

Technical and Bibliographic Notes / Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

Coloured covers/
Couverture de couleur

Coloured pages/
Pages de couleur

Covers damaged/
Couverture endommagée

Pages damaged/
Pages endommagées

Covers restored and/or laminated/
Couverture restaurée et/ou pelliculée

Pages restored and/or laminated/
Pages restaurées et/ou pelliculées

Cover title missing/
Le titre de couverture manque

Pages discoloured, stained or foxed/
Pages décolorées, tachetées ou piquées

Coloured maps/
Cartes géographiques en couleur

Pages detached/
Pages détachées

Coloured ink (i.e. other than blue or black)/
Encre de couleur (i.e. autre que bleue ou noire)

Showthrough/
Transparence

Coloured plates and/or illustrations/
Planches et/ou illustrations en couleur

Quality of print varies/
Qualité inégale de l'impression

Bound with other material/
Relié avec d'autres documents

Continuous pagination/
Pagination continue

Tight binding may cause shadows or distortion along interior margin/
La reliure serrée peut causer de l'ombre ou de la distorsion le long de la marge intérieure

Includes index(es)/
Comprend un (des) index

Title on header taken from: /
Le titre de l'en-tête provient:

Blank leaves added during restoration may appear within the text. Whenever possible, these have been omitted from filming/
Il se peut que certaines pages blanches ajoutées lors d'une restauration apparaissent dans le texte, mais, lorsque cela était possible, ces pages n'ont pas été filmées.

Title page of issue/
Page de titre de la livraison

Caption of issue/
Titre de départ de la livraison

Masthead/
Générique (périodiques) de la livraison

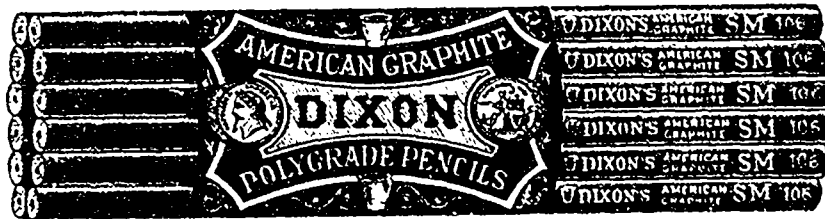
Additional comments: /
Commentaires supplémentaires: Parts of the pages are missing.

This item is filmed at the reduction ratio checked below /
Ce document est filmé au taux de réduction indiqué ci-dessous.

10X	14X	18X	22X	26X	30X
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
12X	16X	20X	24X	28X	32X

BOOKSELLER AND STATIONER

NOVEMBER



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

THE
MCLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

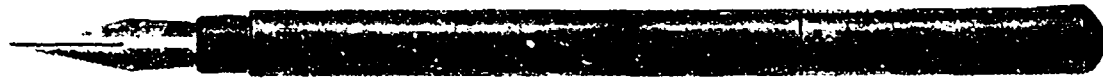
THE BOOKSELLER AND STATIONER

"Little things make the big."

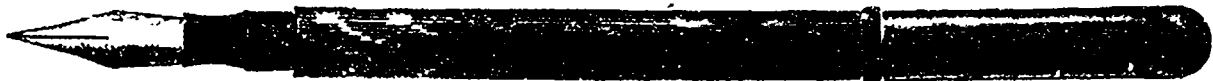
Fountain Pens

We are anxious to make this branch of your business mutually advantageous and remunerative, and with this end in view are offering a selection of the best goods manufactured.

Our Specials are:



UNIVERSITY—Retail 75 cents each.



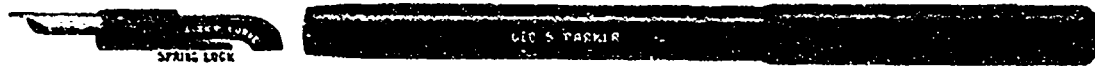
PERFECT—Retail \$1.00.



REGAL—Retail \$1.25.



CENTURY, Gold Mounted—Retail \$1.50.



PARKER JOINTLESS—Showing Curve Feed and Spring Lock.



PARKER LUCKY CURVE—Retail \$2.00 to \$10.00 each.

The **Parker Lucky Curve** Pen is made in all widths and sizes to suit every style of writing, and contains three new **Patented Improvements:**

Anti-Break Cap

Lucky Curve Feed

Spring Lock.

CATALOGUES AND DISCOUNTS MAILED ON REQUEST.

Warwick Bro's & Rutter,

Manufacturing and
Importing Stationers,

TORONTO.

*Returned NOV 21 1901
M.B. 2/2/00*

RUBBER STAMPS

Liberal trade discount—Correspondence Solicited.
 GEORGE CURRY, 66 Church St.,
 TORONTO

TURKISH STEEL PEN CO.,



Graded for all kinds of Writing.

Sole Agents: **Warwick Bros. & Rutter**
 TORONTO

Standard Commercial Works.

Matte's Interest Tables.

At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by
 NAPOLEON MATTE. 5th Edition. Price, \$3.00.

Matte's Three Per Cent. Interest Tables.

By the same author. On fine toned paper and
 strongly bound. Price, \$3.00.

**Hughes' Interest Tables and Book of Days
 combined.**

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum.
 By CHARLES M. C. HUGHES. Price, \$5.00.

Hughes' Supplementary Interest Tables.

Comprising a Special Interest Table for daily bal-
 ances, showing interest for one thousand days on
 any amount, rates from 1½ per cent. to 3½ per
 cent., inclusive. Also a table showing interest
 for one thousand days at 5 per cent., by means of
 which (in connection with Comparative Tables),
 interest for one thousand days can be obtained at
 any rate from 1½ per cent. to 10 per cent., inclusive,
 and COMPARATIVE INTEREST TABLES for ob-
 taining interest on any rate from 1½ per cent.
 to 10 per cent., inclusive, on the basis of 365 days
 to the year in ½ per cent. rates. By CHARLES
 M. C. HUGHES. Price, \$2.00 net.

Hughes' Interest Tables.

At 6 and 7 per cent. per annum (on the basis of
 365 days to the year), for one, two, three and
 four months and days of grace; for use in Dis-
 counting and Renewing Promissory Notes. By
 CHARLES M. C. HUGHES (on folded card, 14½ x 9½)
 strongly bound. Price, \$1.00.

Hughes' Savings Bank Interest Tables.

At 2½, 3 or 3½ per cent. (each on separate card),
 on the basis of one month, being 1/12 part of a
 year; by CHARLES M. C. HUGHES. Price, \$1.00.

Buchan's Sterling Exchange Tables.

Converting sterling into Canadian currency, and
vice versa, advancing by 8ths and 16ths, with other
 useful tables; by EWING BUCHAN. Second edition.
 Price, \$4.00.

**Buchan's Sterling Equivalents and Exchange
 Tables.**

Showing the relative value, according to the rate
 of discount in London, in Canadian and New
 York systems of quotations, of bills of exchange
 drawn at any rate, or having any number of days
 to run, etc., etc.; by EWING BUCHAN. Price, \$1.50.

Buchan's Par of Exchange (Canadian).

Giving sterling into dollars and cents and *vice
 versa*, from \$1 upwards, also sterling equivalents,
 Canada into New York and *vice versa*; by EWING
 BUCHAN. Price (in sheets), each, 20c.; mounted
 (on boards), each, 35c.

The Importers' Guide.

A hand-book of advances of sterling costs in deci-
 mal currency from one penny to 1000 pounds,
 with a FLANNEL TABLE from 20 to 100 shillings
 per piece of 46 yards; by R. CAMPBELL and J. W.
 LITTLE. Cloth, 75c.; leather, \$1.00.

The Canadian Customs Tariff.

Revised to date, containing lists of warehousing
 ports in the Dominion, the Franco-Canadian
 treaty, extracts of Canadian Customs Act, Ster-
 ling Exchange, Franco-German Bismark, at
 Canadian Customs values, also a table of the
 value of francs in English money, Harbor Dues,
 etc., etc. Cap 8 vo, cloth. Price, 50c.

MORTON, PHILLIPS & CO.,
 PUBLISHERS,

1755 and 1757 Notre Dame St., MONTREAL.

The BROWN BROS., Limited, of Toronto, carry
 a full line of our publications in stock.

**SOME TITLES FROM
 MORANG'S HOLIDAY LIST**

Bob, Son of Battle.

By Alfred Ollivant. Holiday edition with illustrations taken from drawings made
 specially for this edition Cloth, \$1.50

Bob, the Story of our Mocking Bird.

By Sidney Lanier. Illustrated by A. R. Dugmore..... Cloth, \$1.50

John Foster: A Child of Nature.

By Hamilton Wright Mable. Decorated borders. Cloth, illustrated..... \$2.00

Silas Marner.

By George Eliot. Crown 8vo, cloth, with 60 illustrations by Reginald Birch..... \$2.00

My Study Fire.

By Hamilton Wright Mable. Illustrated edition with drawings by Maude and
 Genevieve Cowles. Crown 8vo, cloth \$2.00

In the Forest of Arden.

By Hamilton Wright Mable, author of "Essays on Work and Culture," "My
 Study Fire," etc. Large crown 8vo, cloth and gold, gut top, decorated by Will
 H. Low. Edition de Luxe..... \$2.25

The Poems of Archibald Lampman.

Edited with a Memoir by Duncan Campbell Scott. Crown 8vo..... \$2.00
 Also a limited number bound in two volumes, cloth, gilt top, paper label, boxed
 a very tasty gift set. Price, per set..... \$2.00

The Life and Letters of Sir John Everett Millais,

President of the Royal Academy. By his son, J. G. Millais. With 319 illustrations,
 including 9 photogravures. Complete in two volumes. Cloth, gilt top, boxed, \$8.00

The Scarlet Letter. Hawthorne.

Robinson Crusoe. Defoe.

Tom Brown's School Days. Thos. Hughes.

A Sentimental Journey. Sterne.

Four volumes of Morang's classical series, handsomely decorated and printed in
 two colors throughout. Cloth, each \$1.50

Nineteen Hundred and Two.

A Canadian Calendar with pictured things of Canadian sports. Crown 4to, with
 ornamental cover designed by R. Weir Crouch..... 35c.

Shifting Scenes, or Memories of Many Men in Many Lands.

By The Right Honorable Sir Edward Malet, G.C.B., G.C.M.G. Cloth, \$1.50

Rip Van Winkle.

A new edition of the play, by Joseph Jefferson, with very handsomely decorated
 cover, plate paper throughout, with illustrations. Crown octavo, cloth, gilt top, \$2.50

Bird Neighbors.

Game Birds and Birds of Prey.

By Nellie Blanchan. Containing 100 beautifully colored photogravure plates and
 description of over 300 of North-American birds. Crown 4to, cloth, each \$2.25

Bird Homes.

By A. R. Dugmore. The nests, eggs and breeding habits of birds breeding in
 Canada and the Eastern States. Crown 4to, cloth \$2.00

Geo. N. Morang & Co., Limited, 90 Wellington St. W., Toronto

? - ?

ENQUIRY


TO THE TRADE:

TIMELY TELLING OF ARTICLES

FOR

The Question ? Have you Ordered

SEASONABLE SELLING.

If not, then order these: 

GAMES ? Do You Know

The Good Games known as "WINTER EVENING GAMES" are POPULAR WITH THE PEOPLE.

Send for list of 92 Games.

XMAS CARDS ?

CANADIAN AGENTS FOR Hill's "For The Empire" Series. Castell Bros. Davidson Bros.

Let us make you up a nice assortment from these.

TOILET PAPERS ?



10 cents per Dozen.
\$1.00 per Case.



10 cents per Dozen.
\$1.00 per Case.



70 cents per Dozen.
\$5.00 per Case.



60 cents per Dozen.
\$1.50 per Case.

FANCY GOODS ?

ODDS AND ENDS TO CLEAR
AT LIBERAL DISCOUNTS.

Photograph, Scrap, Autograph Albums, Frames, Medalions, Inks, Paper Weights.

PAPETERIES ?

NEW LINES JUST RECEIVED.

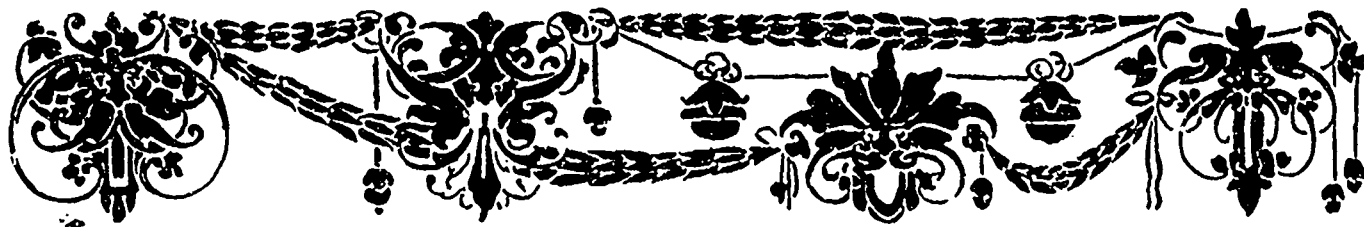
The Firth, Watteau, Rustic Posy, Indian Linen, Venetian, Queen's Damask, Little Letters for Little People, Juvenile Papeteries; Imperial Cabinet, 3-quire box containing 3 sizes.

all over RETURNED DEC 12 1901

THE COPP, CLARK COMPANY, LIMITED

64-66 Front Street West, TORONTO.

The Bookseller and Stationer



Vol. XVII.

MONTREAL AND TORONTO, CANADA, NOVEMBER, 1901.

No. 11.

Topics for the Bookseller.

MONTREAL'S OPINION ON THE NET PRICE SYSTEM.

DURING the past two weeks a petition was circulated among the Montreal book trade, and signed by a fair proportion of its members, asking the Canadian book publishers to take means to adopt a net-price system. They were to be asked to bind themselves into associations that would force all retailers to sign a declaration that they would preserve the face value of newly-published works before they could get stocks, and that any who should violate this pledge should be blacklisted until he should renew his contract. The majority in the trade consider such a scheme feasible; all consider it desirable. But it was finally decided not to do anything in the matter, as it was considered futile to urge the publishers in this manner. The publishers are well acquainted with the dire position in which the bookseller finds himself located to-day; they do not need to have the facts drawn to their attention. The retailers are thoroughly convinced that the first step towards an amelioration of their existing grievances must be made by the publishers.

* * *

Mr. Grafton regards the matter very seriously, going so far as to say that if things don't mend the bookseller must ultimately go out of business. All the regular paper novels are now being sold on St. James street at 65c., and, it is his opinion, that on a 20 per cent. profit a bookseller must go into insolvency some time or other. If he is crowded out of business, the pub-

lisher will find his trade seriously wrecked, for it is the bookman who does the selling of the modern book, except in the case of a work by a well-known author. Advertising will not take the place of the retailers' talk nor the book display; the department store furnishes neither. In his opinion, then, it behooves the publishers to make a move and try to remedy the price-cutting evil. It would seem to be a very simple matter to change the general price from 65 to 75c., for no one gains over the other by giving the 10c. discount. All that the situation requires is a little action. Mr. Grafton believes in the feasibility of forcing retailers to take the full value of the book. At times there may be a "bolser," but he thinks all retailers are so disgusted with the present state of affairs that transgressions would be few. Certainly, price breakings would be easily detected, and the combined strength of a publishers' association ought to bring the wayward into line without much delay.

* * *

Mr. E. M. Renouf expressed himself strongly in favor of the net-price system, but believed the initiative should be taken by the publishers. He thought that the publishers should call a meeting in Toronto and have retail representatives attend from leading centres. There, the matter could be threshed out in all its details, and he felt sure that some arrangement might be devised whereby the existing grievances could be largely removed. Till the publishers take action the retailers can do nothing.

Mr. Foster Brown says that he has given up trying to have arrangements made in regard to prices among the retailers. They won't keep their promises, and the only thing that remains for us to do is to get the publishers to keep them in line.

"Do you expect them to give you a net-price system and enforce it?"

"No; they don't seem to realize the necessity of protecting the booksellers, and till they feel the stringency of a dearth of bookstores they will not likely take steps to prolong their existence. There is no doubt that the present business tendencies are killing the bookstore trade, and the only means of preserving it lies through some such system as BOOKSELLER AND STATIONER has suggested.

* * *

Mr. Wm. Drysdale said: "I quite approve of the idea of a net-price system, and believe that for the object it is intended, to do away with competitive price cutting among the retailers, it is the only proper thing. Some difficulty might be found in its operation in the case of books that do not prove popular and must be forced by low prices, as was the case with Malet's "Gateless Barrier," but due provision can surely be made for such cases in the constitution of the system. I strongly approve of urging the publishers to take the matter up; they should form an association and confer with the retailers."

* * *

Mr. J. Henderson, of Peel street, spoke strongly in favor of a net-price system. "As yet I have not reduced any of my prices, but nevertheless I feel the price-cutting that is going on and would like to see it stopped. The retailer is not getting his fair profit when he sells the current novel under 75 cents."

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of
October, 1901

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12176. Twilight Hour Sacred Song. Words and music by Ernest S. Robson, Westminster, B.C.
12177. Kim By Rudyard Kipling Elms, Rottingdean, Sussex, Eng.
12178. Canadian Standard Bookkeeping. By J. W. Westervelt, A. Blanchard, C.A., J. W. Westervelt, jr., and D. Hoskins, C.A. The Federated Business Colleges of Ontario, Limited, Toronto.
12179. Yukon Council versus Luella Day McConnell. Photo. Joseph A. Clarke, Dawson.
- 12180 to 12182. Photos of the Duke and Duchess of Cornwall and York. Notman, Montreal.
12183. The Isle of the Massacre. Book. By William Carson Woods, Toronto.
12190. Bits of Old England Calendar, 1902 Norman Macmillan Hinshelwood, Montreal.
12191. Bits of Old England Calendar, 1902. One card Norman Macmillan Hinshelwood, Montreal.
12192. Montreal in Winter and in Summer. Calendar, 1902. Norman Macmillan Hinshelwood, Montreal.
- 12193 and 12194. The Royal Party at Government House, Ottawa. Photos William J. Topley, Ottawa.
12195. Circumstance. By S. Weir Mitchell, M.D. Copp, Clark Co., Toronto.
12196. The Cavalier. By George W. Cable. Copp, Clark Co., Toronto.
12197. Latin Prose composition By R. A. Little. Copp, Clark Co., Toronto.
12198. The Royal Party at Rockliffe. Photo. William J. Topley, Ottawa.
12199. The Garden of Eden. Song Words and music by Spencer Adams. The Vanderloot Music Co. Williamsport, Pa.
12500. Bulman Bros. & Co. Collection System Form. Bulman Bros. & Co. Winnipeg.
12501. Lovell's Montreal Directory, 1901-1902. John Lovell & Son, Montreal.
12502. The New Household Manual and Ladies Companion Robert A. H. Morrow, St. John, N.B.
12503. Duke's Visit, 21-31 September 1901. Presentation of Medals by the Duke. Photo. A. G. Pittaway, Ottawa.
12504. Duke's Visit, 21-31 September, 1901. Royal Party at Lacrosse Match. Photo. A. G. Pittaway, Ottawa.
12505. The Outcasts. By W. A. Fraser. Illustrated by Arthur Heming. William Briggs, Toronto.
12506. Victoire du Di. Sanche sur la Maladie. Pamphlet. Dr. H. Sanche & Co., Montreal.
12507. The Right of Way. By Gilbert Parker, London, Eng.
12508. Young Barbians. By Ian MacLaren. John Watson. Copp, Clark Co., Toronto.
12509. The Secret Orchard. By Agnes and Egerton Castle. Illustrated by Chas. D. Williams. McLeod & Allen, Toronto.
12510. Sermon by Dr. Talmage, bearing date October 13, 1901, "What of the Night." Toronto Type Foundry Co., Limited, Toronto.
12511. National Songs. The London Printing and Lithographing Co., Limited, London, Ont.
12512. The Old Voyageur. Photo. John W. Bald, Midland, Ont.
12513. The Royal Canoe. Photo. J. Hopkins Wilson, Ottawa.
12515. Outlines of Nature Lessons for Grade VIII. and Advanced Pupils in Country Schools. By John Brittain J. & A. McMillan, St. John, N.B.
12516. Outlines of Lessons in Elementary Physics and Chemistry for First-Year Students at Normal School. By John Brittain, J. & A. McMillan, St. John, N.B.
12517. "X" re Prevention of Bad Debts. Form. W. H. Gardiner, Toronto.
12518. "Z" re Prevention of Bad Debts. Form. W. H. Gardiner, Toronto.
12519. Conservatory Sight - Singing Method. By A. F. Cringan, Mus. Bnc. Whaley, Royce & Co., Toronto.
- 12520 to 12521. Photos of the Royal Visit to Winnipeg. R. F. G. Burgess, Winnipeg.
12525. Synoptical French Grammar. Book. By J. M. Lanos, A. & W. MacKinlay, Halifax.
12526. The Nineteenth Century Series - Wars of the Century and the Development of Military Science. Book. By Oscar Browning, M.A. The Bradley-Garretson Co., Limited, Toronto.
12527. New Canterbury Tales. By Maurice Hewlett. Copp, Clark Co., Toronto.
12528. Ancient Science or Secrets of Pyramids, Walls and Temples. By Dugald Macdonald, Mount Royal Vale, Que.
12529. Maudie Modest Song. Words by Robert Westfall, Music by Chauncey Hames. Whaley, Royce & Co., Toronto.
12530. Multiple Copy Export Bills of Lading. Murray Printing Co., Toronto.
12531. A Persuasive Word. Sermon of Dr. Talmage, dated 20th October, 1901. William Bailey, Toronto.
12532. Queen's Own Rifles, at Toronto Armouries. Photo. Frank W. Micklethwaite, Toronto.
12533. The Royal Party at Niagara-on-the-Lake. Photo. Alexander Galbraith, Toronto.
12534. The Silent Drummer Price List. June, July and August, 1901. The W. H. Steele Co., Limited, Toronto.
12535. A Hymn. Words and music by Milton H. Kohn. Arranged by Lee Oren Smith. Whaley, Royce & Co., Toronto.
12536. Cleo. Words by George Totten Smith. Music by Warner Crosby. Whaley, Royce & Co., Toronto.
12537. Honey, Honey, Gal Be Mine. Words and Music by Dorothea Hewlett. Whaley, Royce & Co., Toronto.
12538. Close Dat Eye. A Negro Lullaby. Words by Jack P. McSweeney. Music by Lee Oren Smith. Whaley, Royce & Co., Toronto.
12539. Map of the City of Saint John, New Brunswick. McAlpine Publishing Co. Halifax, N.S.
12541. Carrolli Waltzes. By Herman Chesley. W. H. Hodgins, Toronto.
12542. The Ghost of Rastus. Cake Walk and Two Step. By Fred Vinoy. W. H. Hodgins, Toronto.
12543. The Benefactress. By the author of Elizabeth and Her German Garden. Copp, Clark Co., Toronto.
12544. I'm Living Different Now. Words and music by Irving Jones. Whaley, Royce & Co., Toronto.
12545. My Fairy Coon. Serenade. Words and music by Thomas Chilvers. Whaley, Royce & Co., Toronto.
12546. Bookkeeping for Joint Stock Companies. By David Hoskins, C.A. The Federated Business Colleges of Ontario, Limited, Hamilton, Ont.
12547. Sweet Influences. Sermon of Dr. Talmage, dated 27th October, 1901. William Bailey, Toronto.
12548. Jesus-Christ: Son of Man, Sa Doctrine, Sa Passion. Rev. Alexandre Nunevais, Quebec.
12549. Hay Bay. Photo. J. W. Bald, Midland, Ont.
12550. Shamrock Lacrosse Club. Champions of the World, 1901 and 1902. N. P. Mallette & Co., Montreal.
12551. The Big Bonanza Catalogue. Johnston & Co., Toronto.
12553. The Visit of Their Royal Highnesses the Duke and Duchess of Cornwall and York to Canada, 1901:—His Royal Highness the Duke of Cornwall and York, Government House, Toronto, October 11, 1901. Photo. The Carbon Studio, Toronto.
12554. The Visit of Their Royal Highnesses the Duke and Duchess of Cornwall and York to Canada, 1901:—The Royal Party at Government House, Toronto, 11th October, 1901. Photo. The Carbon Studio, Toronto.
12555. The New Covenant: A Lost Secret. By Mrs. Anna Ross, Ottawa.
12557. The Pinkerton Index, Form No. 5. Robert Dennis Richardson, Winnipeg.
12558. Methode d'Elocution et de Declamation. Par P. Colonnier, Cours Elementaire. Paul Colonnier, Montreal.
12559. Good Lord, Remember Me. Words by Rev. Thomas Hawcies. J. Humfrey Anger, Toronto.
12560. The Shade of the Palm. Song from the Musical Comedy: Floradora. By Owen Hall. Music by Leslie Stuart. Anglo-Canadian Music Publishers' Association, London, Eng.
12561. Oh! Who Would Not Be Irish? Words and music by D'Arcy Hinds, Leonard Hinds, Toronto.
12562. The Octimal System of Notation and Numeration. By Geo. H. Cooper. Book. George H. Cooper, New Westminster, B.C.
12563. Cripple John's Hard Fate. By John Easton. Pamphlet. John Easton, Mohawk, Ont.
12565. Sermon of Dr. Talmage, "The Earth's Circle," dated November 3, 1901. William Bailey, Toronto.
12564. Happy Home on Wheels. Song. John Easton, Mohawk, Ont.

INTERIM COPYRIGHTS.

715. The Outcasts. By W. A. Fraser. Book. William Briggs, Toronto.
716. New Canterbury Tales. By Maurice Hewlett. Copp, Clark Co., Toronto.
717. The Benefactress. By the author of Elizabeth and Her German Garden. Copp, Clark Co., Toronto.
718. Mariette. A Maid of Venice. Book. By F. Marion Crawford. Copp, Clark Co., Toronto.
719. The Man From Glengarry. A tale of the Ottawa. By Ralph Connor. Westminster Co., Toronto.

Books and Periodicals.

The Copp, Clark Co.'s List.

OF these publishers' recent books, "The Right of Way," by Gilbert Parker, is perhaps foremost. It is selling well all over Canada. The critics receive it with favor. The English critics are especially cordial in their praise, as may be seen from the following:

Ladies' Field—"The Right of Way" is vivid, picturesque, full of incident, and through it there runs a more serious purpose, accompanied by a more genial humanity, than Mr. Parker has yet embodied in his work. He has nowhere excelled the charm and depth of feeling with which he has depicted the beautiful Rosalie and the good old cure."

The Yorkshire Daily Post—"It would not be adequate praise, we think, to say less of 'The Right of Way' than that it is a great novel. If there are still people who would deny to the novelist his right and duty to deal with the highest problems of life and love and death, this book should silence them."

Scarborough Post—"The story is charmingly told, and the fierce struggles in the hearts of Charley and Rosalie are finely portrayed. 'The Right of Way' is a book to read, not to rush through."

Peterborough Standard—"The Right of Way," by Gilbert Parker, M.P., is undoubtedly one of the strongest books ever written by the author. It is distinctly a novel to read."

No novel of the American Civil War has more strongly portrayed the terrible scenes of the campaigns in the South than George W. Cable in "The Cavalier." There is not a page in the book lacking in intense interest. It is full of rapid movement. The hero is Ned Ferry, a Confederate scout, and the heroine Charlotte Oliver, a newspaper correspondent. The story of their courtship and marriage relieves the story of its tragic features.

For humor and insight into German social life—from an English girl's point of view—commend "The Benefactress" to readers, especially women readers. After years of dependence upon relatives the heroine inherits a German estate and decides to open her home to a few impoverished ladies who, like herself, had found the bread of dependence bitter. She makes all kinds of mistakes and is involved in all

kinds of difficulties. The story is amusing and instructive.

The "New Canterbury Tales" by Maurice Hewlett are—for variety and quaintness—in a class by themselves. The conception itself is good. They are not like the average short stories, because there is a connecting view of interest in the travellers who tell them. There is more of the modern atmosphere about the writing than we find in Mr. Hewlett's famous books "The Forest Lovers" and "Richard Yea-and-Nay." The book is one that will captivate readers of both sex.

In Canadian historical novels history is sometimes apt to be sandwiched in with rather thin layers of fiction. This is not so with "The Road to Frontenac," by Samuel Merwin. It is a lively, realistic story of Canada during the French occupation. The studies of Indian character are good. There is an evening or two's thorough enjoyment in the tale.

Two forthcoming books that are bound to take well are Marion Crawford's "Marietta: A Maid of Venice" and "God Wills It," by W. G. Davis. Mr. Crawford's novel is a captivating story of Venice in the 15th century and he has made a close study of the social and industrial conditions of the time. One realizes what this means in a writer of his charm of style and adequacy of treatment. "God Wills It" is by the author of that much-admired book, "A Friend to Cæsar." It is a tale of the first crusade and a critic says of it: "There is an element of Oriental gold and glitter, a flavor of 'The Arabian Nights,' an air of western feudalism, chivalry, romantic devotion to duty, a certain tinge of barbarism, yet a spirit of heroism and deeply religious faith pervading all." There are eight illustrations and 552 pages in the book.

COPP, CLARK'S HOLIDAY BOOKS.

Two new attractive books for the holidays will be found in "Amos Judd," by J. A. Mitchell, and "The Ruling Passion," by Henry Van Dyke. Their appearance is enticing, many tinted illustrations, fine paper, dainty binding. They are in cloth at \$1.50. The first is a pretty love story; the second deals with the French-Canadian habitant. Both should do well in Canada. In the same list will be found that ever-charming book "The Kentucky Cardinal,"

by J. L. Allan, and "Wanted—A Matchmaker," by P. L. Ford, both works in holiday attire and both already known as good Christmas sellers.

The three new Henty books this year are "With Roberts to Pretoria," "At the Point of the Bayonet," "To Herat and Cabul." In the first we have a noble tale of the Boer War. The second relates to the Mahratta War in the British conquest of India. The third is a story of the first Afghan War. The three books are equal to any of Mr. Henty's previous works.

Morang & Co.'s List.

"The Eternal City" continues to have its immense sale. Few books have been so well advertised. Morang & Co. are now on the third edition. While the book appeals especially to Protestants, it has not given offence to Roman Catholics, and the curiosity concerning it seems to pervade the ranks of both churches. The sale of the cloth edition has been unusually large, and the publishers are making a swell Christmas book of it with gilt top and deckle-edge paper, but those who prefer the trimmed edges can also get that.

"Kim" promises to be the largest seller in Canada of any of Kipling's works. The critics write in the warmest praise of its merits. It is a wonderful romance of modern India, such as no other living writer could have written.

A quartette of novels which Morang & Co. have issued appeal to a wide variety of tastes. They are: 1. The "Alien," by F. F. Montessor, is a capital story, the scenes partly in England and partly in South America; the love of a mother for a prodigal, the self-sacrifice of a woman, and the mingled motives of an adventurer, are all sketched with delicacy, penetration and grasp. 2. "The Lady of Lynn," by Sir Walter Besant, is a charming English story of the 18th century, describing the plot of a London rake to get possession of the fortune of an orphan heiress whose wealth is in ships and who is innocent of town ways. 3. "Love Idylls," by S. R. Crockett, are in his delightful vein of sentiment. 4. "The Quiberon Touch," by C. T. Brady, brings in the taking of Quebec by Wolfe in 1759, the hero being an English naval officer, and the famous battle is fully described. The hero goes to England and takes part in the fight at Quiberon Bay. There is a love story running through the tale.

Another notable work of fiction is Mrs. Heaven's "An Idol of Bronze," which will be ready November 10, and which will appeal to Canadian readers from the residence in Canada of this talented lady.

BOOKS AND PERIODICALS—Continued.

whose previous work, published by Roberts, of Boston, met with a decided success. The present story deals with Mexican life, with which Mrs. Heaven is thoroughly familiar, and illustrates the effect on Mexican social conditions to-day by the opening of railways and other modern invasions of an old civilization. The cover design is by the authoress herself, and the drawings are by her daughter, who has studied art in Spain and France, and who is well equipped for studies in Spanish-Mexican types.

Several books having a special attraction for the holiday trade may be expected from Morang & Co. For instance, a new edition of Col. Denison's "Soldiering in Canada" will issue in cloth at \$1.50. This is a capital book for a Christmas gift, and can easily be sold by dealers who realize its quality for Christmas sale at this price.

Also in line for holiday trade is Ernest Seton Thompson's new work, "Lives of the Hunted." This beautiful book is equal to any of its predecessors and has all the power which made them so famous. Krag the Kootenay ram, Randy the cock sparrow, Johnny Bear and others figure in these pages and are just as interesting as the other wild animals the author (who, by the way, thinks of calling himself Seton in future) has known. The book has the marginal drawings, the full page illustrations, the fine paper and type which make it an ideal gift book. The book was issued October 20 and in two weeks a second edition was called for. "The Wild Animal Play" and "Bird Portraits" by the same author are also capital numbers for Christmas.

Another special item in the Morang list is the "Life of Sir John Millais," one of the most sumptuous works ever offered in Canada, and enriched with numerous illustrations and engravings from the great artist's paintings. The book is in two volumes. It was first issued here at \$9 (the English price being \$10), but Morang & Co. are now giving the same edition for \$6, which constitutes a veritable snap for holiday trade.

Mention should also be made of "Shifting Scenes," Sir E. Malet's delightful book of reminiscences in the diplomatic service. It abounds with good stories of Sir Edward's experience when stationed at Washington, Paris, Constantinople and Berlin, and is as lively as any novel.

Fleming H. Revell Co.'s List.

The Revell Company announce the early publication of part three, completing the "Twentieth Century New Testament." The remarkable success of this book is seen in

the statement of many booksellers that "it sells faster than any novel." Its peculiarity is that it is not a paraphrase, but a genuine translation by eminent scholars, direct from the best Greek text, into simple modern English. All words and phrases not used in the English of to-day, are excluded. The first two parts include "The Gospels and the Acts" and "Paul's Letters to the Churches" the third part "Remaining Letters and the Book of Revelation."

The outlook in China is dealt with in a new book by Dr. Arthur H. Smith. He has remained in Peking, and in "China in Convulsion" he gives not merely the story of the famous siege, but the whole history of the movement of which the siege was the climax. He has gone into the subject thoroughly, in all its different phases, and has given special attention to one subject overlooked by many writers. He depicts very clearly and forcibly the situation in the Chinese Christian Church, pays a glowing tribute to its faithfulness and devotion and predicts for it increased influence in the Empire. The Revells are getting the book out in two handsome volumes, superbly illustrated and with the finest maps and charts.

A notable achievement in bookmaking was the printing and binding in a single week of 70,000 copies of Evangelist E. P. Hammond's book on the conversion of children, and the distribution of 60,000 copies to the ministers and Sunday-school superintendents of the United States and Canada. This was done by the Fleming H. Revell Company through its Chicago house, and at the special instance of a lawyer of New York City.

To teach the Bible to young children is a question which Mrs. Margaret J. Cushman Haven has solved in "Bible Lessons for Little Beginners," the first year of a two-years' course, to be published soon by the Fleming H. Revell Company. Mrs. Haven has had long experience and seems to know intuitively just what the little folk can best understand. Besides the lessons and lesson stories, the book is thoroughly provided with blackboard hints and sketches, lesson hymns and lesson picture suggestions, together with a teaching analysis. The lessons are fitted for the home as well as the primary class, and are arranged without dates, so that they can be used at any time. They make an admirable introductory course to the International Series.

"Culture and Restraint" is the theme of Rev. Hugh Black's new book, which, like his "Friendship," deals with the deeper problems of life, discussing the varied relations of development through expression and repression. It is the old question of

Zion against Greece, Judaism against Hellenism, clothed in the garb of modern everyday religious life. Mr. Black is an intensely practical man, and he has no faith in theories that do not work out in everyday life.

Wm. Briggs' List.

The first Canadian edition of 10,000 copies of Ralph Connor's "The Man From Glengarry" goes to show that the tale laid down by a well-known Scripture, that "A prophet is not without honor, save in his own country," has its happy exceptions. Incidentally, too, it points to the fact that the Canadian public appreciate a good story—or that the publisher believes they do.

One of the best stories for young folks that has appeared for some time is that entitled "Galopoff, the Talking Pony." Those who have read any of Tudor Jenks' previous books will turn with rare pleasure to another of his delightful stories. Howard R. Cort contributes to the volume an exceptionally fine series of pen-and-ink drawings. "Galopoff" is bound to be a Christmas favorite.

Among the choice gift-books for the approaching holiday trade is a splendid illustrated edition of "David Harum." The artist, B. West Clinedrist, has admirably caught the popular conception of the many odd and interesting characters in this wonderful story. The frontispiece, showing the deacon in the rainstorm standing up in his buggy to shake his fist at the imperious David, is a very happy conception.

An excellent portrait of Mr. Charles Mair (of whom a reduced engraving is shown herewith) will form a frontispiece to the forthcoming volume of his poems. A new portrait of Tecumseh will be an interesting feature in the book. The well-known portrait, shown in Lossing's "Pictorial Field-book of the War of 1812," shows the famous chief attired in the uniform of a brigadier-general.

This dress was substituted by Lossing for the buckskin coat in which the original drawing (made at Vincennes in 1801 by Le Druc) presented Tecumseh. Mr. J. E. Laughlin, who executed the fine series of portraits for Read's "Lieutenant-Governors of Upper Canada," has produced a fine portrait from Lossing's book, in which he has replaced the



Mr. Charles Mair.

**See that you have in stock
For your CHRISTMAS SALES
The following Books:**

Marietta: A Maid of Venice	By E. Marion Crawford	Cloth only, \$1.25
The Right of Way	By Gilbert Parker	" " 1.50
The Cavalier	By George W. Cable	" " 1.25
The Young Barbarians	By Ian Maclaren	" " 1.25
New Canterbury Tales	By Maurice Hewlett	" " 1.25
The Benefactress	By the author of "Elizabeth, and Her German Garden"	" " 1.25
God Wills It	By William Stearns Davis	" " 1.25
The Road to Frontenac	By Samuel Merwin	" " 1.25
The Love Letters of an American Girl	By a well-known writer	" " 1.25
Amos Judd	By John A. Mitchell	" " 1.50
The Ruling Passion	By Henry Van Dyke	" " 1.50
Queen Victoria	By R. R. Holmes	" " 2.00
Wanted—A Matchmaker	By Paul Leicester Ford	" " 2.00
A Kentucky Cardinal and Aftermath	By James Lane Allen	" " 2.00
The Crisis	By Winston Churchill	Paper, 75c.; Cloth, 1.25
Richard Carvel	By Winston Churchill	" 75c. " 1.25
Shoes of Fortune	By Neil Munro	" 75c. " 1.25
Her Majesty's Minister	By William Le Queux	" 75c. " 1.25
The Giant's Gate	By Max Pemberton	" 75c. " 1.25
Circumstance	By S. Weir Mitchell	" 75c. " 1.25
Forest Folk	By James Prior	" 75c. " 1.25
Captain Ravenshaw, or The Maid of Cheapside	By R. N. Stephens	" 75c. " 1.25
Mistress Nell	By Geo. C. Hazleton, Jr.	" 75c. " 1.25
Pro Patria	By Max Pemberton	" 75c. " 1.25
Doom Castle	By Neil Munro	" 75c. " 1.25
The Abandoned Farmer	By Sydney Herman Preston	" 75c. " 1.25
The Helmet of Navarre	By Bertha Runkle	" 75c. " 1.25
Cinderella	By S. R. Crockett	" 75c. " 1.25
The Observations of Henry	By Jerome K. Jerome	" 75c. " 1.25
When a Witch is Young	By "4-19-69"	" 75c. " 1.25

OUR ILLUSTRATED DESCRIPTIVE CATALOGUE OF CHRISTMAS BOOKS NOW READY.

THE COPP, CLARK CO., Limited

**Publishers
Toronto.**

BOOKS AND PERIODICALS—Continued.

buckskin coat drawing for the purpose from one in Mr. Boyle's collection of Indian relics in the Archaeological Department. The book will be ready about December 2.

Dr. Welldon, the Bishop of Calcutta, has contributed an introduction to Arthur Stanley's volume of "Patriotic Songs."

In "The Making of a Marchioness," Mrs. Burnett shows she has lost none of her cunning in bookcraft. She exhibits the keen insight of a wife and mother, and in this story shows how, not brilliant beauty, not exquisite toilet, not wit and vivacity, but moral goodness and kindness in woman will win the hearts of men. It is the story of Cinderella over again, with variations to suit modern society.

A volume entitled "The New Covenant a Lost Secret," by Mrs. Ross, principal of the Presbyterian Ladies' College, of Ottawa, has just been issued. Mrs. Ross is the widow of the late Rev. John Ross, of Brucefield, whose biography, written by her and published with the title "The Man With the Book," had a very considerable sale some few years ago.

To the already extraordinary number of sumptuously illustrated native books published this year has been added one on "Our Ferns and their Haunts." The writer of the text is Willard Nelson Clute; the illustrations are supplied by William Walworth Stilson. The volume includes descriptions and illustrations of every species known to grow in North America north of the Gulf States and east of the Rocky Mountains. Few families of plants are so generally admired and yet so little known as the ferns. This volume is a startling revelation of the number of varieties of them. The book contains 195 illustrations.

Another substantial volume, and a work involving a great amount of research, is "The Insect Book," by Leland O. Howard, Ph.D., chief entomologist in the United States Department of Agriculture. As the subtitle announces, the book presents "a popular account of the bees, wasps, ants, grasshoppers, flies and other North-American insects, exclusive of the butterflies, moths and beetles, with full life histories, tables and bibliographies." Dr. Howard has a numerous family of little folks to deal with. Indeed, such wealth of material had he to deal with that the problem of housing all within the cover of one volume was one of no small difficulty. This work embraces some 428 pages, 10 x 7½ in., and is an admirable piece of condensation. It must be of great value to the agricultural community. Every farmers' institute should have one or more copies to read and study.

The public libraries and high school libraries also should include this book.

The failure to distinguish between mushrooms and toadstools has caused many a lover of the edible fungi his life. But in those days no such work as Miss Marshall's "Mushroom Book," with its detailed descriptions and splendid photographic reproductions, existed for the information and warning of epicures. The old familiar method of distinction had to go—"Eat it. If you live it's a mushroom; if you die it's not." Miss Marshall's book is not only one of the most interesting, but we think it the best illustrated of all the many native books of the year.

Two capital boys' books for the holiday season are "For the Colours: A Boys' Book for the Army," by Herbert Hayens, and "Held to Ransom: A Story of Spanish Brigands," by F. B. Forester. Mr. Hayens is making a strong bid for equal popularity with G. A. Henty as a writer of boys' stories.

"Warwick of the Knobs."

To readers who are familiar with Mr. Lloyd's earlier work, "Stringtown on the Pike," no introduction is needed to "Warwick of the Knobs." While the plot of the book is laid in Boone County (unlike "Stringtown") it contains very little dialect, and little attention is paid to Kentucky superstitions. The scenery, people, methods



of worship and the prejudices have all been drawn from actual life. Although properly classed as fiction, it is the fiction of fact. "Warwick" becomes a centre of strangely dramatic scenes of deeply pathetic incidents. His trials of faith are so severe that most mortals would be driven to agnosticism or infidelity, but this hard-shelled Baptist preacher remains true to his God and his faith. The development of this character

has added another memorable name to fiction, and Mr. Lloyd has produced a book that will add to his wonderful popularity achieved by the immense sale of "Stringtown on the Pike."

A very handsome cloth edition has just been placed on the market by W. J. Gage & Co. to retail at \$1.25. It goes without saying that this will be a leader among new fiction for the holiday trade.

"Books That Are Worth While."

Four volumes which are this year deserving of a conspicuous space upon the counters of every Canadian bookseller are the Boys' Own Annual, Girls' Own Annual, Sunday At Home, Leisure Hour.

These books are the best known volumes of the kind issued in the English language, and in past years have been used as an advertising medium by some people in the trade. After years of constant effort on behalf of the booksellers, the publishers of these volumes, Messrs. Warwick Bros. & Rutter, have at last succeeded in forming an agreement whereby these books will be sold at not less than \$1.75 per volume in any store in Canada. The books have been copyrighted in Canada, and every dealer—whether his order be for one copy or 1,000 copies—who will handle these books this year will sign this agreement.

The trade will be supplied by the regular book jobbers or by the publishers, Messrs. Warwick Bros. & Rutter, and we would like to see the booksellers of Canada show their appreciation of the efforts of the publishers to protect the entire interests of the trade by giving these works a prominent place in their stores. As to the relative merits of the books, a few words will suffice.

The Boys Own Annual stands out supreme among books for boys or youths. The contents are a perfect mine of good reading; stories of absorbing interest and exciting adventure; articles on manly sports and pastimes; modern inventions and how to make them; prize competitions, etc., etc. Such well-known writers of boys' stories as Dr. Gordon Stables, Rev. Henry Taylor, Charles Marriott, Louis Becke, G. Manville Fenn and many others are among the contributors to this year's number.

The Girls' Own Annual is full of much useful and delightful information such as



RETURNED
NOV 22 1907
CB 13/184

A FEW OF

**Fleming H. Revell Company's
FALL PUBLICATIONS**

By JAMES M. LUDLOW, author of "The Captain of the Janizaries."

DEBORAH

A tale of the times of Judas Maccabaeus. A thrilling romance of a thrilling time. Very handsomely illustrated. 12mo, cloth, \$1.50.

Dr. HILLIS says: "Most fascinating. Many colors and brilliant lie upon the canvas that a master has painted."

THE SUNNY SIDE OF CHRISTIANITY.

By CHARLES H. PARKHURST, D.D. 16mo, cloth, net 60c.

It has all of Dr. Parkhurst's peculiarly vivid style, with a sweetness and everyday sunshine that is wonderfully attractive.

MUSICAL MINISTRIES IN THE CHURCH.

By WALDO SELDEN PRATT, Professor of Church Music at Hartford Theological Seminary. 16mo, cloth, net \$1.00.

Of great value to all interested in church music. Professor Pratt's experience both as church musician and instructor of ministerial candidates, gives him peculiar facilities. It will undoubtedly remain a standard work of reference.

THE DIVINE PURSUIT.

By JOHN EDGAR McFADYEN. 12mo, cloth, gilt top, net \$1.00.

A complete blending of deep piety and thorough learning has given to these studies a rare quality, that quality that may be compared not unfavorably with Matheson's "Moments on the Mount."

THE OLD GOSPEL FOR THE NEW AGE.

By BISHOP H. C. G. MOULE. 12mo, cloth, net \$1.00.

Dr. Moule is a many-sided man, with wide interests in literature and life. He has a breadth of culture and sympathy.

LAST WORDS OF DISTINGUISHED MEN AND WOMEN.

By FREDERIC ROWLAND MARVIN. Svo, cloth, net \$1.50.

"Not only gives their names and the words they spoke, but considerable additional matter, pertaining to the circumstances in which they died."—N.Y. Times.

THE GIST OF THE LESSON.

By R. A. TORREY. A Pocket Edition of an Exposition of the S.S. Lessons for 1902. Vest pocket style, leather, 25c. Interleaved for Student's Notes, 50c.

"I know of nothing that has the same amount of available information in so convenient and condensed shape. Balled down and pressed together under the hydraulic, skinned, strained and pressed again, and yet still, generous and helpful in its treatment of the lesson. I shall greatly prize it."—Marion Lawrence, General Secretary International Sunday School Association.

PRACTICAL COMMENTARY ON THE INTERNATIONAL S.S. LESSONS, 1902.

Carefully prepared by specialists in the various departments. With map and blackboard illustrations. Large Svo. 210 pages, cloth, 50c.

"The comments are remarkable for two things: Their aptness and truth of exposition, and their pertinence of application. The analysis also is natural, the catchwords capital, and style concise, pointed, animated."—The Advance.

WORKING FOR GOD.

By ANDREW MURRAY. A sequel to "Waiting on God." 16mo, cloth, 50c.

Christian Intelligencer says: "It is gilding fine gold to commend a book by Andrew Murray, whose name and fame reach wherever there is appreciation of the inner spirit of Christ's Gospel."

TIMES OF RETIREMENT.

By GEORGE MATHESON. Devotional Meditations by the author of "Moments on the Mount," "Voices of the Spirit," etc. With a biographical sketch by the Rev. D. MacMillan. 12mo, cloth, net \$1.25.

These devotional pieces by the well-known popular blind preacher, are based upon the belief that devotion is neither merely nor mainly a thing of the heart, but is based upon intellectual conviction and must be the child of reflection.

Fleming H. Revell Company

25-27 Richmond St. West, **TORONTO.**
Bookellers' Row
Also at CHICAGO and NEW YORK.

Telegrams and Cables, "LONG'S, LONDON."

LONG'S COLONIAL LIBRARY OF COPYRIGHT BOOKS.

For Circulation Only in the British Colonies and in India.

* * * The Books in Mr. Long's Colonial Library have been selected with great care. They are printed in the best style, on superior paper and are handsomely and uniformly bound in Art Green Cloth with special design, price 3s. 6d., or in Art Green, strong paste-down Paper Covers, also with special design, price 2s. 6d. Crown Svo. The Library is one of the most popular on the market.

A SELECTION — FICTION.

- From the Land of the Wombat. By William Sylvester Walker ("Coo-ec"). Profusely illustrated.
- The Craze of Christina. By Mrs. Lovett Cameron
- In the Dark. By Esme Stuart.
- The Crime in the Wood. By T. W. Speight.
- Trewinnot of Guy's. By Mrs. Coulson Kernahan.
- When the Mopoke Calls. By William Sylvester Walker ("Coo-ec"). Profusely illustrated.
- Paths of the Dead. By Hume Nisbet.
- A Passing Fancy. By Mrs. Lovett Cameron.
- The Bread of Tears. By G. B. Burgin.
- An African Treasure. By J. Maclaren Cobban.
- Kinsah: A Story of Haram Life. By May Crommelin. Front-piece.
- The Progress of Pauline Kessler. By Frederic Carrel.
- The Harvesters. By J. S. Fletcher.
- The Experiment of Dr. Nevill. By Emeric Hulme-Beaman.
- Logan's Loyalty. By Sarah Tytler.
- Native Born. By William S. Walker ("Coo-ec").
- Ada Vernham, Actress. By Richard Marsh. Front-piece.
- The Shadow of Allah. By Morley Roberts.
- The Avenging of Ruthanna. By Mrs. Coulson Kernahan.
- The Bishop's Secret. By Fergus Hume.
- Juggling Fortune. By T. W. Speight
- The Crimson Cryptogram. By Fergus Hume.
- The Realization of Justus Moran. By Frederic Carrel.
- The Way Out. By G. B. Burgin.

- I'd Crowns Resign. By J. Maclaren Cobban
- Men of Marlowe's. By Mrs. Henry Dudeney.
- Yolande the Parisienne. By Lucas Cleeve.
- The Strength of Straw. By Esme Stuart.
- The Ivory Bride. By Thomas Pinkerton.
- The Luck of a Lowland Laddie. By May Crommelin.
- A Traitor in London. By Fergus Hume.
- Jean Keir of Craignell. By Sarah Tytler
- Friendship and Folly. By Marie Louise Pool.
- Straight Shoes. By G. G. Chatterton.
- Paul Le Maistre. By Frederic Carrel.
- Once Too Often. By Florence Warden.
- The Royal Sisters. By Frank Mathew.
- The Golden Wang-Ho. By Fergus Hume.
- Virgin Gold. By William S. Walker ("Coo-ec"). Profusely illustrated.
- Nobler Than Revenge. By Esme Stuart.
- The Three Days' Terror. By J. S. Fletcher.
- Plato's Handmaiden. By Lucas Cleeve
- Anna Lombard. By Victoria Cross.
- Bitter Fruit. By Mrs. Lovett Cameron.
- A Women-Derelict. By May Crommelin.
- Women Must Weep. By Sarah Tytler
- Mrs. Musgrave and Her Husband. By Richard Marsh.
- A Son of Mammon. By G. B. Burgin
- No Vindication. By Mrs. Coulson Kernahan
- The Mission of Margaret. By Adeline Sergeant.
- The Master SINNER. By a Well-Known Author.

(This book is having an enormous sale in England.)

FORTHCOMING VOLUMES (SEPT., DEC., 1901)

- The Curse of Eden. By the Author of "The Master Sinner"
- The Real Christian. By Lucas Cleeve.
- An Ill Wind. By Mrs. Lovett Cameron.
- The Lovely Mrs. Pemberton. By Florence Warden.
- The Golden Spur. By J. S. Fletcher
- The Diva. By Annie Thomas (Mrs. Pender Cudlip).
- A Daughter of England. By May Crommelin.
- Houses of Ignorance. By Frederic Carrel.
- A Social Pretender. By Winifred Graham
- The Lords of Life. By Bessie Dill.
- In the Blood. By William Sylvester Walker ("Coo-ec"). Illustrated
- The Green Turbans. By J. Maclaren Cobban.
- The Mission of Margaret. By Adeline Sergeant.
- A Man of Iron. By J. Morgan-De-Groot.
- Blue Bonnets Up. By Thomas Pinkerton
- Papa, Limited. By W. Carter Platts. 40 Illustrations by the Author.

"The Best Sixpenny Novels on the Market."—Vide Press.

LONG'S NEW SIXPENNY LIBRARY OF COPYRIGHT NOVELS.

- Father Anthony. By Robert Buchanan
- Curios: Some Strange Adventures of Two Bachelors. By Richard Marsh.
- The Wooing of Monica. By Mrs. L. T. Meade.
- A Difficult Matter. By Mrs. Lovett Cameron.
- The Eye of Istar. By William Le Queux.
- The Mystery of Dudley Horne. By Florence Warden.
- The Bishop's Secret. By Fergus Hume
- The Craze of Christina. By Mrs. Lovett Cameron.
- The Bohemian Girls. By Florence Warden.
- The Veiled Man. By William Le Queux
- The Crimson Cryptogram. By Fergus Hume
- A Passing Fancy. By Mrs. Lovett Cameron.
- Kitty's Engagement. By Florence Warden.
- Our Widow. By Florence Warden.

* * * The size of these Volumes is Medium Svo. 8 1/2 in. by 5 1/2 in. They are set in a new, clear type, double columns, and are printed on good English made paper. Each Volume is attractively bound in a striking picture cover drawn by a leading artist.

Other Novels by the most popular Authors of the day will be added to the series in due course.

GENERAL LITERATURE.

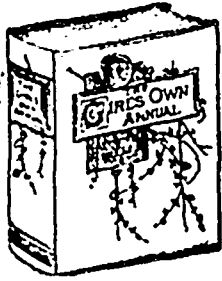
- Social Life in the British Army. By A British Officer. With Sixteen Full-page Illustrations on Art Paper, by R. Eaton Woodville. Third Edition.
- Australia at the Front. A Colonial View of the Boer War. By Frank Wilkinson (Special Correspondent Sydney Daily Telegraph). With Map and Twenty Illustrations on Art Paper by Norman H. Hardy, from Sketches on the Spot and Photos by the Author

Liberal Terms Offered to the Trade

London; **JOHN LONG, Publisher, 6 Chandos Street, Strand,**
And all Colonial Booksellers.

BOOKS AND PERIODICALS—Continued.

young women are interested in, as, for instance, art, music, literature, dressmaking, home life, etc. It is wholesome in tone, helpful in character, and would be appreciated by every girl and young woman in any station in life.



Helen M. Burnside, Rev. H. C. Atwood, M.A., Mrs. Creighton, Lady Mary Wood and others have contributed stories and articles to the current volume, and these writers of such matters as girls are interested in are unsurpassed.

The Sunday at Home is a perfect gift book for serious-minded people of all ages. As a magazine for the quiet home it has few equals. It is beautifully illustrated and elegantly bound and contains interesting stories of the higher class, while sermons, devotional papers, and special articles on religious matters are also made prominent features of the work.

The Leisure Hour is abreast of the times in every respect, and is an invaluable volume for every person who would keep in touch with current events and literary progress. The contributions on science, biography, poetry, etc., are by the most eminent writers of the day.

Timely Publications.

Oliphant, Anderson & Ferrier, Edinburgh and London, have published "Prayer; A Practical Treatise," by Rev. A. F. Douglas. In his preface, the author says: "How much prayer is offered up which is followed by no expectation of blessing? It is, alas! often with them a mere religious act performed to satisfy conscience. * * * It is this citadel of unbelief we would fain assail." The book is not of the sermonizing variety. It is written plainly and forcibly, and the reader is bound to be interested and to "pause and reflect." A few of the headings of the various chapters may give some idea of the trend of the work. Among them are: "Exhortations to Prayer," "Prayer—A Law," "The Prayer of Faith," "Intercession," "God's Delays," "Disappointments," "Prayer for Enemies," "The Prayer Life of Jesus." The book is dedicated to the Countess of Leffield. It is printed in large clear type and strongly bound in cloth, with a cover design in gold. The published price is 3s. 6d.

"What is Worth While" is the name given to a series of booklets, published by Thomas Y. Crowell & Co., New York, being sermons, lectures and essays by some of the world's most prominent theologians.

Thomas Chalmer's sermon, "The Expulsive Power of a New Affection"; "The Greatness of Patience," by President Hadley, of Yale University; "Religion in Common Life," a sermon by John Laird, D.D., late principal of the University of Glasgow, and many others of equal interest and beauty make up a series that will be welcomed in all libraries. The books are bound in white leatherette with handsome green and gold cover designs. The price is 3s. cents. They make splendid Christmas booklets. Another book on something of the same lines is "The Ministry of Comfort," by J. R. Miller, D.D. It has 22 chapters on such subjects as "Glimpses of Immortality," "Why Trouble Comes," "The Effacement of Self," etc. Both subject matter and method of treatment will be appreciated by all who are disposed to look sanely upon trouble, in whatever guise it may come. The volume contains 300 pages, with illuminated chapter initials and priory text heads.

McLeod & Allan have several new issues in fiction. "The Secret Orchard," by Egerton Castle, is an extremely striking and somewhat daring novel of modern France. The situation is that of a duke, a lineal descendant of the Stuarts, who is married to a virtuous and beautiful woman. He sins, and the companion of his error is unwittingly adopted as her daughter by his childless wife. Out of these unusual materials a deeply-interesting denouement develops. Another novel from the same house is the new romance, "Mark Everard," by Knox Magee, the clever Canadian writer, whose last book, "With Ring of Shield," found so many admirers. The new novel is an absorbingly-interesting tale of the days of Charles II. It is well constructed and full of dramatic incident. Already several city booksellers are filling their windows with copies and look for a large sale. It is handsomely bound and comes out in good time for holiday trade.

A new children's story has been published by The Musson Book Co. which is likely to become a leading book for the Christmas trade. It is called "Pussy Meow: The Autobiography of a Cat," and is written by S. Louise Patterson. "This work," we are told, "seeks to do for the cat what 'Black Beauty' did for the horse and 'Beautiful Joe' for the dog," that is to give a hearing to the cat, and "to secure for her the consideration which humanity owes to the dumb," all of which is done in a manner that holds not only the interest of children, but of adults as well. It is well illustrated with photographs from life. The retail price is 75c. Another book for children is "The Blue Baby and Other Stories," by Mrs. Molesworth. The "other stories" include "The Monkey on the Barrel-Organ," "Benjy's Fairy," "A Cow with Nine Lives," "A Remarkable Chicken," etc. There are 10 full-page illustrations, besides large initial letters for all the chapters. The price is 50c. "A Daughter of New France" has been a most successful book. It is now in its sixth Canadian edition, and the immense demand keeps up. The price in paper is 75c.; cloth, \$1.50.

AUTUMN Announcement

The Making of a Marchioness

By Frances Hodgson Burnett,
Author of "Little Lord Fauntleroy," etc.

A delightful romance in the author's most charming vein. The scene is laid in an English country house, where an amiable English nobleman is the centre of matrimonial interest on the part of both English and Americans present.

Illustrated by Chas. D. Williams, with four half-tone engravings in two colors. Beautifully printed and daintily bound.

12 mo, Cloth, net \$1.10.

The Outcasts

A new book by W. A. Fraser,
Author of "Mooswa," etc.

"The Outcasts" is written in Mr. Fraser's best style, with a splendid series of illustrations by Mr. Heming, and following on after "Mooswa" is certain to be one of the best selling books for the holiday trade.

Cloth, net \$1.00.

The Man from Glengarry

By Ralph Connor,
Author of "Black Rock," "The Sky Pilot," etc.

"The Man from Glengarry," now running as a serial in The New York Outlook and The Toronto Westminster, is creating wide interest and enhancing the reputation of its author. The work promises to be one of the greatest favorites of Fall and Christmas trade.

Cloth, \$1.25.

The Lion's Whelp

By Amella E. Barr,
Author of "Trinity Bells," "How of Orange Ribbon," etc.

This is a romance of the middle of the seventeenth century which follows the fortunes of two families, one devoted to the Royalist cause, the other adherents of Oliver Cromwell, "The Lion's Whelp."

Paper, 75c.; Cloth, \$1.25.

Memory Street

A story of life in New England.
By Martha Baker Dunn.

Miss Dunn's work compares favorably with the work of Mary E. Wilkins and Kate Douglas Wiggin.

Paper, 75c.; Cloth, \$1.25.

WILLIAM BRIGGS

PUBLISHER

233 Richmond Street West TORONTO

RETURNED
NOV 22 1901

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Circumstances," by S. W. Mitchell. Copp.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Milda Jane," by E. Saunders. Briggs.
6. "With Christ at Sea," by F. Bullen. Briggs.

CHARLOTTETOWN.

1. "Uncle Terry," by Munn. McLeod.
2. "Cinderella," by S. R. Crockett. Copp.
3. "Tarry Thou Till I Come," by G. Croly. Briggs.
4. "Good Red Earth," by E. Philpotts. Briggs.
5. "Ralph Marlowe," by J. B. Naylor. Briggs.
6. "Footsteps of a Throne," by M. Pemberton. Gage.

GUELPH.

1. "Kim," by R. Kipling. Morang
2. "Secret Orchard," by E. Castle. McLeod.
3. "The Eternal City," by H. Caine. Morang.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Dri and I," by I. Bacheller. Briggs.
6. "Puppet Crown," by H. McGrath. McLeod.

HALIFAX.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Tristram of Blent," by A. Hope. Morang.
4. "The Sky Pilot," by R. Connor. Westminster.
5. "The Master Christian," by M. Corelli. Briggs.
6. "With Christ at Sea," by F. Bullen. Briggs.

HAMILTON.

1. "The Eternal City," by H. Caine. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Circumstances," by S. W. Mitchell. Copp.
5. "Master Christian," by M. Corelli. Briggs.
6. "Tarry Thou Till I Come," by Croly. Briggs.

KINGSTON.

1. "The Eternal City," by H. Caine. Morang.
2. "Tristram of Blent," by A. Hope. Morang.
3. "Dri and I," by I. Bacheller. Briggs.
4. "Secret Orchard," by E. Castle. McLeod.
5. "The Crisis," by W. Churchill. Copp.
6. "Capt. Ravenshaw," by R. N. Stephens. Copp.

MONTREAL.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Kipling. Morang.
3. "Johnnie Courteau," by W. H. Drummond. Putnam.
4. "The Crisis," by W. Churchill. Copp.

5. "Secret Orchard," by E. Castle. McLeod.
6. "Lessons in English and German." Renouf. MONCTON.

1. "The Eternal City," by H. Caine. Morang
2. "The Crisis," by W. Churchill. Copp.
3. "Puppet Crown," by H. McGrath. McLeod.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Right of Way," by G. Parker. Copp.
6. "Tarry Thou till I Come," by G. Croly. Briggs.

OTTAWA.

1. "Right of Way," by G. Parker. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Captain Ravenshaw," by R. N. Stephens. Copp.
4. "Tristram of Blent," by A. Hope. Morang.
5. "Road to Frontenac," by S. Merwin. Copp.
6. "Johnnie Courteau," by W. H. Drummond. Putnam.

PETERBOROUGH.

1. "The Crisis," by W. Churchill. Copp
2. "Good Red Earth," by E. Philpotts. Briggs.
3. "Days Like These," by S. W. Townsend. Langton.
4. "Quincy Adams Sawyer," by Pidgin.
5. "Cinderella," by S. R. Crockett. Copp.
6. "Her Mountain Lover," by H. Garland. Copp.

REGINA.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Kipling. Morang.
3. "Dri and I," by I. Bacheller. Briggs.
4. "The Crisis," by W. Churchill. Copp.
5. "Sky Pilot," by R. Connor. Westminster.
6. "Captain Ravenshaw," by R. N. Stephens. Copp.

ST. JOHN.

1. "The Eternal City," by H. Caine. Morang.
2. "Kim," by R. Kipling. Morang.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Captain Ravenshaw," by R. N. Stephens. Copp.
5. "Graustark," by G. B. McCutcheon. McLeod.
6. "A Daughter of New France," by M. C. Crowley. Musson.

STRATFORD.

1. "The Crisis," by W. Churchill. Copp.
2. "Dri and I," by I. Bacheller. Briggs.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Kim," by R. Kipling. Morang.
5. "Days Like These," by E. W. Townsend. Langton
6. "Whirligig," by M. Lindsay. Gage.

TORONTO.

1. "Right of Way," by G. Parker. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Kim," by R. Kipling. Morang.
4. "Secret Orchard," by E. Castle. McLeod.
5. "Tristram of Blent," by A. Hope. Morang.
6. "Tarry Thou Till I Come," by G. Croly. Briggs.

VANCOUVER.

1. "Tristram of Blent," by A. Hope. Morang.
2. "The Eternal City," by H. Caine. Morang.
3. "Captain Ravenshaw," by R. N. Stephens. Copp.
4. "The Sky Pilot," by R. Connor. Westminster.
5. "The Crisis," by W. Churchill. Copp.
6. "Cinderella," by S. R. Crockett. Copp.

VICTORIA.

1. "The Crisis," by W. Churchill. Copp.
2. "The Eternal City," by H. Caine. Morang.
3. "Tristram of Blent," by A. Hope. Morang.
4. "Like Another Helen," by Horton. McLeod.
5. "Tarry Thou Till I Come," by G. Croly. Briggs.
6. "Cinderella," by S. R. Crockett. Copp.

WINNIPEG.

1. "Kim," by R. Kipling. Morang
2. "The Crisis," by W. Churchill. Copp.
3. "The Eternal City," by H. Caine. Morang.
4. "With Christ at Sea," by F. Bullen. Briggs.
5. "Farewell Lakola," by G. Boothby. Langton.

CANADIAN SUMMARY.

	Points.
1. "The Eternal City"	126
2. "The Crisis"	93
3. "Tristram of Blent"	82
4. "Kim"	57
5. "Captain Ravenshaw"	28
6. "Right of Way"	25

UNITED STATES.

1. "The Crisis," by W. Churchill. Macmillan.
2. "Dri and I" by I. Bacheller. Lothrop Pub. Co.
3. "The Eternal City," by H. Caine. Appleton.
4. "The Right of Way," by G. Parker. Harper.
5. "Blennerhasset," by Pidgin. Clark Pub. Co.
6. "Graustark," by G. B. McCutcheon. Stone.

ENGLAND.

1. "The Eternal City," by H. Caine. Heinemann, 6s.
2. "Tristram of Blent," by A. Hope. Murray, 6s.
3. "History of Sir Richard Calmady," by L. Malet. Methuen, 6s.
4. "Herb of Grace," by R. N. Carey. Macmillan, 4s.
5. "Four-Leaved Clover," by M. Gray. Heinemann, 6s.
5. "Sister Teresa," by G. Moore. Unwin, 6s.

WESTERN Incorporated 1851.
ASSURANCE COMPANY
 Fire and Marine
 Capital - - \$2,000,000.00
 Assets, over - - 2,900,000.00
 Annual Income - 3,000,000.00
 Head Office: TORONTO, ONT.
 Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
 C. C. Foster, Secretary.

'GRAND PRIX,' PARIS, 1900. The highest possible Award.
JOSEPH GILLOTT'S
 Of Highest Quality, and Having
 Greatest Durability are Therefore
CHEAPEST. **PENS**

Notes for the Stationer, and Fancy Goods Dealer.

CURRENT ITEMS IN THE TRADE.

BUSINESS in stationery, outside of the Christmas trade, which is as active as it ever has been, is in a good shape, and a pleasing feature of it is the increased demand for high-grade writing stationery. It has been noticed for some time that the public were gradually taking more of the best goods and disregarding the cheaper lines that for a long time formed the great bulk of the trade. But the growth of this demand is very noticeable this Fall. Perhaps, as a retailer believed, it is due to the uncommonly taking papeteries that are now on the market, but it is preferable to think that the people have been educated up to the point of desiring the best and most artistic stationery, and that they will continue to use these goods. One of the wholesalers put out a line of cheap, highly-colored note this season that not many years ago would have had an immense sale, but it fell flat, and even among the small country places where, as a rule, the cheap goods sell best, it was not taken, plain white paper being preferred.

AMONG the new lines of fancy writing stationery there is an English reprinted paper that has a good chance of becoming a leader. The paper is very light and gives the appearance of a coarse wood fibre or straw-plait finish. The colors are in light blue and white. The envelopes are of the popular wallet shape and the goods, besides being nicely boxed, are tied in fancy satin ribbon. The name of this stationery is "Queen's Damask," and it retails, with good profit, at 50c.

MORE attention is being paid to children's fancy stationery than usual, with the result that a number of attractive and, I understand, quick-selling lines can be obtained. Nearly all of them are decorated in the corners of the sheets with colored pictures of brownies, animals, flowers, etc. The stationery is ruled, a desirable feature in children's notepaper,

and the envelopes are about half the size of the ordinary. These goods are likely to sell well for the Christmas trade.

ABOUT the best boxed writing stationery on the market is given no name but what the pictures on the covers suggest. The principal sizes are elephant quarto and octavo. The boxes are flat, and the covers are beautiful art photogravures from life. Two of them, "The Honeymoon" and "The Fairy Tale," are in immense demand, but the other pictures, "The Choir," "The Blind Flower Girl," etc., make also very handsome covers. For the Christmas trade, these will sell well among the best buyers, for they are rather expensive goods, \$2.50 being, I believe, the retail price. That is, however, giving a good big profit to the retailer. But there is a great deal of stationery in them in two or three tints, and they are worth the price. They make a splendid exhibit in a store and will sell themselves. The stationery is of the highest class.

BLUE, white, cream and light grey are the selling shades. The last makes an uncommonly handsome writing paper and is likely to be even more popular than at present. A fault found with many of the dark blue shades is that when the wet ink is blotted the impression left is very faint and it is sometimes hard to read. This cannot be said of the grey paper, which provides a background for the ink that shows it up as well as white or cream. Some of the darker greys are used to a limited extent instead of the black-bordered mourning stationery. Pink is not as good as it has been, though it still sells pretty well.

ANEW fountain pen will be put on the market a couple of days after this issue of *BOOKSELLER AND STATIONER* is in the hands of its readers. This pen will be made in several grades, to retail from \$1 up. The firm who are handling it state that it is made on the lines of another pen which made its designers famous in the

trade. The patent, however, expired, and this new pen, though altered in some respects, still embodies the chief points of that patent. The feeder is the same, though the pen nib is somewhat smaller. No better feeding device than this has ever been discovered, and as the pen is put down at a very reasonable price it will likely be a great success. There is more profit in it for the retailer, too.

AN odd device for allowing the hand to move more freely when writing has been patented in the United States. A ring is worn on the little finger of the pen hand, and a steel ball, attached to it just where it touches the paper, revolves in any direction. This rolls over the paper, doing away with any friction caused by rubbing the finger over the paper when writing.

ANEW thing in inkstands is made with a revolving glass top with a hole in it for the insertion of the pen. The bottom of the well is made in the form of steps, so that as the ink is gradually used up one after another of these steps become bare until the last one—a narrow one—is reached and the ink is all contained in this. The hole for the pen in the cover is moved over whichever step has the desired depth of ink. This well allows the ink to be practically all used up, so that an entirely fresh supply may be put in.

ALATE English novelty is a combined pen, pencil and calendar. In one end of the holder is a slot, in which a calendar sheet is wrapped around a roller. The sheet is gummed and transversely perforated, the object being to divide it into spaces indicating the 12 months. On each of these spaces are the name of the month, days of the week, and the numerals corresponding to the days of the week and month.

ANEW series of tobacco jars reproduces Japanese heads and faces. The eyebrows, moustache and hair are real hair. The faces have different expressions, but all are fierce enough to satisfy anyone who want blood curdling sensations. They will hold a pound or more of tobacco and the finish is superior, reproducing the natural

KING EDWARD VII.

NOTE PAPER AND ENVELOPES.

This is the same paper as we have been selling under the name "Plashwater," and made by the same mill, but with a more appropriate watermark.

The "Plashwater" now offered in this market is not the same paper that we introduced to the Canadian Trade.

Buy KING EDWARD VII. note paper, in white, cream and kid-finish, envelopes to match, and thus obtain the original article.

The Barber & Ellis Co., Limited

43, 45, 47 and 49 Bay St.

TORONTO, ONT.

Greeting to our Canadian Friends!

We have selected this medium to bring closer to your notice, our **SPLENDID** line of **TYPEWRITER RIBBONS** and **CARBON PAPERS**, and to specially direct your attention to the **HIGH STANDARD** and unexcelled variety.

"M.M.,"
"YELLOW BOX,"
and "EUREKA"

Typewriter Ribbons

Embody positive perfection, in durability, clear sharp write; indelibility.



"PROGRESS,"
"M.M.,"
"EUREKA,"
"COMPETITOR,"
"SILK SPUN,"
"GALLINIPPER"

Typewriter Carbon Papers

Unequaled in the World.

Finest and largest line of Pencil and Pen Carbons; Typewriter Oils, pure and odorless; Stamp Inks; Stamp Ribbons. Write for our Catalogue and any information in reference to our goods.

MITTAG & VOLGER,

Sole Manufacturers.
To the Trade Only.

Principal Office and Factories—PARK RIDGE, N.J.

New York City 1010 Park Row Building.

Chicago, Ill 108 LaSalle St.

London—1 Queen Street

Paris—37 Rue Vivienne.

hue of the skin. The retail price is \$1.50.
—American Stationer.

AN exchange announces the appearance of some novel decorations for Christmas trees. "These," it says, "consist of a frame which supports a heat wheel. As this revolves it carries with it a colored ball, around which is twisted colored metal strips. Some are fitted with mirrors for reflectors and some are not. They are designed to be attached to the tree above the tapers and the ascending heat waves keep them revolving as long as the tapers burn. A score of these on a tree would cause it to scintillate with colored lights, constantly changing color as the wind wheels revolved. The retail price is 10c."

Leather coverings for sofa cushions promise to be one of the Christmas trade's best lines. These are made in sheepskin, in suede grey, tan and other colors, with burnt designs. The cover is laced together all around, so that it is only necessary to unlace one end to insert the cushion. The edge is fringed. Brown Bros. are supplying the trade.

Messrs. O. B. Stanton & Co., Toronto, had a window display of Waterman's "Ideal" fountain pens recently that was of more than usual merit. On the window floor, close to the front, were arranged in two rows the words "Waterman's 'Ideal' Fountain Pens," in brass letters, between the rows being placed several bottles of Waterman's special inks and pen fillers. Suspended from the ceiling of the window were two narrow pieces of board, covered with red cheesecloth, on which were the same words. Boxes of the Waterman pens, in various grades, were displayed at either side and on a table at the back of the window. Two large frames contained specimens of the "Ideal" pens, and their several parts in the different processes of manufacturing, from the pure rubber gum to the finished pen. A photograph of Mr. Waterman at the back and a few attractive advertisements on either side completed the display, the whole of which was backed and flanked by flags.

Every stationer wants a good line of fountain pens in stock for the Christmas trade. To use a slang term, I can "put them on to a good thing" in this line which doesn't come every day. While in a big warehouse the other day a few new pens caught my eye, and on inquiring what make they were I found that they embodied

certain expired patents in the United States of a well-known fountain pen which has been a big seller at \$4 retail. The same style of feeder is used, but the pen is smaller. They can be retailed with big profit at \$1 up. I believe they are guaranteed to give as good satisfaction as the original. They will soon be shown to the trade by the travellers. One line will be called the "Rex," to retail from \$1.35 up, and another, the "Universal," will retail for \$1. Dealers should inquire of Copp, Clark Co. about these pens. There can be no disappointment.

Some new Christmas papeteries that are becoming very popular are "Indian linen," a cloth-finished note in Princess style, shades in white, light and dark blue and dove grey, a 25c. line; "Watteau," a water-lined rep-finished note, and "Firth," an azure tint in parchment, also Princess style. Juvenile stationery includes "Little Letters for Little People," which has brownie or animal stamps in the corner of each sheet. The paper is ruled and small envelopes accompany it. These are 25c. lines. "A Rustic Posy" has colored flowers in the corner of the paper. It retails for 15c. The "Imperial" cabinet has lately been added to the "Moorish," "Turkish" and "Egyptian" series. The paper is in three sizes, envelopes to match, white parchment finish. Another new note is Whiting's "Hyacinth," in blue shades, Salisbury sizes, in quarter-ream boxes. "Queen's Damask" is a new note in a light rep finish, with a wood fibre appearance which is very attractive. It comes in blue and white, at \$3.60 a dozen. An odd line of photo albums, photo frames, paperweights, etc., is being cleaned out at a big discount. A new inkbottle, 178/3, is made in the shape of a cartridge, with nickel top and bottom, and black Japan centre. The top screws on securely, making the bottle a useful one for travelling. Winter games have been going so well that difficulty is found in supplying the demand. Among the popular ones is parlor croquet, which is supplied in fancy boxes, and retails for 25, 50 and 75c. The enormous demand for the "Royalty" perfumed wax has almost depleted the stock. A few boxes are left, and another shipment is expected shortly. To retail at 10c., they are within the reach of everybody, and they give good profit to the retailer. In school crayons, No. 400 should take well. It is a flat box containing 28 different colors in crayons. Retail price, 5c.; \$4.80 per gross. Pocket daines, of which there are 137 different lines, are now ready, and orders should be sent in early, as the sales increase very much every issue. There are four new backs in the

Congress series of the United States Playing Card Co.'s cards, called Josephine, Napoleon, George Washington and Martha Washington. There is an enormous demand for these goods, and orders will be filled as received. The company has never yet been able to keep up with the demand for its cards. In a few weeks the third edition of the Map of the Dominion will be issued. A large number of changes have been made, principally among the new territories, and the latest surveys have been recorded. The price is the same, \$6, list. Toilet papers in 5c. and 10c. lines are good values and good sellers. I have neglected to mention that this news is of the Copp, Clark Co.'s warerooms.

In the way of Christmas goods for stationers I know of nothing that is likely to take better than a line of gold-plated letter holders, card racks, inkstands, thermometers and scones. Some handsome designs have recently been put on the market and are very suitable for either Christmas or wedding presents. There is a great variety of designs, and they are well finished in 18 karat gold. Some other inkstands, English and French make, are mounted on well finished oak, walnut, rosewood and olive wood bases. The wells are in cut glass and Dresden china, and the designs and shapes are all new and attractive. For these lines I must give Brown Bros., Limited, the credit. In Christmas papeteries they are fortunate in having some exceedingly beautiful lines called "The Blind Girl," "Fairy Tale," "Choir" and "Honey-moon," from the edge photogravures which form the covers. The sizes are elephant quarto, royal quarto and octavo. The paper is in white, azure and heliotrope, done up nicely. This is an exceptionally fine line of writing stationery. It will almost be bought for the cover alone. Juvenile papeteries with fancy designs, and illustrated nursery rhymes at the top will be good. Turkish, Moorish and Egyptian papeteries, and the Royal Cabinet series in dark blue and cream, are also high class beautiful goods.

Leather goods for the holiday trade are moving well. Among the best goods in Brown Bros'. are ladies' purses and card cases, writing and music folios, photo cases, playing card cases, leather toilet cases, chatelaine bags, silver-mounted blotting pads, and men's purses and pocketbooks. The Mexican hand-carved leather made up in chatelaine bags, purses, music folios, blotting pads, etc., has proved a great favorite. By the way, there is a job line here of metal and leatherette photo frames which might be worth looking after. They

Dolls
 Toys
 Rock Horses
 Games
 Magic Lanterns
 Soldier Suits
 Wood Furniture
 Toy Watches
 Toilet Cases
 In Leather and Celluloid

ALL OUR NEW
**CHRISTMAS
 GOODS**
 now in warehouse. The range
 of samples is very complete and
 attractive, and, best of all, no
 Fancy Prices. If you call and
 see us you are sure to purchase.
 All our business done by mail
 order and personal visits.

Albums
 Writing Desks
 Photo Frames
 Fancy China
 5-o'clock Setts
 Cups and Saucers
 Tea Setts
 Water Setts ^{In Glass}
 Wine Setts ^{In Glass}
 Liquor Setts



F. & E. W. KELK, 76 YORK ST., TORONTO

THE
“BEE” BRAND 
 **SEALING WAX.**

The Qualities Best Suited for the Best Purposes are:

THE EXHIBITION PRIZE SEALING WAX
 THE PRIZE MEDAL INDIA WAX
 THE BANK OF ENGLAND WAX
 THE ROYAL SCARLET SEALING WAX
 BANKERS' SEALING WAX
 THE LEGAL SEALING WAX




 To be had
 through all
 First-class
 Stationers.


George Waterston & Sons

LONDON, 8 St. Bride St., E.C.

Works at EDINBURGH.

Manufacturers of BOTTLING and PACKING WAX of every Description.

Sold by all Wholesale Dealers.

TOPICS FOR THE STATIONER - Continued

are perfect goods, but are odds and ends, and will be sold at very advantageous prices. They will retail from 10c. up. Pocket dairies are moving out rapidly. The value of these handy little books is being recognized by more and more people every year, and all classes of men, both business and professional, use them. A new shipment will be made this month.

The great demand which Buntin, Gillies & Co., of Hamilton, have had for their "Dimity" stationery proves that good goods, put up in the best style, are wanted.

This paper, which is now so popular, comes in three sizes in each of four colors, the paper being banded in quires, packed five quires in a box, the envelopes packed in hundreds. The taste displayed, and the care exercised in the putting up of this line have had much to do with its enormous sale.

Five new designs are being advertised in the well known Congress card. Only one of these, "Sitting Bull" is ready as yet, but the following designs, proofs of which were shown at the Pan-American Exhibition, will follow shortly, namely: "Napoleon," "Josephine," "George Washington," and "Martha Washington." Buntin, Gillies & Co., Hamilton, who carry a full range of these cards, are now taking orders, which will be filled as soon as the cards are on the market.

F. & E. W. Kelk make it a rule to clear out all Christmas goods during the months of November and December. It makes stock-taking very much easier and cleans up the warehouse ready for new goods, which is very necessary in the fancy goods business. To do this cut prices are the rule. Every year their stock has been cleared in this way. Their line of dolls is, they claim, the most complete in the city. Any customer looking for cheap goods will do well to call and see this firm.

"Gathered From My Garden" is a little book of poems by a young lady who signs herself "Thornapple." It is published by The Thorold Post, neatly printed, and bound in heavy paper. Though, as the preface says, many of the poems were written when the author was in her early 'teens, and they are capable of improvement, some of the later ones show poetic ability and talent, particularly one or two of a religious nature. Apart from other things, the booklet will be appreciated as the first efforts of an author who might, perhaps, make a name for herself.

WESTERN BOOK AND STATIONERY NOTES.

[From Our Own Correspondent.]

WINNIPEG, November 1, 1901.

GOODS for Christmas trade are only just beginning to move. There has been practically a delay of a month owing to the bad weather. Now the wholesale stationery houses are extremely busy getting out orders.

The Consolidated Stationery Co. show a very full line of seasonable goods in toys, fancy articles, leather goods, smokers' supplies, and last, but not least, booklets and books. Chatting with a member of the firm, your correspondent learned that the classes of books called for by the out-of-town trade showed a decided improvement from year to year, both in the literary character of the books and in the quality of the binding.

BOOK SALES.

Clark Bros. report an excellent book trade throughout the season. This house have found an especially good sale of small editions of standard authors, in both plain and fancy bindings, as well as a marked increase in the demand for good library editions.

Speaking of the demand for new fiction, in both paper and cloth, Mr. Clark said: "We have had a good demand for 'Eben Holden' in spite of the time it has been out, whereas the call for 'Dri and I' is already falling off. 'The Crisis' has had an immense sale. 'The Eternal City' and 'Kim' are going well, but the books we order regularly month after month and that sell right along are 'Sky Pilot' and 'Black Rock,' and already we have booked orders for hundreds of copies of 'The Man from Glengarry.' I do not recollect having had as many orders for any book in advance of its issue."

This house carry 225 varieties of dolls, little and big, dressed and undressed, white and black. In dressed dolls, the noticeable feature is the big hat.

In toys, there has been an increased demand for metal toys of a substantial character, and all classes of mechanical toys.

CHRISTMAS CARDS.

The old style of card seems to have died out, but the booklet seems more popular than ever. One of the prettiest this year is

a small-sized booklet with embossed cover, something in the cameo style, tied with tartan ribbon and with a spray of heather-bloom in the inside. Another popular style have imitation wood backs with tasteful monograms in gold and white.

RETAIL TRADE.

A point of interest at C. H. Black's the past month has been the art exhibit of water color paintings by G. Brunech, A.R.C.A. The exhibit is a delightful one, and there have been many visitors and a good many purchasers. The scenes are principally from Norway and Iceland, the frozen north, and even to the unlearned in art the wonderful blending of light and shade in sky, ice and sea, the gorgeous colorings contrasted with dull, cold, winter seas is a revelation of the power of the artist's brush.

The retail houses all report good business for the season. E. C. H.

BEST SELLING MUSIC.

The Anglo-Canadian Music Publishers' Association, Limited, report the following as their best selling music:

1. "Nell Gwyn", waltz, by Bucalossi.
2. "Nuages Roses"; valse, by Berger.
3. "The Shoo-gy-Shoo"; song, by Ambrose.
4. "A Song of the Morning"; song, by Geedeve.
5. "Peace on Earth"; Christmas song, by Lane.
6. "Morning Glory"; song, by Mascheroni.

The Canadian American Music Company, Limited, report these to sell best:

1. "We're All Good Fellows"; song, by Witmark.
2. "My Sambo"; song, by Witmark.
3. "It Seems Like Yesterday"; song, by Witmark.
4. "Somehow It Made Him Think of Home"; comic song, by Witmark.
5. "Dawn of the Century"; march and two-step, by Paull.
6. { "Creole Belles"; march and two-step, by Lampe.
"Nancy ma Yellow Rose"; song, by Geibel.

"The Chaperones" is now the popular opera, and its music is selling rapidly. The four above songs by Witmark, which are from it, are perhaps the best liked.

Two music books that might be handled profitably are "Advice to Singers," a book full of useful points for both students and teachers; and "Musical Groundwork," a general survey of musical knowledge, both by Frederick J. Crowest.

Musical Instruments

STRINGS and FURNISHINGS.

You can procure everything known to music from us.

Every Bookseller and Stationer should have a copy of our **GENERAL TRADE CATALOGUE**, a regular encyclopaedia to the music trade.

Are you acquainted with our big String offer? Write to-day for full particulars; also secure our Trade Catalogue.

THE R. S. WILLIAMS & SON COMPANY, Limited
145 Yonge Street, TORONTO, CANADA.



We are the oldest
Manufacturers of ::

STYLO. AND FOUNTAIN PENS in Great Britain.

Have been over 20 years in the line and should know something about it. We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house. To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms. If our patterns are not right for your market, we will make up any style or size to suit requirements. The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, LONDON, E.C., ENG.

A GREAT SUCCESS

Warwick of the Knobs

By John Uri Lloyd

A vivid description of a strange people and a curious form of life in Northernmost Kentucky.

25,000 Copies were printed in the first American edition, and a second edition is already in preparation.

16 Full Page Illustrations.
Handsome Cloth Edition, \$1.25

W. J. GAGE CO., Limited, TORONTO

The Cincinnati Game Co.'s

Educational Games

(FORMERLY
FIRESIDE GAMES)



Sell the best because most meritorious, most attractive, most fascinating to play and the best advertised.

These games are now put up in Display Easels, in assortments of

2, 4 and 6 dozen; each assortment containing a full line of the games.

The investment is small, sales quick and profits large.

Write us for particulars or order through your jobber.

GAMES OF
Wild Animals. Strange People.
White Squadron. Population.
Flags. Fraction-Play.
In The White-House. In Castle-Land.
Nationalities. Authors.
The Mayflower. Arithmetic-Play.
In Dixie-Land. Artists.
Poems. Yellowstone.
Mythology. Flowers.
Shakespeare. New Testament.
Individual and Progressive Niloe.
Young Folks' Favorite Authors.
Birds.

The U. S. Playing Card Co., Cincinnati, U. S. A

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

A **TIMELY** book for libraries is "A Statistical Account of the Seven Colonies of Australia, 1899-1900," by T. A. Coghlin, Government Statistician of New South Wales. This book is the standard work on Australia and appears regularly under Government authority. It is a complete compendium of statistical and other information about the various States of the new Commonwealth, as well as New Zealand, and without being a bulky volume, contains 836 pages. Any Canadian library desiring a copy should be able to get one by applying officially to the statistician in the Government offices at Sydney.

From Mr. Coghlin's work we extract the following: "In all the colonies public libraries have been established. The public libraries in Melbourne and Sydney are splendid institutions, the former comparing favorably with many of the libraries in European capitals. The following table gives the latest information available:

	No. of Libraries.	No. of Books.
New South Wales ...	342	520,000
Victoria ...	367	1,051,881
Queensland ...	115	152,589
South Australia ...	158	276,451
Western Australia ...	31	59,427
Tasmania ...	41	80,013
New Zealand ...	301	409,601
	1,361	2,552,995

Three definite lines of work were agreed upon at the recent meeting of The New York Library Association: 1, publication of short reading lists on selected subjects to be available by public libraries at a minimum subscription price; 2, the promotion of the library movement in the press; 3, the establishment of a series of library institutes in remote districts.

Elmvale, Ont., library is open to persons living outside the village who may borrow two books at a time. Yearly membership is \$1.

London, Ont., expends annually over \$500 in rebinding and repairing. Complaints of injury to the books are often made. Librarian Blackwell says: "Scores of books are almost destroyed by dogs. How it happens that dogs secure the books is more than I can tell, but scores of times persons have handed in damaged books, and blamed their dogs for it. The corners of the covers would be chewed off, the edge of the book torn.

or maybe the volume would be chewed so badly that it could not be repaired. In every case, the party returning the book has to pay the cost of the repairs or a new book, as the case may be. Damage by dogs is getting quite common now."

McGill Medical Library has received some valuable volumes from doctors. Dr. Oeler, who is known as a collector of rare editions of the old masters in medicine, while in Europe this summer secured some of the rare editions and generously presented them to the library; these are Page's fac-simile reprint of Linaere's edition of Galin's de Temperamentis and Jebb's edition of some of the rare works of Caisus (the original of which are practically out of reach). Also, Boyle's Natural Philosophy, 1667, of which a good idea of the state of medicine about the middle of the 17th century can be obtained, and also Harvey's Degeneratone Animalium. Mr. John Kelley has presented to the Lindsay library some 30 volumes of Victoria County Council proceedings from 1868-1900. His previous donation of a set of Canadian almanacs, from 1860 to 1900, is now accessible in the library, being bound in eight volumes.

The Ottawa Citizen says that one of Montreal's merchant princes, George Forbes, is to establish a public library in the village of Newington, Stormont county, where he resided before becoming a citizen of the metropolis.

There is nothing strikingly new to report respecting Carnegie libraries in Canada except a tendency, in one or two places, to look the gift horse in the mouth. Guelph is so regarding a \$20,000 offer. St. John has not yet decided. Winnipeg electors will probably be asked to vote \$10,000 for a site, and the result will be taken as a popular verdict upon the question of accepting the \$75,000. Brockville is seeking a Carnegie grant.

GRAPHITE FOR AUTOMOBILES.

From The Joseph Dixon Crucible Company, Jersey City, N.J., comes "Automobile Circular No. 4," which deals with Dixon's graphite preparations for steam, gas and electric automobiles. It has been proven that for the prevention of rust on all chains and gears of automobiles, the "Pure Flake" graphite made by The Dixon Company is most satisfactory. In fact, in all kinds of machinery, large or small, there has been no lubricant found which will quite take the place of this. It is prepared in a number of ways, suitable for all types of automobiles. Included in the circular are a number of testimonials from those who have used Dixon's graphite lubricants on many kinds of machinery, for joints and screw threads, enclosed gears of electric motors, and all other running and wearing parts of automobiles.

Leather Goods.

This is a special and **Greatly Developed Department** of our business.

We manufacture and have now in stock a very superior line of

PURSES, WALLETS, LETTER and CARD CASES, PORTFOLIOS, MUSIC ROLLS, PHOTOGRAPH CASES, DRESSING CASES, LADIES' WRIST BAGS, Etc.

Our New Line of

Chatelaine Bags



Now a necessity to every lady.

Surpass anything hitherto made.

We have them in all the

NEW MAKES and STYLES of LEATHER.

SEAL, RUSSIA SEAL, MOROCCO, WALRUS, HIPPO., RHINO., Etc.

With the newest and finest of frames.

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

51-53 Wellington Street West, **TORONTO.**

ADVERTISING in WESTERN CANADA
will be Carefully, Efficiently, and promptly
attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN. - - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R BARBER.

MUSIC ORDERS

attended to promptly and satisfactorily.
Headquarters for all the Standard and popular
English and American Musical Works.
Anglo Canadian Music Publishers' Assoc'n
(ASHDOWN'S) Limited
88 Yonge St., Toronto.

The Canadian-American Music Co., Limited,
No. 15 King Street East, TORONTO, ONT.

General Canadian Agents for White-Smith Music Pub.
Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearn
& Co., Howley, Haviland & Co., H. S. Gorton, T. B.
Harms & Co., E. T. Paul Music Co., G. I. Spaulding,
F. A. Mills.

Trade only supplied—we do not sell to Col-
leges, Convents, or Teachers. Send for Trade
Price Lists and Catalogues.



BERNARD CAIRNS
Leader in
RUBBER STAMPS

MONOGRAMS, SEALS,
STENCILS, Etc.
10 King St. West, TORONTO
Awarded Diploma at Toronto
Exposition, 1901.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses
in the Dominion.
Received Highest Award Medal and Diploma at Cen-
ennial, Philadelphia, 1876; World's Fair, Chicago, 1893
and Province of Quebec Exposition, Montreal, 1897.

TISSUE PAPER

All Grades of Copying in Flat and Rolls,
Silver, Typewriter, Colored, and Wrapping
Tissues (White and Manilla) in every
conceivable grade.

WIDE RANGE OF PRICES.

Samples cheerfully mailed on application.
Correspondence invited.

GEORGE W. KAYE,

Sales Agent,
503 CARLAW BLDG., 28-30 WELLINGTON ST. W.
TORONTO, ONT.



Book Labels

In 5000 lots, 60¢ a 1000
SINGLE 1,000 \$1.50
HEAVILY GUMMED DIE CUT.
Finest Work.—Any Shape, Style or
Color.—Any wording or design.
EXPRESS PREPAID.
Lovy & Co., Toronto
19 Leader Lane

Label Makers

ALEX. PIRIE & SONS

LIMITED

PAPERMAKERS

MILLS ———
ABERDEEN, SCOTLAND.

Established over 150 years.

Agencies in all the principal cities of
the world. A special feature is the
manufacture of

**MOURNING STATIONERY
AND PAPETERIES**

of the highest class, in all sizes and
selected designs. On sale everywhere
throughout the Dominion.

**Andrew Whyte &
Son, Limited**

Wholesale, Export and
Manufacturing Stationers

Bothwell Works: Also at
Edinburgh, Scotland. Glasgow, and
London.

Flat Papers
of all grades
in Canadian
sizes.

Printers' and
Bookbinders'
Material.

**Note Papers,
Envelopes,
Papeteries,
Blank Books.**

—Sole Canadian Agents for—

"Annandale Polton" Papers:

POLTON
AIR-DRIED
VELLUM In
Note and
Commercial sizes.

POLTON-
PATENT LEDGER
PAPER Supersedes Hand-Made
until is
25 per cent. cheaper.

"The Library Note"—Our new high-grade
Parchment Note Paper, with Envelopes to match.

Samples and Prices on Application

To have the Best and Most Complete Line of

CRAYONS



has been our aim. We
can please you with more styles
and varieties than any other manu-
facturer. This cut represents one
of our special leaders. We will
display from week to week, the
best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

THE STANDARD CRAYON CO.

New York Salesroom,
381-383 Broadway.
F. G. THORN, Manager.

509-517 Eastern Ave.,
Lynn, Mass., U.S.A.

Wall Paper and Decorations.

COMPETITION IN WALL PAPER.

WE had occasion last month to comment on American competition in wall papers this season, chiefly in regard to the merits of some factories in the United States which are offering what is known as flat prices. We have further investigated the subject with a view to finding out just how far the volume of business of Canadian factories has been affected by this at first sight attractive proposition.

Possibly nothing could have proved more advantageous to our home products than the investigation which has been made by most large buyers of wall paper. It is true that one or two American firms have offered papers as low as 2c as opposed to a local 3c grade, which, on the face of it, shows a decided difference. But a moment's consideration shows the weak spots. In the first place these prices are confined to two or three patterns, of which no dealer wants more than a limited quantity and which cut very little figure in any case, compared to the quantity of better goods which he is expected to order. Again, these snap lines are usually last season's jobs. Similar goods can be bought from any Canadian factory, while they last, at practically the same final prices.

But it is in the better grades where the real delusion of "flat prices" exists. It is a simple matter to advance the price of hanging and coiling 1c, and quote the border at flat price and, as compared with a similar 5c Canadian paper, show a discrimination against the buyer of 25 per cent, but even at same wall price, there is still 18 per cent in favor of Canadian goods, and this without considering the 10 per cent quantity discount and other advantages derived from Canadian factories in many ways.

In higher grades of American papers the opportunity for "wool pulling" is still greater. The ordinary dealer does not always consider these things, but we have the best authority for knowing that every large buyer has figured this out, and the next blue book will show a smaller import than during any former year.

Of course, there is a legitimate limited trade in high grade American goods, but the alleged attractions of the staple grades have proved a fake and have not adversely affected the volume of home

orders. We firmly believe that nine out of 10 dealers are now educated up to these facts, and those who have in the past expanded their trade and profits through the medium of Canadian goods will continue to do so with material from the same source.

COLIN MCARTHUR & CO.'S FIRE

On Monday night, October 28, part of Colin McArthur's wall paper plant in Montreal was destroyed by fire, and at one time the flames threatened to consume the whole establishment. Yet, owing to the good work of the firemen, the fire was checked when about two-thirds of the factory had been ruined. The remaining portion of the establishment, containing all the printing presses and print rollers which, it seems, were injured only by water, was untouched by the fire. The warehouse and office separated from the factory by a narrow lane escaped free, leaving the firm an opportunity to complete all shipments. In fact, some shipments were made the next day, showing that business has not been interrupted.

Mr. McArthur is now busy preparing for the reerection of the plant and he expects that everything will be restored and in full running order in two months' time. The spring business will be done as usual.

The damage amounted to \$50,000 or \$60,000, which was fully covered by insurance.

WALL PAPER FOR 1902.

Stanton's 1902 line shows a splendid range in tapestry papers. The demand for tapestry wall hangings is increasing, and in this line the company's sample books show several very effective colorings. One of them, the "Rowdley" design, is a very neat thing, showing a large climbing rose and with a neat touching of gold, makes a very effective hanging. The "Willoughby" is another very handsome design in the tapestry class, and is shown in several colorings. Another one is the "Linhurst," which makes a very suitable hall or dining room hanging. The colorings are beautifully blended and the effects very chaste. These are only hints of the full tapestry line, and the company would be pleased to forward samples to the trade having some special job on hand for which they want something specially nice.

The Stauntons report the mills running

full time on orders and prospects good for the biggest trade they've ever done.

MODERN THEATRE DECORATIONS.

NO longer are places of public amusement decorated in glaring and inharmonious combinations of color and design. The plain, quiet, artistic arrangements have superseded the garish treatments common in bygone days.

This reformation has been brought about by the better education of the public itself in matters of art. The American people for years have stood the brunt of many good natured jests from the Old World centres of culture. In the past few years there seems to have taken place an awakening. The American people seem to realize more and more the importance of surrounding themselves with the beautiful and artistic influences. The theatres and similar institutions, which cater directly to the great mass of the people, have been quick to appreciate the change.

One of the most modern playhouses in the country—one which has just been opened—is the new Garrick Theatre in Philadelphia. There is nothing extreme, nothing loudly ornate in its decorative theme, but everywhere evidence of good taste is apparent.

The Chestnut street entrance is an archway of carved stone. On one side is a mural relief, representing the balcony scene in Romeo et Juliet, while on the other are depicted a number of incidents from the tragic life of the unfortunate Cleopatra. These reliefs were designed by Willis Hale and modelled by Otto Jahn sen.

Passing from the entrance one enters the reception hall, furnished handsomely in Oriental style. A fine Oriental carpet covers the floor, while the furniture is upholstered in red leather. The walls are finished in maroon with pale blue paneling, upon which are hung a number of pieces of armor. The paintings in this room are worthy of notice as is the method in which they are arranged. Over each picture is an Oriental canopy which adds much to the artistic effect. There is also an open fireplace which gives a cheerful touch to the general arrangement.

The body of the house is finished in maroon, green and gold. Over the stage is a dainty fresco, representing the music welcoming the light of genius. The walls are finished in maroon, while the hangings are in green and gold. The carpet is a fine Bigelow-Lowell wilton with a rich green body and light green figures. The Philadelphia establishment of Gimbel Brothers had charge of the upholstery work, and furnished all the hangings and drapery.—American Upholstery Journal.

WATSON FOSTER CO.



MONTREAL

WALL PAPERS

OUR BEST
ADVERTISEMENT

THIS SEASON

WAS THE INVESTIGATION BY EVERY LARGE
DEALER OF THE MERITS OF CANADIAN VS.
AMERICAN PRICES. - - - - -

IT PROVED WE OFFERED A MUCH GREATER
VARIETY OF PATTERNS IN ALL GRADES, GENER-
ALLY BETTER COLORINGS, AND A MUCH LOWER
PERCENTAGE OF COST IN BUYERS' FAVOR

THE RESULT IS INCREASED TRADE

WITH MOST DEALERS AND LOSS WITH NONE.

DO NOT DELAY

TO FURTHER STRENGTHEN YOUR
ASSORTMENT WHERE NECESSARY
FOR 1902.

SAMPLES ON APPLICATION.

NOV 1901

WALL PAPER AND DECORATIONS—Cont'd.

HOUSE DECORATION.

At the bottom of all architectural effect is plan. The decoration of a room for the attainment of character is best begun with the footing courses of the building. The character to be attained will come under two heads—dignity or "cosiness." The latter, which we may call the domestic manner, seems to be the special development of modern planning, and the recipe is compact complexity of arrangement; complexity, that is to say, not for its own sake, nor the sake of variety, but to match the complexity of modern domestic life arranging the area of rooms with such artistic precision that there are no waste spaces. For this reason the floor plan is irregular, and there is often much irregularity in the rooms themselves; for windows which are placed only with a view to catch the light or the sun are often bowed; fireplaces which are designed only for the greatest snugness are likely to be nooked; furniture which, like the sideboard, is of such dimensions as to be immovable, is provided with a home of its own, recessed so as to be in the room without claiming unnecessary side space; while the hall, which is at once an entry, a waiting-room, a place for storing outer garments out of the way, an approach which should invite to the principal rooms with encouragement of good things beyond, and which should indicate the stairs with equal promise but without encouragement, is a field for the ingenuity of the architect against which, if there is to be much comfort in little space, one can predict little but that variety is assured. The wall treatment of such a plan is devoted in the first place to further emphasis of its complexity by furring down the ceiling in recesses from the main area so that they are subordinate in height as well as in area. It is obvious that when this is done the scheme is all there. Details aim rather at fitting into and emphasizing the arrangement than at attracting special attention to themselves; moreover, economy through force of taste is the idea at the bottom of this manner of work; elaboration is, therefore, not the note for detail so much as simplicity. Such details as are used have also preferably some function to perform. The picture moulding, the dado capped with a shelf, the built seat and cabinet recess are much in use. The picture moulding will run at the level of the lowered ceilings over recesses, forming an angle finish under these ceilings and the bottom member of a frieze for the loftier central area. The central area will thus be the only part that will have wall decoration proper, for the space between the dado and the picture mouldings properly, in a simple dwelling, devoted to pictures, and the only effort expended upon the wall is to obtain such texture of material as will keep the surface from being dull, though, as a background for pictures, it should be plain. Sand finish plaster, burlap, or decorators' canvas and other stuffs are in use; but here is a field for invention and discovery.—Canadian Architect and Builder.

* Notes of Canadian Trade *

THE recent visit to Ontario and Quebec of Mr. W. H. Bone, senior member of the well-known firm of J. N. Hibben & Co., Victoria, B.C., was a pleasure to many old friends in the trade of which he is so old and distinguished a figure. Mr. Bone went out to the Pacific Coast many years ago—in 1863—from Bowmanville. In those days British Columbia was a remote possession of the British Crown, and he travelled to it from Canada by way of Panama. Mr. Bone entered the Hibben establishment in 1871 as a mere lad, and to-day he and young Mr. Hibben comprise the firm. He speaks encouragingly of the prospects in the West, especially in Victoria, which will steadily expand with the development of the resources of Vancouver Island. The mining wealth there is very promising. Department-store competition has no terrors for Western firms like T. N. Hibben & Co., who carry a large stock and do a fine business. Besides Toronto, Mr. Bone visited Montreal and Ottawa, where he has relations.

Mr. A. E. Huestis, manager of The Bain Book & Stationery Co., Toronto, has just attained his "majority" in the book and stationery trade, having entered into the business in Halifax in the year 1880. His record has been three years in Halifax, then eight years in The Methodist Publishing House, Toronto, and after a return to Halifax of two years, back to Toronto again with The Bain Book & Stationery Co.—and their predecessors—John Bain & Son.

We regret to announce the death of Mr. Robert Anderson, the esteemed senior partner of the publishing firm of Oliphant, Anderson & Ferrier, who died at his residence, Ardgowan, Edinburgh, October 5, in his 72nd year. The sympathy of Canadian friends will be extended to Mr. Ferrier, who is well known from his visits to this country.

A "Dickens" window in Tyrrell's book store, Toronto, attracted a good deal of attention. A variety of editions of Dickens' works, pictures of the author, illustrations from his books, and pictures of famous actors representing some of his characters were all grouped in the display.

W. J. Wilson has registered as W. J. Wilson & Co., booksellers, Montreal. T. Whently succeeds H. Yard & Sons, Sarnia, Ont., in their wall-paper business.

J. H. Monteith, stationer, Killarney, Man., has been burned out; insured.

Among those who were burned out in the Sydney, C.B., fire, of October 21, were J. E. Patillo, stationer and bookbinder, insurance, \$2,000; and Stanfield & McLeod, stationers and booksellers.

G. W. Berry, druggist and stationer, Lucknow, Ont., advertises his business for sale by tender.

R. W. Potmore, druggist and stationer, Golden, B.C., has assigned to Thomas O'Brien.

Clawson & Pinnell, wall paper dealers, Kamloops, B.C., suffered a loss by fire; insured for \$1,550.

W. A. Hughes, boots, shoes and stationery, Dundas, Ont., has sold out the boot and shoe stock.

The death of Mr. Thomas H. Hall, a well-known and respected bookseller of St. John, N.B., occurred on October 17. Mr. Hall was a Nova-Scotian by birth, but had resided in St. John since 1859. He was first employed by Magee Bros., and Lansdowne & Mackin, going into business for himself in 1861. This was his fortieth year actively engaged in conducting his own business. Mr. Hall was one of the most prominent Baptists in the Maritime Provinces and took a leading part in the New Brunswick Baptist convention. He was 65 years of age. The business will be continued by Mrs. E. K. Hall.

The stock in trade, books and stationery, of The Publishers' Syndicate, Limited, Toronto, in liquidation, has been sold to S. Carsley, Montreal, department store. Mr. Palmer, manager of the book department, superintended the removal of the stock to Montreal. The price paid is said to be in the neighborhood of 50c. on the dollar. The closing of this business removes a good retail establishment from Toronto. It was probably too ambitious an enterprise for a city of Toronto's size where department-store competition in stationery and the existence of a large free public library does not warrant expansion in this trade. The existing stores do a good trade and hold it, so that the Syndicate could not make a place for itself. The subscription-book business of the concern is also being sold off.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

COLIN McARTHUR & Co's

WALL PAPER FACTORY

which was damaged by fire on Oct. 28th
will be **Rebuilt** and in full operation by

NEW YEAR'S DAY

There are nearly **One Million Rolls** of **New Goods**
on hand for immediate use, so that all Customers will
have their Spring Goods on their shelves before the
opening of the Wall Paper Season.

STAUNTON WALL PAPERS 1902

First cost is not the chief consideration in buying wall papers. How much profit will certain patterns bring ought to be of most importance to you—don't you think? Better pay 5 cents for a paper that will sell for 10 cents, than $4\frac{1}{2}$ cents for one that will sell for 7 cents. Figure it out for yourself. Our designs are so practical, colorings so saleable, qualities so dependable, that you're always certain of good profits in handling **Staunton** goods.

Write for samples—a post card will do it.

STAUNTONS LIMITED
FORMERLY M. STAUNTON & CO.

TORONTO

List of Publications

C. O. BEAUCHEMIN & FILS, MONTREAL.

- Beaudoin (Ph.) Supplement No 1 to the Index to Incorporated Bodies and to Private and Local Law, from January 1, 1895, to January 1, 1901. Nearly 5,000 names. 1 vol., 8vo Royal, bound in half calf, \$1.
- Mathieu (Juge M.): Table alphabétique des causes de la Province de Québec rapportées et citées dans les différentes revues judiciaires de cette Province jusqu'au 1er janvier 1899. Tome I (A to H) 1 vol., Royal (8vo) bound, \$7
- Mathieu (Juge M.): Rapports Judiciaires révisés de la Province de Québec. Tome XXIV 1 vol., 8vo, bound, \$7.
- Bellemare (R.) Les bases de l'histoire de Yamachiche, 1703-1903 1 vol., 8vo, \$1
- Sauvalle (Marc.): Recueil de discours préparés 1 vol., 12mo, 30c.
- Hardy dit Châtillon (O): La Prise de Québec par les Anglais en 1759, drame historique en 5 actes et 7 tableaux d'après un ouvrage de Henri Cauvain 1 vol., 12mo, 50c.
- L'Oublie, Roman—by Conan (Laure)
- Nos Travers—Causeries dédiées aux familles Canadiennes 1 vol. in 12-30, by Madame Dandurand

E. M. RENOUF, MONTREAL.

- Renouf's Easy Exercises in English Grammar 136 pp. Authorized for use in Quebec schools.
- Elements of Infinitesimal Calculus, by Professor Chandler, Professor of applied Mathematics at McGill, \$1.75.
- Progressive French Reader, by H. H. Curtis and Leigh R. Gregor. Pt. I., 30c. Pt. II., by Mr. Curtis, 50c.
- New Edition of Curtis Oral Lessons in French in five parts

McLEOD & ALLEN, TORONTO.

- Secret Orchard, by Agnes and Edgerton Castle, authors of Pride of Jennico, paper 75c., cloth \$1.25
- Mark Everard, by Knox Magee, author of With Ring of Shield.
- Lazarre, by Mary Hartwell Catherwood.

GRANGER FRERES, MONTREAL.

- Vieux Muet, ou Un Heros de Chateauguay, par J. B. Caouette; paper, \$1.
- Le Mariage Clandestin des Catholiques devant la loi du pays. Diction de Juge Lemieux senior par M. l'abbé Elie J. Auclair. 97 pp., 38c.
- Conférence sur la Littérature Canadienne par Jules S. Lesage, 25c
- Les Bases de l'Histoire d'Yamachiche, 1703-1903, by R. Bellemare, \$1
- Le Leone d'Or of the Canadian contingents in South Africa, English and French, by Gaston P. Lahat, cloth, \$2.
- Charles Guerin—Roman de Moeurs Canadiennes, by Pierre J. O. Chauveau, new edition, \$1.
- Compendium Juris Canonici a 1 usum Cleri Canadensis Gignas, \$1.75
- L'Anie Americaine Les Ongines—La Vie Historiques par Edmond de Nevers, 2 vols., \$2.

THE MUSSON BOOK CO., TORONTO.

- A Daughter of New France, by Mary Catherine Crowley. Sixth edition. Paper, 75c., cloth, \$1.50.
- The Blue Baby, by Mrs. Molesworth, cloth, 50c
- THE W. J. GAGE CO.**
- Warwick of the Knots, by John Nri Lloyd Paper, 75c., cloth, \$1.25.

WILLIAM BRIGGS, TORONTO.

- The Man from Glengarry, by Ralph Connor. Cloth, net \$1.25
- The Outcasts, by W. A. Fraser \$1, net
- The Making of a Marchioness, by Frances Hodgson Burnett. Cloth, \$1.25
- Dr. and I, by Irving Bacheller. Paper, 75c., cloth, \$1.25, net.
- The Portion of Labor, by Mary E. Wilkins. Cloth, \$1.50.
- Patriotic Song, by Arthur Stanley. Cloth, \$1.25.
- Tilda Jane, by Marshall Saunders. Paper, 75c.; cloth, \$1.25.
- The Making of a Country Home, by J. P. Mowbray. Cloth, \$1.50.
- The Voyage of Ithobal, by Edwin Arnold. Cloth, \$1.25
- Charles Mair's Poems. Cloth, \$1.50; half-calf \$2.50.
- Better Lives for Common People, by John Maclean, Ph. D. Cloth, 50c
- The Insect Book, by Leland O. Howard, Ph. D. \$3, net
- In Nature's Workshops, by Grant Allen. \$1.25.
- Birds in Natural Colors. Cloth, \$2, net.
- Galopoff, the Talking Pony, by Tudor Jenks. Cloth, \$1.
- Farry Thou Till I Come, by George Croly. New holiday edition in two volumes, \$4.

GEORGE N. MORANG & CO., TORONTO.

- The Eternal City, by Hall Caine. Cloth, \$1.50, paper, 75c
- Tristram of Blent, by Anthony Hope. Cloth, \$1.50; paper, 75c.
- Kim, Little Friend of all the World, by Rudyard Kipling. Cloth, \$1.50; paper, 75c.
- The Alien, by F. F. Montmorency. Cloth, \$1.50, paper, 75c.
- The Lady of Lynn, by Sir Walter Besant. Cloth, \$1.50, paper, 75c
- Love Idylls, by S. R. Crockett. Cloth, \$1.50; paper, 75c.
- The Quiberon Touch, a Romance of the Sea, by Cyrus Townsend Brady. Cloth, \$1.50, paper, 75c
- Why Not Sweetheart? by Julia W. Henshaw. Cloth, \$1.50, paper, 75c
- John Foster, by Hamilton Wright Mabie. Cloth, \$2
- The Poems of Archibald Lampman, edited with a memoir, by Duncan Campbell Scott, \$2
- The Lives of the Hunted, by Ernest Seton-Thompson. Cloth, \$2.
- The Wild Animal Play, by Ernest Seton-Thompson, \$1.50.
- The Porter of Bagdad, and Other Fantasies, by Archibald McMechan. Cloth, \$1.
- Nineteen Hundred and Two, a Canadian Calendar, with pictured things of Canadian Sports 35 cents.

THE COPP, CLARK CO., LIMITED, TORONTO.

- The Cavalier, by Geo. W. Cable. cloth, \$1.25.
- Marietta A Maid of Venice; cloth, \$1.25.
- The Benefactress, by the author of Elizabeth and Her German Garden; cloth, \$1.25.
- The Road to Frontenac, by Samuel Merwin, cloth, \$1.25
- New Canterbury Tales, by Maurice Hewlett, cloth, \$1.25.
- Circumstance, by S. Weir Mitchell. Paper, 75c., cloth, \$1.25
- Young Barbarians, by Ian Maclean, cloth, \$1.25.
- Forest Folk, by James Prior. Paper, 75c., cloth, \$1.25.
- Her Majesty's Minister, by Wm. Le Queux. Paper, 75c., cloth, \$1.25.
- Amos Judd, by John A. Mitchell, cloth, \$1.50.
- The Ruling Passion, by Henry Van Dyke; cloth, \$1.50.
- Among the Pond People, by Clara D. Persin, cloth, \$1.25.
- The Violet Fairy Book, by Andrew Lang, cloth, \$2.
- All Men are Liars, by Joseph Hocking. Paper, 75c., cloth, \$1.25.

The Bookseller and Stationer

President,
JOHN BAYNE MACLEAN,
Montreal.

THE MACLEAN PUBLISHING CO. Limited.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

MONTREAL	..... 333 McGill Street	Telephone 1255
TORONTO	..... 10 Front Street East	Telephone, 10 2748
LONDON, ENG.	..... 109 Fleet Street, E.C.	W. H. Wain
MANCHESTER, ENG.	..... 18 St. Ann Street	M. S. Ashburner
WINNIPEG	..... Western Canada Block	J. J. Roberts
VANCOUVER, B.C.	..... First Block	J. A. Macdonald
ST. JOHN, N.B.	..... No. 3 Market Wharf	J. Hunter White
NEW YORK	..... 176 E. 58th Street	

Subscriptions, Canada and United States—\$1.00.
Great Britain and elsewhere \$1.25.

Cable Address { Adscript, London.
Adscript, Canada.

INDEX TO ADVERTISEMENTS.

	Page.
Anglo Canadian Music Pub. Assn.	19
Barber & Bros., Wm.	19
Barber & Ellis Co., Limited	13
Bell Telephone Co.	24
Briggs, William	10
Brown Bros., Limited	1, 18
Buntin, Gillies & Co.	Outside back cover
Burge, Warren & Ridgley	17
Cairns, Bernard	19
Canada Paper Co.	Outside back cover
Canadian-American Music Co.	19
Confederation Life Association	Outside back cover
Cooper, Dennison & Walkden	Inside back cover
Copp, Clark Co., Limited, The	2, 7
Curry, George	1
Desbarats Advertising Agency	22
Dixon Crucible Co., Jos.	Front cover
Gage & Co., Limited, W. J.	17
Gillott, Joseph	11
Kaye, Geo. W.	19
Kelk, F. & E. W.	15
Levy & Co.	19
Long, John	9
McArthur & Co. Colin	23
Mittag & Volger	13
Morang & Co., Geo. N.	1
Morton, Phillips & Co.	1
Payson's Indelible Ink	19
Pirie & Sons, Limited, Alex.	19
Revell Company, Fleming H.	9
Roberts' Advertising Agency	19
Standard Crayon Co.	19
Stauntons Limited	23
Turkish Steel Pen Co.	1
U. S. Playing Card Co.	17
Warwick Bros. & Rutter	Inside front cover, 1
Waterston & Sons, Geo.	15
Watson, Foster Co., Limited, The	21
Western Assurance Co.	11
Williams & Son Co., R. S.	19
White & Sons, Andrew	17

BUSINESS

becomes a pleasure
with an Extension
Desk Set in your
office;

It brings business; saves many steps
and valuable time.

**THE BELL TELEPHONE CO.
OF CANADA.**

THE BOOKSELLER AND STATIONER

FACTORY
FOUNDED
A.D. 1735

WALKDEN'S

FACTORY
REBUILT
1892

WRITING INKS



SCIENTIFICALLY MANUFACTURED IN THE OLDEST
ESTABLISHED INK FACTORY IN THE WORLD.

**BLUE BLACK, COPYING, SCARLET,
EXTRA BLACK, JAPAN, FANCY COLORS**

IN STONE OR GLASS BOTTLES.

"MELANYL" MARKING INK

WARRANTED INDELIBLE AND HARMLESS ON ANY FABRIC.
REQUIRES NO HEATING.

SEALING WAX

IN ALL QUALITIES OF LETTER, PARCEL, BOTTLING
AND DRUGGISTS' WAX.

"VICTORIA" "ROYAL CROWN" "BANK OF ENGLAND"
The three finest qualities of Letter Wax made.

FANCY COLORED WAX A SPECIALTY. SIXTY EXQUISITE
AND DELICATE SHADES.

Put up in various sizes of sticks.

PARCHMENTS AND VELLUMS

OF EVERY DESCRIPTION FOR WRITING AND BINDING.
CONTRACTORS TO H.M. GOVERNMENT.

QUILL PENS, NIBS AND TOOTH PICKS.

ILLUSTRATED CATALOGUE, SAMPLES AND TERMS ON
APPLICATION.

WALKDEN'S INKS CAN BE OBTAINED OF
THE COPP, CLARK CO., TORONTO.

MANUFACTURERS:

COOPER, DENNISON & WALKDEN, LIMITED
St. Bride Street, E.C., and Verney Road, S.E., LONDON.

INKS...

At
Manufacturers'
Prices.

Stephens'
Stafford's
Underwood's
Paul's

Dimity Stationery

The best stores are selling it.
The best people are using it.

BUNTIN, GILLIES & CO.

MONTREAL OFFICE,
204 St. James Street.

HAMILTON.

TOILET PAPERS...

HOME, 50. Package. \$3.25 per 100

HOUSEHOLD, (our leader) \$5.00 per 100
A Substantial 100. Package.

Sheet Papers, of all grades.

Also GEM ROLLS, \$3.25 per 100.

And larger rolls at equally attractive prices.

SEND FOR ILLUSTRATED CATALOGUE.

CANADA PAPER Co.,

TORONTO.

Limited

*A Good Reputation
A Good Past
A Good Present
A Good Future
Bookseller and Stationer
Montreal and Toronto
And all over Canada
Once a Month
Carries Lots of Advertising
Because
It Pays Advertisers*

*Bookseller
and
Stationer
Montreal
and
Toronto*

THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.
PRESIDENT.

W. H. Beatty, Esq., W. D. Matthews, Esq.,
VICE-PRESIDENTS.

W. C. MACDONALD,
SECRETARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO.