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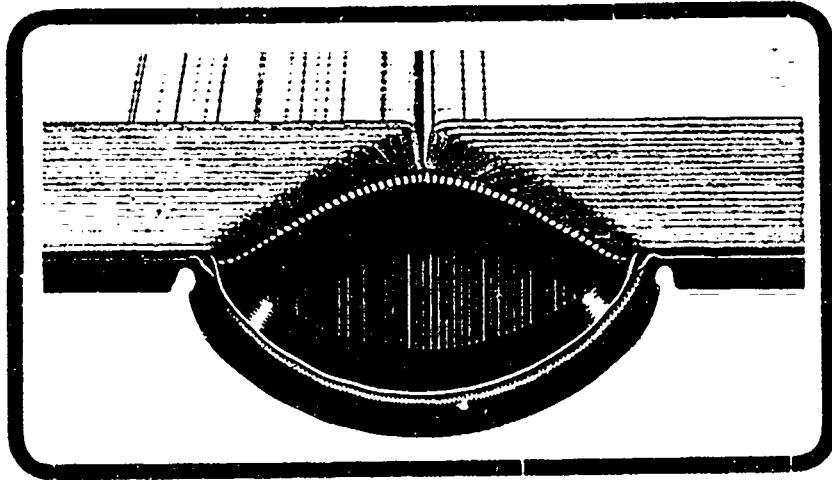
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Vol. XXI.

MONTREAL AND TORONTO, CANADA, FEBRUARY, 1905.

No. 2.

FRENCH-CANADIAN BOOKSELLING.

ARTICLE I.

A Discussion on French Copyright.

QUEBEC Province, with a population approaching one and three-quarter millions, the majority of whom are French-Canadians, furnishes a field for French booksellers which, judging by a few good stores in Montreal, Quebec, and other cities, and the characteristic and innumerable small ones scattered throughout the province in cities, towns and villages has been well cultivated. That there is room for improvement is undoubted. French bookstores in Montreal compare unfavorably with English ones, which have not as large a public to cater to. However, French-Canadians are readers not only of the daily press and innumerable religious works, but of fiction. Convents, schools, etc., in every section of the province ensure educated mothers and a reading public. The field is yearly becoming larger and of more importance, though at the present it can hardly be said to be lucrative.

In books French authors, French-Canadian authors and English translations furnish the supply. French-Canadian authors are numerous and are voluminous writers. A patriotic French publisher claims that French Canada, for its population, is the most fertile producer of literature in the world. Names like Casgrain, Clapin, Laure Conan, Louis Fréchette and Garneau, illustrate the extent of the field in fiction, history, biography and religious works. Publishers like C. O. Beauchemin et Fils, Granger Freres, Montreal, and a long list of Montreal printers as well as Quebec printers like Dessault & Proulx, Garneau, Prunneau et Krouak, Lenglais, Lalloume, etc., produce these French-Canadian works. A special article will touch upon this later.

French Authors.

However, the greater proportion of the French-Canadian's literature comes from French authors; either imported direct from French publishers or through American publishers, or reprinted in the Province of Quebec.

This latter practice has gone unchallenged for some time, as French publishers regarded the field as limited and ignored existing conditions. Naturally as time went on greater liberties were taken and French-Canadian newspapers like *La Presse* and *La Patrie* boldly produced recent productions of French authors. Montreal French theatres played recent dramas by French playwrights. Montreal and Levis (opposite Quebec city) publishers increased their output of new fiction by French authors. American publishers swamped the province with cheap editions of French fiction. The result has been a serious diminution in the importation direct from French publishers. For the year ending June, 1904, the works of fiction imported into Canada from other countries, principally France, amounted in value to only \$1,204. Still further the work of French-Canadian authors was sterilized.

The first active step to stop this improper practice, notice of which appeared in the August, 1904, issue of *Bookseller and Stationer*, was a resolution passed by the *Association Journalistes Canadien Français*, which urged that no French works should be reprinted in Canada without paying royalty to the French author. Since that time investigations have been made and *Bookseller and Stationer* is able to announce that active steps will be taken to stop the practice among all the offenders.

Alleged Transgressors

The principal publishers alleged to be reprinting French authors' works without permission are: C. E. Beauchesne, C. O. Beauchemin et Fils, Montreal, and Mercier & Co., Levis. Mr. Aime Geoffrion, a Montreal lawyer, has been approached by the *French Society Des Gens des Lettres*.

On the one side it is contended that the terms of the Berne convention (1887), which was entered into by England and France as well as nearly every country in Eu-

top, secures copyright recognition for French authors in Canada since Canada is a part of Great Britain and the law applies to her. Opposing interests aver that French authors, to secure their rights, must take advantage of the Canadian copyright law and have their books reprinted in Canada and registered at Ottawa. Further, it is alleged that the market is very small and that if French authors' works had to be solely imported the high price would preclude sales, whereas French-Canadian editions as low as ten and twenty cents sell where otherwise a book at \$1 would not. Against this it is urged that the works of French-Canadian authors are not given just recognition, as French-Canadian reprints and cheap American editions of French authors swamp the limited market.

Let the various interests affected speak for themselves.

Mr. E. Roby, of C. O. Benuchemin & Fils.

"Undoubtedly the terms of the Berne convention apply to Canada, although they are regarded as a dead letter. I am speaking against the interests of my business because I feel the French author should be protected and the French-Canadian author encouraged. However, does the French author or publisher suffer much? The sales of French fiction in the Province of Quebec owe what success they have to their cheapness. If we had to ask \$1 instead of twenty cents for a book the sale would be very limited.

"In this connection the customs laws need revision as well. It seems to me that they have been made entirely in the interests of Ontario publishers. The duty on paper fiction is 20 per cent and on bound fiction it is only 10 per cent. French fiction no matter how good is always in paper and bears the twenty per cent. duty. I have protested against this constantly.

"To illustrate the extent of the market our most successful reprint 'Cyrano de Bergerac' during four years has only sold slightly over 1,000 copies. We had Fasquelles French edition in stock and to protect that edition against the American edition we printed one ourselves. We did not register our edition and the French edition was still imported. What I advocate is that the French author should receive a just compensation and the law so read that provision be made that the book may be reprinted in Canada if he refuses.

"At present the market is limited, but what it may be in future is another question.

"The law also must protect us against American publishers who are reprinting the best French novels and dramas at popular prices and spoiling the Canadian market. The Berne convention effectually provides for this. What we need is international copyright. The United States was not in the Berne convention and by a special arrangement with England they register at Stationer's Hall, London, and secure copyright throughout the Empire. However, if this is not done their works may be pillaged by Ontario publishers. On the other hand the United States can steal the works of English authors if the American copyright law is not complied with. To comply with their strict law English authors must print and register their books in the United States at the same time as the English edition is prepared. In regard to French

authors the present situation is an injustice to them which legally can be straightened out satisfactorily."

Mr. C. E. Beauchesne, Montreal.

"I do not see how the terms of the Berne convention apply to Canada when we have a Canadian copyright law, which provides for the printing in Canada and registering at Ottawa to secure Canadian copyright. The British North America Act provides Canada with a responsible government and after much discussion Canada secured its own copyright law independent of Great Britain. The question is an involved one and Great Britain will not renounce the convention. What is the use of the convention when we have our own law to cover that. The principal works that I print are the product of French authors whose right has expired. A French author retains his right for only forty years and it is books of forty or fifty years ago that I reprint. These are works of a sensational and romantic character and please French-Canadians. Modern French literature after Zola's style is a failure in Canada. My editions are never large as the trade is cut into by innumerable printers and the market is limited. I do not think the talk is serious and consider that nothing can be done. Mr. L. De Montigny, a young French lawyer, has investigated this matter for his own publicity, assuring all concerned that the terms of the Berne convention apply. I do not look for any further developments.

"The main authors I use are Capendu, Camothe, Carr, Navry, Feval, etc. The French publishers who are well-known here are Lemarre, Flammarion, Calman Levy, Plon-Nourrit, and Juvan."

Mr. Amic Geoffrion.

"The French Society des Gens des Lettres have consulted me. Whether the defendant will be the French Canadian newspapers, theatres, or publishers, or American publishers is yet undecided. The society will urge that the terms of the Berne convention apply. This will be effective against the United States as well. Against this the defendant will probably urge that the Canadian copyright law must be complied with. The Imperial copyright Act applies here for books, but not for works of art, as the interesting case of 'What we have, we'll hold' attests. I think proceedings will undoubtedly be taken."

Manager of the Book Department of Grainger Freres.

"Many of the French-Canadian reprints at popular prices sell like hot cakes. They can be printed to sell at 20c, whereas the French edition will demand at least 90c. The French author suffers scandalously. We get a good many works from French publishers in Paris which Canadian publishers do not deem worthy of pillaging. Publications by French-Canadian authors average two a month. There is just as much profit from French publishers as from Canadian ones. The Canadian editions sell much more rapidly and if higher prices had to be asked sales would be less. Just settlement should be made with French authors."

An English Bookseller.

"The rights of French authors have been trampled upon, and some adjustment should be made. As a class we are utterly disinterested as there is no competition. I trust a test case will be made."

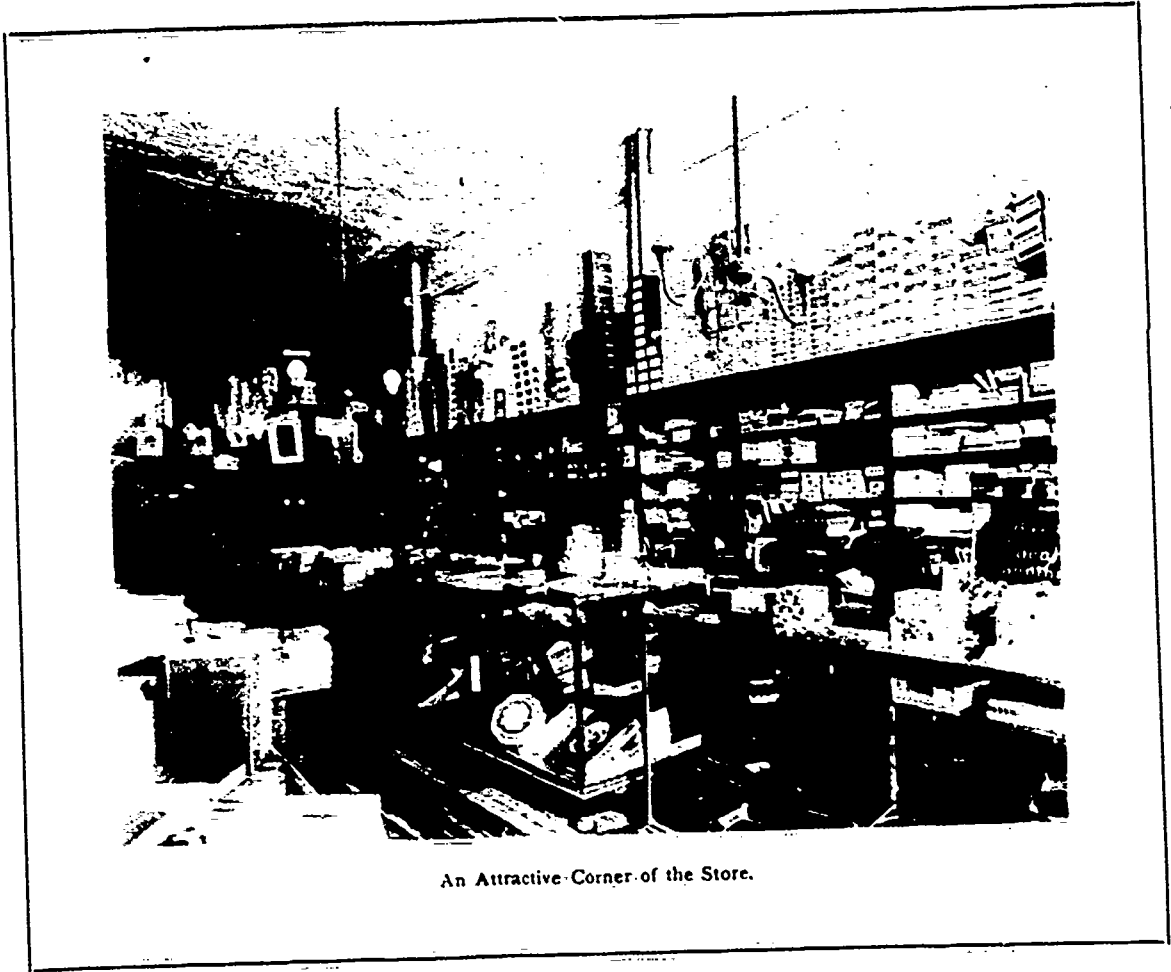
LEADING CANADIAN STORES

THE J. A. HART CO., LIMITED, WINNIPEG.

BOOKSELLER AND STATIONER takes pleasure this month in presenting an illustration of the interior of the J. A. Hart Company's book store in Winnipeg. As Western readers are well aware this book store, which has been owned by different firms, is one of the

H. Black. In July, 1904, the business was incorporated as "The J. A. Hart Company, Limited," Mr. Black retiring from the active control of the business, but becoming president of the new company. The vice-president and manager is J. A. Hart.

Mr. Hart has been connected with the book and stationery trade in Winnipeg for 23 years. In the early days of his present business he was associated in it with J. B. Ferguson and afterwards he was a member of the firm of Hart & Macpherson. He returned to his present business a few years ago and as he was manager for C. H. Black the change last Summer caused little disturbance in the



An Attractive Corner of the Store.

with the growth of Winnipeg. The original business was the oldest in Manitoba, and its history is closely associated with the early seventies by Donaldson & Bro., who did a thriving trade at the "Sign of the Big Book" as the store was then known. Always a growing one, the business has nevertheless passed through various hands. J. B. Ferguson, who has since removed to Victoria, B.C., conducted the business for several years, finally selling out to Alex. Taylor who had been engaged in the book and stationery business in Winnipeg since 1878. Thus the two oldest book and stationery houses in the West were combined and conducted by Mr. Taylor until his death some six years ago, when it was purchased by C.

actual conduct of the business. Mr. Hart is a son of J. Hart, the veteran bookseller of Perth, Ont., and he has therefore been brought up in the trade.

His store is undoubtedly one of the best in Winnipeg, and during the Christmas season it did a rushing trade. As may be gathered from the illustration, the interior fittings of the store are both handsome and serviceable, while the stock is large and well assorted. In addition to books, the firm carries an extensive range of high-grade stationery, office supplies and fancy goods. These are all shown to good effect on display stands, in large plate-glass show cases and on shelves. The lighting arrangements of the store are excellent.

PUBLISHERS' COLUMN

McLEOD & ALLEN, Toronto, will have the Canadian rights for the forthcoming novel by Louis Tracy, author of "The Wings of the Morning" and "The Pillar of Light." It will be called "The Great Mogul."

A timely book which The Copp, Clark Co., Limited, are pushing is "Under the Care of the Japanese War Office," by Ethel McCaul. The book has been attractively printed and bound. (\$1.00).

The Westminster Co. will have ready in April "Duncan Polite," a novel by Marion Keith, a Canadian writer, who has already made a name in the short story realm. Hodder & Stoughton will bring out the English edition of this book. They are so pleased with the work of this author that they have contracted for all future books.

The Fleming H. Revell Co. announce a Canadian edition of "The Lute of the Labrador Wild," by Dillon Wallace, for immediate publication. This is the story of the exploring expedition conducted by Leonidas Hubbard, jr., in which he lost his life. This book will shortly be followed by "Dr. Grenfell's Parish; the Deep Sea Fishermen," by Norman Duncan, and "The Harvest of the Sea," by Wilfred T. Grenfell, M.D.

This week McLeod & Allen, Toronto, are issuing "The Millionaire Baby," by Anna Katharine Green. This is said to be the author's best story.

This month the Copp, Clark Co., Limited, are bringing out paper editions of "Whosoever Shall Offend," by Marion Crawford and "Hearts in Exile," by John Oxenham. The latter is most timely in view of the troubles in Russia.

Langton & Hall, Limited, Toronto, are bringing out several paper editions of their leading novels this month. These include "The Undereurrent," by Robert Grant, "The Records," by Cyrus Townsend Brady, "A Lost Eden," by M. E. Braddon, "Tommy & Co.," by Jerome K. Jerome, and "The Soldier of the Valley," by Nelson Lloyd. (75cts.).

During the season, Morang & Co., Limited, will publish "The Secret Woman," by Eden Phillpotts, pronounced by the New York Herald as that author's masterpiece, "The Two Captains," a story of Bonaparte and Nelson, by Cyrus Townsend Brady, and "The Manoeuvres of Jane," by Henry Arthur Jones, a charming original comedy in four acts.

McLeod & Allen announce second Canadian editions of "My Lady of the North," by Randall Parrish, "The Man on the Box," by Harold MacGrath, and "The Princess Passes," by C. N. and A. M. Williamson. A fourth edition of that popular novel, "In the Bishop's Carriage," by Miriam Michelson, is promised.

"The Biography of Florence Nightingale," by Miss Tooley, being a detailed account of that great woman's

life, friendship and literary activities, is announced for early publication by Morang & Co., Limited.

A timely book of the month is "The Downfall of Russia," which The Copp, Clark Co., Limited, are bringing out in a cloth edition at \$1.50.

The sale of "The Prospector" still continues, the number of copies sold in Canada being well over 22,000.

A Canadian copyright edition of "John Burt," by Frederick Upham Adams, to sell at 25cts., is promised by Langton & Hall, Limited. They have every confidence that it will prove a leader in Summer book sales.

On February 25, Morang & Co., Limited, will publish "The Last of Sherlock Holmes," by A. Conan Doyle. Sherlock Holmes has been resurrected for the last time and the tales, which brought his career to a close in Collier's Weekly, are now issued in book form.

A. S. Barnes & Co., of New York, are this month issuing an important novel on life in "Inner Russia," "The White Terror and the Red," by A. Cahan. Mr. Cahan, as a member of the Revolutionary party, was forced to fly from the country.

L. C. Page & Company, of Boston, are preparing for publication in the Spring, some very attractive additions to their series of successful copyright novels issued at popular prices. In the new list, which numbers eighteen volumes, may be noted such strong titles by well-known authors as "The Mystery of Murray Davenport," by Robert Neilson Stephens; "The Spoilsmen," by Elliott Flower; Jokai's "Midst the Wild Carpathians," D'Annunzio's "The Child of Pleasure," and "A Rose of Acadie," by Marshall Saunders.

"Brock," by Lady Edgar, the sixth volume in the Makets of Canada Series, is now ready. This book has been receiving very favorable notices from the book reviewers (Morang & Co., Limited).

So far "The Earthly Purgatory," by Lily Dougall, has not received that justice from the Canadian reading public which is its due. Miss Dougall is one of Canada's most talented authors, and in her latest book she is quite at her best. (Langton & Hall, Limited).

On February 21, A. S. Barnes & Co., of New York, will publish a sea story by Dr. Henry C. Rowland, entitled "The Wanderers."

L. C. Page & Co., Boston, announce the following titles for publication in the early Spring: "Return," by Alice MacGowan and Grace MacGowan Cooke, authors of "Huldah", "Castel del Monte," by Nathan Gallizier, "Lady Penelope," by Morley Roberts, "The Winged Helmet," by Harold Steele MacKaye; "The Black Barque," by T. Jenkins Hains; "Slaves of Success," by Elliott Flower, "Silver Bells," by Col. Andrew C. P. Haggard, and "A Captain of Men," by E. Anson Moore.

The Copp, Clark Co. Limited, will handle a Canadian edition of "The Glansuan," by Thomas Dixon, jr. This is a remarkable story of the Klu-Klux-Klan. (\$1.50).

MONTHLY REPORT FROM BOOK CENTRES

WINNIPEG.

Office of BOOKSELLER AND STATIONER,
515 McIntyre Block, Winnipeg, Man.
February 3, 1906

JANUARY book trade always shows a big decrease when compared with the generous buying of the holiday month-preceding. Clearing sales were held by nearly all the Winnipeg stores and the results were good. One store held a "Stock-taking Sale" clearing out many standard and popular books at from 33 to 50 per cent. reduction, and of course there were the usual clearing sales of calendars and other holiday goods which it was absolutely necessary to dispose of. To stimulate business in an ordinarily dull month one local store holds an annual January sale of Bibles and hymn books and results would seem to warrant the effort. At time of writing the local stores are making attractive displays of valentines, but it is early yet to state results. These sales have all been backed by a judicious use of printer's ink.

As there is little profit for the dealer who handles the Ladies' Home Journal on the yearly subscription basis a local store has been trying to stimulate the sales of single copies. A window display of this journal was made and prizes offered to those who should guess correctly the number of copies in the window. Needless to say it was necessary to buy a copy for 15 cents to qualify.

The book trade proper is quiet now and there is little change in the popular fancy. "Doctor Lake of the Labrador" and "The Prospector" are still called for and evidently will retain their popularity for an indefinite period. "God's Good Man" appeals to a large class of readers who are always ready to welcome the latest from this author's pen, and the demand did not altogether cease with the close of the holiday season. "Old Gorgon Graham" is still selling well for the quiet season.

A slight effort was made to push sales of standard sets in January, but apparently it did not meet with much success.

F. R. M.

TORONTO.

Office of BOOKSELLER AND STATIONER,
10 Front Street East, Toronto.
February 10, 1906

AS was to be expected January has been a quiet month among booksellers and stationers. Book sales have been very small and few new books have been added to stocks. The lull in trade has given dealers an opportunity to sort up and take stock of the contents of their stores. The holiday turnover has been found to have been most satisfactory and stocks are pretty free of dead matter. The department stores have as usual been slaughtering their left-overs.

One store reports a good sale of Robert Hitchen's "The Garden of Allah," just received from England.

"The Masquerader" is still selling well. Every person, who reads it, has been recommending it to his friends.

"The Prospector" and "God's Good Man" are also finding purchasers. The same may be said of "Beverly of Graustark." According to all reports "The Prodigal Son" has been disappointing in sales and the sale of "Dr. Lake of the Labrador" has fallen off since the new year.

Valentines are the enlivening feature just now and every dealer is showing them. The sale is the best for years. The variety shown is endless. From hand-painted designs at \$3 and \$5 to the one-cent card, all are in stock. Books such as "An Old Sweetheart of Mine" and "Out at Aunt Mary's" are selling in sympathy. Gilbert's special pictures are going well. In novelties, love's telegrams and cables are popular.

Tally cards, playing cards and prizes for euhres are in demand just now; also books on bridge and bridge score cards.

W. A. C.

MONTREAL.

Office of BOOKSELLER AND STATIONER,
232 McGill Street, Montreal.
February 11, 1906.

JANUARY is always a quiet month in book circles. New editions are held over till Spring and the public usually have a supply from the holidays. Strenuous efforts have been made in departments and many book stores to induce free buying. Twenty per cent. discount sales were numerous and are being continued through February. Odd lots are collected and marked at tempting prices. A window display of popular paper editions at 50c brought business. Regular \$1.50 editions were offered at \$1.10 and \$1.25 editions at 90c. Standard sets shared in the slashing and moved freely. Other stores report business as fair and one store as good, without any price-cutting.

In fiction, nothing startling has occurred. Discount sales have brought increased results and created a demand for slow sellers. Since "The Prospector," which is still keeping up its sales, nothing has made a stir. "The Masquerader" continues popular and booksellers are re-ordering. Three new books are well spoken of. "My Lady of the North," by Randall Parrish; "The Man on the Box," by H. MacGrath; "The Magnetic North," by Elizabeth Robbins. These tales are peculiarly suited to the Canadian market. An American edition of "The Garden of Allah" is selling. "The Law of the Land," a Southern story, is displayed.

Two good stories dealing with Japan "The Heart of Japan" and "Dux Christus" are doing well. "Poems and Songs," by J. R. Newell, Canadian by birth and an Anglican minister residing in the States, has merit. Old, new titles like "Sermons by the Devil" and "Intoxicants and Opiums in all Lands" have a call. Religious books are in some favor. "The Self and Sex Series" has done well.

School promotions have caused a fair demand in school books and supplies. Valentines this year are arousing more attention and larger displays are made than ever before. There is an absence of the old-time coarseness, and beautiful effects are seen. This puts the trade on a higher and more profitable basis. Tissue paper oddities, combs, and valentine post cards are the favored lines.

G. E. F.

MAGAZINE COUNTER

THE NEWEST MAGAZINE.

NUMBER one of a magazine, which seems destined to repeat the success of the famous Strand, is being brought out each month by George Newnes, limited, through the Montreal and Toronto News Companies. It has been christened the Grand and, judging from the contents of the initial number, it will prove a "winner." Those interested will find a complete list of features in the first issue on the opposite page.

...

FEATURES OF CURRENT ISSUES.

Atlantic (March). The publishers announce for this number the opening chapters of a new serial by Margaret Sherwood, author of "Daphne," entitled "The Coming of the Tide."

Booklovers (February). Contains the second of Bur-riss Galan's instructive articles on "The Real Australia;" an interesting account of "Winter Sports in the Upper Engadine" and numerous other bright articles and illustrations.

Burr McIntosh Monthly (February). The portraits include Mrs. Patrick Campbell, Ethel Barrymore, Fay Davis, Edna May, Mrs. Langtry and many others of interest. All are expertly reproduced.

Canadian (March). Among the chief features prominent in this number are "Agriculture in Quebec," by C. Bevan, and "The Story of the Cornwall Canal," by Norman Patterson. "Professor A. W. Robertson" will be the Canadian Celebrity of the month. Stories by Theodore Roberts, W. A. Fraser and Hubert McBean Johnston are also to be featured.

Cassell's (February). The stories and illustrations in this number are particularly good. "Motor Car Sports" is a first-rate article and "The Play and the Suburbs" gives some interesting theatrical information about London.

Century (March). Begins a novelette by Kate Douglas Wiggin and contains several good short stories. Mr. Richard Barry will write of the "New Siege Warfare at Port Arthur." Other articles are on "The Outlook for Reform in Russia" and "Luther Burbank's Experiments with Plants and Flowers."

Chambers' Journal (February). Contains another installment of John Oxenham's serial "Giant Circumstance," "The Revolution in the British Navy," "Industrial Accidents," "Our Milk Supply," "The Motorist," "Low Living and High Thinking," etc.

Cosmopolitan (February). Contains "The American Wife in Europe," "The Early Days of Christian Missions in Japan," "Henrik Ibsen," "The Art of Wowing," "The Development of Nones," "The Boot and Shoe Industry," etc.

Critic (February). Prominent among the contents of this number are articles on "The Lyceum Club of London" and "The Literary Life," by Laurence Hutton,

with an appreciation of "Leah Klesschna" as presented by Mrs. Fiske. The illustrations are as usual numerous and excellent.

Everybody's (February). In this number begins the first of an important series of articles disclosing the methods of the beef trust in the United States. "Frenzied Finance" is still continued.

Lippincott's (March). The novelette will be "Both Sides of the Shield," by Captain Archibald Butt. Other writers will include Paul Laurence Dunbar, Mrs. Zangwill, etc.

McClure's (March). The two leading articles will be "The Subway Deal," by Ray Stannard Baker, and "Modern Surgery," by Samuel Hopkins Adams. There will also be the usual supply of stories and illustrations.

MacMillan's (February). Contains "The Study of Colonial History at Oxford," "The Modern Trade of Politics," "Art and the Athlete," "From Tangier to Morocco," "More Judges?" etc.

Munsey's (February). Exhibits many improvements in paper, illustrations, printing and the quality of the advertisements. The character of the contents, too, seems to be higher and there is a general improvement all round.

Outlook (February 4). An instructive article in this number is on "The Sailor of the Great Lakes." Another article of interest to Canadians is "Canoeing in Ottawa Waters." Both are copiously illustrated.

Pall Mall (March). Will contain the first of a series of stories of adventure by Jack London, a complete story by Flora Annie Steel, the third of the new "Raffles" stories, by E. W. Hornung, further chapters of M. G. Wells' new serial, "Kipps," etc. The price is 15-cents.

Pearson's, English (February). A leading feature is the reproduction of a number of Hon. John Collier's famous pictures. "Scoops" is the subject of a bright article on the triumphs of newspapers in securing first and exclusive news.

Quarterly Review (January). Contains "William Stubbs, Churchman and Historian," "Horace Walpole and William Cowper," "Profit-Sharing and Co-Partnership," "The Making of the United States," "Poultry-Keeping as a Business," "The Tudors and the Navy," "Canon Amger," "The Direction and Method of Teaching," "Matthew Arnold," "Tariffs and National Well-Being," "The War in the Far East" and "The Prime Minister's Duty."

Review of Reviews (February). Contains "The Panama Canal," "Russia's Troubles," "Venezuela's Industrial and Commercial Outlook," "Street Railway Fares in the United States," "The New Baltimore," etc.

Scribner's (March). Will contain "Portraits of Indian Types," "The Education Problem in Europe" and "Three Days on the Volga" besides stories by John Fox, Jr., Mrs. Wharton, E. S. Martin, James B. Connolly and others.

Windsor (February). Reproduces some choice paintings by Stanhope Forbes, R.A. Two excellent articles are on "The Sea-Power of our Railways" and the Y.M.C.A. "Military Bands" are well illustrated.

World To-Day (February). A Western number containing a good paper on the Canadian West, by W. S. Harwood, profusely illustrated. There are in all twelve articles on various phases of Western life.

THE GRAND MAGAZINE

Number 1 (March)

10 CENTS

Introduction

By Sir George Newnes, Bart., M.P.

"My Best Story." No. 1.—A Straggler of '15

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Real Experiences of the Supernatural

The Burglary at the Inn

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(2) By One Who Distrusts Them Both.

The Bomb Shell

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How to Live Long

A Symposium by those who have done it.

The Immorality of Women at Bridge

A Yarn of Years

By Mostyn T. Pigott.

Under the X-Rays. No. 1.—The Case of Mr. Adolf

Beck

Interesting People

The Extra Hands of the 55. "Nemesls"

By Morley Roberts.

The Causerie of the Grand Club

Who Has the Best Time: A Man or a Woman

By John Oliver Hobbes.

It Didn't Take

One Life or Two

By Henry Normanby.

What's In a Name

The Theatre of the Future

By G. Bernard Shaw.

Puzzles

By One of Their Victims.

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BOOKS OF THE MONTH

Caine, Hall. "The Prodigal Son." Toronto: Morang & Co., Limited, \$1.50. This is no common-place book. The subject is as old as humanity. The treatment is subtle, keen, powerful. The setting is modern, yet deals with somewhat primitive life in Iceland. Oscar Stephenson, the spoiled darling of his family, lavishly endowed by nature and circumstance, makes shipwreck of his life in the wild pursuit of pleasure and finds at last that though a man may not in this life escape the consequences of his own misdeeds yet in true repentance there is reconciliation. Magnus, the elder brother, is a masterly conception. His strong and rugged nature unfolds itself along the line of duty. For him the broad issues of life are right and wrong. Under fiery trial he is driven to the verge of despair, when, through a wonderful deliverance from a terrible temptation a miracle is wrought and he emerges a chastened soul, purged from all self-righteousness. The interest is kept at a high level throughout.

Lee, John Doyle. "The Mormon Menace." New York: Home Protection Publishing Co. These confessions of John Doyle Lee, written while he was under sentence of death, set forth the principles and practice of the Mormon Church. It is a plain, straightforward tale and at the same time a strong arraignment of a bloody tyranny existing within the bounds of a free country. This festering sore in the body politic which in its early days was dangerous only to its immediate neighbors has now become a political menace to the whole country. With polygamy for its keystone the edifice maintained by the sacrifice of the freedom of its manhood and the purity of its womanhood. The appearance of this volume is timely and it is deserving of careful study by every well-wisher of his country.

McPhail James M. "Kenneth S. Macdonald, M.A., D. D." Edinburgh and London: Oliphant, Anderson & Ferrier. Recognizing education leavened by Christianity as the true leverage by which the social condition of the people of India could be elevated to a higher plane, Dr. Duff revolutionized missionary work in India. Among his successors there is no worthier name than that of the subject of this book. His biographer has succeeded in portraying a man who by his eminent gifts and lovable personality has won for himself a high place among the benefactors of India, the country of his adoption. Woven in with the story of his life there is much information regarding the literature, religious and social customs of the people of India.

Miles, Eustace. "Quickness and How to Increase it." London: Gale & Polden, Limited. Paper, one shilling. A useful manual on a unique subject, giving a series of exercises, attractive, brief and economical, which will help those who are slow in any respect to greater quickness both of mind and body.

Miles, Eustace. "Breathing for Health, Athletics and Brain Work." London: Gale & Polden, Limited. Paper-boards, one shilling. A carefully written book on a most vital subject, which should impress on every person the important part breathing plays in human life. The process is completely described and illustrated and the various kinds of breathing thoroughly explained.

Sandow, Eugen. "Strength and How to Obtain it." London: Gale & Polden, Limited. Cloth, 2s 6d net. A third edition of Sandow's valuable treatise, embellished with a great many illustrations and with two anatomical charts for men and women. The second part deals with incidents in Sandow's professional career.

Smeaton, Annie. "Gordon Ogilvy." Edinburgh and London: Oliphant, Anderson & Ferrier, 3s 6d. A story containing incidents in the South African War and also pictures of life and character in the Highlands of Scotland. It is religious in tone and simple narrative in style. Emphasis is laid upon the evil of gambling.

Wagner, Charles. "The Busy Life." New York: J. S. Ogilvie Publishing Co., 60c. This book, which is translated from the French, comprises a number of didactic papers on Morals. The author views life as the supreme gift, justice the ultimate aim and energy founded in love, the beneficent agents of humanity. The tone is simple, sane and convincing. It carries with it inspiration for a simple, noble life.

LIBRARY OF THE APPLIED ARTS.

DUTCH Pottery and Porcelain," "Old English Furniture," "English Embroidery," and "English Table Glass" are the titles of the volumes already issued in this important series, and they are certainly suggestive of good things to the art lover. In each case, the writer on the subject in hand brings expert knowledge to his or her task. Especial attention has been lavished on the illustrations which are numerous and beautifully executed. Thus in the volume on "Old English Furniture," there have been inserted nearly one hundred full-page plates. From the bookmaker's standpoint, the volumes in this series leave nothing to be desired. The cover is designed in gold on green cloth, the type is extra large and the presswork has been executed with every attention to detail. The publishers of these beautiful volumes are George Newnes, Limited, London, and the price per volume is 7s 6d net.

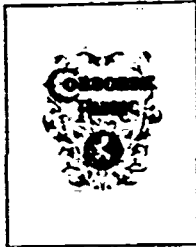
ADDITIONS TO SERIES.

GEORGE NEWNES, LIMITED, have added "Coleridge's Poems" to their Thin Paper Classics. The edition has been carefully edited by Professor William Knight. This series of thin paper classics, which was referred to in a recent issue of Bookseller and Stationer, is a most attractive one and now numbers well over thirty volumes. In limp cloth the price is 3s. net, in limp lambskin, 3s. 6d. net per volume.

George Bell & Sons have added Volume IV. of Emerson's Works, containing Miscellaneous Pieces, to the York Library Edition of the great American's literary productions. This edition has been commented upon favorably in earlier issues of Bookseller and Stationer.

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Vol XIV FEBRUARY, 1905. No. 2

"Kindly re-enter my name on your books for Bookseller and Stationer. I desire to receive same regularly, because I find it invaluable and accurate"—V. G. R. Archambault, Sherbrooke

A POINT WELL TAKEN.

RETAILERS' letter in another column brings forcibly to light a crying evil, which should be remedied forthwith by the trade. The practice of selling books direct to the consumer has been long followed by certain publishing houses. That in most cases it is a practice, most unfair to the retail bookseller, cannot be denied, and we think "Retailer" is perfectly justified in taking a decided stand against it.

The legitimate channel of trade is from publisher, to bookseller, to consumer. If a publisher wishes to ignore the bookseller and go direct to the consumer, let him try it in its entirety. He may have to establish his agencies in every town and village in the country, but even that would be eminently fair compared with the back-door policy now in vogue.

So long as a publisher must depend on the booksellers of the country for the distribution of the great bulk of his books, it is only fair that he should give the booksellers every opportunity to carry on their trade success-

fully. To solicit business from bookseller and consumer at one and the same time is, so far as the bookseller is concerned, stretching the golden rule a little too far.

The remedy suggested by "Retailer" is possibly the only one that is available. Now is the time that a good live retail organization of booksellers would have come in most handy. Unfortunately, the experience of association work tried two years ago was not of the encouraging nature it should have been. The lukewarmness of the trade was lamentable, and the indifference then shown proved most discouraging to those individuals who took the matter up. Our advice in the present emergency would be to revive the work once more. Individual protests will do little good, while a strong association can be made to do wonders.

Bookseller and Stationer has no free list. Every copy is paid for. We cover 95 per cent of the trade

JANUARY BOOK TRADE.

JANUARY has been an extremely quiet month in the book trade, as our reports from book centres will testify. There have been practically no new books on the market, and only a limited call for the best of last Fall's publications. A few paper editions have been coming out at intervals and more are promised for this month. The Spring publishing season will not begin until well on in March, though a few books will appear in the meantime.

Publishers have nearly all returned from their trips to foreign markets and are making selections from the manuscripts submitted them. By the time of our next issue, we will be able to supply our readers with more definite information on what books can be looked forward to. According to all reports the season is exceptionally late in starting in the United States.

"The Prospector" continued to sell all during January. Its sales have now passed the 22,000 mark, and bid fair to attain 30,000 before the end of the year. "The Masquerader" sold well, if any book can be said to have done so. "God's Good Man" also kept up its sales to a certain extent. Among other books in demand were "Dr. Luke of the Labrador," "Beverly of Graustark," and "The Man on the Box."

Our cover designs are unique and are specially prepared for us by the best artists in cover designing

FRENCH-CANADIAN COPYRIGHT.

ENGLISH papers have of late been referring to threatened trouble over the infringement of copyright in French authors' works in the Province of Quebec. The practice of appropriating the works of modern French authors and playwrights has been long noticeable in French-Canada, but it has never been deemed of sufficient importance to warrant the intervention of the legal authorities. However, the matter apparently is coming to a head and a test case may be looked for.

The question revives in another form the whole problem of Canadian copyright. Is Canada bound by the British copyright laws or has she the power to make her own

copyright laws? Is Canada under the regulations imposed on British publishers in respect to other countries, as determined by the Berne Convention, or is she independent of these regulations? This is the question in a nutshell, and this is the problem which will have to be solved before the trouble can be settled.

So far as French works in Quebec are concerned, the question at issue is whether Canadian publishers are prohibited from printing and selling in Canada, French works, which are protected by international copyright in France, or whether, if they comply with Canadian copyright regulations, they are at liberty to do so, in spite of the decrees of the Berne Convention.

The opening up of this question has naturally created some curiosity about French-Canadian publishing and bookselling. In response to the desire for information on these subjects Bookseller and Stationer has arranged for an interesting series of articles, the first of which appears in the current issue.

"Leading Canadian Stores" will be a feature this year in Bookseller and Stationer. Watch the series.

THE VALENTINE REVIVAL.

IT cannot be said that the vogue of the valentine this year was unexpected. Manufacturers and jobbers reckoned on a good sale and made preparations accordingly. But it is doubtful whether any of them realized the extent to which the valentine would gain a hold on the public. We would have to go back many a year before we would find a time when dealers did so well with their valentines.

This year can be counted on to see a strong interest in valentines, Easter cards, picture postcards and Christmas cards, and the greatest of these will be the picture postcards. No stock of valentines or Easter or Christmas cards is complete to-day without the interspersing of appropriate picture postcards. In fact, it is a question whether the call for picture postcards has not given rise to the call for the other varieties. Be that as it may, the demand is there and dealers should make the best possible use of it.

Bookseller and Stationer carried 60 pages more advertising in 1904 than in 1903, and 86 pages more reading matter.

CANADIAN LITERATURE.

SKINS are not wanting that there promises to be a quickening of the literary spirit in Canada. There has always been a literary spirit in this country, of course, and, according to population, it has been a strong spirit. But it has always tended towards the conservative. It has never launched out, or if it has, it has done so at rare intervals and in isolated instances. To-day we find new magazines on the market, new periodicals in preparation, new histories and biographies being written, and an increasing demand for, and appreciation of, the work of Canadian authors. It is unnecessary to detail the various new ventures and changes. They are visible on every side. Every book store shows its Canadian

novels prominently. Every newsstand has its Canadian editions of English and American periodicals and its pile of promising Canadian publications. Every metropolitan newspaper, at least, has its page of literary gossip and criticism. One and all evince a quickening of that literary spirit to which we have referred.

Bookseller and Stationer aims to give its subscribers practical information and its advertisers wide publicity.

CUT PRICES AGAIN.

TWO opinions on the question of price cutting in the book trade appear in this number, called forth by our editorial last month on "Cut Prices of Books." In the main they are directed towards answering the charge that salesmen in the book departments of departmental stores never possess the knowledge of books they should. The ground taken is that, as these salesmen sell nothing but books, they naturally know a good deal about them.

The discussion has opened up the old question, What is to become of the bookstore? This can be answered in one of two ways, it seems to us. Either the book store is going to concede the field in popular and cheap books to the department store and specialize on standard works, fine editions and the better class of literature, or it is going to branch out and, by the addition of other departments, endeavor to hold the entire field of literature. Specialization admits of great expansion. There are methods of handling and retailing books, as yet undreamed of by the average bookseller, which, if put in practice, would save the situation. And on the other hand the benefits of expansion have never yet been adequately realized. A retreat in either direction is open to the harassed bookseller.

Bookseller and Stationer gives fair service to all.

THE PATRIOTIC CRY.

AS far as possible Canadians should give a preference to the works of Canadian authors. At the same time Canadian authors should never count on the support of Canadian readers, simply because they are Canadians. Many a novel, many a volume of poetry, many a work of history and biography and many a periodical, miserably mediocre in character, has been foisted on the Canadian public and its sale urged on the ground that it represented struggling Canadian literature. Better have no Canadian literature at all than that it should have to be judged by such a standard. Fortunately for our national reputation, we have some authors who can hold their own in the international arena and to whom we can point with pride as exponents of Canadian ideals and standards. We are to-day producing histories and biographies of real merit. Our novelists are winning world-wide fame. It is to be regretted that certain writers should be advancing unworthy claims for recognition. The patriotic cry has its limit.

Help along your advertising by well thought out "follow up" methods.

**PICTURE
POSTCARDS**

WILL BE A RECORD YEAR

MARRAHELOUS as has been the growth of the picture postcard idea in the past, there seems little reason to doubt that this year will see a development of the business which will throw every past season into the shade. The craze for collecting cards has not yet reached anything like its limit. In fact it might well be argued that the craze has not struck Canada yet at all. It certainly has not, if conditions here are contrasted with those that prevail in Europe. This being the case, it can safely be prophesied that manufacturers of picture postcards will find in Canada a profitable field during the coming season.

A point worth noting is that this year the tourist trade bids fair to prove a more important factor. The



CROW EAGLE. A-PIGAN-CHIEF.
No. 22 of W. G. MacFarlane's Indian Series.

past three years have been poor years for travelers of the tourist class reaching a climax last Summer. A change is now in order which may be confidently looked for this year.

Need it be impressed on dealers to get into this business and make some money out of it? The stock is easily handled and readily displayed, it, moreover, serves to advertise other goods. There are numerous manufacturers who are marketing a huge variety of cards at lowest possible prices. The demand is something that can be counted on in any community. With all these favorable conditions there is reasonable ground for believing that the trade in picture postcards can be made highly profitable.

BUSINESS TAKEN OVER.

W. G. MACFARLANE, whose publishing business in souvenir books and souvenir postcards has been carried on in the name of Grip, Limited, Toronto, took over the business on the 1st of February, and will henceforth carry it on in his own name. Mr. MacFarlane reports a rapidly increasing business in souvenir books and postcards. His business has increased very substantially in the last two years and prospects for this year look very bright. A large volume of orders are already booked for Spring delivery.

His Naturotype process in colored cards is very popular, and dealers should write for prices for their contract orders before closing. Mr. MacFarlane has taken hold of the lines of Stewart & Woolf (London), and W. & A. K. Johnston (Edinburgh), in fancy and comic cards, and reports a very heavy demand for these lines. He will also supply postcard albums and postcard racks, burnt leather postcards, letter cards and a variety of other souvenir novelties.

Mr. Willis E. Hebb is representing Mr. MacFarlane in the Maritime Provinces. Mr. W. S. Rainnie will shortly take out the line covering Ontario towns. Mr. G. L. Smith takes care of the Toronto trade. Dealers before placing their orders should see Mr. MacFarlane's lines. To ensure early delivery of contract orders for the Naturotype and other lines of cards, dealers should place their orders early, as facilities will be taxed to their utmost this Spring to supply the demand.

NOTES.

The Picture Postcard Co., of Ottawa, are keeping right up to the times and are constantly adding new views to their already large assortment. They are particularly proud of their new colored cards.

German manufacturers of picture postcards have been agitating for some time to get the postoffice authorities to consent to half the address side of cards being reserved for correspondence as in England, France, Holland, Belgium, Switzerland, and other countries.

Warwick Bros. & Rutter, Limited, are now handling Tuck & Son's colored cards illustrating Montreal, Toronto and Ottawa. There are six views each of Montreal and Toronto and three of Ottawa. The cards are produced in Tucks' best style, which is a sufficient guarantee of quality.

In order to keep pace with the growing demand for picture postcards W. J. Gage & Co. are largely increasing their line, and are now showing souvenir postcards in all styles,—embossed, colored and plain. They make to order special local views of any place, in any quantity. Their travelers are booking some very large orders for this line of goods.

In the Spring a shopman's fancy has to turn to thoughts of views, and for the coming Summer view-card season every prudential retailer must lay his plans. The fashion now is to have at least one set of "our own" view postcards, and undoubtedly these are a great help in pushing trade, both to one's regular customers and to the casual visitor. Most of the large firms will now print you a special edition—or, at any rate, special envelopes for a moderate edition—of local view cards, and though I do not defend cutting, I conceive that it might sometimes be desirable to reduce the price a trifle, in view of the advertisement gained for one's business by the special packet of "our own" postcards bearing the name and address of your firm—E. W. Richardson in the Stationery Trades Journal.

The Picture Post Card House of Canada

(Established 15 years)

The Orders Booked

Justify us in believing we have the
Right Goods at the Right Prices.

View Post Cards Fancy Post Cards
Christmas Post Cards

SAMPLES ON APPLICATION.

The Montreal Import Co., 17 St. John Street, Montreal

Pictorial Postcards

We assure the trade that we are keeping right up to the times in the way of new views.

During the past year we have added largely to our already large assortment, and will continue to add as ideas and opportunity develop.

OUR NEW COLORED VIEWS OF

Montreal, Quebec and Ottawa

are particularly meritorious.

Albums

We carry a big range and the values are special.

Sample and prices to the trade only on application

The Picture Post Card Co.

P. O. Box 334, OTTAWA, ONT.

W. G. MacFARLANE

Saturday Night Building. - TORONTO.

PUBLISHER OF

SOUVENIR BOOKS and POST CARDS

Our lines are as follows

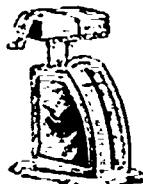
Souvenir Post Cards. Our Colored Line, the Naturotype, is very popular. Write us for samples and prices for contract orders.
Fancy and Comic Post Cards. We handle The Brewster & Woolf and Johns-ston lines.

Letter Cards. These will be very popular. Write us for prices.
Leather Post Cards.

Souvenir View Books. Let us quote you on an edition of your locality.

Post Card Albums and Post Card Racks.
Souvenir Novelties.

"Highest Award"



National	4 lbs.	\$3.00
Union	2 1/2 lbs.	2.50
Columbian	2 lbs.	2.00
Star	1 lb.	1.50
Crescent	1 lb.	1.00

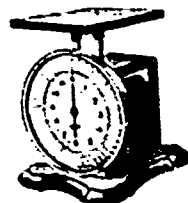
Don't forget to ask for a **PELOUZE POSTAL SCALE.** It means you will get the best Postal Scale that money can buy.

Received Highest Award at World's Fair, St. Louis, which confirms our repeated claims that our Postal Scales are the best

"No modern up-to-date offer is complete without one"

"Save Time and Stamps."

They tell instantly the exact cost of postage in cents on all classes of mail matter. Always accurate.



The **PELOUZE POSTAL SCALES** have a double needle index that starts at the top and moves through a slot. Very easy to read. Absolutely automatic --no tedious maneuvering of a poise on a beam.

Mail and Express	16 lbs.	\$5.00
Commercial	12 lbs.	\$3.75
U. S.	4 lbs.	2.50
Challenge	4 lbs.	2.50
Victor	1 1/2 lbs.	1.75

All Leading Dealers Sell Them. Order Through Your Jobber.

PELOUZE SCALE & MFG. CO.
118-130 W. Jackson Boulevard :: CHICAGO.

Jobbers, Attention!

Our Spring and Summer line of

View Post Cards

is ready for your inspection. Newest scenes at right prices. Samples will convince you. Send for them. Do it now.

ILLUSTRATED POST CARD CO.
MONTREAL

N. B. - A full line of Winter Scenes for immediate delivery

MONTHLY BULLETIN

This is IT for this month

SULTAN Toilet Paper

Extra high grade. Full weight. Beautiful attractive wrapper. Lithographed in crimson and gold. A winner for your trade.

\$5.25 a case.

Rolls, Ovals, and Squares.

Write for Samples.

G. A. Weese & Son, 44 Yonge St., Toronto

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office
Toronto, Ont.
 Capital - \$2,000,000.00
 Assets, over - 3,546,000.00
 Annual Income - 3,678,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$1,000,000.00.
 TOTAL ASSETS, \$2,024,096.02.
 LOSSES PAID SINCE ORGANIZATION, \$23,886,006.52.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
 Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
 P. H. SIMS, Secretary. and Managing Director

Money

CAN BE SAVED BY MEANS
 OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
 SUCH A POLICY WHILE YOU
 ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
 New Accumulation-Endowment Policy
 sent on application.

Confederation Life ASSOCIATION.

W. H. BEATTY, PRESIDENT.

W. O. MACDONALD,
 ACTUARY.

J. K. MACDONALD,
 MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital, \$8,700,000
 Rest, \$3,500,000

HEAD OFFICE: TORONTO, CANADA.

HON. GEO. A. COX, President. B. E. WALKER, General Manager.

The offices of this Bank number 113, distributed as follows:

LONDON, ENG., 61 Lombard St., E.C. NEW YORK, N.Y., 16 Exchange Place.
 S. Cameron Alexander, Manager. Wm. Gray and H. B. Walker, Agents

107 Branches throughout Canada, including the following:

MONTREAL, P. H. Mathewson, Manager. TORONTO, John C. Kemp, Manager.
 HALIFAX, H. S. Wallace, Manager. VANCOUVER, Wm. Murray, Manager.
 WINNIPEG, John Aird, Manager. OTTAWA, Robert Gill, Manager.
 ST. JOHN, N.H., J. G. Taylor, Manager. VICTORIA, Geo. Gillespie, Manager.
 DAWSON, D. A. Cameron, Manager. HAMILTON, D. B. Dewar, Manager.

5 Branches in the United States, including the principal cities of the Pacific Coast:

SAN FRANCISCO, CAL., Arch. Kalak, Manager. SEATTLE, WASHINGTON, G. V. Holt, Manager.
 SKAGWAY, ALASKA, H. M. Lay, Manager. PORTLAND, OREGON, E. A. Wyld, Manager.

A General Banking Business Transacted.

Foreign Exchange Bought and Sold.

The distribution of its Canadian branches covering all the principal cities and towns throughout the Dominion, its own offices in England and the United States, and its correspondents in all parts of the world, enable The Canadian Bank of Commerce to offer unexcelled facilities to merchants, manufacturers and exporters for the transaction of their business.

ESTABLISHED 1874

JOS. B. REED & SONS

Insurance, Toronto

ADVANCED METHODS

Our Insurer's Advice Sheet system
 " " Safe Deposit Vault.
 " " Bond (guaranteeing our work).
 Free of cost to our customers

ABSOLUTE SECURITY

We represent the strongest and best companies in existence.

Write for our pamphlet illustrating the superior advantages of our office and methods.

THE METROPOLITAN BANK.

DIRECTORS
 R. H. WARDEN, D.D., President. S. J. MOORE, Esq., Vice-President
 D. E. THOMSON, Esq., K.C. His Honor W. MORTIMER OLARE, K.C.
 THOS. BRADSHAW, Esq. JOHN FIRTHBROOK, Esq.

HEAD OFFICE, - TORONTO.
 W. D. ROSS, GENERAL MANAGER.

GENERAL BANKING BUSINESS TRANSACTED

SAVINGS DEPARTMENT
 at all Branches.
 ACCOUNTS SOLICITED
 Drafts Bought and Sold.
 Letters of Credit Issued.

FINANCE AND INSURANCE

CANADIAN failures for 1901, according to R. G. Dun & Co.'s report, totalled 1,216, as compared with 978 in 1903 and 1,101 in 1902. Liabilities amounted to \$11,394,117, as compared with \$7,552,724 in 1903 and \$10,934,777 in 1902. The bulk of the failures were of general stores, numbering 261, with liabilities of \$1,893,250. Dry goods houses failed to the number of 83, with liabilities of \$1,208,032; groceries, 175, with liabilities of \$903,120; clothing stores, 68, with liabilities of \$374,624; shoe stores, 40, with liabilities of \$197,487; furniture stores, 21, with liabilities of \$235,654; stove dealers, 30, with liabilities of \$325,974, etc. Out of fourteen manufacturing classes analyzed, only four reported smaller losses in 1901 than in 1903. In trading classes every one with the exception of books and stationery, showed greater losses. The largest adverse exhibits appeared in general stores, groceries, dry goods and liquors.

THE annual meetings of a good many Canadian banks have been held during the past month, and all have shown satisfactory progress. The Canadian Bank of Commerce showed net earnings of \$1,124,973, or nearly 13 per cent. Out of the net profits \$500,000 have been added to the rest account. Other allotments amounted to \$596,247, and \$28,726 was carried to the credit of profit and loss for the current year. The Bank of Hamilton presented a report at its annual meeting covering a period of six months. The net earnings for the half year were \$182,824, or nearly 8 per cent. for the period. The amount carried to the reserve fund was \$100,000, bringing the fund up to \$2,100,000. The net profits of the Dominion Bank amounted to \$459,670, equal to 15.22 per cent. on the total paid-up capital of \$3,000,000. Half a million dollars was carried to reserve fund and \$134,572 to profit and loss. The Bank of Nova Scotia showed profits for the past year of \$401,560, a fraction over 20 per cent. on its capital. A new issue of stock will be made of \$500,000. The Royal Bank of Canada showed net profits for the year of \$135,038.36. After paying dividends and reducing liabilities on bank premises, etc., the sum of \$302,743.72 was carried forward. The Bank of New Brunswick showed net profits of \$92,389.96. Of this, \$60,000 had been paid out in dividends, \$25,000 had been transferred to rest account, and the balance carried forward. The Bank of Toronto showed net profits of \$490,995.91. An addition of \$145,570 was made to the rest account, which is more than \$300,000 greater than the capital of the bank.

THE number of depositors in the savings banks of the United States has doubled in the last seventeen years. The total amount of their deposits has increased from \$1,235,247,371, in 1887, to \$2,935,204,845, during the year 1903. The official statistics, for 1903, show 7,305,228 individual depositors. About one-half of the amount deposited represents the savings of the wage-earning class. The figures here given not only show an

increasing prosperity among those of small incomes, but they also indicate an increasing frugality. Of the total deposits of the entire country not less than 38.5 per cent. are in the state of New York. The part of this grand total of deposits which is credited to the wage-earning class does not represent all of the savings of that group. The building and loan associations, with total assets of more than five hundred million dollars, are a favorite form of investment for many. Then personal hoarding, life insurance, and even modest investment in stocks and bonds, are other means of accumulation. Many wage earners in country towns and small cities own their homes.

NOTES.

It is rumored that the Bank of New Brunswick may go into business in Porto Rico.

The Sovereign Bank will shortly establish a branch in London. A branch was recently opened in Tweed.

The Bank of Hamilton will erect a branch at the corner of College street and Ossington avenue, Toronto.

The Bank of Hamilton has added Battleford, N.W.T., to its list of agencies. This brings up the total to sixty-two.

Mr. E. P. Heaton has been appointed manager of the insurance department of the Canadian Manufacturers' Association.

Mr. F. H. Mathewson, manager of the Montreal Branch of the Canadian Bank of Commerce, has been elected vice-president of the Montreal Board of Trade.

It is authoritatively announced that a branch of the Bank of Toronto will be established in Brantford in the premises lately vacated by the Bank of Hamilton.

Another branch of the Canadian Bank of Commerce has been opened at Melfort, Saskatchewan, with Mr. E. R. Jarvis as acting manager. This makes the 107th branch of this bank in Canada.

The announcement is made of the appointment of Mr. W. G. Parker, lately inspector and assistant manager of the Traders' Fire Insurance Company, to the position of general manager of that company.

It is understood that the negotiations for the amalgamation of the Merchants' Bank with the Royal Bank have been suspended until the retirement of Mr. Thomas Fyche, general manager of the Merchants' Bank, in June.

At the organization meeting of the Penny Bank of Toronto, Mr. Hamilton Cassells was elected president, with Messrs. Duncan Coulson, J. W. Flavelle, John B. Kay, Z. A. Lash, E. B. Osler, W. D. Ross and B. E. Walker, vice-presidents.

The Canadian Bank of Commerce has recently purchased property in the city of Toronto with a view of opening three new branches. The locations are Queen street west, Parkdale, the corner of College street and Dovercourt road, and the corner of Bloor street and Lansdowne avenue. It is expected that building operations will be commenced in the Spring.

<p>This list is for the purpose of placing retailers, manufacturers, jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,</p>	<h2>Leading Canadian Accountants and Auditors</h2>	<p>adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.</p>
<p style="text-align: center;">DAVID HOSKINS, P.C.A. Chartered Accountant, Auditor, Financial Valuator. 27 Wellington Street East Toronto, Canada</p>	<p>This Space \$15 a Year.</p>	<p style="text-align: center;">JENKINS & HARDY, Assignees, Chartered Accountants, Marine and Fire Insurance Agents. 154 Toronto Street Toronto. 445 Temple Building, Montreal. 100 William Street, New York.</p>

<p>This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,</p>	<h2>LEGAL CARDS.</h2>	<p>organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature. For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.</p>
<p>TUPPER, PHIPPEN & TUPPER Barristers, Solicitors, Etc. Winnipeg. Canada.</p>	<p>ATWATER, DUCLOS & CHAUVIN Advocates, Montreal. Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.</p>	<p>HEATY, BLACKSTOCK, FASKEN, RIDDELL & MAIZEE Barristers, Solicitors, Notaries, Etc. Office, Bank of Toronto. Tel. Main 3813 Toronto, Ont.</p>

<h2>Educational Department.</h2>		<p>The following institutions for the education of business men's sons and daughters are recommended by this paper:</p>
<h3>St. Margaret's College, Toronto</h3>	<p>TELEGRAPHY SHORTHAND</p>	
<p>A Boarding and Day School for Girls Thorough courses in every department Only teachers of the highest academic and professional standing employed GEORGE DICKSON, M.A. Director MRS. GEORGE DICKSON, Lady Principal</p>	<p><i>METROPOLITAN</i> <i>Business College</i> - OTTAWA, ONT. -</p>	
	<p>BOOK-KEEPING</p>	<p>TYPEWRITING</p>

Successful Advertising—How to Accomplish It
By J. ANGUS MACDONALD
A volume of 400 pages packed full of good stuff for advertisers. Price \$2 00.
Sent post paid upon receipt of price.
TECHNICAL BOOK DEPARTMENT
MACLEAN PUBLISHING CO., LIMITED, TORONTO

HOTEL DIRECTORY.

NEIL, McCARNEY, Prop.	W. C. McCARNEY, MANAGER
THE PROVINCIAL	
LEADING COMMERCIAL HOTEL	GANANOQUE, ONT.
Located in Heart of Business Section. Ten First-class Sample Rooms.	
HOTEL GRAND	
O. F. BAKER, Prop.	GALT, ONT.
First-class accommodation for Commercial Men.	

YOU ARE INTERESTED IN SOMETHING.

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms	100 Clippings, \$ 5.00
	250 " 12.00
	500 " 22.00
	1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE CANADIAN PRESS CLIPPING BUREAU,
232 McGill Street, MONTREAL. 10 Front St. East, TORONTO.

The most popular pens are

ESTERBROOK'S

MADE IN ALL STYLES

Fine Points, A1, 128, 333
Business, 048, 14, 130.
Broad Points, 312, 313, 314.
Turned-up Points, 477, 531, 1876.

CANADIAN AGENTS:
THE BROWN BROS., LIMITED
TORONTO.

THE OFFICE END

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

CLOSING THE BOOKS.

AT the close of a financial year in almost any business, there are a large number of outstanding items prepaid or still due, as the case may be, to be provided for, also apportionments of different charges to the proper accounts. Bookkeepers, having this department in hand, would do well to keep a record as these items turn up during the year in order that it would not be necessary to go back over the work of the year to discover them. This record may be kept on cards arranged alphabetically, showing the date paid, the date to which the account is prepaid and any other information necessary to ascertain particulars in regard to the account charged.

The following *outstandings* should all be provided for, viz.—

Insurance—Prepaid or due.

Advertising—Permanent advertisements, such as sign boards, magazines, etc.

Fuel, Water and Light—Fuel on hand, water and light prepaid or due.

therefore, should undoubtedly be to perform this department of his work as quickly as possible, still obtaining the desired results, but without re-writing the same material in any way.

The salesman taking the order should use a duplicate cash, sale or charge book, giving the customer the original copy, or, if the goods are delivered by a driver, send the original to the customer with the goods. The total amount of the sale may then be posted direct from the sale book to the customer's account in the ledger and the totals of the sale for the day, week, or month recapitulated from the same book the grand total being posted to the credit of "Sales" account or "Merchandise" account.

When rendering monthly statements to the customers, it should only be necessary to enter on statement the date and amount of purchase, as the customer has already the original bill of goods with which to check his statements.

The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the

Dr.										Cash Journal.										Cr.		
	Ex-charge	Dr. to	Bank Deposits	Cash Receipts	Sundries	file	Date	Accounts	Particulars	file	Sundries	Cash Payments	Particulars	file	Dr. to	Sales	Bills Payable					

This form of cash journal is a development of the old six column journal and comprises cash book, blank book and journal. In a small business it would be found very useful.

Rebates—Due on purchases or sales.

Rents—Prepaid or due.

Taxes—Prepaid or due.

Catalogues, Price Lists, etc.—Stock on hand.

Salaries—Apportion general salaries over different departments.

Wages—Apportion for unproductive labor over different departments.

Freight—Payable on goods in transit.

Cash Discount—Approximate allowable on sales or receivable on purchases.

Interest—Accrued on bills or notes.

original bill sent with the goods, an itemized account would be unnecessary. If, however, it was found that too many requests were being made for the complete statement of goods purchased during the month, a triplicate bill could be made by the salesman who originally took the order, and these bills would be filed alphabetically until required at the end of the month. As a good check on the delivery of goods, it might be well to have the clerk laying up the order, check each line on the left hand side of the order and the driver who delivers the goods double check the goods when packing in his wagon or on delivery.

FORCE AS A SUCCESS-FACTOR.

More people fail from lack of force than from lack of education or opportunity. A man may be well educated, or brilliant, and yet, for lack of force, be a complete failure in his vocation. A man or woman may succeed without education, but not without force, without capital, but not without energy.—Success.

A FEW HINTS TO THE RETAILER ABOUT HIS RECORDS.

USUALLY a retail merchant has very little time to devote to his books of record, and, especially in a small business, the margin of profit would not permit of keeping a bookkeeper for this purpose. His object,

Minnehaha

WHEN Longfellow wrote about this Indian maiden, he was unable to do so on a Tablet like the "Minnehaha," with its smooth, velvet paper, and birch-bark cover so suggestive of the Indian. In Longfellow's poem, Minnehaha became the mate of Hiawatha, and this new Tablet is a fitting companion to the "Hiawatha" Tablet, one of our best productions.



**This Tablet is stocked
as follows:**

Octavo size, ruled,
No. 130

Quarto size, ruled,
No. 132.

Octavo size, plain,
No. 131

Quarto size, plain,
No. 133

The OCTAVO size will retail at 10c., and the QUARTO size at 20c.

Include some in your next order



W. J. GAGE & CO., Limited

**WHOLESALE AND
MANUFACTURING STATIONERS**

TORONTO

HERE AND THERE AMONG THE JOBBERS

Personal information for the guidance of buyers of stationery and fancy goods, especially procured by "The Monthly Visitor"

NO sooner is one holiday season over than another one begins. Even at this early date, they are getting busy at the warehouse of Warwick Bros. & Rutter, Limited, and several cases of samples of import novelties have been opened. Through the courtesy of one of the directors, I was given a foretaste of what was in store for the trade, and judging from the goods already opened, it is no exaggeration to say that this year's lines will surpass those of any previous year. One wonders how the ingenuity of man is capable of turning out such an immense variety of novelties. The official opening, I understand, will take place about March 15 and prospective purchasers are urged, if possible, to come to Toronto, as they will there be able to see the goods to the best possible advantage. A more detailed announcement will be made later.

Just to whet the curiosity of those interested, let me mention a few of the good things, to be seen at the Queen street showrooms of Warwick Bros. & Rutter, Limited. Brass and copper goods are prominent this year. There are all kinds of smokers' sundries, ornaments, card trays, frames, etc., in these materials. Weathered oak is used to advantage in cigar boxes. Card trays of tiffany glass are most attractive. All sizes of photo frames of French design are shown this year. A novelty was a cute little roll top desk for ladies' correspondence. A folding opera glass was unique. A crumb brush on the plan of a carpet sweeper was quite new. These goods are brought together from many countries including Austria, Germany, France, Switzerland, Italy, Bohemia, England and the United States.

When in W. J. Gage Co.'s warehouse, I was shown a most useful little article, which I am pleased to be able to illustrate herewith. It is called the Imperial Fountain



A Useful Pen Filler.

Pen Filler and is made to supply one of those "long felt wants." It is made of rubber, and is attached on the top to a suitable bottle of ordinary blue black ink. One pressure of the fingers will fill your fountain pen. No spilling of ink, no dirty fingers, no trouble. Every user of a fountain pen will appreciate this article.

Warwick Bros. & Rutter, Limited, are showing a line of Radium steel pens in six different numbers, the product of the Imperial Pen Co., for which they report a good sale. Their line of Moire Velours notepaper in white and azure is now complete, while their stock of pads is fairly up to requirements. Both azure and white Lorraine papeteries are in stock.

The new line of water color crayons, being placed on the market by the American Crayon Co. is an excellent investment for any dealer. The colors are particularly brilliant. The fact that they may be used wet or dry



(when wet greatly intensified) and colors mixed, strongly commends them. Teachers and scholars are everywhere adopting them, rendering them a splendid line for the trade to handle.

It is customary to buy pencils by the gross, or by the dozen. W. J. Gage & Co., Toronto, have a line they sell, you might say, "by the yard." I refer to the new pencil assortment exhibit I saw in their warehouse, which when opened up is every one yard long. It is made in sections, with cloth hinges every five or six inches, and can be arranged into a large variety of shapes in the show window, or on the counter. The exhibit contains 72 first-class pencils of different kinds, to retail at 5c, and these can be replaced when sold, so that the display case is always full of pencils. W. J. Gage & Co. report a good sale for this new article.

A rather unique way of advertising lines of their own manufacture has been started by Buntin, Gillies & Co., Limited, Hamilton, who are sending out, freight prepaid, a sample order of stationery comprising 24 designs in tablets assorted octavo and quarto sizes, 14 designs and colors in papeteries all in the colonial size, and 3 lines of their fine note papers with envelopes to match. The order when complete is valued at \$15, and contains the largest assortment possible with the smallest quantity of each so that stationers may have an excellent chance of judging their lines without overstocking. Buntin, Gillies & Co. also assume all liability in the matter. If the goods

do not give entire satisfaction, or a customer does not think the values as good as can be had anywhere, he may ship them back.

I have been shown and have put to practical use the "Camilla" pen and holder, made by Perry & Co. and sold in Canada by Menzies & Co. This pen and holder have been designed to correct the defects in children's writing, such as the incorrect proportion of length to breadth and an excessive slope. The holder is furnished with a small hollow bowl on the right side into which the second finger slips. This gives the hand a firm and steady grasp on the holder.

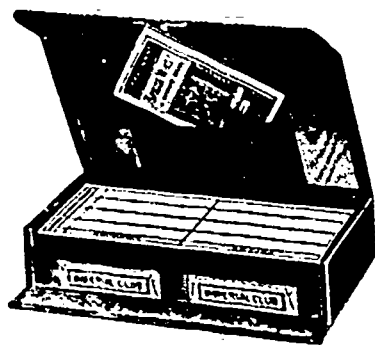
At the factory of the Copp, Clark Co., Limited, I was shown the new range of leather hand bags which this company are about to place on the market. The line is an extensive one and extremely creditable to Canadian industry. There are over fifty different bags in the series, ranging in price from 30 cents to \$6.50 apiece. Seal and walrus are the favorite leathers, with dolphin leather a novelty giving promise of much popularity. A few of the bags are leather lined but, as this lining is falling off in the favor of purchasers, the majority are silk lined. Some of these silk linings in flower effects are extremely

Judging from the advance set of 1905 papereries, I was shown by the Copp, Clark Co., Limited, this firm's offering is going to be exceptionally strong this year. The line includes fancy papered boxes in floral designs, boxes covered with agate paper, cloth finished and imitation wood boxes. The latter are excellent imitations. The stock is mostly in salisbury shape and recina and rex sizes. There are over 45 new numbers in the series, affording a splendid selection to choose from.

The Brown Brothers, Limited, Toronto, are rapidly getting together a full stock of fancy leather goods, all of their own manufacture. They now have in stock pocket bill wallets from \$3 per dozen to \$36 per dozen; leather cases from \$3 to \$27; ladies' and men's card cases from \$2 to 18; coin purses and bill folds; a full range writing portfolios from \$12 to \$96. All lines mentioned are now in stock. These items do not represent all the lines this firm usually carry, as they are adding new styles and patterns almost every day. As the latest ideas are brought out they will be represented in this firm's line. All the best qualities of leathers are used and the high standard of quality that this firm has maintained in the past will be adhered to in the future.



Goodall's Bridge, No. 9687



Goodall's Bridge, No. 8068



Goodall's Bridge, No. 9605

handsome. The cheaper lines are fitted with strap handles, the more expensive with braided handles. The fittings of the bags are worth noting. In the more expensive makes are to be found purses, scent bottles and card cases, containing looking glasses. With the cheaper lines only purses are included.

The leather department of the Copp, Clark Co., Limited, are as usual showing a most extensive series of leather novelties, including razor cases, handkerchief cases, music rolls, blotters, playing card cases, collar and cuff cases, besides an endless assortment of purses and wallets.

Something novel in pads was shown me at the factory of the Copp, Clark Co., Limited. The pad is the size of a Salisbury sheet, opened out, and is padded along half the top edge. The sheet can then be folded over and written on before being torn from the pad. The paper is fine linen lawn.

The Copp, Clark Co., Limited, inform me that they are now making Canadian Hemstitch Note and Canadian Vellum in papereries and hope shortly to add these novelties to their series of note papers. This is the first time these goods have been made in Canada.

Among more staple lines of leather goods Brown Brothers are showing a complete range of bankers' note cases, bank messengers' wallets, and desk blotting pads. These lines are made in a complete variety of styles and prompt shipment is assured.

The Brown Brothers are showing a complete range of ebony goods for import delivery about October. The line consists of every conceivable article for the toilet table. In addition to the ebony goods there is a miscellaneous line of fancy goods for import consisting of titled toilet cases, cigar cases, manicure cases, drinking cups, photo frames, purses, picnic sets, powder cases, etc., etc. The careful buyer will do well to carefully inspect this import line of the Brown Brothers, Limited.

The annual meeting of the United States Playing Card Company, Cincinnati, was held last month in Jersey City, N.J. The following officers were elected at the meeting: President, John Omwake; vice-president and treasurer, Robert J. Morgan; secretary, Robert McCutcheon; assistant secretary, Samuel Murray; assistant treasurer, Frank Jamieson; directors, J. Dan Seib, William Polson,

A TRIANGLE OF TRUTHS

The Surest Seller

The People's Paper

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

**Prices
Per
Doz.
8vo. 80c.
4to \$1.60.**

The Leading Line

WHITING PAPER COMPANY

MAKERS OF
HIGH-GRADE

Wedding and

Correspondence Papers.

Visiting Cards,
Papeteries
and Tablets.

CORRESPONDENCE SOLICITED

WHITING PAPER COMPANY,

148-150-152 Duane Street,

NEW YORK, U.S.A.

EUROPE: L. & C. Hardtmuth—L. E. Waterman Co.

CANADA: L. E. Waterman Co.—L. & C. Hardtmuth

In Europe, L. & C. Hardtmuth handle Waterman Ideal Fountain Pens. In this country we handle Hardtmuth's KOH-I-NOOR and MEPHISTO Pencils. We carry EVERY grade of KOH-I-NOOR and MEPHISTO pencils IN STOCK—KOH-I-NOOR pencils from 9H to 6B, to say nothing of "Shorthand" and "Account Book;" MEPHISTO pencils with and without mouthpiece in Violet, Red, Black, Blue and Green copying lead. We will be only too glad to supply very effective ADVERTISING MATTER with any goods shipped you.

L. E. Waterman Co.

107 St. James Street, - Montreal

John Onwake, R. J. Morgan, John F. Robinson, Gilbert N. Robinson, Robert McCutcheon and John Hoge.

Col. Robert J. Morgan, vice-president of the company, left his hotel for the first time in the week to attend the meeting, a fact for which he was reproached earnestly. "Oh, that's all right," he replied, "I suppose I'm miss-



Goodall's Bridge, No. 9483.

ing a lot of things by staying in the house, but I'm satisfied to miss 'em, as long as I know I'm missing this New York brand of pneumonia."

The latest Paris toy is a terra cotta head, on the top of which, and in the place in which the eyebrows should be, are furrows. A packet of fine grass seeds is sold with the head. The head is well wetted and the seed is put in the furrows. In a few days a fine crop of green hair and eyebrows is produced, to the great delight of all beholders.

Contrast of color is a prime essential in effective window display, but at the same time the contrast must be of a character to please the eye. Dull, dark colors are seldom attractive as backgrounds, but in some cases little touches of dark serve to heighten the general effect of a display in which the prevailing tone is light. Bright, warm color effects in window displays are far more effective in Winter, especially in sections where the ground is covered with snow for weeks at a time, than in the torrid days of mid-summer, when something cooler and more restful is demanded; and masses of bright red which might prove highly detrimental to good display in the warm months may be freely utilized in cold weather.

In its last weekly report on the United States paper market, the American Stationer says: Although the de-



Goodall's Bridge, No. 8833.

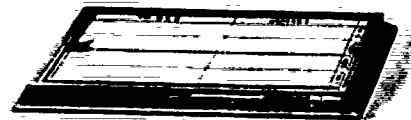
mand is rather quiet, quotations on the different grades remain fairly firm. On news and side runs of news there is considerable competition, with the result that prices are low. Manillas, on the other hand, are very firm and have an upward tendency. In book papers the market is calm, notwithstanding the fact that some slight con-

cessions in price have recently been made to induce the placing of desirable orders. Contracts and orders for future delivery, on the basis of present prices, are not sought by the book paper manufacturers. With but few exceptions all of them have a "comfortable" supply of orders on hand. With even a slight increase in the demand a considerable stiffening in the prices of book papers would follow, so it is believed. Writings are firmer, according to all reports. In paper bags there is little new business, as consumers of bags were loaded up with supplies before the recent advance.

—"The Man on the Inside."

GOODALL'S BRIDGE ACCESSORIES.

Fancy cloth, leather, oak and mahogany are the materials used in Goodall's bridge sets, some of which are illustrated in this number. The array in the showroom of Mr. A. O. Hurst, Toronto, is almost overpowering, so numerous and attractive are the numbers. The newest makes are in desk shape, narrow and high at the back,



Goodall's Bridge Score Card, No. 10198

though the majority are the standard cabinet shape. Goodall's score-cards, padded, with pencil-attachment, are also shown.

NEW GOODALL BACKS.

It is with genuine and pardonable pride that Mr. A. O. Hurst is exhibiting the new playing cards with which Goodall & Son, Limited, have supplied him this year. Twelve new lines of cards have been added to the Bicycle series. A new series of Canadian backs has been added to the National series, and four new plain backs to the Tartan series. The Ocean to Ocean series has been reinforced with a new and attractive maple leaf back. The Salon series now includes a striking Indian head. One of the most attractive additions to the Sultan series is a back in which is grouped a lot of game, including rabbits, pheasants, etc. A series of souvenir views of Montreal and Quebec with accompanying coats of arms has been added to the Ocean to Ocean series. An historic series, with a minut back was particularly attractive. Another fine back depicted a magnificent elk on a snow-clad hill, the whole in a border of maple leaves. These are but a very few of the new backs.

PERRY PENS

ONE TON of PENS MADE DAILY

Red **PERRY BANDS** Aromatic
PERRY STATIONERS' SUNDRIES.

Perry & Co., Ltd., London, have pleasure in stating that Messrs. MENZIES & Co., of Toronto, represent their interests in Canada, and they will be pleased to furnish samples of above specialities on receipt of postcard.

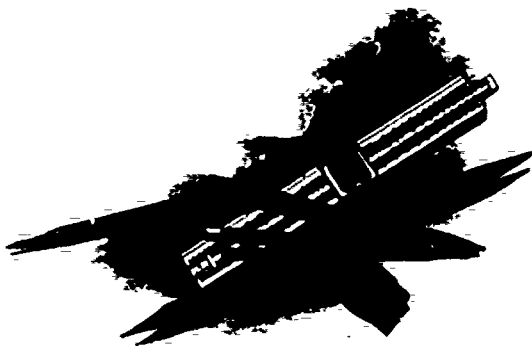
Mr. T. E. Menzies will shortly visit all interested in these goods, with full range of samples.

A. W. Faber.

WAS AWARDED THE

GRAND PRIZE

at the *International Exposition, St. Louis, 1904.* LEAD and COLORED PENCILS, PENHOLDERS, RULERS, CALCULATING RULES, INKS, WATER COLORS, RUBBER BANDS and ERASIVE RUBBER.



— MANUFACTURING HOUSES IN —

LONDON,

PARIS,

BERLIN,

NEW YORK, 78 Reade Street.

BRIDGE PARTIES.

By Mrs. Robert Tennant.

To make a bridge party thoroughly successful, the host or hostess must devote a certain amount of time and thought to the arrangement of the tables. These should not be placed too close to each other, and all should be thoroughly well-lighted. Some people seem to think that, if they have got electric light in their rooms, they have done all in that way that can possibly be required, but how many card parties are spoilt by the bad arrangement of this light! On one side it sometimes falls on the exposed hand with a glare that makes the cards look blurred and indistinct, and on the other dim shadows obscure everything. The hostess should see that the light is really sufficient, and, if not, supply a pair of candles. The names of the playets at each table should be written on a slip of paper and put in the middle, so that everyone can see at a glance where he or she is to play.

Four bridge-markets should be provided, so that everyone can keep their own score, and some of those little 'win and lose' cards, which are very convenient, as they obviate the necessity of settling after every rubber. The two packs of playing-cards should be alike in size and

shape, though of contrasting colors. Those new, thin, rather long-shaped ones are the pleasantest to play with, and I do like gilt-edged cards. I have played at houses where the cards were of every variety, and at a table where one pack was thin and clean, and the other very thick and somewhat the worse for wear; it gave one a positive shock to pick up a handful of those clumsy, shady cards, which seemed to intensify the horrors of a spade-hand!

In arranging the guests, not only a certain uniformity of play is required, but temper and manners should also be taken into account. A player inclined to domineer over his partner and to lay down the law generally, should not be put at the same table with three gentle people who will bear his tyranny meekly; but their number should include someone capable of keeping this truculent person in his proper place.

Perhaps you will say that it would be a simpler plan to exclude him from the party altogether, but this is not always possible, as I am sorry to say that there are many people in the bridge circle who cannot be said to behave well—they show their temper in a way unheard of in polite society, and say rude things to their partner that would not be tolerated for a moment in other circumstances.

Dennison's 1905 Napkin Samples

SHOULD HAVE REACHED YOU

THEY TELL THEIR OWN STORY

HELP US CREATE NEW INTEREST BY EXPLAINING THE VARIED USES TO WHICH CREPE NAPKINS CAN BE PUT.

OUR "TABLE DECORATIONS" FOR INSTRUCTIONS.

BOSTON, NEW YORK,
PHILADELPHIA
CHICAGO, ST. LOUIS.

Dennison Manufacturing Co.

Coristine Building,
MONTREAL.

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"Why do you claim 'Koh-i-noor' Pencils to be the Standard Pencils of the world?" We will tell you:

- BECAUSE of their *splendid quality*.
 - BECAUSE every sale makes a pleased customer.
 - BECAUSE they *never* become "dead" stock.
 - BECAUSE they are worth their cost *always*.
 - BECAUSE they suit every purpose of a pencil, being made in 17 degrees.
 - BECAUSE a dealer can *always* suit a customer with "Koh-i-noor" Pencils, and rarely can with others.
 - BECAUSE dealers don't have to carry a stock of thousands of slow selling pencils. *Koh-i-noor* Pencils *sell quickly*, and without special effort on the dealer's part.
 - BECAUSE it pays to handle and be identified with such high-class goods.
- We can give more reasons, if necessary, and we believe other dealers can, too.

McFARLANE, SON & HODGSON,
Wholesale Stationers

MONTREAL

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The Higgins Inks and Adhesives are in a class by themselves. They are the best goods that original thought, conscientious workmanship and sustained high ideals can produce. They are largely imitated but never equalled. They give unvarying satisfaction to consumers and dealers, and every unit is backed by our absolute guarantee. PRICE LISTS AND DISCOUNTS ON REQUEST.

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Originators and Manufacturers Inks and Adhesives
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An exceptionally fine line, all sizes and styles. Ruled Cash, Faint, Quadrille, also Indexed.

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Everything required. Leather, Thread, Board, Cloth, Marble Paper, etc.

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Preparing New Goods for the Times. Bankers' Cases, Wallets, Bill Cases, Card Cases, etc.

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Swiss Cambric Note and Envelopes.
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Pirie's Fancy Stationery, Envelopes, etc.
Calling Cards, New Styles, Sizes and Qualities also Mourning.

Call and see our New Warehouse, we cannot possibly enumerate all to be seen there, as additions are constantly being added. Letter orders will receive prompt attention.

BROWN BROS. LIMITED

PHONES M. 3852, 3853.

Established Half a Century.

WALL PAPER.

QUAINT WALL PAPER.

THE oldest landscape wall paper I ever saw, writes Frank D. Sanborn, was in the parlor of President Wean, of Hampton Falls, a simple hunting scene with three compartments, a deer above, a dog below, and a hunter with his horn below that. It was put on in 1737, when the house was built, and I think is there still. Colonel Whiting's house, built about 1815, had a more elaborate and extensive scene, what the French called "Montagnes Russes," artificial hills in a park, for sliding down toboggan-fashion, and a score of people using them or looking on. The oldest papers were patterned first after old tapestry.

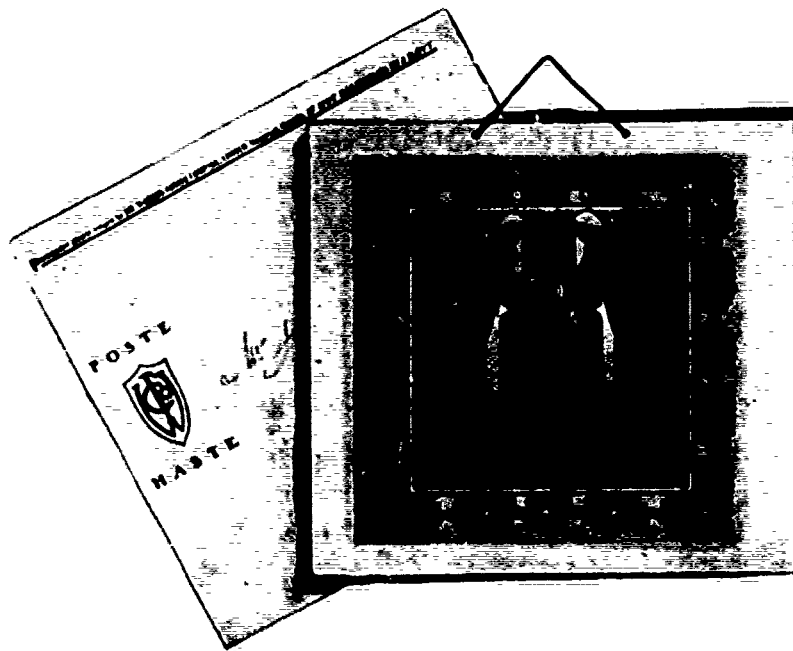
Portsmouth, New Hampshire, can boast of several antique papers. One house has its walls papered with an illustration of "The Lady of the Lake." The papers in

the homes of former professors of Dartmouth College are carefully preserved and will probably always be allowed to remain. One depicts the Bay of Naples and Mount Vesuvius; the other the seasons. The Bay of Naples theme seems to have been most admired a hundred years ago. Rev. Wallace Nutting, of Providence, R.I., whose fame as an artistic photographer is widespread, sent me a picture of a parlor in St. Johnsbury, Vt., where he found this paper. Three women dressed in old-fashioned style, even to the arrangement of their hair, are seated at table, enjoying a cup of tea. An old tabby is napping cosily in a soft-cushioned chair. And above, on the right, Vesuvius is pouring forth the usual volumes of smoke. A fine old mahogany sideboard, at the foot of the volcano, decorated with decanters and glasses large and small, presents an inviting picture.

In Taunton, Mass., the adventures of Aeneas, son of Anchises and the goddess Venus, make a most interesting series of tableaux. One shows him fleeing from burning Troy, bearing his aged father upon his shoulders and leading by the hand his young son, Ascanius. Through the courtesy of Mr. Brown, of Gregory & Brown, Boston, I have twelve medallion scenes from the thrilling love affair of Cupid and Psyche. The last four have these subjects: "Psyche Going to Hell," "Psyche Returning from Hell," "Reconciliation of Venus and Psyche," "The Union of Psyche and Cupid."

A PLEASANT REMINDER.

The Watson, Foster Company, Montreal, believe in doing things well. They sent out a most attractive Christmas card last year, illustrated herewith, the issue of which end-on was nearly two miles in length. The card sparkles with originality and was a most pleasant holiday reminder to friends and patrons from a progressive and friendly firm.



THE LATEST MUSIC

"Beautiful Home of Paradise"—Song. Words by C. N. Douglas, music by R. A. King. Published in G (D to D), B-flat (F to F), and C (G. to-G). One of the most effective of this season's sacred songs, with plenty of variety and an effective setting, reminding one of Faure's "Palm Branches." Whaley, Royce & Co., Toronto.

"Love-Land" Waltzes, by A. Holzmann, composer of "Colonthe" waltzes. A suite of three very pretty waltzes with coda, written in a popular style, tuneful, and with just the right degree of rhythm. Lovers of first-class dance music should send for this number. Whaley, Royce & Co., Toronto.

"Polly Prim" March and two-step, by S. R. Henry, composer of the famous marches "Colored Major" and the "Crack of the Whip." Quite as catchy as its predecessors and equally popular on dance programmes this season. Whaley, Royce & Co., Toronto.

"Sleepy Hollow" Characteristic two-step and intermezzo, by J. W. Norworth. A clever little composi-

tion, with plenty of humor, deserving a place in every popular pianist's repertoire. Whaley, Royce & Co., Toronto.

"Abraham." Coon song, words by A. B. Sterling, music by H. Von Tilzer. This song needs no further introduction than the fact that it is by the composer of that recent favorite "Alexander." Whaley, Royce & Co., Toronto.

"In the Shade of the Old Apple Tree." A pretty sentimental song, with words by H. H. Williams, and music by E. Van Alstyne. The setting is tuneful and the refrain in taking waltz time. Whaley, Royce & Co., Toronto.

"The Veteran's Song." Words by F. E. Weatherly, music by Stephen Adams, published in C (C to E), D (D to E), E flat (E to F), and F (F to G). One of the newest patriotic songs from the pen of this well-known composer. It is full of go and rhythm, and as it has a haunting melody running all through it, ought to be a very effective concert number for baritone voice. Whaley, Royce & Co., Toronto.

Music Orders attended to promptly and satisfactorily

Headquarters for all the Standard and Popular English and American Musical Works.

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A pleasure for anyone to use.

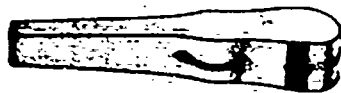
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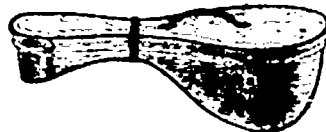
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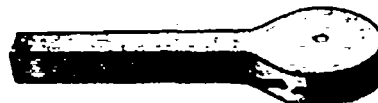
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The "IDEAL" Canvas Cases are made of Heavy Brown Duck over the very best Binders Board, Fleece Flannel Lined, outside edges bound with Leather Cloth Binding (turned edges), Heavy Leather Handles, Straps and Trimmings. Unquestionably the best canvas cases ever placed on this market

See Them and You will Have No Other.

The prices are the lowest possible consistent with the quality of the goods.

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MADE IN CANADA.

THEY'RE PERFECT

"NUF SED."

Manufactured by
THE COLONIAL INK CO. LIMITED
PETERBOROUGH, CAN.

INJUSTICE TO RETAILERS.

Editor Bookseller and Stationer:

Through your valuable paper we would like to have a word with our friends in the retail business. We think it is about time for the retail booksellers to take action for their own protection, and refuse to give import and other orders to the jobbers and publishers who give no consideration or protection in regard to selling to customers in their several localities. Many of them, particularly the church publishing houses, accept and fill orders for single books or for quantities for school libraries and prizes and even send supplies on approbation for parties to select from. All such orders ought to be referred to the local dealer or at least filled through him, but these houses take good care not to do this. They load up the dealer and then take all the business they can from him and even advertise in their organs for all the business than can get, never mentioning the booksellers.

It's about time the trade quit giving orders to these concerns. Now that the time is coming when they will be calling for the 1905 orders the best plan would be to refuse to buy from them or even look at their lines. They would then begin to realize they couldn't have "the whole hog" and would probably give the retailer a fair deal.

We intend to try this plan this season and if retailers throughout the land would adopt the same policy there would be a chance for the better.

Another injustice we might refer to is in regard to the advertising of books. You will see many advertised and the publishers and their branch houses only are named as places where the books can be obtained. They don't think of saying they can be obtained at all booksellers. They evidently want to draw all the business their own way. Surely in all fairness they ought to let the public know that the books could be obtained from any bookseller.

Retailers, let us try and get fair play. We ought to be helped instead of being ignored (except when these people want an order). The publishers and jobbers ought to help us and by so doing they would be helping themselves. If they don't, we should at least withdraw our support from them. Let's try it

RETAILER

CUT PRICES AGAIN.

Apropos of the editorial in the last number of Bookseller and Stationer on the cutting of prices in the book trade, two opinions since received should prove of considerable interest taking up as they do the other side of the question

An Opinion from a Department Store

The manager of one of Montreal's leading department stores considers it hardly fair to department stores to let the article go unchallenged. In regard to clerks not having experience to properly fill book customers' requirements the same as in book stores, he avers that greater specialization is made in the book and stationery departments of most department stores. A clerk sells only books and is thus able to be familiar with them. Further, the clerks in this store have been with the firm for periods ranging from six to ten years, and knew the book trade. Continuing he thought that the bookseller would always have a legitimate place in selling rare books and special editions. Department stores, as a rule slaughter only two or three recent novels to create interest, and

murder a lot of cheap stuff. That is the future of the department store book trade. They can and always will sell cheap plunder at a price book stores cannot meet. "The high-class department stores," he said, "will avoid this cheap truck, but will not undersell book stores in standard works."

A Veteran Bookseller's Opinion

I was much interested in the various opinions in the January issue of Bookseller. However, I take exception to the statements in the editorial, and do not view matters in so favorable a light. Clerks in department stores and book stores nowadays are not really competent because the wage that can be paid them profitably is not sufficient to retain the right class. What the new form of the book store will be is a very debatable question. I am convinced, however, that the day of the old-fashioned book store is past. With reference libraries, and various kinds of circulating ones, as well as department stores, the old-fashioned book store only appeals to the book-worm. The reading public is constantly growing, but demands newspapers and magazines even more than fiction. When a man comes to a book store nowadays, nine times out of ten he knows what he wants and asks for it as publishers are appealing direct to consumers. Book stores cannot afford to carry the varied stock demanded and special orders are frequent.

I often think of my early days in the Montreal book trade. In those days, instead of ordering 25 copies of a book like "The Prospector," 250 would not be unusual, and these would sell more readily than 25 to-day. Readers took a pride in those days in their libraries, and many men made daily visits to book stalls in order to make sure of not missing any new works. I can remember several ardent ones who had special pockets made in their overcoats to carry away at least half a dozen copies. Sales of as many as 25 books were not uncommon. Such things are, of course, impossible under modern conditions. The book trade in the United States and England is feeling the same result. However, the book store that incorporates profitable side lines and is progressive will always exist

PERSONAL AND TRADE NOTES.

Mr. C. W. Coates, the veteran Montreal bookseller, has suffered from cold this month, but has pluckily stayed at his post.

Morris, Baird & Co., of Victoria, B.C., have commenced the manufacture of writing inks, metal polish and bluing for washing purposes.

Mr. S. Paul, of Hutchinson & Co., the London publishers, arrived in Halifax at the end of January and is visiting the principal Canadian centres as far west as Winnipeg.

The Library Bureau of Canada, Limited, "inventors of the card index, originators of vertical filing and devisers of business systems," have opened an office in Toronto at 77 Bay street.

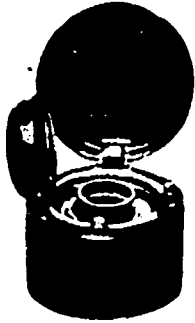
Library Supply Co. Limited, Toronto, have been incorporated with a share capital of \$10,000, to buy, sell, and deal in books. The directors are Geo. Kelly, H. Doran, E. Scouten, F. E. Roberts, R. F. Day, all of Toronto.

Mr. J. E. Hodder Williams of the London publishing house of Hodder & Stoughton was a recent visitor to Canada. He traveled as far west as Winnipeg, where he made arrangements with Ralph Connor for several future publications. Mr. Williams is a young man and most progressive. He is practically the head of the firm of Hodder & Stoughton, which to-day has one of the longest and best lists of publications of any English house.

ESTABLISHED 1880.

C. F. Rumpff & Sons

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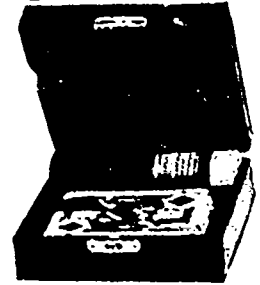


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PLAYING CARD CASES.

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CIRCULAR POINTED PENS

SEVEN PRIZE MEDALS.

These series of Pens neither scratch nor sput. They glide over the roughest paper with the ease of a soft lead pencil. Assorted Sample Boxes, tid., to be obtained from all Stationers. If out of stock, send 7 stamps to the Works, BIRMINGHAM. Attention is also drawn to our Patent Anti-Blotting Pens.

London Warehouse: 124, NEWGATE STREET, E. C.

C. B. & Co. would be glad to appoint wholesale agents for Canada.



JOHN HEATH'S PENS

A good Pen is a good servant, and John Heath's Pens are made to serve! ALWAYS READY AND ALWAYS WILLING. They were first 45 years ago, and are still leading the way. British made of British Steel.

Write for Sample Card

London Agency: 8, St. Bride St., E.C.

OUR 1905 LINE



is now ready and on the road. It eclipses anything in the way of an assortment of Tally and Guest Cards ever shown to the trade, and consists of objects ornamental, ideas differential, designs that suit all cultivated tastes, material effectual, workmanship most faithful and prices that prevent profit wastes.

TALLY No. 20 - \$1.00 PER DOZ.

THE CHAS. H. ELLIOTT CO. PHILADELPHIA, PA., U.S.A.

Silence is Golden

Especially when you wish to write quietly. Secure restful quiet by using GOLDEN SILENT SMOOTH writing

Koh-I-Noor Pencils

Mephisto Copying Pencils 73B and 77 are conceded to have the largest sale of any copying pencils now on the market, and they cost no more than inferior makes.

Other well known high grade lines are Koh-I-Noor Tracing Cloth; "H" Pliable Rubber, Grey and Pink

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Direct Canadian Importers

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We have a full line of Greeting and Tally Cards for Fall trade.

Write for new style sheet of engraving

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82 and 84 Adelaide St. East.
TORONTO.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BRANTFORD.

- 1 "Dr. Luke of the Labrador," by Norman Duncan. Revell.
- 2 "The Prospector," by Ralph Connor. Westminster.
- 3 "The Masquerader," by K. C. Thurston. Harpers.
- 4 "God's Good Man," by Marie Corelli. Briggs.
- 5 "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
- 6 "Beverly of Graustark," by G. B. McCutcheon. McLeod & Allen.

CHARLOTTETOWN.

- 1 "The Prospector," by Ralph Connor. Westminster.
- 2 "God's Good Man," by Marie Corelli. Briggs.
- 3 "Rebecca," by K. D. Wiggin. Briggs.
- 4 "The Pillar of Light," by Louis Tracy. McLeod & Allen.
- 5 "Double Harness," by Anthony Hope. Copp, Clark Co.
- 6 "Whosoever Shall Offend," by Marion Crawford. Copp, Clark

GUELPH.

- 1 "The Prospector," by Ralph Connor. Westminster.
- 2 "Memoirs of a Great Detective," Morang.
- 3 "God's Good Man," by Marie Corelli. Briggs.
- 4 "The Man on the Box," by Harold MacGrath. McLeod & Allen.
- 5 "The Masquerader," by K. C. Thurston. Harpers.
- 6 "Dr. Luke of the Labrador," by Norman Duncan. Revell.

HALIFAX.

- 1 "The Prospector," by Ralph Connor. Westminster.
- 2 "Dr. Luke of the Labrador," by Norman Duncan. Revell.
- 3 "God's Good Man," by Marie Corelli. Briggs.
- 4 "Whosoever Shall Offend," by Marion Crawford. Copp, Clark.
- 5 "The Mountains," by S. E. White. Morang.
- 6 "Dialstone Lane," by W. W. Jacobs. Copp, Clark.

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A first place counts 10 points, second place 8, third place 7, fourth place 6, fifth place 5 and sixth place 4.

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LATE BOOK NEWS.

A work on "Higher Criticism" by Rev. John Langtry, D.D., will be issued this Spring by William Briggs, Toronto.

A second edition of Mrs. A. L. Jack's booklet of verse, "Rhyme Thoughts for a Canadian Year" has been issued by William Briggs, Toronto.

"The Burning Bush" is the title of a volume of brief discourses by the well-known evangelist, Rev. Walter D. Russell.

"Great Facts for Christian Living" is the title of a new volume by Rev. Geo. B. McLeod, minister of the First Presbyterian Church, Truro, N.S. An introduction is contributed by Rev. R. Douglas Fraser, M.A. The book is published by William Briggs and will sell at a dollar.

Mr. C. B. Keenleyside, of London, who has written a number of religious or devotional treatises, and whose last booklet "On the Banks of the Besor" has already sold up to 20,000 copies, has prepared another little work, about to be published, entitled "A Day of Good Tidings."

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