

of how they cut prices to catch customers are the figures at which they sold Christmas papers and The Boys' and Girls' Own Annuals. One of these establishments sold The Figaro, which is priced at \$1, for 35c., and at several stores the annuals, which cost the trade \$1.60, were offered for \$1.25 delivered or post prepaid.

EARLY CANADIAN MEMORIALS IN ENGLAND.

NO journalist in Canada has done more to bring old Canadian records to light, to investigate obscure points in early history, and to republish prints and sketches of Canadian places and houses, than Mr. John Ross Robertson, of The Toronto Telegram. When in England this autumn, Mr. Robertson was not unmindful of a task which with him seems to be a labor of love. He visited the British Museum, and while looking into some of the treasures in the King's Library, found a number of highly interesting pictures relating to Canada. Among them were no less than thirty-two small sketches done on the bark of trees, oval, in size about 4 x 5 inches, and executed by Mrs. Simcoe, the wife of the first Governor of Upper Canada. These she had presented to the King and they went with His Majesty's Library to the Museum. They include a sketch of Navy Hall, at Niagara, a view of the Old Fort in Toronto, etc. Mr. Robertson has had reproductions made of these. He also found in the library an old plan of Niagara with a picture of the fleets on Lake Ontario in 1760 and 1770, showing both the English and French vessels and giving the names. He secured a photograph from a picture of Ogdensburgh in 1705, or Oswegatchie (black water) as it was then.

Another visit made by Mr. Robertson, full of interest to the students of Canadian history, was a journey to Wolford, near Honiton, in Devonshire, the home of John Graves Simcoe. The Manor House of Wolford was built under the personal supervision of Governor Simcoe, and contains many memorials of his Canadian life. It is now occupied by Mrs. Simcoe, widow of Governor Simcoe's grandson. Mr. Robertson called upon Mrs. Simcoe, who is a charming woman, and whose niece, Miss Macrone, an entertaining companion, lives with her. The Canadian visitor was enabled to examine the original drawings of Mrs. John Graves Simcoe, the wife of the Governor. In the spacious entrance hall is an oil painting of Chief Justice Osgoode, of Lieut.-Col. Shanks, who took part in the war of 1812 and the only full length oil painting of Simcoe done when he was young. He is painted standing at the tomb of a friend, along with two other friends. In the drawing room there is a good miniature of Simcoe from life, as well as a drawing of Mrs. Simcoe. Mr. Robertson, in looking over this valuable collection, came upon some

pictures not previously known to be in existence. There is one of Colonel Talbot's house, one of the earliest residences in Upper Canada in the London district. A picture of the King's Head tavern at Burlington Bay, where, it is said, the Queen's Rangers' Masonic lodge met on one occasion, is also there. This lodge was at work in York between 1797 and 1800. Another picture is a view of Cartwright's mill near Napanee, and there is a sketch of Kingston in 1796, one of the first, the earliest being that of Lieut. Peachy, of the 60th Regiment, in 1783-4, showing Fort Frontenac. In Mrs. Simcoe's collection Mr. Robertson saw a view of the old fort at Toronto and the two first bridges over the Don. There are several views of Burlington Bay, when it had no outlook into the lake, save a small creek. The entrance hall at Wolford contains the original colors of Simcoe's Rangers, the corps which fought in the revolutionary war. Near Wolford on the Simcoe estate still stands the farm house where John Scadding, father of Dr. Scadding, of Toronto, was born about 120 years ago. There seem to be only two monuments in England relating to early Canadian governors, the one to Simcoe in Exeter Cathedral, the other to Brock in St. Paul's. The latter is hardly ever seen by Canadian visitors, being placed high up, and escaping notice in a casual inspection. Mr. Robertson has a photograph of this, as well as of the pictures previously referred to. The zeal and sagacity evinced in making these researches are to be highly commended.

ISHMAELITE BOOKSELLERS.

The following communication speaks for itself.—

Editor CANADA BOOKSELLER AND STATIONER:

It seems very strange that booksellers should display less common-sense in business than other business men. Yet such is the case. Other men unite together for mutual protection by organizing stock exchanges, boards of trade, etc., while booksellers make themselves a laughing stock in the community by cutting prices when there is no occasion for it. If this is to continue, people will not be so apt to buy a book as soon as it appears, for the public will come to the conclusion that by waiting a month or so they can get a \$1.25 book for \$1 or 90c. The man that buys a book as soon as it appears for \$1.25 is naturally disappointed if his neighbor, who has more patience, catches the same book 25c. less by waiting a month or so. There is no excuse or reason for this suicidal policy in the book business. Popular books are issued in cheap editions shortly after the more expensive editions are before the public, and, besides, a book can be got second-hand at reduced prices within a year after publication.

Now I would suggest that a society of booksellers be formed in the principal cities and towns of Canada for the purpose of taking steps to protect the book trade from unprincipled dry goods men and others who offer books at cut prices as a bait to catch trade. The booksellers have no means of retaliating, as they cannot very well begin offering ribbons, cut flowers, imitation feathers and ladies' underwear on their counters to make up for the loss they sustain, both to their character and business, by the efforts of unprincipled men to ruin them.

A clerk is discharged from a book store, and, securing a situation in a general store, persuades the proprietor that it would pay to start a book department. The schemer thinks he will hurt his last employer by offering the books at cost. Such a scheme, like all others not based on a sound financial basis, ultimately comes to grief, but in the meantime it hurts the honest bookseller, who finds it hard enough to keep things right under favorable circumstances without any of this Ishmaelite business.

NORMAN MURRAY

Montreal, January, 1896.

RE VERTICAL COPY BOOKS.

Editor CANADA BOOKSELLER AND STATIONER:

SIR, In your issue of November last, in referring to the vertical copy books authorized in the province of Quebec, you state that the Text-Book Committee did not recommend Gage's vertical writing for authorization because they thought it in any way inferior to the series already authorized, but because, in their opinion, the series already in use were sufficient for the needs of the province. Here is their unanimous report sent to the Protestant Committee, and published in the November number of The Educational Record: "That the committee have carefully examined Gage's practical system of vertical writing, but cannot recommend its authorization because, in their opinion, it is decidedly inferior, in essential points, as a series of copy books, to the upright series already authorized."

Further: In your December issue you make the statement that at the November meeting of the Protestant Committee Gage's vertical writing was finally authorized. On the contrary, the Text Book Committee were sustained, and Gage's vertical writing was not authorized, nor will it be until it is thoroughly revised and graded.

At the present time "Grafton's Vertical Penmanship" and the Jackson system are the only vertical copy books authorized for use in this province.

By stating the facts as they are you will oblige.—Yours very truly,

F. E. GRAFTON & SONS.

Montreal, Jan. 4.

IMPORTS OF BOOKS AND STATIONERY.

The trade returns for the fiscal year ending June 30, 1895, were issued last week, and we subjoin some figures showing the imports in books and manufactured papers, comparing them with those of 1894.

BOOKS IMPORTED.		1895.	1894.
Periodicals and pamphlets.....	\$153,385	\$621,445	
British copyright reprints.....	15,011	9,034	
Maps and charts.....	15,011	15,859	
Printed music.....	22,214	21,500	
Bibles, prayer books, etc.....	18,797	144,081	
Books for colleges, etc.....	95,097	45,795	
	<u>\$779,417</u>	<u>\$857,624</u>	
IMPORTS OF PAPER, STATIONERY, ETC.			
	1895.	1894.	
Paper for photographers.....	\$15,344	\$1,150	
Bags or sacks.....	10,505	1,752	
Cards for playing.....	14,495	14,145	
Writing and note paper.....	12,136	147,726	
Card-board.....	15,416	21,219	
Paper, tarred and untarred.....	11,771	24,770	
Envelopes, paperettes, blank books, etc.	316,115	1,771,013	
Printing paper.....	47,501	56,771	
Ruled board, etc.....	6,544	4,070	
Straw board.....	17,229	16,675	
Wrapping paper.....	6,657	8,498	
Other kinds.....	315,017	15,147	
	<u>\$320,510</u>	<u>\$247,254</u>	