

PROFITABLE CIRCULATING LIBRARY.

A NEW idea in the circulating library has resulted in the establishment of the Tabard Inn Library, which is run along lines somewhat similar to the old plan used by libraries circulating books. That part of the Tabard Inn Library which will most appeal to the bookseller is the fact that there is good profit in the undertaking for the man who has the energy to take advantage of the proposition. The library has headquarters at 596 St. Catherine street west, Montreal, but branches are rapidly being established all over the country, and those who have already taken the matter up seem to be thoroughly pleased with the beneficial results obtainable.

Through the Tabard Inn plan, a library containing twenty-five books is sold for \$25, a handsome bookcase being supplied free of cost. The bookseller is supposed to obtain twenty-five members, which should be a very easy matter. Members pay \$1.50 for the first book, and may exchange it at any time on payment of five cents. This plan is eminently satisfactory to readers and profitable to the bookseller. The bookseller makes a profit of \$12.50 on securing his membership, and it is only a very short time until he receives in rental the full amount of his original investment. The bookseller may, if necessary, exchange his books at the head office on payment of five cents for each book. Full particulars may be obtained from the headquarters in Montreal by writing, mentioning Bookseller and Stationer.

A CANADIAN CATALOGUE READY.

A CANADIAN catalogue is being prepared by the Edinburgh house of Oliphant, Anderson & Ferrier, which should be a boon to Canadian booksellers. This firm of publishers make a specialty of religious works and high-class fiction. They are the publishers of Dr. Alexander Whyte's admirable six volume series of "Bible Characters," and his three volume series of "Bunyan's Characters," of which new editions are in preparation. They also publish all of Anne S. Swan's novels in two styles at 3s. 6d and 1s. 6d respectively.

Of this season's books they have issued an excellent and helpful volume for young men entitled "Spiritually Fit." This is by Albert G. Mackinnon, M.A., who belongs to an old Nova Scotian family, and is at present minister of Lochmahaden, Scotland. "Prayers for School Boys and School Girls" is a neat little book of evening and morning devotion prepared by Rev. William Watson. "Voice Production and the Phonetics of Declamation," already referred to in this paper, is a guide book to the proper production of the voice by J. C. Newlands, lecturer on elocution at New College, Edinburgh.

All Canadian booksellers interested should write for Oliphant, Anderson & Ferrier's catalogue.

AN IMPORTANT PROJECT.

ONE of the most important publishing undertakings of recent years is now being undertaken simultaneously in the United States and Canada. In this country it is being carried on by the Authors' and Newspapers' Association of Canada, with McLeod & Allen, of Toronto, as exclusive selling agents. This association has made arrangements with twelve prominent authors for the publication of their next new novels under unique conditions. Each author is writing a \$1.50 novel, which will be run serially first simultaneously in 100 of the leading newspapers of the United States and Canada. One novel a month will be published in this way. Immediately after each novel is run serially this way it will be brought out in regular \$1.50 style, fine cloth and three ink embossing, two-color titles, four

multi-color illustrations by the best artists, and a facsimile autograph page of the author's manuscript, 320 12mo. pages with printed jackets, and equal to the usual \$1.50 novel. While the books will all be in the \$1.50 style and with the price printed on the wrapper, the association requires that all books be sold by the booksellers at 75c. each—one half off to the public.

The authors who will contribute to the series are Robert Barr, Amelia E. Barr, E. F. Benson, Mrs. Harrison, Gertrude Atherton, Mary E. Wilkins, Eden Phillpotts, Max Pemberton, Anna K. Green, Ian Maclaren, John Oliver Hobbes and Cutcliffe Hyne. The first book to be issued will be by Robert Barr, and will be ready on June 1. It will be entitled "A Rock in the Baltic."

THE SUCCESSFUL BOOKSELLER.

HANDBOOKS for the guidance of tradesmen in almost every business have been produced at various times but seldom has a comprehensive handbook on the business of bookselling been published. This fact makes all the more valuable a volume which has just appeared in London treating in a very thorough manner the art of bookselling.

This book, aptly entitled "The Successful Bookseller," is attractively gotten up and conveniently arranged. It is divided into twenty-four chapters, each of which discusses a particular phase of the business. The great value of the book lies in its practicability. It is not theoretic in its applications of principles but every rule that is laid down is derived from actual business experience. In the course of the treatment of the subject in hand, the instruction given is personal and direct. There is little generalization; it is all particular information.

Stationery and fancy goods are included in the volume as well as books, and hints are given as to how to run a news agency and a circulating library. There are chapters devoted to advertising and to window-dressing, to purchasing goods and to selling goods, to the treatment of customers and to office management. In fact, so comprehensive is the book that it would be almost impossible to name a subject that is not handled in it.

The publishers of Bookseller and Stationer have made arrangements to handle this book in Canada and any dealer desiring a copy can procure one through the MacLean Publishing Co., 10 Front street east, Toronto.

NEW EDITION OF WACOSTA.

The Historical Publishing Company are doing good work for Canadian literature in placing on the market an edition of Major Richardson's "Wacosta," worthy of that really remarkable story. The book will be an established favorite in Canadian libraries, public and private, not only because of its absorbing interest and high literary merit, but also as a particularly good piece of book-making. No expense is being spared in adding to the attractiveness of the book. In addition to a splendid series of original illustrations in four colors, and a strikingly effective cover design, executed by Mr. Chas. W. Jeffreys, one of the cleverest of the younger school of Canadian artists, the same artist has furnished a series of illustrated chapter initials which add immensely to the appearance and interest of the volume. Following a recent fashion, Mr. Jeffreys has also designed for the book a special design for the end papers, giving it a distinctive appearance. The book will be ready about the middle of this month. We understand the demand in advance has been quite exceptional. Curiously enough, the larger number of orders, both for the trade and private parties, have come from the United States.