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BOOK BREVITIES

ADVANCE orders for "The Crossing," by Winston Churchill, totaled more than the advance orders for any novel previously published by the Copp, Clark Co. Though the book has only been out a short time, numerous repeat orders have been received.

New paper editions of the following novels by F. Marion Crawford and Gilbert Parker, have been issued by the Copp, Clark Co. "In the Palace of the King," "Marietta," and "Cecilia," by Crawford, and "Seats of the Mighty," "The Right of Way," and "Battle of the Strong," by Parker. A cloth edition of Parker's novels has also been published.

The Copp, Clark Co. will shortly have ready paper editions of Robert Barr's "Over the Border," W. W.

firm's product. The cover design is chaste, the binding firm and the typographical appearance is charming.

"The House in the Woods" is a unique book. It is half fiction, half fact, and appeals strongly to the lover of nature. Owners or would-be owners of Summer cottages in the country will appreciate the story. (A. S. Barnes & Co., New York. \$1.50).

McLeod & Allen, Toronto, have been disappointed about the publication of the new novel by the author of "Wings of the Morning," entitled "The Pillar of Light." It will probably not be in readiness before July 1.

All those who have read "The Darrow Enigma," by Melvin L. Severy, are loud in its praises. It is a captivating book, with the interest worked up steadily to the very last chapter. It is probably the most notable contribution to detective fiction of recent years, and will sell wherever its merits are made known. (Copp, Clark Co. \$1.50 and 75c).

Any book that E. P. Oppenheim may write is certain of a warm welcome, and his last book, "Anna the Adventuress," shows no decline in the qualities that distinguished his earlier books. It is a modern society novel, with the scene laid mainly in London. Two beautiful sisters, whose identities become confused, afford an admirable basis for a strong plot. (Copp, Clark Co. \$1.25 and 75c).

"The Castaway," by Miss Hallie Erminie Rives, in which Lord Byron is a leading character, is announced for early publication by McLeod & Allen. It will undoubtedly be among the strongest books this Summer.



KATE DOUGLAS WIGGIN
Author of the charming book of child-life, "Rebecca."

Jacobs' "Odd Craft," S. E. White's "Conjuror's House," and Ridgewell Collum's "Fass River Ranch," 75c.

The Copp, Clark Co. note a strong demand for both "Strong Mac," by S. R. Crockett, and "Anna the Adventuress," by E. P. Oppenheim.

Books issued by the firm of Fox, Duffield & Co., of New York, are always distinguished by their artistic appearance. "The Folly of Others," a book of short stories, by Neith Rovee, is a dainty example of this

A. S. Barnes & Co., of New York, have begun the publication of a "Woman's Home Library," under the editorship of Mrs. Margaret E. Sangster. The first volume is entitled, "Women's Ways of Earning Money," and has been prepared by Cynthia W. Alden. It affords every encouragement to the woman who is faced with the problem of earning her daily bread, for it discloses a surprisingly large number of openings which lie before women. The second volume of the series is "A Mother's Manual," by Dr. Coolidge, of New York. (\$1 each).

"By Snare of Love," the new novel, on which A. W. Marchmont has been busied for some time, has just been published in Toronto by McLeod & Allen.

Morang & Co., Ltd., have just published Maurice Hewlett's new novel, "Queen's Quair," in which Mary Queen of Scots is the central figure.

Frederick Warne & Co., of London, are publishers of a handsomely illustrated text-book on "Wayside and

RETURN
JUN 20 1904
A. S. Barnes & Co.
New York

The July number of "Bookseller and Stationer" will contain the usual half-yearly cumulative list of Canadian publications, including those from January to June, 1904, inclusive.

Book of Cookery and Home Management," an authority Woodland Trees," which can be conveniently carried around in the pocket.

In the June number of the Literary World of Boston, appears a list of fifty books recommended as particularly suitable for summer-reading. Of these five are published in Canadian editions by the Copp, Clark Co. viz. "Anna the Adventuress," by E. P. Oppenheim, "The Bright Face of Danger," by Robert N. Stephens; "The Crossing," by Winston Churchill; "The Darrow Enigma," by Melvin L. Severy and "The Watchers of the Trails," by Charles G. D. Roberts.

the series. The ordinary edition, in pretty lithographed paper covers, costs only 6d per volume. The type is large and new and the paper of good quality. A cloth edition, illustrated and printed on superior paper, is also issued at 2s 6d per volume. Canadian booksellers would do well to introduce this series of novels for Fall and Winter trade.

Canadians will be pleased to hear that Miss L. Dowgall, the Canadian novelist, has written a new story called "The Earthly Purgatory." It has already been published in England by Hutchinson & Co.

Miss Alice Jones, daughter of the Lieutenant-Governor of Nova Scotia, and authoress of "Bubbles We Buy," has completed a new novel, entitled, "Isabel Broderick."

S. B. Gundy, who will in future be Canadian publisher for the Fleming H. Revell Co., will have a strong first book in Norman Duncan's "Dr. Lake of the Labrador," which will be published in September.

Business, politics, finance and law have a romantic side quite as much as love and adventure. This can be readily proved by a perusal of "The Grafters," by Francis Lynde, in which a state government does some remarkable things with a great railway. (McLeod & Allen).



Scene from "The Crossing," by Winston Churchill, just published by The Copp, Clark Co.

A notable volume on Canada is "Sport in the Northland of Canada," by D. Haubury, which Morang & Co., Ltd., are handling. It is well illustrated and handsome in appearance.

An American edition of "Rachel Marr," by Morley Roberts, a novel which created a great stir in England last winter, will be published on June 15 by L. C. Page & Co., of Boston.

Bookseller and Stationer has received several sample copies of Methuen's Novelist Library, a series of paper cover editions of notable novels. The authors represented in the series are among the best story writers in England, including: Robert Barr, Anthony Hope, Gilbert Parker, A. E. W. Mason, Max Pemberton, and Conan Doyle. The books are well printed and appear in attractive covers. They are sixpenny publications, and a list of them will be supplied on application.

George Newnes, Ltd., of London, have added "The Travels of Marco Polo, the Venetian," to their thin paper classics. Cloth, 3s.

A new English translation of the novels of Alexandre Dumas is being published by Methuen & Co., of London. At least thirty of Dumas' novels have never been translated into English before, and these will be included in



Scene from "The Crossing," by Winston Churchill, just published by The Copp, Clark Co.

William Briggs will be the Canadian publisher of "Cap'n Eri," the remarkable novel by Joseph C. Lincoln, to which attention has been directed in these columns before.

"Old Gorgon Graham," a sequel to "Letters From a Self Made Merchant to His Son," will be published in Canada by William Briggs in the early Fall. The same publisher will also bring out Marie Corelli's new novel.

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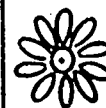
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NEW AND FORTHCOMING BOOKS



FICTION.

- Boycroft, Neith.** "The Folly of Others." New York: Fox, Duffield & Co. \$1 postpaid. A dainty volume of short stories, all tinged with an absorbing human interest. The longest story, "A Provident Woman," provides the keynote of the collection. In it, matrimonial motives are analyzed with an unsparring pen. The other stories deal with similar themes.
- Churchill, Winston.** "The Crossing." Toronto: Copp, Clark Co. \$1.50. A worthy successor to the author's "Crisis." The story covers the period of the American Revolution and describes in romantic vein many of the incidents of the war. Its hero, Davy, is a lovable character, and the reader follows his course through the war and his love affairs with sympathetic interest. The scenes of the book are laid mainly in the backwoods and on the frontier, and the pioneer life of the country is intimately described. The characters number some men, notable in American history.
- Conrad, Stephen.** "The Second Mrs. Jim." Boston: L. C. Page & Co. \$1.
- Cotes, Mrs. Everard.** "The Imperialist." Toronto: Copp, Clark Co. \$1.25. Preeminently a Canadian novel, and therefore strongly to be recommended. It is a story of Canadian society in a small town, a field which we believe has never before been cultivated by any writer of note. The treatment is that for which Mrs. Cotes (Sara Jeanette Duncan) is noted.
- French, Allen.** "The Barnet." Toronto: William Briggs. \$1.25 and 75c.
- Harcourt, A. P. P.** "The Pearl of the Sword." Boston: H. M. Caldwell Co. A tale of the Indian Mutiny, dedicated to Lord Roberts. Fact and fiction are entertainingly twined together, and the sadder pages of mutiny and cruelty are brightened by the course of a charming love story. The names of men famous for their share in the defence and relief of Lucknow are to be found in the list of characters.
- Henry, Arthur.** "The House in the Woods." New York: A. S. Barnes & Co. Cloth, illustrated, \$1.50. After reading this book, one wonders how a city life can be tolerated. The story tells of a return to nature and the building of a house in the Catskill Mountains, where a free and happy life is led. The inhabitants of the district are sketched off with a skillful pen, and the philosophizings of the author are touched with a keen human sympathy. It is a book to be read by all nature lovers.
- Hewlett, Maurice.** "Queen's Quay." Toronto: Morang & Co., Ltd. Cloth, \$1.50.
- Le Cato, N. J.** "The Curse of Caste." New York: J. S. Ogilvie Publishing Co. Paper, 50c. A remarkable novel, dealing with the negro problem, told by a white man, who up to maturity believed that he was a negro. It illustrates the utter inconsistency of those who persecute the negroes.
- Lynde, Francis.** "The Gratters." Toronto: McLeod & Allen. Cloth, \$1.25. Paper, 75c. A typical American novel, dealing with a huge railroad graft in a western State, engineered by the State Governor. The hero is the railway company's attorney, and he sets himself the task of saving the railway from the grafters. The novel gives an insight into politics, journalism, railroad operation, and the law courts, that is highly instructive, and interest is maintained at a high pitch to the last chapter.
- Marchmont, Arthur W.** "By Snare of Love." Toronto: McLeod & Allen. Cloth, \$1.25. Paper, 75c. Just ready.
- Merwin, Samuel.** "The Merry Anne." Toronto: Morang & Co. Cloth, \$1.50.
- Michelson, Miriam.** "In the Bishop's Carriage." Toronto: McLeod & Allen. Cloth, \$1.25. Paper, 75c. Second edition ready.
- Oppenheim, E. P.** "Anna the Adventuress." Toronto: Copp, Clark Co. \$1.25 and 75c. Anna and Annabel Pelissier, two beautiful English orphans, go to Paris. The former devotes herself to art, the latter to gaiety and the stage. Their identities become confused, and Anna, the innocent one, is compelled to take the guilt of her sister's misdeeds. This is the motif of an excellently developed story, filled with human interest. There are numerous interesting characters introduced, and some of the scenes are notable.
- Parrish, Randall.** "When Wilderness Was King." Toronto: McLeod & Allen. Paper, 75c. Cloth, \$1.25. Just ready.
- Phillips, David Graham.** "The Cost." Toronto: McLeod & Allen. Cloth, \$1.25. Paper, 75c.
- Potter, Margaret Horton.** "The Flame Gatherers." Toronto: Morang & Co., Ltd. Cloth, \$1.50.
- Rives, Hallie Erminie.** "The Castaway." Toronto: McLeod & Allen. Ready shortly.
- Stephens, C. A.** "The Ark of 1803." New York: A. S. Barnes & Co. \$1.25 net. The latest addition to the East and West Series for boys, telling the story of the Louisiana purchase. The theme of the story covers the momentous voyage of some young pioneers down the Ohio and the Mississippi to New Orleans, then held by the Spaniards, and is full of thrilling adventures that will charm the heart of every boy.
- Stephens, Robert Neilson.** "The Bright Face of Danger." Toronto: Copp, Clark Co. \$1.50 and 75c.
- Tracy, Louis.** "The Pillar of Light." Toronto: McLeod & Allen. Cloth, \$1.25. Paper, 75c. Ready about July 1.
- Watanra, Onoto.** "Daughters of Nijo." Toronto: Morang & Co. Cloth, \$1.50.
- White, Stewart Edward.** "The Silent Places." Toronto: Morang & Co. \$1.50. A grim and powerful book. Two messengers of the Hudson Bay Company relentlessly pursue a defaulting Indian through a weird country in the far north. Scenes of intense cold and possible starvation are interwoven with a remarkable tale of love.

EARLY FALL NOVELS.

- Connor, Ralph.** "The Prospector." Toronto: The Westminster Co.

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The Darrow Enigma—By MARTIN L. SEVERY, cloth \$1.50, paper 75 cents.

Anna the Adventuress—By E. PHILLIPS OPPENHEIM, cloth \$1.25, paper 75 cents.

The Bright Face of Danger—By R. N. STEPHENS, cloth \$1.50, paper 75 cents.

Denis Dent—By E. W. HORNUNG, cloth \$1.50, paper 75 cents.

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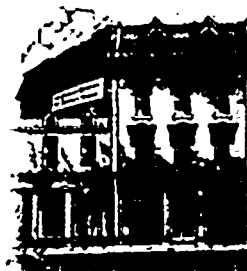
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- Corelli, Marie.** A new novel. Toronto: William Briggs. Name to be announced later.
- Duncan, Norman.** "Doctor Luke of the Labrador." Toronto: Fleming H. Revell. (S. B. Gundy). Ready in September.
- Lorimer, G. H.** "Old Gorgon Graham." Toronto: William Briggs.
- Malot, Lucas.** "The Paradise of Dominic." New York: Dodd, Mead & Co.
- Morrison, Arthur.** "The Green Eye of Goona." Boston: L. C. Page & Co. A detective story concerning a strange diamond robbery, to be published in the early Fall.
- Overton, Gwendolen.** "Captains of the World." Toronto: Morang & Co., Ltd. To be published in September.
- Roberts, Charles G. D.** "The Prisoner of Mademoiselle." Boston: L. C. Page & Co. \$1.50.

CHEAP PAPER EDITIONS.

- Allen, James Lane.** "The Choir Invisible." Toronto: Morang & Co. 25c.
- Atherton, Gertrude.** "The Conqueror." Toronto: Morang & Co. 25c.



Robert Neilson Stephens whose "Bright Face of Danger" is being published by The Copp, Clark Co.

- Brownell, Clarence Ludlow.** "The Heart of Japan." London: Methuen & Co. 6d. A cheap and handy illustrated edition of an important work on Japan, told in a conversational style.
- Castle, Agnes and Egerton.** "The Pride of Jennico." Toronto: Morang & Co. 25c.
- Doyle, Sir A. Conan.** "Round the Red Lamp." London: Methuen & Co. The Novelist Series, 6d.
- Dumas, Alexandre.** New translation of Dumas' novels. London: Methuen & Co. 6d per volume. Excellent quality.
- Mason, A. E. W.** "Clementina." London: Methuen & Co. The Novelist Series, 6d.
- Morrison, Arthur.** "The Hole in the Wall." London: Methuen & Co. The Novelist Series, 6d.
- Wister, Owen.** "The Virginian." Toronto: Morang & Co. 25c.

HISTORY AND BIOGRAPHY.

- Butler, Sir William Francis.** "The Wild Northland." New York: A. S. Barnes & Co. Trail Makers Series. The story of a Winter journey across Northern North America.
- Celden, Cadwallader.** "The History of the Five Indian Nations." 2 vols. New York: A. S. Barnes & Co. Trail Makers Series.
- Douglas, Sir George.** "The Life of Major-General Wauchope." London: Hodder & Stoughton.

- Farrar, Reginald.** "The Life of Frederick William Farrar, Sometime Dean of Canterbury." London: James Nisbet & Co.
- Mackenzie, Alexander.** "Mackenzie's Voyages." 2 volumes. New York: A. S. Barnes & Co. The Trail Makers Series. Tells the story of Mackenzie's journeys from Montreal to the Frozen and Pacific Oceans in 1789 and 1793.
- Napier, Lieut.-Gen. Sir William.** "Battles and Sieges in the Peninsula." London: John Murray. Price 2s 6d. 469 pages. A popular reissue in one volume of the most important chapters of Napier's famous work on the Peninsular War. The student of history will find the book of the utmost value, placing, as it does, the best part of a great historical work within easy reach.

MISCELLANEOUS.

- Aldon, Cynthia Westover.** "Women's Ways of Earning Money." New York: A. S. Barnes & Co. \$1. This is the first volume in Mrs. Sangster's Woman's Home Library, and it is an excellent beginning. It provides for women what Dr. Smiles' "Self Help" has long provided for the sterner sex. Practical, commonsense advice is supplied as-to-how women can earn their living, and the number of ways disclosed seems legion. A carefully compiled index gives a key to the various openings before women.
- Brownell, Clarence L.** "The Heart of Japan." London: Methuen & Co. 6d.
- Coolidge, Emelyn L.** "The Mother's Manual." New York: A. S. Barnes & Co. \$1 net. Volume II. in "Woman's Home Library." A valuable text-book for the young mother, supplying all needful information for the care of the baby from birth to the seventh year. The authoress has been connected with the Babies' Hospital in New York, and speaks from intimate acquaintance with her subject. A useful index enables the possessor of the book to secure information quickly in case of emergency.
- Horne, John.** "Starting Points for Speakers, Preachers, Writers and Other Thinkers." Edinburgh: Oliphant, Anderson & Ferrier. 2s 6d. A remarkable, as well as a valuable book. A thought is suggested by one of the black line side headings; it is worked out in a paragraph culled from some authority, and thus the key to a whole speech or sermon is supplied. By means of a carefully compiled index, the possessor of the book is enabled to pick out subjects congenial to him.
- Madge's Book of Cookery.** Containing over 1,000 practical recipes of an up-to-date and economical description. London: Horace Marshall & Son. Price, 1 shilling. This is a new and cheap edition of the famous cook book compiled by Mrs. Humphry, "Madge" of Truth. It is bound in a red cardboard cover, is well printed and well-indexed. Besides the recipes, part of the book is devoted to home management, including nursing, domestic economy, and household hints.
- Step, Edward, F. L. S.** "Wayside and Woodland Trees." A pocket guide to the British Sylva. London: Frederick Warne & Co. Price, 6s. Pocket size, 6 1-2 x 4 1-2 in. An admirable text-book for the lover of trees, handsomely illustrated with 128 photographic plates. The photographs include the Summer and Winter aspects of various trees, and large scale pictures and their boles. The reading matter is illuminated with literary allusions, and enters so thoroughly and sympathetically into the subject that the reader soon becomes an enthusiast.
- Thwing, Charles F.** "College Training and the Business Man." New York: D. Appleton & Co. \$1 net. Postage, 9c. A comprehensive volume in small compass, dealing with the college man in general administration, banking, transportation, insurance and human relations.

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Buchan's Sterling Equivalents and Exchange Tables,

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Buchan's Par of Exchange (Canadian),
 Giving sterling into dollars and cents and vice versa, from £1 upwards, also sterling equivalents, Canada into New York and vice versa; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

The Importers' Guide,
 A hand-book of advances of sterling costs in decimal currency from one penny to 1,000 pounds, with a FLANNEL TABLE from 20 to 100 yards, 11½ inches per piece of 46 yards; by H. CAMPBELL and J. W. LITTLE. Cloth, 75c.; leather, \$1.00.

The Canadian Customs Tariff,
 Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, France, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Caps ro, cloth. Price, 50c.

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THE author of "The Colonials" has here chosen a field very different from that of his first popular romance. This is a novel of the attempts of a forceful, unscrupulous promoter to carry his success into society as well as business. He falls in love with the same vehemence and carelessness as to methods which characterize his financial operations, and the result is a double rivalry with his temporarily defeated opponent in the local street-railway deal. The author pictures admirably the "conservatism" which closes the doors of "society" to such a man while accepting his financial leadership.

Paper, \$.75.

Cloth, - 1.25.

William Briggs,
 TORONTO.

SINCE THE

**DISASTROUS
 FIRE**

We have received the following goods ready for immediate delivery. New stock, latest styles and make. True value.

- WRITING PAPER. All kinds and sizes
- BOND PAPERS. All weights and sizes
- COVER PAPERS. Full line.
- BLOTTING PAPERS
- TISSUE AND CREPE TISSUE
- MOURNING STATIONERY
- CARDS and CARDBOARD
- ENVELOPES. Newest Makes.
- SEALING WAX. Full stock.
- RUBBER BANDS AND RUBBER
- RUBBER PENHOLDERS
- SHIPPING TAGS
- CARTER'S INK AND MUCILAGE
- HIGGINS' INK AND MUCILAGE
- HARDTMUTH'S PENCILS and Rubber
- FABER'S PENCILS and PENHOLDERS
- ESTERBROOK'S PENS
- BALL-POINTED PENS
- SPENCERIAN PENS AND CLIPS
- LETTER BALANCES. CASH BOXES
- ERASING KNIVES. NIAGARA CLIPS
- DAVID'S AND UNDERWOOD'S INK
- GIBSON'S ALBUMS. INT. TABLES
- FASTENERS. CLIPS. RULERS
- JAPANESE NAPKINS AND DOILIES
- CLASP ENVELOPES. PINS
- PICTORIAL POSTCARDS. Quite new.
- DIXON AND EAGLE PENCILS
- FOUNTAIN PENS. Best-made.
- MIMEOGRAPHS AND SUPPLIES.
- COPYING PRESSES and STANDS
- OFFICE SUPPLIES. Everything required

Also an exceptionally fine line of

ACCOUNT BOOKS

ALL SIZES.

- NOTES, DRAFTS, RECEIPTS, ETC.
- IDEAL SCRAP BOOKS. Full line, all sizes
- PRINTERS' SUPPLIES
- BINDERS' MATERIAL

Stock New, Fresh and Up-to-date. No advance in Prices. Undoubtedly value.

Letter Orders promptly attended to.

WAREHOUSE—"Queen City Bldg."
 Temporary Office—96 Yonge Street.

BROWN BROS.

Limited

MANUFACTURING STATIONERS

TORONTO.

**AGENTS
WANTED**

By an
English
Manufacturer
for the
New Diamond
Gold Pen
everywhere.

**A Good Income
Can Be Secured**

Whole or spare time. Male or female.
Good wages and constant employment
can be earned by intelligent agents

The new Diamond Gold Pen, superior
to the best Gold Nibs, cost ONE
TENTH only. Points finished like
Diamond Shape.

One nib will last for many months.

Advantages of the new Diamond
Pen—Beautiful touch—glide smoothly
over the paper—make writing a
pleasure—improve in use—durable—
non-corrodible—one nib will last
longer than grosses of steel nibs.

Every man, woman, or child should use the new Diamond Pen

To start at once send 40 cents (stamps will do) for Agents' Sample Box, or One Dollar for large size Sample Box, post free by return, to all parts of the world, with particulars of the best paying agency.

**STANDARD CORPORATION,
DIAMOND PEN WORKS,**

49 Newgate Street, London, E. C. ENGLAND.

HIGGINS INKS AND ADHESIVES



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.

CHAS. M. HIGGINS & CO., New York—Chicago—London
Originators and Manufacturers Inks and Adhesives
MAIN OFFICE, 271 Ninth St. ; BROOKLYN, N. Y., U. S. A
FACTORY, 240-244 Eighth St.

Not ONE or TWO but

FIFTY STYLES

Designs and Shapes in our

EXERCISE BOOKS and SCRIBBLERS

SEE OUR COVERS

SAMPLES AND PRICES ON REQUEST

Summer Favorites
Birch Bark
Maple Leaf
Imperial

Scout
Cavalier
Good Hope
Fleur de Lis

Knight of the Thistle
Knight of St. Patrick
Dauntless
Sailor Boy

Flag of Canada and many others

“Make Sure”

of your School Supplies for
SEPTEMBER OPENING
By ordering for Immediate Shipment

The Copp, Clark Company, Limited

83 Colborne Street, Toronto

SCHOOL BOOKS AND SUPPLIES

WARNING: ORDER EARLY.

ALL dealers in school supplies who make Toronto their source of supply should order early for Fall. First orders can be supplied, but there is some doubt as to the ability of the manufacturers to fill delayed orders. There may be sufficient supplies, but dealers are warned to be on the safe side, in the event of there being any shortage. The loss of so many large stocks in the Toronto fire will certainly be felt at the time of school opening. Should there be any inclination for customers to run on any particular line on which manufacturers are weak, the dealer will be handicapped unless he is stocked early and well.

It may happen, for instance, that a particular style of exercise book may be in great demand, and only one manufacturer be in a position to supply any quantity of it. It will then be impossible for the trade to secure sufficient supplies. Other instances causing similar results might be cited and, bearing this in mind, the warning to order early is well-timed.

THE BUNTIN, GILLIES LINES.

NOW that the midsummer examinations will soon be here, and later on the school opening, it is the wise stationer who begins early to have his stock in the best possible shape for the rush that is sure to come. For the examinations it is necessary to have a good stock of examination paper, and for school opening the necessity of having a full and complete range of school supplies is known to every stationer.

Buntin, Gillies & Co., Ltd., Hamilton, whose advertisement appears in this issue, are calling the attention of the trade to their examination books and paper, of which they have an excellent stock. They have also a first-class stock of all school supplies, and are here showing a cut of a new line of water colors, for drawing, that they have lately received in different sizes, and which are proving to be exceptionally good sellers.

Buntin, Gillies & Co., Ltd., have also their new lines of school blanks, together with samples of the many other school opening lines, in the hands of their travelers, and they report the sale to be even better than anticipated.

GOODS ARE WANTED AT ONCE.

THE Copp, Clark Co., Ltd., Toronto, are to the fore, as usual, with a good assortment of designs in scribblers, exercise and note books. A glance through their line will convince the dealer that the disastrous fire had at least left one concern unaffected in the production of bright, attractive and salable lines for the school opening term. The covers shown are produced by lithography, as much brighter and more

effective results can be obtained by this process than by printing. As nearly all stationers are aware, their large factory was not connected with their warehouses, but was in a different part of the city, being situated on Colborne street, and so was outside the burned district.

Their representatives are now on the road, busily engaged soliciting orders for the school opening term, and a complete line of school sundries and staple stationery lines may be placed either for present or later delivery. Nearly all dealers placing orders are urging that as much of the order as can be supplied should be shipped at once, preferring to take the delivery now rather than take chances of getting partially filled orders when the opening rush comes on, and indeed, it would seem that they are wise in so doing. It stands to reason that the large stocks carried by the stationery concerns that were burnt out cannot be duplicated in their entirety by the time of school opening.

ABOUT TEXT BOOKS.

A SPECIAL effort has been made by the Copp-Clark Co. to get their series of school readers and other school books republished in time for the Fall trade. The majority are now on the press, and some are already printed and bound. The trade can be assured that a complete stock will be in readiness for the school opening next September.

Morang & Co., Ltd., have at least five school histories, which should make a strong bid among them for



first choice in the coming competition for authorized histories. The list includes: "The Story of the Canadian People," by David M. Duncan, of Winnipeg (60c); "A History of Canada," by Charles G. D. Roberts (51c); "Britain and the Empire," by J. H. Putnam, of Ottawa (60c); "England's Story," by Eva M. Tappan and John C. Saul (75c), and "The British Nation," by George M. Wrong, of Toronto (51c).

Morang & Co., Ltd., have just replaced the stock of their Phonetic Primers, destroyed in the Toronto fire. These primers are authorized for use in the public schools of Ontario, and are strongly endorsed by leading educationists. (Part I., 10c; Part II., 15c).

In the department of geography, Morang & Co. issue "A First Book of Modern Geography," consisting of

URNED
U 1904
Book 20
Dec 15
C. H. S.

two parts, "Our Home and Its Surroundings," and "Our Earth as a Whole." These books have been authorized for use in Ontario and Manitoba. They may be procured separately at 40c and 60c, respectively, or combined in one volume at 75c.

"A Modern English Grammar," edited by H. G. Buehler and Pelham Edgar, is authorized for use in the Province of Ontario. The method employed in teaching the subject is inductive. (Cloth, 40c, Morang & Co.)

The Copp-Clark Co., who supply the Ontario school readers, histories and several other of the standard school books, assure the trade that everything will be in readiness for the school openings. As soon as the fire destroyed their stock they set to work to replace it, and at the time of writing, stocks of several books have been replaced and others are on the press.

CHOICE THING IN SCRIBBLERS.

THERE are numerous and striking designs in use this season for the covers of scribblers and exercise books, and while the general tendency is toward less showy designs than hitherto, the covers are a decided advance on previous productions, so far as artistic merit is concerned.

The range of books offered by the Copp-Clark Co. includes many that will become extremely popular with scholars; all tastes are catered for, as many as fifty designs having been utilized. One specially pleasing line is an imitation birch bark design; this will doubtless become very popular, it can also be had with the maple leaf printed in the corners. Another series is called, "The Order of Merit"; these are composed of designs, mottoes, etc., representing "Knight of the Garter," "Knight of the Thistle," and "Knight of St. Patrick." The colors are rich, and the printing excellent.

"Summer Favorites" is the name given to a series of floral designs which represent popular Canadian flowers. "Imperial" is a design showing the royal coat-of-arms suspended by a beaver. This line will prove a good seller in every district.

The names given to other designs, all of which are artistic and suitable for the purpose to which they are put, include Cavalier, Good Hope, Scout, Fleur-de-Lis, Old Flag, Dainty, Challenge, Sailor Boy, etc., etc.

COMPLETELY NEW LINE.

ALL the plates for the Warwick Bros. & Rutter line of scribblers and note books were destroyed in the fire, so that the offerings of this firm this year are completely new. The range is larger than ever, notwithstanding, and contains some pretty things. The "Sun Sash" scribbler is appropriate to the war, bearing the picture of a Jap boy. The "Chrysanthemum" is bright and attractive. "The Savoy," "Alma Mater," and "Plaid" are staple lines, which should go well. There are other especially interesting designs.

This firm also show a range of exercise books for school and college work, which will be found correct in

every detail. Their legal tablets and examination booklets, as required by the department, will be in readiness in a few days.

All the usual accessories for school, such as pens, pencils, rulers, crayons, bags, slates, and slate pencils, are in stock.

PERSONAL AND BUSINESS NOTES.

B. Rodier & Co., fancy goods dealers, Montreal, have been registered.

The assets of the estate of J. C. Woods, fancy goods dealer, London, have been sold.

Mr. T. J. Day, of Guelph, has advertised his book and stationery business for sale.

Mr. G. A. Roedde, of Vancouver, blank book manufacturer, was recently in Toronto.

Mr. J. de Leglise, bookseller and stationer, of Louiseville, Quebec, has been burned out.

Mr. T. R. Bach, dealer in sheet music, Brockville, Ontario, has assigned to G. L. Orne.

Mr. E. B. Clark, chief agent of the Waterman Pen Co., at Montreal, has registered his firm.

Mr. R. M. Pitts, of R. M. Pitts & Co., Cornwall, went the rounds of the Toronto jobbing houses lately.

Mr. John Greig, who conducted a book and stationery business in Hamilton for thirty-five years, died on May 13.

The estate of Mr. T. N. Leigh, bookseller and stationer, of Wallaceburg, Ontario, has been sold to Mr. G. Pierce.

Mr. Adlard, of Evans, Adlard & Co., Postlip Blotting Mills, Winchcombe, England, is in Canada on a business trip. This is his first visit to this country.

Mr. J. H. Scott has taken over the entire business of the Pattillo Book Store at Sydney, C.B., and will continue it under the name of the Eastern Book Company.

Mr. R. Agnew, who for the past four years has conducted a successful book, stationery and wall paper business in Owen Sound, has disposed of his business to Mr. R. H. Fleming.

Mr. Macfarlane, of Toronto, recently received from a departmental store across the line an order for one hundred thousand souvenir books. Only seven subjects are included in the whole order.

Mr. J. Edmund Secord, surviving partner in the firm of E. G. Nelson & Co., of St. John, N.B., has purchased the interest of the late Mr. Edwin G. Nelson in the business, and will continue it under the old name.

The St. Thomas Journal of recent date publishes a photograph and biographical sketch of Mr. Morris G. Hay, bookseller and stationer of that city. Mr. Hay has been connected with the bookselling business on and off all his life.

Mr. George Spence, secretary-treasurer of W. J. Gage & Co., has returned to business after a twelve months' absence in search of health, most of the time of which has been spent in the Muskoka district. Mr. Spence has fully recovered, and is feeling fit for the unusually heavy duties which come as a natural result of the late fire.



THE ART OF DISPLAY



CREPE PAPER FOR SUMMER.

ABOUT the beginning of June such fortunate people as own Summer cottages begin to move from their town residences and take up their abode in the country or at the Summer resorts. As a rule they do not care to expend much money in the way of decoration

The best method to secure sales for crepe paper is to make pretty window displays of it. It can be stretched, ruffled and manipulated in endless ways and is excellently adapted to the decoration of show windows of all sizes and shapes. The accompanying illustration shows how simple is



on their cottages, and any decorative material which they can purchase for a trifle and which, at the same time, is pretty and artistic, they will welcome. Such material is crepe paper, and the dealer in stationery and fancy goods will find it to his advantage to make it prominent.

The process of ruffling crepe paper, and was furnished by the Dennison Mfg Co. It gives an idea of what can be done with the material. A window filled with nothing but crepe paper and with a card directing attention to its utility for Summer decorations, should draw business.

MOVED TO HAMILTON.

MR LORNE D GRAHAM, who was with the W. J. Gage Co., Limited, for nearly three years, has recently joined the staff of Buntin, Gillies & Co., Limited, Hamilton. During the last twelve months that Mr. Graham spent with the W. J. Gage Co. he acted as assistant to Mr. Campbell, manager of the stationery department.

With his new house, Mr. Graham will have charge of the sampling and advertising department, a position to which his training and ability admirably suit him.

On leaving the W. J. Gage Co. Mr. Graham was presented with a very handsome traveling case, the gift of the employees of the firm, with whom Mr. Graham had, through his never failing tact and courtesy, become very popular.

RESIGNED THE MANAGERSHIP.

MISS M. ROBINSON, who has been connected with the Canadian branch of the Fleming H. Revell Co. for ten years, has resigned on account of ill-health, and will spend the Summer at Mortimer's Point, Lake Muskoka. Miss Robinson joined the Fleming H. Revell Co. as bookkeeper, and had sole control of the office and financial side of the business. After this she acted for



Miss M. Robinson.

six years as assistant manager to Mr. Anderson. Three years ago Miss Robinson took full charge of the business, and has succeeded in securing for the company a full share of the prosperity which the book trade is enjoying. Miss Robinson has made no definite arrangements for the future.

ANNOUNCEMENT TO THE TRADE.

In a few days the Fleming H. Revell Co. will issue the following bulletin to the trade, which will explain the relations this publishing house will in future hold towards the Canadian trade.

"It is with much pleasure that we announce to the Canadian bookselling trade the conclusion of arrangements with Mr. Henry Frowde, publisher to the University of Oxford, whereby Mr. S. B. Gundy, his representative for Canada, assumes the management of our publishing interests in Canada. Having retired from the retail business in Canada, we shall devote ourselves exclusively to our

publishing business, carefully studying the requirements of the Canadian trade.

"Our plans for this season include the addition of many titles of special importance, and we believe it to be to your distinct advantage to withhold your Fall orders and holiday purchases until our representative shall have called upon you, or you have had opportunity to consider our publications.

"A complete stock of our publications will be constantly in stock at Toronto, a feature of particular value to the trade. Address us as formerly, 25-27 Richmond street west, Toronto."

IMPORTANT BUSINESS CHANGES.

ANNOUNCEMENT has been made that the Fleming H. Revell Co., who have for several years conducted a publishing and wholesale and retail book business on Richmond street, Toronto, have disposed of their local retail book business to the Upper Canada Tract Society. Their publishing and wholesale book business in Canada will in future be placed in the hands of Mr. S. B. Gundy, who will handle the Revell books in addition to the books of the Oxford Press. He will be located in the former premises of the Revell Co. It is also understood that Mr. Gundy has been appointed agent for the George B. Hurd lines of stationery. Mr. Gundy's establishment, uniting three such important lines of goods, should prove one of the most interesting in Canada.

A CHICAGO PUBLISHER.

MR. GEORGE H. DORAN, vice-president of the Fleming H. Revell Co., and manager of the firm's Chicago branch, has been in Toronto in connection with the changes effected in the Toronto branch, which are noted elsewhere. Mr. Doran is a native of Toronto, having gained his first insight into the bookselling business in the Willard Tract Depository in that city. He went to Chicago about thirteen years ago, and joined the Fleming H. Revell Co., becoming vice-president in 1897. Mr. Doran is proud of the achievements of his firm, and is well pleased with the progress made in Canada. He believes, however, that there is much to be done yet. There is a scarcity of genuinely first-class bookstores in the country, and the people are not buying as many books as they should. Even in Toronto, which Mr. Doran praises highly, there are not the number of private libraries one would expect to find among cultured people. Comparing Canada's population, however, with equal populations in the United States, and Canada is found to buy four and five times as many Revell books as the United States.

PICTURE POSTALS REDUCED.

- Photo Engraving, first 1,000 of one view, \$8 00
- Photo Engraving, first 500 of one view, 6 00
- Colored Chromo, first 1,000, - - 9 00
- Licht Druck, first 1,000, - - 7 00

Large Variety of Stock Cards, as Typical, Historical and Winter Scenes.

Views of Montreal, Quebec and Ottawa, 90c. per 100, \$8.00 per 1,000.

Hand-colored Cards at \$12.00 per 1,000.

Large assortment of FANCY ARTISTS' CARDS.

SAMPLES SENT

ILLUSTRATED POST CARD CO., MONTREAL

PLAYING CARDS

THE "OCEAN TO OCEAN" SET.

WHEN Charles Goodall & Son, Limited, of London, conceived the idea of issuing a set of Canadian souvenir playing cards, they hit on a good thing. Such a set of cards is unique in Canada, and it will appeal to all sections of the country. The issuing of these cards is also a proof of the interest that the English firm is manifesting in the Canadian market. The



Back and Front of Four of Spades, "Ocean to Ocean" Set.

cards will shortly arrive from England, and will sell at \$5.10 per dozen.

The cards, in point of workmanship, are up to the Goodall standard, which is recommendation enough. The

backs are especially handsome, showing the coats of arms of the seven provinces, of the Northwest Territories and of the Yukon Territory. These are done in colors. The fronts contain fifty-two Canadian views selected from all Canada, whence is derived the name of the set. Taken as a whole, the pack is unique, and its educative value cannot be over estimated.

The list of Canadian cities represented includes Montreal, Toronto, Ottawa, Hamilton, Kingston, Winnipeg, Nelson, St. John, Vancouver, Victoria, New Westminster, Rat Portage, Halifax, Sydney, Niagara Falls, Calgary and Quebec.

NOTES.

In Chas. Goodall & Son's advertisement in the May number of Bookseller and Stationer, the name of Nerlich & Co. should have been included as one of the firms handling the Canadian souvenir card. Nerlich & Co. carry a full line of Chas. Goodall & Son's playing cards.

A large advance sale of Goodall's "Ocean to Ocean" playing cards is noted. Goodall & Son are also placing on the market a new King Edward card. Both sets, as well as the new Canadian Whist League playing cards, authorized by the Canadian Whist League, can be had from the Copp-Clark Co., Limited.

In point of variety, the Congress playing cards are so numerous that a dealer is oftentimes hard put to it to make a selection. A dozen of the latest Congress backs are illustrated in the advertisement of the United States Playing Card Company below. The coloring is most attractive. These cards are handled by all the Canadian jobbing houses.



TAMBOURINE BACK.



TOSDOGAN BACK.



MISTLETOE BACK.



HOLLY BACK.



WOORISH BACK.

These backs © Copyright 1903, by The United States Playing Card Company, Cincinnati, U. S. A.

Congress Playing Cards.

The best selling high grade card, because the most attractive and most extensively advertised. Intended especially for home and social play.

Dealers are surprised at their ready sale among people who have heretofore bought only cheap cards. Sold by all Canadian jobbers. Show cards free to all Congress dealers. Write

The United States Playing Card Co., Cincinnati, U. S. A.



SPRING BACK.



KANTZE BACK.



NOTE TIME BACK.



THE HUNT BACK.



NAPLES BACK.

These backs Copyright, 1904, by The United States Playing Card Company, Cincinnati, U. S. A.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office Capital - \$2,000,000.00
 Toronto, Assets, over - 3,546,000.00
 Ont. 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, \$23,886,005.32.

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

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

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, \$3,000,000

HON. GEO. A. COX, President. S. E. WALKER, General Manager
 HEAD OFFICE: TORONTO, CANADA.

This Bank with 100 branches, covering all the principal cities of Canada and the Pacific coast of the United States, and its own offices in London, Eng., and New York, is able to offer to those engaged in mercantile business of any kind unexcelled facilities for any legitimate banking business.

LIST OF BRANCHES: BRITISH COLUMBIA:

Alberni	Greenwood	Nanaimo	Vancouver
Cranbrook	Kamloops	Sedon	Victoria
Ferme	Ladysmith	New Westminster	East End

MANITOBA AND NORTHWEST TERRITORIES:

Calgary	Elgin	Manitowish	Regina
Carman	Elkhorn	Neepawa	Swan River
Dauphin	Gilbert Plains	Neepawa	Treherne
Dawson	Gravelbourg	Ponoka	White Horse
Edmonton	Itanfaul	Portage la Prairie	Winnipeg
	Medicine Hat	Red Deer	North

ONTARIO AND QUEBEC:

Ayr	Dundas	Ottawa	Stratford
Barnes	Dunnville	Paris	Strathroy
Bellefleur	Fort Frances	Salem	Toronto, 3 offices
Berlin	Galt	Peterboro	Toronto Junction
Blenheim	Georgetown	Port Perry	Walkerton
Brantford	Georgetown	St. Catharines	Walkerville
Cayuga	Hamilton	Sarnia	Waterloo
Chatham	London	Sault Ste. Marie	Warton
Collingwood	Montreal	Seaforth	Windsor
Dresden	Orangeville	Simcoe	Woodstock

MARITIME PROVINCES

Amherst	Canim	New Glasgow	Springhill
Antigonish	Halifax	Parsons	Spry
Barrington	Leopold	Sackville	Truro
Bridgewater	Lunenburg	St. John	Windsor
	Medicine	Shelburne	

IN THE UNITED STATES:

New York	Seattle, Wash.	Portland, Ore.	San Francisco.
		Skagway, Alaska	

LONDON, ENGLAND, OFFICE: 60 LOMBARD ST., E.C.

A general banking business transacted Foreign exchange bought and sold

MANUFACTURERS AND MERCHANTS.

It may be necessary for your staff to have fidelity bonds. We act as surety on such. We are known the world over.

Write to us for terms and particulars

The London Guarantee & Accident Co., Limited,

D. W. ALEXANDER, General Manager for Canada
 Canada Life Building, TORONTO.

CAPITAL PAID UP, - \$1,000,000.
 RESERVE FUND, - 1,000,000.

THE METROPOLITAN BANK.

DIRECTORS

R. H. WARDEN, D.D., President. S. J. MOORE, Esq., Vice-President
 D. F. THOMPSON, Esq., K.C. His Honor W. MORTIMER CLARK, K.C.
 THOS. BRADSHAW, 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

A STATEMENT has been issued by the Russian Government on the financial situation with regard to the Japanese War. The statement reads: "The war, which broke out in spite of the peaceful intentions of Russia, found the finances of the empire in a satisfactory position.

"The effective capital of the Exchequer, which at the beginning of the year amounted to 182,000,000 rubles, has been more than doubled up to the present time, by reason of the diminution of the budget expenses. Now the whole sum at the disposal of the Exchequer exceeds 300,000,000 rubles.

"Despite this, the war expenditure must be very considerable, and on this account it has been thought prudent to discover a new method for providing funds. These funds might be borrowed from the State Bank to the extent of 500,000,000 rubles, but in order to avoid expending the effective capital at the risk of a disturbance of the money in circulation, and as the Government wishes to see Russia at the end of the war in the same steady financial position as before the outbreak of hostilities, the Finance Minister has considered it necessary to have recourse to an external loan.

"By imperial order of May 12 for an increase in the war funds the issue of a five per cent. external loan for a short term has been decided upon with a nominal capital of 300,000,000 rubles, or 800,000,000 francs (\$160,000,000), under the title of 'five per cent. State Exchequer bonds of 1904,' free forever from Russian taxes.

"On May 14, 1900, these bonds will be redeemable at the issue price, and must be presented for redemption in Paris.

"The flotation of the loan is intrusted to the Netherlands Bank, the Credit Lyonnais, and Hottinger & Co. of Paris."

A STATEMENT showing the percentage of increases in individual deposits in United States banking centres during the period from 1890 to 1903 has been compiled. The smallest percentage of increases are to be found in New Orleans, Baltimore, Boston and Philadelphia. New York follows, and then Chicago, Pittsburg, St. Louis and San Francisco in the order named. The feature of the statement is that the Atlantic ports are far behind the interior centres. Specific causes no doubt would appear in an extended examination of local conditions, such as the growth of trust companies in Boston and the attraction which then generally higher rates of interest have for deposits that might otherwise be carried in national banks; this probably would explain a certain amount of the decreases scored in New Orleans, for there appears no intrinsic reason why individual deposits in general should have fallen away to the extent indicated.

In New York's case the issue is open for discussion, and is a rather pretty one, whether the growth of such a banking item as individual deposits should be about

commensurate with the average of the country or whether the advances scored by the remainder of the country ought to have a cumulative effect at this point. To this end the item of individual deposits is an apt one, for its increase or decrease is not so readily brought about by external agencies of a temporary character as would be the case with other items in the bank statement. It is likely to indicate, therefore, as clearly as any, the permanent effect in one direction or the other, and so will serve reasonably well as a basis for discussing the question whether a percentage of growth that keeps just a little ahead of that in the points of comparison is to New York's detriment or credit.

NOTES.

Five German fire insurance companies were involved to the extent of \$352,240 in the Toronto fire.

Mr. Archibald Wood, private banker, of Millbrook, is dead. He was senior member of the firm of Wood and Kells.

The annual meeting of the shareholders of the Sovereign Bank of Canada will be held in Toronto on the 14th inst.

The Metropolitan Bank will occupy the quarters in the Canada Life Building, Toronto, which have been vacated by the Bank of Nova Scotia.

The Bank of Nova Scotia are now occupying their handsome new building on King street west, Toronto. The rotunda and facade of this building have been greatly admired.

The Nova Scotia Fire Insurance Company, a non-tariff company, which was organized in Halifax about a year ago, held its annual meeting recently. The report of the directors was considered very satisfactory. The number of policies issued during the year was 900, and the premiums received amounted to \$21,113.97. The profits for the year amounted to \$13,602.42. The rates of this company are something like 10 per cent. less than those of the tariff companies.

Liverpool & London & Globe

INSURANCE COMPANY

Capital and Assets exceed - 860,000,000
Investments in Canada exceed 3,000,000
Claims Paid exceed - - - 200,000,000

The Toronto Agency of this Company, so long held by Joseph B. Reed, will in future be carried on by Joseph B. Reed & Sons, the partnership consisting of Joseph B. Reed, J. Carl Reed and LeGrand Reed.

Offices: 51 YONGE ST. Tel. Main 597

ESTABLISHED 1855

TAYLOR'S

DOUBLE TONGUE & GROOVE

SAFES

145

147 FRONT ST. EAST, TORONTO.

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

and see which suits you best.

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

A Store Run With System

is likely to include a

HALLWOOD CASH REGISTER

The Hallwood depends for its sales upon the sound, independent judgment of the merchant. Of course, good salesmen present the merits of the machine, and if, after that, the merchant finds the Hallwood and the Hallwood System faulty, the matter has to drop.

Not many sales lost where inspection is granted.

WRITE FOR DESCRIPTIVE LITERATURE.

THE

Hallwood Cash Register Co. of Canada

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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.

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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.

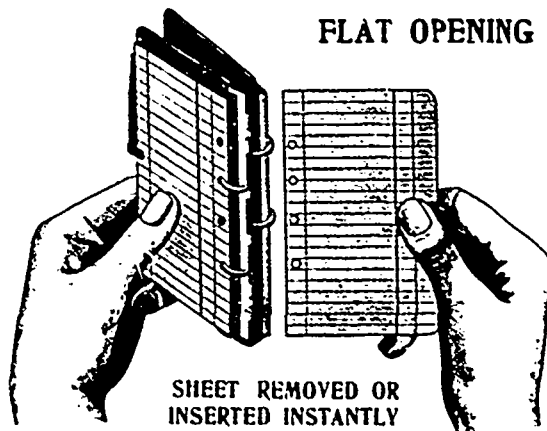
THE CANADIAN PRESS CLIPPING BUREAU,

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TENGWALL LOOSE LEAF PRICE BOOK

FLAT OPENING



SHEET REMOVED OR INSERTED INSTANTLY

SEND FOR DESCRIPTIVE PRICE LIST.

HART & RIDDELL, Manufacturers Loose Leaf Ledgers and all kinds of Binders. TORONTO

You never know

how many mistakes you have made when you send out your accounts in the old way.

THE BRIGGS LEDGER SYSTEM

has a three-fold check on every account that is rendered. Your bills are always ready and balanced to date. Based on the English Banking System. Any one can be a book-keeper. Catalogue (illustrated) sent free upon request. Write to-day.

The Briggs Ledger System Co., Limited

75 York St., - Toronto, Can.

THE OFFICE END

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

CARDS VS. LEDGERS.

BEFORE the Birmingham Chartered Accountants' Students' Society, Mr. John Watson, a director of a large English house, delivered a lecture dealing with bookkeeping by cards. A part of his lecture was as follows:

Permit me at the outset to clearly state I do not claim to be the originator of the card system, but of a card system of bookkeeping. For a layman to address a society of students who are daily in touch with the most expert and up-to-date accountants savors somewhat of egotism. I do not claim to be an accountant, but my long experience of counting-house work has educated me for account-keeping suitable for a large commercial house where there are continuous entries recurring, and with a view of advancing a greater interest in an important section of all commercial enterprise--namely, the "keeping of accounts." I have always recognized its importance and pressed its claims.

In my opinion, it matters little whether accounts are kept in ledgers, on loose leaves, or on cards; the essential in account-keeping being accuracy, safety, simplicity. If without endangering these essentials I can obtain the same results more readily and so save labor and expense, I am sufficiently radical to try any labor-saving method, or, to use the hackneyed election cry, combine "economy with efficiency."

1. As to Accuracy.—Because a leaf is loose, instead of being bound in a book, can make no possible difference as far as an actual record is concerned.

2. As to Safety.—I have proved that a leaf can be taken from a ledger and not missed for weeks, months, and perhaps not at all, unless wanted.

Now, a card cannot be taken from a cabinet without being instantly missed. Therefore, I claim that a cabinet of cards, properly managed, and subject to daily checks—only a glance—is quite as safe as a ledger.

3. Simplicity.—There can be no possible doubt that a card can be much easier found than a folio in a ledger, and the calling back from the card much quicker.

Pardon me for a moment taking you through an ordinary posting.

We have here the journal or day-book entry, and find on page 7-783:

Polley and Clarke, Limited,
66 Corporation street,
Birmingham, £19 17s 4 1-2d.

The old method is:

Refer to index page.

Find the name and folio, say 2823.

Find 2823 in ledger.

Make our entry: £19 17s 4 1-2d, 7-783 reference.

Turn to day-book, and fill in folio of ledger, 2823.

We have five transactions, and eight figures of reference.

By the introduction of the combination of my card system with the Library Bureau, Addressograph, and Broughs' Adding Machine, I claim to have saved half the labor of posting, calling back, making statements, addressing the envelopes and balancing the ledgers.

Example:

Polley and Clarke, Limited,

becomes 2823.

The spelling and address has been checked and approved, so once right always right. Get your addressograph link correct and the combination of links to suit your requirements and mistakes become almost impossible if ordinary care is used.

The Addressograph. To set up a link takes three to five minutes. The first process for a new account seems a little waste of time. This, however, is not so when you consider the process of one transaction only.

For instance, the name repeats itself for index accounts, circulars index, ledger index, heading ledger, heading invoice and envelope, heading statement and envelope, label on parcel, consignment note—at least five repeats. If, therefore, you are getting the same customer constantly repeating, the saving is considerable. If you will time the boy at the addressograph you will see how quickly the addressing is done.

2823 Twenty repeats please.

The loose sheets, of course, represent the various stationery.

I think I am well within the mark in saying it takes a fast writer to address 100 envelopes in the hour, and then accuracy is not of necessity secured; this number can be produced from the addressograph in five minutes.

Shall we now consider the ledger?

Who has not longed to give a helping hand when a ledger was "out"? And several who could have helped were helpless because it was "one man, one book." This difficulty is solved by using the card ledger. You can take it in sections, and put on as many clerks as there are sections, or a clerk to each card if you wish it.

On interviewing customers relative to the state of an account or a dispute, the old-fashioned order of "Bring in the ledger" has passed away. Instead of stopping the ledger clerk or sending him off for a holiday, or to pass perhaps half an hour in idleness while you have the ledger, or worse still, to find a clerk popping in and out like a jack-in-the-box to make a reference or two from his ledger, the new order of things is, "No. 101 ledger card, please." You have the account you want, the clerk is free to follow his own sweet will

or rather, go on with his work, the customer can look over your shoulder while he discusses the account, without your fear of exposing his neighbor's account on the opposite page.

Early in the month I had the misfortune to be in bed for a few days; some dozen accounts or more re-

quired dealing with as to immediate delivery of goods exceeding the high limit mark. Before a just decision could be given it was necessary to review the working of the account for twelve months or more. Let me give you the alternative under the old rule:

1. A clerk spending unlimited time taking copies of the accounts; or,
2. Loading up the ledgers and carting them to me! The poor invalid groans under the ledger on his bed! The work at the office ceases until the return of the cart!

This is now changed; we are under the dispensation of the card system. The clerk waltzes gaily into the room with a dozen or more ledger cards some few ounces in weight; the bed-stricken one, without even raising himself on his pillow, reviews the position of the account, gives a fair and wise decision, and so once more mind prevails over matter, or, in other words, cards triumph over ledgers. This, however, may be criticized as theory, and it has truly been said: "One ounce of fact is worth pounds of theory"; still, theory must come first, hence I have taken it in order. We will now take a few facts:

I have here a perforated sheet taken from a book, on the left-hand side of which are particulars of nineteen departments. Instead of posting from a book in which there are twenty-one pages of detail, I distribute the book by tearing out the perforated portion, so that the right sections of the business can be posted at the same time. There are fifty-one postings to be done, and I will ask the ledger clerk and his junior to post fifty-one items—the actual transactions of a portion of a section for one day. Will you kindly time them during the work, and I will go on talking. I make the time 7:12.

My past experience has been that to refer to a loose index, post and call back fifty postings, took twenty-five to thirty minutes, or say 1,500 postings and calling back was a good day's work for ledger clerk and junior, and then when ledgers came to be balanced you sometimes found a mistake—but where? Somewhere in the book, certainly, but where? Now with the cards you have the accounts disconnected with the other accounts, and know for a certainty that the error must be on the cards out of the cabinet, not those in the cabinet. In calling back a ledger you have to repeat the process of finding folio after folio; with the cards they are in order, and called back much more quickly. I admit the cards have to be put away again, but this is a small matter, as you will see when the junior comes to that process.

COMMERCIAL LAW.

FREQUENTLY business men have need of the services of lawyers in centres other than their own. Whether for legal representation, the organization of companies, searching titles to property, watching the interests of creditors or for the collection of accounts it is generally wise to be in close touch with a reliable legal firm who are "on the spot." For this reason, merchants should often refer to the legal cards on another page. The firms whose card are inserted are reliable and capable of any work required of them by readers of this paper.

ADVERTISE YOUR BUSINESS

Write for particulars about our cuts and ads. from 50 cents up. To advertise in newspapers. Catchy ideas to catch business. Given to one merchant in a town. Send us your ads. and we will criticize them free. **WRITE TO-DAY.**

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WE WRITE ADS. IN FRENCH.

A WORD TO THE WISE

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Trade only supplied—we do not sell to Coll. ges. Convents, or Teachers. Send for Trade Price Lists and Catalogues.

NEW TELEPHONE LINE

A new copper metallic line has just been completed from Simcoe to Port Rowan. The towns listed below can now be reached from Toronto at the following rates:

PORT ROWAN	-	50c.
ST. WILLIAMS	-	50c.
VICTORIA	-	40c.

The Bell Telephone Co. of Canada

EVERYTHING FOR THE OFFICE

McCloud's Easily-Adjustable Spring Back Chairs for stenographers, bookkeepers and office men.

The Perine & Mosely Company's Business System in the Sales Department. Their commercial Routing and Recording System keeps track of customers, agents, and their territory.

Volkert's Interchangeable Leaf Ledgers. The most perfect perpetual interchangeable ledger system made.

Gunn's Office Desks. The World's best.

The Waggoner-Watchman Clock. The latest and best-saver of time, trouble and money.

Triner's Automatic Office Scales. Indicate instantly the exact cost of postage.

Keller's Inks, Sealing Wax, Mucilage and Syphon Ink Wells. Whitfield Carbon Paper and Typewriter Ribbons.

IF YOU NEED ANYTHING FOR THE OFFICE, WRITE US TO-DAY.
THE DOMINION OFFICE SUPPLY CO., - Walkerville, Ont.

NO STATIONERY STORE IS COMPLETE WITHOUT

Esterbrook's Pens

LEADING NUMBERS:

- Fine Pens, A1, 128, 333
- Business Pens, 048, 14, 130.
- Broad Points, 312, 313, 314.
- Turn-up Points, 256, 477, 1876.

CANADIAN AGENTS:

THE BROWN BROS., LIMITED

51 Wellington Street West, - TORONTO.

<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>DAVID HOSKINS, F.C.A. Chartered Accountant, Auditor, Financial Valuator. 207 Manning Chambers, City Hall Sq., Toronto, Canada.</p>	<p>F. H. KIDD, Chartered Accountant, Auditor, Assignee, Etc. 505 McKinnon Bldg., Toronto.</p>	<p>HENRY BARBER & CO., Accountants and Assignees, Office 18 Wellington St. E., Toronto, Ont.</p>	<p>GEO. O. MERSON, Chartered Accountant, Auditor, Assignee, etc. Regular and Special Auditor. 27 Wellington St. E., Toronto. Phone Main 4744.</p>	<p>JENKINS & HARDY, Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 18 1/2 Toronto Street Toronto. 465 Temple Building, Montreal. 100 William Street, New York.</p>	<p>WILLIAM FAHEY, Accountant and Auditor 402 McKinnon Building, Toronto.</p>
<p>Cable Address: "Wigwam." T. G. WILLIAMSON, Chartered Accountant and Auditor, 18 Toronto St., Toronto, Canada.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</p>	<p>This space \$15 a year.</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>BEATTY, BLACKSTOCK, FANKEN & RIDDELL, BEATTY, BLACKSTOCK, CHADWICK & GALT, Barristers, Solicitors, Notaries, Etc. Offices, Bank of Toronto. Tel., Main 2812. Toronto, Ont.</p>	<p>JAN. H. BURRITT, K.C. Solicitor, Notary, Etc. Pembroke, Ont.</p>	<p>I. L. O. VIDAL, Barrister, Solicitor, etc. Collections and Commercial Law. Montmagny and Quebec City, Que.</p>	<p>J. C. HAMILTON, LL.B., Barrister, Solicitor and Notary. McKinnon Building, Toronto. Phone, Main 65.</p>	<p>D. O. CAMERON, Barrister. Equity Chambers, Toronto. Branch Office, Oakville, Ont.</p>	<p>TUPPER, PHIPPEY & TUPPER, Barristers, Solicitors, Etc. Winnipeg Canada.</p>
<p>ATWATER, DUCLOS & CHAUVIN Advocates Montreal Albert W. Atwater, Q., Consulting Counsel for City of Montreal Chas. A. Duclos, Henry N. Chauvin</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>	
<p>Learn the Law about Joint Stock Companies</p> <p>To-day a large percentage of the world's business is done by joint stock companies. Wouldn't it be worth while to know all about Joint Stock Company Law? Nearly everyone needs the knowledge of it in business life. We teach it by Mail at a small cost. Write for information about our course in Joint Stock Company Law.</p> <p style="text-align: center;">CANADIAN CORRESPONDENCE COLLEGE, Limited TORONTO, CANADA.</p>		<p style="text-align: center;">Western Business College</p> <p style="text-align: center;">Cor. College and Spadina Avenue, TORONTO.</p> <p>Thorough courses in Bookkeeping, Stenography, Typewriting and Penmanship; individual instruction.</p> <p style="text-align: center;">A. J. HOARE, Principal.</p>	
<p style="text-align: center;"><i>Typewriting.</i></p> <p>Bookkeeping and Shorthand are sure stepping stones to success. Teachers who have had practical business experience teach these branches in</p> <p style="text-align: center;">THE WILLIS BUSINESS COLLEGE. A school of genuine merit. Send for our beautiful catalogue. S. T. Willis, Principal, Cor. Bank and Albert Sts., OTTAWA.</p>		<p style="text-align: center;">1889.</p> <p style="text-align: center;">The Belleville Business College, Limited,</p> <p>Business firms get the best results by applying to us 10 days before vacancies occur in their employ. See Catalogue pages 21 27 33 41</p> <p>J. A. Tonsaw, BELLEVILLE, J. Prith Jeffers, M.A., Secretary. ONTARIO. President</p>	

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PETERBOROUGH, CANADA.



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For every purpose.
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Dealers in Modern Office Supplies
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C. Brandauer & Co.'s - Limited



SEVEN PRIZE MEDALS.

**CIRCULAR
POINTED PENS**

These series of Pens neither scratch nor spurt. They glide over the roughest paper with the ease of a soft lead pencil. Assorted Sample Boxes, 6d., to be obtained from all Stationers. If out of stock, send 7 stamps to the Works, BIRMINGHAM.

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

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

STANDARD



INK-RESERVOIR

CHEAPEST SUBSTITUTE FOR FOUNTAIN PENS.

MAKES INK SUPERFLUOUS CAN BE USED WITH ANY KIND OF PEN.

Entirely New.

Away with Ink.



If dipped into water, tea, coffee, beer or any liquid free from acids, it is at once ready for writing, and writes with a DEEP BLACK COPING INK. Indispensable for travellers, for the pocket, the school and the office, etc. Any pocket penholder can at once be changed into a fountain pen. No sifting, no smudging, no leaking in the pocket as hitherto. Always a thin, easy flowing ink free from sediments.

AGENTS WITH FIRST-CLASS REFERENCES WANTED

SAMPLES SENT ON RECEIPT OF RETAIL PRICE

Retails at: HOLDER AND RESERVOIR (Complete) 15c. EXTRA FILLERS, 5c. each.

IMPORT NOVELTY CO., 31 Union Square West NEW YORK CITY, Sole Agents U.S.A.
Canadian Office (309 Carlaw Bldg.) 28-30 Wellington St. W. TORONTO.

STATIONERY

A STEEL ETCHING FREE.

TO show the superior quality of their work and to emphasize the fact that they are producers of odd, unique and original ideas, the Chas. H. Elliott Co., of Philadelphia, will send absolutely free to any dealer in tally cards and guest cards, who will write them and mention Bookseller and Stationer, a handsome steel etching of their Sans Egal Egyptian girl, 8 x 10, suitable for framing.

SETTLED AND BUSY.

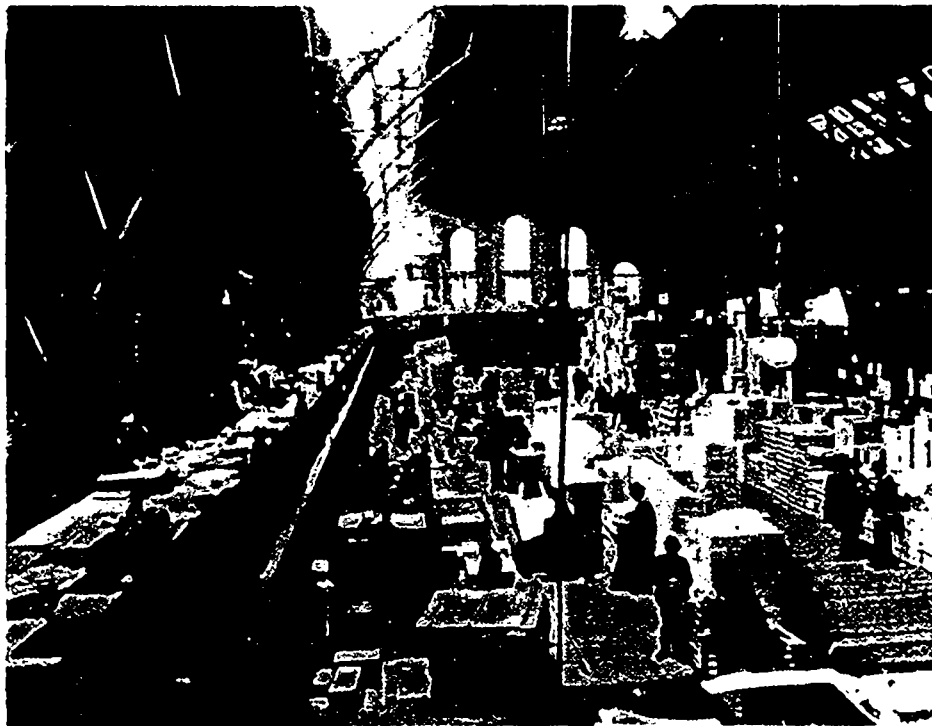
WARWICK BROS & RUTTER are rapidly getting settled in their temporary warehouse at 7 1/2 to 15 Queen street east, Toronto. They have on hand a complete stock of stationery, and their travelers are out on their routes with a full range of school supplies and

lots. When an order for several dozen of a certain line comes in, they will not be able to hold the shipment until the complete order is made up, but will ship every time the minimum weight is reached, so as not to put the customer to any more expense on freight than possible.

An extra effort is being made to get a complete stock of writing tablets in shape for early delivery. The Kenmore Linen, Society, Vulcan Bond, Grecian Bond and Lorraine are ready now. Special imprint orders will be given immediate attention. Standard notepapers, such as the Devonshire are being pushed forward and will be ready for delivery in the course of a week.

There are also in the hands of the travelers a series of artistic designs in fancy papeteries for Fall delivery. These goods are "made in Canada," and compare favorably with any similar goods in the market. Warwick Bros & Rutter only ask an expression of opinion from the trade on these goods.

The new factory and warehouse of the firm will be built on a site near the corner of King street and Spadina avenue. The warehouse will face on King street and the factory will be erected at the rear.



Temporary premises of W. J. Gage & Co., Limited, Victoria Rink, Toronto.

staple stationery. Their range of memorandum books and blotters is complete, as they picked up full lines in the foreign markets. By July 1 the trade will not be able to detect anything that would indicate that the firm suffered a total loss of stock in the great fire.

About the only drawback at present is the cramped facilities and, owing to this fact, the firm's customers will have to take shipments in probably several different

COMPLETE ORDERS FILLED.

W. J. GAGE & CO., Ltd., state that they are now filling orders with a very fair degree of completeness, and that they have secured still additional warehouses in the skating rink connected with the Victoria curling rink on Huron street, Toronto. This will greatly facilitate the handling of heavy stock, and will add to the convenience and efficiency of the large staff employed.

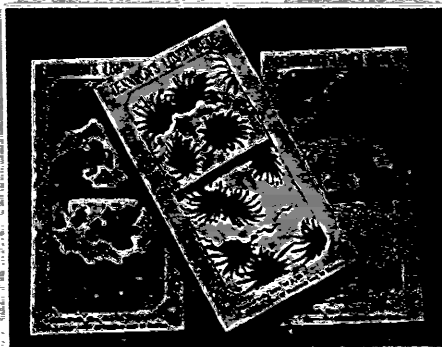
All departments are working twenty-four hours a day, so that everything is being done that is possible to keep pace with the heavy demand for school and general stationery.

After the fire the company were confronted with the task of replacing three hundred thousand school books. Fortunately, separate plates had been stored in a section of the city outside the burnt district: the work of printing was immediately commenced, and Gage & Co. are now in a position to book orders for immediate or future delivery.

NOVELTY FOR PICNICS.

CREPE paper lunch sets have been introduced by the Denton Mfg. Co., and they form an important addition to the lines of crepe paper, paper napkins and dishes already manufactured by this firm.

Each set contains one table cover, 42x70 inches, with 12 napkins and 12 dishes, in designs to match. They are



made in several designs, each set being boxed in the unique manner indicated, thus showing the beauty of the contents.

WILL STILL IMPORT.

SINCE the disastrous fire which visited the Toronto trade in April last all kinds of rumors have been afloat. One industriously circulated story was that the Copp-Clark Co., Limited, intended retiring from jobbing imported stationery, and were going to give their undivided attention to selling the output of their factory. While this concern doubtless have cause to be thankful that their large manufacturing plant, comprising the many branches of printing, lithographing, binding, etc., was situated on Colborne street, outside the burnt district, instead of being on Front street, with their warehouse, it is their intention to carry as strong a line of stationery supplies as heretofore. Indeed, many of the lines formerly carried are again in stock. Large shipments of pens, pencils, penholders, ink, rubber bands, tissue paper, passe-partout binding, and a hundred other items are awaiting the demand of the dealer.

DOMINION DIARIES FOR 1905.

DOMINION pocket and office diaries, for 1905, are listed in a special catalogue issued by the Copp-Clark Co., Limited. These diaries have now been issued for a great many years, and each year sees additions and improvements, which keep the books well to the fore and constantly popular.

Dominion pocket diaries are made in six sizes and 87 numbers, the specialties being perpetual diaries and vest pocket diary and memorandum book combined. The office diaries are also made in six sizes (48 numbers). These are printed and ruled to suit various businesses. Each diary contains, in addition to a colored map of Canada, valuable information on corporation and bank law, the Canadian customs' tariff, etc.

STOCK NOW COMPLETE.

THE warehouse of the Brown Bros., Ltd., at the Queen City Bldg., Toronto, is now filled with a stock of all the regular lines carried by the firm. Shipments of sundries of every description have arrived from the United States centres and from England, enabling the firm to fill all orders completely and with despatch.

NEW PAPER FASTENER.

A NEW paper fastener which cannot but become greatly in demand is being offered by the Brown Bros., Ltd.; it is called the "Pinch," and is made of a small piece of tin, bent into V shape, and with piercers pointing inward from the ends. All that has to be done to put the article into use is to pinch it together with finger and thumb. For filing purposes and for use with carbon copying arrangements, the "Pinch" fastener is especially suitable, as it lies flat, occupies no room, and cannot become detached by accident.

QUICK DELIVERY.

ON April 23 last the Brown Bros., Ltd., ordered a consignment of goods from L. & C. Hardtmuth, of London, England, by mail. On June 1 the goods had arrived, passed the customs, and were put in stock at the Brown Bros. warehouse. This is only one of the instances among many where manufacturers have made special efforts to assist the Toronto wholesalers out of their difficulties.

NOTES OF TORONTO STATIONERS.

BUSINESS in wedding invitations has been very heavy during the latter part of May. The leading style has been the large, square, snow-white sheet, kid-finished, and of a substantial thickness, printed direct from the copper plate. A return to script, instead of old English, so much in vogue last season, has been noted.

The picture postcard trade has been lively. Tyrrell & Co. are at present showing a series of dog pictures that are extremely fine. These are reproduced from paintings and photographs from life.

Owing to the large number of June weddings, business in high-class books and pictures has been good. There has been an important increase in the sale of expensive books. Some of these, especially those devoted to art, are magnificent productions.

Fiction has sold pretty strong during May, and cloth bindings seem to have met with most favor. The best-selling list includes: "In the Bishop's Carriage," "The Silent Places," "St. 1st Mar.," "Deliverance," "Red Fern," and "Sir Mortimer."



PICTURE POST CARDS



COMIC CARDS IN CANADA.

By June 15 Warwick Bros & Rutter, Toronto, will have ready for immediate shipment a complete stock of Raphael Tuck & Son's splendid picture postcards. This English firm have taken into the production of postcards the reputation long since attained by them for art goods of the highest quality, and the Toronto firm mentioned are their sole Canadian agents. An inspection of a sample range of the Tuck cards affords both profit and amusement, for the comic cards are extremely ludicrous, and the art cards are highly instructive. The coloring in some of the cards is extremely fine. Moreover, the subjects are all such as can be handled by Canadian dealers, in addition to their stock of local and national view cards. The Tuck productions can be retailed at 2 for 5c, or a half-dozen in an envelope for 15c. There are several thousands of different numbers to choose from. For appropriateness, the "write away" series is un-

years, and have, therefore, prepared all the styles that will best suit the buying public. Their stock, which is well assorted, includes beautiful scenery, types and fancy cards. Samples sent on application.

NOTES.

In writing to advertisers of picture postcards, readers would confer a favor by mentioning Bookseller and Stationer.

Among the most artistic cards issued are the "Tuck" "oilette" series, in which the coloring is extremely soft and deep, resembling oil colors.

Christmas postcards will undoubtedly be good value this year. In many instances they will be found to supersede the ordinary Christmas card.

It is estimated that millions of pictorial postcards and hundreds of thousands of souvenir books will be sold in St. Louis during the progress of the fair.

Among the best selling cards in Toronto, apart from local view cards, are those showing motoring scenes, those with tartan designs and those with reproductions of Gibson pictures.

A ludicrous "write away" card in the Tuck collection shows a luckless male in bathing and an austere old maid innocently seated on the bank. The wording begins, "If you have nothing on—"

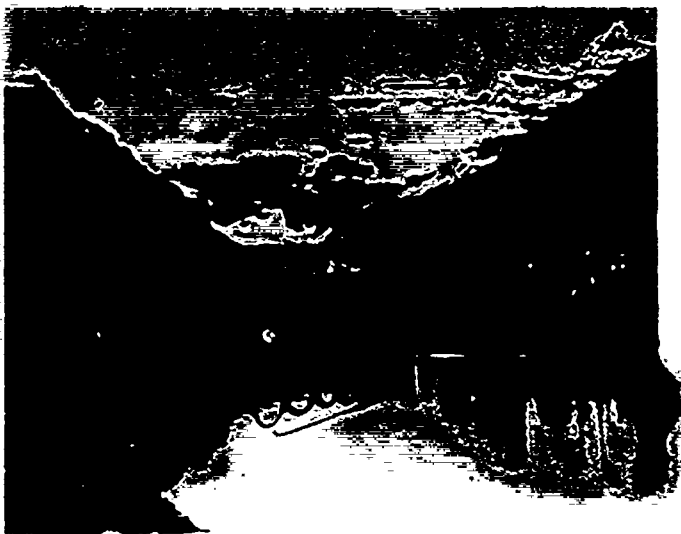
To help the trade in disposing of picture postcards, Warwick Bros & Rutter have now on the ocean a large consignment of revolving show stands, which will be ready for shipment about July 1.

A proof of the growth of the picture postcard business in Canada may be found in the advertising pages of Bookseller and Stationer. In April, 1903, not a single postcard advertisement was to be found. In April, 1904, five firms dealing solely in postcards placed advertisements in the paper.

By far the most popular cards in the eyes of the American tourists are those bearing pictures of the King and Queen. Pictures of Canadian public men are also in favor. This preference is no doubt due to the fact that the cards are not to be had in the United States, and are therefore novelties.

Some retail stationers are at last awakening to the possibilities of the pictorial postcard trade. One enterprising merchant down east recently placed an order with Mr. Macfarlane, of Toronto, for sixty thousand cards, made up of a selection of thirty designs. These cards will be retailed in sets of thirty.

Dealers are warned not to handle vulgar or indecent cards. The beginning of such an action will undoubtedly mark the beginning of the decline of the postcard business. Once upon a time the trade in valentines was high-class and profitable. Dealers know what it has become to-day. So far as is known, Canadian manufacturers of postcards are irreplaceable.



Lake Louise, Canadian Rockies.—MacFarlane Series.

surpassed. These cards are comics and contain an opening sentence in script, which the writer can continue as he pleases.

Raphael Tuck & Sons have also added to their general series a range of Christmas picture postcards, some 200 in number, which should take remarkably well with the holiday trade. They should supplement all regular stocks of Christmas cards.

AT LOW PRICES.

THE Montreal Import Co have a most interesting series of picture postcards in colors and imitation coloring, which they are selling at a price below the ordinary half-tone. They are thoroughly experienced in this line of goods, having been in the business for fifteen

COLORED POSTALS

At Half Tone Prices

If you want a special series of local views in colors, or imitation etching, we can guarantee to supply the finest work at a price below the ordinary half tone.

We have 15 years experience in this particular line and know the styles which sell best.

SAMPLES ON APPLICATION.

Well assorted stock of beautiful Canadian scenery, types, fancy cards.

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



If you are looking for
**SOMETHING NEW,
SOMETHING DIFFERENT,
SOMETHING ODD.**

Unique and Original in
Tally Cards and Guest
Cards, write for sam-
ples of our 1904 line.

THE CHAS. M. ELLIOTT CO.,
17th St. & Lehigh Ave.,
Philadelphia, Pa.

Picture Post Cards.

This is your last chance to get your line of local post cards in time for the season of travel.

We can make up post cards in black and white from any subjects you send in—1,000 cards of a subject for \$5.50; 500 cards of a subject for \$4.50. We make them up in colors 1,000 cards of a subject for \$10.00.

We have a stock line of over 500 subjects in Canadian cards.

We can get you up 1,000 souvenir booklets for \$130.00. Write us for samples.

W. G. MacFARLANE,

SATURDAY NIGHT BLDG. TORONTO.

**Book Buyers
and
Book Sellers**

should send for a Specimen Copy of

The Publishers' Circular.

Post Free, from

**St. Dunstan's House, Fetter Lane,
E. C., London, England.**

THE Picture Postcard Co.

We are constantly adding to our stock of

View Postcards

of Canadian cities and scenes and have also a full line of

Fancy Postcards

in colors, as well as a complete range of beautiful

Christmas Postcards.

We also stock a nice line of

Postcard Albums

of all styles and prices, as well as

Display Stands,

both stationary and mechanical. These save space, carry quite a stock, show it to advantage without handling and save the cards from becoming finger-marked and shop-worn through constant handling. Ask for prices.

ADDRESS:

The Picture Postcard Co.

P. O. Box 334, OTTAWA, ONT.

PENCILS

Every degree in stock, of

Hardtmuth's

"KOH-I-NOOR"

and

L. Wolff & Son's

"TOUGHENED LEAD"

MacFarlane, Son & Hodgson

WHOLESALE STATIONERS,

MONTREAL.

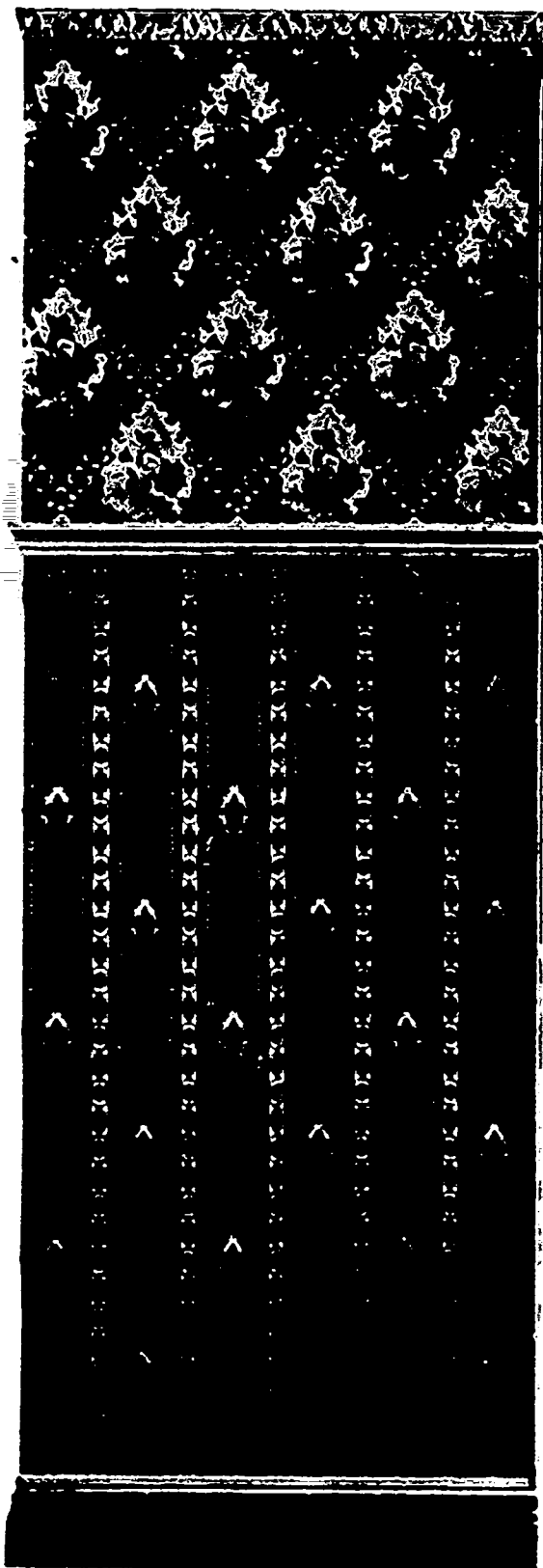
SPECIAL PAPERS.

THE ideas of many wall paper merchants never go beyond the ordinary rolls and borders. They use little judgment in the selection of their papers and are not in a position, nor indeed care, to help their customers in

their choice. One of the special styles of papering walls is to use two different kinds of paper, one on the lower two-thirds or thereabouts, and the other above and continuing to the ceiling.

This style of papering is frequently seen in sitting rooms, living rooms, bedrooms and dens. On the lower part is put a paper usually of a quiet tone or simple design, while above is a highly colored intricately designed paper. The effect is airy and fresh, and stiffness and formality is avoided. The paper in the upper third is often suitable only for that purpose, as it is of too highly colored a nature to be used on an entire wall.

The cut shows the treatment of these papers with the mouldings in position. The papers are patterns carried by Stauntons, Limited.



A Two Paper Treatment

MONTREAL BOOK TRADE.

THE trade in books has not been active during the past month. The cheaper books are not yet in demand for the Summer resorts, and it is also "between seasons" with other haes. In certain classes of books the tourist trade is an important item, and this has not yet commenced. At the same time a number of new books have appeared, and all things considered, their sales are fairly satisfactory.

The Copp-Clark Co.'s edition of "The Crossing," Winston Churchill's latest book, is now on this market, and the Montreal booksellers give it a first place in the list of "best sellers." "The Effendi," a story of the Soudan, by Florence Brooks Whitehead, is also doing well though but lately out.

"Later Adventures of Wee Macgregor," (a book that might have been expected), by J. J. Bell, has been published by the Harpers, and on the strength of the Glasgow youngster's first adventures is in pretty good demand. Macgregor's Paw and Maw and Grandpaw again suffer from first to last.

W. A. Fraser's book of racing stories, "Brave Hearts," Morang's edition of which has just appeared, is in very good demand. "The Darrow Enigma," a detective story by Melvin L. Severy, "All's Fair in Love," by Josephine Caroline Sawyer, "Anna, the Adventuress," by E. Phillips Oppenheim, "Sir Mortimer," by Mary Johnston, and "The Grafters," a novel with American politics and politicians as a background, by Francis Lynde, are all new books which are doing fairly well in point of sale.

Of those books which have been out longer the best selling ones are Mark Twain's "Diary of Adam," "Strong Mac," by S. R. Crockett, "My Friend Prospero," by Henry Harland, and "The Silent Places," by Stewart Edward White. The two stories of modern French Canada, "By the Good Sainte Anne," and "Barbe of Grand Bayou," are also in steady demand.

"The Foolish Dictionary," the title of which sufficiently suggests its character, is a book to pick up for a smile for a few minutes now and then. There is some demand for it.

Scribners have brought out another Persian poet who, they think, will rival the great Omar himself. "The Hundred Love Songs of Kamil ad-Din of Isfahan" were translated literally by Dr. Louis H. Gray, an Oriental scholar, and turned again into poetry in English, by Mrs. Ethel Watts Mumford with great accuracy and beauty.



WALL

PAPERS

OUR TRAVELERS

will be on the road before the end of June with the

1904-5 Samples

Our personal opinion is that we have surpassed any former offering—you call that prejudice perhaps—but you'll be just as enthusiastic as we are when you see the new "STAUNTON" line.

THERE'S NOT A WEAK SPOT IN THE COLLECTION.

Strength in every design. Beauty in every color scheme. A style and attractiveness peculiar to our products. No end to variety and a good profit for you in every roll.

THE ONE LINE

that every dealer must see to see

THE BEST

STAUNTONS LIMITED

TORONTO

944 YONGE ST.

CANADA





CHRISTMAS CARDS AND CALENDARS



THEIR NUMBER GROWS.

TRAVELERS for the firm of Warwick Bros. & Rutter have been supplied with complete samples of Raphael Tuck & Son's art productions, and have been instructed to spare no effort in bringing the goods to the attention of every Canadian dealer. Warwick Bros. & Rutter are sole agents for Raphael Tuck & Sons in Canada. The line includes calendars, booklets, flat cards and toy books. Calendars this year are exceptionally brilliant in execution and variety, and can be retailed from 5c to \$2 each.

There are 1,700 distinct sets of Christmas and New Year cards, against 1,600 sets last year; and, as each set comprises two or more subjects, there are over 3,500 new designs, and it will be difficult to find a weak set in the whole vast collection; 900 of the sets are in color, 100 are in the "Oilette" process, which this house has brought to great perfection. There are 300 sets in black and white and monochrom.

PRIVATE GREETING CARDS.

FOR Christmas, 1904, the private greeting card will be undoubtedly very popular. It is a novelty in Canada, and, owing to this fact, its sale should develop rapidly. Last Christmas its adoption by many of the best families put a seal of approval on it, which should do much to ensure its future success. The usual form of the card is a folder, with an appropriate design on the outside, and with a verse or motto and the name of the sender inside.

Private greeting cards can best be sold from sample books. These are prepared by the manufacturer or wholesale dealer, and contain several dozens of cards. Each customer, or prospective customer, has by this means an excellent opportunity for making a satisfactory selection.

The attention of the public should be called to the cards; first, by a well-worded advertisement in the local paper. This will reach the people in the surrounding country, who have few opportunities of getting to town, and who consequently read every line in the paper. It will also reach a large proportion of the town people, who are nearly all interested in the store news of the place.

In the second place, the show window should be brought into commission. Samples of the prettiest cards can be displayed in the foreground, and a window card can be placed at the rear, to direct attention to them, with information as to price, etc.

A certain class of people should be approached through the mails. A neatly-executed circular letter and a choice sample card will be sure to bring returns. In every case, the public should be invited to come and make their own selection from the sample books.

It will be a problem with the dealer how to keep track of the orders for the cards, the names of the

customers making purchases, and the details concerning styles, mottoes, etc. The following system has been employed in England, and has been found useful: First, an ordinary exercise book is secured. On the first page is written down in alphabetical order the list of sample books, which have been procured from the wholesale dealers, and to each book is assigned a number. The books are then dealt with by this number, which saves time in writing.

The account book is next ruled in columns, after a system, which each dealer should work out to suit the requirements of his particular business. A useful system has columns for the following purposes:

- | | | |
|-----------|------------|----------------------------------|
| Column 1. | Narrow. | Date of sending out book. |
| " | 2. Wide. | Name of customer. |
| " | 3. Wide. | Address of customer. |
| " | 4. Narrow. | Number of sample books sent out. |
| " | 5. Narrow. | Date, book returned. |
| " | 6. Narrow. | Number of card selected. |
| " | 7. Narrow. | Quantity ordered. |
| " | 8. Wide. | Particulars re name and motto. |
| " | 9. Narrow. | Price. |
| " | 10. Wide. | Paid or charged up. |

At the end of the season the book will reveal several interesting facts. It will show the total receipts from the sale of private greeting cards, and will thus enable the dealer to decide whether the trade has been profitable or not. It will indicate the cards which have been most popular, and who manufactured them. It will provide for future use a list of the customers who took up the cards, and it will show how much of the trade was cash, and how much was credit.

CANADIANS BUY EARLY.

THE Copp, Clark Co., Ltd., are again showing an admirable line of Christmas cards and calendars. It seems almost marvelous to think that a complete line can be shown this year, but the fact remains. In conversation with the manager of this house, he pointed out that the traveling men were in the warehouse at the time of the fire, preparing these lines for inspection on the road. The entire line was destroyed by fire, but thanks to the ever-ready cable and the prompt co-operation of the various houses the Copp, Clark Co. represent, the line is even stronger than it would have been had they made their trips under the usual conditions.

It is a strange condition of things, but nevertheless true, that the Canadian trade order these goods earlier in the season than the dealers of other countries. The usual time to book calendar orders in the United States is during the Summer months, these are also the conditions in Great Britain and Australia, but for some reason the Canadian dealer prefers to place his orders early, doubtless that he may take things easier during the vacation months of the Summer.

DEATH OF FRANK P. GRANT.

ON Tuesday, May 3, died Frank Parker Grant, artist, at the early age of twenty-five years. He had come to Toronto last July from Halifax, a happy bridegroom. In less than a year death overtook him. Sadder still, his young wife joined him in the great beyond five days later, unconscious in life of her husband's death. There remains of this brief wedded life an infant daughter less than a month old.

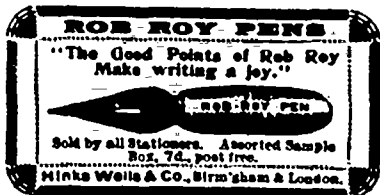
When Mr. Grant came to Toronto he attached himself to the staff of the MacLean Publishing Co., and found exercise for his gifts in the designing of covers and in preparing illustrations for advertisers. Readers of the MacLean Publishing Co.'s trade newspapers, notably The Dry Goods Review, Bookseller and Station-

er, and Printer and Publisher, have had during the past ten months, many examples of his work. "Grant, '03," "Grant, '04," are frequent signatures to cover designs of distinguished merit which have appeared on the above-named publications during the past year. About the New Year, Grip, Limited, designers and engravers, began to employ his services with much satisfaction.

It was at the close of an exhausting day, after he had gone to his home, where his wife was alarmingly ill, that Mr. Grant suddenly expired, the cause of death being heart failure. The shock of his death followed so swiftly by that of his wife, has oppressed all those who were brought into touch with them. They were possessed of a large share of amiability and culture and the lives of both were rich with the promises of better and happier things.

TALENS & CO.'S ARTISTS' COLORS

ARE ENDORSED BY LEADING ARTISTS.
Write for trade quotations.
GEO. RIDOUT & CO., Agents, 77 York St., Toronto



'ROB ROY' PENS

HINKS, WELLS & CO. beg to draw attention to this new series of

TURNED-UP POINTED and other PENS,

made of the same materials, by the same tools, by the same process, and at the same works as the "WAVERLEY" Series of Pens, which HINKS, WELLS & CO. have for 30 years and upwards (prior to September, 1901) manufactured for and supplied to Messrs. Macniven & Cameron, Limited.

s. 6d. and Gross Boxes Sold by all STATIONERS

TRAVELLER WANTED

WANTED—Salesman calling on the trade in Toronto, to handle our line of Picture Postcards on commission, these are the highest class goods on the market. Address the Picture Postcard Co., P.O. Box 334, Ottawa. (6)

DO NOT TAKE ANY
substitution,
imitation or variation

THE OF
WAVERLEY
PEN

They come as a boon and a blessing to men,
The Pickwick, the Owl, and the Waverley Pen

SOLD BY ALL STATIONERS.

MACNIVEN & CAMERON, Limited
EDINBURGH AND BIRMINGHAM

When answering advertisements please state that you saw the advertisement in Bookseller and Stationer.

The Topaz Pencil

As good as any at any price
Better than any at the same price.

HB -- H -- HH -- HHH -- B

- AND -

Indelible Copying.

Write for Samples to

Warwick Bros. & Rutter, Limited
Wholesale Stationers, TORONTO.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893, and Province of Quebec Exposition, Montreal, 1897.

DENNISON'S CRÉPE PAPER

Plain and Decorated

No stationer can afford to be without a complete stock of this—the most attractive, useful and least expensive of all decorative fabrics.

Sample Books of our CREPE PAPER, CREPE PAPER NAPKINS and DOILIES sent all dealers.

DENNISON MANUFACTURING CO.

CORISTINE BUILDING, MONTREAL

Boston

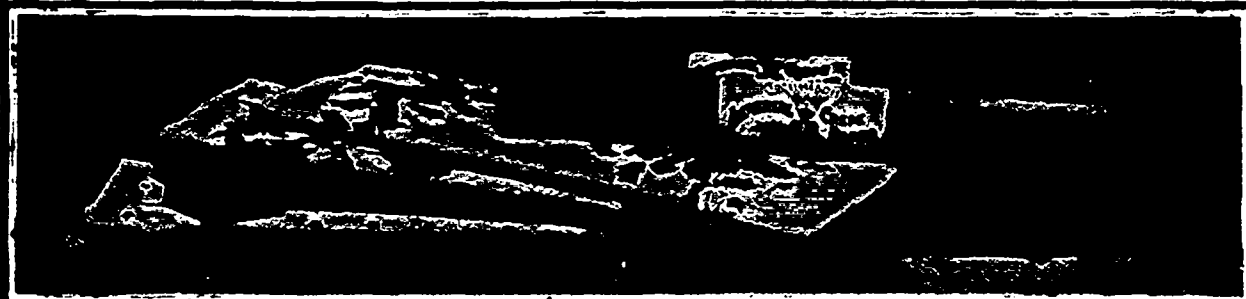
New York

Philadelphia

Chicago

Cincinnati

St. Louis



LATE BOOK NEWS.

WILLIAM BRIGGS will this month place on the Canadian market a new story by Allen French, author of "The Colonials." This story is entitled "The Barrier," and it is expected it will materially enhance the author's reputation. The book will be published in paper at 75c and in cloth at \$1.25.

Hon. D. W. Higgins, of Victoria, B.C., for several years Speaker of the British Columbia Legislature, has been contributing a series of reminiscence stories to the Victoria Colonist. These were so well received by the public that repeated requests were made that the author should publish them in a more permanent form. Yielding to the request, Mr. Higgins has made a selection of the stories and placed them with William Briggs for publication. The volume will be entitled "The Mystic Spring, and Other Stories," and will be ready in July.

Dr. E. S. Kirkpatrick, of Woodstock, N.B., has in the press of William Briggs a volume of short stories, entitled "Tales of the St. John River and Other Stories," which is expected to be published on the 17th of this month, in time for the celebration at St. John of the discovery of the St. John River, 200 years ago. The book will be published in cloth only, at 75c.

A volume of the poems of the late James A. Tucker, assistant editor of Saturday Night, is now in course of publication by William Briggs. A large number of advance orders for the book have been received, and it is expected that a considerable edition will be needed to supply the demand.

A NEW MANAGER.

MR. ERNEST W. WALKER, successor to Mr. S. B. Gundy in the management of the wholesale department of the Methodist Book and Publishing House, assumes the position not only with a thorough knowledge of the book business, but possessing an acquaintance with the trade acquired during ten years of travel throughout Canada, principally between Toronto and the



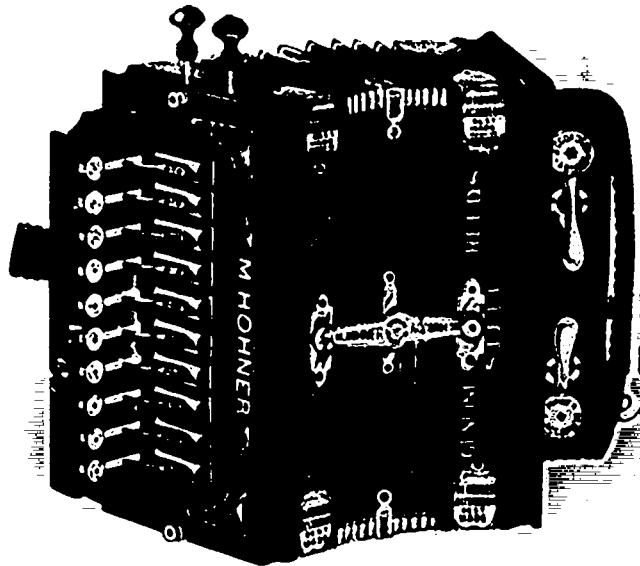
Mr. Ernest W. Walker

east. He was born in Toronto in 1875, and received his education in the public school and collegiate institute of Galt, the latter made famous by its distinguished headmaster, Dr. Tassie. At eighteen "Ernie," as he is known to his friends, left school to enter the Methodist Book Room, with whom he since then has been con-

tinuously engaged. He is a young man of exceptional character and ability, affable, popular with the trade, and undoubtedly will make a success of his department.

DEMAND FOR ACCORDEONS.

M. Hohner is finding a very good demand for the line of Hohner accordeons which have been put on the market this year. These goods are handled by the jobbers,



and prove a profitable line to all who do a musical instrument business.

REVIEWS OF RECENT MUSICAL PUBLICATIONS.

- "I'm Longing for My Old Kentucky Home."—Song—words by V. Bryan, music by J. B. Mullen. Another of the seemingly ever popular sentimental songs, with a simple melody and haunting refrain. This song deserves to win popularity. Whaley, Royce & Co., Toronto.
- "Oh! For a Burst of Song."—Song—words by F. R. Havergal, music by Frances Allitsens. Nothing more is necessary to ensure the success of this song than to mention that it is by the composer of "A Day of Thanksgiving" and "The Lord is My Light," and scored in the composer's best vein. The accompaniment is sufficiently rich to be classed as orchestral, and the leading melody is admirably harmonized to suit Miss Havergal's exquisite verses. The Anglo-Canadian Music Co., Toronto.
- "By the Dear Old Delaware."—Song by R. Rennie and P. B. Armstrong. A song after the style of "On the Banks of the Wabash," very effectively scored. Whaley, Royce & Co., Toronto.
- "Lighten Our Darkness."—Song—words by C. Bingham, music by E. St. Quentin. Published in E flat (B to E), F (C to F), and G (D to G). A very effective song, reminiscent of such favorites as "The Holy City," and "A Star of Bethlehem." The religioso movement is particularly effective, and nicely contrasted with an allegretto movement. This song will be welcome to all lovers of a genuinely good song. Anglo-Canadian Music Co., Toronto.
- "Love's Nocturne."—Song—words by F. E. Weatherly, music by L. Kellie. Published in A (B to D), B flat (C to E flat), C (D to F), and D (E to G). A pretty lyric, with an appropriate musical setting. This song is comparatively easy, and is to be recommended as a valuable acquisition to every singer's repertoire. Anglo-Canadian Music Co., Toronto.

- "Follow the Merry Crowd." -Waltz song—music by M. Gumble, words by H. Williams. One of the latest hits in popular songs. The theme is by P. Rubens, to whom no one needs an introduction, and is quite as catchy as the many other successes by this writer. Whaley, Royce & Co., Toronto.
- "Karama."—March and two-step, by Mabel McKinley, the composer of the world-famous "Anona." This march is characteristic, and, moreover, it has plenty of tune and go, which place it in the same rank with such popular two-steps as "The Gondoliers" and "Katunka." Whaley, Royce & Co., Toronto.
- "Knights and Ladies" Waltzes—by R. L. Weaver. A suite of three waltzes and coda, which is one of the most successful that have come from the publishers recently. The cover is a work of art, and finished in colonial style. Whaley, Royce & Co., Toronto.

- "One For All and All For One"—waltzes by W. A. Dolane. Another pretty waltz, which no connoisseur of dance music should be without. Whaley, Royce & Co., Toronto.
- "The Ghost That Never Walked"—Song—from the latest New York musical comedy success, "Piff! Paff! Puff!" by Stange, Schwartz and Jerome. This song promises to be one of the hits of the season. Whaley, Royce & Co., Toronto.
- "Sun of My Soul."—Sacred song—words by Rev. J. Keble, music by J. W. Elliott. Published in D (A to C), F (C to E), and A flat (E to G). One of the most effective musical settings which this hymn has yet received. The music is exactly suited to the words, and the modulations wonderfully descriptive of the changing moods of the verses. Anglo-Canadian Music Co., Toronto.

ONTARIO'S BUSINESS TAX.

Text of the New Law.

IRRRESPECTIVE of any assessment of land under this Act, in cities, towns and villages, every person occupying or using land in the municipality for the purpose of any business mentioned or described in this section shall be assessed for a sum to be called "business assessment" to be computed by reference to the assessed value of the land so occupied or used by him, as follows:

- (a) Every person carrying on the business of a distiller for a sum equal to 125 per cent. of the said assessed value.
- (b) Every person carrying on the business of a brewer for a sum equal to the said assessed value.
- (c) Every person carrying on the business of a wholesale merchant, of an insurance company, a loan company, or a trust company, as defined by this Act, or of an express company where such land is preoccupied or used mainly for the purposes of its business, or a land company or of a bank or a banker, or of any other financial business for a sum equal to 75 per cent. of the said assessed value.
- (d) Every person carrying on the business of what is known as a departmental store or of a retail merchant dealing in more than five branches of retail trade or business in the same premises or in separate departments of premises under one roof, or in connected premises, where the assessed value of the premises exceeds \$20,000, or of a manufacturer, lithographer, printer or publisher, or of a hotel or club, or the business of selling, bartering, or trafficking in fermented, spirituous or other liquors in any premises in respect of which a tavern or shop license has been granted, for a sum equal to 50 per cent. of the said assessed value.
- (e) Every person practising or carrying on business as a barrister, solicitor, notary public, conveyancer, physician, surgeon, oculist, aurist, medical electrician, dentist, veterinarian, civil or mining or consulting or mechanical or electrical engineer, surveyor or architect for a sum equal to 50 per cent. of the said assessed value.
- (f) Every person carrying on the business of a retail merchant, or of a photographer, or of a theatre concert hall, curling or skating rink, or other place of amusement, or of a boarding stable, or a livery or the letting of vehicles or other property for hire, or of a restaurant, eating house, or other house of public entertainment (not being premises in respect of which a tavern or shop

license has been granted), or any trade or commercial business not before in this section or in clause (g) specially mentioned, for a sum equal to 25 per cent. of the said assessed value.

- (g) Every person carrying on the business of a telegraph or telephone company, or of a tramway or street railway, or of the transmission of oil or water, or of steam, heat, gas or electricity for the purposes of light, heat, or power, for a sum equal to 25 per cent. of the assessed value of the land (not being a highway, road, street, lane, or public place or water), occupied by such person, exclusive of the value of any machinery, plant or appliances erected or placed upon, in, over, under or affixed to such land.

No person shall be assessed in respect of the same premises under more than one of the clauses of subsection 1, and where any person carries on more than one of the kinds of business mentioned in that subsection on the same premises, he shall be assessed by reference to the assessed value of the whole of the premises under that one of the said clauses in which is included the kind of business of those so carried on by him to which the highest rate of assessment is applicable.

Where the amount of the assessment of any person assessable under this section would under the foregoing provisions be less than \$100, he shall be assessed for the sum of \$100.

Where any person mentioned in subsection 1 occupies or uses land partly for the purpose of his business and partly for the purpose of a residence, he shall be assessed in respect of the part occupied for the purpose of his business only; but this provision shall not apply to persons assessed under clause (e) of subsection 1.

A financial or commercial business, in subsection 1 mentioned, shall not include a business carried on by operating vessel property of the following description, namely steamboats, sailing or other vessels, tow barges or tugs, nor the business of a steam railway; nor the business of a broker or financial agent, or of a manufacturer's agent, or other agent or intermediary in the business of the sale of goods who has not the actual custody of the goods, or has the custody of samples only.

Every person liable to assessment in respect of a business under subsection 1 shall not be subject to assessment in respect of income derived from such business.

Every person assessed for business assessment shall be personally liable for the payment of the tax thereon and the same shall not constitute a charge upon the land occupied or used.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during May, 1904

This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is imperative for the dealer in books to keep it on file.

- 14882 Municipal Assessment Schedules for Province of Manitoba Revised Edition Book Richardson & Bishop, Winnipeg
- 14883 Map of the Island of Montreal Prepared by J. Rielle, P. L. S. Joseph Rielle, Montreal
- 14884 Insurance Expiration Book Charles Adam Boehm, Waterloo
- 14885 Carolina Chimes. March Two-Step By Rose DeHaven Shapiro Remick & Co., Detroit
- 14886 The Sentinel March By Edward M. Read The John Church Co., Cincinnati, Ohio.
- 14887 Silver Bells Waltz. By Edward M. Read The John Church Co., Cincinnati, Ohio
- 14888 Old Glory Two-Step. By Edward M. Read The John Church Co., Cincinnati, Ohio.
- 14889 Happy Jack. Schottische By Edward M. Read The John Church Co., Cincinnati, Ohio
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4. "Letters from a Son to His Self-Made Father," by Merriman, Briggs.
5. "Strong Mac," by S. R. Crockett. Copp, Clark Co.
6. "Rebecca," by Kate D. Wiggins. Briggs.

CHARLOTTETOWN.

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3. "Vice-Admiral of the Blue," by R.B. Molineux. Copp, Clark Co.
4. "The Pit," by Frank Norris. Morang.
5. "Little Shepherd of Kingdom Come," by John Fox, jr. McLeod & Allen.
6. "In the Bishop's Carriage," by Michelson. McLeod & Allen.

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3. "In the Bishop's Carriage," by Michelson. McLeod & Allen.
4. "Deliverance," by Ellen Glasgow. Musson.
5. "Letters from a Son to His Self-Made Father," by Merriman, Briggs.

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OTTAWA.

1. "Sir Mortimer," by Mary Johnston. Book Supply Co.
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5. "Rebecca," by Kate Douglas Wiggin. Briggs.
6. "Real Diary of a Real Boy," by H. A. Shutc.

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PERSONAL PARAGRAPHS.

Mr George H Gifes has been appointed manager for the Pacific Coast for the Carters' Ink Co. of Boston
 Mr "Dick" Puskett says it's easier to book school supply orders this year than to get a good score in a game of cricket
 Mr. Kernahan, manager of the book department of the T. Eaton Co., Limited, Toronto, has returned from a buying trip to England.
 Mr J May is traveling for the Library Supply Co., the new book company managed by Mr George Kelly, at 746 Yonge street, Toronto.
 According to latest reports Mr H C. Woods, representing Warwick Bros & Rutter, is in British Columbia,

Mr George Hazen in Halifax, and Mr. J. Martin in Ottawa.
 Mr. "Bobby" Burns, the popular representative of the Copp-Clark Co., after being slightly indisposed in Montreal, is again working his territory in his usual happy frame of mind.
 Mr. Doran, Chicago manager of the Fleming H. Revell Co., and Mr W. E. Mainprize, of the same company, have been in Toronto in connection with the closing up of the Toronto branch.
 Mr. George G. Craven, of the Chas. H. Elliott Co., Philadelphia, manufacturers of tally cards and guest cards in the States, will visit trade in Canada the latter part of June, with complete sample lines of his firm's odd, unique and original products.

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