

A NEW CANADIAN POEM.

WHILE in London, Ont., recently, Mr. Warman wrote a short poem, which was set to music by Prof. C. E. Wheeler, of that city. The theme of the poem had its origin in the present Americanization of the Northwest, as contrasted with the exodus from Canada to the States several years ago. The poem is as follows:

There's a hustle on the border, there's a shuffling of feet,
Where the shores of the Republic and the big Dominion meet,

For the sons of the Dominion who have wandered far away,

Are coming back to Canada to-day.

True, their children sing "America" and "Hands Across the Sea,"

And they themselves have learned to love the land of liberty,

But it's feet across the border now and toes the other way,

They are coming back to Canada to-day.

Refrain:

They are coming back to Canada. There may be nothing wrong

'Tis the land of their adoption, but they've been away so long;

Some of them have soldiered there and some of them are gray.

They are coming back to Canada to-day.

Now the sleeping empire's waking, and their loyal hearts are thrilled,

For they're hearing from the homelands who have hurried here and felled.

Straight they march and never falter, never loiter at the line.

Though they leave the friendly palm tree for the pine,
They are coming back to Canada, new empire of the West,
To the boundless fields and forests, of the land they love the best;

Ave it's feet across the border now and toes the other way;

They are coming back to Canada to stay.

OPEN TO THE TRADE.

CONTEMPORANEOUSLY with the publication of this issue of *The Bookseller and Stationer*, the doors of the new Canadian branch of the Oxford University Press at Toronto, are being thrown open to the trade. The new offices have been handsomely fitted up, and within the past few days hundreds of cases of books have been received, unpacked and put in order.

To the right of the entrance Mr. S. B. Gundy, the Canadian manager, has established a department which is unique in the bookselling trade. A space fitted up with chairs, desk and table has been curtained off, and here a reference library has been placed, containing a sample copy of every book published by the Clarendon Press. These have been arranged according to catalogue, and as the new books arrive they will be added to the respective shelves. The department is at the disposal of

students, professors and booklovers, though under no circumstances can any volume be removed.

To the left are arranged the stationery lines of the Hurd Co., for which Mr. Gundy is now the Canadian agent. These goods in their attractive boxes make a pleasing show. On tables and shelves the books of the Oxford Press, including Bibles, hymn books and other publications, for which the Press is justly famous, are disposed, as well as the numerous publications of the Fleming H. Revell Co., for whom Mr. Gundy has become the publisher for Canada. Taken in its entirety the showroom is extremely attractive to every lover of good books.

To be present at the opening, Mr. S. G. Wilkinson, assistant manager of the Oxford Press, arrived in Toronto on the 5th inst., and will be in Toronto for several weeks. Mr. Doran, vice-president of the Fleming H. Revell Co., is also expected to arrive in a few days.

The Oxford University Press is one of the most famous publishing houses in the world, having shown continuous activity since 1585. It is the only press in the world that can produce a list of its productions for upwards of 300 years. From 1468 to 1900 it produced 19,175 books, each separate edition, although it might consist of a million or more copies, being counted as a unit.

The Oxford Press is almost self-sufficing—it does its own paper making, ink making, type founding, electrotyping, stereotyping, letterpress, lithographic, and all kinds of "fancy" printing, and bookbinding—to say nothing of employing its own builders, engineers, etc. It may be worth adding that the Oxford type foundry is the most ancient in England.

The advent of this important publishing house in Canada is welcome alike to bookseller and reader.

LEATHER GOODS.

THE presidential election year is felt in Canada in leather goods circles. During this period so much less buying is done in the United States that the manufacturers try to dump their goods into Canada, and heretofore have succeeded. There is at any time a severe competition in this line, and price cutting is a common occurrence. It is said that 125 travelers for leather goods tour the New England states alone, and the same superabundance of firms are represented over the whole country. Buyers for department stores know the rivalry existing between manufacturers and make use of it to get special values. But worse than the price cutting thus carried on is the manufacturing done by Jews in New York. These men live together, live on next to nothing, have poor ideas of profit, and so sell their goods for ridiculously low sums. Their entire production is often contracted for a year or more ahead, and the result is sometimes hand bags at prices which cannot be touched by a legitimate maker. Many of our own buyers for large stores get their leather goods on the other side, since they can often pick up bargains from the overstock or competition. One large Canadian buyer recently approached several Canadian makers to get a Peggy-from-Paris to sell at \$1. As his specifications were for too high a quality he failed, and a trip was then taken to the United States. However, he failed to get what he wanted, and returned to the home market.