# Canadian Cookseller

Gook, Stationery and Fancy Goods Trades.

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Mr. W. J. Gage is pushing things in connection with his new paper mill at Morrisburg. In a recent letter he says:—"I may add as a matter of fact coming within my knowledge as one of the largest dealers in Canada, that so far from the paper trade being badly demoralized, the prices of paper are stiffer at present than they have been for some time past."

### To Whom it May Concern.

- Q.—Is it right to solicit patronage under false pretences?
  - A.—No, it is not.
  - Q.—What constitutes false pretences?
- A.—Advancing claims for which there are no foundation in fact.
- Q.—Then any one who publishes a Trade journal, and puts it forth as the "Organ" of several trades, when in fact, such is not the case, is he guilty of soliciting patronage under false pretences?

A.—Yes, most decidedly so. But why do you ask?

Because—Well, never mind, that will do just now.

The Toronto Board of Trade has many subdivisions—the grocers have a guild, the coal dealers have a special section, etc. There are a number of publishers and wholesale stationers belonging to the Board. Why not form a Publishers' Guild and a Stationers' Board of Trade? We trust it will not be long before we shall see them organized.

Cannot something be done to render the handling of the estates of insolvents less expensive? In Toronto, recently, an estate yielded a dividend of 1½ per cent. The proceeds of the estate were \$857.19, the cost of obtaining which was \$751.77, leaving \$105.42 for the creditors. The goods sold over the counter while the assignee was in charge brought \$102, while the wages paid the clerk who sold them are placed at \$165. Surely it would pay the wholesale houses to devise some scheme which would render a case such as this impossible.

#### Personal and Particular.

It is in this month of December that the retail bookseller must reap his harvest. You will have already laid in a good stock and will now be waiting for the rush. But do something besides waiting. Advertise judiciously; let your friends know that you have something they want; keep your store neat, bright and clean looking; make a good window display, so as to attract the attention of passers by; impress on your assistants the necessity of being polite and obliging to customers; note the fact that Booklets are going to have a big run, and above all don't forget

to push the sale of the Christmas numbers prepared by Canadian publishers. Every one of these sent abroad is a grand advertisement for our country, as they are unmistakable evidences of the wondrous strides that Master Canada is making.

### Trade Prospects.

So far as our observation goes we have reason to believe that the booksellers will have a first-class holiday trade. Conversations with leading retailers in Toronto indicate that trade is already picking up. "Business has been quiet enough," said one of them, the other day, "but last Saturday surprised me. It was far ahead of the corresponding Saturday last year. And, as I anticipated, the run is going to be on Booklets, the demand for Christmas cards being only limited."

### A Protest Entered.

Another international difficulty is looming up, the cause this time being the stoppage of last week's issue of the New York Illustrated News. The publisher promptly entered an emphatic remonstrance with the authorities at Washington, who referred the matter to the U. S. Consul at Ottawa, and he in turn has asked the Canadian Government upon what grounds the Postal Treaty between the two countries has been thus violated. For our part we think the strings are being drawn just a little too tight when a paper such as the one in question is classed as indecent, and therefore to be prohibited.

### A Seasonable Greeting.

The present Christmas season is the first that THE CANADIAN BOOKSELLER has seen. But although young, we are full of life and energy, and it will not be our fault if we do not grow apace and continue to flourish as we have done from our first issue. We are thankful for the support that has been extended to us so far, and can assure our friends that every effort will be made on our part to merit a continuance thereof. Now, as everybody will soon be wishing everybody else the compliments of the season, we are not going to be left out in the cold. Therefore, as we take each of our readers by the hand (metaphorically, of course, for we cannot

reach away down to the Atlantic, nor away out to the Pacific), we wish each and every one A Merry Christmas and A Happy New Year!

### You Pays Your Money and You Takes Your Choice!

"Am I opposed to annexation? Yes, I am, and bitterly opposed to it, too," was the reply of a leading wholesale stationer the other day. "What do we want annexation for? Is not Canada making enormous strides in developing her resources? Yes, and I firmly believe that we are now laying the foundation of what will yet-be one of the great nations of the world. The Yankees have got a big enough job to keep things running smoothly as it is, and we will just keep on and run things in Canada to suit ourselves."

"If you think I'm dead opposed to annexation, you are very much mistaken," said a leading bookbinder, when the same subject was under discussion. "We have been told, and I know it for a fact, that the binderies in Canada turn out work to-day that can't be beat by those across the border. Therefore, we wouldn't mind getting a chance to compete with them right on their own ground."

### Thanks, Bro Fraser.

The Critic, published at Halifax, N. S., has the following paragraph in its issue for Nov. 23: We are glad to have received a number of THE CANADIAN BOOKSELLER (Toronto, R. T. Lancefield, 66 Yonge St., Arcade, subscription 50 cents per annum in advance), a monthly publication. What we particularly appreciate in this useful vade mecum for publishers and booksellers is that it is Canadian. We trust it will receive an amount of support that will very shortly place it on a level with the Publisher's Weekly of New York, the recognized organ of the book trade in the United States. THE CANADIAN BOOK-SELLER gives considerable space to the copyright question, and discusses it in a practical manner, and in the interests of the great mass of Canadians who cannot afford to pay high prices for new books, by whom a copyright law in Canada should be narrowly watched. look out for the December number. while we recommend it strongly to the trade in the Maritime Provinces.

### ABOUT COPYRIGHT

A FEW WORDS ON CERTAIN POINTS IN THE DISCUSSION.

The Copyright agitation is booming. There is no doubt about that.

The meeting at Montreal (reported in another column) was a pronounced success, and has put renewed energy into those who are determined to carry the matter to a successful issue. That meeting was one of the largest, most influential, and most harmonious gatherings of the Trade ever known in the commercial metropolis of the Dominion. Indeed, Mr. St. John was quite justified in saying, as he did in an editorial in the *Herald* of the following day, that "the Copyright Association are rolling up influences in support of their bill."

And there is no use disguising the fact that we shall need all the influences that we can command. This is the more apparent, since we know that the American authors and publishers have combined and will make a most determined effort to push the Chase bill through the present Congress. But courage, determination and the hearty support of the trade will accomplish wonders, and the members of the Copyright Association will never call a halt until the objects for which it was instituted are accomplished.

POWERS OF THE CANADIAN PARLIAMENT.

The question is frequently asked, What are the powers of the Dominion Parliament in the matter of copyright? This question can be best answered by reprinting the section of the British North America Act, 1867, relating to the Powers of Parliament. This reads as follows:

"It shall be lawful for the Queen with the advice and consent of the Senate and House of Commons to make laws for the peace, order, and good government of Canada in relation to all matters not coming within the classes of subjects by this Act assigned exclusively to the Legislatures of the Provinces, and for greater certainty, but not so as to restrict the generality of the foregoing terms of this section, it is hereby declared that (notwithstanding anything in this Act) the exclusive Legislative authority of the Parliament of Canada extends to all matters coming within the class of subjects next hereit inter enu merated, that is to say:"

Then follows a list of the subjects, included among them, being Public Debt and Property; Raising of money by any mode or system of taxation; Currency and Coinage; Banking; Marriage and Divorce; Copyrights; Patents of Invention and Discovery, etc.

It will, therefore, be seen that Copyright is in exactly the same position as Patents, Banking, the raising of money by any system of taxation, etc.

The Governor-General readily gives his assent to Bills covering all these subjects, save and except that of Copyright. There seems to be something so fearful and wonderful about Copyright that we poor Canadians are not thought fit and competent persons to settle it to suit ourselves.

And yet, the whole question resolves itself into a very simple one. If we, as a people, are wise enough to pass and enforce patent laws, and marriage laws, and banking laws, to suit our circumstances and necessities, why are we not wise enough to pass, and enforce a Copyright law which will suit our circumstances and necessities?

#### AMERICANS IN CANADA.

The Publishers' Weekly, Oct. 27th, 1888, prints portions of my open letter to Sir John Macdonald on the question of copyright, gives a full synopsis of the Drast Bill prepared by the Copyright Association of Canada, and reproduces some remarks thereon by Mr. George Haven Putnam, the well-known New York publisher. Mr. Putnam says: "American authors have no copyright in Canada and Canadians none in the United States."

The idea that a leading American publisher would, in this year of grace one thousand eight hundred and eighty-eight, say that American authors have no Copyright in Canada, is so rich, rare, and racy, that Mr. Putnam must excuse me if I suggest that he is seemingly but imperfectly acquainted with our defective Copyright law. As a friend remarked to me the other day while talking on this very point, Mr. Putnam may be "Haven" a good time in telling reporters that Canadians have no Copyright in the United States (for that is quite true); but it is at the same time a positive and absolute fact that American authors not only can, but actually do, enjoy Copyright in Canada. If Mr.

Putnam could induce one of the spiritualists in New York or Boston to conjure up the spirit of the late E. P. Roe, it would be found that the Copyright of Mr. Roe's last novel, Miss Lou, was sold to a Toronto publisher, and that this Copyright holds good in Canada by reason of prior publication in England. Or take a case in which Mr. Putnam's own firm is interested. In the London Bookseller for Oct. 9th, 1888, under the head of Fiction, is the following entry:

Green (Anna Katherine), Rehind Closed Doors, Author's Copyright edition, 12mo, bds, pp. 320. Routledge's 2s.

And in the advertising columns of the American Bookseller an advertisement runs something like this:

Behind Closed Doors, by Anna Katherine Green, 16mo. paper, 50 cts, cloth, \$x. G. P. Putnam & Sons, publishers.

No Canadian publisher can reprint this book in Canada, and it is the same with many other books by United States authors—they are either Copyrighted by Canadian or British publishers, thus securing the Canadian market for American authors, while the American market is closed to the Canadian author. And this is so unjust and unfair that the Copyright Association of Canada are quite right in making a determined effort to put a stop to the practice.

Referring to the proposal to pay the author a royalty, Mr. Putnam says: "It is very well to say that all applicants for such a license shall agree to pay the author a royalty of ten per cent. on the retail price of each copy sold, but if there are a great number of small publishers, the author will be certain to find great difficulties in collecting his royalties. That has always been the case, and, I dare say, will be here." In answer to this, I may say that this point was very fully discussed by the Association, and that one clause specially provides that the royalty shall be collected under rules and regulations to be made by the Governor-General in Council, the idea being that the Government would only grant the license to print to responsible parties who are prepared to pay the royalty at once, thus obviating all difficulty on this point. Another point to be noticed is that the royalty is to be paid, not on each copy sold, as Mr. Putnam understands it, but on each copy licensed to be sold, which, as will be readily seen, is a very important reservation in favor of the author.

Further, I think Mr. Putnam is very much mistaken in supposing that the British Government will overrule our wishes in this respect again. True, they did so once, but times are changed very much within the last few years, and we in Canada are now quite confident that when our case is properly laid before the British authorities they will be ready to consider the justice of our claims, and act accordingly.

RICHARD T. LANCEFIELD.

### Of Special Interest.

For some time back the book and news trade have had good cause to complain, because they were forced to pay duty on books and periodicals when imported in quantities, while single copies coming by mail were delivered free of duty. Action has at last been taken on this point and a notification has been issued by the Customs department that all articles which would be subject to duties when imported in any other way, or in larger quantities, are subject to duty as well when imported in small quantities or singly, without respect to the value. Any instructions that may have been issued in former years, allowing articles to pass without payment of duties when the value did not exceed a certain specified sum, have been cancelled and collectors are to take care that the proper duties are levied on all dutiable articles.

### An Unequal Postal Law.

(From the Toronto Evening Telegram.)

The new Postmaster-General has already shown a commendable desire to institute needed reforms in this important branch of the public service, but there is one question which seems to have escaped his notice—that of postage on books and periodicals. Previous to March last, the postage on books mailed to any address in Canada or the United States was one cent per four ounces. About that time the rate to the United States was suddenly changed to one cent per two ounces. It is said that this alteration was made at the dictation, or, shall we say suggestion, of the post office authorities at Washington, who intimated that they would not carry books from Canada unless the postal rate was alterated to one cent per two ounces. So far, so good. But the rate on paper-covered books published in the United States and issued at regular intervals is only one cent a pound, whereas the Canadian rate is four cents a pound. Representations have frequently been made to the Canadian authorites that the allowing of these paper-covered books to come into Canada at the rate of a cent a pound postage, is work-

ing grievous wrong to Canadian book and publishing interests. It has been shown that the Canadian Government has carried many thousands of pounds of these paper-covered books into every part of Canada, costing them many thousands of dollars, while if the Canadian trade were given the same rate, most of the books would be ordered from Toronto or Montreal, and the Government would then get a cent a pound for carriage, whereas now they carry them for nothing. The same remarks apply to peri-Take the Century magazine for in-The American publisher can mail this for one cent a pound, but the Canadian dealer, whether wholesaler or retailer, who wants to remail it to a customer, must pay at the rate of four cents a pound. It is the unanimous opinion of the book trade that this has a tendency to induce people to order direct, and thus cause the retailer to lose the profit which he would make if the magazine was ordered through him. It would seem that one of two things should be done at once, in order to do justice to a very important trade interest. Either give the Canadian trade the benefit of a one cent a pound rate on paper books and also on periodicals that are remailed to regular subscribers, or politely inform the United States Government that this class of matter coming into Canada must be prepaid at the rate of at least one cent per two We feel confident that when this question is properly brought to the notice of the department at Ottawa, it will receive that immediate attention which its importance deserves.

### Monthly List of New Books.

Publishers are asked to send to the Editor a copy of any book or pamphlet published by them, so as to ensure correct entry in our list.

- An Elocutionary Drill Chart, designed for use in private study and in schools and colleges, by T. B. Browning, M. A., 8vo., paper, 34 pages, illustrated with numerous diagrams and tables, 50 cents. D. T. McAinsh, Publisher, Toronto.
- Athletic Leaves, a Literary Souvenir of the M.A. A.A. Fair. Montreal, September 25th to 28th, 1888. Samuel M. Baylis and William H. Whyte, Montreal, Que. 8vo. 120 pages, 25 cents, net.
- Australia and Homeward, by Rev. D. Vannorman Lucas, 12mo, 336 pages, cloth, illustrated, \$1. William Briggs, Toronto.
- Among the Forest Trees, or, How the Bushman Family Got Their Homes, by the Rev. Joseph H. Hilts, 12mo., 380 pages, cloth, \$1.25. William Briggs, Toronto.
- Beckoning (the) Hand, by Grant Allen, paper, 30 cents. The National Publishing Co., Toronto.
- Canadian Idylls, by W. Kirby. Niagara, Ont.
- Crack (A) County, by Mrs. Edward Kennard, paper, 30 cents. The National Publishing Co., Toronto.

- Deserted (The) Village, by Oliver Goldsmith, with Life and Explanatory Notes, I0 cents. Dawson Bros., Montreal.
- Evart's Manual of Costs, with Forms of Bills of Costs under the Ontario Judicature Act and of the Supreme Court of Canada. Cloth, \$2.50; half-calf \$3. Carswell & Co., Toronto.
- Hand Book of Canadian Dates, by Fred. A. Mc-Cord, 75 cents. Dawson Bros., Montreal.
- How to Say the Rosary Without Distractions, or, Points for Mental Occupation Whilst Reciting the Vocal Prayers. James A. Sadleir, Montreal.
- Kindergarten Drawing Practice Book. Selby & Co., Toronto.
- Le Catechisme Des-Provinces Ecclesiastiques de Quebec, Montreal, Ottawa. 18mo, 76 pages, paper, 10 cents. C. O. Beauchemin & Fils, Montreal.
- Les Ursulines Des Trois Rivieres, Volume I, 8vo, 576 pages, cloth, \$1.50. V. Ayotte, Libraire, Les Trois Rivieres, Quebec.
- Lovell's Montreal Classified Business Directory, 1888-9. John Lovell & Sons, Montreal.
- Miss Lou, by Edward P. Roe, paper, 40 cents, cloth \$1.00. The Rose Publishing Co., Toronto, Ont.
- Nouveau Dictionnaire Francais, Systeme Educationnel, Rimes, Consonnances, Homonymes, Decomposition Des Mots Combinaisons Variees de Leurs Elements et Equivalents, Jeu de Mots, Par Charles Baillarge, Quebec, 8vo., 600 pages, paper, uncut edges. Price, 7/6.
- Queer People and Their Kweer Kapers, Birds That Talk, Giants That Flee, Beasts That Think, Insects That Flirt, Sprites That Dance, by Palmer Cox, 4to. illuminated covers, \$2.25. Rose Publishing Co., Toronto.
- Queer People with Wings and Stings and Their Kweer Kapers, by Palmer Cox, 4to, illuminated covers, 75 cents.
- Queer People with Paws, and Claws and Their Kweer Kapers, by Palmer Cox, 4to, illuminated covers, \$1.00.
- Queer People such as Goblins, Giants, Merry-Men and Monarchs and Their Kweer Kapers, by Palmer Cox, 4to, illuminated covers, \$1.00.
- Reports of Cases Decided in the Court of Appeal for Ontario, During Parts of the Years 1887-1888.

  Reported under the authority of the Law Society of Canada, Volume XIV. 8vo., 833 pages, half-calf, \$4.90. Rowsell & Hutchison, Toronto.
- Robertson's Landmarks of Toronto. Which is now being preliminarily published in separate articles in the "Toronto Evening Telegram." (Temporary Copyright). J. Ross Robertson.
- Strange (A) Message, by Dora Russell, paper, 30 cents. William Bryce, Toronto.
- Translations in Verse from Homer and Virgil, by J. M. Harper, 30 cents. Dawson Bros. Montreal.
- Under Currents, by the Author of Phyllis, Molly Bawn, etc., paper 30 cents. William Bryce, Toronto.
- Vale Mecum, Ou Ecrin de Prieres. Offert à la jeunesse. Par Alphonse Audet. Size 4x2\(\frac{1}{2}\) inches, 208 pages, 50 cents. Lacied, Imprimerie Generale, Montreal.

### Warmly Endorsed the Bill.

DETAILS OF A CONFERENCE BETWEEN THE MONT-REAL TRADE AND THE TORONTO DELEGATES.

A deputation from the Copyright Association of Canada, consisting of J. Ross Robertson, D. A. Rose, and R. T. Lancefield, left Toronto for Montreal on Thursday, the 29th November. On Friday afternoon they met the publishers, booksellers, printers, etc., of Montreal. The meeting was thoroughly representative, comprising the leading men and firms interested, the following being among those present; -John Lovell (who may be said to be a battle-scarred veteran in the cause of copyright), J. Theo. Robinson, S. E. Dawson, Wm. Drysdale, James A. Sadleir, Richard White, of the Gazette; Molyneaux St. John, of the Herald; Alderman J. D. Rolland, Thomas Connor, E. Senecal, H. Brophy, M. Drechsel, J. Macfarlane, F. E. Phelan, M. Beauchemin, and E. Douse, of C. O. Beauchemin & Fils, H. R. Smith, of the St. John's

On the meeting being called to order, Mr. Dawson was voted to the chair, and after explaining the object of the meeting, he introduced Mr. J. Ross Robertson.

Mr. Robertson briefly reviewed the situation, pointing out that the adoption of the Berne Bill would practically wipe out publishing in Canada, and by preventing imports from the United States of reprints of British copyright books, would leave us entirely dependent on the British publishers for our supply of current literature. He also pointed out certain defects in the present Copyright Act, instancing how United States authors are allowed to secure copyright in Canada indirectly through first publication in Great Britain, and again how those engaged in the manufacture, publication and sale of books are injured by a policy which allows a British author to refuse a good sum of money from a Canadian publisher for the Canadian copyright, and to say that he has included the Canadian market in the price received from the United States publisher, thus compelling Canadians to buy those books manufactured in the United States, and which we could just as well make in Canada. He then proceeded to show how these wrongs would be remedied by the legislation as proposed by the Canadian Copyright Associa-This Association, he was glad to say, was not sectional in its character or membership—on the contrary its aims were truly national, while its membership roll contained the names of dealers in every province of the Dominion-Prince Edward Island, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, and British Columbia. The press of the Dominion, also, was taking the question up and discussing it as a national measure, irrespective of party politics. He cheerfully acknowledged the assistance already received from Montreal, and expressed the hope that all present would join the Association and give it their hearty support.

The chairman next introduced Mr. D. A. Rose, who delivered a very practical address, instancing the case of the book "Robert Elsmere." A Tor-

onto publisher offered a sum of money for the Canadian copyright of this book, which was, however, peremptorily refused. Since then probably 15,000 copies of the pirated United States edition had been sold in Canada. Under a law such as the Copyright Association propose, these 15,000 books would have been made in Canada, while a royalty of ten per cent. on each copy would have been paid to the Government per account of the author.

Mr. J. Theo. Robertson thought that even if the new bill passed our parliament, it would be vetoed in England, the same as a somewhat similar bill

was ten or fifteen years ago.

Mr. R. T. Lancefield pointed out that the Colonies had made great strides within the last ten Ten years ago anyone who had suggested that Queensland would object to a governor selected by the Home Government would have been looked upon as a traitor and a bad fellow generally. But to-day that colony does object to a governor so selected, and the gentleman is quietly shelved and another one will be selected in his place. it was with us—we know what we want in the matter of copyright, and when our friends in the old land understand the immense amount of influence behind this bill, and the agitation and illfeeling that will surely be engendered if the Royal assent is withheld, they will no doubt think twice before vetoing this bill as quickly as they did the one before.

An informal discussion then took place, ques-

tions being freely asked and answered.

Mr. Richard White then said that he had listened with pleasure and profit to the remarks of the various speakers and had great pleasure in moving

the following:

"That this meeting of publishers, booksellers, printers, etc., of Montreal and vicinity, having heard the explanations of the deputation from the Copyright Association of Canada, showing conclusively the great injury which would result to the publishing, printing, bookselling, and book manufacturing interests of the Dominion by the adoption of what is known as the Berne Bill, and also being convinced of the inadequacy of the present Copyright Act to secure justice to important Canadian interests, and also believing that if the said Act is amended in the direction suggested by the Copyright Association of Canada, the interests of publishers, printers, booksellers, bookbinders, and others engaged in every industry connected with the manufacture of books in Canada would be thereby immensely benefited; therefore, we hereby express our hearty sympathy with and approval of the objects of the Copyright Association of Canada in their crusade against the Berne Bill and in their agitation in favour of amending the present Canadian Copyright Act in the direction indicated."

The resolution was seconded by Alderman J. D. Rolland, and was unanimously adopted by the Meeting.

William Bryce, in his advertisement, touches on points which are well worth the careful attention of the trade.

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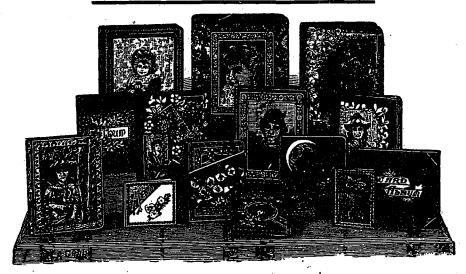
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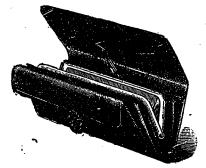
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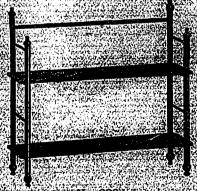
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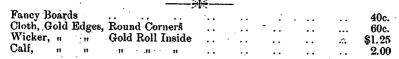
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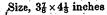
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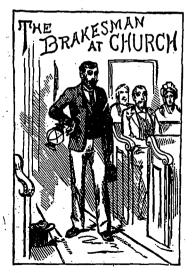
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### BOOK REVIEWS, ETC.

Dealers and the public alike know the excellence of the booklets and fine art books produced by Ernest Nister for E. P. Dutton & Co. of New York. The line this year is fully equal to former seasons, while the advance sales to the trade have been enormous. We have only room to notice a few of the Dutton's Annual for 1889 is an elegant book many gems in the collection. for children, edited by the well-known author Robert Ellice Mack. It is a large quarto volume of new and original pictures and stories, prose and poetry, with six full-page colored illustrations, and with double covers printed in the finest lithography. It is a worthy successor to last year's volume which proved such a phenomenal success. Price \$1.25. "The Bells," by Edgar Allan Poe, is a large quarto booklet, with illustrations of this ever popular poem, all printed in montint, with title stamped in gold. Price 75c. "Onward!" is the title of a Scripture Text Book with poetical selections for each day in the month; illustrated board covers varnished, and cloth backs; pages alternately illustrated in color and monotint, and with a very pretty title page. Price 50 cents. "Winter Jewels" is one of four, comprising "In The Poet's Garden series; quarto, illustrations in monotint, and with an elegant colored title. Price 50 cents. "Love Lyrics" is one of a series of booklets at 50 cents, and is one of the best of the whole collection. The illustrations are printed in monotint, on a delicately tinted cream ground, with title stamped in silver, the whole making a very pretty effect. "By Still Waters," "In Paths of Peace," "The Ways of Pleasantness," "In Green Pastures," are four beautiful little booklets, with bible text for each day in the month, and with numerous illustrations in colors, and are remarkably cheap at 15 cents each. "Lead Kindly Light," "The Village Blacksmith," by H. W. Longfellow, "Gray's Elegy," "I Remember, I Remember," one of Tom Hood's poems, comprise another series of booklets at 15 cents each, with many illustrations in monotint and a title page printed in colors. One can readily understand that it is only by making enormous editions of these booklets that they can be produced at such a low figure. Messrs. C. M. Taylor & Co., have the exclusive control of these goods for Canada, and, notwithstanding the many other lines shown, the sales of this favorite line for this season have been simply remarkable. A big sale was confidently anticipated, and these expectations have been fully borne out by actual results.

Canadian manufacturers of Christmas Card Novelties are rapidly forging to the front as producers of goods which will compare most favorably, both in price and quality, with imported goods. Take, for instance, the line manufactured by the Copp, Clark Co. This firm have been gradually paying increased attention to these goods, beginning some years ago with a line of Flowers of Canada, neatly mounted on cardboard, with Christmas and other mottoes, and they are now doing a very large trade in them. They supply the trade exclusively. They show many novelties of mounted flowers from 15 cents each upwards, and flowers combined with mounted photographs from 25 cents upwards. They also manufacture a very extensive line of satin and plush Christmas Novelties. In this line No. 92 is a harp, covered with plush, with a pretty little scene printed on satin, padded, and finished with tinsel cord and tassels; the whole making a rich novelty that is not surpassed by any imported article at the same price, \$1.50 retail. No. 94 C. is another shape novelty at the same price, and is equally as good value. No. 100 C., is a combination of satin and plush, also with a scene printed on satin, making a very handsome novelty, and exceedingly cheap at \$1.75 retail. Altogether this house makes over 100 varieties of these novelties, ranging in price from 15 cents to \$3.00 retail, so as to suit all sorts and conditions of purses, and we are glad to hear that their sales this year have been larger than ever before.

F. E. Grafton & Sons, Montreal, have issued the fifth enlarged edition of "The Priest, the Woman, and the Confessional," by Father Chiniquy. Canadian Copyright Edition—paper at 40 cents, and in cloth binding, 75 cents.



### NOTICE!

## Rubber Balls 1889.

Information has come to me that certain parties are now canvassing for advance orders for Rubber Balls. I would inform the Trade that these goods are now

### FALLING IN PRICE

and would advise you to wait until January, before placing orders.

Write for quotations 1st January before buying if you want the lowest Price. Under no conditions accept 1888 make of goods, large quantities of which are now on the way to Canada.

1889 make cannot reach Canada before March.

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### TRADE NOTICE,

In repeating orders during the rush of the Christmas Trade, say, if we have run out of the number or exact pattern wanted, if we can send nearest we have. This will save time and perhaps the loss of your sale.

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Importer and Publisher FRONT STREET, TORONTO.

George Routledge & Sons, New York, have a long list of books for Christmas presents. "History of the Old Testament" and "History of the New Testament" are two new issues in the series of books in words of one syllable, that will prove even more popular than the previous volumes. Thousands of parents will be only too glad to procure for their children the stories of the Bible The volumes in simple language for the young. are printed in large type and are copiously illustrated; bound in stiff board covers, lithographed in colors, price \$1.50 each. "Stories of Persons and Places in America" by Helen Ainslie Smith, is a volume written in simple narrative style for the young people. It is most profusely illustrated and deserves to have a large sale as it combines pleasure with profit, so that the time spent in reading it will be time well spent. Large quarto, brightly lithographed board covers, \$1.50. In "The Diverting History of John Gilpin," we have Cowper's famous poem in an entirely new and most appropriate style. oblong 4to, with numerous illustrations by H. Rose, a rising young American artist, printed in tints, and making a capital gift book for the price of \$1.50. "The Kirmess Almanac" for 1889 will undoubtedly prove a hit. Fancy dress balls and entertainments such as the Kirmess are so much the rage just now, and this Almanac illustrates the national dances of all countries with the illustrations printed in colors and gold In pretty Torchon binding, 50 cents.

NIMS & KNIGHT have a goodly list of bona fide holiday books. Very pretty volumes are gotten up of views of the finest of our American scenery. "Lake George" contains twelve photogravures from sketches by S. R. Stoddard; "Among the Mountains of the Adirondacks" has forty or fifty views by the same artist, who has also done "The Lake country of the Adirondacks," "The Hudson River from its Source to the Sea," and "Corners in the Catskills." Poems by Tennyson, Wordsworth and other well-loved poets have been illustrated with seventeen color and sixteen monotint plates from original water-color sketches by Alice M. Baumgras, and are published under the smooth alliterative title of "By Lawn and Lea," in two styles of binding, one a lithographed cover, tied with chenille, and the other tinted parchment cloth, with lithographed design on side and back. A very pretty book is also made of "Mission Sketches-Santa\*Barbara," where are gathered the Franciscan friars, which gives descriptive text to this old mission, illustrated by a series of ten plates from sketches by Mrs. K. S. Torrey.

Of the many lines of Booklets that are on the market, none surpass and few equal those from Hildesheimer & Faulkner, the well-known fineart publishers of London. "The Good Shepherd," by Frederic E. Weatherly, illustrated by

Alice Reeve, will appeal strongly to a religious temperament. The poetry is beautiful and the illustrations are exquisite. Large quarto, 75c. "Angels of the Dawn" is another beautiful book, and of a religious nature, as its title would suggest. Price 75c. "Songs of the Fields" is printed in a pretty brown tint, and has been one of the best selling books in the collection. Price "The Moonlighters," a story of a raid for arms, by G. G. Fraser, is a mirth-provoking representation of a typical raid in Ireland. This must be seen to be appreciated. Price 50c. "The Harvest Moon," illustrated by Ernest Wilson, is a collection of verse, with many illustrations beautifully printed in the most delicate of tints—Price 50c. "In the Country" and "Songs of Innocence" belong to a series of 25 centers, "O'Brien's that have had an immense sale. Breeches, or a Tale of Tullamore," contains more of Mr. Fraser's inimitably funny sketches, and will cause many a hearty guffaw, as the boys turn over the pages and see how the great Irish Champion "checkmated" his jailors. Price 25c. In Christmas Cards this firm also turn out an elegant line, including some very pretty shape cards—shells, boats, sails, owls, etc. The Toronto News Company are the wholesale agents in Canada for Hildesheimer & Faulkner's cards and booklets, and in addition to an excellent display in these lines, they are also showing a full line of Christmas Novelties; some very cheap, others medium priced, and still others made of plush and rich satin in the most beautiful shapes and styles.

Archer G. Watson, of the Willard Tract Depository, makes a grand display of Art Books and Booklets, and of the well known Mildmay "The Cotter's Saturday Christmas Cards. Night," which we noticed in a previous number, is already out of print. "In Ye Olden Time," continues to enjoy a large sale, and is a great

William Briggs has some specialties for the holiday trade which booksellers should note, such as Methodist Hymff Books in fine bindings, and Oxford Bibles with Methodist Hymn Books bound together. These sell very well when properly pushed.

J. R. Tutin, 38 Waterworks Street, Hull, England, has issued "Poems of Richard Crashaw," with notes by J. R. Tutin. Printed for private circulation, 1887. A book of Poems by Crashaw, an old English Poet, who was born in London, 1612. At the age of eighteen he was admitted into the University of Cambridge. 1644 he, along with others, was ejected from the University for refusing to subscribe to the Covenant. Soon after this he ceased to be a Protes-After his acceptance of the Romish faith he retired to France, and afterwards became secretary at Rome to Cardinal Palotta.

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chap, 20, relating to the incorporation of joint stock companies, and the issue of letters patent, with necessary forms, etc., 1888. Cloth. \$3.00.
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They also take pleasure in making announcement of the following new books to be published during the fall of 1888:

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The National Publishing Company, Toronto, have recently published the following: "A Crack County," by Mrs. Kennard. Canadian Copyright Edition: Paper, 30 cents. A bright well-written novel of English country life, with a strong flavor of the hunting field, which will render it of special interest to all lovers of crack sports. In the course of the novel the authoress deals some trenchant blows at certain phases of British snobbery, which might be studied with interest by certain people in Master Canada's domains.

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J. Theo. Robinson, Montreal, has issued "John Ward, Preacher," by Margaret Deland. Paper, 40 cents. Another remarkably clever book, dealing with current religious thought. John Ward is a powerful preacher of, and a firm

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W. J. Gage & Co., Toronto, have issued "Saint Margaret," by William Tirebuck. Paper, 35 cents, cloth 75 cents. Julian Jerome, engaged as missioner to an East London Vicar, soon realized the bitter mockery of mere preaching, of faith without works. His work among the poor and degraded sent strange ideas through his brain, and we find him reasoning with himself thus: "However persistently the Truth was preached from the pulpit on the first day of the week, I knew the lie of facts which thrived in the parish on the six days following. Keeping the Sabbath holy by word of mouth, and breaking the holiness of every other day by deeds, was a system of spiritual and material jugglery, a sleightof-hand trickery with virtue, which I could not reconcile." This book will be read with interest by thousands who are trying to solve this and similar problems of our social and religious life.

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The Copp Clark Co. have just published "Practical Exercises in English Composition," for public and private schools, and the junior classes in high schools. By H. I. Strang, B.A., Head Master, Goderich High School. 80 pages. Cloth, 35 cents.

T. Fisher Unwin, London, has published "Mrs. Keith's Crime," by Mrs. W. R. Clifford, as Vol. 2 of Unwin's Novel series. It has already run into a fourth edition—which goes to show that the British public will buy the new novels if they can only get them at a reasonable figure.

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LOUISA MAY ALCOTT, A Memorial Volume. The recent death of Louisa May Alcott has been a great loss to juvenile literature, as her works were perhaps the best known of recent fiction for children's use, her "Little Women" having attained a circulation second only to Tom's Cabin" among American " Uncle books, and having been translated into almost all the languages of Europe. The publishers have induced Mrs. Ednah D. Cheney, a lifelong and intimate friend of the Alcott family, to prepare a sketch of Miss Alcott's life under the above title. It is embellished with pen illustrations by Miss L. B. Comins, and by views of two of Miss Alcott's homes and the family burial spot in Concord, Mass. Several poems of special reference to her life close the little volume. A very handsome frontispiece by Miss L. B. Comins, printed in colors, representing Miss Alcott reading from a volume of "Little Women" to a

large crowd of children of various nationalities, and an elegant cover in blue and silver, help to make the book a beautiful tribute to the memory of this "Children's Friend." As all this can be purchased for the extremely low price of one dollar, this work is expected to be in every home where children are revered The trade will undoubtedly find it one of the best selling books of the season.

The Rose Publishing Company, Toronto, have complete samples of Prang's Christmas Cards, Art Books, and Novelties; and as the demand has been large, while the editions are limited, orders should be given early to ensure prompt delivery. Call and see samples or send for catalogues.

### English Opinion on the Chase Bill.

Publishers' Circular, May 16th, 1888. Publishers' interests are indissolubly attached to the authors'. But in the case of printers of books and manufacturers engaged in cognate industries the outlook in this country is certainly serious enough to justify the attitude of the deputation which waited, on the 16th inst., upon the president of the Board of Trade. It is rather alarming for the printing trade to learn that, if copyright is required, all English books of any worth must be printed from type set up within the limits of the United States; but it is still more alarming to know that young authors belonging to this country have to be subjected to the augmentation of uncertainty that must be intensified when coupled with the conviction that any accidentally or fortuitously successful book has through this negative printing clause been deprived of copyright in the United States.

Publishers' Circular, May 15th, 1888. All books likely to be of any permanent value or special interest, will be transmitted in manuscript from this country to the United States, and there set up in type. In some cases stereotype plates, no doubt, will be sent to this country, but in many others the full edition of the supply for both the American and English markets will be

printed in the United States.

Publishers' Circular, February 1st, 1888. Should this clause be persisted in, through the agitation of needlessly alarmed printers, the passing of the Bill will practically close the American market to many English authors. There cannot be the slightest doubt that nearly all the most popular English books will be printed or manufactured in America, just as they are now, to suit American notions and tastes. Suppose the powerful Printers' Unions of Great Britian agitated for reciprocity in this respect, they could not be blamed, and might even be congratulated, if they were successful in influencing our Legislators to grant similar demands.

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Mr. David Boyle, who was one of the Ontario Commissioners to the Cincinnati Exposition, and who was in the book business in Toronto for many years, says that the book and publishing house of R. W. Clarke & Co., of Cincinnati, is a wonder and something that the city may well be proud of. Mr. Clarke himself is a genial, whole-souled man, who has made money and who is spending it in a way to do the most good. As an instance, it may be stated that, at his own expense, he one day brought the school children from the town of Glendale, where he resides, some 15 miles from Cincinnati, to show them the glories of that great city and of its greater exposition. Mr. Boyle speaks in the warmest terms of the many acts of courtesy extended to him by Mr. Clarke, and vows that should that gentleman or any of his friends come this way it won't be his fault if they don't enjoy their visit

Messrs. J. & A. McMillan, St. John, N. B., Canada, have in press and will shortly publish "The Hulsian Lectures" delivered by the Rev. J. de Soyres before the University of Cambridge in 1886. The subject of the lectures is "Christian Reunion."

The London Advertiser issued on October 29th, a "quarter of a century" edition of the Daily Advertiser which fully displayed the enterprise of the proprietors of that influential jour-It has a bea iful illuminated cover and gives the photographs of all the staff of the Advertiser, from the press rooms to the sanctum, also the founders of the journal.

. el, M.P.P., W. R. Salter, Jos. Tasse, manufacturer, J. N. Guard and other wellknown Montrealers, :: e applying for incorporation as the Mont a Printing and Publishing Company, with nital stock of \$40,000. is understood me incorporation is being formed to ~ e and run the Montreal daily, La Presse

The Toronto Employing Printers' Association held its annual supper at the Hub restaurant on Nov. 8th. The chair was occupied by the president, Mr. James Murray.

Carswell & Co. are now offering for sale the valuable law library of the late Mr. Justice Mon rison; also that of the late Sir M. C. Cameron!

The annual meeting of the Willard Tract Depository was held on Nov. 8th. The reports showed that the company are in a good condition financially, and that the usual dividends at the rate of 6 per cent have been paid. The total gross sales for the year amount to \$74,132.-28. The directors appointed were: Robert Kilgour, S. H. Blake, W. H. Howland, Wm. Gooderham, H. O'Brien, H. S. Parsons, D.D., Elias Rogers and George A. Cox. Kilgour and S. H. Blake were re-elected President and Vice-President respectively.

On paper the proposed new United States tariff is as follows: Paper, sized or glued, 15 per cent ad valorem; printing paper, unsized, used for books and newspapers exclusively, 12 per cent ad valoren; paper boxes and all other fancy boxes, 30 per cent ad valorem; paper envelopes, 20 per cent ad valorum; paper hangings and paper for screens or fireboards, surface coated paper and all manufactures of which surface coated paper is a compotent material, not otherwise provided for, and cardboard, paper and antiquarian, demy, drawing, elephant, foolscap, imperial, letter, note and all other paper, not especially enumerated or provided for, 25 per cent ad valorem.

### ANNUALS FOR 1888.

Band of Hope Review. 35 cents. Boys' Own Annual. \$2.00. British Workman. 50 cents. British Workwoman. 50 cents. Chatterbox. \$1.00. Bo-Peep. 90 cents. Childs' Own Magazine. 35 cents. Children's Friend. 50 cents. Every Boy's Annual. \$2.00. Family Friend. 50 cents. Friendly Visitor. 50 cents. Girls' Own Annual. \$2.00. Herald of Mercy. 35 cents. Infants' Magazine. 50 cents. The Prize. 50 cents. The Quiver. \$2.00. Leisure Hour. \$2.00. \$1.25. Little Folks. Wide Awake. \$1.25. Little Wide Awake. \$1.25. National Temperance Mirror 50 cents. Our Darlings. \$1.00. Sunday. 81.00. Sunday at Home. \$2.00. Young England. \$2.00.

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