

## The Montreal Trade

**S**TUDENTS of colleges, academies, private and public schools have all contributed to rejoice the heart of the stationery and book dealers during the past month. The heavy rush is over, but there is still a brisk trade doing in all students' requirements. In consequence, booksellers and stationers gave most of their attention to those lines throughout September.

The McGill College students' wants are especially well looked after by the merchants, and many are the methods of attracting this trade to their stores. Mr. Renouf is paying special attention to the medical students. His show-window abounds in medical and surgical works, and all other text books that these students require, flanked by the college colors. Wm. Foster Brown & Co. have a display backed by a large design carried out in crepe tissue; the lettering "Alma Mater" is in red on a white ground, with the college crest at the top. Mr. Chapman shows some very tasteful pictures in water colors, of the Charles Howard Christie sort, but "made in Canada." In them, beautiful blondes and soulful brunettes wave little flags with "McG" in large letters, and he who gazes in at these, if he be a student, marches straight in without a second thought and arranges for some appropriate decorations for his study wall.

In ordinary writing stationery the Fall trade has commenced well. People have all come back from their holidays, and will soon turn their thoughts on indoor social functions, thoughts which are immediately followed by a desire for the latest thing in notepaper, and invitation and calling cards, etc. Such goods are now commencing to move, but in the staple letter stationery and similar lines there is already a brisk trade being done.

As to books there are a few new-comers which have taken well at first and of which a good deal is expected. But the largest trade is done on such Summer favorites as "The Love Story of Abner Stone," by Edwin Carlile Litsey; "Captain Macklin," by Richard Harding Davis, and others. "The Virginian," by Owen Wister, is still a favorite, and is one of the best-selling books of October, as it was of September. The similarity of this title to that of Thackeray's "The Virginians" is a little confusing at times, the customer who inquires for the latter book now being usually shown Mr. Wister's novel.

"Oldfield," by Nancy Huston Banks, is also something of a favorite. This is called a "Kentucky tale of the last century"; it is one of the kind of stories which have taken the American public's fancy for the last couple of years, and will likely be one of the much read books of the coming Winter. Published by the McCall Publishing Co.; price, cloth, \$1.50.

"The Fortunes of Oliver Horn," by F. Hopkinson Smith, is also a story with its scenes laid for the most part in the Southern States. It has been pronounced up to Mr.

Smith's well-known standard, which is, perhaps, about all that needs to be said of it to recommend it to a large clientele of readers. Walter Appleton Clarke has contributed a number of illustrations which are well executed, and which, unlike many of the collections of pictures that are nowadays inserted in books under the name of illustrations, really do illustrate and add clearness and force to the text. "The Right Princess," by Clara Louise Burnham, is placed in the "best selling" list for October.

Wm. Drysdale & Co. report good sales for a book entitled "A Chinese Quaker," by Nellie Blessing Eyster, published by Fleming H. Revell. The author calls it "an unfictional novel," which is as near a description as can be given to a book, which, while it contains all the exciting incident and dramatic effect that we look for in a novel, is yet to a certain extent a record of actual happenings in the life of the hero, Tong Sing Wing. It must not be supposed that the book is a mere biographical sketch. As is explained, it is rather a "picture of certain phases of Chinese life in California, which should be of great moral interest." A number of other characters have been introduced as an aid to the interest of the book, but the chief interest centres directly on the hero, Sing, a young Chinese lad taken into training by an American woman. He became a Friend, and though now in China is still faithful to the principles taught him in his youth. The author, some 20 years ago, published a short sketch of her experiences with this Chinese boy, which attracted the attention of John Greenleaf Whittier. The poet wrote to the author, saying that it would be very interesting to watch the development of so unique a character. This caused "A Chinese Quaker" to be written. The book is illustrated by a series of photographs of Sing at different periods in his life, from the time he was a mere child until he graduated from an American university. The author has for some years taken an active part in the advancement of the cause of Chinese and Indian women in California; and in this book reveals the horrors of the enslavement of the Chinese women and other features of their lives which will appeal strongly to all.

"The Spenders," Harry Leon Wilson's clever new novel, is selling well. This is a "tale of the third generation," who spend lavishly what the first and second generations have earned for them. A foreword to the book has been written in verse by Sharlot M. Hall. The illustrations are by O'Neill Latham.

"In the Country God Forgot" is the rather uncomplimentary title of a story of Arizonian life, by Frances Charles. It is selling well, whether because of its name or because a lot of people want to read about Arizona. It tells of the hate of a rich old Arizonian for his only son, their separation, the remorse of the parent and all the rest in a vigorous but sympathetic style which should do much for the writer's reputation. Little, Brown & Co. are the publishers.

### A WORD OF APPRECIATION

D. J. Young, who recently disposed of his book and stationery business in Kaslo, B.C., writes to BOOKSELLER AND STATIONER: "I will advise my successor to take your paper, as I believe every man in the trade should have it; and will take it again myself as soon as I am settled." Thus is the secret of success revealed.