire* is not an entirely new book, though it has been so considerably enlarged that the present work is something more than a new edition' (*Literature*, 'The Empire', 12 October 1901, p.340).

²⁰ *Spectator*, 5 October 1901, pp.486-7; *Zeitschrift Fuer Franzoesischen und Englischen Unterricht*, 1902, 1, 1, Heft 1, p.230.

²¹ The ex-headmaster of All Saints College, Bathurst, Edwin Bean, under whom Jose had taught, wrote to him: 'It is a most attractive book, and ought to have a good sale & enhance your reputation.

... Though the style is very readable, and what is more, very luminous, — yet your worst enemy, *flippancy*, still shews itself occasionally. I heard Father Adderley preach the other day: he was very eloquent, & thought he was putting us all at ease by coming down [?] from] the pulpit & walking among us with his hands in his pockets — Instead of being a help, it was a hindrance —' (Edwin Bean — A.W. Jose, 7 January 1898). See too *Literature*, 1 October 1898, p.298 and the Supplement to the *Spectator*, 3 November 1900, p.605. Professor Scott, suggesting a method for improving style, commented: 'Wasn't it Macaulay that talked of reading what he had wrote to his cook, and striking out everything which she couldn't understand at the first hearing?'

²² Angus & Robertson sales figures are unavailable.

²³ See Murray's Correspondence, Letters to Jose, 17 August 1905, from Bliss and Lattimer.

²⁴ Murray's Correspondence, Lattimer to Jose, 17 August 1905, and Jose to Bliss, 17 October 1905 and 28 November 1905.

²⁵ See Murray's Correspondence, Jose to Bliss, 24 July 1906. The 'official lists' referred to in Jose's letters are presumably teachers' college and school book lists; he is not more specific. Victorian Education Department lists are not complete but contain no allusions to *The Growth of the Empire* in this period. N.S.W. Education Department lists are unavailable in Victoria. The new 1907 (not 1906) edition incorporated various corrections which Jose forwarded.

²⁶ Similarly Scribner's and Sons, N.Y., 1910 edition is the Murray 1909 second edition.

²⁷ In 1907, 977 copies were sold, in 1908, 187 and in 1909-10, 39.

²⁸ In fact they did not sell out till mid 1908. At this stage Angus & Robertson abandoned their local monopoly, leaving Murray's free to supply the rest of the local trade. Murray's agreed to supply Angus & Robertson at a much cheaper wholesale price than other Australian bookshops — in this way Angus & Robertson, in effect, still held the monopoly.

²⁹ In 1907 Murray's had suggested to Jose that he start working on revisions for the new second edition (1909): they asked him to revise fully but in such a way as not to waste existing stereos.

³⁰ For details concerning the revisions see Murray's Correspondence for the period, February-November 1909. Corrections of the maps were made by Colonel A.M. Murray. Details concerning the Indian Government Jose had to leave, since Morley's reforms were not yet settled and he realized that news of them would cross his letter.

³¹ See Murray's Correspondence, Lattimer to Jose, 23 November 1909.

³² There is a suggestion in Jose's letters that a cheap edition of the book had already been produced for sale in Canada. See Murray's Correspondence, Jose to Bliss, 17 August [1909].

³³ References to corrections in Murray's Correspondence are not very detailed, but see Lattimer to Jose, 28 February 1913, Jose to Lattimer, 5 April 1913 and Lattimer to Jose, 22 May 1913.

³⁴ As can be seen in the Table of Sales, there was a 'mini-boom' in sales during the war years, 1916-17.

³⁵ Woodward's *Short History of the British Empire* ran to three more editions, in 1921, 1924 and 1931.

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