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Of eminent men and women of our own day—profusely illustrated. Large quarto, 300 pages, \$1.75.

THE SCHOOL EDITION OF SACRED SONGS AND SOLOS, 441 pieces, containing the Music of the SOPRANO part of all the tunes. Price, from 15c. to 35c.. Full lines of all other Editions kept in stock.

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Publishers and Importers

S. R. BRIGGS,
Toronto Willard Tract Depository.

Spring,
1887.



Spring,
1887.

SMITH & FUDGER, TORONTO.

Our Travellers will wait upon our customers during the present month soliciting orders for specialties for Spring Trade.

BABY CARRIAGES. We direct attention to several new features in both Canadian and American Carriages for which we are agents. We supply a most complete line this season. Fresh patterns in Reed Bodies and Slat Bodies, also Specialties in Gear and Trimming. Send for illustrated Catalogue.

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FIELD SPORTS. Tennis, Cricket, Croquet, Lacrosse (the best assortment in Canada), also I. R. Balls, Hammocks, &c.; also **EXPRESS WAGGONS** and Woodenware Sundries
WIRE-BOUND SLATES, Slate Pencils (in case lots), Lead Pencils, Scholars' Companions.

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Organ of the Booksellers' & Stationers' Association of Ontario.

Organ of the Toronto District Association.

Organ of the Huron District Association

VOL. III. JANUARY, 1887. No. 6

RATES OF ADVERTISING:—

	1 month	12 months
1 page.....	\$16 00.....	\$100
1 column.....	10 00.....	100
do.....	6 00.....	60
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All Communications intended for publication must be sent in not later than the 8th of each month.

J. J. DYAS, Publisher.

MOTTO FOR 1887:—

Buy Sparingly—Credit Cautiously—Pay Promptly.

STRAWS.

SAID the cashier of a Toronto wholesale house (referring to the determined and successful effort on behalf of this house, not to sell any but the trade), "We have lost more friends in the past week than we can gain back in ten years."

In another jobber's, the wareroom manager blurted out, "We are stuck on a thousand dollars worth of cards, and the proprietors won't sell one to any but dealers. We get no thanks for it."

THESE two should remember that "virtue is its own reward," though the trade will no doubt reward the houses with increased business.

A HOUSE that had been famous (?) for selling in outside towns, bills of stationery to factories, surprised a man in Galt the other day, by sending him a credit note for discount on a bill of goods, bought direct by one of his customers, he not knowing till he received the credit note that the purchase was made.

FOR the many kind words and encouraging commendations received from many quarters since the New Year opened we tender our sincere thanks.

A HAPPY NEW YEAR!

It is seldom that we can so confidently and cheerily wish all our readers a very Happy New Year, for if only the reflection of the past year is to be regarded, we can congratulate you on the marked success that has crowned the efforts of the trade, to not only make a living, but also to lay by in very many cases a small sum for days that may come, that will be dark and dismal.

Trade in and from the great centres of Montreal and Toronto has been conducted on a sound, healthy basis, as is shown, in the very small number of insignificant failures that have occurred in 1886. So few have they been, and so small that the sum lost may be charged up to incidentals, and then not overrun the moderate amount allotted.

The volume of trade done by jobbers has been in excess of last year, but not to that extent to warrant any idea of largely over-selling.

It can be accounted for in the increase of population and wealth of our country.

Business was uniformly good, at any rate in Montreal and westward. The Eastern Provinces are so far away, seemingly farther from Toronto than even our most Western Province, that we get but little information from them, and not being able to judge accurately, we can give no positive opinion as to prosperity or otherwise.

Toronto trade has kept pace with the largely increasing population, and we have yet to meet a man in this city doing business to any extent (and as our report in detail shows, we have seen a great many of them), who is not satisfied with the results of the year just closed.

Coming on the heels of the old year, and following gaily in its footsteps is this month of January, which ushers in at least in this city a more lively business than has hitherto been the case at this season. Then may we with great good will, desire for all a glad new year, and ask them to join with us in wishing the juvenile 1887, *Cead Mille Failtha.*

POLITICAL.

"No politics, no politics," said a member of the Ontario Association at the last meeting. The remark was no doubt with reference to a short article on the nomination of the President of the Association for Parliament. We thoroughly agree with the person referred to, and we have in all cases avoided political questions.

We have our own distinctive and decisive views of the policies of the two parties that are contending for the upper hand, but we are thankful that we can in

trade matters eschew political matters and politicians, unless on topics immediately connected with our craft.

We pity the man who cannot soar above the narrow trammels of party, and who cannot give credit to another who, voting for the good of a common cause, does not happen to chime in with his particular prejudices. It would be a great benefit to the trade to have such a man as Fred Sharp always watching after our interest, and if another on the other side is brought forward whose views coincide with ours in trade matters, we will be only too glad to say a word in his favour.

Is it not Tennyson who sings :

Let Whig and Tory stir their blood,
There must be stormy weather ;
But for some true results of good
All parties work together.

It will be remembered that we found fault with the Minister of Education of Ontario for permitting himself to be hoodwinked into allowing the School Reader publishers to treat the trade unfairly, but when he, with the publishers of the High School Reader (we happen to know, though not from him), was anxious to make amends as far as he could for his former blunder, we gave him credit for his business-like action.

Looking at the latter-day action of the Minister, and the assurances given the deputation that waited on him of what he proposed to do in the future, we are pleased at his re-election, for we believe that he now thoroughly understands the difficulties under which the trade has laboured, and will honestly try to amend the drawbacks.

—oo—
GOOD CREDIT.

Such is the rating of the Mercantile Agencies, though it does not always signify wealth. Distinction is made not only in the ability to pay, but the willingness to pay promptly. It is astonishing how many business men there are who seem to have no regard for the good opinion of those from whom they buy. They purchase a bill on condition of paying in a specified time. They may give their notes all right, but many seem to pay no attention whatever to this until, by repeated writing, they are almost forced to attach their names and mail it, not considering the interest of the man whose goods they have bought, for he may be in need of paper to meet his own indebtedness. But when the note comes due is the time that a man's honour, as well as his carefulness as a business man, is brought to the test. Not unlikely, having but a small portion of the amount, he holds it over for a day or two, or longer, in the hope of getting a little more in. This without writing a single

word to the man to whom he gave the note, not regarding his inconvenience, or the worry to meet this and many similar bills maturing and not attended to, and it is often only when importuned for some information does the defaulter condescend to pen a laconic note somewhat after this fashion—say when note is ten days or so overdue :—

DEAR SIR,—Enclosed find \$195, all I can do at present. Please renew balance of \$134.67 for two months. Yours truly,
SLOW COACH.

And perhaps in another week, supposing the request is granted, the renewal is in the wholesaler's hands to use.

This is no fancy sketch. We would wish it were. There are transactions occurring almost every day that are even worse than this.

What is the result ! The traveller is called into the office before starting on his next round, and the proprietor intimates to him very plainly that while Prompt Pay shall have all the advantages in discounts and other favours that can be reasonably given, no concession is to be made on any condition to Slow Coach. In this way the latter has to pay more for his goods, and perhaps treated with indifference in having his orders filled.

And this could have been easily prevented. By sending the money to reach headquarters at least a day before the note matures, enclosing a renewal with the remittance, although some grumbling may ensue, which fortunately you will not hear, the chances are that under the circumstances, if the other transactions with the house have been fairly satisfactory, your request will be granted, and no such invidious distinctions be made against you in ordering your next bill of goods.

Try it for once. Get to your store fifteen minutes earlier if you grudge the time to attend to the matter, and, take our word for it, you will not only be better satisfied with yourself, but at least one house will be better pleased with you, and they will court your trade instead of shunning it.

—oo—
CANADA'S CHRISTMAS TRADE.
TORONTO.

Here, there, and all over Toronto we have interviewed a large number of the trade, and with the view of giving some idea as to what should be bought for the next holiday trade, we give as fully as possible the details of what goods sold best. We aimed to get reports from representative booksellers, news-dealers, and fancy goods dealers, dropping in wherever our inclination took us—on foot or by means of Frank Smith's coupés.

KING STREET AND THEREABOUTS :

A. G. WATSON, *Methodist Book Room.*—Holiday trade quite satisfactory. Cards, fair sale, but the

great demand was for cheap books of a good class. The volume of business larger than last year.

HENRY HUTCHISON, *Rowell & Hutchison*.—Business very good; increase over last year. Cards fair sale, but many bought choice small books as substitutes. Glad to find the change, think it is for the better.

F. QUA, *F. Qua & Co.*, (Marshall's old stand).—Business very good in all lines. Had a large lot of good toys which met with ready sale.

W. WILLIAMSON, *Williamson & Co.*—A decided increase on former years. A superior class of books sold, particularly standard authors in fine bindings. Cards had a good sale.

DONALD BAIN, *James Bain & Son*.—Good, better, best. Large sales of fairly good books; cards and annuals all gone.

D. O. ELLIS, *McAinsh & Ellis*.—Very busy all the time from middle of November. Sales all along very satisfactory. Small art books, particularly juveniles in demand. Cards all sold out.

M. SHEWAN, JR.—Very good business; exceeded expectations. Novelties had good sale; in fact all lines. Cards very good sale.

R. MCKAY.—Did a good business; improvement on last year. Albums and cards the leading lines. The best cards sold best.

YONGE STREET.

Pretty well up Yonge street ALEX. BROWN and J. S. PLASKETT, near enough each other to be good friends, not too near to spat, give almost identical reports as to good trade; cards pretty well sold out; a demand for a rather better class of goods.

E. POTTS, *Fancy Goods*.—Large business in nearly all lines; better than last year. Cards, particularly of our make sold very well. Plush goods and glassware in great demand. Pictures slow sale.

Not quite so far up is T. K. HENDERSON, whose trade the day before Christmas was very good—other days indifferent

JAMES DOBSON.—Business managed by Miss Dobson; you can see woman's tidiness in the well-ordered store. Cards sold very well; very few left. A good demand for presentation books, particularly in poets. Fancy goods had a good sale. English illustrated papers sold well. On the whole a satisfactory result, quite as good a business as last year.

As postmaster in North Toronto he reports an immense number of cards sent through the mail.

SAMUEL WALLACE.—Had better trade than last year; cards sold well. New art books at about one dollar had a ready sale. Fancy goods in fair demand.

QUEEN STREET, WEST.

JOSEPH COOXY, *W. Cheshire & Co.*—Trade very good; much better than last year. Cards larger sale than last year; had better assortment. Better class of presents bought, particularly in plush goods. Improvement in class of goods bought every year.

E. CLARE.—A larger business than last year. All classes of Christmas goods sold well, cards better than expected; agrees with Cheshire & Co. that better goods are in demand.

Claims that the west end can give as good goods and as reasonable as down town, hence the marked improvement.

A. JONES.—Cards of good quality sold better, poor sale for inferior. Business as good if not better than last year. 11th January still selling children's books. Plush goods sold well.

—o—

OTHER PLACES HEARD FROM.

ALEX. SCOTT, *Barrie*.—Business very fair during December, hardly up to last year. This we can account for by the short crops and low prices. The demand for Xmas cards is gradually decreasing. January has opened out very encouraging, business having been very good during the past week.

McMULLEN & Co., *Brockville*.—There was a considerable falling off from last year, especially in dry goods and groceries. The same state of things prevailed as regards books and fancy goods, owing mainly to fixed sales by auction on the part of one firm, that of F. L. Kincaid, who is retiring from business. Owing to the facts, however, that our stock was an exceptionally large and well-selected one and fully met the wants of customers, and a liberal use of printers' ink, our sales were very good and quite up to the best average of former years. Our sale of Christmas cards was large, and books of moderate prices, work boxes, writing desks, pocket books, purses, and other staple lines in stationers' fancy wares sold well and very equally all round. Our stock in all these departments has been well and satisfactorily reduced.

R. H. ROTHWELL, *Brantford*.—Our card sales for December were far ahead of last year. In good Xmas cards, ranging in price from \$1.50 to \$5 the sale was small and not up to the last two years. It appears to be going back to the cheap card trade.

In fancy goods such as plush goods, photograph albums, scrap albums and the annuals, our sales were large, in Bibles and miscellaneous books, poets, etc., the sale was not good.

CHRIS. DICKSON, *Clinton*.—The Christmas trade of 1886 was the best I ever had. Christmas and New Year's cards sold well; better than last year. This year I bought large lines of American novelties and fancy goods and did well with them.

E. S. BROWN, *Collingwood*.—Our Christmas trade this season has on the whole been better than we have ever had, although expensive goods move very slowly, medium priced goods forming the main volume of Christmas business.

J. K. CRANSTON, *Galt*.—My trade was for the whole month much better than last year. Xmas week was a rusher; I had to lock my shop doors during the afternoon and evening of Friday, the crowd got so great we could not do anything, so locked the doors and let people in by instalments. New Year's week was very fair, and ahead of last year. Xmas cards sold fairly well. The best people here did not buy cards this year. Small text books and fancy books sold well to the best class of customers; work boxes, desks, etc., sold well; plush goods slow, great demand for toys and fancy goods; books slower than usual, excepting annuals and toy books which sold well. Cheap albums up to \$5 sold well; Bibles we cleared

out our stock almost. Hand satchel cheap line sold well, none sold to the upper classes as they say they are not fashionable this year. Leather goods, such as purses, wallets, card cases, etc., sales good.

J. EASTWOOD & Co., *Hamilton*.—Christmas trade has been very good; the amount has been equal or better than former years. The goods sold have been of a less expensive character than some seasons, but the more numerous customers more than made up for it.

T. CLAPPISON, *Hamilton*.—I think the holiday business was never better here than during the past season. The sleighing was good, and business in all lines, I believe, was satisfactory; at least, I have not heard anything to the contrary. As for my own, it was much beyond my expectations.

JOHN HENDERSON & Co., *Kingston*.—Our Christmas trade surpassed that of any previous year. This was all the more gratifying, inasmuch as we had to contend with very unfavourable and unseasonable weather, no sleighing, and on Dec. 24th, the "big" day, a continual downpour of rain. The goods most in demand we found to be the better class of brass and plush fancy goods, and in the book line day school and Sabbath school prizes and the artistic juvenile books of which there are so many in the market. Photograph albums had an unprecedented boom also. The trade in Christmas cards, although still large, is not what it was, the prettily illustrated booklets with fancy covers taking their place to quite an extent.

"FOREST CITY," *London*.—Trade has been only about the average; cards went off very well. The principal demand was for small articles. Albums have been a drug this year. All the dealers seem to have been satisfied and look forward to a good year's trade. School books are keeping us all busy now.

There has been a large demand for the Bible Selections, but of course we were unable to supply.

I am glad to see that an old Londoner has made a start in publishing.

Mr. Bryce has turned out three books in his "Popular series," that are fit to take place on any counter for sale, and judging from the sale up here, I have no doubt that the venture will fully repay him.

Reid, Bros. & Co., wholesale stationers and paper bag manufacturers, have removed to their new premises on Clarence Street, and are busy getting in shape for business.

R. S. PORTER, *Lindsay*.—We found Xmas trade in sales a little ahead of last year, but profits far less. To make sales goods had to be sold at a very small margin of profit.

UNIT MONTREAL.—The members of our trade have now ample time to sit down calmly and review the hurry and bustle of the holiday rush, and the general verdict is one of satisfaction. Christmas cards, the leading line with most, have not, except in very rare instances, broken the record of last year, but, notwithstanding the fact that Montreal has been used as a slaughter market both by Western and American book houses, our leading booksellers have over stepped the sales of previous years very considerably, and this in the face of two extensive auction sales of new and standard books during the holiday season, on St. James street.

NOW READY.

NOTES

ON THE

High School Reader.

Third-Class Literature for 1886-7.

—BY—

R. DAWSON, B.A., T.C.D.,

Head Master Weston High School.

PRICE 30 CENTS.

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Loved I Not Honour More!

By ANNIE ROTHWELL,

Paper Cover 25 Cents.

ROSE PUBLISHING CO'Y,
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MAMMOTH BOOK EMPORIUM.

R. W. DOUGLAS & CO.,

(Successors to A. Piddington),

DEALERS IN

Ancient and Modern Books,
Stationery, Etc.

The most extensive and valuable Retail Stock in Canada.

250 YONGE STREET, TORONTO,

Mon'real Wall Paper Factory.

COLIN McARTHUR & CO.

WALL PAPER MANUFACTURERS

Were awarded First Prizes, Silver Medals at the Dominion and Ontario Provincial Exhibitions, 1884; Toronto Exhibition, 1885 and 1886; and Bronze Medal Antwerp Exhibition, 1885.

NO. 15 VOLTIGEURS STREET,
(COR. NOTRE DAME STREET.)
MONTREAL.

Fancy goods had an exceptional good run, and, in many instances, more than made up for a deficiency in card sales.

The Christmas number of the Montreal Star, as anticipated, sold very rapidly, although the trade, as a body, condemn the unbusiness-like methods of distribution which the publishers seem to have adopted permanently.

Before another issue we will be deeply engaged in our winter Carnival of sports which bids fair to out- rival previous records, and at no time of the year would we more gladly welcome visits from our confreres of the trade, East and West, than during that week.

R. O. SMITH, *Mitchell*.—*Re* Christmas trade. On the whole it was very satisfactory ; of Xmas cards we did not sell as many as last year ; the plain cards, with the exception of choice novelties are dead, but the demand is increasing for illustrated books and poems ; in this line we did well, and am glad to say, have very few of any kind to carry over. Annuals and books, with us, sold better this year than last season. Our trade, on the whole, is ahead of last year, although prices on some lines of fancy goods were cut closer than formerly.

R. UGLOW, *Ottawa*.—Ottawa trade generally very good for the past holiday season—equal, or a little better than last year.

JOHN HART, *Perth*.—Trade was nearly up to the average of former years but at the same time we have to confess to a shade of disappointment, as we had made preparations for an advance on all former years by displaying a much larger stock of high class goods and we think our expectations would have been fully realized, but for the unfortunate circumstances of the absence of sleighing and the Ontario Elections. Another factor which must to some extent have influence trade with our farmers was the low prices ruling for every kind of produce, several articles now bring over the onehalf of former years.

These on all disturbing elements for which due allowance must be made and taking these into consideration we must report the Christmas trade as being fairly good.

Books, *St. John, N. B.*—It rests largely with booksellers as to whether they shall be *booksellers* or *fancy goods dealers*. A tendency to present books is on the increase, but requires fostering. A bookseller who relies upon fancy goods to draw trade is apt to have a sufficient remainder of such goods as to seriously affect his profits. In books if he has a surplus (presuming his purchases have been judiciously made) he can utilize them. In fancy goods he had better wrap them up and put away for next season—to be marked down.

Acting upon the above opinion, bookselling trade during the holidays was quite up to expectation, and equal to former years.

A. McLACHLIN, *St. Thomas*.—It affords me pleasure to inform you that it has been all that we could wish for. The fore part of December was quiet, say the first week, and from that time on it increased with each day, the last week being the largest week's business done for many years. Xmas cards sold out ; fancy goods cheap and medium ; albums, American sets of Dickens, Scott, etc., and American and Eng-

A GOOD BUSINESS OPENING.

The Stock, Lease and Good-will of one of the oldest established and most widely known Book and Stationery houses in Canada is offered for sale. The stock is in excellent condition and such as is required for a HIGH CLASS TRADE. The store is centrally located in the prosperous and progressive city of Toronto, and the business is steadily growing in volume. Rarely such an opportunity is offered for securing a really good business : sure to go on increasing as Toronto grows in size and population. Other business engagements sole cause for sale. Principals only dealt with. Liberal terms will be made.

Address,

W.,
care of BOOKS & NOTIONS.

BUSINESS CHANCE.

The old established Book and Stationery business of W. B. Cooke, 170½ Yonge St., Toronto, to be disposed of with or without the stock.

Full particulars on application, or at the office of BOOKS & NOTIONS.

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M. STAUNTON & CO.,

WALL PAPER MANUFACTURERS

Warerooms 4 & 6 King Street, Toronto.

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PAPER MAKERS,

Georgetown, Ontario.

BOOK, NEWS, AND COLORED PAPERS.

JOHN R. BARBER.

OUT-OF-USE BOOKS.

Many booksellers have large numbers of books on their shelves for which there is no sale in their localities, but which might be worth at least something elsewhere.

With the view of opening up a channel of communication among members of the Trade, we will insert for 10 Cents a Line, a list of such books as they wish to dispose of. It will be useless to advertise them unless prepared to take very much below the price.

Books wanted at cut rates will be advertised in the same way.

J. K. CRANSTON, Galt:—6 Walter Smith's Intermediate.
6 Walter Smith's Primary Drawing.
Davis' Large Grammar.

HART & COMPANY, Toronto:—
24 Brooks' English Literature Primer. Retail 35c.
3 Hamilton's History of England. \$1 75
18 Hall's 1st French Course 50c.
50 or 100 Copies Clarke's Constables' Manual. 1 50

lish annuals sold well; in fact I am not carrying any goods over that I was particularly anxious to sell.

H. DOBSON, *Simcoe*.—Trade for December was greater than the corresponding month last year. Card sales, Christmas week's business, was not quite equal to two years past, but still very good; but I have some left, as I bought too many. Trade here is quite different in size of purchases, nothing expensive being bought, except a set of Dickens. Trade is a good deal demoralized by auction sales.

H. F. SHARP, *St. Mary's*.—The month of December was not up to the year previous, business for the month was all done about Christmas time; the first half of the month very quiet; Christmas cards playing out; the sale of gift art books is increasing; a roady sale for all the annuals. Plush goods are not in the same demand as formerly; useful articles being in most demand.

D. M. BROWN, *Strathroy*.—Would say that trade with me was better than last year, and have asked the rest of the trade, and they all say the same. My experience was that people were prepared to buy sensible, useful articles at reasonable prices, in preference to trash.

Xmas cards did not sell as well as last year, but there was quite a demand for New Year cards. I had a very large run on good books.

O. W. PAPST, *Seaforth*.—Christmas trade was about equal to former years. I have nothing to complain of. Beginning of December was quiet also this month. Christmas Cards sold very well in the cheaper lines.

J. H. DUFTON, *Stratford*.—I have every reason to feel satisfied with the business done during December. The earlier part of the month, trade was slow but Christmas week was far in advance of the same week last year. We have considerably more opposition this season. From what I hear from the merchants in other lines I conclude that on the whole the fall and Christmas trade this year was equal to former ones. In our own line I found a good demand for albums, also a large sale for miscellaneous books and juvenile books. The Christmas Card trade was not so large as previously although there was no marked falling off. The demand for plush fancy goods was not quite so large as usual. China and fancy glass, ink stands and perfume sets had a large sale.

E. W. ATTWOOD, *Walkerton*.—Christmas trade is the best in this place for years. The call for a better class of books and fancy goods was very pleasing. In Christmas cards and toys a very decided improvement at prices below the dollar, above that not so much in demand as in former years. Altogether the holiday and New Year's trade has been very satisfactory.

Our readers will remember that Walkerton was the only genuine growl last year.

TRADE NOTICES.

JUBILEE NOTE.—Apart from the special occasion which this note-paper is intended to celebrate, and its particular design identifying it with the occasion, it is one of the best note-papers which has passed through our hands for some time. It is a hard-siz-d

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With an introduction by Rev. E. A. STAFFORD,
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Best Value, Close Prices.

cream-laid paper, and is so firmly and well made as to be thoroughly opaque under the heaviest writing, a quality which is not always to be found even in the very best qualities of note-paper. It has a very clean surface, quite free from hairs or spots, and of that peculiar character which gives such pleasure to those who use a broad-pointed pen, there being a glazed paper of same quality for those who prefer the fine-pointed pen, which it suits admirably. Each sheet bears a water-marked design, cleverly rendered, of the head of Her Majesty with crown, in wreath of rose, shamrock, and thistle, whilst the corners are filled up with designs symbolic of the Colonies and India, and the name of the note is also water-marked. With the advantages of being a novel, well-rendered design, and a first-class paper, it should meet with a ready sale. It is manufactured by Messrs. Towgood Brothers, St. Neot's Mill.—*The Stationery Trades' Journal*.

This paper is for sale in Canada only by The Barber and Ellis Co., Toronto.

We cordially endorse the opinion of our contemporaries as to the excellent quality of this paper.

MAINTAINING THEIR RIGHTS.—An important decision on copyright has been given by Chancellor Boyd in the suit of the Anglo-Canadian Company against W. F. Shaw, of Philadelphia, for importing into and selling in Canada such pieces of music as "Come Back to Erin," "Gipsy Countess," etc. We quote from circular of the Company the decision:

"Chancellor Boyd, in deciding the case in favour of the Association, pronounced judgement that under the law of this country the plaintiffs, having clearly established the validity of their copyright, were entitled to the fullest protection, and that the transcriptions imported by the defendant were infringements of their copyrights.

"The learned judge granted a perpetual injunction against the defendant with damages and costs, and, in addition, ordered that the penalty provided by the Act should be levied on each copy of the infringements found in possession of the defendant, and that all such copies must be delivered up to the plaintiffs."

Although the decision has been appealed against by Shaw, it is not thought likely that it will be reversed.

CALENDAR CRAZY.—Such was the expression of a friend on hearing the writer and another talk of calendars, show calendars and give to friends the choicest of the lot. Glad this craze comes but once a year—how could we possibly stand two New Years in a twelvemonth? and that when it does come it gives us something worth looking at. Besides the ones noticed last month those from local houses we comprise an artistic and handsome one from Rowell & Hutchinson—rural English dwellings on either side of the dates; Davis & Henderson's, bookbinders, contains fine coloured specimens of binding with a pretty hooded face between; Warwick & Son's contribution is a large picture of The Three Friends—handsome girl, horse and cat,—the execution of the picture is good and the colours natural. Williamson & Co's. small, but beautiful one; landscapes in Indian ink—very good. Morton, Phillips & Bulmer, Montreal, send us a useful office one, very clear and distinct in the important part—the figures. It contains some useful information. The part that McFarlane,

THE CANADIAN MUSICAL LIBRARY.

(The above phrase is our TRADE MARK registered according to Law).

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Sheet Music and Music Books,

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In addition to the latest AMERICAN MUSIC which we are constantly reprinting, we have concluded arrangements to add to THE CANADIAN MUSICAL LIBRARY Publications the most popular English Copyrights that have not been re-copyrighted in Canada—at one half to one quarter the usual retail prices. In order to secure these advantages for the public and ourselves, the inconsistency of our National Laws forces us to publish these pieces abroad and import the whole edition.

Latest Publications,

VOCAL.

- 380 Queen's Huzzar (Tho)C, 3..Destin 15
A song of the English soldier. The music is full of energy and pathos.
- 379 In the Gloaming.....F, 3..Harrison 16
- 378 Dream FacesEmi, 3..Hutchison 15
- 377 'Tis but a Little Faded Flower.....G, 3..Thomas 15
A love song with fine and touching music.
- 376 We'd Better Bide a WeeEb, 3..Claribel 15
- 375 Ehren on the Rhine.....F, 3..Hutchison 15
- 374 Don't Leave Your Mother, Tom.....F, 3..Symons 15
- 373 Kathleen Mavourneen.....Eb, 3..Crouch 15
- 372 Our Jack's Come Home To-day.....Eb, 3..Devers 15
- 371 Warrior Bo'd (The).....C, 3..Adams 10
- 370 Take Back the Heart.....F, 2..Claribel 10
The above popular songs have been printed abroad for the sole object of securing benefits enjoyed by American publishers in Canada, that are denied to Canadian publishers.
- 369 My Favorite, My Queen.....Bb, 3..Winter 10
- 368 Give Me Back My Heart Again.....D, 3..Sinn 10
- 364 Leave Your Burden at de Bottom ob de Hill..F, 2..Bristow 10
- 363 Courting where the Sweet Magnolia Blooms F, 3..Leonard 10
- 362 Gathering the Myrtle with Mary.....Eb, 3..Scanlan 10

INSTRUMENTAL.

- 368 Falling Blossoms PolkaDK, 3..Kinkel 10
A beautiful composition by a favorite composer.
- 367 Emancipation March.....DK, 3..Wartin 10
By the composer of "General Sigel's Grand March" and "Gen. Smith's March" and deserving the same extensive popularity.
- 365 Old Oaken Bucket (The) variations.....C, 3..Grobe 40
A favorite old melody with brilliant variations by one of the best American transcribers.
- 361 Adirondacks Galop.....DK, 3..Meyer 10
A sparkling piano solo, dashing and pleasing.
- 356 Slow Drop Polka.....(very popular).....DK, 2..Blake 10
- 455 Frolic of the Frogs Waltz.....DK, 2..Watson 10
An old favorite that still lives and has a large sale.
- 353 Home Desire (Heimweh).....DE, 3..Jungman 10
A sweet and melodious German air with variations. Every musician knows it.
- 352 Cats Quadrilles.....DK, 3..Redler 10
A companion to the celebrated "Ritz Quadrilles."
- 349 Gen. Hancock's Grand March.....DK, 3..Winner 10
A very pretty march—something we can recommend.
- 346 Home-Sweet Home (easy).....G, 2..Freeman 10
An easy arrangement of this popular melody for pupils.
- 344 Jolly Company Polka.....DK, 3..Cohn 10
Brilliant but not very difficult.
- 343 Hot Water Waltzes.....DK, 3..Lederer 10
A great favorite in the United States where it has had an immense sale.

CANADIAN MUSICAL LIBRARY SERIES.

FOUR NEW BOOKS NOW READY.

- Book No. 9.—Popular songs..... 25
- Book No. 10.—Comic songs..... 25
- Book No. 11.—Favorite dance music..... 25
- Book No. 12.—National dances..... 26

The Trade will please send in their orders early.

STRANGE & CO.,
Toronto.

Austin & Robertson, of the same city, takes in this crazy medley represents the new year as a bride in orange blossoms. A large and fine picture in colours and very little calender.

From away down East the old establishment of J. & A. MacMillan—the house dates back to 1833—comes the largest and most complete of all. Rather handsome, too. It will help to beautify our office during the year.

Lowden & Co., Toronto, dealers in druggists' sundries and Fancy Goods, finding themselves very much cramped for room, have moved from 55 Front Street East to the same number Front Street West. They occupy the western store of the new row on the groundfloor formerly occupied by R. Hay & Co. The new premises are commodious and handsome.

Brown Bros. Toronto, have been compelled to enlarge their premises by adding another store to their already extensive establishment. Will have more space next month to go into a proper description of the new premises.

The Methodist Book and Publishing House report doing a very large business in their publishing department. In producing trade and subscription books the works have not only been taxed to their utmost capacity, but aid had to be sought from several houses to get through with the great rush of work.

A handsome present, that morocco covered easy chair that the employes of The Willard Tract Depository presented to the Manager, S. R. Briggs, during the holidays. Is it a realization of the tract "Life's Luxury?"

It is in Belleville this time! W. E. Wilson tried it in Bracebridge and then in Belleville, but without success. He could not prosper in business. He had the misfortune in the last named place to get the opposition of a Robinson whose craze seems to be to cut the feet from under other traders by cutting prices unreasonably. What think you of 20 per cent. on School Readers? He has gobbled up the stock of poor Wilson at 60 cents on the dollar.

The firm of Marcuse & Cunningham, Montreal, has been dissolved, B. Marcuse continuing on his own account the business of Fancy Goods, Christmas Cards, etc., James Cunningham taking over that part of the business that composed mouldings, mirrors, etc.

Among those who have branched out for themselves, and who has already assumed a position in the front rank in his line, is J. M. Hudson, bookseller and stationer, George Street. He began business in his present premises in October, 1884, and in the interregnum has been obliged to enlarge his store twice, once last December, and again this season, until now he has a large and commodious store double its original size, well lighted, and is prepared for the holiday rush.—*Extract from Brantford Expositor.*

SPRING GOODS.

Travellers will be on road in a few days with full lines of Spring goods in

Base Ball,

Cricket,

Fishing Tackle,

Tennis,

Express Waggon,

Marbles,

Skipping Ropes,

—AND—

STAPLE GOODS.

SEE THE SAMPLES.

MANY NEW LINES.

WILLIAM BRYCE,

31 FRONT ST. WEST,

TORONTO.

BRANCH AT LONDON.

A BEAUTIFUL ASSORTMENT—Too late for notice last month came some fine samples of plain Christmas and New Year's Cards, from Raphael Tuck & Sons, London and New York. Fine in finish, artistic in design, there are no finer cards than those from this house.

The artistic series, comprising scenes in the Alleghanies, Down the Lachine Rapids, etc., are choice pictures in miniature from the paintings of leading artists. How so much detail in scenery can be put in so small a compass, and be so perfect, is a puzzle.

A little while ago we had occasion to look for a good leather-covered autograph album and were surprised to find that not one was to be had at any of the leading Toronto stationery stores. The reason given for this is that they are out of fashion and very seldom called for.

A second-hand book store proprietor told us a tale the other day that well illustrates the old adage of "a place for everything, and everything in its place." He said that a new customer came in one day and bought a quantity of books, stating that he had formerly dealt with another but passing his store he saw inside the plate-glass front nothing but new books. He, like others, with a passion for the old and musty, could not bring himself even to enter the store, but went farther where old books stood forth in all their homeliness and bought.

The place for old books, like old clothes, is within tenements half-store-half-shanty.

A NEW \$2 CANADA COUNTERFEIT—DESCRIPTION OF NOTE.—Title, Dominion of Canada. Payable at Montreal. Blue numbers. Dated June 1st, 1878. Check letter B.

These counterfeit notes are very dangerous ones, and both the face and back of notes are very good. Portrait of Lord Dufferin good, and but little unlike that on the genuine note. Paper fair, though a little thin and harsh and of a yellowish colour. The large green "2's" on the face of the bills are the same as those on the counterfeit \$2 Dominion notes that first appeared in June, 1885, and the imitation green lathe-work therein is poor. In the lower half of each of these green figures 2 there are on the genuine bills four upright zig-zag lines, formed by the peculiar shape or joining of the fine lathe-work lines; but on the counterfeit bills these four engraved zig-zag lines are very prominent, and the two centre ones do not touch one another as on the genuine bills.

Selby & Co., paper makers and wholesale stationers, Toronto, have dissolved partnership, Thomas B. Taylor being now the only partner. William Selby still remains as manager of the business. There will be no change in the style of the firm.

We would call particular attention to the two advertisements of bookstores for sale in Toronto. The one headed A Good Business Opening is all that can be implied under that heading. It is an opportunity to step at once into a successful business that may not offer again for years.

WARWICK & SONS,

Booksellers,

Stationers,

Printers,

Publishers,

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BLANK BOOK DEPARTMENT

Our facilities for the production of Blank Books of all descriptions are unsurpassed in the Dominion, none but first-class workmen being employed.

We have at all times in stock Medium, Demy and Foolscap Books in

Day Books, Journals,

Ledgers, Minute Books, &c.

ALSO A COMPLETE LINE OF

Memorandum and Pass Books,

Time Books, Bill Books,

Invoice Books, Letter Books

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Manifold Order Books for Travellers.

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FIRST-CLASS MANUFACTURERS.

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TORONTO.

BOOK NOTES.

A COMPETENT CRITIC'S OPINION.—In this advanced age of civilization and erudition aspirants to the Temple of the Muses need no longer climb the rugged steps of Parnassus, they are carried up quickly and safely by an elevator. This process must be the intention of two books we have before us, each bearing the title of "Notes on Third Class Literature for 1887." However, with the object for which they were produced we have nothing to say from the teacher's standpoint, but we cannot refrain from making a few remarks on the publisher's aspect of the matter. One book bears the imprint of W.J. Gage & Co and the other that of the Rose Publishing Co. Both books are sold at the same retail price—30 cents—and on comparing them we find there is a considerable difference in size and, correspondingly, in the amount of information given in each for the same money. The Rose publication is fully twice the size of Gage's, is more strongly bound, and is printed in typography much more legible, although it contains per page about the same average amount of matter. The Rose book has 124 pages, the Gage 84, and the only way to account for this great discrepancy is that the latter must be better edited and makes up the value of the difference by being superior in quality. Yet such is not the case. It needs no very practised eye to discern that the Rose "Notes" are of a higher literary standard and are the production of a live teacher who has his class before him and who is capable of grasping the exact requirements for the successful study of the subject preparatory for an examination. As an authority the Gage book may be equally good but it falls very short of the fulness, scope, and thoroughness of the other.

We cite this case to exemplify the principle that governs the price and discount of the Readers. It shows that one at least of the "combination" is "beaten out of his boots" as regards giving good value for money received. He either does not know how to produce a book as cheaply and at the same time as well gotten up as another house—a supposition we are slow to credit—or else he expects an exorbitant profit. The publishers of the larger and better book are quite satisfied with their price, and from their long experience in the business are not likely to make a mistake in their estimates.

The inference as regards the Readers is obvious; comment is needless. X.

S. B. Briggs, Toronto, has published, at \$1.25, "Charles Haddon Spurgeon, Preacher, Author, and Philanthropist," with anecdotal reminiscences, by G. Holden Pike. The full title here given is ample comment on this book. Of a man of such world-wide fame, a new anecdotal biography will be eagerly sought for.

A new religious paper in Toronto, the *Faithful Witness*. Is there a field for it! The aim of the publishers, Willard Tract Depository, is to furnish a non-denominational Canadian paper somewhat similar to the *Christian*. The first number presents a galaxy of names, present and perspective, that will no doubt win the attention of all lovers of good, clear, and very decisive writing, for those with whose writings we are acquainted are all "hard hitters." Can it remain nor-

Important to the Trade.

In August last we sent the following Circular to the Trade:—

"Several years ago special arrangements were made by us with the Publishers of *THE ILLUSTRATED LONDON NEWS* and *GRAPHIC*, to publish the **Christmas Numbers** in Canada in good season for the holiday trade, instead of on, or after, Christmas, as had been the custom up to that time. The fact that nearly all of our customers have more than quadrupled their sales is sufficient evidence that the Trade has been greatly benefited by this arrangement.

"We now understand that offers are being made to Dealers to supply them at reduced price. If these offers could be fulfilled (which they cannot) it would only lead to a reduction in the retail price, and an actual loss of profit to the dealer. But it will be impossible for any other house to import any Supplies whatever into Canada, as under the arrangements the Publishers have appointed us their Sole Agents for Canada, and will not permit any other house to interfere with these arrangements which have proved so satisfactory to all concerned."

We now merely wish to call the attention of the Trade to the fact that our above Statements as to sole supply have been confirmed. We published the Christmas Number on Dec. 6th, which was the day of publication in England; NO OTHER SUPPLIES WHATSOEVER were in Canada on that day, and none had been received up to a day or so before Christmas. Consequently we think our customers will agree with us that there were no supplies in this market, except ours, in time for the holiday trade.

During the past few weeks many dealers have expressed very strongly their entire satisfaction with our arrangements, which, they say, enable them to sell out their supplies before the rush of the Christmas business comes on, to increase their sales each succeeding year, and to obtain the full retail price. The steadily increasing demand for these papers is solely due to our excellent arrangements for early publication, and to our liberal advertising of them in the Newspapers.

Respectfully,

THE TORONTO NEWS CO.

Toronto, December 27th, 1886.

denominational? We think not, for although it may not be the advocate of any particular Church now existing, yet naturally, with the strong minds controlling it, it is likely to drift into some definite views that will be antagonistic to existing forms of Church unity.

"THE CHILDREN'S HOME," is a series of thirteen books published by S. R. Briggs at 50 cents each, stories selected especially by him on account of the healthy tone of the tales. No. 1. "Miss Matty, or Our Youngest Passenger," is a breezy, pleasant book and no doubt will be a very pleasant companion at the fireside in the winter evenings.

THE ROSE PUBLISHING Co. have just issued an admirable Political Hand-book, compiled and arranged by A. C. Campbell.

It contains full returns of all parliamentary elections held in the Dominion since Confederation. It is, we believe, thoroughly reliable, and should go off like "chestnuts" at 25 cents.

The Anglo-Canadian Music Publishing Company send us *The Wide, Wide Sea*, words by F. E. Weatherly, music by Stephen Adams. A song for alto of exquisite sweetness.

Wedding Bells Waltz, with voice parts, by Gerald M. Lane. A taking piece of music introduced by a pretty maid.

Book illustrations are to a certain extent a sham—i.e., where they profess to explain the text for which they were never designed. In fact, pictures expressly produced for a particular book are the exception rather than the rule. This can hardly be called legitimate enterprise, nor ought it to succeed in the long run.

CORRESPONDENCE.

Editor BOOKS AND NOTIONS.

DEAR SIR.—With the idea of making more familiar to the Book and Music Trade of Canada the matter of Copyright, and the general trade and other benefits pertaining thereto, I think it would be advantageous to all Canadian dealers and publishers if you would invite correspondence on this most important matter in your popular journal, BOOKS AND NOTIONS. There seems to be a general indefinite understanding amongst Canadian dealers, as to the advantages connected with copyrights, and with very many how to evade its laws and how to disregard the matter generally, appears to be their main thought.

In the music publishing business, the only houses in Canada that are advancing in the business are those engaged in publishing copyrights, whilst it is an evident painful fact that the oldest houses in the business are the furthest behind in this respect, instead of being in the front, and which if they had say, 20 or even 15 years ago, began the publishing of good standard and educational works, would have been the leading houses to-day.

The most stupid policy of all dealers, however, is to disregard copyrights and to encourage the sale of cheap editions which is done largely all over Canada, with the result that instead of a few making some-

SELBY & CO., PAPER MAKERS

—AND—

STATIONERS,

Will show this spring a complete line of Base Ball Goods, including Spaldings' famous goods. We will also have a splendid assortment of Lacrosse and Foot Ball Goods. Our Stationery Department, as usual, will be found very complete.

33 & 35 Scott St. and 27 Colborne St.,

TORONTO.

FIFTY PER CENT.
LESS.

FIFTY PER CENT.
LESS.

LOOK! IT WILL PAY YOU.

The undersigned who attend Leading Book and Picture Sales, and are Purchasers of Valuable Private Libraries in England and the Continent, can supply Books at about 50 per cent. less than local Cost Price. Pictures, Books, and MSS. bought on order. All new and second-hand English and Continental Books and Reviews supplied on shortest notice. Libraries furnished throughout. Wholesale Book-binding and Stationery at exceedingly low rates. Remit by Bank or Postal Draft with order.

J. MOSCRIPT PYE & CO.,

EXPORT BOOKSELLERS, STATIONERS AND PUBLISHERS,
154 WEST REGENT ST., GLASGOW,
SCOTLAND.

GOOD NEWS! GOOD NEWS!

For the convenience of "Kin Beyond Sea," J. Moscript Pye (of the above firm) who has had great experience of the varied requirements of ladies and gentlemen abroad, acts as GENERAL AGENT, and executes with economy and despatch commissions entrusted to him, for anything, large or small, that may be wanted from Europe. Correspondents in all parts. Manufactures and Patents, also Financial and Commercial Undertakings placed on the English Market. Preliminary Fee, £25 Sterling. Schools and Tutors recommended. Investments made in best securities. Save time, trouble and expense, by communicating with Mr. PYE, 154 WEST REGENT STREET, GLASGOW. A remittance should in every case accompany instructions.

N.B.—EXHIBITION AGENT FOR THE SCOTTISH INTERNATIONAL EXHIBITION, TO BE HELD AT GLASGOW, IN 1888.

thing, the possible profits are frittered away in so-called cheap editions, and I have yet to find the retail music dealer in cheap editions who has made anything out of them.

Then again as Canadians we have many disadvantages, in our imperfect copyright laws, as plainly shown in your sensible notice of the case of injustice to the Rose Publishing Co., and reprinted and commented on in the *Toronto World*: "BOOKS AND NOTIONS thus remarks on what it calls 'an anomaly,' but which would be better characterized as an outrageous wrong: ('The copyright law of Great Britain presents some very odd and, sometimes, unjust results. A case has lately come under notice. The Rose Publishing Co. purchased from E. P. Roe, the author of 'He Fell in Love with his Wife,' the right given him by law for the publication and sale of the book in Canada. So far so good. But Ward, Lock, & Co. purchased the English right and placed the book on sale here, thus depriving the Canadian publishers of a part of the market. There is no resort in such a case. Is it any wonder that we crave for the right to make our own copyright laws? Our contemporary draws it far too mild; stronger language would better besit the occasion. Canada's National Policy remains weak and incomplete until it includes our own national control of copyright—aye, and of many other things besides as well as of tariffs. Canadian free traders will have to recognize that in opposing protection they are really hindering the country's efforts to develop its independence, and are helping to keep it in a condition of submission and inferiority.") A great injustice is done to a Canadian publisher, who in buying a British Copyright for Canada, can do nothing, under existing laws, to keep out the original British edition. Also Canadians should have full power to make their own copyright laws, and as a nation receive and give the advantages offered by international arrangements of copyright and instead of our laws being made at Westminster, they should be made at Ottawa. There ought surely to be some stand taken by the trade in these matters and if carefully and firmly taken up, cannot fail to give many benefits and larger profits to all concerned.

Hoping to find that you will open a column of your valuable journal for the ventilation of views in matters pertaining to copyrights,

I am, yours truly,
GEO. H. SUCKLING.

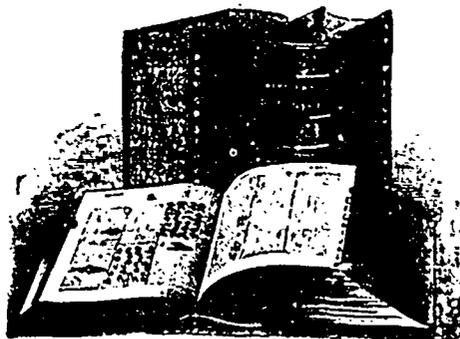
SIR,—I see by the last number of BOOKS AND NOTIONS that the District Association have requested the wholesale dealers of fancy goods not to sell to parties outside of the trade, nor to transient men who open stores merely for the Christmas trade. It is to be hoped they will entirely agree to this request. Would it not be well also, if it could be done, to prevail on the city to impose a heavy license on all church bazaars, raffles and auctions, which interfere, more or less, with legitimate trade. If poor men who peddle goods from door to door, are obliged to pay for the privilege, it is rather strange that rich organizations such as these should be permitted to ruin the trade of the city, while ignoring the burdens on which we are subject.

A YONGE STREET DEALER.

The complaint regarding bazars has been made by several.—ED.

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25,000 Titles, with pronunciation, &c., (Just added) and

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It has 3000 more Words in its vocabulary than are found in any other American Dictionary, and nearly three times the number of Engravings.

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Webster is Standard Authority in the Gov't Printing Office, and with the U. S. Supreme Court, and is recommended by the State Sup'ts of Schools in 36 States, and by the leading College Presidents of the U. S. and Canada.

Published by G. & C. MERRIAM & CO., Springfield, Mass.

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