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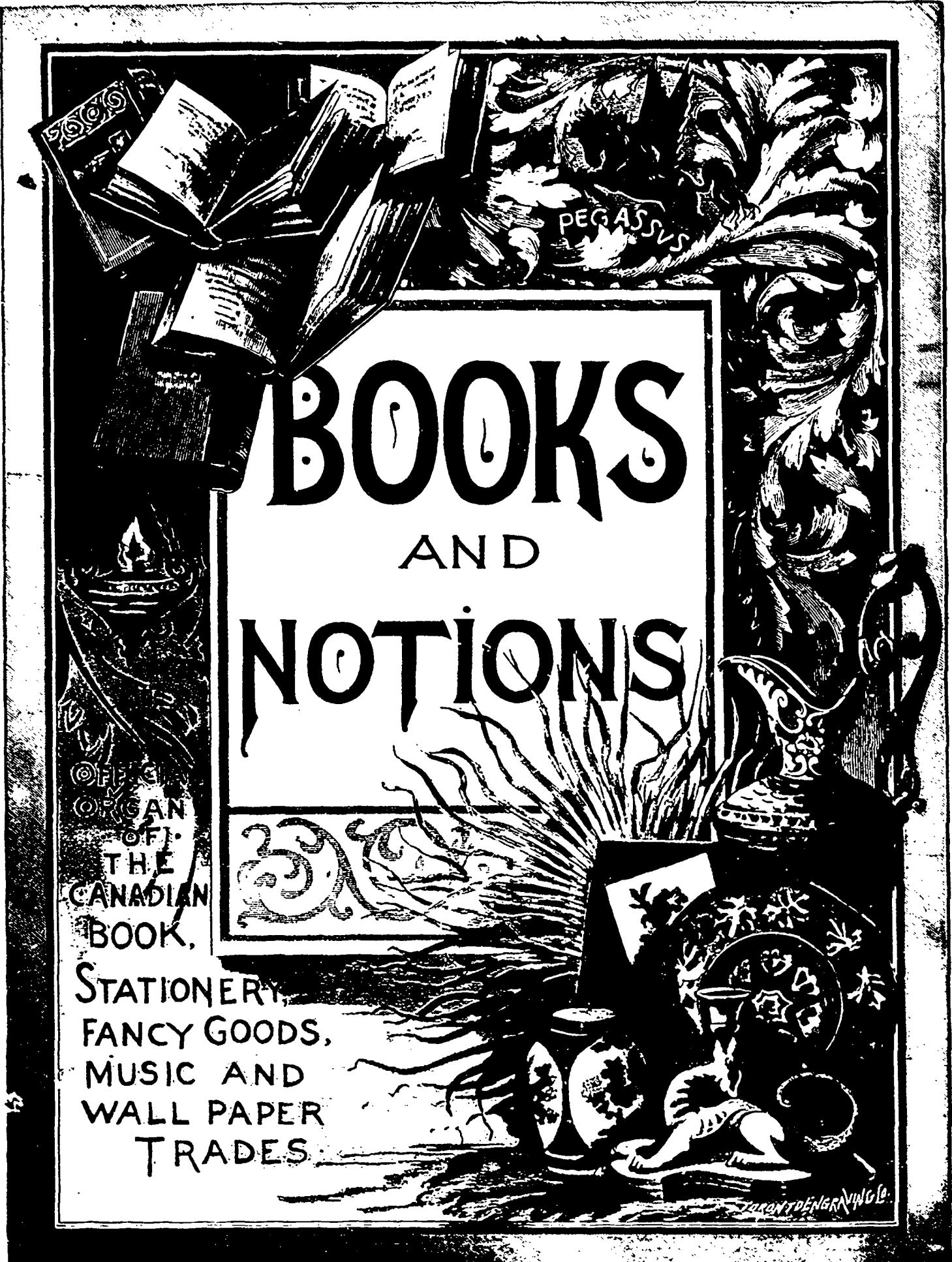
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ADDRESS

BOOKS AND NOTIONS, TORONTO.

Vol. VIII. Toronto, July, 1892. No 7.

**THE NEW POSTAL RATES.**



OR nearly five years Canadian booksellers and news dealers have been at a severe disadvantage because the American postage rate on newspapers and periodicals was 1c. per lb. while the Canadian rate was

4c. per lb. Owing to this the magazines coming in to the hands of Canadian readers were sent directly to the subscribers from the American publishing houses instead of being handled by the Canadian bookseller. Now the Canadian distributing agencies can send magazines to their subscribers at the same rate as an American distributing house, and consequently we are now on equal terms with the Americans, where they had formerly a very great advantage.

This will benefit the retailer in several ways. His magazines will come to him cheaper, as the postage from the distributing centres in the cities such as Montreal and Toronto, to the retailers in the provinces will be much less, thus lessening the total cost of the magazine to the dealer. Again, those who distribute magazines to subscribers in neighboring towns and villages will be able to do so at less cost and be thus able to increase the number of their subscribers by the smaller price they are enabled to charge. Further, all magazines they get "on sale" they will now be enabled

to return for 1c. per lb., instead of 4c. per lb. Here again is a great saving to retailers.

In the February number of Books and Notions it was pointed out that the new Postmaster-General would be more likely to grant this long-desired boon than his predecessor, because the new occupant of the office was not committed by promise, predilection or former policy to any one course, and hence likely to decide the matter on its merits. Such seems to have been the case, but no doubt most of the praise must be given to Mr. A. S. Irving, of Toronto, for his indefatigable efforts to procure this equality for the Canadian dealers. The thanks of the booksellers and newsdealers must be given also to Mr. G.R. Cockburn, M.P., for his kindly aid and advice. Mr. Cockburn recognized the inconsistency of the law and the disadvantage under which the Canadian dealers were placed, and did all he could to bring matters to the present successful issue.

Newsdealers should turn their attention to this matter and take advantage of the opportunity, between now and the beginning of the new year, of supplying magazines to all Canadian readers. There is no reason why the newsdealer should not distribute all leading American and English magazines which are read in this country and reap part of the gain which for five years has been going to American dealers. Every bookseller should make a bold attempt to secure all the subscribers in his neighborhood and get their renewals and supply them with the papers and magazines. Formerly the dealer, when he did take a subscription, passed it on to the publishing house, minus his commission, and derived no further benefit therefrom. The next year, unless the dealer was watchful, the renewal was sent direct to the publishing house. Now the dealer can derive benefit from having his customers receive each number of the magazine directly from him, and thus be enabled to watch renewals more closely and derive the benefit from them.

One prominent bookseller and newsdealer in Toronto pursues this plan. He orders thirty, forty or fifty copies of each magazine to be sent to his address, but each one has affixed also the name of some customer. Then these are reposted or delivered. He pays for these six months or a year in advance, thus securing his magazines at a very low price. But this plan is not always convenient, and most retailers seem to prefer buying the number of copies required each month from the distributing houses and thus avoid trouble and loss. But whatever plan

is adopted by each dealer, the book sellers and newsdealers of Canada are now in a better position than ever to bid for the magazine trade. It requires careful and persistent attention, and the dealer who gives it that will find a fair reward. Magazine readers should increase, and it lies with the trade to stimulate, promote and profit by this increase. Trade for the booksellers is limited in various ways and this branch of it should not be neglected. In fact, each dealer could, with profit, canvas for magazine subscriptions either by a house to house canvas or by soliciting subscriptions or renewals from the magazine-reading customers who frequent his establishment.

**PRICES OF SUNDAY EDITIONS.**

In the city there is discontent among several of the newsdealers at the price they are receiving for the Sunday editions of the American newspapers. These papers usually bring 7c. each and cost the seller 4 1/2c. In New York, with the exception of the Chicago Tribune which costs only 3c. Some of the dealers want to charge 10c. a copy for those papers, and, in fact, some of them are doing so. Others think that 7c. is a sufficient price, other dealers think that for the number sold the trouble to hold a higher price than 7c. would be "paying too much for the whistle."

Those papers are sold in central New York for 5c. and in the suburbs of that city and in all other American cities for 7c. But this price leaves barely 2c. profit for the Canadian dealer. Still there seems to be no very great reason why the price should not be 10c. Doubtless the public would soon become accustomed to it and the dealer would reap the additional profit. The only way to accomplish this will be by letting the kickers sell at whatever price they like and the rest sell at the 10c. rate, with the hope that those who now object will afterwards follow the example set them.

**DECORATION FLAGS.**

During the more gay and festive seasons of the year and especially on holidays and fair days, decorations are very generally used. Of these flags always take a prominent part, and the pushing dealer is the one who sells them. A good method of displaying flags is to take the stick off one of each of the different sized flags and then lay these flags together in order according to their size and fasten them all in the slot of one stick. By so doing all sizes of flags can be displayed at once and each flag can be ticketed, the ticket showing the size and price. These flags are now being sold at very low prices and it needs but attention drawn to them to sell them.

## PITHY POINTERS FOR JULY.

Very few dealers seem to be aware that on and after July 1st, 1892, according to educational regulations, the prices of the authorized copy-books are to be six cents each, and that these books can now be got for 72c. per dozen, less 25 per cent discount. The dealers who have bought a stock at the old price may bless themselves they do not read their trade paper carefully; and the few who knew and waited may be glad that they were too wide awake to let anything pass them. One year from now the price takes another drop.

When anything new is put on the market, according to the wishes of the Education Department and according to its regulations, it generally comes with the suddenness of a thunderbolt. Why this should be, nobody knows. Just now there are two books at least nearly ready, but the publishers and the department are not anxious to divulge. One is a new Public School History and the other is a new Introductory Latin book. The wise dealer will keep his stocks of these two very low. This is one of the vexatious things that makes life miserable for the poor bookseller. Wouldn't it be nice if we lived in a democratic country and had a share in making our own laws and regulations?

The General Assembly has ordered that the Presbyterian Hymnal be revised, and a new edition will doubtless result. But no danger threatens for a few years, as the mills of the gods and preachers grind slowly. Nevertheless, a new edition may appear in two or three years, and the dealer is warned in time.

Have you read the articles in Books and Notions on "Cavassing for Trade"? During July dealers have a splendid opportunity to do this, when they are not busy stock-taking and marking down slow-selling goods. In another column will be seen the reason why just now the man who is wide-awake enough to work for trade will look after the magazine readers in his town. Undoubtedly for the reasons stated, magazine readers and buyers are going to increase enormously during the next six months, and somebody will be the gainer thereby. In another column will be found a letter from a western dealer giving his views on cavassing. They are thoughtful and show some difficulties, but these difficulties are not insurmountable. This is a day of hustling for trade, and the hustler gets the trade more surely than the early bird gets the worm.

## A NEEDED REFORM

We are never satisfied. No sooner is one reform secured than another is advocated, and truly there are some which need advocating very much at present. What the booksellers and newdealers of Canada need at present is a cheaper rate of postage on paper-bound books. A cheaper rate on all classes of books would perhaps be beneficial, but it is doubtful whether it would be beneficial to the Post Office department of Government. But, to say the least, we should have a lower rate on paper-bound books to enable the Canadian bookseller to compete with his foreign rivals. At present it often costs as much for postage on a 50c. paper-bound book, when sent to a customer, as it costs to send a three-dollar cloth-bound one on which there is three times, perhaps six times the profit. This seriously impedes the distribution of this class of literature throughout the community and it is this class which is most in demand. The high rate of postage on these books has prevented the better class of paper-bound novels being sold as much as they otherwise would and has seriously reduced the profits of the Canadian dealer by driving the trade to the American bookseller, who can send a book for 1c. per lb., while we must pay 4c. per lb. Truly here there is a need of reform, and each dealer who feels the need of it should speak to his member of Parliament about it and secure his favor for a bill which is, we understand, promised for next session. This bill is expected to contain provision for a 1c. per lb. rate on paper-bound books, and in the meantime all available influence should be brought to bear on members of Parliament, so that when the bill is introduced it may meet with the approval of a majority of the members. We are led to believe that the reform would have been granted this session by the Postmaster-General, but a special act is needed and other business was too pressing to allow of a bill being introduced.

## FREE TEXT-BOOKS AND THE TORONTO DEALERS.

Toronto's schools are to be supplied with free text-books, commencing with the reopening in September. The School Board has decided to take the books at present in stock with the numerous retailers throughout the city and to allow them cost price for them.

About two years ago a large store street, called the American Fair, began to handle public school books, and used them as a drawing card by selling them at wholesale prices. Then the omniverous store, controlled by the T. Eaton Co., followed the same plan. When the retail booksellers saw this

they talked the matter over and concluded that they too must follow suit, and hence for some time the retail bookselling in Toronto has been in a demoralized condition, no person making very much profit in the handling. This circumstance makes the change less felt among the dealers than it would otherwise be. Again, the sale of drawingbooks, copybooks, scribblers and sundries will continue for at least another year, as the Board does not intend to supply these this year; but the indications are that they will be supplied at the reopening in September, 1893.

As regards the immediate effect on the trade, it will not be as serious as was perhaps anticipated. The larger and more centrally situated stores do not care for the loss of the text-book trade, as margins were narrow and sales slow and often vexatious and troublesome. They were always being bothered by what they called "idiotic" changes, hence they part with the trade with a feeling akin to that of a man who finds that a debt he owes is outlawed at last. But there are a number of small dealers throughout the city situated near the schools who will suffer a great loss of custom, and when they are driven from the trade, as a certain percentage of them undoubtedly will, their business in novelties, school sundries and newspapers will pass to other dealers, who deal now in books, periodicals and newspapers, and thus the remnant will receive the benefit of concentration of the trade in fewer hands. The greatest loss will thus come on people such as widows, who were eking out a living in running small stores. The stocks in the stores are mostly small and their value insignificant, and very little dead stock has been accumulated.

## OUR MONTREAL LETTER.

The book and notion trade has shown considerable change since our last report. All the fancy goods houses report their men doing a good business. The following is a synopsis of how things stand here.

The plush goods men are all out now with the new designs, which show up to good advantage as they are all so new and tasty. One large manufacturer here, in talking about this business, says that the trade this year has been equally as good as last year. Payments are not quite so, but the trade is satisfied.

The wall paper men are just about starting over their ground with new designs, and expect to do a good trade. The retail trade have been doing a nice business during the past two months.

The stationery trade, both wholesale and retail, has shown no little improvement since our last report. The business done in envelopes during the past two months has been large.

The book trade has shown remarkable strides now that the summer travel has commenced and all the publishers report good sales of all standard works.

The fancy goods trade has improved since our last report, all lines having good call. The men are doing a good trade on the road, and things look very bright for fall trade. The toy trade is not much to brag about, but it will soon be rushing, as the wholesale men will soon have their travelers out working for the holiday trade.

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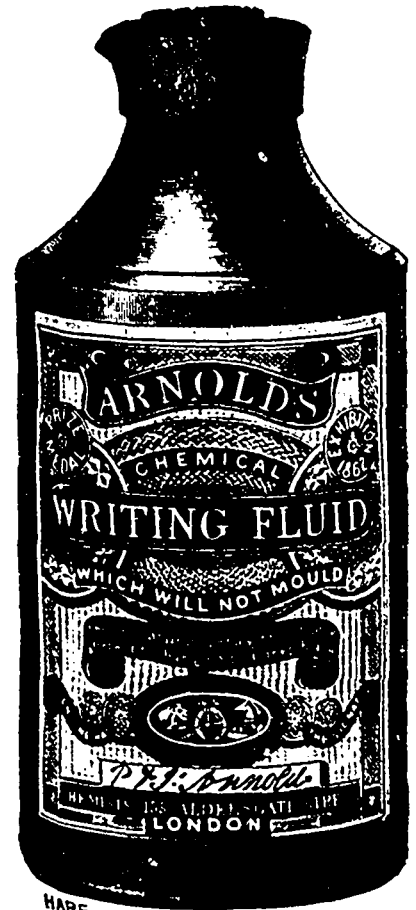
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## HART &amp; RIDDELL.

The new firm, Hart & Riddell, was introduced to our readers a short time after it was formed in May last. Its importance entitled it to more than the passing notice it then received, which we promised to enlarge upon when we should be able to give the portraits of both partners. We can now do so before the arrival in this country of Mr. Riddell, whose photograph we had to send to Scotland to get. We therefore propose to draw attention to some of the auspices under which the career of the new firm opens.

As to the men themselves. They are in the prime of life full of experience and energy, and have the prestige of past success. Mr. S. H. Hart is so well known that to more than name him is like painting the lily. The groundwork of his reputation is in his ability, of which the strong elements are taste and originality. It needs no subtle analysis to discover these qualities; they are apparent in

business life. It is thirty years ago since his connection with the house of Sir William Collins, Sons & Co. began. Nineteen years ago he became a partner in it, and when it was formed into a limited stock company he became a director, which he remained until a short time ago. His position at the head of the export department of his firm kept him in close relation to Canadian trade for the greater part of the time that he was not representing the house here. This should make him thoroughly conversant with the stationery conditions and requirements of this country. Mr. Riddell will certainly be an acquisition to the stationery trade of Toronto and Canada.

The business which these two men are the joint proprietors of gives full scope for the exercise of their powers. There is no house of its kind on this continent that brings together a larger number of departments of manufacture, and in all it has steadily aimed at and realized excellence. Publishing, printing, book-binding, the manufacture of stationery, blank book mak-

ing, engraving, lithographing and embossing are all being carried on upon the firm's premises. The most expensive skilled workmanship is employed in each department, and the most modern machinery is used. The character of the work done has always been of the very best, and this reputation keeps business active during the dull-est time of the year.

As manufacturing stationers Hart & Riddell need only keep up the reputation that past achievements have won for the business. Taste that responds to changes in the ideas or the fancies of the public is a scarce enough quality to be valuable to business men and producers, but taste that can dominate popular fancy is rare. Mr. Hart can lay just claim to a measure of this gift, for his ideas in fine stationery would always "go" whenever he embodied them in anything new. Fine society stationery, office stationery, and fancy lines Hart & Company always excelled in. The course of imitation was turned back, and instead of our manufacturers copying United States and English ideas, United States manufacturers copied Canadian. The beautiful engraving and embossed work



MR. RIDDELL

all his work. The elegant stationery lines and the perfectly finished books that bear the imprint of Hart & Company owe their distinguishing features to his sense of the beautiful. He has been able to set the mode in many ideas, and therefore knows something about the flattery of imitation. Booklets, which are now produced by the million every year in Europe and America, were first summoned into existence and fashion by Mr. Hart, and in a recent discussion as to their origin, a London trade journal gives him the credit. His departures in fancy stationery were frequently followed by leading houses in England and the United States.

Mr. Matthew Riddell is not a stranger in this country. He represented his firm here ten or twelve years, and has had something to do with Canadian importers for the greater part of his



MR. HART

ing, engraving, lithographing and embossing are all being carried on upon the firm's premises. The most expensive skilled workmanship is employed in each department, and the most modern machinery is used. The character of the work done has always been of the very best, and this reputation keeps business active during the dull-est time of the year.

The publishing department has itself on record in some of the finest books that have appeared in this country. Herein Mr. Hart gave full play to his predilection for high class work, and not only has he produced model books, but he has also been one of the means of pitching several notes higher than the standard of book-making in this country, which not long ago was in rather a crude state. Recent books that may be considered to some extent monumental in the publishing in-

dustry of the country are Great Hymns of the Church, The History of Presbyterianism in Ireland, The New Empire and others. All of these were issued in the finest style, and editions of some of them found sale in England and the United States.

Blank books furnish employment for a separate staff, and are a line to which the firm gives special attention. At present their flat-opening books are prominent in their output. These throw the leaf out so as to be on a plane with the surface supporting the book, and do away with the curv-

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THE MONTREAL NEWS COMPANY,  
PUBLISHERS' AGENT.

that the bookkeeper must round to get to the end of the line. The patent for this they retain in Ontario, but have sold it for the other provinces.

Their printing department is extensive, thoroughly equipped and well conducted. Their own books speak for the class of work turned out, and the large job business they do is a development due entirely to merit.

Their bindery is abreast of all the other branches of their establishment. Their books are sent out in original covers that are a credit to the taste and workmanship involved in their production.

Though all sides of the business are so equally and highly developed, the germ of progress is not nearly worked out. Under the fostering enthusiasm of the two men who constitute the firm it will go on unfolding and improving.



WALTER S. CRONE.

Portraits of men who have earned reputation and respect on the road, such as Walter S. Crone (with H. A. Nelson & Sons, of this city), we esteem it a pleasure to present to our readers through our journal.

Mr. Crone was born in Newmarket, Ont., where his first experience in business life was received behind the counter of a general store. After a few years' training there he was offered a situation as traveller for a large millinery store in Toronto, which venture he tried and held until he accepted a similar position with his present employers, H. A. Nelson & Sons. For a number of years he covered the ground on all lines east west and north from Toronto, but latterly has worked that section of country west of Port Arthur namely, Manitoba, North-west Territories and British Columbia. Here he is undoubtedly the best known traveller calling on the fancy goods trade, and enjoys the reputation of being credited with doing the largest volume of business in fancy goods that is done on this ground. Mr. Crone has been a travelling man for eighteen years, fifteen of which has been served faithfully in the interest of his present employers. He is thoroughly acquainted with the line he represents, and is every inch a busi-

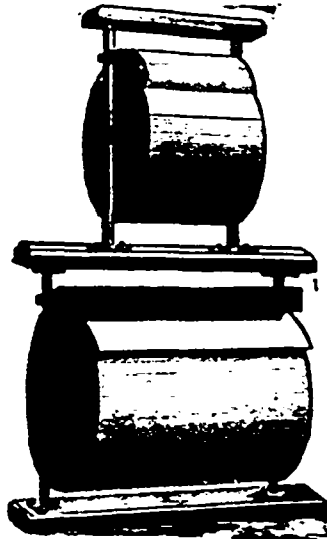
ness man, good-natured and original. His firm may well be proud of him. His friends in "the trade" are ever ready to welcome him with a firm grasp of the hand, and call him, as he is known everywhere, Walter Crone.

### NEW GOODS.

#### REVERSIBLE ROLL PAPER CUTTER

Unquestionably there is a revolution in progress among users of wrapping papers. The old method of filling the counter full of sheets, occupying valuable space, is being supplanted by the new and more convenient method of using the paper in rolls, nicely fitted into the convenient device for cutting it off, with one motion of the hand, at any size desired. It is true, as every merchant knows, that the waste in wrapping paper is a large item in the daily expenses, and they are quick to adopt means which will stop the waste. However carefully the paper may be used, in sheets, the attempt to tear off and save often leaves the piece remaining unfit for use, and it is thrown away; and often a much larger piece is used than is necessary which amounts to a large item at the end of the year.

The "Reversible Roll Paper Cutter" obviates all of the old trouble. A sheet of any desired size may be easily cut off, and the remainder is always ready to be cut into any other size to fit the package to be wrapped. There is no

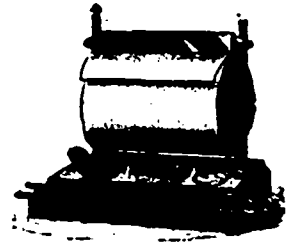


litter, no waste, and no valuable room is uselessly occupied. The machines can be used in combination stands, as shown in the larger cut, or they can be used in single stands on the counter or made to hang under the counter or on brackets on the wall.

The points of advantage which the "Reversible" possess over other machines are numerous. First, it will cut up or down, as shown in the cut. No other machine, it is claimed, has this feature. Second, it has a knock-down frame, and it can be wrapped and shipped in a very small package, and can be put together instantly without the use of any tool. This feature alone saves the purchaser three-quarters of the freight which other machines

would cost. Third, it is finished in nickel and cherry and is very handsome.

These machines are carried in various sizes and combinations by H. A.



Nelson & Sons, and full information can be obtained from them regarding prices and sizes.

#### ROLL DESK TABLET DIARIES.

The Copp, Clark Co. have now ready their Office Diaries. Among the new lines is a line of scribbling diaries, interleaved and not interleaved. These are cheap and useful. They have introduced some new features, among which are the addition of extra space on the 4th and 18th of each month and the adding of Sunday spaces.

#### SCRIBBLERS.

A very pretty line of scribblers and exercise books is now shown by the Copp, Clark Co. The Russia is a nice scribbler, with a leatherette cover and lithographed in white and black. The Beresford has a lithographed boxboard cover of attractive design. In exercise books the Victor and Heraldic have boxboard and pressboard covers, and designs which must attract children's eyes. The Victor has a chromo attached.

#### A NEW ENGLISH PUZZLE.

John Bull's proverbial phlegm and all the year round lassitude has been aroused to almost fever heat by a puzzle compared to which our discarded "Pigs in Clover" affair was tame indeed. The new puzzle consists of a glass covered box, on the bottom of which is painted the red-nosed physiognomy of a sot. A hole in the bottom of the box forms the mouth of the grim-looking personage. The box contains also a tiny bottle, and the trick is to bring the mouth of this bottle into the facial cavity of the man. It is by no means easy to do this. A pretty sure way to accomplish it is to throw the bottle against the glass top at the side of the box, and then incline the box quickly the other way. Every street gambler is busy working the puzzle, the noble profession of bootblacing is a secondary consideration just now, and the street peddlers are selling the puzzle by the thousand, and reaping a rich harvest. It is creating quite a stir, and is certainly proving a success.—Geyer's Stationer.

School boy—"I want five cents to buy a pad to do examples on." Father—"When I was a boy we used slates." School boy, reflectively—"I guess maybe the school directors got owned by the slate factories is dead."—Good News.

# H. A. NELSON & SONS

MONTREAL AND TORONTO

To the Retail  
Fancy Goods and Toy Trade  
of Canada:

1892

*We wish, in your interests as well as our  
own, to place A FEW FACTS before you,  
and we desire it to be understood that our  
remarks are addressed to only bona fide  
dealers. Being the pioneer house in the  
wholesale trade, we should not be con-  
sidered egotistical in believing our opinions  
to be worthy of attention.*

*Our Fall Catalogue will be published on or about July 20th.*

*Every dealer should have a copy.*

*All Letter Orders will receive immediate attention . . . . .*

*H. A. NELSON & SONS*

# H. A. NELSON & SONS

MONTREAL AND TORONTO

## What We Claim TAKE A NOTE OF IT

- 1st. *Carrying on business both in Montreal and Toronto, and with full stocks in each city, we claim **our turnover is more than double that of any of our competitors.***
- 2nd. *Our **purchases from manufacturers must of necessity be correspondingly large.***
- 3rd. *We are **sole selling agents in Canada** for very many lines which no retail house should be without.*
- 4th. *We pay **spot cash for all our goods.***
- 5th. *We carry, beyond a doubt, the **largest assortment** of goods of any house in the trade.*
- 6th. *That, being the largest buyers, it naturally follows we obtain the very **closest prices** from the makers.*
- 7th. ***That, while not throwing out baits** to our customers, we mark our goods at as small an advance on cost as any of our competitors.*
- 8th. *We are **liberal** with our customers.*
- 9th. *We have no **supply** accounts.*
- 10th. *We sell the very best retailers from Prince Edward Island to British Columbia.*
- 11th. *Our **travellers and salesmen are reliable** and know their business thoroughly.*
- 12th. *We are **prompt** in filling orders.*
- 13th. *That we honestly believe the foregoing to be **absolutely true.***

PROOF.

*Our firm has been in existence over fifty years.  
Our sales last year were the largest in the  
history of the firm. This tells the story.*

# H. A. NELSON & SONS

MONTREAL AND TORONTO

## Conclusion.

All we ask the trade is not to be led astray by plausible tales told by interested and sometimes unscrupulous competitors. Before making your purchases for **CHRISTMAS AND HOLIDAY GOODS** look the field carefully over. Our goods are on view and we will take pleasure in showing them. We are satisfied to let our goods and our prices speak for themselves. The placing of **SO-CALLED IMPORT ORDERS** for Fancy goods, etc., with houses not regularly in the business, but merely dabbling in the line, is a delusion and a snare, as hundreds who have been led to try the experiment know to their cost. **REMEMBER THIS:** A fancy goods house of many years' standing must have **EXPERIENCE** as to the requirements of the trade, and, having this experience, we are not apt to stock up with undesirable and unsalable goods. On the other hand

a firm **LACKING** experience and risking only a few hundred dollars on samples are bound to "LOAD UP" those who confide in them with a class of stuff that is not worth the room it occupies on the shelves. We have confidence in the goods we offer, else we would not invest our good money in them. Canada has **TOO MANY** Storekeepers, and every town and village has one or more retailers who have been enticed into a business in which they have had no training. The result is, nine out of ten end in disaster, and the legitimate trader suffers, when the auctioneer is called in, and the slaughter commences. Don't be a party to this style of doing business and cut your own throat by supporting any but **GENUINE AND RELIABLE** houses in the trade. :

With thanks for the liberal patronage bestowed on us in the past, and soliciting a continuance of your esteemed commands, we are,

Yours very truly,

H. A. Nelson & Sons,

MONTREAL AND TORONTO

June 23rd, 1892.

# SCHOOL SEASON, 1892.

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Our Travellers are now on their respective trips with School Supplies.

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In requesting our Customers to withhold Orders until they inspect our samples, we guarantee that they will not regret it.

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We have spared no trouble or expense in preparing, this year, a line that will prove most attractive to scholars and profitable to the Trade.

---

We ask particular attention to our new line of Exercise Books which cannot be excelled ; also, to our Scribbling Books, and Note Books which are the best value on the Market.

---

Imported School Requisites have been selected with care and judgment from leading houses in Europe and the United States and will be found complete and desirable in every respect.

---

Our New School Catalogue, with Telegraph Code, is in the Press and will be sent to the Trade in a few days.

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All orders receive careful personal attention and are shipped promptly.

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ORDERS BY MAIL OR WIRE SOLICITED.

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**Warwick & Sons, = Toronto.**





In crochet silk work, instead of four-in-hands, the run will be on ring ties made in two styles. Just now the fancy silk belts which are crocheted are very pretty, and the buckles sold for this kind of work are very neat and appropriate. John Macdonald & Co., who carry a stock of the silk and also of these fancy buckles, have a small pamphlet which describes four patterns for working in fancy belts. These patterns are the Wave, Diamond, Shell and Openwork, all of which are very neat.

Fancy belts for gentlemen continue in strong favor, and the prettiest are made from handloom silk petersham, with single or double snake fasteners and also with the new Grecian snake fastener, while some novelties are shown, such as a fastener in the shape of a lacrosse stick. Some very pretty shades are shown in these belts.

Hair brushes, with mother-of-pearl backs and inlaid mirrors, are shown in some very pretty designs and finishes. Some pretty sets of brush, mirror and comb in bright oxidized silver and gilt, are shown by John Macdonald & Co.

Square and round tops in oxidized silver seem to form the favorite thing for purses. They are not new but they are without a rival.

Chatelaine bags are numerous and shown in some very pretty designs and shapes.

The newest things in decoration pins are the imitations of florals and ribbons. These are done in metal and magnificently colored to suit the flower and its different parts which are to be represented. These were at first shown in gold but are now imitated in cheap Austrian ware. They are shown also in delicately colored and moulded brooches. A very pretty gilt pin is made in the shape of a blossom with the golden petals joined and the golden filaments surmounted by pretty little pearl anthers. Another gilt pin is made to imitate a circular cord containing on each side of the circle seven brilliants and the whole article has a very pretty appearance.

Barbatine majolica ware with a smooth surface has sold well this season. Nerlich & Co. carry a large stock of it, and state that the rough surface barbatine has gone out of favor.

Fancy china and other earthenware is having a good market this season. Many new novelties are shown. A pretty new nightlamp is made with a china figure as a base and a colored globe. Some very beautiful Dresden china candelabras, with pretty youthful figures and flower bowl combinations, are shown in a variety of designs, some being very artistic. Bohemian ware continues strong in favor in flower bowls and novelty baskets. This kind of glass ware is very attractive and finds a steady sale.

China swing figures are shown in great variety. Cups, saucers and plates of Meissen or Royal Dresden china are rare and attractive novelties. Dessert

sets in this superior ware are very becoming and attractive. Some very fine majolica ware figures and tobacco jars are shown, which exhibit superior and artistic workmanship, the expression being quite natural and the posture graceful.

Nerlich & Co. are showing some very fine felt-bodied dolls which are said to be superior to the kid-bodied. They are all half-stuffed and well jointed and form a cheaper and fully as durable a doll as the kid. In dress dolls the change has been to better and removable garments. This is a taking feature with the children.

### AMONG THE WHOLESALERS.

We have much pleasure in calling attention to the advertisement of H. A. Nelson & Sons in this issue. The firm speaks boldly and truly, and their speech is worth reading. They have been successful in a long business career, and nothing is more impressive than success. To keep up a continually increasing trade requires careful management and fair treatment of customers. These have been the keynotes by which Nelson & Sons have sounded so well in the business grand march. They are offering a varied and extensive stock to the trade, and its suitability cannot be galusayed.

A nice soft business pen is Myer's Challenge, said to be equal to any aluminum pen and very much cheaper. It is sold by Copp, Clark & Co.

Last month we noticed three Interim Copyrights taken out by Frederick Butler for three games—baseball, football and lacrosse. The copyrights of these charts have been purchased by the Copp, Clark Co., and they intend to issue them for delivery with their full games. The game of lacrosse is called Eukosl, and is said to be very interesting, the men occupying ordinary positions and the game being an almost exact representation of the outdoor game. Ardi is the game of football and Kungu is the baseball game. These three games are for two or four players, and will undoubtedly be popular, and this firm has done well to add to them to their extensive list. They are also getting Crockinole ready for delivery and are sole agents for the Egyptian talking board, Ouhj.

Brown Bros. are using, on the finer make of their famous blank books, two patents, Klineear's and Workman's, for stitching these books, so that when opening they will be flat and thus avoid the curve usually produced by ordinary stitching. This improvement was much needed in blank book manufacture.

H. A. Nelson & Sons' travellers have an advance notice for the fall season which is a beautiful and artistic souvenir. The embossing and printing is well done and the portrait of each traveller is placed on the souvenirs sent to his respective customers. Their four travellers are hustlers. Their names are H. Tinning, W. H. Paget, George Henderson and Walter Crone.

Messrs. W. J. Gage & Co. report a very large sale for their scribblers and exercise books. One of these have been specially adapted to the French trade and their sale has been correspondingly increased.

Brown Bros. have been receiving several shipments of very saleable goods. Among the recent arrivals are

Franklin's lumberman's and shippers' crayons; Crown and Royal office files; four and eight drawer typewriters' cabinets; typewriters' supplies, such as linen papers carbon papers and ribbons; some finer lines of bookbinders' cloths. They report a very large sale for the Calligraph, for which they are the Canadian agents. French office baskets are selling well, and they expect a large shipment very soon which will give them a very varied and excellent stock of these goods.

The Map and School Supply Co. have issued a new map of America and a new and revised edition of their map of the Dominion. They intend to issue shortly a new series of maps, including Europe, Asia and Africa.

Nerlich & Co. have a new novelty. They are selling to Toronto dealers cream pitchers, plates and cups and saucers having on them beautiful local views, such as the prominent churches and insurance buildings. A dealer in any town can have his local views on the ware by ordering a sufficient quantity. The goods are said to sell well.

C. M. Taylor & Co. report a strong sale for their Japanese work.

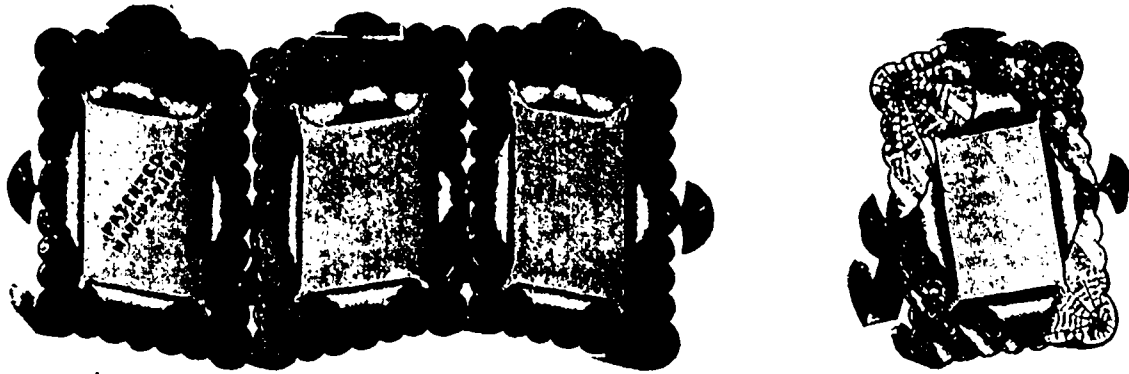
### OUR ENGLISH LETTER.

A very interesting work has just been published by McMillan & Co., Imperial Federation, by Geo. R. Parkin. Mr. Parkin's name is well known to Canadians by his able speeches and this book is worthy of him. The great point he tries to make is, that British unity needs development. Among other leading books by McMillan are: The Barron Ground of Northern Canada, with maps, by Warburton Pike; and Mr. Hogan, M.P.—a new edition.

Messrs. W. & A. R. Johnston have just issued a folding map of England and Wales which is suited to the requirements of tourists by being enclosed in a cloth case and of a size convenient for carrying in the pocket. Some of the English officers are frightened because their stories which, before being published in book form, run as serials in some of the English magazines, are being pirated in the United States. These pirates claim that the circulating in a magazine, copies of which reach the United States, destroys an international copyright, or at least renders it worthless. It is said that Lord Spencer has decided to dispose of his valuable library of more than 110,000 volumes. Some of it will undoubtedly be taken to America.

At the Police Court, Toronto, Alexander Hawthorne, of 129 Queen street west, was charged with exhibiting in his store window a New York paper said to contain immoral pictures. Du Vernet, for the defence, said the city by-law on the matter only prohibited the exhibition of such pictures "on walls or fences in streets or public places," but said nothing about shop windows. The magistrate decided that a shop window was a public place, and imposed a fine of \$3 and costs. Mr. Du Vernet gave notice of an appeal, and in the meantime similar cases, in which Thomas Pleckring, 258 Queen street west, and Fred. Martin, 224 Queen street west, were involved, were allowed to stand over.

# BEWARE OF FRAUDS.



As advertised in the last issue of BOOKS AND NOTIONS we have the sole right in Canada to manufacture photo frames of Celluloid or other material, having openings similar to the accompanying diagram. It is our object to keep up the standard of our goods by using only the best materials and carefully guarding the workmanship.

There are other houses fraudulently offering for sale cheap infringements of these goods and we would warn the trade against buying from them, as even our friendship would not allow us to interfere between the patentee and the purchaser, as the patentee is bound by his agreement with us to bring an action against any one offering such goods for sale whether wholesale or retail.

**THE HEMMING BROS. Co., LTD.,**  
**76 YORK STREET, TORONTO.**

**B. MARCUSE, MONTREAL**

**M  
A  
R  
C  
U  
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E**

Chromos—Chromos

**Special Offer:**

In Lots of 100 Assorted:

Chromos, size 15x20, \$9 per 100

Landscapes, Figures, Fruit, and Game Pieces, Animals, Comical and Religious Subjects.

Imitation Steel Engravings, 20x24 \$5 per 100.

386  
ST.  
Paul  
ST.

**JAPANESE NOVELTIES.**

PORCELAINS, SILK,  
 CURIOS, FANS, LANTERNS,  
 PAPER NAPKINS, PARASOLS, ETC.

**JUST READY.**

**A NEW NOVEL**

—BY—

**RUDYARD KIPLING and WOLCOTT BALESTIER.**

**THE NAULAHKA**

A Story of East and West.

12 mo., Cloth Extra, Price \$1.50.

Discount to the Trade.

SOLE AGENTS FOR CANADA:

**The Copp Clark Co., Ltd., Toronto.**

**J. S. RUSSELL,**

IMPORTER OF

**Fine Fancy Goods**

This month set apart to clearing out at tempting prices:

Fans, Palm Leaf and Jap-Lacrosses, Base Ball Goods, etc., etc.

Full lines on hand of Tourist Goods—including Native Indian curios from the Wild West, Buffalo Horns, War Clubs, Peace Pipes, Medicine Charms, etc., etc. Sweet Hay goods and Split Baskets, Snow-shoes and Moccasins.

Special attention to my own make of Bowls for the popular game of bowling on the green.  
 114 BAY STREET. - TORONTO.

**A COMPLETE NEW LINE OF EVERYTHING.**

AN IMMENSE COLLECTION OF

**ORIGINAL AND ATTRACTIVE GOODS.**

Samples ready now for inspection at 35 Front St. West.

See our new Glass Baskets, Fancy Cups, Saucers, Dolls, Toys, etc.

TELEPHONE No. 2207.

**NERLICH & CO., TORONTO.**

**ALEX. PIRIE & SONS, Ltd., ABERDEEN, SCOTLAND,**

—MANUFACTURERS OF—

Papers, Envelopes, Cards, Gummed and Enamel Box Papers.



**FINE PAPERS A SPECIALTY:**



To be had of all Wholesale Stationers. Ask for these goods.

## NEW PUBLICATIONS.

The Naulakha, a story of west and east, by Rudyard Kipling and Wolcott Balestier. Kipling is undoubtedly a literary artist of the first rank, while Balestier, who gave great promise of a brilliant literary career, has vanished from literary circles to the unknown world before his merit was truly known. The Naulakha was a famous diamond necklace of incomparable and unsurpassed excellence, which was in the possession of native priests in a province in India. The story opens in the wild west in a rising and ambitious town, with its new but throbbing life and its rude wooden structures. The hero is an American Westerner, humorous, true-hearted, ambitious, and supremely courageous. This character has a number of attainments which are useful but are not usually possessed even by the smartest of smart Westerners. He is filled with love for a young lady who has a strong feeling that her calling in life is not to be a common wife in a western cottage, but the instrument for doing some regenerating work among the women of India. But the desire that his young town shall surpass in progressiveness all its neighbors, and one rival especially, also inflates our hero's breast, and in order to obtain the entrance of a certain railroad to his town he ventures across the ocean to India to bring back the Naulakha or perish. He has numerous adventures, and beholds the Naulakha, but finally he must relinquish this treasure or lose another, the girl of his first love, and his heart is true. There is much humor in the book, and Kipling's knowledge of India fills the story with the weird charm which the description of the strange life can give. The book has been published by McMillan & Co., after having run as a serial in *The Century*, two great recommendations for any book. The rhymed chapter headings are charming and have been copyrighted. The Copp, Clark Co. are sole agents for Canada, 12 mo., cloth, \$1.50.

The Watch and Clockmakers' Handbook, Dictionary and Guide, by F. J. Britten. Eighth edition, revised up to date; 443 pp., 12 mo., illus., cloth, \$2. Among the additions to this volume worthy of note may be mentioned the examination and repair of repeating watches, date letters by the Birmingham assay office, and a drawing and description of the great clock in the houses of Parliament, London, engravings of some new tools and appliances have been added, some of which replace old tools now obsolete. Spon & Chamberlain, 12 Cortlandt street, New York.

The Three Fates, by F. Marlon Crawford, is an excellent book. The plot is sufficiently interesting, without being too intricate. A number of pretty situations and startling denouements are admirably selected by the author. The young writer, who is the hero of the play, meets with his three fates, the first he loves, but she destroys her own happiness by refusing him, the second loves him, and her mother's intrigues to catch him are only made unsuccessful by the discovery of a deceit she has practised, and finally his third appears on the scene. This is one of the finest novels placed before the reading public for some time, and its popularity will grow with the more thoughtful class of readers, and the wisdom of the writer, and the beauty of his characters will be appreciated

years hence perhaps more than now. McMillan & Co. will publish a volume of Crawford's works monthly during the year.

Jules Sandeau's *Madeleine* is a love story that approximates very closely to perfection. It is not surprising that *Madeleine* has become a classic, ranking with *The Attle Philosopher*, and only a little below *Paul and Virginia*. Sandeau tells of the salvation of a wrecked life by the agency of a pure and constant love. It has been published in Peterson's New Twenty-Five Cent Series of choice fiction.

John G. Whittier, the Poet of Freedom, by Wm. Sloane Kennedy. Cloth, 12mo, 330 pp. With portrait, \$1.50. New York, London, and Toronto: Funk & Wagnalls Company. This is an entertaining and instructive book, full of history, and interspersed with quotations from the poems and ballads of Whittier. The author avows in the preface that he has done his best to show that "Flood" Ireson was justly tarred and feathered for abandoning the shipwrecked sailors, the subject of Whittier's *Skipper Ireson*; that Barbara Fritchle did wave that historic flag in the face of the Confederate troops, that at Lucknow both low and sweet "the pipes of rescue blew"; that Whittier's story of the wreck of "Palatine" is true to the letter, and that the romantic story of *Harriet Livermore* is truth stranger than fiction.

In *Stony Places; a Story of the Mines*. The author has drawn his characters so true to nature that the reader feels their existence rather than imagines it. Dickens never created a character that appealed more direct to the heart than the heroine of this story, and as the *Little Nell* of Dickens lives in the hearts of his myriad of readers, so will this beautiful little heroine find so many sacred shrines in which to dwell. All the characters are vividly drawn, and the scenes powerfully depicted. In *Stony Places* has just been published in Peterson's New Twenty-five Cent Series.

One lover is usually conceded to be enough for any young lady, but Miss Bessie Morgan had six, and the way this handsome society girl spent a summer in the country, where she was made "Queen," is fully set forth in the book entitled "*Bessie's Six Lovers*," just published in Peterson's New Twenty-five Cent Series.

Among all the writers of a decade ago none was better known or enjoyed more popularity than Mrs. C. A. Warfield, for in imagination she equaled Edgar A. Poe, and displayed the fire of genius in all her works, which are realistic, passionate and intense; and holds the reader spell-bound to the end. Her last book, "*A Double Wedding*," and her masterpiece, "*The Household of Bouverie*," have just been published in Peterson's New Twenty-five Cent Series.

*Cortlandt Luster, Capitalist*, by Harley Deane. An American millionaire and a titled Russian are the heroes in a somewhat coarse description of New York society. The novel ends with a double murder and a suicide. Laird & Lee, Chicago. Prize Novels, No. 1.

*Leah; or the Forsaken*, by Dr. S. Rosenthal. A new edition of this great romance is opportunely issued by T. B. Peterson & Brothers in their 25-cent Series. It deals in masterly style with a subject that is engaging the attention of the civilized world, and shows that the persecution to which the Jewish people are being subjected in certain

countries is by no means new; for the information it imparts upon the topic, which is but little understood in this country, the book is invaluable.

*Down in the World*, by Florence Warden, is the first of a collection of short but thrilling novellettes published in one volume. J. S. Ogilvie, New York.

*A Daughter of Earth*, by E. M. Davy, is an excellently written tale, describing the career of a maiden of lowly birth, but a favorite of lords, and finally the secret wife of a young heir. The story has considerable merit and displays good execution on the part of the author. Rand, McNally & Co., Chicago and New York.

*Mark Twain, His Life and Work*, by Will M. Clemens. Mark Twain, Artemus Ward and Josh Billings are names which are and have been the leading names in a school of humor, distinctly American. Samuel Langhorne Clemens, or Mark Twain, is dear to the heart of every American, whether a citizen of the United States or of Canada. We have often laughed heartily or smiled quietly at his little yarns, and few will refuse 50 cents to learn of his life and work. The Clemens Publishing Co., San Francisco.

*The Black Tulip*, by Alexander Dumas, sr. This author died in 1870, but his reputation lives and he has many readers yet. He has written many good books and all are worthy of perusal. The *Black Tulip* is a charming story and abounds in master-drawn situations. Rand, McNally & Co., New York and Chicago.

*The Wrecker*, by Robert Louis Stevenson, is a book worthy of its quick popularity. There is a Canadian paper edition.

*The Story of the French Revolution of 1792 and '93*, is always interesting, but when told in the thrilling words of the great Alexander Dumas it becomes entrancing, and the event most worthy of notice is the flight of Louis XVI and his capture, including life sketches of Marie Antoinette, Robespierre, Princess Lamballe, The Female Element in Politics, The Cordeliers The Jacobins' Club, etc. All of which is vividly set forth in *Love and Liberty*, just published in Peterson's New Twenty-five Cent Series.

*A Golden Pilgrimage*, by the Marquise Clara Lauza, is an illustrated novel. The plot is well executed and the characters well portrayed. The author has made a good novel, while describing what is not very pleasant, but nevertheless true.



E. C. GOODERHAM,  
Manager.

JNO. C. COPP  
Secy-Treas.

**DISTINGUISHING HAND-MADE PAPER.**

It is not generally easy to distinguish hand made from machine paper, because there are machines which turn out rough-edged paper. The Paper Zeitung points out a simple means of testing: Take a roll or strip of paper about an inch wide placed gently in water so that the upper surface keeps dry. In machine made paper the two sides will unroll in the direction of the middle or centre, but in hand made paper the sides will unfold in the form of a plate. This shows that the fibres in hand made are equally disposed as to length and breadth, while in machine made papers they are chiefly extended in length.

**BUSINESS CHANCE.**

**WANTED, IN A WHOLESALE OR RETAIL** Stationery store, by a person of many years experience, a situation as traveller, salesman or useful man. Best of references, salary moderate. Stationer, office BOOKS AND NOTIONS Toronto.

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### A HALIFAX LETTER.

Sir,— You asked for an occasional letter from Halifax giving some idea of trade in the maritime provinces. Things are decidedly dull here at present anyhow. We are deluged with commercial representatives of the books and stationery houses from Canada, the States and England. In one week we received representatives of the following British houses:—Marcus Ward & Co., William Collins Sons & Co., John Walker & Co., and Eyre & Spottiswoode, besides other American and Canadian houses. I was told that thirteen books and stationery men were at Halifax hotels in one week. It is hard to refuse them all, but the local trade is certainly buying light this year.

The book men are doing us up just now. Lately we have met Mr. Knight of Ward, Lock & Co., Mr. Day of Longman's they keep at us day and night—and others. Halifax merchants certainly do not get much chance to order from lists or catalogues, as we can inspect samples almost any time in almost any line.

A few of the stores have started the early closing movement, on Saturdays closing at one o'clock. But the majority of the book and stationery dealers will not give up the fun of waiting for customers these beautiful Saturday afternoons.

We expect some revival of business when the summer tourists begin their annual trips to our country. Our Yankee cousins are glad of the chance to buy cheap reprints of American copyright books here at 30c. to the shilling. By the way, now that the English publishers have advanced prices of most of their lines of books, do you not think it is time Halifax dealers should advance their retail prices to 35c. to the shilling? I understand that only one house here blocks the way. I believe this is the only city in Canada where the 35 cent rate to the shilling does not prevail.

The June number of Books and Notions was a very interesting one. Although many of the questions discussed do not concern us, it is always of interest to us to hear of them and know what is going on. Trade chat, copyright lists, advertisements, etc., are always read with interest.

We are glad to know from your article on "The State of Trade" that prospects are becoming brighter. It will reach us here in time.

Yours, etc.,

BLUENOSE.

### PRACTICAL THOUGHTS.

Sir, I have read with interest your recent articles on "Canvassing for trade by Retailers." It does seem that there is a revolution at hand and new methods of selling must be adopted by retailers or many failures must follow. Every town, hamlet and township has its army of agents canvassing for

every imaginable thing almost. Customers who formerly bought many books and other goods sold by the book and fancy goods dealers are called on by agents who by glibness and persistency succeed in getting orders for books and goods that take the people's ready cash so that many who have real need for goods that every bookseller carries a stock of, find that the cash with which they expected to buy at the store, must be handed over to the agent for goods ordered but not really wanted or needed. Merchants are either passed by or are asked to charge goods that should be cash, or people do without what is really necessary, all because the agents have captured the cash. To many merchants this agency business is a real difficulty, and what is to be done is the question. Trade cannot be conducted on the principle of waiting for customers in these go-ahead days. Ways and means of attracting cash customers to purchase at the store must be adopted, or canvassing for trade soon becomes a necessity in order to avoid failure. In my opinion it is much better by politeness, attention to details and prices and arrangement of stock to make your stores attractive to customers that you can secure sufficient trade to keep on the up grade without going into the agency or canvassing business. To many canvassing outside of the town for anything is most distasteful and causes them to feel as though they had lowered themselves in the eyes of their citizens by so doing. There is no disgrace in it, however, and, in a great many places, it has come to this "canvass or go to the wall." Pride will have to be swallowed and the difficult work entered upon to keep floating, and it is better to float than sink. Personally, I have not had much experience in the canvassing line, but it has been tried sufficiently to satisfy me that if worked systematically that it will be an important means of indirect profit to retailers adopting the system more or less as the town they do business in is afflicted by canvassers from other places. I am inclined to think that the only way to gain control of trade now monopolized by agents is to canvass your town and neighborhood thoroughly cutting below agents' prices for lines that you hear agents are at work on in your town. By so doing agents will tire of work in your town and leave it for yourself. It requires lots of grit to canvass at home where you are known. It is much easier to take orders from strangers than your own townspeople. They will very often put you off and say they will decide and let you know at the store. This they seldom do, but you accomplish your object in keeping them from buying from outside agents what they could do very well without, and when they have real needs they will go to the store for them. Usually sufficient can be sold to repay you for the efforts made, but I don't think that in the smaller towns that anyone will make a direct profit by canvassing, but if the effect of a little united effort results in the great army of outside agents being lessened in the community, the gain will be felt in that way.

Yours,

A WESTERN BOOKSELLER.

### WALL PAPER.

The American wall-paper factories are drawing closer into the combine. Some are still holding off. The latest to join is the Manhattan Wall-paper Co., of New York, and there are at present at least twenty-four factories which have signified their willingness to enter the huge trust. Seventeen of these have already been appraised, but the appraisals will not all be completed before the middle of July. Then if no complications arise, about Aug. 15th, samples and prices will be ready and the trade will then know whether the combine is a benefit or not. No doubt it will benefit the factories, but whether they will be content with the benefit of fewer patterns to be made and less competition, or will strive for higher prices and greater profits, remains to be seen.

This is of great moment to Canadian dealers. It is a well-known fact that such papers as glits, which cost now about fifteen cents a roll, cost under the old combine forty to forty-five cents. If prices rise, and they undoubtedly will, more or less, present stocks are valuable and dealers should take advantage of this probability and conserve their present stocks of American papers, as it will be impossible to replace them with papers of as good quality at an equal price. The shrewd dealer can take advantage of this by raising the prices of his papers early in the fall. This, of course, will need care, as a too great rise over competitors will injure trade, but nevertheless the point should be kept constantly in mind and as much made of it as possible.

The past season has seen corners and extensions relegated to the back seat in the tastes of the fashionable world. They have seen their day and the public has done with them. Dealers who have a stock are getting rid of them as fast as possible. The coming season will see an advance in public favor of the side-wall, border and ceiling to match. This makes a very pretty combination and is easy to sell, as only one choice is necessary instead of two or three.

Canadian papers are improving in point of quality and beauty of design. Most of the Canadian houses report an extra large volume of orders for fall delivery. The patterns are numerous, and if prices of American papers rise in August, the Canadian wall-paper manufacturers will be afforded an opportunity of raising the excellence of their work and of commanding higher prices, while at the same time gaining a greater share of the trade which belongs rightly to them. But until this improvement is made, a large amount of American wall-paper will continue to be sold.

J. F. M. McFarlane, late of McFarlane, McKinley & Co., has formed a joint stock company with a capital of \$100,000, for the manufacture of window shades, curtain poles and brass goods. A large brick factory is in course of erection in Toronto and by July the firm will be manufacturing. The McFarlane Shade Co. will undoubtedly receive a share of the Canadian trade.

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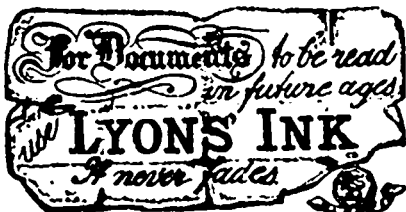
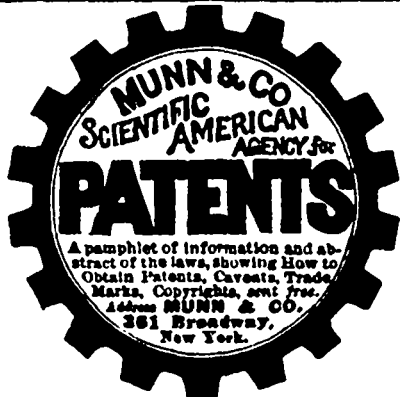


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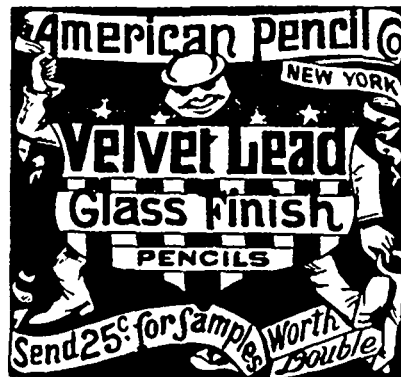
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### TRADE CHAT.

The leading King and Yonge street booksellers close at one o'clock on Saturdays from May 25th to September 2nd.

Two paper manufacturers from Watertown, N.Y., have been at Ottawa looking for a site to establish a pulp and paper mill.

Last month H. W. W. Gardner, bookseller and stationer, Sault Ste. Marie, Ont., was burnt out. Loss \$3,000; insurance \$1,200.

The stock of Mrs. Kirk, fancy goods dealer, Toronto, was sold en bloc at 10c. on the dollar, to J. A. Charles and H. Rawden, by J. A. Gardner.

Rev. S. P. Huestis, book steward of the Halifax Methodist Book Room, sailed for England on the Oregon June 22 with Dr. Briggs on business connected with the book room.

Hart & Biddell, stationers, are claiming from the Council of Toronto over \$2,000 as recompense for damages inflicted by the flood caused by the recent heavy rain on Sunday.

E. J. Cam, bookseller and stationer, Prince Albert, N.W.T., has sold out to Geo. W. Baker.

James Bain & Son have issued a map of the city of Toronto, showing the new ward boundaries and containing a street index.

Last week Mr. J. A. Hart, stationer, of Winnipeg, was married to Miss Wilhelmina Falconer, second daughter of James Falconer, of Kingston.

G. A. Walton, of Adelaide street, Toronto, has ceased to handle the Mc Caul paper patterns and intends pushing the Standard. He will be ready for business in this line about September.

Mr. J. H. Martin, who has been running the Piddington book store on Yonge street for about two years, has sold out to a young man named Dickson. Mr. Martin has been quite successful while in business, and has sold to good advantage.

Mr. A. S. Irving, of the Toronto News Co., has received a large number of letters from all over Canada, congratulating him on the success of his efforts to secure justice for the book sellers of Canada by the reduction of the postage on periodicals.

C. M. E. Ridge, who has been with Buntin, Gillies & Co., Hamilton, for the past three years, and with Brown Bros., Toronto, for the fifteen years previous, has transferred his allegiance to Austin & Robertson, Montreal. He will cover Western Ontario and the Northwest to the Pacific coast.

The hotel-keepers, merchants and others doing business in the neighborhood of King and York streets, Toronto, are delighted to know that the postmaster has reported in favor of opening a down town branch of the post office in Mr. Nye's bookstore in the Rossin House block.

The immense new pulp and paper plant of the Cliff Paper Company, at Niagara Falls, are to be supplied with late new designs of the horizontal shaft double discharge "James Leffel" wheels, built by James Leffel & Co., Springfield, Ohio. Each of these turbines is to be 1,100 horse power capacity.

Alexander C. Maclean, formerly a bookseller, of Perth, Ont., and for some time past the manager of the Presbyterian News Co., Toronto, and superintendent of St. Enoch's Presbyterian Church Sunday School, has left

the city suddenly under a strong suspicion that his dealings with the firm have not been honest. His wife and family still live at 258 Gerrard street east. The amount of his defalcations is not large.

The Port Huron Times says: The Patrons of Industry of Grant township held their last meeting on Saturday night. They voted to abandon the cause, and appointed a committee to divide up the money and property of the order between the twenty members in good standing at that date. A short time ago this lodge numbered over two hundred members. The question was asked, "Has the order benefited the members financially or morally?" And the answer was, "No." So they voted to let it pass into history as a thing of the past.

The plant of the defunct "Oriental Window Shade Co. has just been purchased by Mr. George H. Hees, Son & Co., who will convert it into improvements they are making in their large window shade factory on Davenport road. It was not long ago we recorded the purchase by Messrs. Hees, Son & Co. of the stock and plant of the bankrupt "Canadian Window Shade Co." This progressive firm have also made arrangements with the "Sun Lithographing Co." whereby they add to their down-town factory and warehouse, Nos. 99 to 103 King st. west, over 3,000 square feet of room. They have recently added to their window shade business the manufacturing of drapery poles and brass goods, and are contemplating new lines to soon be included in their already immense business. The steady growth of their trade has necessitated these improvements.

The already immense paper mills at the works of the E. B. Eddy Co., Hull, are to be further increased by another 96" Fourdrinier machine, to be put in the stone building now occupied as a sash and door factory. This building is about 180 ft. x 70 ft., large enough for two such machines, and will be so laid out. The tenant houses on the Aylmer road, between the office and the fire hall, are being torn down and new stone buildings of the same substantial character as the other buildings of this company will be put up, the size about 200 ft. x 80 ft. This building will be used as a storehouse and paper finishing room. Black & Richard, who had the contracts of the E. B. Eddy Co. to build their indurated fibre ware factory in 1887 and their pulp mill in 1888, the sulphite mill in 1889, and the No. 1 and No. 2 paper mills last year, have secured the contract for the alterations for the new mill, and also for the erection of the new storehouse.

### IMPORTANCE OF THE TOY INDUSTRY.

A remarkable token of the importance of the toy industry in the ancient city of Nuremberg is afforded by the great gathering in the public halls at a banquet in celebration of the completion of the three hundred thousandth model steam engine by a well-known maker. Among the guests were the heads of the municipality and of several industrial and commercial corporations. The little model which marks this stage in the toy making industry of the Nuremberg firm was constructed with the latest improvements. It

was adorned with a laurel wreath, and exhibited in the hall, side by side, in order to show the progress in construction, with a model of the date 1815. It is said that this factory alone has also turned out more than 325,000 magic lanterns.—Geyer's Stationer.

### STOCK-TAKING.

The stoppage of many retail heads in the book and stationery trades may be traced to the absence of stock-taking. When discussing the subject of stock-taking we do not refer to those establishments which grasp the true sense of this operation, namely, to clear out their goods at prices which are in accordance with the state of the market. To do this it is absolutely necessary to take stock and write off and face the loss of difference in price occasioned by fashion or fluctuation of the market. And it may be borne in mind that this is not always on the loss side of the account. But we should like to know how many of the smaller though still respectably large, dealers understand stock-taking. We have heard that their name is not legion. Either on a large or a small scale the principle is the same, and the fact of a man's not having an immense establishment is no reason why the minutiae and detail attendant on every business should be neglected. Money is rightly called "the sinews of war," but stock properly taken may be termed the "backbone of war." To take stock properly it is not sufficient to walk round the store, make a list or inventory of what is there and note down the price that it has cost. This is certainly a step in the right direction, but nothing more. Any one stopping at this is quite as much in the dark as to his real position as if he kept no accounts at all. When making up the profit and loss account on the year's business, supposing the cash book, ledger and their satellites are checked off, the next needful thing is to ascertain what your stock would approximately realize at present prices. To do this the dealer must place himself in the position of a buyer of his own stock, and reduce it if needful to its proper level by writing off the difference. The difference must again be deducted from his gross profit before he knows what he has gained or lost the year's transactions, and how he stands as regards his engagements. Any other mode of procedure is likely to lead to personal mystification, if nothing worse. Of course discrimination must be used between articles that may be all right for a sale at a later period, and those that must be got rid of on the principle that even a quarter of a loaf is better than no bread. This is a phrase, "cut losses and run profits," which applies outside the money market. Those that float on the tide of current events must not keep in ballast anything that they hope will turn out right by-and-by, and upon which they are unable to reckon with any amount of certainty. Once a year is considered sufficient for the recurrence of a general and thorough overhauling of the stock, but many firms have found that a trial-balance, half way between, is a great assistance. The fluctuations of the market can be taken note of, and the course shaped accordingly. This has been found in many instances to have had satisfactory results at the day of reckoning.—The Publishers' Weekly.

## A CANADIAN KIPLING.\*

In an age when poetry is largely given over to morbid introspection, or is full of the airy nothings of the fancy, tricked out with the verbal felicities of the rhyming dictionary, Mr. Hereward Cockin's volume of unpretentious verse comes as a welcome relief. From cover to cover this Canadian writer's work, which in parts reminds us of Rudyard Kipling, and sometimes of Bret Harte, is eminently sane and human. It is human on both sides; on the tragic side as well as on the comic. Every thought, image and emotion is steeped in this feeling; and there is throughout the work a fine response to the heroic in human endeavor and to the unflinching in human suffering, which adds much to its claim upon the reader's sympathies and interest. While the emotional side of the poet's mind is largely called into exercise, its stronger fibres are not left unrepresented, but manifest themselves in many a robust idyll and heroic lay. In the author's saddest and most reminiscent note there is not a trace of morbidity, while in his most joyous and humorous utterance there is always good sense, good feeling, and freedom from the taint of vulgarity.

The author has made no attempt at formal classification in the contents of his volume. Roughly they may be grouped under the three following heads: Military and historical poems; reminiscent poems, and humorous poems. Each group has its distinctive characteristic. In the military and historical pieces there is a fine dramatic quality, with a strong, firm and swift movement. There is also present a chivalrous tone and manliness of note, which commend the work in this group to all lovers of martial poetry and epic verse. The best example under this classification is perhaps the opening poem, "Gentleman Dick o' the Greys." There is something quite stirring in the gallop of the lines, like the trumpet note that calls the trooper to the charge. The incident it narrates is full of pathos, though the pathos merges in other emotions excited by the Nemesis fate which overtakes the principal figure in the poem, and in the closing recital of a valorous deed. akin to "Gentleman Dick o' the Greys" are the poems entitled "The Veteran's Tale," "Tutor non Ulter," and "The Death of Burnaby." These pieces are strong, terse and patriotic. There is a glow and fervor about them that quicken the pulse of the reader, and adapts them admirably to platform or barrack room declamation. They are surcharged with the military spirit, and, like the poems "Killed in the Straight" and "The County Steeple-chase," that deal with incidents of the turf, they are thoroughly English and national. "The Death of Burnaby" recalls the work of Sir Francis Doyle, who succeeded Matthew Arnold in the Professorship of Poetry at Oxford, the author of "The Return of the Guards" and "The Private of the Buffs." Mr. Cockin's patriotic verses on the tragedy at Metemneh remind one especially of Sir Francis's tribute to the heroes of Rorke's Drift, who saved the British colors from dishonor at Isandhlana, but "would not save themselves." In "The County

Steeple-chase" does Mr. Cockin also remind one of the poet to whom we have referred, as well as to his Anglo-Indian successor, whose muse, besides being martial, was, in Sir Francis Doyle's case, attracted to the turf, as are those who know his "St. Leger" do not require to be told. Equally splintered and full of the historic memory are "St. Hilda's Bells," "The Death-bed of Louis XI.," "How the Children Saved Naumburg," and the sad but melodious lines that recount "Laudren's Vigil."

The poems that come under the category of the reminiscent are "The Old Coaching Inn," "These Degenerate Modern Days," "Wharfedale," "Parson Oldboy's Reverie," "At the Vicarage Gate," "The Old Church Must Go," and "The Sighting of the First." Into these the author has infused the spirit of tender recollection and hallowing memory. The vein tapped, though plaintive, is free from maudlin sentimentality and from the pessimism and world-fatigue which enter so largely into modern verse of this kind. Through them all flows a current of fresh and healthy feeling, with frequent touches of humor. "Parson Oldboy's Reverie" is a delightful reminiscence of early school days, which Thackeray, Mackworth Praed, or Oliver Wendell Holmes might have written.

In the humorous poems the author's exuberant fancy and faculty for droll and extravagant portraiture amusingly reveal themselves. Here his verse becomes increasingly pliant and limpid, and though his humor is free and spontaneous, it never ceases to be cleanly and reverent. In some pieces we have the jocund and fun-loving spirit of Hood; in others the pungent wit and ridiculing of cant which characterized Thackeray. The best examples in this group are "Scampkowski," "Jack Tartar," "His Name Was Bill," "The Picnic Boy," "The Missionary Ship," "The Man in the Park," "Pomp de Sealawag," "The Dentist's Chair," and "Isiah Brown." In "Scampkowski" and "His Name Was Bill" we have capably satirized the guileless trustfulness of church and charitable organizations that become the prey of

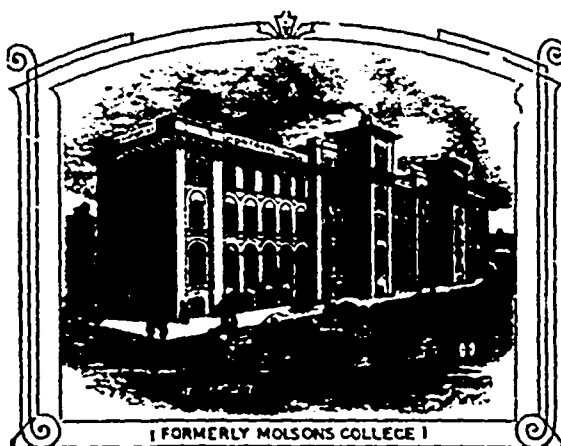
tramps and scheming adventurers, whose unblushing effrontery gains access to the affections and purses of their kind, to the detriment of the more deserving. The author has done good service to society in ridiculing so effectively this mock humanitarianism, and in exposing these frauds upon a compassionate public. In these lighter aspects of his art the poet-satirist will be thoroughly enjoyed. If we had nothing else from Mr. Cockin's facile pen than the poems in this group, many of which approach the excellent work of Bret Harte, his literary foothold would be secure. In the domestic poems also the author's talent and literary facility show to much advantage, and mark his verse in the main as the outflow of a bright, manly and wholesome life. From an artistic point of view there are, of course, flaws to be found in his work; but for the most part it is admirably and conscientiously done, the humor being free and spontaneous, and the versification smooth and flowing.—The American Book-seller.

## MAGAZINES.

St. George Mivart's second article, "Natural Selection," which appears in the July *Cosmopolitan*, carries the reader a step further with that celebrated thinker in his series on "Evolution and Christianity." This number of the *Cosmopolitan* contains a wide range of subjects for summer reading—twenty-two articles, mostly illustrated.

The July *Century* is sufficiently summery in its contents, the opening paper being a readable and authentic account of the great French landscape-painter, Daubigny, with illustrations from his own work, portraits of himself, and pictures of his favorite haunts. There is a good deal of fiction in the number, including the last chapters of Dr. Weir Mitchell's "Characteristics," and also of the striking "Naulahka," by Messrs. Kipling and Buxton. The second instalment of "The Chatelaine of La Trinite" is given, and the third instalment of Mrs.

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ENCOURAGE HOME MANUFACTURERS



Mary Hullock Foote's story of "The Chosen Valley," which is being read with peculiar interest in the West. There are also short stories by Maurice Thompson, Charles Belmont Davis, a brother of Richard Harding Davis, and George Wharton Edwards.

Albert H. Hardy, the well known editor, author and poet, and whose "Maid of Bethany" created considerable comment when the book appeared, has been engaged as associate editor of Godey's Magazine. The October number of this magazine will be a revival of the old magazine, in new covers and dress. It will be ready September 15th.

The Humanitarian is the title of a new magazine just issued by Mrs. Victoria Cluffin-Woodhull Martin. The office of publication is No. 20 Vesey Street, New York city. After the first number it will be brought out simultaneously in New York and London. In its first issue the Humanitarian contains two contributions from the pen of Mrs. Martin, entitled "Aristocracy of Blood" and "Humanitarian Government." Among other articles are "A Theory of Life," by A. Nolan Martin, and "Philosophy in Fable," by Paul Blane.

A glance through the June number of the Dominion Illustrated Monthly shows many very attractive and interesting features. Both from a literary and pictorial standpoint it is fully up to the mark of previous issues. Rev. F. G. Scott, whose works, "The Soul's Quest," "Elton Hazlewood," etc., have gained such favorable notice—contributes a short story called "The Bible Oracle," dealing with a remarkable incident which occurred in the Eastern Townships many years ago.

The complete novel in Lippincott's Magazine for July, "White Heron," is by M. G. McClelland, and one of the quaintest and most cheerful mountain stories that writer has yet given her readers. The tale opens with a charming legend of the Cherokee Indians, about a long hidden treasure-cave, which the hero is destined to mend his wild ways in tracing. The work progresses with greater interest to the reader since Jack Olive pursues at the same time the equally absorbing task of making love amid attractive surroundings, which the author knows and lets one feel so well.

In the Andover for June, "Fidells," the well known Canadian writer, contributes an appreciative sketch under the heading, "Leaders of Winding Christian Life and Thought," of John McLeod Campbell, the friend of Thos. Erskine. The article is marked by broad tolerance, purity of spirit and fine literary touch.

The July Arena will contain three richly illustrated papers, one on "Africa," by Mrs. French-Sheldon, the second on "Julia Marlowe," the third on "Some Women in the Alliance Movement of the West." Among the other contributors to this issue are papers on the pending Presidential campaign, by Congressmen Springer, Burrows and Thomas E. Watson.

Outing for July opens with an article entitled "A Plea for the Houseboat," by Charles Ledyard Norton, in which the author describes the purpose and construction of such boats, and the grand facilities offered by American waters for the enjoyment of life afloat during the heated term, after the fashion so popular on the English Thames. The cheapness and comfort of a house boat are strong arguments

in its favor, and doubtless the craft will become better known. Many fine illustrations accompany the article, and the entire number is excellent.

The July number of the Dominion Illustrated opens with a thrillingly interesting story by Jessie A. Freeland, called "The Renunciation of Graham Corysteen," dealing with a tragic and most uncommon phase of Canadian life. Mr. Frank Yelgh's excellent paper on "A Century of Legislation," is concluded, and forms in all a valuable addition to our legislative history; the article is well illustrated.

A. M. Irving, secretary of the Toronto News Co., is seriously ill at present.

The Canada National Publishing Company, of Montreal, has been incorporated by letters patent.

The Lake Magazine is a new review which is to be published in Canada. Popular science and popular literature will be the great features.

### MONTREAL TRADE CHAT.

C. J. Davidson, representing Barber Ellis Co., has returned from the Lower Provinces. The line of papertries which he took with him met with good sales. He says trade on the whole is as good as last year.

B. Marcuse is pushing sales of chromos to make room for other lines. The line that is being run off is good and cheap and the trade is getting a bargain.

The Barber & Ellis Company have bought the card stock of the Burland Lithographing Co. The amount paid was \$2,500. Part of the stock goes to Toronto, but the most will be run off by the Montreal branch.

G. A. Gebhardt has bought the stock of lithographers' supplies of Wulff & Co. at 1c. on the dollar, and will continue the business.

Henry Morgan & Co. are doing a big trade in their book and fancy goods department. This is a new branch of trade for a retail house to take hold of, but it pays.

Henry & N. E. Hamilton say since they added the fancy goods counter to their now extended dry goods business, it has come up to their fondest hopes as regards a success.

The Reinhardt Manufacturing Co. have started their men out with a full line of new plush goods which are sure to go with the trade.

John Lovell & Co. say the Little Minister is still having big sales. This favorite work is by J. M. Barrie.

W. Street is doing a rushing business in his cheap music, as well as other lines.

E. Grafton & Co., book and news-dealers, are doing a large and paying business.

R. H. Holland & Co.'s stock of fancy goods is pretty near cleaned out; the firm are waiting patiently for their new stock to arrive.

Messrs. Porter, Kemp & Teskey have done one of the largest fishing tackle business this year they have ever done. The firm, in speaking of trade, say it is good in all the lines they carry.

Please note the difference. Ed. Auld's mangle is very sticky, but it is not sticking by any means, as large orders are going forward every day.

B. Marcuse, St. Paul street, says trade with him has been fine this spring, especially in Japanese novelties.

G. W. Clark's store, on St. James

street, known as the universal, is in tiptop form, and is considered one of the finest in Canada. Since the late fire Mr. Clark has laid it out to suit the fancy goods trade, and he has succeeded in every respect.

Ichi Ban, the Japanese goods store on St. James street, is doing a good trade; their goods are purely Japanese and meet with good call.

A. Chouillon is expected home from France with a few more agencies. This firm have now a large connection, and handle all their agencies in a first-class manner.

C. McArthur & Co.'s men are all out and doing a nice trade. The designs they carry are new and the trade cannot do better than favor them.

Castle & Son, decorators, have removed from Bleury street to University street. This firm is one of the largest of its kind in the city.

Mr. E. Desbarats, the Montreal manager of the BOOKS AND NOTIONS, is going to spend the summer at Lachine.

Mr. Fred. A. Ritchie, who has been with the Canada Paper Company for fifteen years, has severed his connection with the firm, and was the recipient of a handsome present from his fellow employees.

James Worthington has retired from wall paper firm of Colin McArthur & Co. Mr. McArthur will continue the business under the old firm name.

Trudel & Demers, stationers, Montreal, have assigned to J. D. Rolland.

### BOOK AND LITERARY NOTES.

T. B. Peterson & Bros. are now issuing a new illustrated edition of the jolly Irish satire, Father Tom and the Pope. They have also issued a new unabridged edition of the works of that influential French woman George Sand.

The current issue of the Weekly Bulletin of Newspaper and Periodical Literature, published at 5 Somerset street, Boston, is twice its usual size, containing a classified index of 1,300 articles from recent numbers of the periodical press. The Bulletin catalogues the important articles in the leading daily and weekly papers and the monthly magazines of the United States and Canada, including BOOKS AND NOTIONS. Its value to readers, writers and students is sufficiently indicated by its title, and although still in its first volume, its success as evidenced by the current issue is a surprise to no one acquainted with its plan and purpose.

Thomas Whittaker, New York, has become agent for "Phillip's Patent Orrery," a clever device for finding the position of the various planets for any hour of the year.

Messrs. Laird & Lee, of Chicago, have announced a second prize competition, the prize for the best original novel by an American author being \$1,000. Their first competition has finished and the prize was awarded to a novel entitled "Cortlandt Laster, Capitalist," and is reviewed in another column. This competition will undoubtedly bring out some good novels and the firm expect to have one every three months. Canadian authors are excluded, only residents of United States being entitled.

A second revised and enlarged edition of a popular work on the tariff question, entitled "The Free Trade Struggle in England," by Gen. M. M.

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Trumbull, will shortly be issued by the Open Court Pub. Co.

A test of the new copyright law will be made by Messrs. Longmans, Green & Co., against a New York concern, which has published Rider Haggard's "Nada the Lily" without authorization. Another test of the same law is to be made by Messrs. D. Appleton & Co., against Henry Dexter, president of the American News Company, and they have filed with the United States Circuit Court a petition for an injunction restraining the News Company from publishing an alleged pirated edition of Thomas Carlyle's "Wotton Reinfred." Carlyle sold the manuscript of this work to Archibald Grove, of London, from whom the Appletons purchased the exclusive American rights of publication, and have published the same. It is to be hoped that these cases will lead to a decision in favor of the honest publisher and against piracy in any form. It is to be regretted that the action by

Messrs. D. Appleton & Co. is not brought directly against the publisher and infringer against the copyright, but against the bookseller, who is really the "innocent holder" who exposes the consignments he receives for sale. International Bookdealer.

The DeWitt Publishing House of New York have issued a new catalogue and price list. They handle a large number of paper bound novels, song books, juvenile books, school dialogues and speakers. Their discounts to the trade are very liberal and worth considering.

McMullen & Co., Brockville, Ont., have decided to sell their new History of Canada only through agents.

Zola's new novel, "La Débâcle," appeared recently in an edition of 140,000 copies.

Among the recent importations by the Copp, Clark Co. are: Ballads by Kipling; The Story of Dick, by Major Gambler Parry; Helen Trevelyan or the Ruling Race, by John Roy; The Fal-

lacy of Saving; The Irish Peasant; The Effects of Machinery on Wages in the Social Science Series, 90 cents; Principles of Social Economy in Social Science Series, \$1.25; Come With Me and be My Love, by Robert Buchanan; and Three Normandy Inns, by Anna Bowman Dodd.

Parkman's Half Century of Conflict, The History of David Grieve, and Nada the Lily, are the three books which are selling well and which every bookseller should keep on his counter.

Cassell Publishing Co. have just ready Zola's new book, "The Downfall," dealing with the Franco-Prussian War of 1870.

Charles E. Brown & Co., 425 Exchange Building, Boston, have just sold fifty thousand copies of Miss Parloa's famous cook-book, "Appledore," to a retail dry goods house in Boston.

BOOKS AND NOTIONS is now printed by the use of a typograph.

## COPYRIGHTS.

6464. Successful Home Dyeing; The Wells and Richardson Co., Montreal, Quebec.

6465. L'Indicateur de Quebec et Lewis, 1892-93. T. L. Boulanger et Ed. Marcotte, Quebec, Que.

6466. The Leading Facts of Canadian History, by W. J. Robertson, B.A., LL.B. The Copp, Clark Co., Ltd., Toronto, Ont.

6467. Wood's Cheese Factory Account Book. Wyatt Samuel Wood, township of Windham, county of Norfolk, Ont.

6468. Bird's Eye View of the World's Columbian Exposition; coloured lithograph. John Wesley Allison, Montreal, Quebec.

6469. Globe with a railway train upon its surface, night and day effects upon opposite sides, cloud and ocean surroundings and steamboat on the ocean; pictorial representation. John Wesley Allison Montreal, Que.

6470. The Buyers' and Merchants' Benefit System Book of Coupons; advertising scheme. William Greenwood & George W. Miller, London, Ont.

6471. At Home. A society dance. For the piano, by E. Fraefck. I. Suckling & Sons, Toronto, Ont.

6472. Gloves and their Manufacture. E. B. Cooke & Co., Montreal, Que.

6473. A Manual of the Law of Wills; for the use of students. By Henry Newbolt Roberts, barrister. Toronto, Ont.

6474. Autumn Leaves. Waltz song, by J. B. Spurr. W. H. Billing, Toronto, Ont.

6475. A Collection of Orange Music. Arranged for piano or organ, by Chas. Bohner, Whaley, Royce & Co., Toronto Ont.

6476. Murray's Illustrated Guide to Montreal and Vicinity for 1892. Norman Murray, Montreal, Que.

6477. An Engraving for Letterhead and Billhead. Frank Lawson and Henry James Jones, London, Ont.

6478. Nightingale Song, from the operetta Der Vogelhaender. When my sire was twenty year. Wie mein Ahn und zwanzig Jahr, by Carl Zeller Bognworth & Co., Leipzig, Germany.

6479. A Few Plain Facts About the Edmonton District of Northern Alberta, Northwest Territories of Canada, as a field for Settlement. Acton Burrows, Winnipeg, Man.

6480. Sporting Adventures on the Shores of Lake Huron, with Sketches of Natural History and the Reptiles of Canada; serial articles which are now preliminary published in separate articles in The Land We Live In, of Sherbrooke, Que. John H. Gardner, M.D. Lucknow, Ont.

6481. All the Conservative Members of the House of Commons of Canada, 1892; photographic group. S. J. Jarvis, Ottawa, Ont.

6482. The Canadian Senator, or, A Romance of Love and Politics, by Christopher Oakes. The National Publishing Co., Toronto, Ont.

6483. Coupon Book issued in connection with Home Knowledge and Supply Association. R. B. Beldan, Toronto, Ont.

6484. The Bell Telephone Co., of Canada, Ltd., Montreal Exchange, Supplementary Subscribers' Directory, May, 1892. The Bell Telephone Co., of Canada, Ltd., Montreal, Que.

6485. Grip, June 4, 1892; newspaper. The Grip Printing and Publishing Co., Toronto, Ont.

6486. Grip, June 11, 1892; newspaper. The Grip Printing and Publishing Co., Toronto, Ont.

6487. The Life and Labors of the Devil, by Rev. T. T. Johnson. Inrle & Graham, Toronto, Ont.

6488. Montreal After 250 Years, 1642-1892, by W. D. Lighthall, M.A. F. E. Grafton & Son, Montreal, Que.

6489. Prospectus of the York county Loan and Savings Company. Joseph Lomnitz, Toronto, Ont.

6490. The Ontario Digest, 1880-1890. The Law Society of Upper Canada, Toronto, Ont.

6491. Legislature de Quebec, 1892; photo. Albeetine Tremblay, faisant affaires sous le raison sociale de M. A. Montmainly et Cie, Quebec, Que.

6492. A Whole Business College Course for Farmers and Citizens. Justus C. McCollum, Mount Brydges, Ont.

6493. The Land we Live In Directory, which is now being preliminarily published in separate articles as a supplement to The Land we Live In, of Sherbrooke, Que.; temporary copyright. Daniel Thomas, Sherbrooke, Que.

6494. Random Shots; or, The Widow of Holy Writ, by David Lionel Palmer, Montreal, Que.

6495. Prize List and Programme of Attractions of the Winnipeg Industrial Exhibition, July 25 to 29, at Winnipeg, Man. The Winnipeg Industrial Exhibition Association, Winnipeg, Man.

6496. Hochzeits Boquet Waltz, by Wm. Plotzker. A. & S. Nordhelmer, Toronto, Ont.

6497. The British Columbia Mercantile Agency Reference Book, Victoria, B. C., 1892-93. George Giles, Victoria, B. C.

6498. Outlines of Psychology, Logic and The History of Education, by J. B. Hall, Ph. D. Wm. Briggs, Book-Steward of the Methodist Book and Publishing House.

6499. A Bachelor In Search of a Wife, and John Marcham's Ward, by Annie S. Swan. Wm. Briggs, Book-Steward of the Methodist Book and Publishing House.

6500. The Bills of Exchange Act, 1890, Canada, and the Amending Act of 1891, with Notes and Illustrations, by J. J. MacLaren, Q.C., D.C.L., LL.D. The Carswell Co., Ltd., Toronto, Ont.

6501. Cameron's Directory and Railway and Steamship Guide to Toronto, No. 1, June, 1892. John Cameron, Toronto, Ont.

6502. Grip, June 25th, 1892, newspaper. The Grip Printing and Publishing Co., Toronto, Ont.

6503. Youthful Thoughts Schottische, for the piano, by Master Ernest Williams. H. Williams, Toronto, Ont.

6504. The Mackinaw Waltz; for piano, by Carrie Jardine, Collingwood, Ont.

6505. A Treatise on Power of Sale Under Mortgages of Realty, with Appendix of Statutes and Forms, by Alfred T aylour Hunter, LL.B. The Carswell Co., Ltd., Toronto, Ont.

6506. Membres de la Cour Laval, Numero 116 de l'ordre des Forestiers Catholiques; tableau photographique. Joseph Beaudry, Quebec, Que.

6507. The Insurance Corporations Act, 1892, with Practical Notes and Appendices, by William Howard Hunter, B.A. The Carswell Co., Ltd., Toronto, Ont.

6508. Olive's Brow; sacred song; words by W. B. Bradbury music by S. T. Church. The Anglo-Canadian Music Publishers' Association, Ltd., London, England.

6509. Roundabout Polka, by Walter A. Geddes. Sydney Ashdon, Toronto, Ont.

6510. Daybreak Waltz, by Walter A. Geddes. Sydney Ashdown, Toronto, Ont.

6511. Coupon System for Newspaper Advertising; book. The Mall Printing Co., Ltd., Toronto, Ont.

6512. Cinq Conférences sur l'Encyclopédie de Leon XIII., de la Condition des Ouvriers. Preches dans la Salle Saint Joseph, aux Societes Ouvrieres, d'Ottawa, par le Rev. Pere Alexis, Capucin. L'Institution Catholique des Sourds-Muets, Mlle End, pres Montreal, Que.

6513. Rapports Judiciaires Revises de la province de Quebec, par l'Honorable M. Mathieu. Tome III., Wilfrid John Wilson, Montreal, Que.

6514. Bell Telephone Co., of Canada, Ltd., Hamilton and Dundas Exchanges, Subscribers' Directory, Ontario Department, July, 1892. The Bell Telephone Co., of Canada, Ltd., Montreal, Que.

6515. Bell Telephone Company of Canada, Ltd., Ottawa Exchange, Subscribers' Directory, July, 1892. The Bell Telephone Co., of Canada, Ltd., Montreal, Quebec.

6516. Pioneer Steamship Beaver, and C. P. R. Royal Mail Steamship Empress of India, off Observation Pt., photo. Bailey Bros., Vancouver, B.C. ad Interims

373. Hill's General Ledger. Joseph S. Hill, Bridgen, Ont.

## INTERIM COPYRIGHTS.

372. The World's Columbian Exposition, Chicago, 1893, folder. Wm. C. Noxon, Toronto, Ont., 8th June, 1892.

## STATIONERY NOTES.

The Paper Trade Club of Chicago, representing nearly all the paper manufacturers of the city, is arranging for an interesting display at the World's Fair. The club expects to put up a complete paper mill on the grounds and show the process of making paper from the pulp to a finished card in the shape of a World's Fair souvenir.

In an Australian paper we note that the fashion rulling there at present in stationery is a bright saffron yellow paper bordered with black for mourning. This seems to be a grafting of the Chinese custom on to European observances, and has nothing to recommend it. For ordinary notepaper the taste is rather better—pearl grey, light chamais, and pale pink being used. Correspondence cards, however, are of a deep tan color. These latter are long and narrow, while the notepaper is very thick and almost square. It puts the user outside the pale of society to double his sheet of writing paper more than once across.—The Stationer, Printer and Fancy Goods Register.

A new way of selling paper is putting up paper and envelopes in a pasteboard box and selling by the pound. One very enterprising firm has adopted this plan with its finer classes of notepapers.

Messrs. Hart & Riddell have a very pretty line of heliotrope writing paper and envelopes. It is sold in paperettes. They are putting up another paperette containing five quires of cream paper and four packets of envelopes to match which they will retail at fifty cents. This is excellent value.

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THE O'CONNOR'S OF BALLINAHINCH by Mrs. Hungerford, "The Duchess."

NOR WIFE NOR MAID by Mrs. Hungerford, "The Duchess."

THE IDES OF MARCH by G. M. Robins, author of "Keeping Secret" "The Tree of Knowledge," &c., &c.

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