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Organ of the Toronto District Association.

Organ of the Huron District Association.

VOL. III. SEPTEMBER, 1886. No. 2.

RATES OF ADVERTISING:—

| | 1 month | 12 months |
|---------------|--------------|-----------|
| 1 page..... | \$16 00..... | \$100 |
| 1 column..... | 10 00..... | 100 |
| do | 6 00..... | 60 |
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All Communications intended for publication must be sent in no later than the 8th of each month.

J. J. DYAS, Publisher.

THE dose administered last month was not palatable—in some cases, in fact, it acted almost as an emetic. No more uncut numbers—though we are glad to find that many were pleased with the change. The great majority, so much used to the trimmed and easily read daily, did not fancy our idea.

We give elsewhere the opinion of George Bantley (no mean authority) on uncut books. We rejoice to know that our views are so much in accord with a genuine book-lover's, and to find ourselves in such book-loving company.

THE annual meeting of the Booksellers' and Stationers' Association of Ontario will be held in Toronto on the third Wednesday in October. The Secretary would be pleased to have any suggestions regarding subjects for discussion. Full notice will be published in this journal next month, and certificates to members will be forwarded in good time.

AMONG other topics will be necessarily the question of postage. We are all of one mind on the subject, but we should call the attention of the public to the great injustice.

SOME are inclined to blame the committee appointed by the Association for not having had an interview with the Postmaster-General during the last session of Parliament. Although no personal interview was had, through the member for Centre Toronto the matter was brought to his notice. He would not

under any consideration, take up the question of any change during the session.

NEW ORGANIZATION.—At a meeting of paper manufacturers, &c., held in the Queen's, Toronto, on the 7th inst., it was resolved to organize THE PAPER-TRADE ASSOCIATION OF CANADA, the membership to comprise paper makers, paper and bag dealers, straw and wood board makers. A committee was appointed to draw up a code of rules, which was done at a meeting on the 15th. Interim officers were elected as follows:—Charles Riordan, President; F. Ellis, Treasurer; J. G. Howorth, Secretary.]

IN THE JULY number we wrote, "Prospects for the fall trade are good. It is not likely that anything will take place to mar the hopefulness of the present." Not only has nothing occurred to mar the prospects, but everything has tended to brighten the outlook. The next four months should bring good returns. Still, our oft-repeated warning will be well to be repeated—buy sparingly.

Now is the time to see about collecting in accounts. Of course there is very little money to be had as yet, but it is the dealer's own fault if he has not his book accounts at a very low ebb before the winter sets in.

THE *Periodical List* is now ready for delivery. Those wanting a sample can have one by writing the publisher, who will give quotations of price.

WE have pleasure in calling attention to the first of a series of articles, "Impressions of London Booksellers," by R. W. Douglas, in this number.

WE are favoured this month with so much original interesting matter from our friends, that we prefer to write but little ourselves. Others' ideas always find place in this journal.

OWING to press of business, our printers were unable to issue this number till some days after the proper time.

IMPRESSIONS OF LONDON BOOKSELLERS.

Having spent a couple of months lately in exploring the book shops of England, the editor of BOOKS AND NOTIONS has requested me to write some of my impressions thereon. In complying, I must disclaim any intention of exhausting the subject. In fact, the American bookseller in England has a very palpable and ever abiding sense that the subject never could be exhausted. At the same time, while bearing

this in mind, it might be interesting to the trade to point out a few matters connected with English booksellers and bookselling which the present writer noted during his trip.

The first thing noticed by the stranger is the comparatively small number of shops in which new books alone are kept, and the very large number devoted to second-hand. In America this order is reversed—the new shops largely outnumber the second-hand. He will notice also that the latest publications can be obtained in the *new* shops at ninepence to the shilling, a discount of twenty-five per cent. If he goes to the publishers he will find that the books cannot be obtained at any better rates than this same discount. How then does the dealer make a living? Oh, he has three per cent, or perhaps five, for cash, and the publisher graciously makes him a present of every thirteenth book. With this he has got to be content, pay his rates, his taxes, rent, assistance and what not, and live. How would one of our booksellers like the prospect? And yet we run an imminent danger of coming to the same condition unless we are more scrupulous than we have been in the past, in our competition with one another. Banded warmly together, pledged not to sell at ruinous discounts, the trade might altogether escape this deplorable state of affairs. The English bookseller sees no way out of his troubles at present. It has been the custom so long to sell new books at reduced rates, that he knows the public would never stand going back to the old state of things, so he solemnly shakes his head, and endeavours to supplement his meagre profits by adding photographs, guide books, and sometimes a little stationery, to his stock.

The trade in secondhand standard and rare books, however, reaches enormous proportions, and large profits are sometimes made by the dealers. Second-hand book shops are to be found everywhere, and many of them are filled from attic to cellar with the most valuable books. Some of the most noteworthy booksellers of the world deal almost exclusively in secondhand books. I might mention Quaritch, Sotheran, Rimell, James Roche and many others. An American used to the lavish display of plate glass and paint, the roomy and spick and span character of the book shops on this side, receives something like a shock on seeing for the first time the dingy, narrow, common looking shop in Piccadilly, where that king of booksellers, Quaritch, does business. Once inside, however, the value of the bibliographical treasures displayed so lavishly, blinds him to the dingy and incongruous surroundings. Here you can buy books from five to five thousand pounds each. It was Quaritch who once at an auction sale bid about seventeen thousand dollars for a copy of the "Mazarene" Bible. His shop contains perhaps the most valuable collections of rare books of any in the world, yet there is no display about its exterior or interior to mark it above its fellows. It is in the most emphatic sense, respectably dingy. One would almost expect that a man owing the treasures that Mr. Quaritch does would take delight in having them enshrined in a suitable receptacle. A book that has become as it were a jewel, should, one would naturally think, be kept in a kind of jewel case. Quaritch is, however, apparently indifferent to the aesthetic side of the matter, and pursues his own way, makes his large sales, and buys his bibliographical treasures, heaping one upon the other in glorious carelessness.

R. W. D.

CUT AND UNCUT BOOKS.

I do not know whether I am right, but I believe that a genuine lover of books keenly enjoys the operation of cutting up his own books. I know I do. The operation gives one a foretaste of what is to come, an expectancy of good things, often maybe not realized. There are novelists—fewer and ever fewer, I fear—who deserve the exceptional honour of uncut leaves. Who would not put Thackeray first in this list? I love to cut "Esmond" for myself, and leave him every inch of his margin. Every book that is valuable enough to require an index should be published with leaves uncut. If a page has been carefully selected by publisher or printer and its balance duly considered, how long it shall be, how wide it shall be, it is obvious that what may look very well as an uncut book will look less shapely when the shears have been applied. An advocate for cut books would ask us to make allowance for this beforehand, but the shaving process is not a certain one, and I come across books sometimes so indifferently cut that it goes against the grain to offer them the rites of hospitality. Then look at illustrated works. The slightest deviation of the knife on a book containing engravings by George Cruikshank would be a perpetual irritation. Yet, unless you sew the book without the illustrations and have them placed afterward, which operation renders their retention less secure than it should be, the illustrations must be shorn with the book. When books are sent to be bound for the library in morocco or calf the case is different. Other binders are generally employed to those employed by the publishers for wholesale binding, and these binders employ skilled workmen who know enough of the value of books entrusted to them to deal with them kindly. This sort of binding rises to the dignity of an art. Books and dogs deserve humane treatment. They solace us in this unresting age which has taken to digging up foundations. Let us leave our friends the books all their margin.—George Bentley.

BOOKSELLERS IDIOSINCRASIES.

ENVELOPE SENT OUT FOR ANSWERS IN RETURN.

CLINTON,

Ontario.

CHRIS. DICKSON.
Wholesale and Retail dealer in
BOOKS, STATIONERY & FANCY GOODS,
Cor. of Huron and Isaac Sts.

Not a bad idea. No danger of going to the wrong town:

Some of our friends deal in pipes. Nineteen years ago a would-be customer offered a price for a particular pipe. It was refused. The offer was at differ-

ent times repeated. The other day the same offer was made ; not accepted. Add interest for the 19 years.

A novel contrivance in the window of A. R. Lorimer and Joseph Fletcher, Yonge St., Toronto, is an upright wire frame on which to attach illustrated papers, and which can be drawn up when one wishes to reach anything in the window from the inside, thus preventing the necessity of disturbing the stock displayed.

A Yonge St. stationer says that every morning regularly, a member of a large publishing house stops in front of his store and inspects the pictures in the pictorials. He likes the admiration, but thinks that sometimes he might step in and buy even ever so little.

PERSONAL.

WE understand that James MacDonald, of the firm of John Walker & Co., London, Eng., is about to give up his periodical visits to Canada and devote his chief attention to the export department of the firm's business in London. This step is rendered necessary by the rapid increase in their foreign trade, requiring the personal superintendence of the member of the firm, now alluded to, who from his long experience in the colonial trade, is peculiarly fitted for this department. He has been in the habit of visiting Canada twice a year for a period of about fourteen years, and the many friends he has made here will regret his retirement from the road.

Though comparatively a young man he is quite a veteran "on the road," having had a travelling experience on both sides of the Atlantic of over a quarter of a century.

After serving his apprenticeship in the north of Scotland he matriculated with the publishing firm of W. P. Nimmo & Co., Edinburgh, and afterwards represented a prominent house in the stationery trade in the old country for some years before coming to Canada. His genial face, and warm cheery manner will be much missed by the hosts of friends he has made on this side. Before leaving Toronto he was entertained at the National Club to a dinner by a few friends, and since then we understand a similar honor has been done him by his Montreal friends at the St. Lawrence Hall.

Although one old friend has bid good-bye to the Canadian market, we welcome with pleasure a new one in the person of S. G. Wilkinson, Assistant Manager of the Oxford University Press, who has just completed his second Canadian trip,—we are glad to say a successful one, as it should be both from the high standing of the house—the greatest in the world in the publication of the Book—and the courtesy and *bonhomie* of its representative.

If the English houses continue to send out such gentlemen—we use the word in its best sense—as George and Wilkinson, the days of affixing the abominable name "drummer" will have ceased, and the new high-sounding title of "ambassador of commerce" originally applied sarcastically, will be the

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REV. E. P. ROE'S NEW BOOK,

HE FELL IN LOVE WITH HIS WIFE.

No. 56, Rose Library, **He Fell in Love with His Wife.** By E. P. Roe..... 30
Bound in cloth extra, 8vo..... 1 00
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Order at Once.

ROSE PUBLISHING COMPANY,
TORONTO.

WANTED.

First-Class Traveller for Book and Stationery Business
Liberal Salary to man with good connection.

"Box D,"

BOOKS AND NOTIONS.

only fitting cognomen. We name these two as the latest comers. Those whom they have met will testify to the truth of our remarks.

J. M. Fair, representing the famous Lockwood Press, New York, did us the pleasure of calling on us to "talk shop." We will have more to say of the Lockwood again, printers of *The American Bookmaker*, *The American Stationer*, etc. Their representative is one of those Canadians who, by that character for steadiness, intelligence, and honourable dealing that so recommends itself to leading business men over he border, has risen to an honourable and trusted position.

W. W. Copp, President of The Copp, Clark Co., Toronto, who was in Europe since May, is expected home the latter part of this month. He has been very ill for some time, but we are glad to say is entirely recovered.

THE unanimous re-election of Rev. William Briggs, D.D., by the Methodist Church, as book steward at Toronto, is a fitting recognition of the financial ability shown by him who is known to the trade as plain William Briggs.

It is with regret that we note the death of H. S. Williams, bookseller, King Street East, Hamilton. He had been ailing a long time.

George Reading has moved from St. Catharines to Toronto. He has opened out on Spadina Avenue, near College Street, in the immediate neighbourhood of the greatest proportionate growth of any place in Toronto.

Last month we noticed the dissolution of partnership of Rutherford Bros., Owen Sound. Now we regret that we have to make the announcement of the assignment of Peter Rutherford, the partner who retained the business.

BOOK NOTES.

THE COPP CLARK CO., Toronto, hand us number 2 of Business Forms and Records, being a public school copy book prepared by S. McAlister and S. Clare, two teachers in the city schools—numbers 1 and 3 not yet issued. The little book is, for the purpose, the most valuable help to the proper knowledge of book-keeping that has come under our notice. In fact, we believe it to be an entirely new idea, and would have been to the writer of incalculable value when he first undertook to keep a set of books. It simplifies the art of book-keeping to a wonderful extent. We do not wonder to learn that both teachers and practical business men commend it warmly.

S. R. BRIGGS, Toronto, announces for October a new work by Rev. Joshua Denovan—a plain speaking hard hitting writer. Was Moses wrong? Price to be, cloth, \$1, paper 50 cents.

Among his Christmas books will be "Rest on the way," an oblong, 64 page book, in the highest style of chromo-lithography, containing as it does 32 full-page pictures, artistically done, and prepared ex-

HOLIDAY GOODS.

TOY BLOCKS,

A B C BOOKS,

XMAS BOOKS,

STANDARD FICTION,

Poets (in all bindings),

Children's Books,

Plush Goods,

Papeteries

PHOTOGRAPH ALBUMS,

SCRAP BOOKS,

AUTOGRAPH ALBUMS,

GAMES,

CHRISTMAS CARDS,

&c., &c.

We have full and complete lines of above, as well as other Goods suitable for the coming Holiday Season, to which we direct the attention of the Trade. Prices and Terms will be found satisfactory.

Toronto News Company,

TORONTO & NIAGARA FALLS.

pressly for this work. It is a remarkably cheap book at 35 cents.

He publishes 132 questions and answers concerning pre-Millenianism. The answers are by Revs. Joshua Denovan, H. M. Parsons, and John Murteh, and W. H. Howland, Mayor of Toronto. They are mainly from the Scriptures, the deductions drawn apparently logically sound.

This house is preparing another edition of Chiniquy's latest work—the fourth since June. It will be out in a few days.

His most notable work this month is "Crossfield," or "Passages in the Life of a Rector," by "Nestor."

While commending the literary ability of "Nestor" in his clever criticism of the Episcopal church, we notice what seems to us a severity amounting to bitterness running through the narrative which we hope will not conduce to defeat the object the author has in view; namely, the upholding of and maintaining the Protestant principles and doctrines of the Anglican Church. While duly recognizing the possible dangers which "Ritualism, akin to Roman Catholicism," if practised in her midst, would surround her with, we trust that the picture so vividly drawn by the pen of "Nestor," representing the Church of England beset by such dangers in every direction at the present time, is merely a realization of the author's imaginative powers, for we should not like to think of the possibility even of such a state of matters as he depicts being at any time a reality, but, as a warning against such an eventuality, we recommend the perusal of the book to all Christians having the true welfare of the dear old Mother Church at heart.

B. J.

WILLIAMSON & Co., Toronto, have issued a new edition of Dr. Chevassé's "Advice to a Wife and Advice to a Mother," now bound in one volume (\$1.25). The work has had a deservedly large sale, and is invaluable.

THE High School Algebra (Wm. Briggs), is reduced in price to 75 cents—formerly advertised at \$1.00.

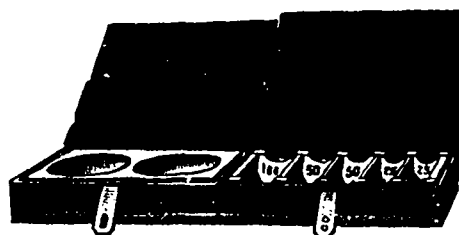
THE LEADING FEATURE OF *The Century* for 1886-7 will be "The Authorized Life of Lincoln, by his confidential Secretaries, John George Nicolay (now Marshal of the Supreme Court of the United States) and Col. John Hay (lately Assistant Secretary of State of the United States). This work, which was begun with the sanction and assistance of President Lincoln himself, and has been continued under the authority of the sole survivor of the President's immediate family, has been in active preparation during the past sixteen years. It is the only full and authoritative record of the private life and public career of Abraham Lincoln, including an account of the causes of the rebellion, and a record, at first hand of the inside history of the civil war, and of President Lincoln's administration,—important details of which last have hitherto remained unrevealed, in order that they might first appear in their proper connection in this authentic history.

From a purely literary point of view the authorized Life of Lincoln is remarkable. Mr. Nicolay is an old journalist, and has lately shown his ability as a historical writer in the well known volume entitled

Patent Folding Cash Boxes,

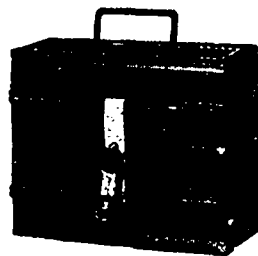
OR,

Combined Cash Drawer and Box.



No. 3.—Open.

SAVES TIME AT NIGHT.

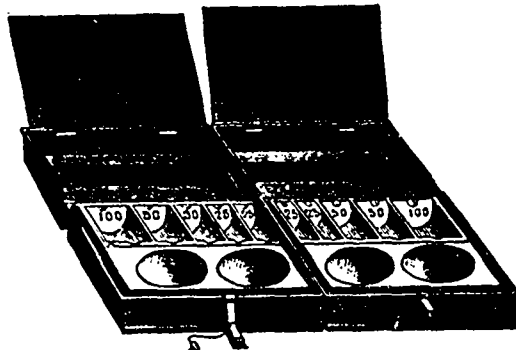


$3\frac{1}{2} \times 6\frac{1}{2} \times 8$.
No. 3.—Closed.

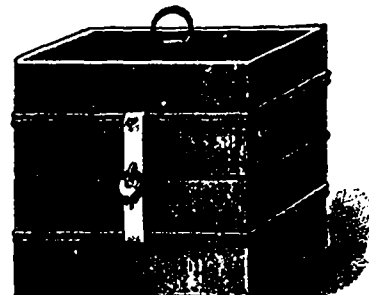


$2\frac{1}{2} \times 8-3$ inches.
No. 1.—Open.

SAVES TIME IN THE MORNING.



No. 4.—Open Bank Box.



No. 4.—Closed.

These boxes can be used in any table, desk, or drawer. Are folded and locked with each denomination of change in its proper place ready for use. Send for complete list.

HART & COMP'Y, Stationers,

(Sole Agents for Canada),

231 & 33 King St. West, Toronto.

"The Outbreak of Rebellion." Col. Hay, the author of "Castilian Days," "Pike County Ballads," etc., ranks among the most brilliant writers of his generation. In the present work the style is as terse and vigorous as it is dignified in tone and clear in statement. The handling of the vast historical material at the disposal of the writers has been masterly, and there is no part of the narrative, either personal, political or military, that will not be read with absorbing interest.

At the conclusion of the war the writers spent five years in the service of their country abroad. Since the period of their return to America most of their time has been spent on the present history. "In the first place, all the manuscripts belonging to the estate of Mr. Lincoln were absolutely and unreservedly placed in their hands by the Hon. Robt. T. Lincoln, the only surviving member of the President's family. In addition to this, they sought and obtained access to the private papers and correspondence of most of Mr. Lincoln's Cabinet. Being on terms of intimacy with all the leading statesmen and generals of the time, they were afforded by them every possible assistance in the elucidation of difficult points. They have also profited by the vast quantity of reminiscences, letters and newspaper articles which have recently been printed in regard to Lincoln and his times. Besides the mass of manuscript archives in all the Departments, they have consulted thousands of printed volumes."

The Life of Lincoln will be illustrated mainly by means of the reproduction of documents, and portraits of places, objects, and persons. Certain ideal pictures will also be introduced, great care being taken that these should be as close as possible to the actual facts depicted.

As far as Canada is concerned the sales should be much larger than those containing the war papers, as in no land is the name of Lincoln more revered than here.—Ed.

HARPER & BROTHERS have just published in their "Franklin Square Library," a work by the late Hugh J. Hastings, of the *New York Commercial Advertiser*. It is called *Ancient American Politics*, and records the reminiscences and reflections of the veteran editor on the noteworthy men and events in the political world several decades ago.

For the same publishers, Colonel Thomas W. Knox has added another volume to his valuable and entertaining series of "Boy Travellers" books. It treats of the Russian Empire, describes the regions and the peoples acknowledging the sway of the Czar, and gives an account of the manner in which the Great Northern power grew from a small and feeble state to its present dimensions and mighty influence.

They will publish next month Edwin A. Abbey's illustrated edition of Goldsmith's *She Stoops to Conquer*. It will contain all Mr. Abbey's illustrations of the play which for the last two or three years have attracted so much notice in the pages of *Harper's Magazine*, the drawings having been engraved afresh for the book after directions furnished by the artist on his recent visit to New York.

They have in press *Home Fairies* and *Heart Flowers* by Mr. Frank French, the well-known engraver, a work which promises to be a favourite with all per-

POPULAR BOOKS

AND

GAMES.

| | Retail Price. |
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| Day's Ready Reckoner, complete..... | 35c. |
| Chesterfield's Letter Writer and Etiquette, complete..... | 25c. |
| Day's Lumber and Log Book..... | 15c. |
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THE Rose Publishing Co., Toronto, issue E. P. Roe's new book, "He Fell in Love with his Wife," at \$1.00, 50 cents, and 30 cents. This is a copyright edition. No author's works sell so well in America as this master of the novelist's art; his stories are always fascinating.

J. S. OGILVIE & Co., issue a new Hugh Conway book, "Bound by a Spell," paper, 25 cents; also, "File No. 115," a tale of temptation and trial, by Harry Harper. Cloth, 50 cents. Number 33 of Ogilvie's Popular reading, all for 30 cents, containing six complete stories by such writers as Hesba Stretton, and Mary Cecil Hay.

THE recent death of Mary Cecil Hay leads us to ask how many posthumous works of hers are to be published in regular succession. Conwayism will likely be a cognomen for books that are made to fit a name.

THE latest thing in the way of cheap books is a complete, unabridged, and illustrated edition of "The Count of Monte-Cristo," by Alexander Dumas, just published by T. B. Peterson & Bros., Philadelphia, in a large octavo volume of six hundred pages, for fifty cents, making it one of the cheapest books ever published.

A NEW idea is this monthly book bulletin of Estes & Luriat's, giving a list of prominent new books being issued, with the net price for the same, be they the publishers or not, also a list of choice old books from recent importations. September, the initial number, promises well.

WE are indebted to Robert Clarke & Co., Cincinnati, for their catalogue of Bibliotheca Americana, 1886, containing a very full list of all works pertaining to North America which they have in stock. The firm is famous for its carrying out of its hobby—American rare works—to perfection. No bookseller should be without the work indicated: 50 cents.

CHAS. SCRIBNER'S SONS issue "The Irish Question," Gladstone's famous pamphlet, at 10 cents, authorized edition.

TRADE NOTICES.

A HAPPY TIME.—On the 13th August the fine steamer *Chicora* took over to Niagara from Toronto the Barber & Ellis Co. and their employees, for a day's outing in the grove. The day was a pleasant one, only marred by a heavy downpour of rain on the homeward trip. The usual amusements were indulged in, and a large number of prizes given to the winners in the games. The treat was at the expense of the Company, whose executive officers, J. F. Ellis, Managing Director, and T. J. Clarke, Secretary, were especially noticeable in endeavouring to make everybody feel happy.


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THE Patent Folding Cash Boxes, for which Hart & Company have been appointed Sole Agents for Canada, are a good thing and should have a good sale. They are taking well in the United States and ought to be appreciated here. They save much time in handling cash, and are made in very convenient sizes, to fit cash drawers or pigeon holes in safes or vaults.

VICTORIA, B.C.—A disastrous fire occurred in the capital of our Pacific Province on Tuesday, August 31st, resulting in serious loss. The *Daily Sun* says of one the sufferers:—"The British Columbia Printing and Stationery Co. (J. B. Ferguson, manager), are insured in the following companies: Hartford, \$4,500; Liverpool, London & Globe, \$3,000; London Assurance, \$1,000; Commercial Union, \$3,000; B. C. Mutual, \$3,000; Imperial, \$1,000; total, \$17,500. The stock was valued at \$25,000, but as the principal portion of it was removed the loss will be covered by insurance."

A *Globe* reporter has been inspecting some of the purchases made by R. W. Douglas while in Europe. He says:—"In addition to several thousand volumes of standard works and splendid books of prints, etc., he has been fortunate enough to secure for Canada a number of volumes of the greatest rarity and interest on early Canadian History. Amongst others might be mentioned the rare first edition of Champlain's Voyages, several of the Jesuit Relations, Vaughan's Golden Fleece, James' Voyage, Contract d'Association des Jésuites, Sagard's Dictionnaire de la langue Huronne, 1632, and a remarkable MS. illuminated in gold and colours, and bound in two volumes quarto, relating to the Nova Scotia baronets; also many works on the Indians, and the French and Indian wars. Several of these works have so far no place in any of our public libraries, and being of great historical interest, are consequently a valuable addition to our bibliographical treasures. Not the least interesting, though on a different subject, is a splendid old Bible, printed at Nuremberg in 1518, being one of the choicest specimens of early printing from the famous press of Anthony Koberger."

THE DANVILLE SLATE INDUSTRY TO LIVE AGAIN.—About twelve years ago the slate quarry, near Danville, was a flourishing enterprise, owned and worked by the Buffalo Company. Owing to a variety of causes the undertaking began to dwindle and the finishing stroke was given when the buildings were burned, and the engines, machines, and the stock of manufactured slates then on hand were destroyed. The property was purchased by Robert Miller, the well-known Montreal stationer.

A few months ago several local gentlemen resolved to resuscitate the old enterprise, and accordingly a company was formed, known as the Danville Slate Company. The property now owned by this company extends to one hundred and twenty-five acres, having a supply of slate which is looked upon as practically inexhaustible, and of the finest quality. The band of slate is known to be over two thousand feet in width, free from faults, and of uniform colour. It is not the intention of the company to confine their attention to the production of school slates, but to manufacture the slate for marbleizing, mantles, etc.

The company will start with a staff of thirty-five men, and hope by the 15th of this month to be in full working order. It is expected that at least two thousand finished slates per day will be produced. The directors of the company are:—Robert Miller, Montreal, President; Alex. Mackay, Managing Director; Henry R. Williams, General Manager; J. C. Stockwell, Secretary; J. A. Gibson, A. J. Morrill, C. C. Cleveland, and John Riddle. The capital of the company is \$50,000, of which \$25,000 is paid up. The President is full of faith in the enterprise, and has invested very largely in the stock of the new company.

LATEST accounts from various places in the Dominion give favourable accounts of business, and report collections improving. The Fall Fairs are having a good effect on general trade.

MISCELLANEOUS.

NEW FANCY GOODS IN LEATHER.—"The once all prevalent alligator skin is beginning to give way now as the novelty wears off," said an extensive dealer in fancy goods to a reporter of *Geyer's Stationer*, "and its place is being largely filled with the many pretty varieties of stamped leather which you see here."

"No; I do not mean to say that alligator is altogether gone out, by any means. Look at this now," said he, taking up a pocketbook made of genuine alligator, highly polished. "Stamped leather can never drive an article like that completely out of the market, for the very reason that the moment it becomes rare it will be in demand again on account of its rarity. Whatever unpopularity alligator leather is now suffering is due to the vast quantity of cheap imitations with which the market was flooded."

"Which is the most striking of the new stamped leathers?"

"I prefer this imitation of braided willow basket ware; it is the very latest, and will probably have an extended run. This ribbed pattern also makes up prettily, and red morocco is enjoying one of its periodical revivals."

"For fancy goods, gold and silver bronze has not yet been surpassed by any substance for making a foundation with which to combine other materials, as shells, porcelain, etc."

"Anything new in fancy woods?" asked the reporter.

"Snake wood is the newest wrinkle in that line," was the reply. "The wood is coloured a dark brown and then treated with acid, so that thin lines of the colouring are eaten away and the white body wood exposed in a haphazard pattern, bearing much resemblance to the markings on a snake, though without any regularity."

Bases, mats and stands are also made of wood which has all the appearances of an advanced stage of decay about it.

The imitation is cleverly made, and the goods will undoubtedly become popular.

THE Post-Office Department have issued the new "Letter-Sheet Envelope." It consists of a single sheet of unruled paper, which gives the space of about four postal cards for writing purposes. It has gummed sides and flap, and perforated lines serve as

To The Trade.

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guides in folding. On the face is an ornamental design, and the words "United States Letter-Sheet Envelope," also a two-cent stamp bearing a portrait of Gen. U. S. Grant, all engraved on steel and printed in green ink. The letter-sheet envelopes are of one denomination only. It is said that 30,000 of them were sold on the first day of sale.—*America Bookseller.*

PARCHMENT paper was hardly used ten years ago, whereas now it is being utilised as covers for jars (filled with conserves), for packing of butter, cheese and lard, in the preparation of dynamite cartridges, as bandages, and many other purposes. Germany has, at present, fifteen parchment paper mills, which produce, day by day, more than twelve thousand kilograms. The price of the paper is very low, because of the great facilities and improvements for the manufacturing of the same, and the paper itself becomes continually more and more in demand. England is the heaviest consumer of parchment paper, and the German paper mills could hardly supply the demand for the same during the season from May to November.—*Exchange.*

CORRESPONDENCE.

WINNIPEG, Aug. 25th, 1886.

DEAR BOOKS AND NOTIONS,—Your *wail of distress* just to hand, and, as in duty bound, "I hasten to relieve," so far as I am able, with the thermometer at 106 in the shade (by-the-by how is that for the Arctic Province, as you Ontario people facetiously term it).

Well, to get down to business. The Book and Stationery trade here—to use a trite phrase—has been very "stationary" during the past summer months, sporting goods being the only articles much in demand, owing no doubt to the formation of a baseball league for this Province, which has given a great impetus to this branch of our business.

Staple goods have been in moderate demand, but bound books, fancy goods and notions have had little or no sale.

Our schools open next week, when we anticipate a marked improvement in this department.

The prospects for a good fall trade are better than at any time since the collapse of the boom, and in evidence that "our faith is well founded" I beg to quote from our crop report just compiled from telegrams received from the various wheat-growing centres, as follows: "That although the yield per acre will not be much in advance of the preceding year, yet the sample is so much superior, that it will command at least double the price."

We have not been able as yet to organize a Booksellers' and Stationers' Association for this Province, but hope to see it an accomplished fact ere the New Year.

The trade requires the services of such an association to regulate our school-book trade, as we are heavily handicapped by the arrangements made between the Board of Education and the publishers of our authorized school-books, we being compelled to sell the books at Ontario prices, no allowance being made for our extra expense in bringing the goods here, which is at least 5 per cent.; and then we fre-

quently have to mail them and lose the postage, another 5 per cent.; the above-mentioned publishers having notified all the school districts by circular that they will supply them direct at list prices and pre-pay the postage.

And another matter which is entirely overlooked is the extra expense we are under in the way of rents and insurance, this being at least 50 per cent. in advance of what they are in Ontario; for instance, a store on Main street here, 24x60, rents for \$150-per month, insurance 2½ per cent. on goods in same building; and which could be had in Toronto for \$75 per month, with insurance at 1 per cent. The trade think, and justly so, that some allowance in our favour, in order to meet our increased expenses should be made by the publishers mentioned. I must close now, and if the foregoing does not fill the "aching void" for "copy," I must crave your indulgence till I can recuperate.

Yours swelteringly,
LIBRAIRE.

VICTORIA, B.C., Sept. 2, 1886.

Editor BOOKS AND NOTIONS.

DEAR SIR,—Herewith I send you a few items of interest to those in our line of business, and doubtless any news from this far off Province of the Dominion will be doubly interesting.

Along the line of the C.P.R., after it reaches the western shed of the Rockies, there are some points of importance that will eventually develop into towns of considerable size, in which the news agent and the bookseller will find opportunities of opening up branches in their respective lines as thus affording excellent chances for our young men to start out for themselves and make a home as well as building up business in the Pacific Provinces. The most notable towns at present, after passing Kamloops and Yale on the journey west, are New Westminster and Vancouver, both, on account of their near proximity to one another, can almost be considered the present terminus of the C.P.R., although there is a daily steamer to Victoria, the metropolis of the Province (in point of influence and population). Commencing at New Westminster, on the main land, we find "The B. C. Stationery and Printing Company," represented by T. R. Pearson & Co., doing a very good trade. G. S. Hail has a fine stock of both books and stationery. Passing over to Vancouver we also find the B. C. Stationery and Printing Co. doing well in the latter place, as well as Mr. S. L. Tilley, who is also established here; he is a pioneer, having formerly been in the business in New Westminster way back in the sixties. A journey of seventy-two miles amongst the islands and across the placid beautiful waters of the Gulf of Georgia, brings us to Victoria, which contains a population of about twelve thousand.

We find the pioneer firm of T. N. Hibben & Co. doing well, and continuing to sustain their well-earned reputation of carrying the largest and best selected stock in the Province, followed closely by M. W. Waitt & Co., who have two stores here, as well as doing a good business in the stationery line.

Robert Jamieson, who lately purchased the stock of Chas. Morton, has added very much to the same, and although new in the trade will doubtless do a fair share of business.

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The B. C. Stationery and Printing Company are represented here by Mr. J. B. Ferguson, and had the misfortune to have their store destroyed by fire on the first of Sept., but will resume business in a few days, and doubtless to do a good trade, as they have done heretofore.

"CANADA ON THE PACIFIC."

LONDON, Sept. 7th, 1885.

DEAR SIR,—Your inquiry in reference to prospects for fall trade duly received. At present they appear to be very good, and we are in hopes that times are improving.

The extension of the C. P. R. into London has commenced, and the citizens seem to have a more joyous look on their faces, as they think of the improved state of things in the railroad line, and hope that it is only a forerunner of what is to come.

A petition has been circulated among the booksellers to be presented to the Board of Trade, asking them to take up the question of postage on parcels of papers, etc. It is hoped the trade will take united action in this matter and not be put off any longer.

In these days of first-class books for small prices, what is the matter with our Canadian publishers? Once in a few months we see a new novel published in one of the libraries, and such trash not fit to be shown to a reading customer; for instance, "Canadian Highwaymen," "Detective Stories," etc.

It is to be hoped that some wide awake publisher will take hold of this and publish something fit to sell. There are plenty of American novels, I should think from the demand for them, would pay to publish in Canada; so wake up some of your Toronto men.

E. A. Taylor has removed to 180 Dundas St., where he intends to open up a beautiful store.

School books are booming. The new High School reader is in demand. If the publisher can make money on it at 45 cts. net, what a fortune there must be in the Fourth at 40 cts. net. 25 per cent. smaller and larger number sold. Yours, &c.,

FOREST CITY.

From letter of B. H. Rothwell, Brantford, we extract:—"The crops in Brant county this year are a good average and the prospects are that we will have a splendid fall and winter business. Our school opens next Monday and the prospect for a large attendance at our Collegiate Institute is good, and by the way we have one of the best in Canada."

R. O. Smith, Mitchell, writes:—"I have discontinued giving discounts to teachers and find no trouble or loss of trade in doing so. All the western towns are gradually falling into line; if they will only pull together and have a little back-bone in them, they will have no trouble."

GALT, Aug. 31, 1886.

Trade in school books opened this week with a rush. Our High school is well attended. Pupils all get supplies and books from the booksellers of the town, which helps the trade here. Our new Post-office is nearly completed, and is one of the finest in Ontario.

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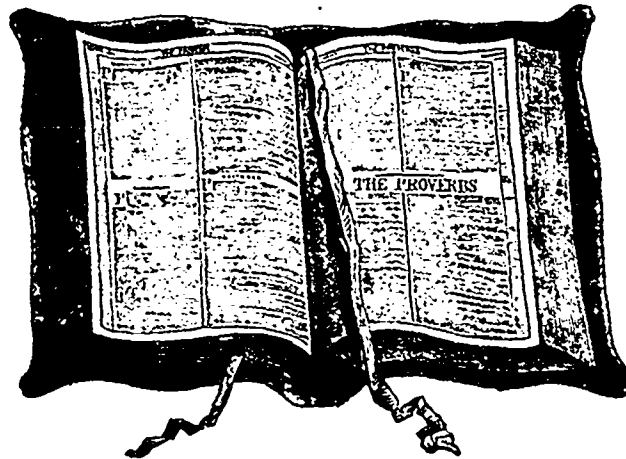
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