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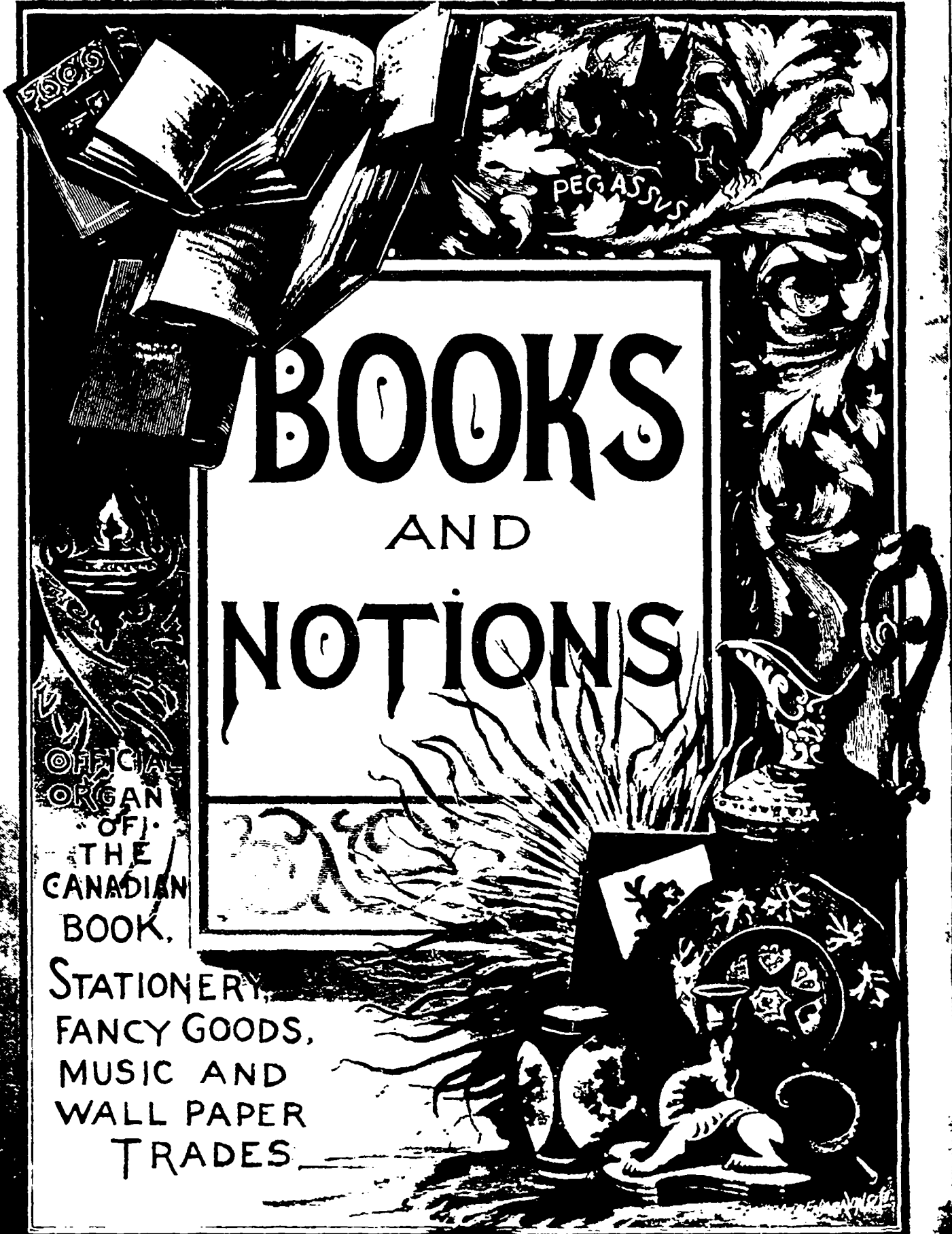
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BOOKS
 AND
NOTIONS

OFFICIAL
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 OF
 THE
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 BOOK.

STATIONERY,
 FANCY GOODS,
 MUSIC AND
 WALL PAPER
 TRADES.

Blank Books •



Dealers who want thoroughly Reliable Goods that they can always safely recommend, should handle the lines made by us.

. WRITING .

. TABLETS .

Our goods are unexcelled by any in the market for quality and value. . .



W. J. Gage & Co.

WHOLESALE STATIONERS,

Manufacturers of Blank Books,

Writing Tablets, and Envelopes.

= TORONTO =

BOOKS and NOTIONS

ORGAN
of the
Book, Stationery,
Fancy Goods,
Music,
Wall Paper
and
Printing Trades.

Vol. IX

TORONTO, JULY, 1893.

No. 7

Don't be in a Hurry!

Our travellers will call on you in ample time. All samples shown by us are from stock goods, so that whatever you order you will receive.

OUR VALUES are second to none. WE HAVE BEEN FORTUNATE in securing a GOOD LINE. WE WANT YOU TO SHARE IT WITH US.

H. A. NELSON & SONS,
Toronto and Montreal.

W. A. Bleasdel & Co.,

DIRECT IMPORTERS.

FIRE CRACKERS,
CANNON CRACKERS,
FLAGS, LANTERNS,
PISTOLS, CAPS,
BALLS--a large variety,

ORDERS BY
MAIL RECEIVE **PROMPT ATTENTION**

74 YORK STREET, TORONTO.

C. M. TAYLOR & CO., TORONTO.

Our Specialty Novelties for the Holiday Trade
—IN—

Japanese Porcelain and Bric-a-brac, and Antimony,
Silver, Gold and Bronze-finish Goods

Are an unqualified success, and everyone desirous of purchasing
DECIDED NOVELTIES should make a point of inspecting
them.

Agents for DUTTON'S Celebrated Booklets.

Agents for HAGELBERG'S Famous Christmas Cards.

Agents for WHITNEY'S Christmas Novelties and Calendars.

A magnificent range of the NATIONAL WALL PAPER
CO.'S Newest Goods always kept in stock. Write for samples.

PUBLISHERS OF
The Importer's Guide. 75c. and \$1.00.
Matte's Interest Tables, at 3 per cent.
and at 4 to 10 per cent.; \$3.00 per copy.
Oates' Exchange Tables, \$2.00 per
copy.

DISCOUNTS TO THE TRADE.

MORTON, PHILLIPS & CO., Stationers, Blank Book Mak-
ers, Printers and Publishers.
1755 and 1757 Notre Dame St.,
MONTREAL.

Books
For
Business
Men

IDEAS FOR HARDWARE MER-
CHANTS. By T. D. Mallet. Price \$1.
HOW TO KEEP A STORE. By Samuel
H. Terry. Price \$1.50.
300 WAYS TO DRESS WINDOWS. By
Harry Hartmann. Price \$1.75.
BUILDING BUSINESS. By N.C. Fowler.
Price \$3.75.
SELF INSTRUCTION IN PRACTICAL
BUSINESS QUALIFICATIONS. By
Chas. S. McNair. Price \$2.50.
HOW TO SELL GOODS. By B. F.
Cummings. Price 10c.

The Publishers of this paper have arranged to accept and
transmit to the U. S. and Canadian publishers, orders
for these books. Money should be sent by P. O. Order
or registered letter to

The J. B. McLEAN PUB. CO., Ltd., 10 Front St. East, TORONTO

WALL PAPER 1894

... FOR ...

Our Travellers are now on-the road with our NEW
SAMPLES OF WALL PAPER for the season of
1893-4. The line comprises all grades of BROWN
BLANKS, MICAS, WHITE BLANKS, GLIM-
MERS, and PLAIN and EMBOSSED BRONZES,
all with FRIEZES and BORDERS to match.

Make a point of inspecting them before purchasing elsewhere.

M. Staunton & Co. Manufacturers

Factory, 950 Yonge St. Showrooms, 6 King St. W.



*Letter .
Order
Department*

• •

Have you anything in stock you want to clear out before the Fall campaign? Have you any lines you want to make a run on? The way to sell them is by telling the retailers you have them. The way to tell the retailers is by advertising in BOOKS AND NOTIONS. Before the traveller has left your office the advertisement has had an interview with the probable buyer. The buyer may be out of town when the traveller calls, but he has this journal in his pocket. The country dealer may be located "much out of the way," and may be busy when the traveller calls, but is always at home to BOOKS AND NOTIONS.

Have you a "Letter Order Department" of your business? If you have not you are losing money every day. Have you ever figured out the net gain in favor of letter orders? Wholesale dry goods men pay great attention to letter orders on which they claim considerable extra profit. BOOKS AND NOTIONS is the only medium that will call forth letter orders.

BOOKS AND NOTIONS

ORGAN OF THE

Book, News and Stationery Associations of Canada.

Subscription, \$1.00 a Year In Advance.

OFFICE :

No. 10 FRONT ST. EAST, TORONTO.

Montreal Office: 140 St. James St. E. DUBARATS, Agent.

New York Office: Room 91 Times Building Roy V. SEMMILLE, Agent.

European Branch: Canadian Government Offices, 17 Victoria St., London, S. W. R. HARBORAVEN, Agent.

RATES OF ADVERTISING :

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| One Page | 1 Month | \$25 00 |
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| One-Fourth Page | " | 8 50 |
| One Column | " | 19 50 |
| Half Column | " | 6 00 |
| Quarter Column | " | 3 50 |
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| One Page | 12 Months | 250 00 |
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Copy for advertisements must reach this office not later than the 25th of the month for the succeeding month's issue.

BOOKS AND NOTIONS, TORONTO

Vol. IX. Toronto, July, 1893. No 7

DUTY ON PLAYING CARDS.

UNDER the above heading we published a short article last month. The interest taken in the matter is our excuse for treating the subject more fully. There is no doubt that the abrupt changes made in the ruling of the department has created some serious trouble among the importers.

For some time back the prices of many classes of playing cards have been varying quantities, and the market seemed to have no stability. This occurred more particularly in the various makes of imported goods. For example, the Bicycle cards, which are so well known throughout Canada, ordinarily sell at \$2.25 in dozen lots, and \$24 in gross lots. But the price has been cut as low as \$1.75 in dozen lots. This low price caused much worry among the jobbers and their travelling salesmen, and so far no one seems able to locate the person who has caused the trouble. It is well-known on the street that one Montreal jobber came to Toronto and offered well-known brands of cards at a reduced price; but it is also said that these prizes were never made a reality, as this jobber never imported any of these goods. As to the truth of the latter, there seems no verification except street gossip.

The U. S. Printing Co., of Cincinnati, who control the Russel, Morgan & Co.'s factories, intimate that none of their blues were ever brought into Canada in sheets, and thus the mystery as to how the bicycle cards were slaughtered by

comes deeper than ever. As to this particular class of cards, there seems to be no explanation whatever, to show why there has been cutting, and the only conclusion is that someone has struck a new method of importing these cards or else someone is selling without profit or with a loss. Balts of this kind are sometimes used.

Speaking of the importing of cards in sheets, it may be mentioned that from September, 1891, to May of the present year a ruling of the custom department was in force which allowed playing cards in sheets to come in with a duty of 6 cents per lb. and 20 per cent. ad valorem, under the provisions of item No. 303 of the Tariff. This ruling has been withdrawn, and whether in sheets or in packs, playing cards are dutiable at 6 cents per pack. In our remarks on this last month we had no desire to impute dishonesty or an intention to defraud the customs on the part of anyone importing playing cards. With such a ruling as was given in 1891, no person could defraud the customs by simply importing under that ruling. What was meant was that such a ruling, like many other customs rulings, was given without a true understanding of the case, and that the purpose of the tariff was, in our opinion, defeated by such a ruling. We maintain that the subsequent withdrawal of this ruling is sufficient proof of this; otherwise these rulings would be changes instead of interpretations. With such a ruling to guide them, importers taking advantage of it were pursuing a straightforward and business-like course of action.

WHAT IT COSTS.

IN a recent discussion on the duty question with regard to books, some one remarked that the duty did not amount to anything, and the Government regarded it as of little importance. Let us see.

In May the value of the books and pamphlets entered for consumption was \$92,493, and on this the duty was \$19,255. That is, the cost to the wholesaler would be \$111,748. On this amount he wants a profit of 25 per cent., and that increases the duty of \$19,255 by \$4,814, making it \$24,069; and then the retailer adds 25 per cent. more, and the duty, to the consumer, amounts to nearly \$31,000. That is when the Government levies a tax of fifteen per cent., it becomes a tax of 33 1/3 per cent. on the consumer. The other 18 1/3 per cent. being divided up between the wholesaler and the retailer.

What is the conclusion to be drawn from the above?

The first is that the wholesaler or retailer who concludes from the above that the tariff increases his profits is much mistaken, because it does not. He simply invests more, and, while the total

profit is increased, the rate of profit remains the same.

The second is that the rate of duty shown in the tariff book does not show what the people pay by this indirect tax. But against the tax must be placed the protection afforded to our Canadian publishers—who exist only in the imagination of a few.

One more remark. It is certainly true, as many protectionists claim, that people would sooner pay \$33,000 indirectly than \$19,000 directly. Direct taxation would take from the people \$19,000; indirect taxation on books, during May, took \$33,000, of which only \$19,000 found its way into the coffers of the Government.

NEW ASPECT OF AUTHORS' RIGHTS.

A CASE involving a new aspect of the rights of authors and publishers respectively was recently decided in England. A Canadian writer, Mr. W. A. MacDonald, sued the proprietors of the National Review for the price of an article which, he claimed, they had accepted of him. He submitted the MS. of an article, and in due course received a "proof" of the article with request to correct the same. After correcting and returning this he waited some time for his article to appear in print, and finally wrote complaining of the delay, whereupon his article was returned to him. He brought suit, contending that setting up his article was tantamount to accepting up. The defense was that there was no express stipulation to use the article, and that it had been set up simply to give the author "an opportunity of seeing his work in print" and to facilitate "the task of the editor in reading and judging of the article." Editors were summoned to testify that the practice was not uncommon, and one publisher took the stand to maintain that the editor had acted within his legal and professional rights. But the presiding judge found for the plaintiff for £11 and costs. The decision has caused great excitement among English editors and publishers, and they are urging the defendants to appeal.

AN INCISIVE REMARK.

A traveller remarked to the editor, a few days ago, as follows: "I have just returned from a trip through the Maritime Provinces, and I found business good, and every live bookseller down there takes your journal." This did not surprise us; such well-known to us—facts do not. A glance through the advertising columns of this issue will convince the most sceptic that this journal is no drone, when so many live advertisers make their announcements in its columns.

THE FIFTY CENT NOVEL.

LAST month we asked for the opinions of dealers on the question of whether the 50 cent novel was suitable for the Canadian trade in now fiction, and we are sorry to report that sufficient answers have not been received to enable us to tell the exact feeling. Some of the answers were too long and complicated, but some of them were models of briefness. We here give the contents of two post cards which we would like every bookseller in Canada to imitate during the next week. We want your opinion on this question, if you can afford a post card and ninety seconds to do us and the trade generally this little service. These two answers are brief, but cover the ground admirably.

Lethbridge, N.W.T., June 7, '93.

Sir,—Our experience has been that for every 50c. novel sold by us we sell 10 25c. novels. Yours, etc.,

G. W. ROBINSON & CO;

80 King street west, St. John, N.B.,

June 22, 1893.

Sir,—In my opinion a 25 cent edition of a paper bound novel is best adapted to Canadian trade. I am sure that I could sell ten copies of a book by a really popular author in a 25c. edition where I now sell one copy in a 50c. Why not publish a 25c. edition and also a cheap cloth edition for those who would need it? Yours, etc.,

DOUGLAS McARTHUR.

Remember BOOKS AND NOTIONS is a joint stock investment in which you are interested. The more you can do for it the greater the return on your investment. If every dealer takes an interest in the Journal and supplies all the information which he can, he can then draw from the common fund double what he would otherwise obtain. We expect only the live dealers to respond; but every retailer should be a live dealer.

HER LADYSHIP'S MONTHLY MAGAZINES.

THERE have arrived at this office the current numbers of two magazines edited by the Countess of Aberdeen. The smaller one is a quaint, simple, pleasing little magazine for children, entitled, "Wee Willie Winkle." It is edited by Lady Marjorie Gordon and her mother, our new Governor-General's wife. The matter is extremely suitable for children, and is amusing as well as educative. The larger magazine, which the Countess edits, is entitled, "Onward and Upward." Its aims and purposes can perhaps be most easily gathered from the table of contents for June: Editorials; Irish Industries (Illus.), by

the Editor; Morocco—Tangler to Tetuan (Illus.); Is Your Life Tidy?; How to Make the Balrns' Clothing; Woman's Lot; Moral and Religious Training of Children; Bible Notes.

Canadian dealers will no doubt find a demand for these little Journals, now that the Countess will be the leader of Canadian social life and thought. Any person desiring further information will be able to procure it from Lewis Munro, Ross-shire Printing Works, Dingwall, N.B., or from Partridge & Co., London, England.

THE MAGAZINE OF THE FUTURE.

THE July Cosmopolitan will mark the most radical step ever taken in periodical literature. With that issue the magazine, unchanged in form, in fact, one of the best numbers of the Cosmopolitan ever issued, will be put on sale at twelve and one-half cents per copy—\$1.50 a year. The cutting in half of a price already deemed low for an illustrated magazine is the result of an intention long since formed, to give to the public an illustrated monthly of the very highest class at such a price as must bring it within the reach of all persons of intellectual tastes, however limited their incomes. There are more than ten million readers in the United States, and less than eight hundred thousand magazines are printed to supply their demands. More than four years have been spent in reaching the organization necessary for the production of the Cosmopolitan at this price, a figure hitherto undreamed of by the reading world. Each department of the work has been slowly perfected, until with the January number of this year one hundred and fifty thousand copies of the magazine were prepared upon presses and machinery of the most improved form, built with a view to producing the finest results at the very minimum of expense—the only establishment in the world, it is believed, devoted exclusively to the printing of an illustrated monthly magazine. To establish a magazine upon such a basis at the outset was impossible. Only the rapid growth of The Cosmopolitan's editions, almost unprecedented in magazine records, has produced the conditions which make this departure from established prices possible. The Cosmopolitan promises to make the year 1893 the most brilliant in its history. No other year has seen such an array of distinguished names as will appear on its title page during 1893. De Manpassant, Mark Twain, George Ebers, Valdez, Spielhagen, Francois Coppee, Flammarion, and Paul Heyse, are some of the authors whose work will appear for the first time during this year in the pages of The Cosmopolitan. Among the artists whose work will decorate its pages for

the first time during 1893 are Laurens, Toussaint, Vierge, Roehgrosse and Schwabe. William Dean Howells will be a regular contributor during 1893-4. A feature of the July number will be triple frontispieces by Roehgrosse and Gullionnet.

AN ENTERPRISING MOVE.

WHEN a music firm finds it necessary to build a four-story addition, 42 feet long and 22 feet wide to accommodate their business, the natural and proper conclusion is that they are hustling for trade, and that trade is hustling for them. Whaley, Royce & Co. are now making such an addition to their building, and will then have very commodious salesrooms and workshops. They do a large trade in the manufacture of musical instruments, and their recent contract to make a set of bugles for the famous bugle band of the Queen's Own Rifles, to be used in a competition at Chicago, was executed much to the satisfaction of the regiment. They also publish a great deal of music, one of their latest being the popular song "After the Ball," words and music by Charles K. Harris. The song is having a great run, and dealers will find it a fast seller. This firm has a good reputation for fair dealing among the trade, and retailers will find it profitable to watch their publications.

THE BOOKSELLER'S DEATH,

He had labored long and faithfully
To earn his honest bread,
To sell the works, both great and small,
Of authors, living and dead.

His calling dear had grown to him,
Though his gain had ne'er been large;
At a small advance he sold to all,
When his pay had oft been "charge."

But a life amidst the dusty tomes,
In its very simplicity,
Had brought the fullness of life to him,
And extreme felicity.

He had hoped to die and leave behind
To some kind hand his trade,
But if man propose, God will dispose,
A wise old writer said.

Alas, the times did change too fast,
The "Electric Age" had come;
The dry goods store made an attack
To hasten him to his tomb.

He read on his counter one early morn
As he opened the daily "Star,"
"Nine cents for one of Dickens' works,"
And the old man felt a jar

Run through his frame; a dying shiver
Was the only sign he gave,
And three days more found him gone
To his newer home—the grave.

Buntin, Reid & Co.

WHOLESALE STATIONERS

Paper, Envelope and Blank Book
Manufacturers,

TORONTO.

The Oldest Established House
IN THE TRADE.

FULL LINES OF

English, Scotch,
French and German
Writing and Colored Papers.

Straw Boards,
Pulp Boards
and
Mill Boards.

Fancy papers
in great variety
for Box Makers
and Printers.

Twines,
Card Boards,
Writing and
Printing Inks,
School Books,
etc., etc.

Printers, Stationers and Paper Box
Makers will do well to get our prices
before ordering elsewhere.

BUNTIN, REID & CO.,

Warehouse : 27 to 29 Wellington St. West,
Envelope Factory 73 to 77 Adelaide St., West

TORONTO.

WHOLESALE ONLY.

THE BROWN BROTHERS LIMITED.

Stationers
Paper Dealers
Bookbinders
Manufacturers of
Account Books
Wallets
Pocket Books
Leather Goods
Diaries, etc.

FULL STOCK ON HAND OF

Printers' Supplies

Paper--all kinds--heavy stock.
Cover Papers--fine assortment.
Card Boards and Cards.
Statement and Letter Headings.
Bill Heads.
Wedding Stationery.

Binders' Material

Leathers--Every Description.
Cloth--All Colors and Patterns.
Marble Paper,
Thread, Webbing, Glue,
Mill and Straw Boards,
End Papers, Brushes,
Gilding Powder, Egg
Albumen, and every re-
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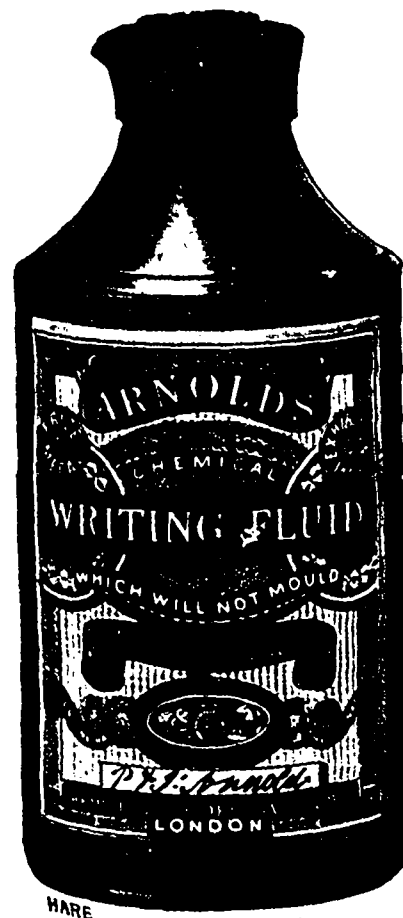
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EVERY DEPARTMENT.

The **BROWN BROS.** Limited.,

64-68 King Street East,

TORONTO

Arnold's Inks.



Chemical Blue-Black
WRITING FLUID

Noted for its Fluidity and Permanency.

Blue-Black Copying Fluid

Will take 6 Good Copies.

Brilliant RED INK.

For samples and prices, apply to the
Wholesale Agents,

THE
BROWN BROS.
Limited,

64-68 King St. East,

TORONTO.

WRITING TABLETS.*

THE much admired and almost universally adopted writing tablet of to-day is not a recent invention by any means. It has been in use to a limited degree for a large number of years, but up to the last few years the difficulty and high cost of making through lack of improved machinery prevented them coming into general use. The writer can well remember the time in Canada when none of the binderies possessed even a cutting machine, and, without the aid of this most important machine, the difficulty in making tablets can be readily imagined, and it can be easily seen why so few were made, and why the cost of production was so high that there was no great demand for them from the consumer. An order for a hundred pads was a rare thing. To manufacture several hundred tablets was considered a task of no little importance. The system of manufacture was indeed laborious, and the relative cost of labor very high.

The paper came flat, and it was then folded once and cut up by hand; then folded again and again cut, and so the folding and cutting went on alternately until the desired size, quarto or octavo, was obtained. The sheets were then counted out to the proper number required in each pad, and boards placed between. They were then carefully knocked up, and two edges were lightly glued to prevent slipping. They were then divided into small blocks for cutting, the latter being done by hand by means of press and plough. After leaving the press, pieces of paper or linen were drawn over the cut edges and after allowing time for drying the two remaining edges were then cut. Then the top sheet was cut off to give a finished appearance, and the rude tablet was complete.

During the years 1870 and 1880 there seemed to have sprung up, in Canada, a growing demand for tablets. This was due possibly to the introduction of tablets made by United States manufacturers. But whatever may have been the cause, the demand brought several new ideas to the front. One was a composition for a quick system of padding, and it was much used, and had a considerable run. It was quite remunerative to the inventor, but it soon fell into disuse, being ousted out by improved processes.

In 1886 several writing tablets were gotten up by a Toronto man, calculated to pass anything then on the market. These were padded by the Johnson process, which to-day seems to hold first

place among the processes used in Canada. Its excellence is known to every retailer and consumer of these goods in this country. Recognizing that the process was a good one, Warwick & Sons immediately began the manufacture of tablets with this process of padding. In October, 1887 it was patented in Canada, and in the following year patents were taken out for the United States and Great Britain. It is very largely worked in the States, and takes precedence over all other systems.

In the early history of paper making Warwick & Sons adopted four lines as standards, namely, Elkhorn, Osgoode, Inland, and Egyptian Velum. But so rapidly has the demand for tablets increased that to-day they keep one hundred and twenty kinds in stock, and the list will soon be supplemented by the addition of several high-class tablets now in the course of manufacture. The business done by this firm is cited as an example of the increase in the use of tablets, and because the writer knows the business in this connection more thoroughly than any other. Other houses have also increased their output of tablets, and find tablet making and selling a lucrative business.

There are good reasons for presuming that the writing tablet business is still in its infancy, and orders are rapidly increasing in size. It is common now for manufacturers to receive orders for 10,000 or 12,000 of a kind from one dealer or consumer. To give a more graphic idea of the business done, it may be cited that Warwick & Sons use on an average four tons of writing paper every month in the manufacture of their line of tablets. In fact their average for the past six months has been five tons per month. During the past six months they have turned out 70,000 writing tablets; a tremendous quantity considering that so many other firms are also engaged in producing this class of goods. It has been calculated that if the sheets in this 70,000 tablets were placed side by side they would extend 6 1/2 miles, or if piled up on top of each other would reach one mile high.

A few words about the Johnson process may be interesting. The paper is, of course, received flat. It is first counted out in 100 sheets, and boards placed between each hundred. It is then cut in half, and made up in piles of from four to six feet high, some of these piles containing as many as 3,000 tablets. The lying and composition is then put on and allowed to dry. The blocks are then separated, and the blotters and cloth backs are then affixed, and finally the artistic covers are put on. Then these large half-sheet blocks are cut up into the required sizes and the tablets are made. They are then put up in neat wrappers in parcels of tens, and are ready for shipment.

A LOUNGER'S CITY NOTES.

R. WALKER & SONS are selling Elsie books at 19 cents, and Pansy books at the same price. They also offer a neat set of fifteen volumes of Dickens' for \$1.87, and a 12 volume set of the Waverley novels for the same amount of hard cash. This is a sample of the causes which have deprived Toronto of a bookselling class. But, on the other hand, as "my friend," the philosopher, says, it is an economic triumph.

Hart & Hiddell are leaving King street, and their pretty store will be much missed.

"The Simple Adventures of a Mumsahlb," our Sarah Jeanette Duncan's new book, is taking well in this city. Appleton's edition is being sold.

Truth seems to be gaining popularity in Toronto, while Puck and Judge are on the decline. Truth's illustrations are often naughty; but most people feel more comfortable when they are naughty; but from a lithographer's point of view, these illustrations are works of high art.

Eaton and Simpson sell an edition of H. Marvel's books, "Reveries of a Bachelor," and "Dream Life," in half cloth, board covers, at 15 cents. They are said to cost more—but that doesn't count when it is only destruction that is intended.

Little things that are selling: Routledge's Atlas of the World at 25 cents; Rand, McNally & Co.'s Pocket Atlas and Cyclopaedia; Laird & Lee's Pocket Dictionaries; Cross' Fountain Pens; Middleton's Paper Fasteners; Lithographs of Niagara Falls; Bicycle Watches.

The Williamson Book Co. are pushing Prof. Campbell's book, "The Hittites, Their Inscriptions and History." Since this gentleman has been taken to task about his religious beliefs his reputation has increased. His celebrated sermon on "The Perfect Book," is advertised by James Bain & Son. It is rumored in book circles that the novel entitled "Two Knapsacks," by J. Cawdor Bell, which ran as a serial in The Week, and has since been published in book form, is by this theological lecturer. It possesses much merit.

In another column will be found a review of J. H. Brown's book of poems, recently published by J. Durie & Sons. This author's wife was in town a few days ago, and with delicate feminine tact was interesting Toronto bookmen in her husband's book. The sale of the book will be large if it is properly handled.

James Bain & Son are pushing their two new books, "Georgian Ray," by J. C. Hamilton, is furnished with maps

* This article was written for Books and Notions by Chas. Johnson, the inventor of the Johnson Process of Padding, a process which has been patented by Warwick & Sons in Canada, Great Britain, and the United States.

Nerlich & Co.

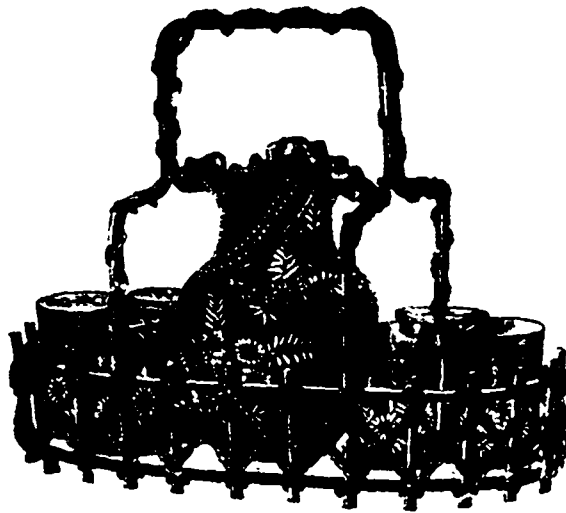
TORONTO

Just received in time
for the

SUMMER SEASON

A large assortment
of

THE
LATEST



OUR
EXCLUSIVE
SPECIALTY

No. 34.

Lemonade Sets in Baskets

1 Jug with 6 tumblers in basket, from \$18.00 to \$30.00, doz. sets.

1 Jug with 4 tumblers in basket, from \$13.20 to \$21.00, doz. sets.

1 Jug with 2 tumblers in baskets, from \$8.50 to \$21.00, doz. sets.

GLASS :

In Crystal, Amber, Ruby, Blue and
Heliotrope covered with rich En-
amel and Gold decorations.

Handy!

Useful!

Ornamental!

Very Cheap!

Quick Sellers!

One case containing an assortment of
36 sets sold at Special Low Price. . .

Write for samples and give them a trial.

WHOLESALE

Nerlich & Co.

Fancy Goods, French and German China, Glass Ware,
Dolls, Toys, Table and Pocket Cutlery, Pipes, Cigars,
Druggists' and Tobacconists' Sundries.

35 Front Street
West . . .

Toronto

and illustrations, and gives much information concerning mining, hunting and fishing in that district. The other book is "St. Mark's," a souvenir of Niagara.

The Willard Tract Depository looks fresh these days, with its new paint, its catchy window sign cards, and the tempting price tickets. They are doing some deep cutting.

The news stand on Yonge street, formerly occupied by Johnson Bros., has a new tenant with an exceedingly pretty stock. It is a charming little store, 6 feet wide and 8 feet deep, and the rent is \$650 per annum. But then there is only one King street, one Yonge street, and they only cross once, and this store is at the junction.

CASTOROLOGIA.

CASTOROLOGIA, the book containing the history and traditions of the Canadian Beaver, has attracted a great deal of attention during the past few months. A traditional knowledge is indeed the birthright of every Canadian, and in this volume Mr. Horace Martin seeks to place that birthright upon a surer foundation than previous enquirers have done. There are probably few animals around whose characteristics and doings more unrelentingly tradition has clustered. This tradition has its place in Mr. Martin's record, but he seeks to assess it at its true historical value, and presents a contribution to our knowledge of Canada's national "totem" which is more comprehensive and more painstaking than any of its predecessors. The author treats his subject in a most thorough manner, commencing with the mythology and legends relating to the beaver, next passing on to the considerations of the larger fossil forms more or less nearly related to this animal, and then devoting a chapter to its living European congener. The fourth chapter treats of some of the more important of the other larger American rodents, while the fifth and sixth describe the life-history and geographical distribution of the animal forming the subject of the memoir. These are followed by others, treating of the engineering feats accomplished by this interesting rodent, and of the importance of the animal in commerce and manufacture. In the concluding chapters we have interesting accounts of beaver hunting, of experiments in the domestication of the animal; of its anatomy and osteology; and, lastly, of the beaver in heraldry. Finally, three appendices reproduce some documents and accounts relating to the animal as known to the earlier settlers. The work is worthy of a prominent place in every private and public library in Canada, and can be secured through any wholesaler. The publisher is Edward Stanford

JUNE BOOKS.

The important June publications are:

TWO OF THEM, by J. M. Barrie, with ten full page illustrations. 12mo., cloth, gilt, \$1.25; paper, 50 cents. Lovell, Coryell & Co., New York.

AN ORIGINAL SINNER, by Albert Ross, author of "Thou Shalt Not." C. W. Dillingham, New York; C. M. Taylor, Toronto.

THE DICTATOR, a novel of politics and society, by Justin McCarthy, M.P. Harper & Bros., New York.

REPUDIATION OF STATE DEBTS IN THE UNITED STATES, by W. A. Scott, Ph. D. 12mo., \$1.50. T. Y. Crowell & Co., New York.

MEN, WOMEN AND EMOTIONS, by Ella Wheeler Wilcox; 12mo., paper, Idlewild Series, 50 cents; 12mo., cloth, \$1.25. Morrill, Higgins & Co., Chicago.

PIETRO GHISLERI, by F. Marlon Crawford; published June 26th; 12mo., cloth, \$1. McMillan & Co., New York. Uniform in edition with McMillan's Dollar novels.

THE SIMPLE ADVENTURES OF A MEMSAHIB, by Sarah Jeannette Duncan, author of "An American Girl in London." 12mo., cloth, \$1. Appleton & Co., New York.

THE ALGERIAN SLAVE, by Giuseppe Caroli, very fully illustrated. Paper, 50 cents. Laird & Lee, Chicago.

THE GREAT CHIN EPISODE, by Paul Cushing, author of "Cut by His Own Diamond." 12mo., cloth, \$1. McMillan & Co., New York.

RUBY GLAINSTONE, or A Return to Earth; a psychic story of intense interest, by Annie C. Reifelder. Paper, 50 cents; cloth, \$1. Ready July 1. The Anna C. Reifelder Book Co., St. Louis.

THE NIAGARA BOOK; contains contributions by W. D. Howells, Mark Twain, etc. Paper, 50 cents, cloth \$1.25. Underhill & Nichols, Buffalo, N.Y.

MANY INVENTIONS, by Rudyard Kipling, containing fourteen stories, several of which are now published for the first time, and two poems. 12mo., 450 pages, cloth, \$1.50. Appleton & Co., New York.

WESTMINSTER CHIMES, by Jessie Armstrong, author of "Dan's Little Girl," "A Shadow on the Threshold," etc. Illustrated. 2s. 6d. cloth boards. R. T. Society.

TRIED IN THE FIRE. By Louisa C. Silke, author of "Nora's Stronghold," "Loving Service," "Turning Points," "A Hero in the Strife," etc. With illustrations. 2s. cloth boards. R. T. Society.

THE ROMANCE OF ELECTRICITY. By John Munro, author of "Pioneers of Electricity," "Electricity and Its Uses," "Heroes of the Telegraph," "The Wire and Wave," etc. With illustrations. 5s., cloth. R. T. Society.

THE COCK HOUSE AT FELLSGARTH. A public school story, by Talbot Balnes Reed, author of "Adventures of a Three

Guinea Watch." Boys' Own Bookshelf, No. 15. With illustrations. 5s. cloth, boards, gilt edges. R. T. Society.

MORE ABOUT THE MONGOLS. By James Gilmour, M.A., of the London Mission, Peking, author of "Among the Mongols." Selected and arranged from his diaries and papers by Richard Lovett, M.A., author of "James Gilmour of Mongolia," etc. 5s. cloth boards. R. T. Society.

TALC IN ONTARIO.

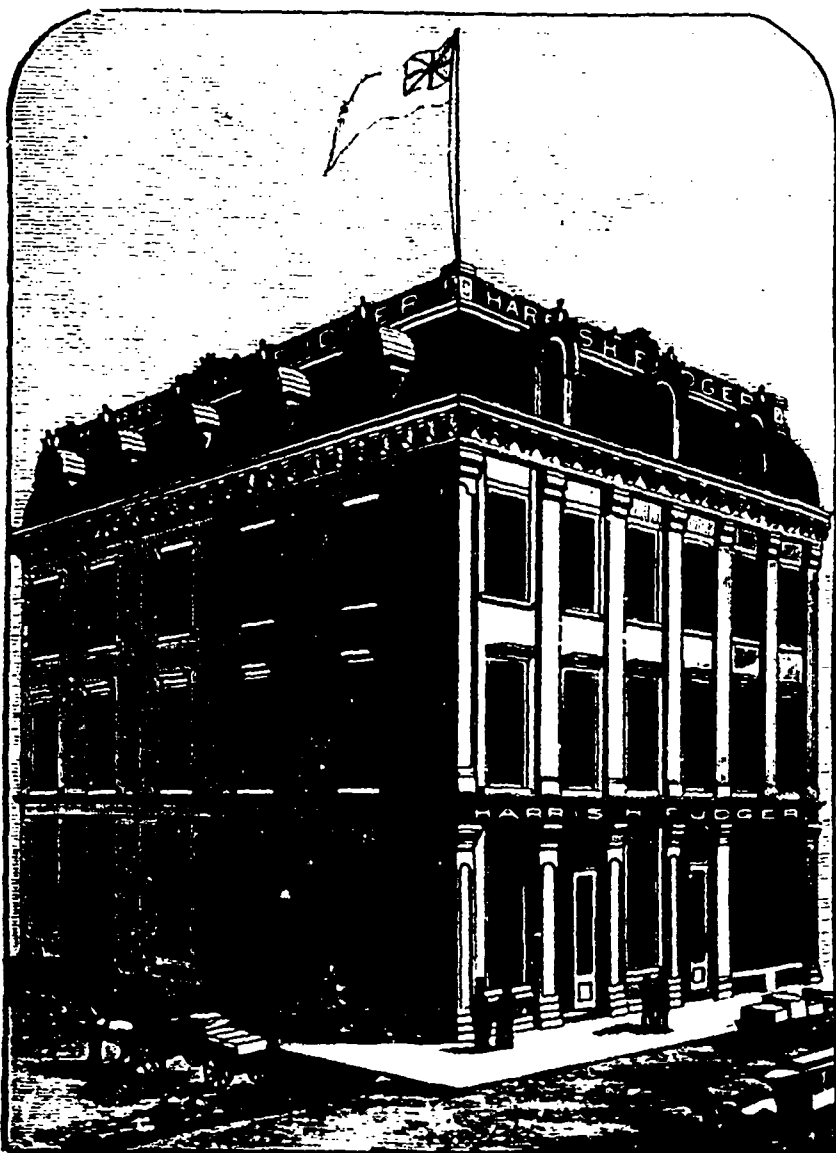
THE following from the Brockville Recorder will be of interest to the paper manufacturers: Application has been made for letters patent for "The Talc Fiber Co., of Frontenac and Hastings," with a capital of \$15,000. The company will work talc deposits in Eastern Ontario, having secured over two thousand acres of these deposits. They are convinced that Canadian talc is equal in fiber, softness and floating qualities to any found in the United States, from which country talc used in the manufacture of paper is imported. Arrangements have been completed for the erection of a mill in Kingston, at which the finished product will be turned out. It is believed the talc will be placed on the market by July 1st. Talc is used in paper manufacture to give weight to the paper. It is a mineral, being a species of soapstone, but can be ground up as fine as flour, in which state it is marketed. Chemically, it is composed of silicate of magnesia and water. There are large deposits of it in Northern New York State, and it is said to be used in the adulteration of flour.

LAIRD & LEE.

LAIRD & LEE have just ready an entirely new edition of "Laird & Lee's Vest-Pocket Webster's Pronouncing Dictionary," including leading synonyms, a spell-checker, a gazetteer of the world, and toasts and speeches for all occasions. The little book includes 27,500 words more than any other work of its kind and size. The publishers claim that the definitions are clear and complete, that the accentuations of the words renders it a safe pronouncing guide, that it has been brought up to date in accordance with the latest English and American standards, and that it offers much useful grammatical, geographical, historical and biographical information. A cloth edition sells for 25 cents and a leather edition for 50 cents.

Just now they are also selling large quantities of their copyright edition of Hill's Souvenir Guide to Chicago and the World's Fair. Part 1 treats of foreign countries; part 2 of North America, giving general facts concerning it; part 3 deals with Chicago, its railroads, depots, history, streets, clubs, societies, etc.; while part 4 treats of the World's Fair. The information is thorough, accurate, and reliable, and an indispensable guide for a traveller. It can be conveniently opened and consulted, and there are no broad spreading tearable maps, original ideas having removed the necessity for them. They sell in three editions, paper, cloth and leather. Paper 25 cents.

: : THE HOUSE : :



Corner Yonge and Wellington Streets, Toronto.

Its Representatives :

On the G. T. R., West :

Mr. E. B. Andrews.

On the Northern and
North Western Div.:

Mr. T. C. Milloy.

On the G. T. R., East :

Mr. Calvin Shaw.

On the C. P. R.,
East of Port Arthur :

Mr. R. W. Evans.

For Manitoba and
British Columbia :

Mr. W. T. Salter.

FALL 1893

To the Trade :

My travellers are now on their respective routes and will call on all customers in ample time for early fall delivery.

Yours respectfully,

HARRIS H. FUDGER

SPECIALTIES THIS TRIP:

Holiday Goods.
Silver Souvenir Novelties.

AMONG THE WHOLESALERS.

A NEW line of pretty account books is being shown by Warwick & Sons. They have produced a most artistic line in the pott size, bound in half Russia, extra. The titles are stamped in gilt on the sides, and the whole finish is artistic and extremely pleasing. They are making an extra display of vulcanized rubber goods at present, including fountain pens, paper-cutters, letter openers, flat and round rulers, etc. In fountain pens they carry a full line of the famous John Holland pens, for which they are Canadian agents. A line of these pens, which can be retailed at \$2, is attracting a great deal of attention and considerable enquiry. Another elegant line is one with a pearl handle and gold fittings to retail at \$6. Another one worthy of special mention is a large sized pen, suitable for editors or lawyers, the fountain being much larger, and the size of the pen prevents the penman's cramp. They carry nearly a score of varieties in fountain pens. They will have a most artistic line of scribbler and exercise books for the September school trade.

Cooper & Co. have a line of fountain pens which are being retailed by stationers at \$1.50. It is said to be equal to many \$2.50 pens.

Mr. Manchee, of H. A. Nelson & Sons, has been away for a couple of weeks' holidays. He is one of the best posted men in the trade.

Mr. Emil Nerlich and his brother have returned from their trip across the Atlantic. They had a very pleasant time and did a deal of buying.

Mr. Geo. Spence, of W. J. Gage & Co., spent part of June at Chicago and in the Western States. His trip was a purely pleasure-seeking journey.

Donohue & Henneberry, the well known publishers, of Chicago, have a line of juveniles which are taking well with the trade. They are said to be excellent value. Cooper & Co. are their Canadian selling agents.

Messrs. Munroe & Cassidy have purchased the bindery of James Murray & Co., and will continue to do a high class book-binding trade. Both these gentlemen were in the employ of the old firm. Mr. Cassidy having been foreman for a number of years.

The printing plant of James Murray & Co. is now about all disposed of, and Mr. Murray has accepted the management of the Murray Printing Co., which was organized some time ago by his son, Mr. John Murray. The Murray Printing Co. have fine offices at Nos. 31 and 33 Melinda street.

Warwick & Sons report that Tuck's goods have gone extremely well this year. The volume of orders in Ontario and Quebec exceeds, very considerably,

that of last season. Their calendars have proved remarkable sellers. Mr. Sutton has gone to the Maritime Provinces with a line of samples.

Among the new things shown by the Copp, Clark Co. is a new line of scrap books in cloth and leather, made by themselves, and much superior to the common German goods. They have a shipment of some superior sealing waxes which sell at from 75c. to \$1.25 per lb. These are intended for the best trade.

The jobbers all report increased sales in calendars. This is an indication that the Christmas card business is not dead; but the enquiry is for specialties. There will no doubt be changes in the trade, but booklets, card novelties, and calendars will continue for some time yet. In spite of the many predictions to the contrary.

The firm of W. S. Johnston & Co., who have been doing a printing business at 60 Adelaide street west, will now include two more partners. This firm has bought out the book-binding branch of The Barber & Ellis Co., including the binding and ruling machinery, and the files and patterns of the blank book department. One of the new partners is Mr. Plm, who has been with the Barber & Ellis Co. for over fifteen years, and the other is Mr. Collins, who has had charge of this company's ruling and finding for the past ten years.

Messrs. Brough & Caswell, the well-known printers of 18 and 20 Bay street, have disposed of their present plant to the J. E. Bryant Publishing Co., to take effect September 1st, and about that will open up at 11 Jordan street with an entirely new outfit of both presses and type. Their new premises will be large and well-lighted, and will be equipped with the latest and most improved machinery.

A business-like, yet pleasing display of society stationery is made in the sample room of Warwick & Sons. A new paperette contains paper and envelopes in the new Siberian tint, the envelopes being wallet shaped. It can be retailed at 25 cents. Among the other new tints in these delicate goods are: Mignonette, Celestial and Peach Blossom. They carry a full range from several American and English manufacturers.

C. M. Taylor & Co. are still taking import orders for their Japanese porcelain ware. The goods are worthy of attention in every way, and have met with a steady and careful enquiry. Their lines of Benares hammered brass goods have also taken well with the trade. Their Western traveller, Mr. R. J. Salisbury, has just returned from a three months' trip to the Pacific. He reports trade very fair in that district, and is well satisfied with his success.

Nearly all the modern rulers used in Canada are sold by the Westcott Bros. Co., of Seneca Falls, N.Y. This enterprising firm have placed their Canadian

business in the hands of Cooper & Co., in order that jobbers may have facilities for ordering their goods with less trouble. Their latest line is the "Brownie" ruler, which is illustrated in their advertisement on another page. They sell only to those who handle in large quantities. This firm also manufacture building blocks and school bags.

The Brown Bros. have had a number of important shipments this month. A few are mentioned for the benefit of the readers of this Journal: New lines of Pirl's fine notepapers and envelopes; Franklin's crayons, Japanese lead pencil sharpener, Taurine mucilage, Melanyl marking inks, Japanese tablets, Faber's bands and pencils, wire document baskets and card racks, and Whiting's wedding cabinets.

The Fleming H. Revell Co. have just concluded arrangements for the purchase of the Presbyterian News Co.'s book business. They will unite it with the business now run under the name of the Willard Tract Depository, and concentrate their energies on one trade. With such an enormous field in which to prosecute their trade in Canada the Revell Co. should do well. But, like every other business, this can be accomplished only by spirited management.

The Canada Paper Co. report a lively enquiry for all classes of the better grades of paper. Printers and publishers seem to have decided that poor grades of paper are undesirable, and the better classes of domestic productions are meeting with all the appreciation which the manufacturers can expect. Their duplex window blind paper, which is so named because of the two sides differing in color, has been in heavy demand from the trade, and at present the manager, Mr. Campbell, is doubtful whether they will be able to fill all orders for it. The lines of note paper advertised in the June BOOKS AND NOTIONS, have taken extremely well. The Charta Spartica is a smooth vellum and the Spartica Vellum is an antique laid paper. Both are excellent value and good sellers.

Among the latest novelties shown by Nerlich & Co. are variegated flower vases in tall, small-diameter, tapering shapes. The feature of these goods is the hand-pressed feet and ornaments, while at the same time the price is lower than has been usual for this class of ware. They are put up in bundles of a half dozen assorted shapes and shades, in the latter of which heliotrope predominates. Pluk ware is another leader. These are shown in shoes, swans, baskets, etc., in small sizes, with white ornaments. Their appearance is striking and natty. Cabarets, or, nut and raisin trays are shown in greater variety than ever. The latest is a large sized one with oak leaves and acorns as ornaments in an underglaze of blue. Crysan-

We have come to the conclusion that . . .

The Canadian Retailer Knows a Bargain

WHEN HE SEES IT

Since we decided to retire from the importing branch of our business and commenced offering discounts to the trade, our stock has

- MELTED LIKE BUTTER IN JULY -

At the present rate we will have nothing left by the end of the year.

MORAL: BUY NOW

Our orders booked for XMAS NOVELTIES are nearly 50 PER CENT. AHEAD of the same date last year, which should be a sufficient guarantee to those who have not yet bought, that we are showing a desirable line of Samples.

REMEMBER

Not 20% of the same samples will be shown on the Fall trip . . .

DON'T MISS THE BOYS THIS TRIP!

THE HEMMING BROS. CO., LTD.

76 York Street, TORONTO.

themum decorations are also prominent. Various sizes, shapes, and manner of decorations add beauty to the range shown.

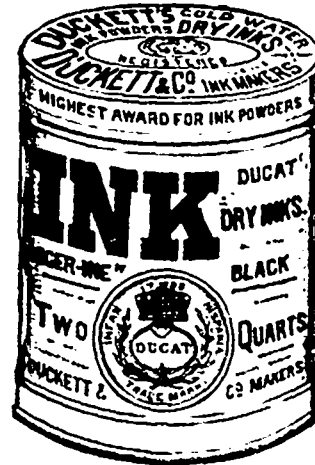
The billowy changes going on in the trade just now are causing much comment. It is said that Mr. W. J. Gage will retire from the active control of the present business, and will retain only the control of the publications of the old firm. It is also said that Mr. Copp, sr., will retire from the Copp, Clark Co., and that the remaining partners, Messrs. Thompson, Fuller, Thomas and W. Copp, jr., will acquire the stock. But official announcements of these facts have not been made as yet, and they must be taken as rumors until verified.

Messrs. Hart & Riddell have begun to remove their fine stationery and book department to a new store at 12 King street west. Their wholesale, commercial, binding, lithographing, engraving, printing and manufacturing departments at 12 Johnson street and 28 Melinda street will all be transferred to a new building at 27 Wellington street west, where they will be developed. The firm is progressive, and are going to make a greater stir among those who deal in or use commercial supplies.

The Willard Tract Depository have made some heavy sales during June. They have unloaded a large amount of their stock under the management of Mr. Geo. H. Doran. Many retailers in the city and throughout the county have secured some excellent bargains in juveniles, Bibles, Sunday school cards, and miscellaneous books. But some of the

INK FOR SCHOOL USE

Why
any longer
Pay Costs
of Carriage
and Handling
Bulks of Water



This
Drawing
is
Exact Size.
Price 45c.
per gallon.

This powder if simply strewed into a Bottle of Cold Water, makes (fit for use in a few minutes) an Ant-Corrosive Black Ink, specially suitable for use in Schools.

WRITE FOR CIRCULARS
AND SAMPLES TO

The COPP, CLARK CO., Ltd.
Wholesale Agents, TORONTO

stock can yet be procured at very low prices. They intend to continue and extend their jobbing trade, and are preparing to show the trade some taking line, of gift books and miscellaneous works for the Christmas holiday trade. They will continue to have travelers on the road as at present. They have many of their own publications which they intend to push immediately in this way

and through advertising mediums. Among these will be the works of John G. Paton. They have bought the stock of Mr. Robertson, the former manager, and he has returned to his old post. It was announced in these columns last month that Mr. Robertson had commenced business on his own behalf in a Yonge street store. Mr. Doran returns to Chicago in a few days.

TRADE IN MONTREAL.

TRADE in fancy goods, fishing tackle, etc., has been good, especially in the latter, and many of the houses claim to have done three times the business in this connection that they transacted last year. In fancy goods purely the travellers have been getting up their samples, and although some of them are already out, it is yet too early to gather anything definite from their returns. Anticipations, however, for a good fall trade, and there is a regular flood of new novelties to tempt the tastes of all. The leading lines, as we have already noted, promise to run to celluloid and leather designs, for which all the houses are placing large orders. In toys, etc., it is expected that there will be a big run on mechanical and electrical contrivances. In books and stationery business has been very dull, and in wall paper the travellers are not yet all out.

Porter, Teskey & Co. are preparing for a run on mechanical and electrical toys, and have laid in ample stocks in anticipation of the same.

P. Kelly says the music business is brisk, and that that prolific song writer Thornton's latest, "It Isn't the Fault of the Girls," is taking like hot cakes.

The coming convention of the society of the Christian Endeavor and the large influx of strangers it will bring in is expected to entail a good demand for Illustrated Montreal, and it is said that the price is to be advanced from 75c. to \$1. The Montreal News Company are reputed to have a good supply on hand and may make a good thing out of it.

Business has been very brisk in the paper bag trade. Messrs. J. C. Wilson & Co. state that their mills can hardly keep up with their orders. Their new automatic bag recently put on the market is continually out of stock.

The sale of the New England Paper Mills is advertised for the 20th of July. The property is well situated, and will no doubt attract some good bidding.

It is rumored that a new agreement is being discussed by the paper and stationery men in regard to prices. It is claimed that the proposition if carried out, will not only be beneficial to the manufacturer but to the consumer as well.

The fancy goods firm of J. H. Jones & Co., of McGill street, who have been in rather deep water for some time, came to a composition with their creditors recently. The total liabilities were \$42,000, and the creditors accepted an offer of 40¢ on the dollar. This, in view of the fact that they have assets of about \$53,000 leaves them a surplus of \$20,000 to \$25,000, allowing for any bad debts, and is generally considered by the trade to be a very advantageous settlement.

The Rembarc Manufacturing Company are still busy rushing forward sample orders for the wholesale houses. They have lately finished up lots for the Montreal and Toronto houses of H. A. Nelson & Sons.

A new and taking kind of fancy goods are a line of fancy hall lamp screens, made of fine transparent glazed material and decorated in fanciful but tasty designs in all colors. These placed around a lamp present a rich appearance, and

SPECIAL

SINCE our purchase of the Toronto Willard Tract Depository, the trade have generously responded to our invitation to examine our stock. It must be quite apparent to all that we are able to offer inducements sufficient to command at least a portion of your holiday purchases. We are offering special closing prices on Bibles, General Books, S. S. Cards, Booklets, etc., etc. If you have not yet completed your Fall purchases, write us. Our representative could call on you, or you might arrange to visit us in Toronto.

We have just completed arrangements for the purchase of the stock of the Presbyterian News Co. This excellent stock will be added to the list of bargains offered to the trade.

Correspondence invited.

FLEMING H. REVELL COMPANY,

140-142 Yonge St., Toronto.

NEW YORK—112 Fifth Avenue.

CHICAGO—148-150 Madison St.



WALKDEN'S

WRITING INKS

Are The Best

| | |
|-------------------------------|------------------|
| Red, glass, miniature.. | \$2.40 per gross |
| Blue " " " | 2.40 " " |
| Violet " " " | 2.40 " " |
| Black, stone " " | 1.75 " " |
| Blue Black, glass " | 2.00 " " |
| Scarlet, pints, stone bottles | 2.40 per doz. |
| " 1/2 pints, glass " | 0.90 " " |
| " Cylinder " " | 0.60 " " |

All sizes of Blue Black Writing and Copying in stock.

Write for Price List.

CANADIAN AGENTS:

The Copp, Clark Co., Toronto
LIMITED.

Cameron, Currie & Co., who are introducing them to the trade expect to do a good business in them this fall, as they are a decided novelty. Another good line that the same firm are now offering to the trade is a line of ingeniously contrived games which are intended to combine instruction with amusement to the young ones. They are entitled respectively, the game of "European Capital" and "The Solar System."

A new line of paper stock that is selling heavily this fall is a thin parchment waterproof paper. It is being used largely by the lobster canning establishments on the gulf and on the Bay of Chaleurs for lining the cans.

Previously most of the plush fancy goods marketed here have been either of German or domestic make. This fall, however, Porter, Teskey & Co. have on hand a supply of French novelties in paperettes, etc. Some of the designs in

plush decorated with thin sheets of celluloid, stamped with various grotesque figures are really worthy of notice. They can be sold at from 96c. to \$2 retail, which means that they are likely to have a good run.

Messrs. R. Hy Holland & Co. have been holding a large clearing sale of all the lines they carry during the past month. They have been offering fishing tackle, cutlery, combs, purses, walking canes, china and glassware at a big reduction. In some cases equal to 25 to 50 per cent., and are still clearing out stock to make room for new fall goods.

In our issue of last month reference was made to the fact that J. C. Watson & Co. were pushing their special lines of toilet papers. This was an error, the firm was not J. C. Watson, the wall paper man, but J. C. Wilson & Co., the paper bag and paper manufacturers of Craig street.



THE PALMER COX BROWNIE RULES.

THE BROWNIES IN SCHOOL

The funniest things out for school children. WESTCOTT BROS. Co., sole manufacturers; also manufacturers of the best and most complete line of Desk and School Rules, Advertising Rules and Yardsicks, Alphabet and Building Blocks, Lotto, School Bags, &c.



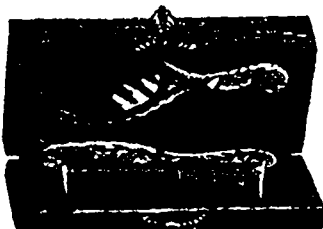
The Canadian retail trade supplied through the jobbers.

COOPER & CO., 75 Yonge St., Toronto, Sole Canadian Selling Agents.

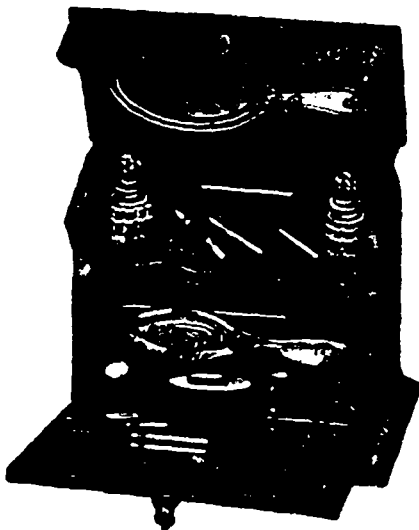
GOING HOME
WESTCOTT BROS. CO., Seneca Falls, N. Y.

FANCY CABINETS.

Thirty-five per cent. duty seems to have the effect of keeping out only the very staple lines of brush cabinets and toilet cases, judging by the immense variety shown by some importing houses



this season. The line shown by the travellers of Harris H. Fudger is particularly noticeable for its range of oak, bird's eye maple, and other fancy wood boxes, some with fancy mountings, others in



combination with leather, celluloid or plush. The trade should see these as well as the silver novelties. The accompanying cuts show a couple of fast selling styles.

The Canadian Government has prohibited the transmission of the Chicago Saturday Blade, the New York Police Gazette, the Illustrated Times, Weekly Varieties and Wild Oats. Importers of these papers render themselves liable to a fine of \$200.

Annie S. Swan

- POPULAR -
- - PAPER - -
- EDITION -

Just the thing for Summer Reading.

- | | | |
|--------------------------|---|------------------|
| Across Her Path. | A Divided House | Sundered Hearts. |
| Robert Martin's Lessons. | Mistaken and Marion Forsyth. | Twice Tried. |
| Shadowed Lives. | Ursula Vivian. | Dorothea Kirke. |
| Wrongs Righted. | The Secret Panel. | Hazel and Sons. |
| | A Vexed Inheritance. | |
| | Thomas Dryburgh's Dream, and Miss Baxter's Request. | |
| | A Bachelor in Search of a Wife, and Roger Marcham's Ward. | |

25 CENTS PER VOLUME.

IN PRESS Stephen Mitchell's Journey By Mrs. G. R. Alden, (PANSY.)

We will issue this new story by "Pansy" in our popular Canadian Copyright Edition, at 70 cents, about the second week in July.

USUAL DISCOUNT TO THE TRADE. . . .

William Briggs,

Publisher, - - - - 29-33 Richmond St. West, Toronto



. CELEBRATED .
"STAR"
BLOTTING
PAPER

Stocked in the following
Weights and Colors:

- 60 lb. White, Canary, . . .
- Granite, Buff, Blue, . . .
- Cherry, and Red Granite
- 80 lb. Buff and White.
- 100 lb. Buff and White.
- 120 lb. Buff and White.

Write for Samples
and Prices.

WHOLESALE
AGENTS

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

WALL PAPER.

THESE was a time when English wall paper controlled the Canadian market, and when no other kind was considered worth looking at. But this is not the case now. There is only one line of English papers imported in any considerable quantity, and that line is the celebrated English washable papers, which have still no competitor either in American or Canadian manufacture.

The growth of our Canadian wall paper industry has also been too little noticed. When it is considered that 75 workmen with improved machinery can turn out as much wall paper, and of a much superior class, as could be turned out a few years ago by 500 workmen with the old machinery. It can be readily seen that to compare the number of hands employed in 1873 with the number employed in 1893 will not be a fair way of showing the increase of the domestic production.

M. STAUNTON & CO.

The firm of M. Staunton & Co., of this city, have prepared for the coming season a most excellent line of samples, and have already experienced a strong enquiry for their new goods. The predominant lines in brown and white blanks, as shown by their samples, will be the various kinds of mica papers. Besides the ordinary mica papers, with the mica worked on parts of the pattern, many new ways of applying the mica are used. In some cases it is applied to the blanks in broad stripes before the pattern is worked on, and in other cases it is applied in such a way as to produce a silk effect. Many varieties of the latter are shown. The browns are all made with borders to match, and the whites and gills are all shown with friezes and ceilings to match. The friezes correspond in pattern and coloring, the ceilings in color only. In colorings there is an absence of heavy, gaudy colors; a decided preference being shown for lighter and more delicate shades. Among the latter the very popular shade of heliotrope is introduced in some striking effects. To describe the patterns would be to become tedious. The fleur de lis is shown in many combinations in natural and conventional forms. Louis XVI. and Renaissance styles predominate in some classes. Moorish patterns make pretty ball papers. A peony in a scroll effect is worked out in some charming combinations. A number ofilly designs are new and very striking. Church papers are shown in extensive variety. In fact, their whole line of browns and whites and of gills from the per roll up shows that M. Staunton & Co. have a line of samples of which no manufacturer need be ashamed and which is worthy the attention of every vendor of this class of goods. They have spared no pains to make their line acceptable, and adaptable in every particular to the wants of the Canadian wall paper trade.

Colin McArthur & Co.'s travellers are now all out on the road, and are doing much better than last year. This Montreal house is prospering.

One of a number of nice new patterns placed on the market in wall paper is some new designs in Louis XVI. treatment by J. C. Watson & Co., Grey Sun street, Montreal.

The wall paper exhibit of Messrs. J. C. Watson & Co., of Montreal, at the

World's Fair, Chicago, has been coming in for some very complimentary references by the American press. The Wall Paper News, of Philadelphia, as follows: "J. C. Watson & Co., wall paper manufacturers, of Montreal, have prepared an exhibit of their wall papers for the Chicago Exposition, and those who have seen it pronounce it very creditable and artistic." The Paper Trade, Chicago, as follows: "J. C. Watson & Co., of Montreal, Canada, show very good taste in exhibiting the different shades, figures and colors in their wall papers. They are arranged very neatly and located in the southern part of the Canadian court." All this bears out the prediction made at the time the exhibit was being prepared at Montreal. BOOKS AND NOTIONS then said that it would compare favorably with anything shown by American exhibitors and these favorable comments by American journals bear us out.

A DAINTY DESIGN.

This illustration represents one of the new patterns placed on the market this season by Messrs. John C. Watson & Co., wall paper manufacturers, Montreal.

The treatment is Louis XVI. style, and is a handsome piece of work. The design and execution both are said by connoisseurs to be fully equal to the imported patterns. This pattern is meeting with a ready sale.



Louis XVI. wall paper and frieze. John C. Watson & Co., wall paper manufacturers, Montreal.

SOME NEW SCRIBBLERS.

SCRIBBLERS are becoming a most important feature in the stationery trade, as large quantities are used every year. Prices have reached the lowest necessary point, and consequently scribblers now sell on their merits—that is, the comparative merit of the cover with its design and the paper of which the scribbler is made. The Copp, Clark Co. have some very striking designs for the fall trade. The "Boon-tara" is a pretty scribbler, with a leatherette cover and the design done in three colors, white, brown and black. The paper is excellent, and the subject of the design is novel, being a young lady playing the popular melody on a guitar. The "St. George" is a similar scribbler, differing only in the design, which is that of an antique cavalier or "Beef-eater." Both these scribblers are Royal size, with leatherette covers. The "Hussar" and "Rugby" are of the same size with striking designs, but have pressboard covers, and the cover is printed in black and gilt. In the demy size they have two new designs, entitled "Big Game" and "Bonanza." All these scribblers are put up in one or two hundred pages, the latter selling at \$30 per thousand, in thousand lots of one kind. A great deal of ingenuity is displayed, and the taste shown is quite remarkable, so that both these features combine to give them an excellent range of books for this particular branch of trade.

In exercise books the same taste, ingenuity and enterprise is shown, and the designs are very taking. The "Flag of Canada" has the words and music of the song of that name, by E. G. Nelson, on the back; so that the book will be useful in furnishing the text of this song which is now so universally sung in Canadian schools. The book is a post-quarto, with a press-board cover, and the design is done in black and gilt.

Besides these new designs, they will still carry the designs shown last season as these have proven themselves very popular with the trade.

W. J. GAGE & CO.'S LINES.

W. J. Gage & Co. have commenced to use the facts of their business as an advertisement, and its effect will be great, if at all commensurate with the careful and impressive manner in which it has been placed before the public. They have issued a number of copies of a statutory declaration which is as follows:

Dominion of Canada, County of York.
To wit:

In the matter of the number of practice and exercise books manufactured by Messrs. W. J. Gage & Co.:

I, Frederick Roper, of the City of Toronto, in the County of York, public accountant and auditor, do solemnly declare that, having examined the books of original entry of Messrs. W. J. Gage & Company, I hereby certify that during the year ending March 1st, 1893, there were manufactured by the said firm nine hundred and forty-two thousand one hundred and ninety-five (912,195) practice and exercise books. And I make this solemn declaration conscientiously be-



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13 WELLINGTON ST. E., TORONTO

G. H. EVANS, Manager

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.

B. MARCUSE, MONTREAL

—IS SELLING OUT!—

This is an EXCELLENT CHANCE

For anybody wishing to go into a Well-established, well-conducted business, with very valuable connections abroad.

—CORRESPONDENCE SOLICITED—

Before having decided upon this course, I imported a fine line of samples of

Fancy Goods, Christmas Cards, Etc.

and am now taking Import Orders as usual for the coming Holiday Season.

Travellers are on the Road now.

Brokers and Commission Merchants

With a good connection in the wholesale book stationery and fancy goods trade, who are open to represent another foreign firm send address and references, stating what firms they now represent to Editor—BOOKS AND NOTIONS.

GET THE BEST—IT PAYS.

CENTRAL Business College.

TORONTO AND STRATFORD.

\$40 Was invested by Mr. D. McGregor, of Clinton, Ont., in securing a commercial and shorthand education at our school three years ago. He is now employed in the Chicago and Rock Island Railway Offices, Chicago, at a salary of \$1,000 per annum. Our graduates are always successful. Our schools are the largest, best equipped, most popular, and best business colleges in Canada. Catalogues Free. Location of Toronto School, Cor. Yonge and Gerrard.

SHAW & ELLIOTT, Principals.

Cut This Out

And Keep It .
For Reference

BRITISH BOOKS COLLECTED
AND FORWARDED TO CAN-
ADA, ON THE MOST REA-
SONABLE TERMS.

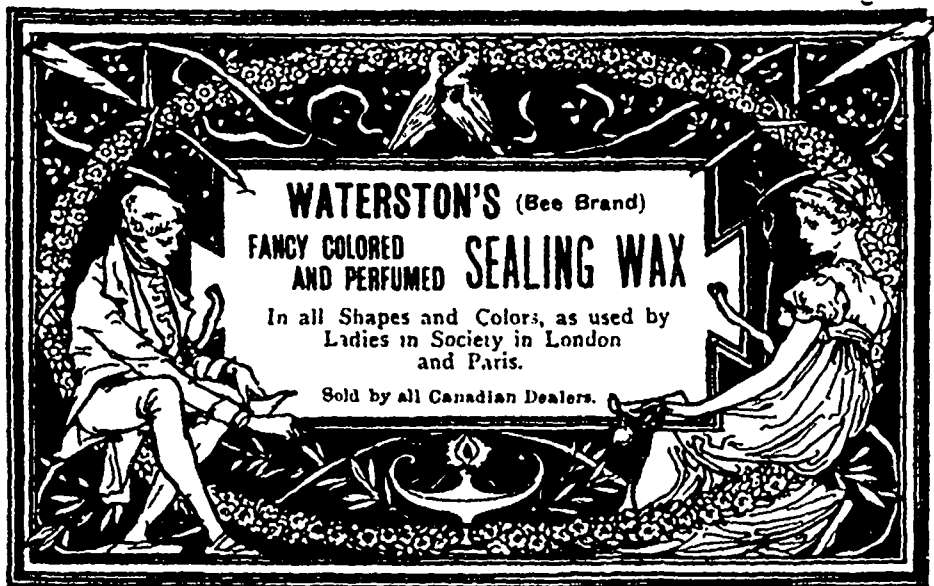
Commissions of every conceivable kind
executed.

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William Grove

6 WINE OFFICE COURT

London, - - - England.



Having the same to be true, and by virtue of the "Act respecting extra-judicial outlaws."

F. ROPER,
Accountant and Auditor.

Declared before me at the City of Toronto, in the County of York, this 14th day of June, A.D. 1893.

E. J. B. DUNCAN,
A Commissioner, etc.

Last year this firm manufactured 942, 195 practice and exercise books, and they estimate that this whole shipment would require a train of 15 cars with a capacity of 20,000 lbs each. But at the same time it must be acknowledged that this firm have long been noted for their exercise books, and they have taken pains to keep up their reputation. This year they have nearly two score of new varieties, and no dealer need be without a competent range. Among their leaders are two lines entitled "Jolly Boys" and "Jolly Girls," "The Monster" (new), "John Gilpin," and "Young Canada." Other attractive lines are "Columbian Souvenir," "Owl," "See Saw," and "World's Fair." They issue exercise books with eyesight paper in nature's color—a light green—in two sizes, cap quarto and post octavo. Taken altogether their range is magnificent and surpasses any previous effort.

WARWICK & SONS.

In looking through a very large display of such books manufactured by Warwick & Sons, one is struck with the taste and beauty of many of the covers, especially with a line just brought out of many varieties in sizes and designs, a few of which will be mentioned.

"The Girls' Own" and "The Boys' Own" are companion exercise books, post quarto size, and are noticeable on account of the handsome photogravure pictures on front and back, the latter being a combined portrait of Prince George, Duke of York, and his intended bride, the Princess May of Teck. The covers are press board printed in gold and black.

"The Army and Navy," with a group of military and naval heroes printed in black and gold on the front cover, suggests the phrase "dogs of war"; and "The Arabian," depicting a wild Bedouin on his richly caparisoned Arab steed, are both cap quarto exercise books.

Other designs on the post quarto books deserving notice are "Little Ah Sid," with black and gold picture of Chinese children, and "The Swift."

In scribbling books, Warwick & Sons have struck some very pretty designs. All cannot be mentioned, but the following are selected:

"The Alarm," with picture on front cover of cavalry trumpeter and on back a comic scene of three drummer boys. This is a most attractive book.

"The Crusader" illustrates the armor of a knight—a shield, helmet, and plume, with lance held in mailed gauntlet, forming an extremely pretty combination, which comes out clear and sharp in the black and gold coloring.

"The Bull Dog" is a suggestive title for a book which shows a comical group of canines whose features are a study in physiognomy.

Besides these 3c. and 5c. goods there is a large assortment of foolscap and post quarto books in American cloth binding, and in stiff, marble covers, retailing at from 10c. to 50c. each, together with a great variety of oblong and other note books.

TRADE CHAT.

W. D. GILLEAN, of the Canada Paper Company, Montreal, has gone on a two months' trip to Great Britain.

G. B. Burland, of the Burland Litho. Co., Montreal, has crossed the ocean on a business and pleasure trip.

Mr. Theodore W. Gregory, New York, who represents Lovell, Coryell & Co., Hovenden Co., and The International Book Co., was in Canada recently, and visited BOOKS AND NOTIONS.

Mr. Walter L. Anderson is taking Mr. Ferrier's place as the Canadian representative of the well-known publishers, Oliphant, Anderson & Ferrier, of Edinburgh. Mr. Anderson's father is a member of the firm, and he himself will shortly be admitted to a partnership. Mr. Anderson is young, and possesses a very pleasant manner, which will certainly take well with the Canadian trade. BOOKS AND NOTIONS had a pleasant call from him.

Among the foreign book men who have visited Canada lately were Mr. Gray, the able manager of the business of T. Nelson & Sons, Edinburgh, and Mr. T. Y. Crowell, of the firm of T. Y. Crowell & Co., of New York. The latter usually visits Toronto about this time of the year, but this time made a shorter visit than usual.

A new partnership in the old established stationery firm of Buntin, Reid & Co. has been signed. The partners in the concern will be John Y. Reid, Alexander Buntin, E. N. Williams and William Creighton. Mr. Reid will have a half share, Mr. Buntin one quarter and each of the others one-eighth.

M. J. Beam has disposed of his book and stationery business in St. Mary's to Miss M. L. Thomas, of Ottawa.

The stationery stock of James Gamlin was sold at Woodstock on the 27th ult.

A gentleman arriving by the Empress of India mentions the fact as peculiar that he was not able to obtain any official publications about Canada either at Hong Kong, Shanghai or Yokohama. He was still more surprised to find that none of the booksellers in either Victoria or Vancouver kept them for sale. On the steamer he saw a copy of the Canadian Year Book, but that was five years old, while when he landed the best he could purchase was the Canadian Almanac. It would be a great convenience to travellers, he thinks if the Canadian blue books were kept for sale in these cities.

Messrs. Fotheringham & Popham, the stationers and sporting goods dealers of Sparks street, have just completed some alterations in the front of their extensive establishment which are a decided improvement, giving them one of the finest stores on the street. —Ottawa Journal.

Samuel Byrne has retired from the Malsonneuve Publishing and General Advertising Company, Montreal, and the business will be carried on in future by Daniel Gallagher and Joseph A. McCann, the last named being admitted as a partner in Byrne's place.

Mr. J. C. Wilson, ex M.P., Ald. James and Mr. William Bird, all of Montreal, had a startling experience on the 23rd of June. They were seated in the smoking car of a C.P.R. train on their way out to Laculte to visit Mr. Wilson's new paper mill. When the train stopped at Mile End a well dressed man stepped up and deliberately fired a revolver shot through the car window. Fortun-

ately no one was hurt, but Mr. Wilson had a narrow escape. The man who fired the shot disappeared, and has not been seen since.

Mr. Hodder, of Hodder & Stoughton, passed through Canada recently. He had been on a business trip through the Western States. He secured some large orders in Toronto.

J. C. Campbell & Co., who were extensive dealers in wall paper at Hamilton, have put in a fine stock of stationery and a few books. Their store is a magnificent one, in a good situation, and they should do well. Morris & McIlroy is the name of a new office supply firm in that city. They will confine themselves to printing and office supplies. Both partners are young.

M. Y. Keating, of St. Catharines, has been to the Columbian Exposition. B. C. Fairfield & Son, of that place, are doing a rushing trade since they acquired the business of Geo. Tait & Co. Their store is in the heart of the city.

A. B. Diplock, stationer, Vancouver, B.C., has been succeeded by the Diplock Book and Stationery Co., Ltd.

Miss J. L. Corbett has bought the stock owned by the late Miss M. J. Nowry, of Palmerston, Ont.

Dame Annie M. Cassidy, widow of Wm. H. Saddler, had been registered proprietress of the bookselling business of D. & J. Saddler & Co., Montreal.

John A. Redden has retired from the stationery firm of John Henderson & Co., Kingston. The business will be continued by Mrs. Jane R. Henderson under the same style.

Mr. Thomas McAuley, stationer, Kingston, was recently elected alderman to fill a vacancy.

For some time Harry M. Blight, carrying on a retail stationery business under the firm name of Blight Bros., in this city, has been pressed by his creditors, and owing to this Mr. Blight was compelled to make an assignment. The assets, consisting of a general stock of goods, amounted to about \$5,500, with liabilities about the same. At a meeting of the creditors Mr. Blight made an offer, but it was not accepted, and it was decided to put it up at auction. This was done last Tuesday, and it was sold to M. E. Blight at 46 cents on the dollar. This failure was due to the fact that the business was not looked after as it should have been. No stationery business can succeed in these days of close competition, which is not pushed for all it is worth, and managed in a skillful manner. It will be remembered that some time ago Mr. Blight bought the Patterson stock in this city.

The first meeting of the shareholders of the Ontario Publishing Co. was held last week. The Board of Directors elected were: Mr. J. C. Patterson, Minister of Militia, president; Mr. Thomas Ballantyne, Speaker of the Ontario Legislature, and Dr. John Ferguson, vice-presidents; Mr. T. Mulvey, Dr. T. Wylie, M.P.P., Mr. T. H. Best, Mr. J. Gordon Mowat, Dr. L. Bentley, Toronto; and Mr. E. Stewart, Collingwood. Messrs. Best, Mowat, Mulvey and Wylie were chosen as Executive Committee.

One of the cleverest book travellers who leave Chicago is Mr. A. T. Leon, who travels for F. T. Neely, the well-known publishers of fiction. He visited Toronto last month and made some heavy sales owing to the excellence of his samples and the superior tact with which he is naturally endowed, and which has been well developed by many years' experience on the road.

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Dictionary . .

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For sale by all Jobbers and News Companies.

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80 Titles. PARTIME SERIES. 1'c.
63 Titles. LIBRARY OF CHOICE FICTION. 25c.
53 Titles. PINKERTON DETECTIVE SERIES. 1'c.

SOME LEADERS.

Women Must Weep. Edgar Fawcett 50c.
A Bargain in Souls. R. DeLacy Pierson 50c.
The Blue Scarab. D. Graham Adcox 50c.
Dutchers Annotto. Alexander Dumas (filz) 50c.
Madame Bovary. Gustave Flaubert 10c.
A Man of Honor. Octave Feuillet 50c.
Sapho. Alphonse Daudot 50c.
Queen of the Woods. Andre Theuriet 50c.
A. D. 200. Lieut. A. M. Fuller, U. S. A 50c.
The Algerian Slave. Giuseppe Coralli 50c.

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Mrs. R. M. Holmes' Novels. 25c.
George Moore's An Actor's Wife. 25c.
The Scarlet Letter. Nathaniel Hawthorne 25c.
The Marriage of Gerard. Andre Thauriet 25c.
The Millionaire Tramp. Robert C. Givins 25c.
The Woman of Fire. Adolphe Belot 25c.
The Armorer of Tyre. Sylvanus Cobb, Jr. 25c.
Red Hand, or the Crusler of the Channol. Sylvanus Cobb, Jr. 25c.

BOOKS OF REFERENCE.

Edison's Encyclopedia Cloth 25c.
Library Style 50c.
Conklin's Handy Manual Cloth 25c.
Library Style 50c.
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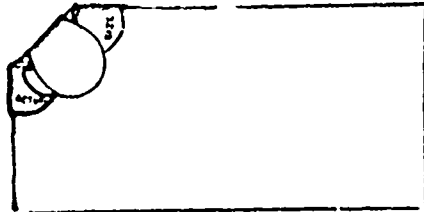
Largest Assortment in Canada of
BROWN BLANKS, MICAS,
WHITE BLANKS, SILKS,
GILTS, PLAIN AND EMBOSSED.
INGRAINS, ETC., ETC.

All with Borders or Friezes to Match.

Travellers are now out with New Samples. It will pay Dealers to inspect them before buying elsewhere.

MIDDLETON PAPER FASTNERS.

THIS cut illustrates the Middleton Paper Fastener, which is rapidly pushing its way in Canada as being a necessity in every business office. The fastener is made of a piece of flat brass which is bent over the corner of the sheets to be bound in such a way that the ends of the sheets are doubled over and fastened as if in a vice. The paper is not punctured in any way, and when the fastener is removed the sheets

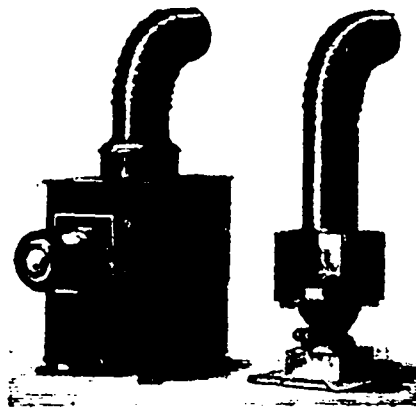


bear no signs of having been bound together. Sheets fastened properly with these fasteners are more secure than when fastened with the ordinary fastener, and this is more especially true of the top and bottom sheets. As will be seen by the accompanying cut, the paper fastener has a neat appearance, and the lines running out indicate the sides of the sheets, and the main part of the cut showing the exact size of the fastener. Two at least of the Toronto jobbers handle these fasteners, and one in Montreal.

FINE TOYS.

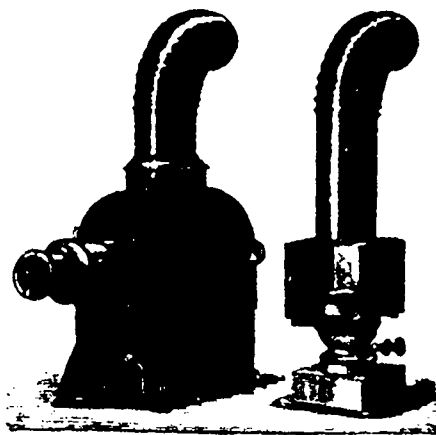
If coming events cast their shadows before them, then from the shape and general outline of shadows seen during the last few weeks there may safely be predicted a season of good toys. "Good toys" implies the useful, educational toy, not the cheap junk of days gone by. Youths are now only satisfied with something that is directly in harmony with the first foundations of their business career. For instance, see that lad always drawing with his pencils, engines, locomotives, anything mechanical pleases him. Give him a mechanical train, steamboat, or any article in this line, and you at once interest him and help to push him along on the road most suitable to his inclinations, but should you give him something that is not in harmony with him, the article, never mind whether expensive or cheap, is very soon thrown aside as no good. Messrs. H. A. Nelson & Sons have antici-

ipated this change, and have bought largely of this class of goods. There are mechanical steam engines, locomotives, saw mills, fountains, pile drivers, steamboats, and very many others too numerous to enumerate at present. A line which is particularly catching is the steamboats shown by Messrs. H. A. Nelson & Sons. The engraving shows their No. 723 steam launch. This is 15 inches in length and has a beam of 3 inches, finely painted in suitable colors, made of metal throughout, very strong and durable, and retails for \$1. They also show with this line No. 724, length 19 inches and 4 inch beam, retailing at \$1.50; No. 726, full rigged turret ship, 18 inches in length and 4 1/2 inch beam. Under this heading one cannot omit magic lanterns. This season they are particularly fine. The market heretofore has been deluged with the "cheap and nasty" class of lanterns—those that are used for the first and last time at once. The engravings of two different



No. 743

styles shown below are being put on the Canadian market by Messrs. H. A. Nelson & Sons, and are really elegant



No. 745

goods. These are made of fine imitation gun metal sheeting, patent duplex lamps (especially adapted for these lanterns), fine quality lenses, complete with 12 ordinary slides, and from 4 to 6 mechanical pieces. No. 743 retails at \$7.50, No. 744 at \$9.00, No. 745 at \$12.00, No. 746 at \$15, No. 747 at \$20.00. These are goods which will be in heavy demand this season.

WEBSTER'S INTERNATIONAL DICTIONARY.

THE G. & C. Merriam Co., of Springfield, Mass., write thus of their new dictionary: It is pertinent to state briefly what Webster's International Dictionary is.

It is a thorough and complete revision of the Webster's Unabridged Dictionary of 1864, with its supplements, the edition of 1861 having been a thorough and complete revision of the Webster's Unabridged Dictionary of 1847, which was at once superseded by it.

It is the result of ten years of patient editorial labor by a large corps of special scholars and literary workers under the general supervision of Dr. Noah Porter of Yale University, who was also the editor of the revision completed in 1864, and has since been ranked among the first of living lexicographers.

It is not simply an enlargement by additions, but the whole work has been freshly created and reprinted. The type used was made especially for this book. All the additional knowledge accumulated in the past twenty-five years is incorporated with the old words in their places in the main vocabulary, and all new words have been inserted in their place in the same vocabulary. The spelling, the syllabication, the pronunciation, the etymology, the definitions, the illustrations, have been in the case of every word reconsidered, and every change or addition, or omission made which profound learning, consultation of the latest authorities, and trained skill suggested as both practical and necessary. The old construction has not been patched and extended; it has been taken down and rebuilt from the foundation up. It is built on a constant and adequate plan and of sound material throughout.

Its main vocabulary is sufficiently comprehensive for all purposes, and the compactness of its arrangement is such that it contains vastly more matter than any other single volume dictionary.

It contains, besides, a vast body of valuable material in its preliminary part and its appendix. Within the ten years that this new work was in progress, and before the first copy was printed, more than three hundred thousand dollars was expended in editing, illustrating, typesetting and electrotyping.



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 of the favorite composers of all countries have
 been levied upon to make the Royal Song Folio,
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 well suit your voice, the pieces that thrill both
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 reach of every one. The accompaniment to
 each is full and masterly, but only of average
 difficulty to perform, and is especially adapted to
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BOOK NOTES.

It is said that 10,000 copies of Anna Katherine Green's new novel, "Marked Personal," were sold two weeks after it was published. A fourth edition is now on the press, and the Putnams are behind with their orders. The Canadian authorized edition is issued by The National Publishing Co.

W. W. Campbell's new book has been delayed owing to a difficulty in getting a United States publisher.

G. W. Dillingham has published Albert Ross' new novel, "An Original Sinner," which is said to be a much deeper study than any of its predecessors.

The Willard Tract Depository report that the sale of "The Life of John G. Paton, the Missionary to the New Hebrides," is selling at the rate of 50 copies per week.

There is an Australian edition of Scribner's Magazine, differing only from the American edition in having four pages more at the end of each number devoted to Australasian topics.

The Copp, Clark Co. have now issued their new book entitled "Later Canadian Poets," in cloth, extra gilt; the paper is very heavy and the book is a credit to the publishers.

One of the successful issues of the year has been "Campaign Echoes," the autobiography of Mrs. Youmans, the noted temperance lecturer. Within three weeks a second edition had to be put on the press. It is likely to run through several editions.

Mr. James Barr, of the Detroit Free Press, now resident in London, England, who recently contributed the volume of "American Humor" to the International Humor Series, is now at work on a volume of "Canadian Humor" for the same series, published by Walter Scott.

The London Author tells of an advertising dodge to work up the sale of a book. It was given out that a noble of high degree was resolved to marry the exact counterpart of a certain heroine of romance. Of course marriageable girls bought the romance to see what the heroine was like.

A little collection of poems, called "The Marshlands," by Mr. J. E. Herblin, published at Windsor, N. S., by J. J. Anslow, will be found to afford some charming reading. Mr. Herblin is a landscape painter in verse, and he has the power to paint landscape admirably—sometimes singularly well.

A Life of Senator John Macdonald will in a month or so be issued from the press of the Methodist Book and Publishing House, under the title of "A Merchant Prince." It comes from the pen of Rev. Hugh Johnston, D.D., formerly of this city, now of Washington, D.C. Dr. Johnston is a graceful and accomplished writer, and with the abundance

of material to be gathered from a life so active in commercial, political and religious circles, a very interesting book may be expected. The book will contain between 300 and 400 pages, and will sell at one dollar.

K. F. Koehler does a commission and wholesale book trade at Leipzig, Germany. Importers would do well to correspond with him, as he has special facilities for supplying many classes of books. Those who have works they wish published in Germany should use his address. His catalogues are worthy of inspection.

It is reported that Bliss Carman has at last made arrangements to bring out a volume of his poems under the title of "Low Tide on Grand Pre." It is to be hoped that he will have a Canadian publisher, and if so Canadian booksellers will render it full justice.

An interesting feature of the publishers' exhibit at the Chicago Exposition is the Messrs. Harper & Brothers' booth, containing the original manuscript of General Lew Wallace's "Ben-Hur," together with autograph manuscripts by many other distinguished writers whose work has been printed in the periodicals or books of Harper & Brothers.

The Methodist Book and Publishing House have in press a new story from the prolific pen of Mrs. G. R. Alden, known to a world of readers and admirers by the familiar name of "Pansy." This new story, entitled "Stephen Mitchell's Journey," will be illustrated, and will appear in the well-known Canadian copyright edition (at 70 cents) of Pansy's books.

The latest issue in the Canterbury Poets, published by Walter Scott, is "Canadian Poems and Lays; Selections of Native Verse, reflecting the seasons, Legends and Life of the Dominion," arranged and edited by William D. Lighthall, M.A., of Montreal. Our Canadian poets are receiving the recognition, though tardily given, that their work has well won.

The Methodist Book and Publishing House will in a few weeks place on the market a new volume of verse from the pen of Prof. Charles G. D. Roberts, who has been called the Post Laureate of Canada. This new volume will be titled "Songs of the Common Day," and will sell at \$1.25. The splendid literary work done by Prof. Roberts has won him distinction far beyond the bounds of his native land. This new product of his pen will be awaited with interest.

Messrs. E. A. Petherick & Co., of Sidney, Australia, have issued their review of Australasian literature for 1892. They report that the output of Australasian literature has been the reverse of literary in its character, consisting mainly of catalogues, records, registers, and reports. Australian novelists, poets

and biographers do not as a rule publish their works in Australia. Still, one or two books are mentioned, among them a monograph on George Meredith, by Professor Macallum, of Sydney University. Professor Macallum says he knows no writer with so many of Shakespeare's characteristic qualities as George Meredith.

Gesamt-Verlags-Katalog is the German title of a catalogue published by Adolph Russell. The purpose is to give a complete and reliable bibliography of all German publications which have been published up to 1893 and which are in the market at the present time. It contains the trade list of every publisher in Germany, Austria, Switzerland, and of such firms in other foreign countries as have relations with the German book trade. This vast material, representing nearly one million titles, is arranged, first, by publishers, second, by authors, and third, by subjects. Every publisher compiled his own list, the information given is thus official, reliable, and complete.

Tait, Sons & Co. have completed arrangements for the publication of the 200 books most in demand in libraries. To do this they have obtained the consent of D. Appleton & Co., Dodd, Mead & Co., Harper & Brothers, Houghton, Mifflin & Co., J. B. Lippincott Co., Macmillan & Co., Porter & Coates, Roberts Bros., etc., to issue their copyright books included in the list. Every volume will contain a colored photogravure title page and four new copyright illustrations of original design by American artists, a new feature in the majority of the copyright books. The volumes will be bound in half calf with gilt top and hoveled, and will make a suitable holiday gift as well as good library edition of its text.

Prof. Charles G. D. Roberts, the Canadian poet, is visiting New York, and is making arrangements with Longmans, Green Co. for the publication of his new book of verse, "Songs of the Common Day." Mr. Roberts is one of the most successful of the young Canadian writers who have been doing such admirable work during the past few years. Mr. Roberts, Mr. Archibald Lampman and Mr. Bliss Campbell, Canadians all of them have already won high places among the best of our American writers. It is interesting in this connection to note that they all obtained this recognition away from home, in the magazines and weeklies of this country. Canada, unfortunately, offers very little encouragement to literary talent.—Boston Journal.

Laird & Lee's three hundred attractive titles have received an additional force and their regular trade an impetus in having recently absorbed the works of Opie Read and Stanley Waterloo. These well-known Western writers have been fortunate in securing publishers so enterprising and well known, and congratulations can be freely extended each way. The five books of Opie Read's to be issued at once in a new form are, "A Kentucky Colonel," "Emmett Bonlore," "Len Gansett," "Selected Stories," and "The Colossus," of which "A Kentucky Colonel" and "Colossus" will be ready in a few days at the retail price of 50c.

Stanley Waterloo's book, "A Man and a Woman," will be ready soon, making its debut in the Library of Choice Fiction at the regular price of 50c.

Underhill & Nichols, Buffalo, published early in June "The Niagara Book," under which title they have prepared a handsome souvenir volume relating to Niagara. It is to contain sketches, stories and essays, descriptive, humorous, historical and scientific, by well-known American writers, and it is to be illustrated throughout by Harry Fenn. No efforts have been spared to make "The Niagara Book" the most complete souvenir of Niagara that has yet been published. Among its interesting features are "Niagara First and Last," a short sketch by W. D. Howells, describing the prominent features of the falls and written in the form of a personal reminiscence; a delightfully humorous article by Mark Twain, treating of "The First Authentic mention of Niagara Falls, being Extracts from Adam's Diary," and a treatise on "The Geology of Niagara Falls," by Prof. N. S. Shaler, of Harvard University. "Famous Men at the Falls" will be described by Rev. Thomas R. Slicer; Hon. Peter A. Porter will contribute a "History of Niagara Falls"; Professor Forbes will describe the "Niagara Tunnel" and the proposed "Harnessing of Niagara," and these contributions will be supplemented by a new and interesting guide-book to the Falls, by Frederic Almy. The book will be a twelvemo of about 300 pages, and will be published both in cloth and paper.

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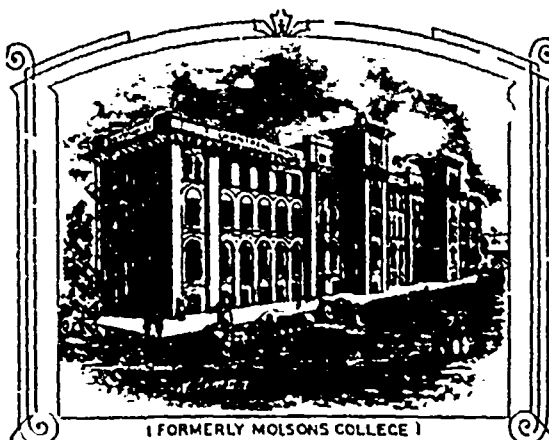
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NEW PUBLICATIONS.

A SOUTHERN HERITAGE is a novel by Wm. Horace Brown; an attractive story of American Southern society life, which, as regards dramatic spirit, originality of motive, force and life of characters, is most remarkable. The conceptions are strong but simple, the style natural, the conversations exceptionally vivacious, and the people represented are creatures of flesh and blood, even if some are fond of pleasure, high living, dancing, morphine, etc. The descriptions of the great ball, especially, in which the Grand Duke Alexis and Mrs. Kirkwood were dancing partners, are wonderfully realistic. In fact, they make one's blood tingle. On many readers it will leave the desire to participate in social pleasures which are here so vividly represented. Of course, there runs also in this bright novel an undercurrent of dark deeds, finally brought to a happy end by an ideal and appropriate marriage. Worthington Co., New York; paper 50 cents, cloth \$1.

THE IRONMASTER, by George Ohnet, author of "Antoinette," is a story of admirably sustained interest, skillfully told in graceful yet forceful language. The strongly marked characters develop themselves naturally, both in their language and their actions. The book, moreover, unlike the general run of French novels, conveys a sound moral. It shows us how needful it is that husbands and wives alike should study each other's character before marriage, and it enforces in convincing language the oft-repeated lesson that a woman should never trifle with the affections of the man to whom she is mated for life. Worthington Co., New York; paper 50 cents.

AMONG THE HEATHER is a new novel by A. C. Hertford, author of "Love Conquers all." This is a most interesting tale of the Highlands of Scotland, and the heather plays a most important part in the story. The story itself is based on an excellent plot, well designed, and ending well. The descriptions are charming in their freshness. It has a neat frontispiece. Paper, 50 cents. Rose Publishing Co., Toronto.

WITNESS TO THE DEED, by G. Manville Fenn, is published in paper, 50 cents, by The Rose Publishing Co. This tale opens with preparations for a wedding: church, bride, flowers, guests, etc.; but the bridegroom is murdered in his room just as he is ready for the service. What more could a first chapter contain? The novel is interesting throughout, and should prove a quick seller, as the author's reputation is a considerable auxiliary in this case.

HEARTS AND CORONETS, a tale of love, by Jane G. Fuller, is published in Robert Bonner's Sons, Ledger Library.

A foundling infant plays a great part in this novel, but its ancestry reveals itself in maturity. The scene is laid partly in America and partly in England. A peasant's son goes to America with his family, and afterwards returns to England, woos a lady, and causes even her conservative and coronetted father to remark: "Free institutions and a liberal government have certainly made a noble man of one poor fellow's son."

TRANSGRESSING THE LAW, by Capt. Frederick Whitaker, the author of "The Great Kenton Feud," is an interesting and instructive story. A jilted woman and a jilted man owe a grudge to the two persons who have caused their unhappiness, and, joining forces, they send a young husband to prison and kill the wife with grief. But a child of the union lives a foundling. Around her is woven a romance which is of thrilling and intense interest. The scenes are clearly and forcibly drawn, and many of them show a high dramatic power on the part of the author. Robert Bonner's Sons, New York.

THE ALGERIAN SLAVE is an illustrated novel by Giuseppe Caroli. The first thing to note is that this volume possesses a most striking cover, and *and this is a point of which booksellers should make a note, as it will materially aid in making sales.* The tale is supposed to be Mr. Caroli's autobiography, and he tells his history in such a charming manner that the pettiest detail is interesting; and his digressions and moralizings are pleasant, profitable and thought-stirring. Mr. Caroli was born in Genoa of an English mother and an Italian father. He afterwards lives in Venice for a time, and then goes to England, where he spends his school days. During a voyage to Italy, while yet a youth, the ship on which he was bound was captured by pirates and taken to Algiers. His experiences there fill many interesting chapters. This is a book of real merit, and much better than the ordinary paper-bound literature of the day. The most intellectual and religious mind will peruse it with pleasure and profit. Laird & Lee, Library of Choice Fiction.

CANADIAN MELODIES AND POEMS is the title of an exquisite volume of verse from the press of Hart & Riddell. The author is George E. Merkle, a young Canadian, who is earning his bread under the Stars and Stripes; but who loves his native land still. In the introduction he remarks: "The dearth of national literature in Canada is to be deplored; and whatever may have a tendency to stimulate activity in this line ought not to be discouraged. The history of Canada has a poetic background. Our people are by nature inclined to literature, as may be seen by the high character of our home jour-

nals and from the large importation of foreign books and magazines. Yet our national literature is meagre, compared with that of other countries whose advantages have not been superior to our own. Are not the pearly whiteness of our skies, the placid loveliness of our lakes, the lonely majesty of our forests, as well as the heroic struggles of our ancestors for the flag which they so dearly loved, fit themes for poetic inspiration and for minstrel reverie? It is true that we look to Mother Country for our models; but did not the Greek colonies produce a literature worthy to be compared to that of Athens in her glory?" The young author has done what he could for Canadian literature and given her the first fruits from the muse. The verses are all bright, musical and clear. Some very pretty legends are worked into the various short poems of which the book is composed. But the author seems to delight in comparing human life and nature, and moralizing on similar thoughts or phenomena suggested by each. The pretty little volume should be on every bookseller's counter. It deserves kind attention.

CAMPAIGN ECHOES, the autobiography of Mrs. Letitia Youmans, the pioneer of the white ribbon movement in Canada, written by request of the provincial W.C.T.U. of Ontario, with introduction by Miss Frances E. Willard, has been issued by William Briggs, Toronto (Montreal, C. W. Coates; Halifax, S. F. Huestis.) A biography of Mrs. Youmans is necessarily a history of the cause of temperance in Canada, for during the last twenty years she has been foremost in all public movements for the extermination of the drink traffic. The warm-hearted introduction by Miss Frances Willard, president of the World's W.C.T.U., is a fitting tribute to Mrs. Youmans' worth. "The briefest possible definition of Mrs. Youmans," says Miss Willard in the opening sentences of the introductory article, "is found in Paul's sententious words, 'much, every way.' Whether we consider her remarkable avoirdupois or the breadth of her views, the warmth of her heart or the weight of her arguments, the strength of her convictions, or the many-sided brilliancy of her wit, the vigor of her common sense or the wide extent of her influence, Mrs. Youmans is a woman altogether remarkable." Mrs. Youmans was for years president of the W.C.T.U. of Ontario, and by her gifts as a speaker and her remarkable energy, did more than any other one to make the W.C.T.U. so widely known and effective in Canada. The volume contains 22 chapters, covering Mrs. Youmans' life from the pioneer experiences of her parents down to the present time, when she is a helpless invalid from inflammatory rheumatism. No doubt the book will meet with a large sale among the thousands of Canadians who have known and appreciated the zeal and conscientious efforts of the authoress on behalf of her fellow-beings.

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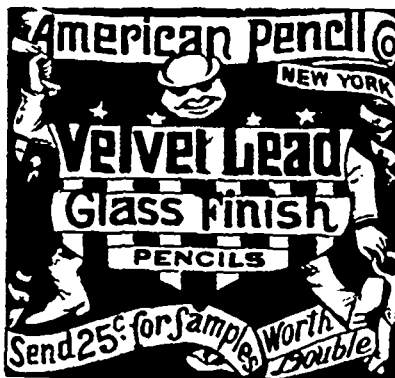
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THE CASSELL PUB. CO.

ON June 20th a receiver was appointed for the Cassell Publishing Co., New York. In an action brought by E. H. Archer, a director and former vice president, on allegations that it has become insolvent.

The New York Commercial Bulletin gives the following account of the trouble:

"President Dunham is charged with issuing fraudulent notes of the company. The concern was organized in 1890 with a capital of \$350,000. Dunham was the president, and the plaintiff until a year ago was a director. A year ago Archer became vice president of the company. He owns \$90,000 stock in the company, and the latter is indebted to him on notes to the amount of \$37,899.56.

"The business of the company during its three years of existence has been good. It has paid each year a dividend of \$10 on each share of stock, and the balance sheet on February 1, 1893, showed a profit of \$36,171.81.

"The Cassell Publishing Company, organized three years ago, succeeded the Cassell Publishing Company, Limited, of which Dunham had been the manager. Dunham became president of the new company, and he held \$140,000 shares in it, and he had to borrow money to get this interest in the company.

"To accomplish this, it is charged that he fraudulently issued notes of the new company to pay his personal obligations as they fell due. In using the credit of the company he kept the existence of the fraudulent notes a secret from all parties concerned, except Walter H. Wagstaff, treasurer of the company.

"On the 16th of June Wagstaff informed Mr. Archer of the state of affairs. The president had issued notes amounting to between \$180,500 and \$188,500, and the company was insolvent.

"Notes for \$10,000 became due on June 15, and were defaulted, and notes are about to fall due amounting to \$150,000. Since June 15 Mr. Dunham has not been seen by any of his business associates, and anxious enquiries have been made at his residence. He is said to have left the city."

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6929. Plan N. City of Winnipeg. Shewing plans registered on parts of D. C. S. Lots 35 and 36, Parish of St. John, scale 200 feet to 1 inch. Robert Charles McPhillips, Winnipeg.

6930. Plan C. City of Winnipeg. Shewing plans registered on parts of D. C. S. Lots 35 and 36, Parish of St. John, scale 200 feet to 1 inch. Robert Charles McPhillips, Winnipeg, Man.

6931. The Farmer's Friend and Account Book, by George A. Reel, Peterborough, Ont.

6932. Kirk and Ritchie's Abstract of Mineral Claims, Slovan, British Columbia. John Albert Kirk and Joseph Frederick Ritchie, Nelson, B.C.

6933. The Bell Telephone Company of Canada, Ltd., Toronto and Toronto Junction Exchanges, Subscribers' Directory, Ontario Department, April, 1893. The Bell Telephone Company of Canada, Ltd., Montreal, Que.

6934. Agricultural Lessons for Schools and Young Students, by Henry Stewart, a book which is now being preliminarily published in separate articles in The Family Herald and Weekly Star, of Montreal, Que. (Temporary copyright.) Hugh Graham, Montreal, Que.

6935. Map of Victoria, British Columbia, showing subdivisions on Official Record up to 1893. Compiled and drawn by Gottfred Jorgensen, C.C. M. A. Watt & Co., Victoria, B.C.

6936. Picture representing a man endeavoring to blow out an electric lamp before going to bed. The Packard Lamp Co., Montreal, Que.

6937. Eventide. Transcription for the pianoforte, by J. Hoffman, Chappell & Co., London, Eng.

6938. Happy Days. Words by Henry Thomson. Music by A. Strelezki. I. Suckling & Sons, Toronto, Ont.

6939. Heart of Hearts' Valse. For piano, by Katharine T. Fuller. I. Suckling & Sons, Toronto, Ont.

6940. Morning, Noon and Night. Words by Mrs. Edgar Jarvis, music by Francesco D'Auria. A. & S. Nordheimer, Toronto, Ont.

6941. The Georgian Bay. An Account of its position, inhabitants, mineral interests, fish, timber, and other resources, with map and illustrations. By James Coland Hamilton, M.A., LL.B., Toronto.

6942. L'Indicateur de Quebec et Levis, 1893-4. (The Quebec and Levis Directory). T. L. Boulanger et Ed. Marcotte, Quebec, Que.

6943. Nouveau Dictionnaire Illustré, Historique, Géographique, Biographique et Mythologique. Nouvelle édition. Par P. Theberge. C. O. Beauchemin et fils, Montreal, Que.

6944. Le Pèlerin de Saint Anne. Roman Mœurs. Nouvelle édition. Par Pamphile LeMay. C. O. Beauchemin et fils, Montreal, Que.

6945. Code de Procédure Civile de la Province de Quebec. Par l'Honorable M. Mathieu. C. O. Beauchemin et fils, Montreal, Que.

6946. Code Civil de la Province de Quebec. Par l'Honorable M. Mathieu. C. O. Beauchemin et fils, Montreal, Que.

6947. The Williams Official British Columbia Directory, 1893. The Williams Official British Columbia Directory Co., Ltd., Victoria, B. C.

6948. Campaign Echoes. The autobiography of Mrs. Letitia Youmans. Wm. Briggs, book steward of the Methodist

Book and Publishing House, Toronto, Ont.

6949. The Canadian Album: Men of Canada; or, Success by Example. Vol. II. Edited by Rev. Wm. Cochrane Thow. S. Linscott, Bradford, Ont.

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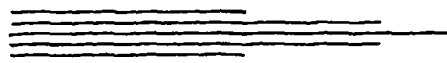
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