

BOOKSELLER AND STATIONER

Bookseller and Stationer had quite a long chat with Mr. James Sutherland, of Brantford, recently. Mr. Sutherland has nothing to complain about business, his Spring trade having been especially good. In his wall paper department he has had a splendid season and the demand still keeps up. Mr. Sutherland has a large store and his stock is varied and extensive. He goes in largely for high class fancy goods, including cut glass, brass goods, etc.

A new and complete catalogue has been issued by the New York office of A. W. Faber, containing a price-list of the firm's lead and colored pencils, penholders, rulers, rubber bands, erasers, etc. A few changes are to be noted in prices, which went into effect on May 15. Discounts on all lines excepting erasive rubber remain as before. The catalogue is strongly bound in cloth and is embellished with numerous colored inserts, showing the various articles made by A. W. Faber.

Mitchell Kennerley, the founder of the Reader Magazine, and the sole proprietor and editor of that magazine up to the time of its sale to the Bobbs-Merrill Co., has commenced business in New York as a publisher of books. Mr. Kennerley's first connection with publishing in this country was when, in 1896, he came over from London to open the American branch of John Lane—now the John Lane Company—whose business he managed for three years. Since then he has been interested in promoting various successful magazine ventures, which he has abandoned to become a book publisher. He will publish books by American authors and also import some English books. His headquarters are at 116 East Twenty-eighth street.

The Permanent Ink Company, Limited, have been incorporated at Hamilton, with a capital of \$40,000, and with William Marshall, Richard Alan Lucas, Albert Edgar Carpenter, John Thomson and Frederick William Watson, as directors. Their charter empowers them to carry on the business of manufacturing, buying, selling, dealing in and distributing inks, writing fluids, paste, mucilage and office supplies and requirements of all kinds, writing machines, typewriters, typewriter materials, appliances and inventions, typewriter ribbons, carbons and all materials, supplies and articles connected with or in anywise relating to the manufacture, sale or

use of writing machines and typewriters, office furniture, fixtures, fittings, supplies and requirements of all kinds, with incidental and subsidiary powers.

D. J. Young, of Calgary, who has conducted a book and stationery business in that city for the past three years, has turned his business into a joint stock company, the new shareholders being A. H. Esch and E. N. Kennedy. Mr. Esch has been with Mr. Young ever since the business was started in Calgary, and Mr. Kennedy recently arrived from Toronto, where he had been in the piano factory of Gerhard Heintzman for some years. Mr. Young will manage the business as heretofore, while Mr. Esch will have charge of the store, and Mr. Kennedy will look after the musical part of the business. Miss Bothwell, who has been with the firm since it started, will still look after the book and stationery customers. Mr. Young was in business for seven years in Kaslo, B.C., and both there and in Calgary the firm have built up one of the best businesses in the west. They control several valuable agencies, among them being the Gerhard Heintzman pianos, Morris pianos, Cecilian piano players, Monarch typewriters, Berliner and Victor talking machines, Edison phonographs, and several others. They do a big retail business in Calgary and a good jobbing business throughout Alberta.

Mr. John Downing, of Birmingham, manufacturer of inkstands and stationers' sundries, is now in Canada calling upon his customers, in company with Mr. Hector Prenter, his Canadian representative.

Ralph Connor, (Rev. C. W. Gordon), Winnipeg, paid a flying visit to his publishers, the Westminster Co., Toronto, early in the month in connection with the publication of the first installment of his new serial, "The Doctor."

Lord Northcliffe (Sir Alfred Harmsworth) will sail from England for Canada on June 16, visiting Newfoundland en route. The activities of his Canadian branch, and the plans being laid for extensive publishing ventures in America, are given as the reason for his visit. This information was handed out exclusively to Bookseller and Stationer by Mr. C. H. Murray.

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