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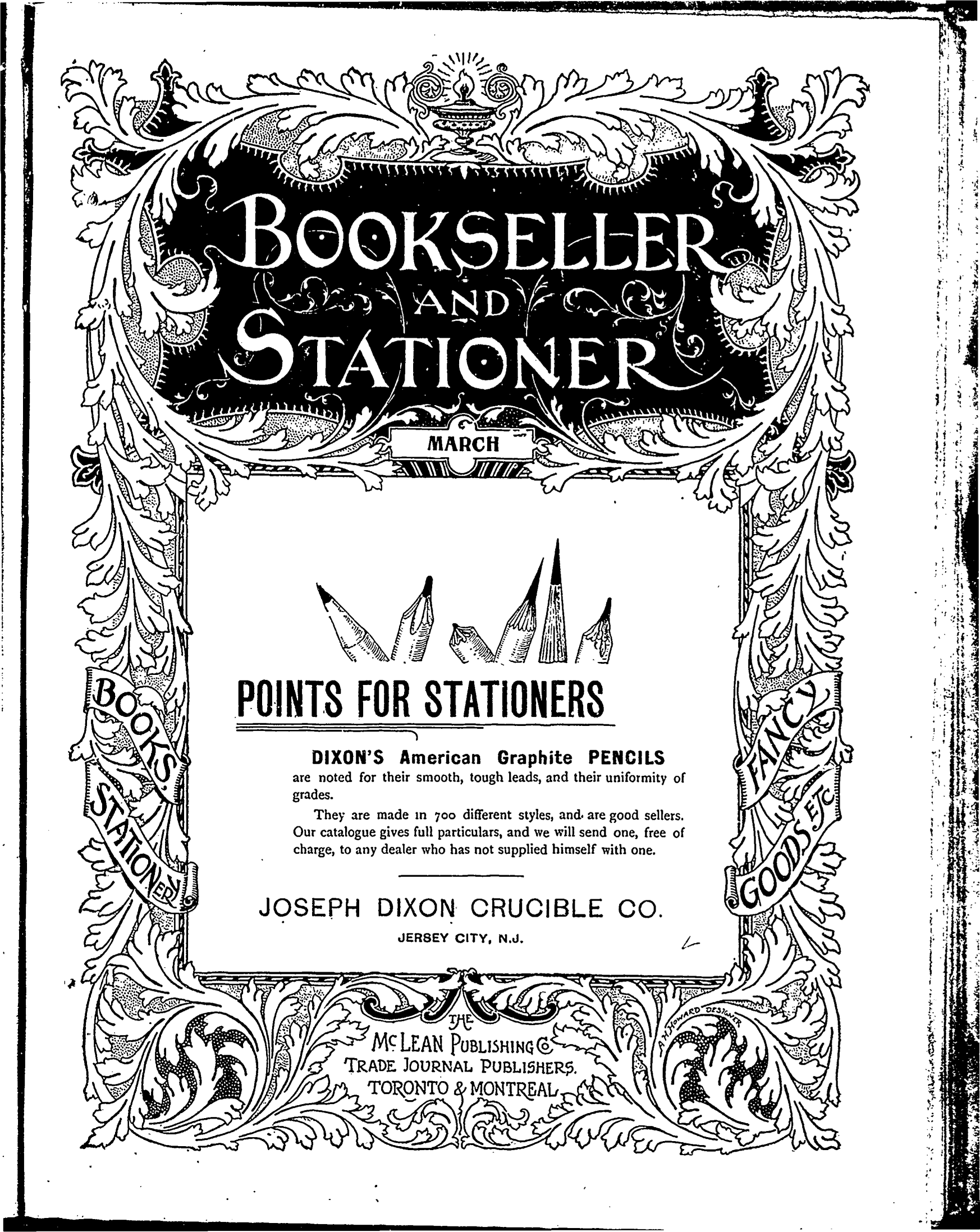
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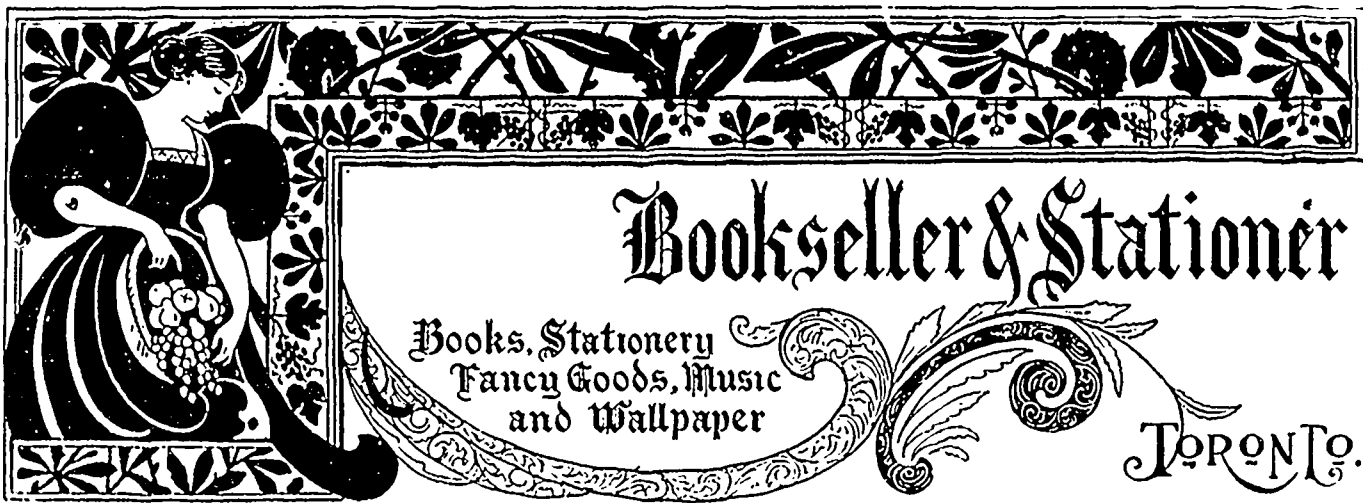
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TORONTO.

Vol. XIV.

TORONTO, CANADA, MARCH, 1898.

No. 3.

President, JOHN BAYNE MacLEAN, Montreal.
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PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER.**

CURRENT NOTES.

THE BOOKSELLER'S BUSINESS.

NO doubt the bookseller is a superior type of merchant, much above the ordinary, and usually ahead of the locality in information. If he has built up a fine business in a prosperous town he can afford to regard with a certain degree of equanimity the stress of competition and dull times which have brought disaster to less favored men. The latter are, we fear, in the majority, and must realize that as popular habits and tastes change business methods should change with them. Are we expected to weep tears of sympathy over a bookseller who gazes mournfully out of the window and watches people pass and re-pass without coming in to buy books? Does he suppose the only task incumbent

upon him is to sigh over loss of trade and make angry remarks about department stores? We know what would happen to the person who sat down with an empty pail and waited for the cow to come along and be milked. What is the bookseller doing to get these people to buy? Each man must determine, according to his town and the tastes of his customers, what can be done to develop trade. But assuredly apathy means disaster sooner or later.

THE KLONDYKE CRAZE.

It would be well to have a Yukon map open and framed on a rack if possible, and near it a collection of such Klondyke material as you think saleable. Let those who are "talking Klondyke" know they are welcome to come into your bookstore to consult the map, and that it is a centre of information to that extent about the gold region. If the cheaper publications about Yukon are there, too, sales will be made. A neat card in the window, stating that a map is shown inside, will interest the public. Everyone seems to be thinking about the Yukon just now, and the bookstore should be getting a share of the new trade in some way.

IT WAS THE EDITOR'S FAULT.

Reference was made in our last issue to what seemed an instance of literary theft in an article in Chamber's Journal for February, entitled "The Making of Canada." The publisher of the book "In the Days of the Canada Company," which formed the basis of the article, wrote a letter of protest to the editor of the journal, and has received

reply that in cutting down the original M.S. article a reference made by the writer to the book in question was struck out from the article by the editor. This, for the writer, was a most unfortunate omission. Several letters have reached friends of the author of the book here commenting severely on what appeared to them to be an unblushing piece of appropriation. We are glad to know that the editor's acknowledgment and explanation has relieved the writer of the suspicion.

THE IMPORT BOOK TRADE.

The import book trade continues to thrive. We have now the monthly figures to the end of January, 1898, which covers eight months of the new tariff. In that time the value of book imports has increased by \$26,000, and the amount of duty collected has decreased by \$31,000. The following are the details:

IMPORTS OF BOOKS INTO CANADA.				
	1897.	1896.	Duty '97.	Duty '96.
June	\$57,628	\$60,364	\$13,347	\$18,562
July	48,028	56,947	10,327	13,857
August	66,489	62,608	13,804	15,406
September ...	95,308	96,062	17,683	23,920
October	101,633	99,430	16,504	21,648
November	109,274	102,977	19,075	25,291
December	101,530	86,431	19,254	22,626
January (1898)	53,210	50,538 (97)	12,173 (98)	12,228 (97)
	\$633,100	\$606,757	\$122,222	\$153,473

PUBLIC LIBRARIES.

One need not subscribe to all that is said in the article on Public Libraries in this issue, but certain unpalatable truths are plainly stated there. No one doubts that libraries for study and reference are invaluable, and the public reading room is a great boon. The circulating department, however, is effecting a revolution in popular book-buying habits. The craze for fiction

is being fed until it threatens not merely to eat up the bookseller's business, but to effect injuriously the character of young people. The taxes of the municipality are being employed to stimulate the taste for fiction.

There is the other side to the question. In many quarters it is contended that the public library is good for trade, in that it induces people to buy books. To increase knowledge is also a good thing for the community. Both these arguments we consider sound, and they might be amplified if we had space to do so. The libraries are here to stay, and when large cities like Toronto get for librarians a scholarly, thoroughly posted and intelligent bookman like Mr. James Bain, jr., the community benefits. The booksellers in all Canadian cities and towns, however, are entitled to keep a watchful eye upon the free library idea to see that it does not encroach upon the regular trade. The purchase of too many copies of any one new book is hardly justifiable.

MR. DRYSDALE'S POINTED QUESTION.

Booksellers throughout Canada, who have watched the trade being diverted from its legitimate channels by "clubs" and other hooks baited with the most alluring of flies, "Something for Nothing," will read the following letter from Wm. Drysdale, of Montreal, with grim satisfaction:

MONTREAL, February, 1898.

Editor New York Publisher's Weekly—
Dear Sir: We desire to call attention to the letter below, written evidently to order, and used that one firm may benefit at the expense of the general trade:

NEW YORK, Dec. 30, 1897.

The Union Library Association, New York City.

GENTLEMEN.—In the course of the past two years I have had frequent occasion to buy books of your Association, and I wish to say that I have been very much surprised at the low prices at which you sell books. Some of the discounts from the regular prices which I have obtained are really startling in amount.

In order to fully test your prices, I recently selected a dozen standard publications and submitted a list of them to four of the largest bookselling establishments in New York, including a department store, a second-hand establishment, and two regular bookstores. My list aggregated at retail prices \$63.75, and the best offer I got from any of the four sources was \$47.75, more than double your price, for I bought them of your Association for \$22.47. My list was selected from different departments of literature, and I regard it as a good test of the saving that may be made by buying of the Association.

Knowing the management and workings of the Association as I do, I fully recommend book buyers to become members of it.

Very truly yours,

GEORGE H. WARNER.

Now, we do not object to the competition arising from this house, but we claim that, in justice to the book trade, Mr. Warner should go a step further and give us the names of this selected list from different departments of literature which aggregated \$63.75. There could also be no objection to his furnishing the names of the four largest bookselling establishments in New York from whom he received quotations, the best offer being \$47.75, more than double the price asked by the firm he seeks to boom. The information should be fur-

nished that the trade may judge of the value of such statements. "The World's Best Literature"* is not usually slaughtered to the extent named.

WM. DRYSDALE.

The Union Library Association's reply unfortunately does not contain the information asked for by Mr. Drysdale.

NEW YORK, Feb. 9, 1898.

Editor New York Publisher's Weekly—
Dear Sir. Referring to a letter from one Wm. Drysdale in the current issue of The Publisher's Weekly, we beg to say that it is not our desire to enter into a controversy with this person, but he or anyone else may see the list of quotations by calling upon Mr. Warner. The books were selected by Mr. Warner, from one catalogue, at our regular catalogue prices.

Very truly yours,

THE UNION LIBRARY ASSOCIATION.

BUSINESS MEN IN PUBLIC LIFE.

The value of having business men in public positions is demonstrated by recent events in the municipal arena of Galt. The absurdity of having in public life a strong element which is not too businesslike to thwart business efforts is also on evidence in the same town. Councillor J. K. Cranston, of Galt, has been moving in certain matters of interest to the merchants. The municipal enactments against tie-posts for the horses of country customers, against all display by merchants outside shop doors, and against projecting signs, have caused inconvenience to trade. Mr. Cranston felt compelled, in one particular, to ask that as long as signs do not project more than 3 feet and are not lower than 13 feet above the level of the sidewalk, they should be allowed. The small representation given to merchants in the council approved this and other efforts. But the rest of the council voted it down. That is the way most business requests will be met until merchants realize that their interests demand a larger voice in council, Legislature and Parliament. Mr. Cranston, if as courageous as he is public-spirited, will continue the agitation until he wins.

We have received the following letter from a subscriber:

"We still think there is a place for legitimate bookselling in Canada, and our book trade is steadily increasing. We look for your excellent journal every month and find it very useful. Your editorials are generally 'just right.'"

This is not printed merely to gratify editorial vanity, but merely as an evidence that we appreciate the friendliness of readers. BOOKSELLER AND STATIONER desires to be of benefit to the trade, and the more they make use of its columns the better we shall be pleased.

* Mr. Warner is associate editor of "The World's Best Literature," published by Chas. Dudley Warner.

LATE LONDON NOTES.

A NEW WEEKLY—THE FORTHCOMING BOOKS IN FICTION—MISS DUNCAN'S (MRS. COTES') BOOK—A NOVEL ABOUT JAMAICA.

LONDON, Feb. 26, 1898.

THE outlook is a new weekly journal, something on the lines of The Saturday Review and The Speaker. One of its editors is Mr. P. A. Hurd, of The Chronicle staff and cable correspondent of The Montreal Star. The publishing office is at 109 Fleetstreet, E.C., and the price of each issue is 3d. It is going to devote special attention to colonial affairs.

NEW FICTION.

Mr. George Ohnet's forthcoming novel is called "The King of Paris," and will deal with a recent society scandal that set two continents talking.

Mr. Robert Buchanan's new story, "The Rev. Annabel Lee," which Messrs. C. Arthur Pearson have in hand for early publication, is likely to cause considerable discussion in religious circles. The author states that his object in writing this novel is to show that if all religions were destroyed, and perfect material prosperity arrived at, humanity would reach not perfection but stagnation.

Miss Braddon's new novel, "Rough Justice," just published by Messrs. Simpkin & Co., deals with modern life in London, and opens with the return from the South African gold fields of a young man who has been lost sight of by friends and relatives during a course of years.

Among other new novels, just out or about to appear, by authors whose works circulate largely in Canada, may be mentioned: "A Forgotten Sin," by Dorothea Gerard, (Blackwood); "Plain Living: a bush idyll," by Rolfe Boldrewood, (Macmillan); "The Lady Charlotte," by Adeline Sergeant, (Hutchison); "Poor Max," by the authoress of "A Yellow Aster," (Mrs. Mannington Caffyn), published by Hutchison. Max Pemberton's "Phantom Army" will not appear till the autumn in book form.

Mrs. Steele, the gifted authoress of "On the Face of the Waters" and other Indian stories, is now re-visiting India. She is at present staying at Lucknow, where she is acquiring material for her new book, which it is understood will deal with the plague and the famine which have recently been causing such havoc in our eastern dependency.

"A Voyage of Consolation" is the title of a new novel by Sara Jeanette Duncan, which will be published by Messrs. Methuen very shortly. It describes the pilgrimage of an American girl on the Continent in the style familiar to those who have read the author's "An American Girl in London." The book contains eight full-page illustrations by Robert Sauber.

BOOKS AND PERIODICALS.

FLEMING H. REVELL'S BOOKS.

THAT idealists, or rather lovers of the ideal, are still numerous throughout Canada and the United States is evidenced by the fact that over 50,000 copies of "In His Steps," an idealistic religious book, by Rev. Chas. M. Sheldon, issued by the Fleming H. Revell Co., have already been sold, though it has been out but four months. Among the other publications handled by the Revell company most popular at present are Andrew Murray's "Ministry of Intercession," and Henry Drummond's last work, "The Ideal Life," a posthumous publication. Another book, which shows no sign of decreasing popularity, is "The Story of John G. Paton," which has now reached its fifth edition. The Presbyterian hymnal continues to sell well, especially the small size edition.

NEW BOOKS IN MONTREAL.

The monthly crop of new books is not a large one, however, there are a few new features. Wm. Drysdale & Co. are issuing a work entitled "The Diseases of Women," prepared by Dr. J. Clarence Webster, a talented young specialist, who has been assisting Prof. Gardner at McGill College. He spent some years in Edinburgh under the celebrated Prof. Simpson, and is recognized as an authority on female diseases. The work will be used as a text book at McGill College and may be retailed at \$4.

Grafton & Sons are out with a new exercise book on the first four rules of arithmetic. It contains a number of simple examples and should be of material assistance in teaching young children. The book has been authorized for use in the Montreal schools.

Grafton & Sons will shortly place on the market a story by W. D. Lighthall, author of "The Young Seigneur," called "The False Chevalier." The plot resembles that of "Le Chien d'or," and deals with many incidents in the history of Montreal and Quebec. On account of its historical character and the shade of local color given to the story, the book should have a good sale in Canada.

QUEBEC MUNICIPAL CODE.

Mr. C. Theoret, of Montreal, has now in press the municipal code of the province of Quebec, annotated, in both languages, prepared by J. E. Bedard, Q.C. The work is spoken of as the most complete volume on this subject yet published.

THE EDITIONS ABROAD.

Mr. J. W. Tyrrell's valuable book of travel, "Across the Sub-Arctics of Canada,"

is being published in England by T. Fisher Unwin, and in the United States by Dodd, Mead & Co., of New York.

CLEMENT'S HISTORY.

Clement's "History of Canada," the school text-book, prepared under the supervision of a committee representative of the various provinces, has now been authorized by the Departments of Education in all of the provinces of the Dominion. This cannot but be regarded as an important and significant step toward national unification. It is a matter for congratulation that the issue and adoption of a universal text-book in history should have marked the Jubilee year, fraught as it was with so much of consequence to Canada and the Empire.

ROBERTS' NEW VERSE.

Charles G. D. Roberts, the well-known Canadian poet, who has for the last two years been living in New York city, has not, even in that crowded hive of humanity, been debarred from the cultivation of the muse. We learn that Mr. Roberts has in the press of Lamson, Wolfe & Co., of Boston, a collection of "New York Nocturnes." The title of this book would go to show that instead of discouraging its exercise, life in that stirring city is disposed rather to stimulate the indulgence in poetic fancy.

A BIOGRAPHY FOR BOYS.

A second edition of Miss FitzGibbon's admirable biography of her grandfather, Lieut.-Col. James FitzGibbon, the hero of Beaver Dam, entitled "A Veteran of 1812," will shortly be issued. It will have an additional chapter, containing a number of very interesting personal letters. No more entertaining biography has been written in Canada. Every boy in the country should have the privilege of reading it.

ROBERTS' NEW NOVEL.

The second of the three novels which Charles G. D. Roberts is writing about the Acadians—the first of which was the "Forge in the Forest" last year—is to be called "A Sister to Evangeline." It is nearly completed and will be issued by Lamson, Wolfe & Co., Boston.

DR O'HAGAN ON CANADIAN WRITERS.

In a lecture in Hamilton, Feb. 18, Dr. Thomas O'Hagan, speaking of the writers of Canada, claimed all honor to such names as Joseph Howe, Thomas D'Arcy McGee, Charles Heavyside, Charles Sangster, William Wilfrid Campbell, Mrs. Lawson, Alexander McLaughlin and Mrs. Moody. This is a new school of poets noted for

scholarship, refinement, and patriotism. He contradicted the charge that Canadian poetry was not of a high order because it lacked human action. He placed Charles G. D. Roberts at the head of Canadian poets. The speaker read "Canada," a patriotic selection by Mr. Roberts, and also "The Second Concession of Deer," a descriptive poem. In the department of drama he mentioned Dr. Frechette, and Charles Mair, the author of "Tecumseh." Dr. Drummond, of Montreal, was perhaps the best Canadian dialect poet writing in the French-Canadian patois. He read "The Wreck of Julie Plante" which was heartily applauded. As the best example of elegiac poetry he referred to that of J. W. Bengough, and produced his lines on the death of Tennyson.

In conclusion Dr. O'Hagan made an emphatic criticism of the manner in which literary talent was not encouraged in this country. He did not criticize from any political or party spirit. Things were not managed here as they were in other countries. Instead of the literary toiler getting a position as foreign consul or a professorial chair in our many universities, the political toiler stepped in. As an example he pointed to the position of librarian in the University of Toronto.

NOVA SCOTIA ARCHIVES.

At a meeting of the Nova Scotia Historical Society, in Halifax, last month, the following officers were elected: President, Hon. J. W. Longley; 1st vice-president, Dr. A. H. McKay; 2nd vice-president, Hon. Senator Power; 3rd vice-president, Hon. Judge Townshend; corresponding secretary, F. B. Crofton; recording secretary, W. L. Payzant; treasurer, R. J. Wilson. Council—Rev. Dr. Forrest, Rev. Dr. Smith, Prof. MacMechan, Rev. Dr. Saunders. Library commission—Hon. Judge Townshend, Rev. Dr. Forrest, Dr. A. H. McKay, J. J. Stewart. Auditors—F. W. Bowes, W. G. Brown. Hon. A. G. Jones and Prof. W. C. Murray were elected members of the society. Prof. C. G. D. Roberts elected an honorary member in recognition of his services to the country, literary and historical. Rev. W. J. Armitage was proposed as a member.

The question of editing and publishing further selections from the political archives was discussed, and it was decided on motion to recommend the council that the work of editing these documents, with the view of publishing another volume of information concerning the early history of this province, be carried out. Professor MacMechan read a very interesting historical note concerning a portrait of the founder of Halifax, efforts to locate which are being made. Concerning materials from which to gather information of the early days, attention was

"The Science of political Economy" by

Henry George

Cloth, 8vo., with handsome Portrait,
\$2.00.

This book, in all main essentials finished, was begun in 1891, and was intended by Henry George to be the crowning achievement of his life. Wider in scope than the world-famous "Progress and Poverty," it is written in the same lucid and graphic style. It presents Political Economy in the new aspect of a clear and fascinating science; a science which needs no technical knowledge or special learning to study, and which appeals to the vast majority of men because it treats of the burning problem—the getting of a living.

Anthony Hope's new novel, "Simon Dale," 12mo., Paper, 75c., Cloth, \$1.50, has already had a most encouraging sale.

Anthony Hope has established his claim to be considered a story-teller of the first rank. His ingenuity and the substratum of his accurate scholarship are both visible in "Simon Dale." The scene of the book is laid in England and the time is the reign of

Anthony Hope

Charles II, the convivial and easy-going monarch whose regime of roystering conviviality and easy virtue followed the grim period of the Puritan Commonwealth. Puritanism was still influential, but Nell Gwynn's star was in the ascendant. Simon Dale is a straightforward young English gentleman who in a remarkable way is admitted to the inner circles of the Court, and manages to hold his own in the midst of various intrigues and in an atmosphere of courtier-like subserviency.

In his new novel, "Paris," M. Emile Zola has completed his trilogy, Lourdes, Rome, Paris.

Of the first two it may be said that they are among the most remarkable books of recent years. Of Rome a competent writer has remarked: "I doubt if a better description of the Eternal City was ever written." The Philadelphia Record says that it "comprises a history on broad lines of the social and religious development of Italy; a sketch of Catholicism up to the present time; is a socialistic plea; discusses the old problem of Science vs. Christianity; and it is an admirable guide book of the Eternal City." The Sun's opinion is that "the book is a magnificent document on contemporary facts. It is contemporary history seen through the eyes of the greatest living newspaper reporter."

Emile Zola

Describes Parisians as they are.
Crown, 8vo., Cloth, \$1.25, Paper, 75c.

GEORGE N. MORANG, Publisher, 63 Yonge St., Toronto, Can.

drawn to a valuable collection of letters in the possession of Rev. Father Walsh, Amherst, and another speaker mentioned a daily journal kept in Shelburne in the early part of the century and now in New York.

MR. GEO. MORANG'S LIST.

"Simon Dale," which has just appeared, is having encouraging sales, which indicates a wide popularity for the book. It is in cloth \$1.50, and paper 75c. In this novel Mr. Anthony Hope has taken advantage of all his resources in dealing with the times of Charles II, in a way that attracts without offending delicacy of taste. The work is one that challenged both the strength and lightness of touch which Mr. Hope possesses. His history is correct and the love story is perfectly satisfactory.

The sale of "Paris," by M. Zola, is helped by the famous trial of the author just concluded. While Zola's name has been rather on the black list for a certain class of readers this book is of an entirely different character from others by the same writer. It is the last of the trilogy in which the life of the hero is pictured under various conditions. The book presents a picture of social and intellectual life in Paris, but is not a guide book to Paris. It is sold in cloth \$1.25 and paper, 75c.

Mr. Morang will have out next week

"The Science of Political Economy," by Henry George. The only edition will be in cloth at \$2, and there is a handsome photogravure of Mr. George as a frontispiece. There is a solid table of contents and the work is a very comprehensive one, more so than other works of the same class. There is a certain sympathetic, human touch and a recognition that man is a religious being as well as a factor in modern industrial conditions, which stamps the book as unique. We imagine that Mr. George's last book will have a sale in the home which the text books of more distinguished economists could not win.

The book referred to last month, dealing with social and political life at Ottawa, by the Hon. J. D. Edgar, speaker of the House of Commons, is now in the press. It is illustrated by nineteen fine photographs.

A very beautiful publication is shortly to be produced in Canada by Mr. Morang's enterprise. It is a book on North American birds, called "Bird Neighbors," by N. Blanachan. There is an introduction by Prof. John Burrows, who would not put his name to anything that was not excellent in this line of work. It contains the history of a hundred and fifty birds, most common to this continent, and is embellished by fifty colored plates. It is scientific enough without being too technical. The plan followed

is to arrange the descriptions of the birds according to their color as usually observed, so that one is able to identify the bird. The book, which is finely bound, is crown quarto in size and sells for \$2.25.

There is still a steady demand for "The Beth Book," by Mrs. Sarah Grand. The critics are greatly divided as to whether the authoress was justified in presenting such a picture of marriage as she has done, and the book has aroused a great deal of curiosity which helps its sale.

NEW CHEAP MAGAZINES.

Ainslee's Magazine is the name of a new 5c. illustrated monthly published in New York by Howard Ainslee & Co. The first issue appeared in February and contained some excellent material, including short stories by Stanley J. Weyman and Anthony Hope, a number of amusing sketches and some clever verses, the whole being well illustrated. A department devoted to "the stage" contains photos of Julia Marlowe, Chas. Coghlan, May Mannering and other favorites, with sketches of their stage careers. An article on "Ian MacLaren Dramatized," contains much that is interesting. The Montreal News Co. are the trade agents for Canada.

"The Half Hour" is another 5c. monthly that has recently made its appearance. It

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THEM IN STOCK.

In His Steps

"What Would Jesus Do?" By Rev. Charles M. Sheldon. Over 75,000 sold. Have you had a share in the sale? Paper, 25c.; Cloth, .50

Review of Historical Publications Relating to Canada

Edited by George M. Wrong, M.A., assisted by H. H. Langton, B.A. Vol. II Publications of the year 1897. A valuable book for booksellers. Paper, \$1.00; Cloth, \$1.50

Books

A Guide to Good Reading. By John Millar, B.A., author of "School Management." Cloth, .25

The Forge in the Forest

By Charles G. D. Roberts. An Acadian romance. "A book no whit less interesting than the best of late historical romances, and with a certain charm of style to which few contemporary writers could attain"—St. John Sun. Paper, 60c.; Cloth, \$1.25

A Ride in Morocco

and other sketches, by Arthur Campbell. An exceedingly interesting book of travels. Cloth, \$1.00

Humours of '37

Rebellion Times in the Canadas, by Robina and K. M. Lizars. Principal Grant says: "It is a volume that will add to the literary reputation of the ladies." Cloth, \$1.25

The Mineral Wealth of Canada

A Guide for Students of Economic Geology, by Arthur B. Willmott, M.A., B.Sc., Professor of Natural Science, McMaster University. Cloth, \$1.00

Across the Sub-Arctics of Canada

Second edition, by J. W. Tyrrell, C.E. "It is such a book as one sits up all night to finish."—Victoria Times. Cloth, \$1.50; half calf, \$3.00

Canadian Men and Women of the Time

A Biographical Dictionary of Prominent and Eminent Persons belonging to the Dominion of Canada. Edited by Henry James Morgan. Cloth, \$3.00

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covers a somewhat different field to Ainslie's devoting most of its space to short stories and serials. The March number contains writings from a number of well-known men and women including Marie Corelli, Chas. Gawice and others. George Munroe Sons are the publishers and the Montreal News Co. the Canadian agents.

FRENCH GOVERNMENT.

An excellent account of the growth of the French administrative system is to be found in Dr. James T. Young's "Administrative Centralization and Decentralization in France," published by the American Academy of Political and Social Science (pp. 24, 25c., Philadelphia). Dr. Young shows how the tendency towards centralization dates from the earliest times, how it made France become a great nation, and why a movement towards decentralization is now necessary and consequently is being made. For a clear understanding of French history or government, this paper should prove of great assistance. The academy has lately issued a similar study of English administration, also by Dr. Young.

ARISTOCRACY IN GOVERNMENT.

The title of the new book which Mr. W. H. Mallock will publish through the Macmillan Co., in the course of a few weeks, will be "Aristocracy and Evolution." Its aim is to demonstrate that the chief progressive movement of society is due to a minority, the part played by the majority being altogether subordinate, alike in the sphere of thought, government and wealth-production.

DR. DRUMMOND'S BOOK.

A Toronto gentleman sent some copies of "The Habitant," by Dr. Drummond, to several friends in England as Christmas presents. He received answers expressing the greatest delight with the pathos and humor of Dr. Drummond's verse, and saying that the book was a veritable find to English readers. In Canada several thousand copies of "The Habitant" have been sold.

CANADIAN HISTORICAL PUBLICATIONS.

The second volume of reviews of Canadian historical publications has appeared. It is a Toronto University publication, edited by the Professor of History, Mr. Wrong, and the Librarian, Mr. Langton. It contains "notices," descriptive and critical, of the principal publications during 1897, relating to Canadian history. Some of the "notices" are well written, others are criticisms of no special value to anyone. The volume is useful as a record, but whether public money is well spent in the



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issuing of such a work is doubtful. The book is beautifully printed, and may be had of the publisher, William Briggs.

A NEAT MARKER.

As tidy a little bit of printing as one sees in a day's march is a small folded scrap in colors, issued by Mr. Geo. Morang, and entitled "How to Open a New Book." They are sent to the booksellers with the publisher's compliments, and slipped inside of each volume sold, give readers a really valuable hint.

THE COPP, CLARK CO.'S LIST.

A Canadian edition of "Children of the Sea," by Joseph Conrad, will be out shortly, in cloth \$1.25 and paper 75c. It is said to be the best current novel of sea adventures and takingly written.

Another Canadian edition on the way is "The Story of Ab," by Stanley Waterloo, a curious tale of aboriginal man.

The Copp, Clark Co. have also in the press an edition (cloth \$1.25, paper 75c.) of "David Lyle's Love Story," by the author of "The Land of the Leal." Who is David Lyle? This question is being asked persistently in London, the name being a pseudonym, and supposed to conceal the identity of some well-known Scotch writer in London.

Among new books which are selling remarkably well may be mentioned: "Deeds that Won the Empire," by Rev. Mr. Fitchett (reviewed in our last number), which is having quite a run for libraries, Sunday-schools, and as gifts for young people; "An American Emperor," by Louis Frey, author of "The Final War"; and Conan Doyle's "Tragedy of the Korosko."

TRADE NEWS.

A GOOD STAND FOR SALE.

MESSRS. JAMES I. ANDERSON & CO., of London, Ont., have decided to sell their extensive and successful book and stationery business. The particulars appear in the advertising columns. Mr. Anderson has established a good business in a prosperous city, and intending purchasers will be given good reasons for the intended sale.

WINNIPEG TRADE NOTES.

From a Correspondent.

Ogilvie's Report (Hunter, Rose & Co.) is having a large sale here and throughout the province.

The books having the run just now are: "Deeds that Won the Empire," by Fitchett; "Quo Vadis," "Choir Invisible," "School for Saints," Farrar's "Men I Have

Known," Henry George's works are also in demand. The sale for "Equality" has not been up to expectations.

Many enquiries are coming in re the new series of school readers. They will not, however, be ready until September. Rumor has it that they will be the finest set yet issued in Canada.

Much sympathy is felt for Aiey. Taylor, who was one of the sufferers in the big fire here. He has not been able to secure a good location and will wait until the McIntyre block is rebuilt. Trade generally is good.

MONTREAL TRADE.

Montreal booksellers complain of a dull month, though things have improved during the last few days, owing to the influx of strangers who are taking advantage of the present cheap railway fares. A big demand for Klondyke literature is reported, particularly for Ogilvie's "Guide," maps etc. The trade appears satisfied with the outlook and are generally hopeful. As one gentleman remarked to BOOKSELLER AND STATIONER, "the long-expected revival in reading is close at hand, and when it comes the bookseller's seven years of plenty will set in."

PERSONAL.

Mr. Fleming H. Revell, president of the Fleming H. Revell Co., Chicago, New York and Toronto, paid a flying visit from the headquarters, in Chicago, to the Toronto branch on Friday, February 25.

Mr. Chas. S. J. Phillips, of Morton, Phillips & Co., has gone to Nassau, in the Bahama Isles, for a month's holiday.

Wilson, Munroe & Cassidy is the name of the firm which has succeeded to the well-known manufacturing bookbinding business of Munroe & Cassidy, Front street west, Toronto.

A NEW BOOKSTORE.

A new stationery store has been opened in the Lefevre block, on Hastings street, Vancouver, and the business already being done by the proprietor, J. G. C. Wood, is very satisfactory. A large force of men have for sometime been engaged in fitting up the store, which, being well situated on one of the best business streets of the city, is sure to prove very popular. The stock is one of the largest and most complete in the city, and regular additions will, of course, be made to it. The best note and writing paper can be had at reasonable prices, and the account books are not only in great variety of style but are of the finest quality shown in Vancouver. A special feature is

also made of the counter of novels, which are of the latest issues. A large assortment of tissue paper for making lamp shades in all colors has been placed in stock and should be seen by those requiring such material. Mr. Wood has been for several years in the stationery business, and the experience he has gained should ensure success in his new undertaking. F. C. Allen, formerly secretary of the Diplock Stationery Co., has taken a position in the new store.

A WINNIPEG CHANGE.

The interests of Messrs. O'Loughlin Bros. in the Consolidated Stationery Co., Limited, Winnipeg, have been purchased by the other shareholders, Messrs. S. R. Parsons, Henry Bell and W. E. Hazley. Mr. Parsons will return to Winnipeg and take an active part in the management of the company's business. It is understood that Mr. J. M. O'Loughlin will join his brothers in New York before long.

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546. Our Lady of the Sunshine. Morang's Midsummer Annual, 1898. Geo. N. Morang, Toronto.

547. The 64 Klondyke Claims Puzzle and Game, Julia E. Jarvis, Victoria, B.C., Feb. 14, 1898.

548. The Klondyke Waltzes. Flora Tapson Kennedy, Tilsonburg, Ont., Feb. 21, 1898.

549. A Series of Photographs illustrating the Anatomy of the Horse and Dog by the Method of Frozen Preparations and Sections. Edward P. Coulman, Toronto.

550. Les Trois Crimes; Rawdon, St. Canut, St-Liboire. Histoire complete des Meurtres. Details horribles. La vindicte publique. Par Jean Badreux. Leprohon et Leprohon, Montreal.

CHEAP EDITIONS.

The advocates for cheap and still cheaper editions of standard books have plenty of proofs of the increase both in numbers and profit which cheap prices bring. And yet there are instances now and again where a low price has been positively detrimental in both directions. Mr. Darton, the well-known publisher, has lately given his opinion on this matter, and it is not favorable to cheap editions. His experience has not been encouraging, and he has found that the issue of a cheap edition of a successful book frequently entails heavy loss and great disappointment. For example, when the late Bishop Walsham How was alive, Mr. Darton proposed that his "Family Prayers" should be issued at 6d., bound in cloth. It had hitherto been sold for 1s. 6d., and had commanded a steady sale. The publishers naturally thought that at the reduced price of 6d. there would be a very brisk demand. The expectation was not fulfilled, and even an offer to give grants only resulted in less than 200 copies being applied for. The loss on the cheap edition was about £80; and yet the sale of the original edition was larger than ever. Still, notwithstanding this specific failure, we think the advisability of having prices "just below the average" will hold its own.—Stationery Trades Journal.

WALL PAPER AND DECORATIONS.

NEW AND ECONOMICAL INTERIORS.

IN this day of elaboration in every direction there is only an embarrassment of riches if one attempts to select models in decoration. That is, if one's means are not definitely limited, and the desire is only to reach beauty at any cost.

But for the decorator who is expected to arrive at nearly the same goal guided by a meagre amount of expenditure the case is quite different. For the benefit of such, whether it is as householder or artizan, we have collected a few random hints of unique effects which may be attained at very moderate cost.

We will take an ordinary sized house, with the usual arrangement of rooms found in the new homes of a simple class, and consider the interior decoration of the various apartments in the order in which they generally appear in the plan.

Beginning with the hall, it is wise to consider this as one of the popular, square, or nearly square, entrances to the other apartments. If it is inclined to be dark, as many of these halls are, an attempt must be made to brighten it, for it should not be forgotten that a hall, or corridor, gives the first and most decided impression of a building. If real mahogany is considered too expensive for the woodwork, here a good imitation may, it is said, be obtained by the use of ground red sandal wood soaked in wood alcohol or some other volatile oil. It may take several rapid coats—it dries quickly—before a good mahogany color is secured.

With this woodwork a dark leaf-green cartridge paper is very effective. There might be a cornice and picture rail of the "mahogany" woodwork; the plain space between being more or less in shadow will look somewhat darker than the lower wall and answer every purpose of a frieze. Unless there is a high wainscoting of the wood, then the upper wall may be treated by using the paper already suggested, with—according to a new fad—vertical lines of brass-headed tacks running along the line where the breadths join, as though the paper were tacked to the wall very closely. With this heavier effect a medium width moulding of the mahogany would answer for a cornice.

If the hallway is small and light, with not much woodwork in evidence, a rich effect is acquired by painting the wood ebony—unglossed, of course—with a warm wall paper in dark green, red, or old blue. The upper half of the door here would appropriately be of leaded glass, which, set in the ebonized wooden frames, makes an important feature in a really beautiful scheme of decoration,

though, of course, the black paint would prove too funeral unless the room was really light and bright.

The parlor opening off of this front hall may happily be finished in the green stain, now so high in popular favor. This is made of Prussian blue and yellow mixed in alcohol to the desired dark rich shade. Used with dark red wall hangings of painted burlaps, the artistic matting, cartridge paper, or, if it can be afforded, silk damask, a most charming room is the sure result. The French effect is heightened by the use of gilt in a cornice and on all the high lights, but this is not at all obligatory; and, indeed, for many tastes the quiet dignity of the simpler arrangements is more satisfactory.

If the dining-room adjoins the parlors, as it does in most of the newer houses, it is well to have the same color scheme in green continued there, though with so much variation as to give no hint of that monotony which is a fault of much modern interior decoration of the humbler sort. Here the woodwork may be of one of the cheaper, light-colored natural woods, highly polished, with—if the parlor walls are of dark red, as suggested—a dark green cartridge paper of the same shade as the woodwork in the parlor. For the ceiling here a handsome novelty would be the use of an applied decoration which was popular in Italy during the Renaissance, and which has lately been acquiring some considerable favor in England. This is sgraffito, which we will cursorily describe for the benefit of those who may not have tried it as yet. For the dining-room under discussion, the ceiling should be covered with a coat of dark green plaster of the usual thickness, and then laid over with a very thin coat of pale green plaster in which, while it is still soft, a design is drawn. The light plaster is removed in parts, either from the design or from the interspaces, as may be preferred.

In the family living-room a pretty change in the treatment of the woodwork is secured by the means of a silver-gray enamel paint. This should be thoroughly rubbed down with pumice stone and oil until it is as smooth as satin, but altogether free from gloss. The wall paper may be quite inexpensive if the color and design are good; a delicate, but strong, blue background, with an all-over floral pattern in pink, or the familiar blue forget-me-nots alternating with small pink roses on a gray surface instead of the blue. Or this room may have light natural wood, highly polished, used with stiffened burlaps, in its natural color on the side walls. Or, again, the burlaps may be relieved by an all-over stenciled design of medium-sized trefoils in a good shade of

quite dark yellowish brown. Burlaps, for wall coverings, is in the highest favor just at present, and fortunately it is one of those substantial fabrics, with such great artistic possibilities, as a background for pictures and attractive furniture, that one is not so likely to be quickly satiated with it as with some of the more ornate favorites of passing fashions.

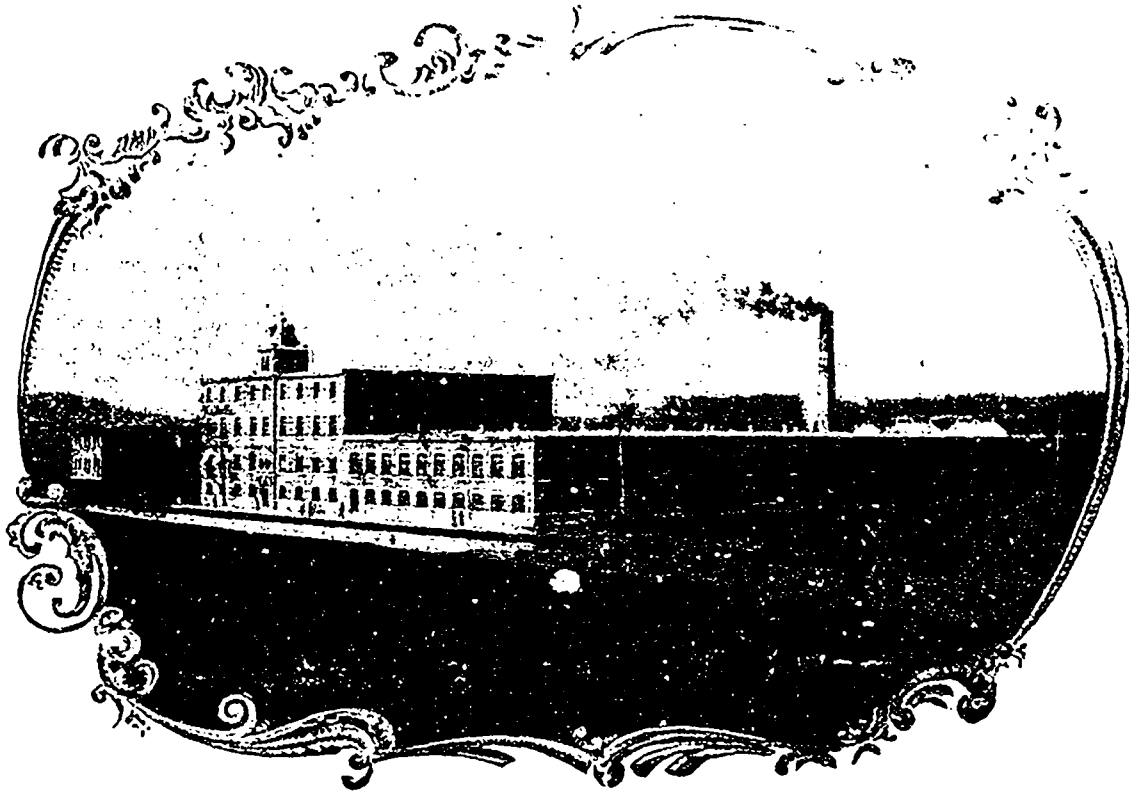
For bedrooms which are to be used merely as such nothing is more permanently satisfactory than an insistence upon a fresh, clean, fairly burnished appearance, which is most satisfactorily accomplished by a dazzling unrelieved white; merely white enameled woodwork, with calsomined walls and ceiling to correspond. But when the sleeping apartment is also to be used, more or less, as a sitting room, it must have a warmer end, as it were, more genial treatment. Then the walls are happily covered with one of the charming blue-and-white papers with the same woodwork, or a delicately gay Dresden pattern of paper, or even, if the room should happen to be a north one, a rich red-and-white paper-white striped with vertical, conventional lines in red, or, still better, red-and-white awning cloth may be resorted to.

One important thing to be borne in mind in the decoration of private houses particularly is the situation and lighting of the various rooms. Those that will have considerable sun and light may take possession fearlessly of the darker and cooler arrangements; those that are prone to gloom, in the matter of situation and construction, must have their shortcomings made up to them in a brightness and warmth of treatment. The use also for which the rooms are designed must never, for one instant, be lost sight of when they are receiving the decorations which are to make an artistic, striking interior, or one that is merely insipid or inharmonious. It is altogether a matter of taste, not money, whether a new house is to be charming inside as well as out.

If one has ambition to excel as a decorator, and to ensure the patronage that always follows that which is unique as well as beautiful of its kind—always providing that the price is moderate, particularly in the country, where anything out of the usual rut in this line is rather difficult to obtain—the suggestion occurs that during the slack seasons in work it would be wise to take up the study of some of those nicer forms of the art that do not come so directly in the way of every house painter and paper hanger. Such are "fire etching" and working in wrought iron.

Full outfits and books of information for these two important features of modish decoration may be obtained at moderate cost, and, while the pursuit of the studies would

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WALL PAPER AND DECORATIONS (Continued.)

not only be a pleasant change from the less congenial and homely parts of the profession to all those who have any taste for form, the information ought also to prove valuable stock in trade. The decorator who could furnish a panel or two of burnt work for a room finished in natural wood, or a wrought iron grill of attractive style for a spot where it would be effective, would certainly be a boon to many a builder remote from the largest cities.

Small striking points in workmanship catch the eye, and often turn the scale in favor of purchase. The writer has in mind the rapid financial advance of one man in a country town, who a few years ago had no wordly possessions but his day's wages as a carpenter. With apparent all-round ability in decorating and building on a larger scale than the inside of a carpenter's shop permitted, he began in odd moments putting up a modest home for himself. This small house, though necessarily slow in completion, displayed such excellent workmanship, and so many unique points, particularly in the matter of interior ornamentation, though

nothing was extravagant, that it was soon sold to one of its many admirers at a considerable advance on its original cost.

This venture was followed by one a little more ambitious, which, in turn, gave way to another, until now no less than five of these houses, each more commodious than the last, have been eagerly purchased by some member of a community who watch with curiosity as to just what novel effects each new effort will produce.

Only the more arduous and humdrum portions of the work are let out. All the delicate parts, both in design and practical workmanship, are accomplished by the one phenomenal pair of hands. This, too, only after working hours in the long spring and summer twilights, or during slack times of shop work. With what success the able industry of one who struck out so courageously in new lines has been rewarded quick sales attest.—Violette Hall.

TAPESTRY ON WALLS.

The use of tapestry to cover the walls has rather declined—wall paper has taken

its place. In the Orient, from the earliest days, tapestry has been known and used. The Greeks borrowed from the east the fabulous birds and animals which were woven in their earlier tapestries and later they turned to beauty of form. The Spanish Saracens and the English brought from the east specimens of tapestry, and thus introduced the work in western Europe. The town of Arras, in Flanders, very soon became the centre of the manufacture, and from this town comes the word "arras," meaning tapestry, which we use nowadays.

The famous Bayeux tapestry was found in the last century, in a cathedral, and tradition says the wife of William the Conqueror, embroidered and presented it to the church. The Bayeux tapestry is a web of linen 214 feet long and 20 inches wide, picturing events concerned with the invasion of England. It is worked with a woolen thread and contains the figures of over 600 men, 200 horses, 50 dogs, 40 ships and boats, besides smaller animals and objects.

The French tapestries have always been more celebrated than those of England. The Gobelin tapestries obtain their name



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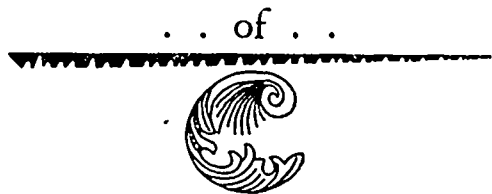
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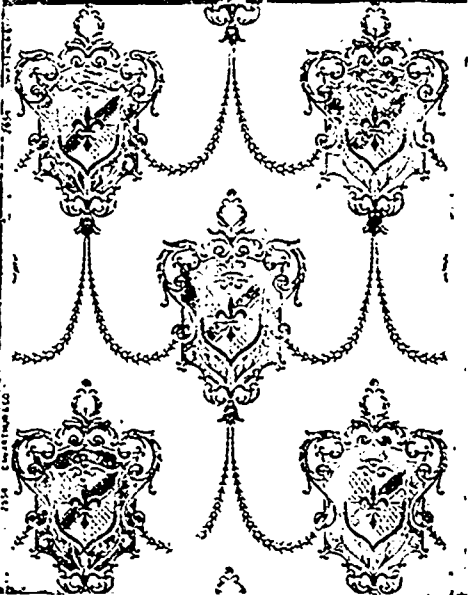
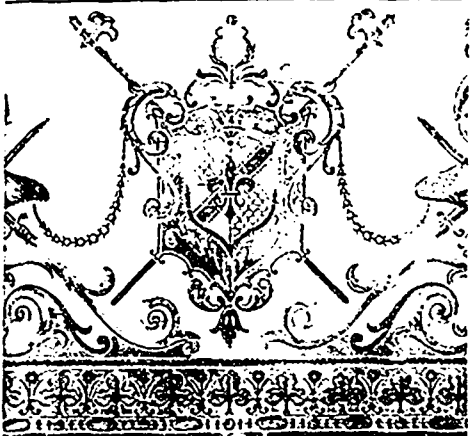
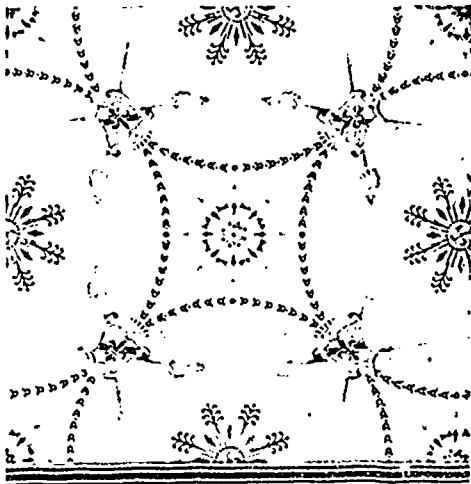
1030 Notre Dame St.

— MONTREAL

WALL PAPER AND DECORATIONS—Continued from two brothers, Belgian dyers, who sold to the French Government the land on which to erect a tapestry manufactory. Le Brun, the celebrated painter, was director

manner necessary, took years to complete. In fact, many of the Gobelin works do not average more than a square yard or so a year, and consequently \$30,000 and \$40,000 is frequently the price paid for a piece of tapestry.—Wall Paper News.

wall papers, including samples of the styles made in 1837, with those of to-day. A writer in an English trade journal thus describes the old papers: "The exhibit occupied a corner position close to the entrance. On



No. 2054—"The Crusader."

of the works and designed many of the most beautiful tapestries.

The Gobelin tapestry is typical of all. It was made in small stripes cleverly joined together. Some pieces, woven in the tedious

TWO DESIGNS.

In this issue are shown two designs from the choice line made by Colin McArthur & Co.

No. 2054, "The Crusader," is a fine scroll treatment, with shield on hanging, and bust of helmeted knight in armor, with battle axes, decorating shield on frieze. This is one of the most striking papers for halls or large dining rooms ever shown to the trade. It is made in all colors.

No. 4050, "The Crysanthemum," is a bold, stylish floral design, made very effective in coloring, and eminently suitable for spacious parlors, it is produced in all shades, from the light cream to the strong, dark olive, lit up with rich contrasting top colors.

Both these designs are much appreciated.

BIG SHIPMENTS.

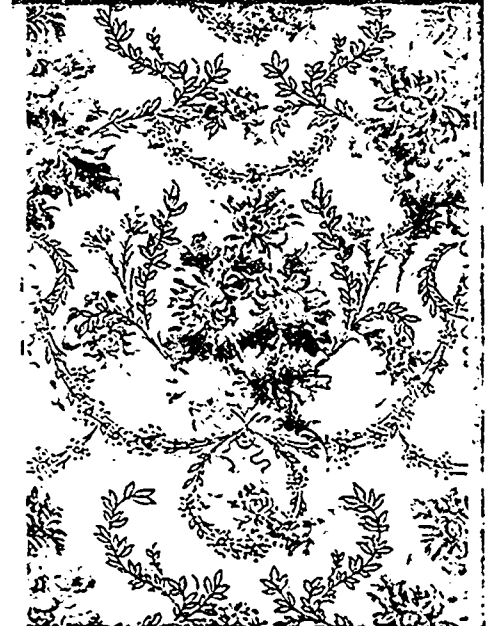
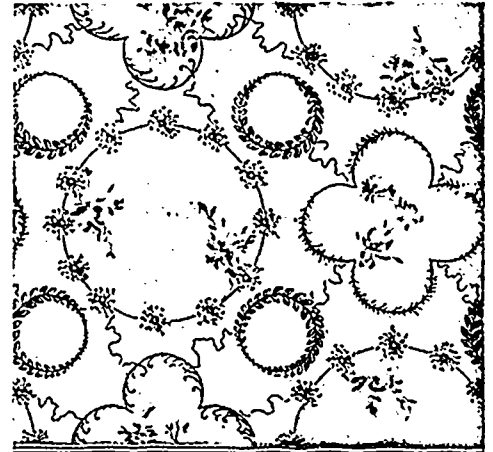
Eastern wall paper men report business quiet at present, though some large shipments are moving. During February the Watson, Foster Co. shipped an average of two carloads per day.

HOW CHINESE PAPER THEIR HOUSES.

The Chinese at Amoy do not paper their walls much, but they often paper ceilings, partitions, etc., so that a large quantity of wall paper is consumed in that district. This paper, besides being used for artificial flowers, is used for clothing the human effigies that are burned at funerals, and, this practice being general throughout China, the amount of it consumed is considerable. This paper is also used for covering cardboard boxes for toys, jewels, medicines, buttons and sundries.

AN ENGLISH EXHIBIT.

At the Earl's Court Exhibition in London, recently, there was a good showing of



No. 4050—"The Crysanthemum."

the wall space on the left hand were shown the old papers, and on the wall at right angles the modern hangings. Inspecting first the wall papers of long ago, we see a large panel in the centre with colored floral

WALL PAPER AND DECORATIONS—Continued

pilasters on each side, and beyond this on both sides some twenty or more samples of the paper produced when our grandmothers were young. The central decoration demands notice first, because it was awarded Society of Arts medal in 1849. The large central portion is plain watered paper, or 'tab,' as it is technically called. This is enclosed with a neat little gilt border with appropriate corners. Then there is a margin of plain distempered work, and beyond, on each side, handsome Arabesque pilasters. These form a wonderful piece of work, no less than 120 blocks having been used in printing them, and as many as 40 colors having been employed. Although the result is certainly satisfactory, one cannot refrain from thinking how much better results could be obtained from the same number of colors to-day. And this leads us to compare the samples of paper with those on the adjacent wall. We can say this for the old-time samples—they were evidently well printed with the highest class materials. The colors and the gilt show up as clear and as pure, almost, as the day the papers were printed. But the designs! In looking at one, and comparing it with the other, the crude efforts of a clever child, as compared with the finished work of an experienced artist, comes to one's mind. Not that the sixty-year-old samples are really crude. A close examination makes it abundantly clear that they are the work of men thoroughly earnest in the task they had set themselves. Still, there is ample evidence of a want of system, of a groping in the dark, that renders the design altogether unsatisfactory. Nor can it be said that the section devoted to 1849 showed much progress. The designs are a little more daring, but that is all."

CANADIAN WALL PAPER ABROAD.

It is interesting to follow the exports of Canadian wall paper. They began some years ago, but it is only since 1895 that the official statisticians made any effort to get the correct totals. The probability is that they are larger than appears now in the Ottawa returns, as export figures are never as carefully corrected as those relating to goods which come inward and pay duty to the Customs. The figures for the last three years are:

	Quantity.	Value.		
1895	9,760 rolls	\$2,235		
1896	35,567 "	3,593		
1897	36,524 "	3,726		
Quantities exported to				
	G.B.	U.S.	Africa	Australia.
1895.....	6,391	3,340
1896	285	25,173	3,523	290
1897.....	5,304	18,539,	7,899	5,061

OBITUARY.

THEODORE W. GREGORY.

THE death of Theodore W. Gregory, publisher and importer of books, took place in the Toronto General Hospital on Saturday, February 26, after an operation for appendicitis. Mr. Gregory was a young man of only 25 years, but already he had given promise of marked talents. He was an Ontario boy, born on the farm, and, coming to Toronto shortly after leaving school, entered the book business with Vannevar, on Yonge street. Later on, he entered the employ of D. Appleton & Co., New York, and, after a successful term with them, returned to Canada as agent for some of their books. Adding other books to his line, he sold largely to the principal retail bookmen in Canada, being noted for good taste in choice of books and shrewd judgment in knowing what books would sell in Canada. Last year Mr. Gregory was associated with Mr. George Morang in the latter's new publishing business, and a few months ago decided to resume his own business and do a little publishing on his own account. He went to New York to make arrangements, and issued an edition, in handsome cloth, of "Gladstone's Life," by McCarthy, and a cloth edition of Stead's book on Tammany. He was sanguine of the success of these, but he took ill in New York and was removed to Toronto for treatment. After several weeks' rest it was decided to perform an operation for appendicitis. Death resulted, however, to the great regret of many who admired the young man's abilities and industry, and who lament a promising career so suddenly terminated. The remains were taken for interment in the Friends' burying place, near Norwich, Ont., February 28. Mr. Gregory leaves a young widow and one son. One brother is Mr. W. D. Gregory, the well-known Toronto barrister. The editor of THE BOOKSELLER AND STATIONER came frequently in contact with Mr. Gregory, and found him always bright and energetic, full of ideas, and possessing a thorough knowledge of the books of the day. He was, in many respects, a typical young Canadian of the best class, and would have won great success if he had been spared to enjoy the fruits of his industry.

GEORGE M. ROSE.

George McLean Rose, publisher, head of the firm of Hunter, Rose & Co., died at his home in Toronto, Feb. 10, after a protracted illness. Mr. Rose was greatly respected, and had held for many years a prominent position in the publishing and printing industry. He was born in Caithness-shire, Scotland, in 1829, and began work in a

newspaper office at John o' Groat. Removing to Canada with his parents in 1851, he settled at Montreal, and, with his brother Henry, went into the book and job printing business. Later on he was interested in newspaper ventures at Merrickville and London, Ont. Becoming associated with Samuel Thompson, the Toronto printer, Mr. Rose went to Quebec in 1859 to look after the Government printing, which had been awarded to the office, and the following year formed the firm of Hunter, Rose & Co. The present firm, therefore, is 38 years old, and the two senior members being dead, the surviving partners are Messrs. D. A. Rose, W. M. Rose, and G. M. Rose, sons of the recently deceased gentleman. The firm did the Government printing in Ottawa and Toronto for several years, until Mr. Rose concentrated his establishment in the latter city, and added the publication of copyright books to the business. Mr. Rose was an alderman in Toronto for several years, took a great interest in temperance work, and was widely known as a man of kindly nature and good abilities.

NEW SAFETY ENVELOPES.

RIVETED letters are a decided novelty, and are the outcome of the desire to invent an absolutely safe envelope. Whether the problem has been solved now, I leave to the judgment of more competent people, but I think that the riveted letter might strike the fancy of fashionable and other people who like something novel. The envelopes, which can be secured by rivets, are perforated in one or more places, and before closing the letter, the stem of the rivet, which possesses a flat head, is pushed through the small holes from the inside of the envelope and the flap then stuck down. Over that small stem a small nut with a conical hole is placed. This hole is wider at the top part where the stem protrudes. All the parts are made of lead or some other equally soft metal. In order to secure the rivet a head has to be hammered out of the protruding stem. For this purpose a steel mould or seal is placed over it, and driven home either with the aid of a hammer or with a flat hand. The stem then fills up the conical hole in the nut with which it forms one solid piece, showing the clear impression of the seal. It is quite obvious that to clandestinely open and again close a thus secured letter would be difficult, if not impossible. I think stationers will agree with me that the riveted letter is a pretty and perhaps even valuable idea, and the necessary tools in suitable boxes would without doubt form an attractive stationery novelty.—Berlin Cor. Stat. Trades Journal.

NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it—to me it is always a source of lively satisfaction.—Gladstone.

JUDITH MOORE.—By Joanna E. Wood. Cloth, \$1. Ontario Publishing Co., Toronto. In this charming love story we have what promises to be a highly successful tale of Canadian life. Very poor books depicting Canadian life have often received the praises of the critics, or rather the writers of puffs. Miss Wood's talent, however, is much above the ordinary standard. She employs her artistic powers in drawing for us the numerous types of character found in an Ontario village, in weaving them into a story of human interest, and in utilizing what we have never seen really utilized before: the material for fiction existing in modern Canadian and apparently commonplace, social life. We shall be surprised if the book is not an immense success. Judith is a successful professional singer, young and beautiful. Being out of health, she takes rooms, for the summer, in a farm house near the village of Ovid. She meets Andrew Cutler, a handsome young farmer, a bachelor, well off, and of good U.E. Loyalist stock. The two fall in love, but Judith's bond to her manager forces her to give up Andrew and go back to her professional career. She breaks down under the strain, and her life is only saved by her lover appearing on the scene, marrying her and carrying her off to his own pretty old home in Canada. This simple, idyllic love story is finely told. The background is the village life with its curious types of men and women, such as you see any day in Ontario if you are observant, possess a delicious sense of humor, and are a true artist. It is quite probable that Miss Wood has come to fill the void created by the lack of a Canadian novelist who deals with the conditions of to-day. All the Canadian novels of note are built up on historical material. The pathos, the humor, the strength, the charm of "Judith Moore" entitle it to the highest praise.

SIMON DALE.—By Anthony Hope. Cloth, \$1.50; paper, 75c.; 367 pp. George N. Morang, Toronto. We must first remark that the cloth edition of this book is a beautiful production, highly creditable to Mr. Morang's taste in book-making, and worthy of the largest publishing centres. "Simon Dale" is warmly spoken of by a number of Canadian literary men, whose opinions we have heard, and who are accustomed to judge of the "going capacity" of a new novel in the Canadian market. Simon is an adventurous gallant in the days of the

Merry Monarch, sprung from a good family fallen in estate by the civil wars. He goes to London, being in love with Nell Gwynn, until he finds out that she is the king's mistress. The daughter of his neighbor in the country, Lord Quinton, loves him, and in his secret heart he probably cares for her above the other woman. Simon's hesitancy between the two is well depicted. He rescues Barbara Quinton from the clutches of the French king, in other words, from shame and degradation, and in the end marries her. Nell appears in an amiable light and intercedes with King Charles for the lovers. The tale is romantic and in places exciting, and the gallantries of a most corrupt court are delicately delineated. The dialogue is bright and witty throughout.

WEeping FERRY AND OTHER STORIES.—By Margaret L. Woods. Cloth, \$1.25; 307 pp. Longman's Colonial. The Copp, Clark Co., Toronto. There are four tales in this volume, the first, a rather striking tragedy in English social life, but painful withal. The other tales are also original in their way, and all are cleverly written, but attractive more from their originality than their power to please or amuse.

A BRIDE ELECT.—By Theo. Douglas; cloth, 70c. 151 pp. The Copp Clark Co., Toronto. This is a quite readable story of modern English life, with some domestic misery, and then happiness, to give it variety.

THE MONROE DOCTRINE, AND OTHER ADDRESSES.—By A. A. Stockton, LL.D., D.C.L. Cloth. 191 pp. J. & A. McMillan & Co., St. John, N.B. Dr. Stockton is, we believe, the Opposition leader in the New Brunswick Legislature. His learning, legal experience and public services well fit him to deal with such subjects as the Monroe Doctrine, the Queen's Jubilee, and the relations of the individual to the state. His address upon Monroe's doctrine, and Richard Olney's extraordinary amplification of it, is valuable and interesting, and the addresses, as a whole, were well worth reprinting, though that was not the original purpose of their author. The book is an acceptable addition to the list of Canadian books. It is nicely printed and bound as Messrs. McMillan's books usually are.

JAMES THOMSON.—By Wm. Bayne. Cloth, 1s. 6d.; 160 pp. Oliphant, Anderson &

Ferrier, Edinburgh. The latest volume of the Famous Scots series deals with the well-known author of the Seasons. The biographer sums up Thomson's claims to literary fame in a just way. The career of the poet is related with a great many interesting details, and it is contended that he was the author of the famous patriotic song, "Rule Britannia."

THE PRIDE OF JENNICO.—By Agnes and Egerton Castle. Cloth, \$1.25; paper, 75c.; 341 pp. The Copp, Clark Co., Toronto. This novel is in the style now so popular; a story of adventure in the old days told in the language of a person who took part in the adventures. The scene is laid on the continent in the last century, and the hero, Basil Jennico, is a sort of soldier of fortune who married a high-born German lady, and only gets possession of her after a great many dangers, which only a soldier could have passed through in safety. The tale is remarkably well written.

SHREWSBURY.—By Stanley Weyman. Cloth, \$1.25; paper, 75c. Longman's Colonial, The Copp, Clark Co., Toronto. Are not our popular writers overworking the historical just a trifle? One admits the skill with which the present tale is written, and it is in every respect an amusing story. The narrator is an English lad—who delights in describing his own misadventures, and who often cuts a poor figure in critical episodes—but who has the fortune to pass into the service and save the life of Charles, Duke of Shrewsbury, a politician in the days of William of Orange, after the latter becomes King of England. The intrigue, plotting, treachery and political scoundrelism of the English court after the Revolution of 1688, are sufficiently established by fact to afford ground for all the adventures the author has put into the story. Richard Price, after escaping all manner of dangers, in every one of which he appears as fool or coward, finally attains peace and happiness.

MISCELLANEOUS.

"Nuggets of Gold for Temperance Campaigns," by John M. Whyte, (William Briggs, Toronto, 25c. each, \$2.50 per doz.) is a collection of temperance songs with the music, to be used at temperance meetings. It contains also a number of appropriate scripture texts and some facts relating to the liquor business in Canada, which will prove useful to speakers.

"The Greatest Name in the World," by Rev. John W. MacCallum, is the title of a short treatise upon the life and work of Jesus Christ, with a great deal of practical teaching regarding the influence of the Saviour in the history of the world. There is an introduction by the Rev. Dr. Potts, and the frontispiece is a copy of what is believed to be the best likeness of Christ extant. William Briggs, Toronto.

SUCCESS IN THE BOOK TRADE.

From The Publishers' Weekly.

It is thought by many that the conditions now confronting the book trade are of recent development, but the older members of the trade can look back fifty years and hardly ever find a year when authors, publishers and retail dealers did not have grievances and thoughts and talks about the good old times.

Seeing the name of Herbert Spencer prominent in the correspondence relating to free copies of new books to five privileged libraries, which has recently appeared in The London Times, specially brought up the fact that since 1852 this philosopher has firmly and steadily opposed legislation in the interest of either author, publisher, or bookseller, always claiming that left to the individual, with freedom guaranteed to all, the old rule of survival of the fittest will work out for the best good of the largest number.

Mr. Marston has been doing some figuring, the result of which is startling to the English publisher. His figures are only approximate, but no one seems to think that they are an underestimate. He estimates that the number of volumes that the British publisher has presented to the British Museum, and the four other public libraries of Oxford, Cambridge, Edinburgh and Dublin, during the past eight years, is 250,000 volumes, which, if taken at an average of 5s., amounts to the prodigious sum of £62,500. Estimating on the sixty years of Queen Victoria's reign, the British publisher has given 1,500,000 books, representing £375,000, to these libraries.

Mr. Spencer claims the gift to libraries during the past eight years has come from the authors. "In the publisher's accounts," he says, "the author is debited with the five copies, as he is with all gratis copies distributed on his behalf. The tax is levied by the nation on him whether he makes anything by his book or not, and no less when it entails on him a loss. During the first twelve years of my literary life every one of my books failed to pay for its paper, print, and advertisements, and for many years after failed to pay my small living expenses—every one of them made me the poorer. Nevertheless, the forty millions of people constituting the nation demanded of the impoverished brain-worker five gratis copies of each. There is only one simile occurring to me which at all represents the fact, and that in but a feeble way—Dives asking alms of Lazarus!"

Mr. Marston in a second letter explained that he used the word "publisher" because it was the word used in the Act, but what he was really concerned about was the principle, not whether the burden would be borne by

author or publisher. Then came Mr. Lecky to say that, in his opinion, any change that made the great libraries less complete than at present would be "a serious calamity to literature." Again a new point of view—the reader's.

And as it is in one question it is in all. The great point is to learn to discuss things fairly, and to respect the opinions of all; to

differ with good feeling and to keep always in mind that the secret of success, even in the book trade, will sooner or later be traced to personality, to the extent to which an author, publisher or retailer can make himself liked, and personally attract those from whom he must make his living. It is a good creed that almost all men really think they are doing right!

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ARE FREE PUBLIC LIBRARIES BENEFICIAL?

James Buckham in *The Interior*.

THIS somewhat startling subject was suggested to me by a publisher of books, who said, in the course of a rambling conversation, that the public library was destroying the mental and moral helpfulness that people used to derive from the ownership of books. At first, the remark seemed to be rather desultory and shallow, if not prejudiced; but it stuck in my mind, and the more I thought of it the more suggestive and impressive it became—partly, perhaps, because I felt the force of it in my own case. For ten years or more I have not bought, I dare say, a dozen books, my excuse being that I have access to two of the largest and best-equipped public libraries in the country. I find the resources of these libraries adequate to all my professional needs; and, so far as mental pleasure is concerned, they are inexhaustible sources of entertainment. Yet, when I look at my own slenderly furnished book-shelves, and recall the days when, as a college boy, I used to count it a month's delight to save for, and buy, and devour, and pencil, and re-read some volume of my especial desire, I cannot help feeling that something good and helpful, something morally and intellectually stimulating, has gone out of my life.

Is it not true that there is some ethical significance in the right ownership of books? I say the right ownership, because to possess them as mere chattels, or furniture, or ornaments is neither a moral nor an intellectual benefit. The young person who has a strong desire to make a book his legal property will not exhaust his desire until the book has become his mental and spiritual property also. One of my old teachers used to say that boys are naturally misers, and if they put a penny into a thing, they will be sure to take two pennies' worth of satisfaction out of it. As I look back upon my own experience, I am convinced that this is true, at least, of books. I am willing to confess that I have never got at the real, inmost soul and essence of a book since I quit buying them.

If the public library deprives a person of the real moral helpfulness that comes from the ownership of books, it is, negatively at least, and in so far, a demoralizing institution. Anything that abates moral vigor and vitality is demoralizing. No matter how negative or indirect the influence may be, it counts just as positively on the wrong side.

The idea that the public library might, indirectly, be the means of letting down, though to ever so slight a degree, the moral tone of the community, was the entering

wedge, to my mind, for several other more positive and serious charges.

The first of these charges is based upon a fact which I have often observed in my experience as a confirmed book borrower, namely, that the haste and greed of library patrons to obtain the talked-about book of the hour, and sequester it from others as long as the rules of the institution would allow, is developing a kind of selfishness that is positive, wilful and malignant. It is no uncommon thing for a borrower to obtain the last available library copy of the leading novel of the day, and hold it, either carelessly or purposely, for days after it has been read, although aware that scores of others are eagerly and anxiously awaiting a chance to secure the book.

And the worst of it is that the public library encourages, as well as permits, this kind of selfishness. There is no attempt to prevent the renewal of books in large demand. There is no system by which confirmed offenders in this respect may be identified and deprived of the power to curtail the privileges of others. The indiscriminate, promiscuous way in which books are loaned from a public library is actually a provocation to greed, selfishness, and carelessness. If any reader thinks that I have forced a point in making this charge, let him ask any public librarian whether the proportion of selfish people who use the library seems to increase or decrease, as time goes on, which is tantamount to asking (what would hardly be judicious, of course) whether the proportion of selfish patrons seems to increase or decrease under present methods of library management.

Again, the influence of the public library is distinctly demoralizing, it seems to me, in the licence it affords, to young people especially, of unlimited indulgence in books of light and ephemeral character—chiefly, of course, fiction. Nine-tenths of all the books taken from public libraries, by readers between the ages of 15 and 30, are stories. The very opportunity for so much light reading—which would be obtainable in no other way—is immoral in its effect. It may be objected, and rightly, that it is outside the province and authority of a public library to regulate the reading habits of its patrons. I admit this, of course; but my charge lies back of it, namely, in the fact that the library provides the opportunity for excessive, and therefore mentally and morally debilitating, light reading. The fault lies in the library idea, not the library method. It is wrong in essence to allow young people to have unrestricted access to a great mass of romantic, fictitious reading.

They never would have this licence were it not for the public library. And the absorbing extent to which they avail themselves of it is acknowledged by the majority of parents and teachers. "I can scarcely keep my pupils' minds fixed upon their studies," says a teacher in one of our large cities, "so taken up are they with the fad books of the day, which they draw out of the public library, and pass from hand to hand, devouring them greedily even during study hours."

Aside from the time wasted in this profitless devouring of fiction, the mental and moral enervation of reading to excess that which leaves no real intellectual furnishing is very great. It is like a diet composed solely of liquid stimulants. What little quickening the mind gets is through direct absorption. There is no substance to be digested and gradually assimilated into new and healthful tissue.

Once more, and finally, I am inclined to think that the public library has a demoralizing effect upon the community by reason of the method of reading which it encourages. Anyone who for any length of time patronizes a public library almost invariably falls into the library habit of reading—the superficial, skimming, skipping habit, that incapacitates the mind for really incorporating what it reads, but permits it to gratify a temporary curiosity by tasting a little here and a little there, sipping like a butterfly from every blossom, but never once like, the honest bee, getting down into the flower and draining its honey, and rubbing eager thighs in its pollen. The reader of library books never retains any of their vitality. He never really gets hold of them at all. Six months after reading a book, he can scarcely tell you what it was about, much less can he share with you any clear truth or helpful lesson gleaned from it. The library method prohibits marginal pencil notes, and a reader who has no strong desire to jot down his impressions of a book opposite the text cannot be said to have really read the volume. He has simply gone through it "scorching" (in the expressive vernacular of the wheelman) or else wool-gathering.

Now, this superficial, careless, non-appropriate, non-perceptive habit of mind encouraged by the library method of reading has a moral tendency, just like any other habit. It tends to make a person superficial, slipshod, and lacking in thoroughness in other relations of life. The skimmer, the jack-of-all-books, the non-appropriate reader, is apt to be a student lacking in grasp and thoroughness. Whatever his work may be, wrong habits of reading will have a tendency to make him botch it. Habits of mind are apt to spread by the roots, like witch-

grass. You cannot habitually read in a light way and think in a deep way; and if you do not think thoroughly, you will not act thoroughly and conscientiously. Here are the logic and the ethics of habit. Psychology teaches us that all these things are most closely related and interwoven.

There is, then, a certain moral value and significance attaching to one's reading habits. The more rightly we read, the more rightly will we be apt to live, and vice versa. And I contend that the library habit of reading, which is, as a rule, shallow and indefinite, is debilitating and, in tendency, demoralizing.

Most of the above faults of the public library system cannot be eliminated, I fear, without doing away with the system. Still, they can be modified, perhaps; and should the present article be deemed worthy of discussion, the writer would welcome any suggestions that might be made along that line.

HOW TO DEAL WITH UNFAIR COMPETITION.

THIS is a familiar problem, one, too that most of the trade have been trying to solve for several years without, so far as appearances go, getting any nearer the solution now than they were when they started. The evil finds its worst forms in the price cutting (by firms which sell books

as an incidental part of their business) on the popular books of the day, in order to attract crowds and make up the loss, if any, on other things. Right here the popular books of the hour, which are on everybody's tongue, have been sold upon this principle at cost—and below it. So far as the solitary transaction is concerned, there is, of course, a loss, but this cuts no figure with these concerns, it is the final count up only that matters with them.

To meet competition of this kind, with similar methods, is worse than foolish; the one concern is not a bookstore in any sense of the word, does not pretend to keep any but the fast selling books of the day and "cheap john" stuff, sells for cash only, employs cheap help and is run with about one-half the expense of a bookstore having the same amount of trade. As a general rule, therefore, the enemy cannot be fought with his own weapons, the use of them even, tends to cheapen trade and make book-buyers mere bargain hunters, although it is well, and shows enterprise, to cheapen things now and again.

The true remedy lies in the co-operation and the organizing of the trade as a whole; the individual bookseller is powerless and perplexed, but the entire trade acting as one man would be able to exert a power they do not now even dream of. It would not be a

hard matter to control the output of books in such a way as to prevent them from being sold for a reasonable profit, and to this end the energies of the bookseller should be now directed. Publishers stand ready to help them in any reasonable scheme, but the initiative must be taken by the booksellers. We would say, therefore, to the trade, organize, meet together, discuss your troubles and you will soon see a way out of them.

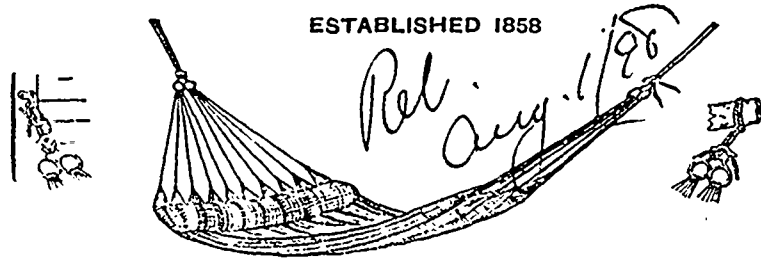
Perhaps a portion of the evil is not altogether undeserved, for the trade certainly have not been as wide awake as they should have been. Their methods are in many cases old fashioned and slow, and the other concerns have gone ahead of them partly through applying present day methods to the selling of books. If they have anything to sell, they know the public will buy it, if they are asked to. How many booksellers advertise their business and endeavor to get at the man outside? Scarcely one in the country. To men of this school, we say wake up, place your goods before people, let them know you have something to sell, and that you expect them to buy it. Appeal to the man outside by your window display, and when you get him inside appeal to him by your politeness, and attentiveness to his wants. Know your stock thoroughly and a little of everything besides.—Chicago Bookseller.

NERLICH & CO., - Toronto

FOR

SPRING TRADE

ESTABLISHED 1858



Baseball Goods

Tennis Goods

Lacrosse Goods

Footballs

Croquet Sets

Indian Clubs

Dumb-bells, etc.

Hammocks

Garden Tools

Sailboats

Flags

Paper Lanterns

Pistols and Caps

Air Rifles

Express Wagons

Fine Bent Rail Wagons

Toy Carts

Wheelbarrows

Velocipedes

Tricycles

Doll Cabs

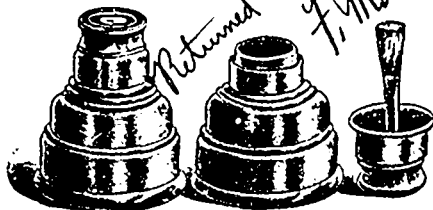
If you are unable to see our samples, write for Illustrated Catalogue of above goods, and favor us with a Mail Order, which will have our promptest attention.

NERLICH & CO., 35 FRONT STREET WEST . . . TORONTO

FANCY GOODS AND STATIONERY.

PERFECT MUCILAGE BOTTLE.

THE "Perfect" mucilage bottle, illustrated herewith, is recommended as among the best containers for mucilage and paste on the market. It is made of aluminum on the principle of the glue pot having a water reservoir and vapor chamber, absolutely preventing the contents from thickening or clogging up at the mouth. They



The bottle complete. The bottle with cap off.

retail at 50c. each, and the trade can procure them from Buntin, Gillies & Co., Hamilton.

HIGH GRADE ENVELOPES.

Samples of the high grade envelopes made by the Morgan Envelope Co. can be had by applying to the selling agents, Buntin, Gillies & Co., Hamilton.

NEW EDITION OF A POPULAR GAME.

Nerve croquet proved a great seller at Christmas, and is going finely in the United States now. The Copp, Clark Co. have secured the Canadian market for the game, and a new edition of it, in two prices, for the ordinary and polished boards, it now on hand. A large sale is expected.

THE LATEST.

The Brown Bros., Limited, have just received a stock of the new fountain pen manufactured by the American Lead Pencil Co. This is a novelty in the cheap fountain pen line, and the trade should have lines on



The Brown Bros., Limited.

hand, as the demand for same is sure to be large. The new water or "Klondyke" pen is something that every stationer will

have to keep in stock, as no ink is required. Water or melted ice will do just as well.

The Brown Bros., Limited, have a full line in stock.



The Brown Bros., Limited.

BLACK HOOKS.

The Brown Bros., Limited, are working their extensive factory to its utmost limit in trying to keep up to the demand for their celebrated line of bank and office ledgers, cash books, etc., and with their increased staff of experienced hands and latest addition to their labor-saving machinery, they are now in a position to make anything in the binding line required by the trade.

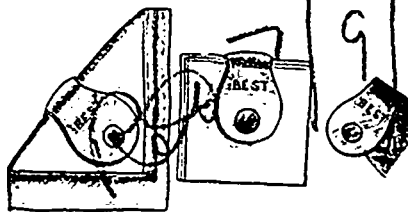
Any firm using typewriters should see Little's new ribbons, which are without question the finest and best done up, as regards style and quality, ever produced. As regards their carbon paper, it is a well-known fact that no maker has ever been able to make paper to match the Little. The Brown Bros., Limited, are agents for same.

A complete line of "Economic" ink stands, also stoppers to fit any ink stand, are in stock at the Brown Bros., Limited, warerooms.

The Brown Bros., Limited, have just received a full line of rubber pencil holders and inkstands. This firm also have on hand a complete assortment of the Best paper fasteners, and can fill orders for any quantity.

NEW MAP OF CANADA.

A new really good map of the Dominion of Canada will be much appreciated, and the Copp, Clark Co. have one in course of



The Brown Bros., Limited.

preparation. Its size will be about 53 by 84, and no pains will be spared to render it

complete and authoritative. It is exclusively a Canadian map, and all the work upon it will be done here, the latest surveys and explorations being used to ensure strict accuracy. It will be ready shortly.



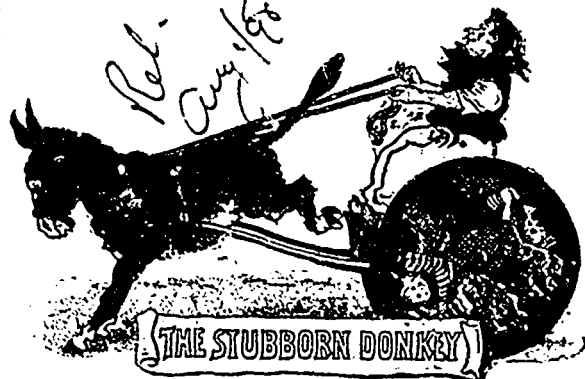
The Brown Bros., Limited.

WINDOW BLINDS.

Buntin, Gillies & Co., Hamilton, have a full stock of the best grade of paper window blinds, in all colors.

NEW TOY.

The new toy, which is aptly illustrated in the accompanying cut, is one of the best 50c. winding up toys produced for some time. When wound up it goes forward f



Nerlich & Co.

several steps, the driver lashing the animal all the time, and then back the same distance and then forward again, etc. It creates much amusement and works well. Nerlich & Co. have a supply for the trade.

A STRIKING NEW TABLET.

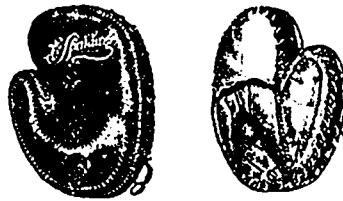
Buntin, Gillies & Co., Hamilton, are offering a new tablet. The cover is a handsome piece of color lithography, showing a figure of Miss Julia Arthur in a brilliant hunting costume, as Clorinda in Mrs. Burnett's celebrated work, "A Lady of Quality."

"A Tablet of Quality," takes its name from the same book, and the similitude is retained in the cover, the background being of the same design as the binding of the book. The paper is the heavy weight of century linen, and envelopes can be had to match. Three sizes are made, to retail a

Rec 7/9/98

15, 20 and 25c., allowing a good margin of profit.

The cover is claimed as the handsomest, and the tablet as the best value ever offered. "Send for a sample and be convinced," is what Buntin, Gillies & Co. say in their advertisement, so they evidently have faith in the claim. The line is produced at an opportune season, as the forthcoming visit



Nerlich & Co.

of Miss Arthur to the principal Ontario cities will create a wide spread interest in the subject from which the idea of the cover is taken.

THE BALL SEASON.

The Copp, Clark Co., report that the stock of rubber balls and base balls (the latter Spalding's makes) is now complete. The firm's line of rubber balls is the "Antelope," which is superior to the "Phoenix," although the latter are also kept. They have likewise the "Acme" felt covered ball, which which was a great success last year.

CATALOGUE FOR 1898.

Dealers who have not yet received a copy of Nerlich & Co.'s illustrated catalogue for 1898 may have one by dropping a card to the firm's Toronto address, 35 Front street west. In this issue will be found some



Nerlich & Co.

illustrations of the goods now in demand and shown to the trade by this firm.

THE LEADER PAD.

The "Leader" pad, ornamented with the Canadian flag and coat of arms design, is the newest piece of stationery offered by the Copp, Clark Co. It is in octavo and quarto sizes, each pad containing 120 leaves, but sells at the ordinary price.

MAP OF NORTH AMERICA.

A new map of the North American continent, size 47 x 67, will be ready shortly, the Copp, Clark Co. report. The map is

thoroughly up-to-date, and embodies the best information about the Canadian northern district, giving the boundaries of Ungava, Yukon, etc, not found in other maps. The Canadian edition is listed at \$5, and an arrangement is made not to sell schools at less than \$3.50. The price to the trade is \$2.70.

THE STATIONERY IMPORT TRADE.

The following are the monthly returns regarding the imports of stationery since the imposition of the new duties in April, 1897 :

IMPORTS OF PAPER, ENVELOPES, ETC.		
	1896.	1897
May.....	\$ 91,563	\$106,360
June.....	82,936	105,110
July.....	75,541	79,194
August.....	68,975	78,029
September.....	77,836	103,671
October.....	82,940	89,847
November.....	78,093	95,032
December.....	78,663	89,923
January 1897.....	69,019	(1893) 84,737
Total.....	\$695,566	\$831,843

It will be seen from the above figures that during the last nine months (May '97 to Jan. '98) under the new tariff Canada has imported \$136,000 more worth of paper and envelopes than during the corresponding period of the previous year.

NEW IDEAS IN PARIS.

The only novelty I have seen is an ingenious contrivance for holding a stick of sealing wax, or rather the stump of a stick of sealing wax. When a man wants to seal a letter or parcel, and he only uses wax occasionally, all he will find will be a little bit something less than an inch in length. When he tries to use this fragment the hot wax will burn his fingers, and then he will drop it, and make an ugly splash on the paper, and by the time he has got through sucking his finger, and finished the remarks which the incident suggested, the wax will have hardened and he will have to tear the paper, or else leave a "kiss" on the envelope or wrapper which will not properly represent his feelings towards the person destined to receive the letter or parcel. To stick the point of a penknife into the wax is not an effective method. The wax generally tumbles off at the moment when it is most requisite it should stick on. To remedy this, someone has invented a seal with rather a short handle, and from the end of this handle project four long wire prongs, forming a kind of clip. Between these the bit of sealing wax is placed, and it can thus be used down to the very last morsel without the risk of spoiling paper or temper.

A contrivance very useful to tradesmen who mark all goods in plain figures is the set of figures in india rubber type mounted on pear wood handles. The handles are square, so that if three or four figures are wanted together it is easy to keep them level.—Paris Correspondent Stationery Trade Journal.

LONDON'S TOY TRADE.

THE LUDGATE recently published an article on the toy trade of London : "It is in the hands of about one hundred firms, most of whom have warehouses in or near that salubrious thoroughfare known as Houndsditch, or, as it is termed in the trade, 'The Ditch.' The biggest and oldest establishment concerned in the distribution of cheap toys, the very head centre of the hawkers' trade, is, however, in St. John's Lane, Clerkenwell, where the firm of T. M. Whitton & Sons occupy six houses, together with a huge warehouse round the corner, all crammed with toys, and it was to this gigantic establishment that I found my way, and, after a few explanations, was let behind the scenes of toy-land by William Whitton, who was responsible for the very first penny article sold in the streets of London. The article in question was a horn coat link, imitating the gold links which were fashionable in the old days, when very cut-away coats were worn over pegtop trousers. This historic event took place nearly fifty years ago, the exact year being 1851, and the venture was a great success, the supply proving short of the demand. From that first penn'orth till to-day the street trade has grown without cessation, and the number of penny articles which are to-day stored by this one firm amounts to something like ten thousand, besides about half that number of more expensive things. As soon as the demand for penny articles became apparent the Germans saw their opportunity, and, with the introduction of free trade, made the most of it. For a series of years Germany imported many thousands of pounds' worth of penny toys annually into this country, and, ten years ago the Fatherland practically held the monopoly in this trade. But times have changed, and while Germany still leads the way in certain kinds of cheap mechanical toys, especially those made of stamped tin. England runs her very close by dint of turning out articles better made; while France has entered into the competition, and every year sends over cheap toys in increasing numbers."

NEW CANCELING INK.

The United States Post Office Department has introduced a new canceling ink for use in the service. The officials think it is superior to that now in use because of the fact that it neither dries on the pad nor clogs the stamping machine, and penetrates the fibre of the stamp itself to such an extent that it cannot be erased without destroying the surface of the stamp. The use of the new ink is, it is said, likely to result in a considerable saving to the Government, as it is to prevent the washing of stamps with a view to their further use, as is done now to some extent.

NORTH AMERICAN LIFE.

STILL IN THE FRONT RANK.

THE annual meeting of this company was held at its head office, in Toronto, on January 25. The directors' report presented at the meeting showed marked proofs of continued progress and solid prosperity in every leading branch of the company's business.

Summary of the financial statement and balance sheet for the year ended December 31, 1897:

Cash income.....	\$ 699,550 49
Expenditure (including death claims, endowments, matured investment policies, profits and all other payments to policy-holders.....)	454,367 26
Assets.....	2,773,177 22
Reserve f. l.....	2,245,920 00
Net surplus for policy-holders.....	427,121 33

WM. McCABE, Managing Director
Audited and found correct.

JAS. CARLYLE, M.A.
Auditor.

The company's consulting actuary reported to the directors that he had very carefully examined the accounts and balance sheet of the company, as at December 31, 1897, and found that in every branch of the company's work tending to its solid progress and prosperity substantial gains had been made.

Your obligation for investment policies that matured in 1897 called for an outlay of over \$89,500—the individual settlements not only being generally satisfactory, but, as a matter of fact, comparing more than favorably with the settlements made by other companies upon similar forms of policies.

The President, Mr. John L. Blaikie, on moving the adoption of the report, said:

"As on many previous occasions, you will be pleased to observe that in everything that goes to make a life insurance company successful the North American Life again shows progress, solidity, and gain for the policy holders.

"For example, compare the business of 1897 and 1896 under the following heads:

	Increase over 1896	Per cent- age of Increase.
Assets as at Dec 31, 1897	\$2,773,177 22	\$257,343.81 10.2
Cash income	699,550.49	57,768.41 7
Ins. in force 18,945,878.00	1,451,708.00	8 3
Premium In- come.....	582,131.99	42,670.41 7 9
Interest In- come.....	147,118 53	15,092.00 14.8

"The assets of the Company are of a high class, and after providing for every liability, there remains a net surplus of \$427,121.33, the percentage of net surplus to liabilities being 18.2, and the percentage of assets to liabilities being 118.2.

"A year ago I submitted a table showing the experience of eleven companies doing business in Canada, the amount of insurance issued, the total terminations each had experienced, and what the percentage was. The North American made a far better show-

ing than any of the eleven, and official figures given in the last Dominion Government report, showing a like experience, again places the North American in the first position."

The Hon. G. W. Allan, vice-president, said:

"I think the very best evidence of the excellent character of the assets of the company and the care shown by the directors in the investment of the funds, is the large increase in our interest income for the year, namely, \$15,092, and the fact that our interest and rents, due and accrued, at the end of the year, should show a decrease of \$1,119.57. Now, here is the position of our assets. We have invested in—

	Amount.	Percentage of total assets.
Mortgages, etc.....	\$1,108,563 93	40
*Debentures.....	635,197 89	22.9
**Real estate.....	292,263 83	10.5
Stocks and bonds.....	203,331 44	7.3
Loans on policies	176,381 61	6.4
Loans on stocks.....	157,780 00	5.7
Outstanding premiums in course of collection, and quarterly and half-yearly premiums, being balance of year's premiums not yet paid.....	100,460 37	3.6
Cash in banks.....	57,743 07	2.1
Cash on hand.....	31 78	
Interest and rents, due and accrued.....	38,376 95	1.4
Reversions.....	3,046 35	.1
	\$2,778,177 22	100.

*Market value exceeds this by \$21,425.15.
**Including the company's building.

"I think you will agree with me, this shows a highly satisfactory state of affairs, and must be doubly reassuring to all the policy holders of the company, as well as its excellent agency staff, as to the high standard this company has attained among the life companies in this country. So far as I can judge, it stands at the head.

"Our real estate, as compared with last year, shows but a slight addition in amount, except that we have now added thereto our own home, this handsome building, in which we are holding this meeting. It was an excellent stroke of business on the part of the company in securing this property, as we have now every accommodation for the proper conduct of the business; in fact, one of the best equipped offices in the city, and the cost to the company will be but a moderate one. Already the space we have to rent is well tenanted, and the one office at present vacant is already bespoken. All the properties in possession of the company are well rented, and giving the company a fair return.

Mr. J. N. Lake, in moving a vote of thanks to the company's provincial managers, inspectors and agency staff, said:

"It will be gratifying to everyone interested in the company, and speaks volumes for the energy displayed by our agents, that our new business this month is the best business for January in the history of the company.

"It is interesting to note the great progress this company has made during the last ten years, as shown by the following table:

	7th Year	12th Year	17th Year.
Cash Income....	\$ 228,282 64	\$ 431,676 42	\$ 699,550 49
Assets.....	542,318 59	1,413,978 00	2,773,177 00
Ins. in force.....	6,974,391 00	12,069,081 00	18,945,878 00
Net Surplus.....	51,893 91	221,635 87	427,121 33

"You will see that the cash income increased over three-fold, assets over five

times; insurance in force, nearly three-fold; and net surplus, nearly eight-fold—the latter indicating that the company is a good one for the policy-holders."

Mr. McCabe, managing director, said he could heartily endorse all that had been said as to the efficiency of our agency staff, and the energetic and satisfactory manner in which they had accomplished their work during the year just closed. He knew that the agents had unusual competition during the latter part of the year, owing to four new companies having commenced operations during 1897.

In this connection he said that, of all the companies starting about the same time as the North American or subsequently, not one of them outside of our own has met with but moderate success.

The mere fact of a company having a large capital, and especially rushing a large amount of business on its books in a short time, means a very large liability by way of the reserve required by the Dominion Government, and must result in a loss to the company. This experiment had been made a few years ago, disastrously, by one of our companies.

Certain methods of conducting business may, on the face, have the appearance of success, but ultimately can have but one result. The course we have adopted has been a conservative one in every way, and we propose to follow that course, believing that our first interests must be those of our policy holders, and that ultimately the test of the business between the different companies is "What are you doing, and what are you likely to do, for your policy holders?"

Mr. Galley, in referring to the company's loans, said:

"In looking over this mortgage list I was pleased to find the satisfactory manner in which the interest had been paid during 1897. The interest due and accrued on all loans held by the company showing a decrease, as compared with 1896, of \$2,-201.73.

"The position of the company is highly satisfactory, and as one of its earliest and large policy-holders, I feel very pleased at the position that the company has attained."

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experienced by the company during the past year, showing that the actual loss was favorable when compared with the mortality table.

After the usual vote of thanks had been passed, the election of directors took place: President, Mr. J. L. Blaikie.

Vice-Presidents, Hon. G. W. Allan, Sir Frank Smith.

Managing Director, Wm. McCabe, L.L.B., F.I.A.

Secretary, L. Goldman.

BOOKSELLER AND STATIONER

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA.



IN SIX NUMBERS.
Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO.

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.

WESTERN Incorporated
1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,300,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President, J. J. Kenny, Vice-President
C. C. Foster, Secretary.

WM. BARBER & BROS.

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

Fishing Tackle.



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good are the best. When
you buy from us you buy
from the largest makers
and oldest house in Eng-
land. Established 1800.

TRADE MARK
The Allcock, Laight & Westwood Co., Limited
73 Bay Street, TORONTO, and
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Sole wholesale selling agents for THE DOMINION
HAMMOCK MANUFACTURING CO., Paris, Ont.

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MANUFACTURERS OF

PAPERS

Envelopes, Cards,
Gummed and
Enamel Box Papers.

FINE PAPERS A SPECIALTY

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... or anyone requiring ...

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Gold Medals, Paris, 1878:1889.

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Greatest Durability are Therefore
CHEAPEST.

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Send for our Illustrated
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Unlimited Varieties.
Various Qualities.
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**Rolls and
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The **E. B. EDDY CO.**, Limited
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ALSO MONTREAL, TORONTO, QUEBEC, HAMILTON, KINGSTON, ST. JOHN
HALIFAX, WINNIPEG, VICTORIA, VANCOUVER, ST. JOHN'S.

OUR LATEST _____

A Tablet of Quality



is "a thing of beauty
and a joy forever."

The handsomest cover and the best value tablet
ever offered in Canada.

(THIS IS NOT AN EXAGGERATION, SEND FOR A SAMPLE AND BE CONVINCED.)

Buntin, Gillies & Co. ✓ - Hamilton

Headquarters for **SEALING WAX**

EARLY APPRECIATION

"I say, 'tis the Bee's Wax, for I
did but seal once to a thing."
Henry VI, iv, 2.

PERFECT SECURITY

"Good Wax, thy leave:—Bless'd be you
bees that make these locks of counsel."
Cymbeline, iii, 2.

ESTABLISHED 1752.

Geo. Waterston & Sons



... Manufacturers of

"BEE"

BRAND, LETTER,
DRUG, BOTTLING,
PACKING, AND
ENGRAVERS'

WAX

FOR ALL PURPOSES, AND GUARANTEED FOR EVERY CLIMATE.

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Manufacturers of Sealing Wax

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the "BEE") 8 St. Bride Street, E.C.