

day; and these reduced values are not compensated for by the increased output. For example, a line of books which ten years ago sold at retail for fifty or seventy-five cents each, can now be had for twenty cents; and the country bookseller who used to sell two dozen of the cheaper book can only make six to eight cents per copy upon them, where he used to make fifteen or twenty-five. Nor can he sell three times the number at the cheaper rate. Again, the price of a dozen lead pencils at retail is now no more than what used to be the profit on these; and a note paper which used to bring twenty cents per quire, now brings at retail only ten cents. So that he has to make twice or thrice the turn-over he used to do to make the same aggregate profit. Furthermore, in this as in other kinds of business, competition, arising from the too great number of middlemen, has reduced the rate of profit. The retail dealer discovers that traders in other lines are adding books and stationery to their stocks, and that not only his profits but his sales are cut into by this means. It may not be amiss to mention here what we have learned from the journal of the trade constitutes a further element of competition and does no good but rather harm: Canadian retailers import direct from Old Country houses which send salesmen out to take orders from the retail trade. They often buy too much, and are therefore uneasy in pocket as well as in mind.

It is pleasing to find, amid so much of a sombre character, that there is a tendency on the part of retail dealers to cease giving orders for stock many months in advance. And we also find some, at least, of the importing houses who have resolved to keep their travellers in warehouse rather than send them out to take orders which must be dated forward. If some unanimity could be reached by wholesale dealers in dry goods, boots and shoes, hardware, as well as stationery and other lines, to desist from forcing trade as they do by long terms and forward-dating, it would be a good thing for the country. Some houses in the line we are now considering have made a good fight for short terms. It would seem, indeed, inconsistent with the present scale of profit in this line, to either wholesale or retail dealer, that long time should be given.

## NOTES.

We are now to have paper "window-glass"! The pane is made of white paper, manufactured from cotton or linen, and modified by chemical action. Afterwards the paper is dipped in a preparation of camphor and alcohol, which makes it like parchment. From this point it can be moulded and cut into remarkably tough sheets entirely transparent, and it can be dyed with almost the whole of the aniline colors.

A new fashion in bookbinding, and a pretty one, is reported from Boston. The novelty consists in the fact that the colors of the volumes in large sets are varied. One of the leading binders has just finished a set of Dickens for a private library in sixteen different colors. "Each novel," some one writes to the *Bookbuyer*, was bound in an individual hue, the only duplication occurring where a tale came in two volumes. Red, brown, orange, light and dark blue, lemon, fawn, maroon, brown, and black were among the tints chosen, and with each went a harmonious gold line English paper. The effect of this fashion is to break the uniformity of a score of volumes in a single tone."

We are pleased to hear from Montreal that Mr. George E. Desbarats will endeavor to supply the want of a Canadian illustrated

weekly, such as used to emanate from that city, by the issue of the *Dominion Illustrated News*. He has, we are told, secured the co-operation of the Art Association of Montreal in the project, will retain the services of that clever artist, H. Julien, and of others besides, and proposes to issue 5,000 copies of the new weekly some time in April. The Toronto News Company, we understand, will be the western agents.

Messrs. Warwick & Sons, booksellers and stationers, will remove in May to their new warehouse next the Queen's Hotel on Front street.

A very creditable experiment has been made by the National Publishing Co. of this city, in the issue of copyrighted reprints of a number of novels by living English authors, in handy pocket form. They are low in price but on good paper, with clear typography. Among them we observe two by the talented Mrs. Alexander, to wit, "Mona's Choice" and "A Life Interest;" also "A False Start," by that clever "horsey" writer (albeit a lady) Hawley Smart, and "Scheherazade," a book which some novel readers pronounce "just splendid."

At the annual dinner of Messrs. Raphael Tuck & Sons, held in London towards the close of February, Mr. Vincent Brooks, who was present as a guest, spoke of the progress of the reproductive art, in which his friends' and his own firms were engaged. It was, he said, a condition of the trade of to-day that one must be on the alert constantly. "If a firm does not grow bigger it must grow smaller. It is an evident and peculiar thing if we looked at progress from the point of view of a lazy man, it was luck; but the busy man called it work, and the busy man was nearly always right. There must be a constant energy and investment of capital, or progress would not result. Their old friend, William Shakespeare, had a line on the subject as follows:—

"And so, from hour to hour, we ripe and ripe,  
And then, from hour to hour, we rot and rot,  
And thereby hangs a tale."

An awkward result of the Postal Treaty between Canada and the United States is that by the interpretation put, by the Americans, upon a certain clause—the meaning, or certainly the intention, being disputed by the Canadian authorities—magazines such as *Scribner's*, weekly papers, and "other second-class matter" which used to come from New York into Canada in bag-bulk must now be made up into packages weighing not over four and a half pounds each. This, if not rectified, will throw an enormous amount of work upon exporters, importers, and the Customs' authorities.

## FASHIONS IN MEN'S WEAR.

A correspondent on the Upper Ottawa, where, we should think, no dude could long thrive, and where, at all events, the men folk are not supposed to be fastidious as to dress, asks why for the last two or three issues we have devoted editorial space to millinery and women's wear to the neglect of men's adornment in the way of clothing. The point is well taken, and we propose to turn from the error of our ways and consider fashions for men. We know that our correspondent at any rate "ain't no dude;" and as either Pembroke or Mattawa is a far cry from Paris, we may tell him something of the world which is far removed from coon-skin coats and red flannel shirts with blue neckerchiefs.

It is related by a recent fashion writer

upon men's proper dress, that when a man has put off his night gown in the morning, the rules of polite society do not concern themselves much with his costume during working hours. He may go as he pleases amongst his cattle or around his saw mill or in his country store. But, the daily duties done, when dinner is over and the evening is before him at home, for a cosy rubber at whist or euchre, or a turn with the cue at the billiard table, he dons a lounging coat. "This garment is, in cut, a short sack, and is made with a standing collar, with a full, rolling collar, or without any collar. It is variously known as a billiard, poker, or smoking jacket or house coat, but the distinctions are in name rather than in style. The materials used for winter wear are heavy silk or wool stuffs, the latter in plain colors, heather mixtures or plaid effects, and for summer, light, colored flannels, Madras and pongee." It is the fashion to take your exercise without an overcoat, and in severe weather a heavy under-vest of flannel or chamois skin is adopted rather than support the weight of the outside garment. "For an informal dinner, where a gentleman meets intimate family friends, and especially where there are no guests save himself, he may wear the same dress as at an afternoon tea, viz., a double-breasted Prince Albert or a dark cutaway coat of diagonal or rough Saxony cloth, vest to match, cut rather low, dark steel-colored or stone-colored trousers with a rich corded stripe in the figure, and four-in-hand scarf, preferably of white silk gros grain or ottoman, but not a fancy scarf striped or spotted with colors."

The shoes are congress gaiters of patent leather, black cloth or silk tops. The head covering is the regulation black silk "plug," crush hats having totally gone out of vogue; the gloves, of pearl grey with two buttons. The pocket handkerchief, of plain white linen and must be carried in the tail pocket. This will be gall and wormwood to the high-collared young man who carefully adjusts his colored silk handkerchief in the "V" of his vest. Cuffs must be square, with link buttons.

In the present season it may be noted that a radical change has been made in the style and material used in making up full dress suits. Broadcloth and doeskin have almost disappeared, and the rich, hard-woven diagonals of the last few seasons are slowly but surely giving place to the rough-finished chevrot or thibet cloths that for two entire seasons have been the universal rage in England for cut-aways and frock-coats for afternoon wear.

Of course, the pattern of the dress-coat is the "swallow-tail" or "claw-hammer." The vest is cut low, having three or four buttons close together. It is made with a collar, and the opening is more V-shaped, with an inner facing of white satin. Vests are usually of the same material as the coat, or else of black silk or worsted, embroidered with a vine pattern.

The trousers are made somewhat fuller than last year, but there is no radical change save in the use of the soutache braid down the side. The materials are the same as the coat, except when broadcloth is used, in which case doeskin is used for the trousers.

White lawn is always the correct neckwear for evening dress. The prevailing widths of the tie are from seven-eighths to an inch and one-eighth, though the extreme is even wider. Black ties are never worn with evening dress save for an occasion at which only men are expected. For shirt fronts either linen or Marseilles materials used, the latter preferred.