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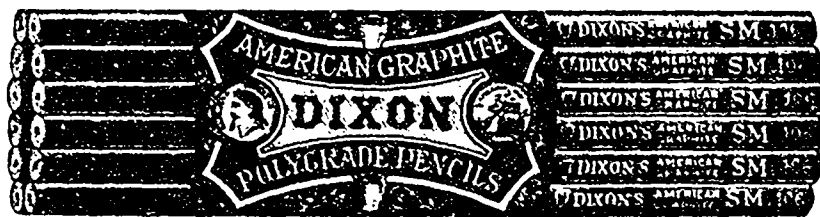
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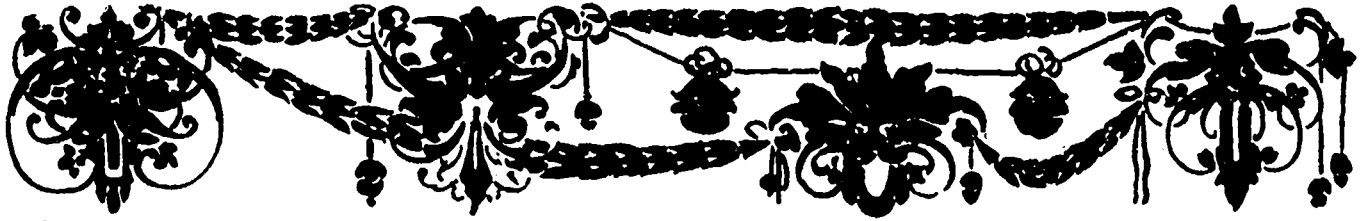
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Vol. XVII.

MONTREAL AND TORONTO, CANADA, JULY, 1901.

No. 7.

TOPICS OF TRADE INTEREST.

FOR a long time, it has been understood in the trade that if the owner of a British copyright desired to prevent the importation into Canada of foreign reprints, he must copyright the book in Canada. This was the decision in the celebrated case of *Smiles v. Belford*, in 1877. This, however, is not the present position of the law, and the history of the change is interesting.

NEW LIGHT ON THE BRITISH COPYRIGHT ACT.

The Imperial Copyright Act of 1812 prohibits the importation of foreign reprints into a British possession, but in 1817, The Colonial Copyright Act was passed, which authorized Her Majesty, in case the Legislature in any Possession should be disposed to make due provision for securing or protecting the rights of British authors in such Possession, and should pass an Act for that purpose, to express Her Royal approval of the Act, and thereupon to issue an Order-in-Council, declaring that so long as the provisions of the Act continued in force within the colony, the prohibitions against the importation of foreign reprints should be suspended so far as regards such colony.

In 1868, the Parliament of Canada placed itself under the provisions of this Act, which Her Majesty by order of the Privy Council approved, and the prohibitory clauses of the Act of 1812 were suspended so long as the provisions of the Canadian Act continued in force within Canada. The protection which the Canadian Act afforded was the imposition of a duty of 12 1-2 per cent. ad valorem for the benefit of copyright holders over and above the revenue duties payable. On the revision of the Statutes of Canada in 1866, the Act of 1868 was treated by the revisers as having been superseded by the National Policy Tariff Act, and was recommended for repeal, and accordingly, in the repealing

schedule, the Act of 1868 was repealed. It is curious to learn that, notwithstanding the repeal of the Act of 1868, the Government of Canada still continued the collection of the 12 1-2 ad valorem duty imposed by the Customs Act, and without any authority whatever, went on remitting the collections to England for the benefit of copyright holders.

The Tariff Customs Act of 1891 provided that the collection of the 12 1-2 per cent. was to cease on the 22nd of July, 1895. The effect of the repeal at the revision of 1886 of the Act of 1868 and the abandonment in 1895 of the collection of the 12 1-2 per cent. ad valorem for the benefit of the owners of British copyrights, revived the provisions of the Imperial Act of 1812, prohibiting the importation of foreign reprints, for the Imperial Act of 1817 and the order of the Queen in Council under which the prohibitions contained in the Act of 1812 were suspended, only provided for such suspension so long as the provisions of the Act of 1868 under which the 12 1-2 per cent. was collected, continued in force within Canada.

It has recently been held by Mr. Justice Robertson, in the case of *Morang v. The Publishers' Syndicate*, that the effect of this legislation has been that the owner of a British copyright is entitled without copyright in Canada to prohibit the importation of foreign reprints into Canada. Acting upon this decision, Messrs. A. & C. Black, of Edinburgh, have recently obtained an injunction restraining the importation into Canada of foreign reprints of the *Encyclopaedia Britannica*.

The trade in Summer books showed a steady increase with the influx of tourists

*This was the result of the differences regarding copyright legislation between the English and Canadian Governments.

who come in greater numbers to Canada every year. As noted elsewhere, some dealers attract the attention of passing visitors by signs in the windows stat-

FEATURES OF THE BOOK TRADE.

ing that the Canadian editions of new copyright fiction are cheaper than they are in other countries. Local organizations in various parts of Canada are working every season to attract more visitors from abroad. No branch of trade will benefit more from this movement than books and stationery. Meantime, Summer sales of books steadily expand. The Canadian editions have driven out the colonial editions to a considerable extent. The reason is that many of the colonial editions are published more in accord with English conceptions of what colonial tastes should be than what they actually are. In the next place, books by authors not well known are hard to sell. Nearly all the novels by famous writers appear in Canadian editions. In consequence some dealers report that they cannot sell the colonials except at greatly reduced prices, even as low as 25c. for a 75c. paper edition. The English publishers, in some cases, finding that their colonials do not sell as of yore offer them at reduced prices. But as far as fiction is concerned in this market, it is doubtful if revival of colonials can be effected for the reasons already stated.

As will be seen in our list of June copyrights, the Canadian publishers of the "Boy's Own," "Girl's Own" and "Leisure Hour," Warwick Bros. & Rutter, have copyrighted in Canada certain continued stories in these periodicals which appear serially in this country.

COPYRIGHT SERIALS.

These novels are by noted writers, and the registration of copyright is doubtless intended to exclude other editions of them. The titles are "Mary Lindsay's Trial," by Jean A. Owens, and "Something Like a Snake," by G. Manville Fenn. On all these questions of copyright we have one and the same advice to give the trade: Respect all registered claims, leaving law costs to those who have money to throw away on them. We admit that the Canadian copyright law

is not clear and that it ought to be improved, but pending improvement, the wisest and safest plan for booksellers is to keep a list of copyrights and add to it from time to time. Then only handle the copyright editions of these books. Refer to it when necessary so as to refresh the memory. By this means all litigation and unpleasant controversy may be avoided. Some dealer may believe in "free trade" in books, and when a cheap edition is offered him, for which there is a sale while the dearest book could not be handled, he may say to himself: "This copyright business is vexatious and unjust; why am I not allowed to sell any books my customers want?" The only answer is that a copyright law is in force in every civilized country; that property in books is as clearly recognized a property in land and that the wise man observes the law unless he intends to devote time, energy and money to change it.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of
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*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

12223. An Investment of Safety and Profit. June, 1901. The Standard Loan Co., Toronto. Book. Wilfrid Servington Dinick, Toronto.
12224. Historical Souvenir Ontario Legislative Assembly at the Beginning of the 20th Century. Photo engraving. B. F. Johnston, Toronto.
12225. Queen Victoria. Crayon portrait. Henry Jones de Bouillon, Toronto.
12226. The Early Trading Companies of New France. By H. P. Biggar, B.A., B.Litt. Owen The Librarian of the University of Toronto.
12227. Manuel de Comptabilité Pratique. Par R. Goldman. Robert Goldman, Montreal.
12228. Sunrise on Mount Baker. Photo. O. C. Hastings, Victoria.
12229. Colonel Drury March. By K. L. MacKinnon. Kenneth I. MacKinnon, Kingston.
12230. Your Own Lawyer and Conveyancer. Digest of Canadian Laws. Edited and published by W. H. Anger, B.A., Toronto.
12231. The Abandoned Farmer. By Sydney H. Preston. Copp, Clark Co., Toronto.
12232. Love in May. Words by Ella Higginson. Music by Horatio Parker, Op. 51. No. 1. Church Co., Cincinnati.
12233. June Night. Words by Ella Higginson. Music by Horatio Parker, Op. 51. No. 2. Church Co., Cincinnati.
12234. A Spinning Song. Words by Isabella G. Parker. Music by Horatio Parker, Op. 51. No. 3. Church Co., Cincinnati.
12235. At Twilight. Words by Editha Ashman Baker. Music by Horatio Parker, Op. 51. No. 4. Church Co., Cincinnati.
12236. Lenore, My Own Lenore. Words by James O'Dea. Music by Alfred Solman Wadley. Royce & Co., Toronto.
12237. Catch H. Photograph of picture. W. H. Davis, Montreal.
12238. Souvenir. March and Two Step. By H. W. Artours. W. H. Hodgins, Toronto.
12239. Gage's 20th Century Series. Elementary English Grammar for use in Can-

- adian Schools. By D. J. Goggin, M.A., D.C.L. W. J. Gage & Co., Toronto.
12240. Sylvan Ontario: A Guide to Our Native Trees and Shrubs. By W. H. Muldrew, B.A., D. Paed. Gravenhurst, Ont.
12241. Doom Castle. A Romance. By Neil Munro. Copp, Clark Co., Toronto.
12242. Canadian Essays: Critical and Historical. By Thomas O'Hagan, M.A., Ph. D., Paisley, Ont.
12243. The Port of Quebec: Its Annals, 1535-1900. By Sir James McPherson Le Moine, Quebec.
12244. A Clean Heart. Sacred Song. Words by Rev. Walter C. Smith. Music by Fred. H. Byshe. J. L. Orme & Son, Ottawa.
12245. The Olympics from Victoria. Photo. Edgar Fleming, Victoria.
12246. History of the War of 1812 between Great Britain and the United States of America. By James Humay, D.C.L., St. John.
12247. Creation Book. By Rev. Donald Sutherland, Galarus, N.S.
12248. Pine Lake. A Story of Northern Ontario. By Millie Magwood. William Briggs, Toronto.
12249. Twentieth Century Cyclists' Record and Road Guide of Ontario, with map. Edited by William J. Chapman and Wilbert E. Burke, Hamilton.
12250. Mary Lindsay's Trial. By Jenn A. Owen. Book. Warwick Bros. & Rutter, Toronto.
12251. Something Like a Snake. By G. Manville Fenn. Book. Warwick Bros. & Rutter, Toronto.
12252. Flipity Flop. March—Two-step. By L. H. Dougherty. Whaley, Royce & Co., Toronto.
12253. My Little Black Fairy. Words and music by Neil O'Brien. Whaley, Royce & Co., Toronto.
12254. Le Droit Civil Canadien. Basé sur les Répétitions Ecrites sur le Code Civil de Frédéric Mounier; avec Revue de la Jurisprudence de Nos Tribunaux. Par P. B. Mignault, C.R. Tome V. Camille Théoret, Montréal.
12255. Manuel de Droit International Public et Privé. Ouvrage basé sur Le Droit International de Charles Cayo, et contenant les Dispositions du Code Civil de la Province de Québec et des Statuts Impériaux et Fédéraux applicables à la matière. Par Mathieu A. Bernard. Camille Théoret, Montréal.
- 12256 to 12260. Arithmetic for the Grades. Books IV., V., VI., VII., VIII. Authorized by the Advisory Board for Manitoba. Copp, Clark Co., Toronto.
12261. La Li-onjera. L'Emolense.—The Flatterer. Pour piano, par C. Cheminade. G. Ricordi & Co., London, Eng.
12262. Panoramic View of the City of Vancouver. Photo. Wadd's Bros., Vancouver.
12263. Then Wast That All To Me. Song for Bass. Words by Edgar Allen Poe. Music by Oscar Franklin Comstock. Op. 6. Church Co., Cincinnati.
12264. Love's Way. Song. Music by William R. Spence. Church Co., Cincinnati.
12265. The Secret. Song. By John Prindle Scott. Church Co., Cincinnati.
12266. La Langue Française au Canada. Conférence lue devant l'Union Catholique de Montréal, le 10 mars, 1901, par J. P. Tardivel. Alphonse Leclaire, Montréal.
12267. The Weekly Table of Wages. — La Table des Gages de la Semaine. By Edmond Quévillon, Montréal.
12268. The North Land School. By Geo. M. Wealdale. Book. Hunter, Rose Co., Toronto.
12269. Combination Photograph of Citiz-

- ens Past and Present of the Town of Cornwall. Nathan Moore, Cornwall.
12270. Eben Holden. A Tale of the North Country. By Irving Bacheller. William Briggs, Toronto.
12271. Tarry Thou Till I Come; or Salathiel, The Wandering Jew. By George Croly. Introductory letter by Gen. Lew Wallace. Illustrations by T. de Thulstrup. William Briggs, Toronto.
12272. Grand Slow March. By William Allen. Doc. Mus. Minnie Allen, Smith's Falls, Ont.
12273. Pocket Timetables. Railroads. Corrected June 2, 1901. Folder. Lindsay Bros., London, Ont.
12274. Salute to Buffalo. March for band. By A. W. Hughes. Whaley, Royce & Co., Toronto.
12275. Her Rose. Song. Words and Music by Gerrit Smith. Church Co., Cincinnati.
12276. Manuel de la Parole. Par Adjuor Rivard A.B., F.L.B., Avocat. Première Partie: Traité de Prononciation. Adjuor Rivard, Québec.
12277. Eldest Child and Child. Photo. Edwards Bros., Vancouver.
12278. Christ Nailed to the Cross.—Sechelt Indians. Photo. Edwards Bros., Vancouver.
12279. Christ on Cavalry.—Sechelt Indians. Photo. Edwards Bros., Vancouver.
12280. Canadian Summer Resort Guide. Eighth Annual Edition. Edited and Published by Frederick Smily, Toronto.

INTERIM COPYRIGHTS.

695. The New Century Perfect Indexing System: The Bible Companion; Rev. James P. Rice, Blenheim, Ont.
696. The New Century Perfect Indexing System: Index. Rev. James P. Rice, Blenheim Ont.
697. The Buyers' Fire and Life Insurance Certificate. Alphonse Gélinas, Ste. Anne de la Pénitence, Que.
698. Chart No. 1. River St. Lawrence. By Thomas John Craig, Toronto.
699. Chart No. 2. River St. Lawrence. By Thomas John Craig, Toronto.
700. Ethier's Great Non-Such Self-Instructor in the Art of Accompanying by Ear written with and without Music Notation. By Joseph Alexandre Ethier, Montreal.

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BOOKS AND PERIODICALS.

W. A. Fraser's new animal story, "The Outcasts," will be published in book form early in the coming Autumn. Mr. Arthur Heming is at work on a series of illustrations which give promise of being the best he has yet turned out. The splendid impression made by "Mooswa" will have provided a large constituency of readers for this next venture.

A Canadian edition of Frank T. Bullen's "With Christ at Sea" will be published during the present month.

Joseph Hocking's new story, "David Baring," will appear shortly in a Canadian edition.

The reviews of Eden Phillpotts' "The Good Red Earth" are most appreciative. The story gives its writer a new standing in literature. He is hailed in some quarters as the successor to Blackmore.

The punctilious critic may complain that Dr. O'Hagan is careful to scan only the merits of our Canadian poets, and is serenely oblivious to their faults or shortcomings; but be this as it may, he has at all events gathered into the opening papers in his "Canadian Essays" much interesting matter relating to Canadian writers. There are plenty who criticize, and enough in all truth to belittle or ignore our poets. A writer in the last number of *The Queen's Quarterly* takes a half-score of pages to demonstrate that Archibald Lampman was practically a failure as a poet. The highest praise he has for this gifted singer is that he is the "least futile" of our Canadian poets. So that when there is abundant effort to keep our writers from getting the "swelled head," an occasional kindly and encouraging word such as Dr. O'Hagan utters in these essays can do no serious harm. The book trade should bring this useful little volume before their customers—particularly those interested in Canadian literature.

The finest work of its kind that has yet been written undoubtedly is Professor McCurdy's "History, Prophecy and the Monuments," the third and concluding volume of which has just been published in New York and London by Macmillan & Co., and in Canada by William Briggs. Dr. McCurdy is Professor of Oriental Languages in the University of Toronto, and is not only a scholar of distinguished attainments, but a gifted writer as well.

His "Life of Rev. D. J. Macdonnell" is an excellent piece of biographical work. The work, however, which he has just completed will give Dr. McCurdy's name a permanent place in literature, and add lustre to the annals of his country.

W. J. Gage & Co. have just issued a tasty little catalogue of their new fiction for Summer reading. This does not include all their recent publications, but contains a select list of popular novels that one can always recommend with confidence as being entertaining, a special feature for Summer reading. Such popular books as "God's Puppets" and "Joscelyn Cheshire," that are now having a large sale, and some books to be issued this month which will doubtless prove equally popular, appear.

A radical and pleasing change of plot from the modern novel is Frederick Adam's new book, "The Kidnapped Millionaires." By an ingenious scheme a special correspondent kidnaps six multi-millionaires, maroons them on the Mexican Coast and throws Wall street into a panic. In the development of the story, Mr. Adams accomplishes the rare feat of blending highly dramatic situations with threads of humor, love and philosophy in a narrative of real power and interest. Mr. J. P. Dunne (Mr. Dooley) having read an advance copy, said: "The Kidnapped Millionaires" is a story ingenious in conception and brilliant in execution. There is no lapse of interest, the situations are natural, but dramatic, and the humor genuine." Geo. Ade, author of "Fables in Slang," says: "There is not a dull paragraph in the 500 pages of 'The Kidnapped Millionaires.'"

"Heart and Soul" is the title of a strongly dramatic novel by Henrietta Dana Skinner, author of "Espiritu Santo." The story commences on the borders of Windsor and Detroit and a bright and vivid account is given of the gay social life of the early fifties. Financial intrigues become curiously mixed in the hero's love affairs, and the various entanglements cause the scene to shift to Paris, New York and the Southern States and furnish material for a very original plot, the unravelling of which will hold the reader's attention to the end.

The extract from the review of the *Manchester Guardian*, which says, "Much refreshing plain speech and no dull pages

are contained in 'Tangled Trinities,' explains the plot of this story, whose title is taken from one of Rudyard Kipling's lesser-known stanzas. The book has caused considerable discussion in England, and is well received."

It is pleasing to note that such a good story as "God's Puppets" is being appreciated here. The report from the Toronto Public Library states that it is the most popular novel of the day.

Miss Fowler's new volume of fiction, "Sirius," is among the six leading books in England, and is having quite a run here.

"Etidorhpa," or "The End of the Earth," is a title which prepares us for something decidedly new in the book line. This is John Uri Lloyd's story of a strange being, and the account of a remarkable journey. The book is a scientific romance by the author of "Stringtown on the Pike," a story whose sales have already exceeded 50,000 copies. W. J. Gage & Co., will shortly issue "Etidorhpa".

The remarkable success of "The Crisis," Winston Churchill's new novel, is a strong feature of the book trade in Canada and the United States. The Canadian publishers are just going to press with their third edition. To account for the popularity of the book in Canada, one has only to remember, in addition to the qualities of humor, style and incident, that Canadians always took a keen interest in the Civil War and that Lincoln, who is so faithfully portrayed in this novel, has many admirers in this country.

The other notable seller in this publishers' list, the "Helmet of Navarre," has likewise achieved a marked success. In point of intense interest few of the present-day romances can equal it.

Of new books, that is very new ones, issued by the Copp, Clark Co., "Doom Castle," by Neil Munro, appeared July 1 and is a Highland romance of characteristic strength and picturesqueness. Crockett's new novel, "Cinderella," is a Scotch story of the present day like the same author's favorite "The Lilac Sun Bonnet." This book is announced for July 5. A third work of fiction, to be ready July 15, is called "When a Witch is Young" and is a story of Massachusetts in the 17th Century during British rule. The author is a well-known writer who adopts the peculiar pseudonym of "4-19-69."

Concerning recent issues from the same press, a word should be said for "Mistress Nell: A Merry Tale of a Merry Time," a wholly charming picture of the wicked ways

THE LEADING BOOK OF THE YEAR.

— JUST ISSUED —

**The Canadian Contingents
AND Canadian Imperialism****A Story and a Study, by W. Sanford Evans.**

This remarkable book has already achieved a pronounced success in England, where it has just been published. The scholarly treatment in it of the question of Imperialism has caused it to rank as the leading and only colonial authority on the subject, while it is universally admitted to be the clearest and ablest work yet issued dealing with the part taken by this country in the Boer War. The quotations from reviews printed elsewhere in this number are well worth studying.

With numerous illustrations from photographs, several valuable maps, and a frontispiece portrait of Sir Wilfrid Laurier.

LARGE CROWN 8vo, CLOTH ONLY. Price \$1.50. LIBERAL DISCOUNTS TO THE TRADE.

THE PUBLISHERS' SYNDICATE, Limited, 7 and 9 King Street East, TORONTO.

BOOKS AND PERIODICALS—Continued.

of Charles II.'s Court, the monarch of whom Rochester said :

Here lies our Sovereign Lord the King,
Whose word no man relies on,
Who never said a foolish thing,
And never did a wise one.

The narrative is refined, vivacious and witty, and it possesses all the "go" of the stage-play on which the author based it.

"The Abandoned Farmer," Sydney Preston's amusing story, is in good demand. It is a typical Summer book. The humor is bright and natural.

The "Life of Queen Victoria," by Richard Holmes, librarian of the Royal library at Windsor Castle, has a stronger claim upon the average reader than more pretentious and gaudily-illustrated works. Being accurate and authentic, it makes a suitable gift, since its value is permanent. The dealer should impress this fact on buyers. The demand for the last Quarterly Review, containing the article on the Queen, was based largely on the belief that it was written from inside knowledge. The same is true of Holmes' Life.

PUBLISHERS'
SYNDICATE
BOOKS.

No book by a Canadian author published in recent years has created so deep an impression in England as the work just published, by Mr. W. Sanford Evans,

entitled "The Canadian Contingents and Canadian Imperialism," the Canadian edition of which is now being placed on the market by The Publishers' Syndicate, Limited, Toronto. Canadian literature has certainly been greatly enriched by the production of this work, which treats of the Imperial problem in a manner so clear, so fair and so comprehensive as to have attracted the immediate attention of political authorities both in Great Britain and in this country. It is not the purpose here to review this book, but simply to quote from some of the leading journals which have dealt with its treatment of the subject, with a view to showing the recognition which it has already received. In a commendatory article, The Daily Telegraph says that "Mr. Sanford Evans has written an important, as well as a very interesting, book," and describes his proposals as "well worthy of discussion." The Manchester Guardian says that "Mr. Evans' study of the Imperialistic movement in Canada during the last two years is the most closely reasoned that we have seen. * * * This is a book that all interested in the relation of England to the colonies should read." The Scotsman says: "This book is at once an admirable narrative of great events and a thoughtful study of important colonial problems." The Dundee Advertiser says

that "Mr. Evans' volume must be described as one of the best Imperialistic and the most satisfying in all the literature of the war."

In a column editorial, The Liverpool Post "advises all interested in the question of Imperial cooperation to study it as it is moderately and judiciously presented by Mr. Evans." The Pilot describes the volume as "a timely warning that the worst enemy of Imperial Federation is the Imperialist in a hurry." The Country Gentleman commends the "clearness, the logical method and the obvious determination to weigh everything in the balance with scrupulous care" which characterize the work, while The Glasgow Daily Mail uses the facts presented as a text to urge caution on the British Government in its dealings with the colonies in the Imperialistic propaganda.

No less genuine and serious are the tributes paid to Mr. Evans' book by the Canadian journals whose reviews have so far been published, and it may be taken for granted that it will be widely commented on by the Canadian press in the future. Mr. Evans' admirable volume is assured of a high place in the library of Canadian literature, while it should also have a large and steady circulation in every Province of the Dominion.

THE OCTOPUS. The Epic of the Wheat.

By FRANK NORRIS.

The fight of the wheat growers of California with the railway. The Montreal Gazette says: "This is one of the ablest novels of recent years."

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Dreyfus' own account of his imprisonment.

FIVE YEARS OF MY LIFE. Illustrated with Engravings and Diagrams.

"No man can read these reiterated cries of innocence and misery without a pang."—London, Eng., Spectator.

Cloth, \$1.50; - - - Paper, 75c.

SHIFTING SCENES.

Recollections of many men in many lands. By the Right Hon. Sir Edward Malet, G.C.B., G.C.M.G. Some time H.B.M. Ambassador to Germany.

"A clever, genial and amusing book."—Standard.

"The book throughout is a masterpiece of genial autobiography."—Literature.

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THE TRADE

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QUICK SALES, HANDLE****THE COPP, CLARK CO.'S
PUBLICATIONS :--****THE CRISIS**

By Winston Churchill.

200,000 copies already sold.

THE HELMET OF NAVARRE

By Bertha Runkle.

"The Literary Success of the hour."—Toronto Globe.

CINDERELLA

The new Crockett novel. A pretty love story.

PRO PATRIA

By Max Pemberton.

"One of the most thrilling and powerful of recent novels."—St. John's Herald.

MISTRESS NELL

By George C. Hazelton, Jr.

"A remarkable book."—Toronto Star.

DOOM CASTLE

By Neil Munro.

An adventurous tale of a haunted castle.

THE ABANDONED FARMER

By Sydney H. Preston.

"A vivacious and delightfully droll story."—Toronto Globe.

THE OBSERVATIONS OF HENRY

By Jerome K. Jerome.

"Inimitable and entertaining."—Toronto News.

WHEN A WITCH IS YOUNG

By 4-19-69.

A prominent writer who wishes to conceal his identity.

RETAIL PRICE OF EACH OF THE ABOVE.
PAPER, 75 CENTS; CLOTH, \$1.25.

The Copp, Clark Co., Limited
Publishers - TORONTO.

BOOKS AND PERIODICALS—Continued.

"The Great Boer War," by MORANG & CO.'S BOOKS. Conan Doyle, was an immensely successful book when brought out in cloth cover, and now Mr. Morang has just issued the first paper-covered edition, for which a renewed demand will probably spring up.

The edition of James Bain's "Travels and Adventures of Alexander Henry" was limited to 700 copies, of which American firms bought 250. These they sold out and ordered more, which brings the edition down to a very small one. This book is likely to become a much more valuable one very soon, as no more copies will be printed. The publishers have reserved the right to increase the price at any time without notice, and as soon as only 100 copies remain the price, now \$3.50, will be increased to \$5.

Advance orders for Hall Caine's "Eternal City" are coming in rapidly, and indications point to a sale equal to that of "The Christian," also published by Morang & Co.

"The Visits of Elizabeth" still continues a popular favorite. Brisk, sparkling and unconventional, it makes an ideal Summer book.

BEST SELLING MUSIC.

Messrs. Whaley, Royce & Co., Limited, report the following to be the six best selling pieces of music:

1. "Good-Bye, Dolly Gray"; song, by Paul Barnes.
2. "Are You a Buffalo?"; song, by Harry Von Tilzer.
3. "His Majesty the King"; song, by Edward St. Quintin.
4. "In a Garden of Roses"; waltz, by Arthur Wellesley.
5. "The Strollers"; march and two-step, by A. B. Chasseur.
6. "The Rosedale"; three-step, by Arthur Wellesley.

The Anglo-Canadian Music Publishers' Association, Limited, find these to sell best:

1. "Violets"; song, by Ellen Wright.
2. "Come, Sweet Morning"; song, by "A. L."
3. "Heavenly Promise"; song, by Collingwood.
4. "Lady Ursula"; intermezzo, by Therese.
5. "Spanish Dance"; piano, by Sarskowsky.
6. "Mazurka Naturaliste"; piano, by L. Ganne.

NOTES FROM THE WEST.

Winnipeg, June 29, 1901.

WINNIPEG has been quite revelling in visits from journalists and authors during the leafy month of June. First to arrive and longest to tarry was Mrs. Jean Blewett, who came as the guest of Mrs. Leonard, wife of the new superintendent of the C.P.R. As Mrs. Leonard was herself a stranger and not sufficiently settled to receive formally, the courtesies and attentions to Mrs. Blewett were necessarily of a somewhat informal character, but were none the less hearty and perhaps also she enjoyed them more on that account. It is always a great pleasure to meet face to face the author of words that have the power to help and inspire and this is particularly true of Mrs. Blewett.

After five minutes' conversation it seems the most natural thing in the world that she should have written "Heart Songs." Strength and sweetness are in her personified. Speaking of her first impressions of the West, she said, in effect: "God must have something very wonderful in view for this country, it is planned on so grand a scale, there is so much room." All who have read "My Canada" will hope that to her poet's vision she may add the prophet's tongue of flame, and proclaim to us something at least of the possible future of the West, some verse that will ring in our ears and stimulate our hearts to purer patriotism for

"For this our country, strong and broad and grand."

Another visitor of note was Mr. Bernard McEvoy, the author of "Away from Newspaperdom," who is making a trip partly for pleasure and partly for business through to the Pacific Coast. In addition to the serial letters in "The Mail and Empire," which will help Eastern Canada to better comprehend the West, Mr. McEvoy is also writing similar articles for several English papers, and, in addition, is introducing "The Monthly Review," the new magazine for intelligent Canadians. It is a positive pleasure to look at anything so well gotten up in every particular to say nothing of the value of the letterpress.

The book trade has been active during the month, and purchases have been chiefly along the line of fiction, as becomes the hot weather. Jerome's "The Observations of Henry," have been and are popular, as, in fact, Jerome's humor always has been in the West. Every sketch is a gem, but perhaps the best is the scene of the old lady when the maid opens the basket and discloses a well-grown infant instead of the pup she was taking to the dog show.

"The Helmet of Navarre" has been very popular and Miss Runkle may safely count on a Manitoba audience for any future work she may do, the general verdict being that once having taken up the book it was impossible to lay it down until it was finished.

"Lords of the North" shows a very considerably revived sale, especially to Summer tourists. "God's Puppets" has been a fair success here, and sales are increasing. The description of the Dutch minister's garden and the old pastor going to visit his church in the dead of night, and returning to find on his table the cruel sign of

dismissal are wonderful bits of word-painting.

"In the Palace of the King" has found many admirers, but the book that is meeting with the largest sale is "The Crisis," by Winston Churchill. The many admirers of "Richard Carvel" are loud in their praises of the book.

A book of a different type is Croly's "Tarry Thou 'Till I Come," with its introduction by Gen. Lew Wallace. It is called for in cloth only as it is pre-eminently a book to read and keep.

E. C. H.

EARLY CLOSING.

THE practice of early closing is growing among all classes of merchants, and stationers have been among the foremost in the movement. There is no doubt as to the beneficial results of closing early at night to both the merchant and his assistants. Especially in these long, warm Summer evenings is it most desirable to allow the clerks to get out into the open air, away from their daily surroundings, and obtain that change and recreation which will make them all the better workmen in the morning.

The employer, too, can take the evenings off with profit. Summer is comparatively a dull season for the stationer; and though there may be exceptions, due to certain localities or particular class of trade, it is very questionable whether the cost of keeping open at night is covered by the amount of business done at that time.

In many of the smaller towns the only stationers are the druggists, and in their cases it is hardly to be expected that early closing can be the rule, but, even where the drug business necessitates keeping open, there is little need for the services of more than one of the staff, and the employer and employes could take alternate nights off, without losing anything.

In many city stores a half holiday on Saturdays of the warm months is the rule, and where this can be applied it will be found a success. It makes it much easier to keep open on Saturday night, a time when the average stationery and book store does a good business and needs bright, quick salesmen, qualities that are apt to desert the most willing of assistants when they must work till late on Saturday night after putting in a long day's work in the heat of the Summer.

Here again, many country stores must be excepted, for Saturday, especially the afternoon, is the day when the people from the surrounding districts come to town to do their purchasing for the following week, and if the stationer is shorthanded he soon is made to feel the effects of it on his trade.

But although the different conditions make it impossible for some stationers to close early when others do, or to allow themselves and their assistants the same amount of time off, there are always means, when it is wished, to allow those working in the store to get some evenings or an afternoon off now and then, which, as I have said, make them all the better salesmen, taking a livelier interest in their work and adding probably more to the volume of sales than they would have had they been confined in the store all day as well as in the evenings.

LEADING NEW BOOKS.

A Powerful Historical Romance

Tary Thou Till I Come

or *Salathiel, The Wandering Jew*

By GEORGE CROLY

GEN. LEW WALLACE says it is one of the six greatest English novels ever written.

The novel deals with the momentous events that occurred, chiefly in Palestine, from the Crucifixion to the destruction of Jerusalem. It reveals the struggles between the Romans and the Jews, which finally ended in the overthrow and the dispersion of the Jewish Nation, picturing forth the conflict between Judaism and the early Christianity.

The story is replete with Oriental charm and richness, and the character-drawing is marvelous. Illustrated with 20 full-page drawings by T. de Thulstrup.

Paper, 75c.; Cloth, not, \$1.50.

Ralph Marlowe

THE GREAT OHIO NOVEL

By DR. JAMES BALL NAYLOR

Full of laughable incidents told in a most winning way, with a fascinating love story which makes it the most entrancing novel of the year. "It is a life-picture taken with a camera singularly free from blemish."—Boston Ideas.

Paper, 75c.; Cloth, \$1.25.

The Good Red Earth

The scene of this novel, by Eden Phillpots, is laid in the west of England country (Devonshire), in writing of which the author made his reputation. "Sibella," in whom the love interest of the tale centres, is a charmingly natural figure, but the main-spring of the book is "Alpheus Newt," the unctuous exp-dlar, lay-preacher, and hypocrite, with his Pecksnifian virtue and his irresistible flow of words.

Paper, 75c.; Cloth, \$1.25.

The Eternal Quest

By J. A. STEUART

Author of "Wine on the Lees," etc. "This story tells how Lieut. Malcolm, of the Black Watch, son of General Malcolm, V.C., desired to emulate his father's distinguished career, and to marry the daughter of his father's old friend, the army chaplain. That is the substance of his soldier's story, which moves from Abergowrie to the Indian frontier, and from the frontier to the trenches of Magersfontein. It is well and generally told."—London Athenaeum.

Paper, 75c.; Cloth, \$1.25.

WILLIAM BRIGGS

PUBLISHER

2331 Richmond Street West TORONTO

FIGHTING THE MAIL-ORDER HOUSES.

THE encroachment of the mail-order houses on the business of the local trader has reached a point where it merits the serious consideration of all retailers. As the condition is a progressive one which will, no doubt, be aggravated by free rural delivery and other postal improvements, it behooves local merchants to take such steps to counteract its competitive potentiality as developments may suggest. As the basis of the mail-order business is the inculcation of the belief among the public that they get better rates by patronizing the mail order houses, so the logical way to counteract their influence is to convince the public of the fallacy of this claim. Many merchants are doing this very effectively. As example is always more forceful than precept we give here the substance of a full-page display advertisement of a Morris (Ill.) merchant, which appeared in a journal of that town. There are points in the announcement that may serve many of our readers:

We propose to meet the prices of the department stores or catalogue houses.

All we ask is that you deal with us on the same basis that you deal with catalogue houses, and give us the same amount of time to get the goods which it would require to get them from them.

Plank your money down when you order the goods and we will meet each and every price they make and furnish you the same goods at the same prices they offer you.

We will go further.

We don't ask you to take any goods where mistakes are made in ordering.

We'll shoulder the mistakes.

If any of you ever had anything come wrong, you know what a nice little job it is to have it corrected, no matter how willing the firm is to do so.

It takes correspondence, stamps and freight on the goods to get them exchanged, to say nothing of the loss of time.

Some people prefer to buy away from home because it sounds big to be able to say they ordered from Chicago, etc.

We know of one party who is actually paying more for goods bought away from Morris than he could buy them of his dealer here.

This kind of people we can do nothing for, but the kind who are making the dollar go just as far as they can we can and will do something for.

Give us a trial on the proposition we

BRIGHT FICTION.

Heart and Soul

By HENRIETTA DANA SKINNER.

A new novel by the author of "Espiritu Santo." It is a strong romantic story, the plot of which is laid in Windsor, Detroit, New York, and Paris.

The Kidnapped Millionaires

By FREDERICK U. ADAMS.

A novel departure in fiction, and a most fascinating story.

Tangled Trinities

By D. WOODROFFE.

"Powerful and well written."
—London Daily Telegraph

The most popular novel at the
Toronto Public Library is

God's Puppets.

ELLEN THORNEYCROFT FOWLER'S

Sirius.

"Reveals her depth of penetration with the hidden secrets of the human heart." Montreal Herald.

To be had in Paper at 75c.;
Cloth, \$1.25.

GET OUR NEW SUMMER FICTION LIST.

W. J. GAGE & CO.
TORONTO.

make, if you are one of those who are buying away from home.

Bring your catalogue with you.

If we fail to furnish the goods without a reasonable excuse, don't give us your confidence again.

Try us once.

We don't fear the result.

We are residents of Morris.

We are your home merchants.

We help pay taxes.

We have to live and consume some of your product.

Is our proposition wrong?

The whole trouble about our people about Morris is the same with which so many communities are suffering.

That old slow-coach, credit.

Some of it so slow we never get it.

No merchant can sell goods cheap on that plan.

The dollar invested in goods to-day and sold for cash to-morrow can be invested in more goods the following day and the same process of sale may be repeated, but the dollar invested in goods to day and sold on credit to-morrow is tied up just as long as you don't get it back, and its earning capacity is stopped for the merchant until he gets it back again.

Can you wonder why the catalogue house has the advantage in price over most of your home merchants?

The catalogue house won't trust you; even demand the money in advance with no goods in sight.

So ran the argument, and an excellent argument, too, either to publish or to use across the counter. Indeed, any merchant who advertises liberally should be able to influence his local paper to publish such matter free, for the local paper is as much interested as the local merchant. — The Keystone.

OTHER BOOKS RECEIVED.

A LITTLE BOOK OF TRIBUTE VERSE. This contains "a number of hitherto uncollected poems, grave and gay, by Eugene Field; collected and edited by Joseph G. Brown"; Tandy, Wheeler & Co., publishers, Denver, Colorado. The book is bound in cloth, with a cover design in gold, and is well printed in large type. It is provided with corner protectors and retails for \$1.50.

The Canadian Manufacturers' Association have decided to offer a prize of \$50 for a design of a front cover for their publication, *Industrial Canada*. The design will be chosen by the committee in charge of the publication, and the prize awarded to the one considered most suitable. The committee wish it understood that they do not consider themselves bound to accept any of those offered. Suitable paper for display of the design should also be suggested. Those sending in designs should address T. A. Russell, secretary of the association.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of *BOOKSELLER AND STATIONER* and will contain the latest information of value to libraries.

MR. C. H. GOULD, librarian of McGill, left for England by the steamship Vancouver June 20.

Mr. Beers, of the Howard Memorial Library, New Orleans, was in Toronto June 20 to 25 on his way to the Waukesha conference.

Napanee expects to have this Autumn a new library building equal to any town of its size in Canada. The building has been designed for library use, and will cost at least \$2,200. To provide \$700 of this sum public subscriptions are being called for.

Pembroke is adding \$200 worth of new books and \$50 worth of periodicals. A printed catalogue is being got out. The library and reading room will be free to all residents of the town. A nominal fee of 10c. for 20 books will be charged for taking books home. Only one book will be issued at a time on each card. Persons living outside the limits of the town who wish to use the library will be charged \$1 a year for each card.

The first box of books sent out by the Ontario Government under the Travelling Libraries' Act contained the following:

Abraham Lincoln, Lealand	Alice in Wonderland, Carroll	Allice of Old Vincennes, Thompson	Bird Studies With a Camera, Chapman	Black Beauty, Sewell	Cardinal's Staff, Box	Harland: The Choir Invisible, Allen	Oliver and Truitt, Eby
Wilson, Coligny, Besant	DunDonald, Forster	Eben Holden, Bucheller	Eleanor, Ward	Fredrick the Great, Brackeburg	The Gospel of Wealth, Carnegie	The Great Boer War, Doyle	My Winter Garden, Thompson
The Grey Fairy Book, Lang	Hatroun-al-Raschid, Palmer	In the Palace of the King, Crawford	The Influence of Christ in Modern Life, Hillis	Jack of All Trades, Beaud	Joan of Arc, Turkey	Julias Maccabaus, Conder	Natural Law in the Spiritual World, Drummond
Life of Lord Nelson, Southey	The Man That Corrupted Hallsbury, Mark Twain	Marie Antoinette, Tytler	The Mississippi Valley in the Civil War, Fiske	Non			Nelson, Laughton
							Nineteenth Century Science, Williams
							Our Saviour Trees, Keeler
							The Redemption of David Gerson, Goss
							The Reign of Law, Allen
							Richard Year-and-Nay, Hewlett
							Rodney, Hamay
							Sailing Alone Around the World, Slocum
							Sir Charles Napier, Butler
							Sir John Franklin, Beesly
							Sir Richard Whittington, Besant
							Squirrels and other Fur Bearers, Burrows
							To Hare and to Hold, Johnston
							Tom Brown at Oxford, Hughes
							Tommy and Grizel, Barrie
							The Transit of Civilization, Eggleston
							Unleavened Bread, Grant
							Victor Emanuel, Dickey
							The Voice of the People, Glasgow
							Wulfe, Bradley
							The World of the Great Forest, DuChaille

Every library should get and bind a copy of the Survey and Exploration of Northern Ontario, 1900, just issued by the Government of Ontario, from whom, no doubt, a copy can be got free. It is one of the most valuable geographical works relating to Canada recently issued.

The Journal of Physiology, edited by Sir Michael Foster, the most distinguished of

Notice to the Book Selling Trade.



It has lately come to the knowledge of Messrs. A. & C. Black, the owners of the British Copyright in the Encyclopædia Britannica, that large numbers of unauthorized editions of this great work are being imported into Canada, and particularly an edition in 30 volumes, published by The Werner Company of New York and Chicago, which is being imported by the News Educational Department and the Imperial Book Company, Limited.

The proprietors, in order to protect their rights in Canada—which is embraced in the British Copyright—took proceedings to restrain this infringement, and on the 4th day of June, 1901, their solicitors, Messrs. Barwick, Aylesworth & Wright, of Toronto, obtained an injunction order, on application to The Honourable Mr. Justice Ferguson, restraining the News Company and the Imperial Book Company from importing into Canada for sale, and from selling, any unauthorized editions of the Encyclopædia Britannica.

The attention of the trade and of the public is called to the fact that no other than the British Copyright edition can be imported into Canada, or sold, or exposed for sale, and the Copyright owners are fully determined to protect their interests.

The Copyright Act provides that if any person imports, or sells or exposes for sale, any unauthorized book, then every such book shall be forfeited and destroyed, and every person so offending shall for every such offence forfeit the sum of \$50 and double the value of every copy of such book imported or sold, or exposed for sale.

The Act also provides that all copies of any such unauthorized book so imported, shall be deemed to be the property of the Copyright proprietor.

A. & C. BLACK,

Edinburgh and London.

TORONTO, June 12, 1901.

F. AND E. W. KELK

FALL and CHRISTMAS GOODS

**Dolls, Toys, Fancy China, Cups and Saucers,
Vases, Albums, Toilet Cases, Leather Goods,
Fancy Glass Water Setts, Berry Dishes,
Breakfast Setts.**

All our Christmas goods are now arriving—a great many lines are now in the warehouse. It will pay you far better to buy your Christmas goods in the city about Exhibition time, as you will save your expenses twice over and get different goods to your neighbor. It don't do to buy too early. Come to the city and get cheaper goods. All our stock will be found new and attractive.

F. & E. W. KELK, 76 York St., TORONTO.

living physiologists, announces that Prof. A. B. Macallum (librarian of the Canadian Institute) has become one of its associate editors.

A feature of the day is the publication of their histories by banks. The neat sketch of the Imperial Bank is followed by a really valuable monograph on the history of the Bank of Nova Scotia.

The principle of making easy the admission of children is extending. The value of the school teachers as a factor in introducing children to the libraries is becoming more widely appreciated. The recommendation of teachers who are not saddled with any liability is now being accepted in lieu of the guarantee of one or two rate-payers.—John Ballinger, in *The London Library*.

The volume for 1900 of the Royal Society of Canada has appeared. It contains, among other valuable articles, the "Journal of Nicholas Garry." The manuscript of this diary has been in England for many years, and was communicated to the society by Rev. Canon Garry, son of the traveller, Nicholas Garry (after whom Fort Garry was named), who was deputy-governor of the Hudson's Bay Co., and in 1821 was named representative of that company to go to the Northwest with Simon McGillivray, of the

Northwest Fur Co., to adjust the terms of union. The diary is an interesting account of a canoe voyage from Montreal to York Fort, then by vessel from Hudson Bay to England. Accompanying it are notes on the rival companies, the Indians, Lord Selkirk's colony, trade and prices, etc.

The London public library is to have additions and alterations which will amount to about £4,000. The city engineer, Mr. Graydon, is visiting a number of other libraries in search of suggestions to be used in the extension.

In order to provide reading for men in lumber and mining camps, and other such isolated laborers, a movement has been started to provide a library extension in Ontario and travelling libraries and reading camps. It is thought that the work should be taken up by the Provincial Education Department, assisted by colleges, churches, Y.M.C.A., W.C.T.U. and other like organizations. In some of the camps already branch libraries in French and English have been placed. It is not supposed that all the libraries would be willing to establish branches, but the idea in getting a few of them to do so is to bring the movement into public notice. The Minister of Education is consulting with public educators and eminent clergymen as to the best books for

such a purpose, and a travelling library in connection with McGill University has been established for the purpose of circulating among the camps of Quebec and part of Ontario.

AMERICAN LIBRARY CONFERENCE.

The twenty-third annual meeting of the American Library Association, held at Waukesha, Wisconsin, commencing on July 3, was one of the most interesting yet held. There were some 400 delegates from the various points in the United States. Three attended from Canada, Messrs. J. H. Denton, Chairman of the Library Committee of the Toronto Public Library Board; E. A. Hardy, Lindsay Public Library, and C. E. Ryerson, Toronto Public Library.

Among the main features of the conference were the papers on the subjects of "What May Be Done for Libraries by the City, by the State and by the Nation," consisting of three papers by different well-known men in the library world. The Children's Librarians Section was largely attended, and great interest was shown in the questions of having separate departments for children's books. In many of the United States cities books in boxes are supplied to the various schools and placed

in charge of the teachers. This is thought to be a great success in the United States. In this country objection has been raised to it on the ground that the children have enough to do to get up their studies.

In the Trustees' Section of the conference papers were read on the relation of the librarian to the trustee, and library buildings, the latter of which was especially interesting, in view of the great number of donations for building new libraries from Mr. Carnegie.

The programme in full would require a great deal of space, but the papers might be interesting to Canadian librarians.

The president, Mr. Henry J. Carr's address, was on "Being a Librarian; and Some Ethics of the Profession." The first paper was on "What May be Done for Libraries," discussed from three points of view. On July 5, simultaneous meetings were held by different branches of the conference. The National Association of State Librarians discussed the subjects of "Early Newspaper Literature in Ohio," "Decimal Classification and Cataloguing of Public Documents," and the "Gathering of Local History Material."

The Children's Librarians Section discussed the value of certain classes of books to children, the papers being "Book Reviews, Lists and Articles on Children's Reading; Are they of Practical Value to the Children's Librarian?"; "The Books Themselves; How to Tell a Good Book—How to Tell a Poor Book, (1) in Fiction; (2) in Fairy Tales, (3) in Books of Science." The last paper in this section was "Reference Work for Children; Some of the Possibilities and the Necessary Equipment."

In the evening the same meetings were continued, the State librarians reading papers on their own duties and powers relative to free libraries and library commissions, and on the subject of loaning books from the reference library, "Under What conditions and Limitations they Should be Loaned."

Among the special papers of note were: "Collection and Cataloguing of Early Newspapers," and "Some Principles of Book and Picture Selection."

On July 8, the conference was invited to Madison, the capital of the State, and there were entertained by a local committee, visiting the new building of the Wisconsin Historical Society and the library of the Wisconsin University.

During the sessions in Madison, papers were submitted on "European and American Libraries—A Comparison" and "From the Reader's Point of View—and the Era of the Placard."

The conference returned to Waukesha in the evening, and on the following day some interesting papers were read on "Book Copyright," "Trusteeship of Literature" and "Relationship of Publishers, Booksellers and Libraries." Many other papers were read, and the discussions on them were of great interest, though shortened considerably on account of the length of the papers.

The conference was entertained by different associations and organizations in Waukesha and Madison.

Speaking of their visit to Madison, Mr. J. H. Denton, one of the Canadian delegates, said: "What impressed me most in my visit to the conference was the immense amount of money that the American people and American cities invest in public libraries. It is enormous; and our own contributions, in comparison, are indeed very small. In Madison, which is a city of only about 20,000 people, there is a beautiful library, which cost about \$600,000, and it is not a circulating library, either. Milwaukee, a city of about Toronto's size, built a library at a cost of \$500,000, and many other places, small and large, have library buildings on the same huge scale."

Mr. Denton was much pleased with the conference, and was of the opinion that such meetings were productive of much good.

WINDOWS AND DISPLAYS

THE question as to what is the best size for a show window was recently asked by a jeweller in his trade journal and the answer might prove valuable to stationers who are thinking about trying up their window or are going to build new premises. Not all of the suggestions are applicable to the stationer's trade, but many of them are and can be put into practice, especially in the matter of displaying small goods. The store in question had an eighteen-foot front and was fifteen feet high.

The suggestions made must be subject to change on account of the environment, of which nothing has been said. Upon general principles a broad, low window is better than a high narrow one, but this depends somewhat upon the goods to be displayed.

As the inquiry is especially concerning a two-window front, the width of each window will necessarily be about six feet and about twenty inches deep. The sides of the window should be on an angle of about thirty-four degrees. This will leave about three feet eight inches for the doorway. With these approximate figures the other proportions of the windows should be: height from ground, three feet; height of window, eight feet.

There should be a two-foot transom over the door, and to obtain more light, always essential, a row of five lights, twenty-seven inches high and three feet wide, may extend across the building above the doorway and windows. These will break up the blank space ornamentally, as well as afford a good light within. A border of stained glass may be used if desired.

A much more satisfactory window may be obtained if there is but one in a front of this size. Then the window can be nine feet wide and two feet deep and still leave six feet for the doorway. This will afford room at the corner of the building beyond the door for a portable showcase, which is very useful in displaying inexpensive articles. Such a case may also be used for special sales, where it is desirable to give some articles a distinctive prominence.

In this case the flooring of the window will be two feet above the ground and a three-foot transom may be placed over the door. A front so arranged will be plain and substantial looking and will not detract from the window displays.

One of the advantages of a large window is that it may be made to appear smaller, whereas a small one cannot be increased in size. In this way large articles may have the benefit of the large space and be displayed to far greater advantage.

When the display is to be made up of small articles, have a platform built about six inches smaller than the window on the front and sides and about ten inches high. The sides of this platform will therefore slant backward from the glass six inches. Have the sides either of polished wood with the firm name in intaglio lettering in gold, or covered smoothly with dark felt and aluminum letters, according to taste and the amount to be expended. If the original flooring of the window is raised at the back and it should be at least three inches higher the platform which is built on the level will therefore be raised in the same proportion.

If the display is to be small articles alone put another platform on top of this. The latter should be a foot smaller and four inches high. This will give a three inch slope to the sides and leave nine inches of the lower platform showing. This space should be covered with dark felt like the upper platform. Of course, neither of the platforms will slope at the back, but will be flush with the original flooring of the window.

By following these regulations one may regulate the size of his window at will and have one that is suitable for displaying all of his stock.

The suggestions as to the platforms for small goods can be acted upon by stationers also with good advantage. It is difficult to show such goods as fountain pens, cards, or fancy pens, in a large window with any satisfactory result, unless a great deal of goods is put in the window, and in some large windows so many of these would be required as to necessitate a very heavy stock.

As to the advantages of having a very large window, no doubt they are greater than could be obtained from a very small one; but I have in mind a stationer's window which is somewhat smaller than the average and yet it is so tastefully trimmed that it never fails to attract attention. Indeed, the proprietor of this store told me that whatever he put in the window, he said. His own opinion was that if he had six windows he could sell six times as much, and I believe it to be true. But if he had a very large window, I doubt if the display that he could make would be as satisfactory as in the small one.

The stationer's stock does not lend itself to large displays, as does that of the dry goods merchant, furrier, or grocer. His goods are all comparatively small, and to fill a very large window must be shown in bulk, boxed up or otherwise, which detracts greatly from their appearance.

Those who have given the subject of window trimming special attention, as a general rule agree that only as many goods should be shown in the window as will make an effective display. It is always possible to put in a large assortment of goods, but when too many are shown, not only is there a crowded appearance given the window, but there is no chance to arrange the different articles so that each will be seen to the best advantage.

This does not mean that small windows are preferable, but only that, in deciding on show windows, there are many points in favor of a small or medium sized one that are usually overlooked, when there is an opportunity to secure a larger one.

NEW ITEMS IN ENGLISH FICTION.

LONDON, June 25, 1901.

THE Autumn fiction promises to be as plentiful as ever. Mr. Barrie is at work on a new novel. Secrecy is being maintained as to the story and its title. It is expected to appear early in the Autumn. Conan Doyle is about reviving "Sherlock Holmes" in a novel beginning in the September Strand. No reference is made in the novel to "Sherlock Holmes'" death, it being simply assumed that one of his earliest experiences is being described. Dr. Doyle has often been urged to revive the famous detective, and has assented at last to the general demand. Henry Harland, author of "The Cardinal's Snuff Box," will issue a new novel this season.

The Canadian novel, by Miss Agnes Laut, of Ottawa, "Lords of the North," is being issued by Mr. Heinemann in his Dollar Library. Some of the new books are as follows:

Novel.	Author.	Publisher.
"Prince Charming"	Kita.	Sands
"Crucial Instances"	Wharton.	Murray
"The King's King"	Topelius.	Jarrod.
"Despair's Last Journey"	Murray.	Chatto.
"Doom Castle"	Munro.	Blackwood
"Fyander's Widow"	Blundel.	Longman.
"Tales from Tolstoy"	Bain	Jarrod
"Mostly Fools and a Duchess"	Cleeve.	White
"A Millionaire's Love Story"	Boothby.	White
"The House of de Mailly"	Potter.	Harper.
"Severance"	Cobb.	Lane
"My Brilliant Career"	Anon.	Blackwood.
"Marna's Mummy"	Fraser.	Hutchison
"The Lost Key"	Acland.	Macqueen
"Sister Teresa"	Moore.	Heinemann
"The Hero"	Maughan.	Hutchison.
"The Garden of Eden."	Wyllarde.	Heinemann.
"The Land of Lassies Few"	Fox.	Henderson.
"The Disciple"	Bourget.	Unwin.
"Tessa"	Becke.	Unwin.
"The World of Mimes."	Melville.	Greening.
"Poor Elizabeth"	Hamilton.	Hurst.
"Beyond these Voices."	Eastwick.	Burns.

MISCELLANEOUS.

"His Most Gracious Majesty King Edward VII." is the title of a book by Mrs. Belloc Lowndes, published by Mr. Grant Richards. The book has many illustrations, for several of which special permission was obtained.

The Fourth International Publishers' Congress was held at Leipzig from June 9th to 12th, under the presidency of Mr. Albert Brockhaus. Among the members of the Publishers' Association of Great Britain and Ireland who attended, were Mr. John

Murray, Mr. Frederick Macmillan, Mr. Fisher Unwin, and Mr. William Heinemann. The papers dealt with subjects ranging from the request that books should be passed free of duty into all countries, to the suggestion "that the only efficient means to maintaining a solid retail book trade is the abolition of all discount to private customers."

Several histories of the South-African campaign have been published. One of a semi official character is now being written by Lieut.-Colonel G. F. R. Henderson, and will be issued in six or seven volumes, the first of which will be ready in the late Autumn. Messrs. Hurst & Blackett, who are to publish it, announce that the work will be written in a popular style, and

Eastern readers of THE BOOKSELLER AND STATIONER the extent of operations of this thriving concern. Mr. Lamont, the president of the Company, was in Toronto a few days ago on a buying trip, and reports trade to be satisfactory. The firm were originally centred at Regina, where, in October, 1896, the drug business of Robert Martin and the book and stationery business of P. Lamont were formed into a joint stock company under the name of The Martin & Lamont Company, Limited, with a capital stock of \$30,000. In May, 1897, W. G. Pettingell (drugs), and C. H. Black (stationery) joined the company, which changed its name to the present title of Canada Drug and Book Co., Limited. Incorporation was obtained in British Columbia, with



arranged chronologically, prominence being given to the special services of the different regiments, and in certain cases of those of individuals. The author, who was formerly the Director of Military Intelligence on the Headquarters Staff in South Africa, is now Assistant Adjutant-General, and among his previous literary efforts may be mentioned "Stonewall Jackson and the American Civil War," "The Battle of Spicheren," and "The Campaign of Fredericksberg."

A GREAT WESTERN BUSINESS.

ONE of the well managed and successful businesses of the West is that of the Canada Drug and Book Co., Limited, with stores at Regina, Nelson and Revelstoke. The accompanying illustration shows the Neison store, and will indicate to

stores at Nelson and Revelstoke. Mr. Black sold out his interest to the other members of the company, the principal officers of which are: P. Lamont, Pres.; W. G. Pettingell, Vice-Pres.; Robert Martin, Sec.-Treas. Mr. Lamont resides in British Columbia and looks after that end of the business, while Mr. Martin and Mr. Pettingell live in Regina. The store in Revelstoke is in charge of Mr. C. R. McDonald.

The growth of progress of this concentration of brains and energy has been gratifying. It is an example of what can be done in the Great West of the Dominion.

An examination was held in Toronto last month by Mr. James Bain for Canadian candidates for the Pratt Institute Library school of Brooklyn, N.Y.

FANCY GOODS AND STATIONERY.

DESK SCALES. Some new letter and household scales are on the market, which, for ladies' or men's desks and for offices and business houses, are invaluable. The letter scales are finished in nickel with white celluloid dials, and weigh up to two pounds in half-ounces. The household scales, in nickel or japan, highly ornamented, weigh from one pound up to 24 pounds. They are thoroughly accurate in the smallest weights. Brown Bros. are supplying the trade.

CALENDAR NOVELTY. Among the many calendar novelties, the "Bachelor" calendar was one of the most popular last year. The "Benedict" calendar is another of the same class and will likely become a great favorite. The design is mounted on a green matting and includes a crying baby, a milk bottle, a piece of carpet with tacks in it, and other things that are supposed to be inseparable from a matrimonial life. The calendar is patented and copyrighted.

SLEEVE FASTENERS. The newest sleeve protector is an American invention which is neat and answers the purpose admirably. It is made of duck suiting and can be laundered. A small nickel fastener at each end allows the protector to be adjusted to fit any sleeve. It is made in different colors, including tan, brown, blue and pearl, the binding being either self-colored or harmonizing with the other.

A MARKING BRUSH. A new brush has been made for marking boxes, packages, etc., which works on the same principle as the fountain pen. The handle is hollow and contains the paint, and this flows out into the brush, keeping it ready for use all the time. It has already been favorably received by shippers, merchants, freight agents, etc.

NEW STICK. A novel swagger stick is shown which combines a pen and pencil along with the stick. It is

in three pieces, each screwing into the other, and when put together is 26 in. long. It has nickel ferules and is finished in malacca. The retail price is 25c. Copp, Clark Co. will supply the trade.

PATENT ENVELOPES.

A new envelope is in use by some American business firms which is intended to make the opening of it easier. A thin wire runs through it at the bottom, the ends protruding and bent up so as to avoid any danger of scratching the fingers. Printed on the envelope just above where the wire runs through is the direction, "Pull either wire." By this means the envelope may be cut open with ease and celerity.

STATIONERY ITEMS.

David's inks and pastes have been long well known to the stationery trade as standard manufactures, and their new agents, Brown Bros., are having great success with them. The electro chemical ink for ledger or letter writing is a clean, limpid fluid, which, when dry, turns to a permanent black. David's white paste, for mounting photographs or for household use, is a superior article which leaves no stain on anything to which it is ap-



plied. In typewriting papers, bond, linen-cream wove and tinted are all moving well. Other typewriters' supplies include ribbons, which will fit almost any machine, and covers for manuscripts. Fancy crepe tissues for lamp shades, fancy ball dresses, window shades, etc., are going in immense quantities.

THE DECORATION SEASON.

The well-known pocket and office diaries of Copp, Clark Co. are now out again, enlarged and improved. The special edition of the lawyers' diary has been made suitable to bankers and insurance men also, and the amount of valuable and ready information contained has been much increased. Those who have not received price lists of these should send for them. A clock paper weight shown, made in copper and gun metal, should be an acceptable novelty for an office desk. Decorative crepe paper is good property now. The garlands, which can be folded up easily into a very small space, take particularly well. A novel use for the ordinary roll crepe paper has been found by a number of young ladies at Summer places, by plaiting three strips of it into a hat. This fad is a growing one and may greatly increase the sale of these papers. The hats can be made by almost anyone. "Patriotic" horns in cardboard, red, white and blue, sell well, and will go better later on.

NEW PAPERIES.

New paperies include the "Imperial," white, ruled stationery, a 10c. line, at 84c. per dozen, and the "Veldt," a 25c. line, plain, cream notepaper, at \$1.80 per dozen. In silk fibre papers, which are now going well, the colors are white, azure, London fog, Glenmore blue, cornet purple and rose. These are of the "Emperor" shape, and are a 50c. line. They are nicely done up and boxed. A new 5c. pad is the "Starlight," with a pretty design in tints and gold appropriate to name. Copp, Clark Co. are supplying the above novelties.

THE SCHOOL TRADE.

School supplies are now being placed in stock, and wholesalers report an excellent trade in this line. Bags and lunch boxes are going well, say Copp, Clark Co., and their special shape, "Quebec," is a leader. Waterproof bags are a selling line too. A varied assortment of fancy penholders to retail at one cent apiece includes, No. 81 3, at 75c. per gross; 83-3, at 90c. per gross; 80 3, a fancy painted line with celluloid tips, and another line with bone handle, fancy tips and nibs,

with views in the end, suitable for souvenir trade. All these are highly colored and nicely gotten up.

NEW INK PAD. A new ink pad is called the "Perpetual," because it can always be kept moist and is good until the cloth itself wears out. An ink reservoir, with slide cover, occupies one end, and this is connected with a basin underneath the pad. The ink is taken up from this basin into the cloth so that it is distributed evenly over the whole. The pad is better finished than the ordinary kind, and the price comes slightly higher.

NEW LINES IN FANCY GOODS. Nerlich & Co.'s Fall and holiday catalogue is now in hand, and will be ready for mailing about August 1. It is to contain a very large line of fancy goods, dolls, toys and novelties for the Christmas season, and dealers who do not usually receive a copy should write for it, as it gives a lot of information about the class of goods represented.

The wholesale fancy goods houses are very busy receiving Christmas stocks, and are preparing for a very large business this season. Nerlich & Co. tell us that their advance orders this season were much larger than last year, and report a general tendency of dealers to purchase a better class of goods. This is a very desirable feature, as the big-selling lines the last few seasons have depreciated into rather a trashy class of goods, and, now that the buying public are in a better state of prosperity and can afford to pay for better-quality goods, dealers, in their own interest, should not attempt to cater for trade with articles that have been stunted in quality to make attractive prices.

A day or two ago, the writer paid an interesting visit to the travellers' sample department in Nerlich & Co.'s warehouse. Their eight travelling men, with a large staff of assistants, are busy preparing road samples, and the men will be on their respective trips in a few days. They will show a larger range than usual of all Christmas goods. Photograph albums, photograph frames, dressing cases, toilet sets and toilet novelties are prominent in the fancy goods section. In toys, a great many new lines are to be seen, amongst which are some decided novelties, both in American and European manufactures.

DECORATIONS AND OTHER THINGS. When the Royal visitors reach Canada, in August or September, the craze for decoration and celebration will seize people who are not thinking about it at all now. The trade should be well supplied with all the necessary material, and push it, of

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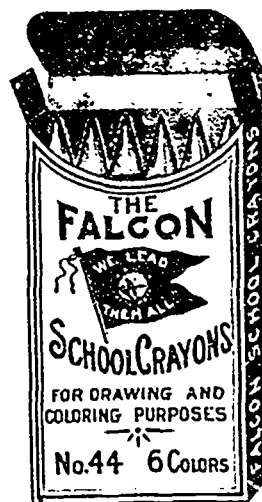


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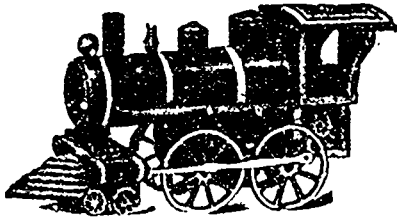
New York Salesroom, 381-383 Broadway, F. O. THORN, Manager.

509-517 Eastern Ave., Lynn, Mass., U.S.A.

FANCY GOODS AND STATIONERY—Cont'd.
course. In walking through the fine warehouse of Nerlich & Co., I noticed lines of patriotic jewellery, flags, paper lanterns, etc., all very suitable for the purpose. In the same place were seen a big line of dolls, every variety; a line of masks, which will soon be in demand, and toy books, a large line, got out by a leading English and two American publishers. The range of china-ware shown in this warehouse is magnificent. It would take many pages to give even an outline of it.

Two new toys which will captivate children are shown in the accompanying illustrations. Nerlich & Co. have them. The principle is that, by a judicious use of ball bearings, you can get almost perpetual motion.

No. 1. The 1901 Hill Climber has 18 ball bearings, nine on each side of the power-shaft. The frame part is made of



No. 1.—The Hill Climber.

sheet steel. The shaft of the power-wheel is now stationary, and cannot become loose or clogged with the wheels. In using ball bearings, the toy is built upon the same plan as a bicycle; it doubly increases the power, and, at the same time, makes the toy last for years; the slightest push starts it off; by pressing down on the toy and giving it four or five hard pushes, sufficient momentum will be given to the power to travel several hundred feet, and the rougher a child handles it, and the harder they bear down upon it, only adds to its momentum and enables the drive-wheel to carry the toy that much farther



No. 2.—The Passenger Coach.

and faster. The Hill Climber is practically non-breakable, being made out of the best selected wood and steel. It climbs up-hill, over rugs, over carpets, over small obstructions, on the sidewalk, on the street, and even ploughs its way through gravel. It is as much an indoor toy as an outdoor one, and furnishes unlimited amusement to all

ages of children, be they girls or boys. The Hill-Climbing Engine has coupling attachments, so that a child may couple on other cars. The size of the Hill Climber is 14 in. long, 7 in. high and 4½ in. wide.

The Observation or Passenger Coach (No. 2) has eight passengers in the car. These forms are cut out of the sides of the car, so that a child will not break or lose them. The size of the car is 15 in. long, 7 in. high and 4½ in. wide, painted in bright colors and hand-striped, pronounced by all experts the handsomest and largest toy ever made for the money. It is made out of the best selected wood, steel and sheet tin. It has the same power as the engine, can be coupled to the engine or will run of itself, generating its power in the same manner as the engine.

Fred. & E. W. Kell announce to the trade the arrival of a beautiful assortment of Christmas goods. They think Exhibition time is the right time to buy your Fall assortment, when all the stocks in the city are complete and at their best. Their entire stock will be found very new and much grander than before. All the newest lines of china and glass ornaments are among their stock. Dolls will be found at the old prices, although they have been again advancing in price. They also offer to the trade the very best made and have stitched footballs at \$18 per dozen net. This is the best ball money can buy. They would like to send you a sample. If not the best made it can be returned free of all charges. It will pay you well to come to the city and examine their stock of novelties. Bargains can always be picked up in the city in all lines of your business.

A NEW USE FOR CREPE TISSUE.

The Summer girl with an ingenious turn of mind comes to the fore again with a new use for crepe tissue. This time her inventive power has struck an idea, useful and novel, and complexion saving, this a most valuable point in her estimation. The new idea is ahead or on top of all previous ones, or, rather, it finds a place there, for it is no less than that she has taken to make herself a hat, and the material used is simply paper, crepe paper, the Bainbridge American brand having her preference, probably on account of its greater elasticity and greater variety of art shades than other makes. Crowned by this latest sunshine of her own creation, for she makes her own hat to suit her own particular style of beauty, she looks more charming than ever. The hats are made in various styles most becoming to the wearer, and are very simply constructed and easy to make. The rolls

of tissue are cut into narrow strips out of which a three-strand plait is made and, as the ends become short another piece is glued on and a continuous plait made. This plait is then wound into any desired shape and sewn together, a rosette, or bow, or band, of the tissue being used for decoration. Two colors of contrasting and harmonious shades are generally used, according to the taste of the wearer. The floral or fancy patterned tissue is also used, and makes up nicely. For Summer hats they are all that could be desired, and they promise to be all the rage at Summer resorts.

Crepe tissue has been put to many uses both ornamental and decorative. For the making of lamp shades it is particularly adapted, the cosy and warm effect given to a room by means of a lamp shade of crepe paper is immense, the light is softened and the rays spread a charm. Unsightly cheap flower pots are transformed by means of crepe tissue. For the display of goods to the best advantage it is the cheapest and most effective material that can be used, the large range of shades enabling the decorator to choose the most becoming and attractive color to suit the goods or articles to be displayed. Tables may be covered by picnic parties at a cost not worth considering, and the saving of household linen, no carrying back the soiled cloth. It also makes excellent table napkins. The black is very useful for funeral decorations; at the death of the late Queen Victoria it was very largely used. Dresses have been made of crepe tissue, and at a recent Dominion-Day celebration a fancy Maypole dance took place, the decoration of the pole and the dresses of the dancers being of that material.

FANCY PLAYING CARDS.

Warwick Bros. & Rutter have just opened a shipment of Goodall's "Jubilee" playing cards, having had a special edition printed for the Canadian market. The greater part of the edition has already been disposed of, and dealers desirous of securing a supply of this card should forward their orders early as the cards have been out of print for some time in England. A number of new fancy designs for souvenir trade have also been imported by this house, and are meeting with a ready sale wherever shown. The most elegant series of the line is the "National" consisting of three patriotic designs—showing the coat of arms and national flags of England, Ireland and Scotland. Other new and fancy designs are shown, and a special feature, which should not be overlooked, is that the famous Historic card with the Royal cards showing the court costumes of the English

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FANCY GOODS AND STATIONERY—Continued
Royal Families, may now be sold at retail for 50c. At this price the sales of this beautiful novelty in playing cards should be exceptional.

NEW SOUVENIR POST CARDS. A new series of patriotic post cards has just been issued by Raphael Tuck & Sons, which are perhaps the most beautiful examples of these goods ever issued. The numbers most interesting are those showing pictures of the Royal Family of England. The cards are put up six in an envelope and retail at popular prices. No. 248 contains six cards with photos of King Edward and Queen Alexandra beautifully reproduced and surmounted with the floral emblem and crown embossed in bright colors. No. 243 contains designs showing the Duke and Duchess of Cornwall and York with the Union Jack and Royal Standard draped and embossed in colors. The Khaki and Queen numbers are also shown and the trade should write for samples to Warwick Bros. & Rutter who are sole agents for Raphael Tuck & Sons for Canada.

FANCY STATIONERY. Warwick Bros. & Rutter invite the attention of the trade to the largest and most varied assortment of staple and fancy papers, boxed in dainty and attractive boxes, they have ever submitted to the Canadian trade.

The demand for fancy boxed stationery has steadily increased the past few years until this class of goods has become one of the leading lines with the retail dealer, and, in order to meet and satisfy this demand, Warwick Bros. & Rutter have this year gathered together a collection of papeteries from which the retailer may select his stock no matter what his requirements nor how fastidious the taste of his customers.

A number of the lines are particularly worthy of special reference, and among these were noticed: "The Violets"—a beautiful lift-off box, with a floral design of wood violets on a green background; the paper contained in the box stands upright, with the envelopes divided on either side. This style of box has become a standard line, and is shown in a variety of styles, among which are the "Dorothy," "Oriental," "Tulips," "Canadian," "Torreador," and "Pierrot." The "Pierrot" and "Canadian" contain paper and envelopes of the small Albert size for invitation or juvenile use. That in the "Torreador" is the small square shape, known as the Boudoir size. The lines "Tulips," "Violets" and "Dorothy" contain the standard octavo size, while the

"Oriental" is fitted with the large square paper and oblong wallet envelopes. This line promises to be among the leaders for the coming season. All of the above styles may be had with cream stock or with assorted tints, and either ruled or plain. One of the most attractive numbers in the entire series is "The Belgravia." This box is also of a floral design, with the paper inserted in a receptacle attached to the lid, which swings on a hinge showing the paper standing upright and the envelopes prettily tied with ribbons in two rows in the box proper. The "Blue Bell," as the name implies, is another of the floral patterns and contains the popular square size of paper and may be had with cream or grey contents. The grey tint is shown in the antique finish now so much in demand. The "Regal" series is again to the fore, being shown in four sizes, Albert, Boudoir, Octavo and Regent, and contains white antique stock with wallet-shaped envelopes. The "De Luxe" series is similar to the "Regal" in size, the contents being of a delicate azure tint.

Old favorites, such as "Flaxman" and "Chippendale," have not been overlooked and will still be found among the leaders.

These lines all retail at 25c. A cheaper series consisting of four styles is made of the "Cycle," "Royal Mail," "Aquarian" and "Birds and Cherries." These lines are special values to retail at 15c., and may be had with either cream or printed stock.

In the higher-class goods a number of beautiful styles are to be seen, specially noticeable being the "Papier Ophelie," "La Fleur Moderne," "The Lohengrin"

and "Renaissance Stationery." These lines all contain the popular square size known as the Empress or Regent, of the highest grades of fine stationery. The entire series is being shown by the travellers of Warwick Bros. & Rutter throughout Canada, and may be had for immediate or Fall shipment.

ALUMINUM NOTEPAPER.

In these days paper is used in the manufacture of various things to an extent undreamt of by the grandfathers of the present generation. Articles, useful and ornamental many of them in daily use, are manufactured in such number and variety that it would seem difficult to say what cannot be made with paper. Houses have been built with it, basins and jugs have been talked of in connection with the manufacture of heavy ordnance.

There is an amusing rumor afloat to the effect that paper has had its day, and that its successor is to be aluminum, which some people claim, can be rolled to a thickness not exceeding one two-hundred-and-fiftieth part of an inch. Thus, it is urged, the printer will be enabled to use it instead of paper. Aluminum, if reduced to the thickness of ordinary paper would be lighter, and would be invaluable for the purpose of keeping of records, in addition to which it could be easily disinfected if necessary.

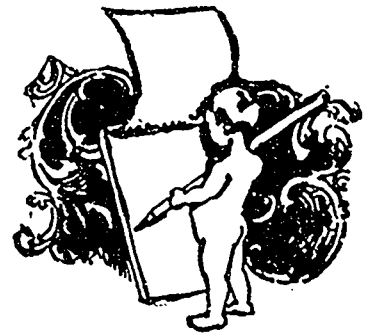
In order to obtain expert opinion on the subject a Daily Chronicle representative called at the offices of the British Aluminum Company. The commercial manager stated in reply to his questions:—

"If aluminum is rolled to the thickness of ordinary paper it is impossible to obtain a greater width than two inches, owing to the brittle nature of the metal. This would be useless for newspapers. It would, perhaps, be possible to put into the same purpose as notepaper; but, as it would cost from about twenty to thirty times as much as paper of the very best quality, it would not meet with much approval or support."

Booksellers and Stationers

cannot afford to pass us on these lines, as we are showing better values than ever—greater values than any other house in the trade:

Social Note Papers.	Bill Heads.	Mailing Envelopes.
Wedding Stationery.	Business Envelopes.	Writing Tablets.
Commercial Stationery.	Document Envelopes.	Pads.
Flat Papers.	Pay Envelopes.	Papeteries.
	Paper Boxes, etc.	



The Barber & Ellis Co., Limited, Toronto

POINTERS FOR PROGRESSIVE DEALERS

WHOLESALERS are paying particular attention to their lines of school scribblers and exercise books this year, and the result is the most attractive assortment that has yet been put on the market. They say that the demand for patriotic designs in these goods is still strong and, no doubt, the visit of the Duke and Duchess of Cornwall and York will give an impetus to the sale of all such goods, particularly those in which their Royal Highnesses figure. But the demand for patriotic designs is a pretty old one now, and dealers would do well to include in their stock some of the new and unique designs which are being shown by most of the houses. Many of these are striking and well colored, and will make excellent displays.

Stationers who are trying to work up a tourist trade might find it to their advantage to place in stock some of the lines on which the railroad booksellers do well. For on many lines their trade is almost altogether with English and American tourists. The English tourists are great buyers of Indian novelties in the shape of souvenirs, ornaments, etc. Beaded moccasins, slippers, miniature canoes, snowshoes, etc. Indian pipes, souvenir paddles, and such things, are bought in large quantities by the tourists from the Old Country, and there is no difficulty in getting a good price on them. With the American tourists these goods are hardly sold at all. One class of goods that the two buy in common is Canadian souvenirs. Spoons with maple leaf handles, hat pins, brooches, belts with some Canadian buckles, and other things of the kind, all go well, better, probably, to the Americans than to the English, "for the Americans," to quote a dealer, "are great buyers of trinkets." There is a wide choice in these goods to be had. Lately, maple leaf designs, well colored, have been put up in every shape imaginable, and they have a good appearance. As to books, there is little difference, but in the way of magazines, the English tourist buys English magazines, while the American buys all kinds, and gives a preference to Canadian magazines while he is travelling through Canada. Although it might be considered hardly a legitimate line for stationers, the railroad newsagent carries a stock of pipes and tobacco. On the pipes he does well with the English trade, who are often surprised at the cheapness of them, compared to those in their own country. The Americans, on the other hand, think them too dear, but their trade is mostly on

cigars, so there is little lost. Stationers in certain localities, near trains or boats, might, perhaps, do well on these goods.

Dealers in the cities are doing well on some reproductions of drawings in color of old English hunting scenes, golfing, canoeing, etc., and, indeed, many of these are really artistic productions. They can be displayed effectively at all times and make an otherwise indifferent window trim look bright and catchy. Stationers who are not handling them may do so profitably.

The country trade in stationery doubtless runs on a cheaper line than in the city, but that is not a good reason for the practice of many country stationers of showing to the public nothing but the cheapest and plainest class of goods. If there is any desire to get customers to use better stationery, and to work up a trade in the fine or fancy makes, the way to do it is to keep such goods before them continually, instead of the commoner lines. Cheap stationery is seldom put up in a way to catch the eye of the customer, while the better class goods are nearly always done up and boxed tastefully, and in a manner that will allow them to make an attractive display. Educating customers along this line should materially increase the dealer's sales in the best class of goods.

Canadian cheap editions of the selling novels of the day are being advertised by some city booksellers by large printed cards in the windows, reading:

"Ask for Canadian cheap editions of the popular novels. We sell them at less than one half the American price."

This method of advertising should be particularly fruitful this year when so many American as well as Canadian tourists are visiting the different points in Canada. The American editions of these novels are not published in cheap, paper-covered form, about \$1.50 being the lowest for which they can be bought there, so that there should be a good demand for these cheap Canadian editions. C.G.H.

SUMMER CATALOGUE.

"Pages of Pleasure" is the title given to The Copp, Clark Co.'s book catalogue for the Summer season. A very attractive and readable booklet it is; apt to stimulate interest in current books; and, what is probably of greater moment to the bookseller, pretty certain to induce buying. In typographical arrangement, size and embellishment the catalogue is as taking a piece of work as has lately appeared. The trade should have a number ready to hand to inquiring customers across the counter.

Leather Goods.

This is a special and Greatly Developed Department of our business.

We manufacture and have now in stock a very superior line of

PURSES, WALLETS, LETTER and CARD CASES, PORTFOLIOS, MUSIC ROLLS, PHOTOGRAPH CASES, DRESSING CASES, LADIES' WRIST BAGS, Etc.

Our New Line of

Chatelaine Bags



Now a necessity to every lady surpassing anything hitherto made. We have them in all the

NEW MAKES and STYLES of LEATHER.

SEAL, RUSSIA SEAL, MOROCCO, WALRUS, HIPPO., RHINO., Etc.

With the newest and finest of frames.

Surprisingly low prices considering the superiority of make.

THE BROWN BROS., Limited

MANUFACTURERS OF

FINE LEATHER GOODS, ACCOUNT BOOKS, STATIONERY.

51-53 Wellington Street West, TORONTO.

WALL PAPER AND DECORATIONS.

FEW people, even among the wall paper trade, have any idea of the immense amount of labor, forethought, judgment and capital involved in this undertaking, especially when such a concern as that of The Watson, Foster Co., Limited, is in question. As the matter is one of general interest, we give an outline of the remarks upon the subject by one of the company's staff, and facts concerning their range for the coming season now on the road.

It appears to be no small proposition to start the manufacture of wall paper, especially in a country like ours, with its limited population, as four or five times the number of patterns is required compared to a field like the United States, where a manufacturer can obtain a much larger run on a design, and secure employment of his machines on comparatively few patterns. The advantage to the home buyer of such a line as The Watson, Foster Co. offer this season, comprising over 110 original patterns, in nearly 2,000 colorings, is obvious, as he finds everything he requires in one house, thus securing quantity discounts and other recognized advantages.

The selection of designs and cutting of blocks begins a year before the samples are ready for inspection, and two years before the goods are delivered and paid for, involving the use of large capital. But the variety of patterns shown by this company necessitates this early start, and block cutters in Canada, New York, Scotland, etc., are employed to produce the rollers in time for sampling, which occupies three months. The designs themselves are selected from, or ideas carried out by, professional designers, as a rule, but many of the most successful patterns of last season were adapted from such sources as the Lyons Pattern Syndicate of Silks and Cretonnes, which show the latest ideas in decorative textures, and in wall papers reproduce most charming and artistic effects. Years ago it was customary to buy some of the previous season's

patterns from American manufacturers, but that custom is practically reversed. The Watson Foster Co. preferring exclusive designs to any used by other factories.

For the coming season the company will offer many decidedly original ideas, among them a most effective ingrain frieze representing the British coat-of-arms, which is the perfection of detail and correct coloring, to which special reference is made by them below, and to which we refer every dealer, especially in view of the coming visit of the Duke of York, during which decorations of this character will find active demand.

The company's general line for 1901-2 will contain many novelties, all within the reach of the average dealer, who, of late, has found it profitable to stock a few advanced and progressive effects; he finds that people are able to appreciate and willing to pay for good things. Half the houses in the country to-day are turning out washed-out, meaningless colorings, and there exists a wide field for the introduction of new and stronger ideas in decoration.

With a view of demonstrating this, The Watson, Foster Co. propose illustrating in miniature some of these effects, for use by their customers when offering these patterns for sale. The idea is certain to influence largely the demand for these designs. Ingrains will be stronger than ever. Thirteen new friezes will appear with new shades, added to the twenty-five shown last season. A small book of shades will be mailed at once upon request.

Travellers are now on the road and dealers are asked to place their orders early, thus securing complete and early delivery, thereby being in a position to encourage their customers to decorate in the Fall, which a great many are now doing.

Late buying means a much reduced pattern range, and often unsatisfactory delivery, as many dealers know from experience last year.

Finally, strong in the conviction that they are offering the best line in the market, they confidently await the confirmation of the trade.

A BEAUTIFUL CANADIAN PRODUCTION.

The Watson, Foster Co., Limited, call special attention to this exceptionally beautiful production. In view of the approaching visit of Royalty in September, and the certainty of a generous use of national insignia at that time, the company are arranging to fill all early orders for this decoration in time for its employment at that date.

The idea itself is unique and timely, but the execution, in drawing, cutting, coloring and printing, together with the general effect of this frieze, challenges criticism, and the company are rather proud of their ability to produce it as described.

This is a pattern which can never change, and may be safely stocked with numerous objects in view, but an immediate purpose will suggest itself to every wide-awake dealer, in the universal celebration of the Duke of York's visit, to which we have referred.

A large demand is anticipated, but supply for such early delivery must be limited to those who order it at an early date.

THE RETAIL WALL PAPER TRADE.

Editor "Bookseller and Stationer": I have been much interested in the many able articles lately appearing in your excellent magazine re the school book question, and while fully recognizing the dangers which threaten us as a body of business men if this portion of our trade is taken from us by Government interference without any compensation, I see other dangers and grievances that can be remedied by a little co-operation and union which, unfortunately, is sadly lacking among us as a class. Few recognize that our existence as a separate branch of business depends upon our vigilance in defending our rights now and so far as we can safeguard the future that our means of living may not be taken from us.

Among the evils, one of the greatest we have to contend with, is the unscrupulous competition of the department stores in the wall paper department of our business aided and abetted by the manufacturers who are mainly responsible for this state of affairs, the manufacturers using these stores as dumping grounds for their surplus stock at the end of the season at job prices, while they refuse to supply the general trade on the same terms. In stating these facts I am not giving expression to or airing an



NATIONAL (12 color) FRIEZE, matching 27 INGRAIN Shades.

WATSON FOSTER CO.



MONTREAL

WALL PAPERS

PAST EXPERIENCE

IN SUCCESSFULLY MEETING THE WANTS OF THE TRADE.

PRESENT EQUIPMENT

AND ORGANIZATION, AND THE MOST EFFECTIVE AND COMPREHENSIVE LINE OF WALL PAPERS AND INGRAIN FRIEZES YET PRODUCED.

—THIS IS OUR CLAIM TO—

FUTURE SUCCESS

DURING THE COMING SEASON OF 1901-1902.

OUR NEW BOOKS ARE READY, AND CONTAIN SUCH A VARIETY OF DESIGN AND COLOR EFFECT IN ALL STANDARD GRADLS, **VARNISHED GILTS, SILKS, TAPESTRIES, AND INGRAINS,** THAT THE FULL REQUIREMENTS OF THE LARGEST DEALER SHOULD BE AMPLY SATISFIED, AND INCREASED BUSINESS RESULT.

JULY

WALL PAPER AND DECORATIONS—Cont'd.

imaginary grievances, as many times when visiting the city I have seen department store windows with an exhibit of wall papers from our Canadian factories priced at 1c., 1-2c. and 2c. less than I have paid for the same papers.

Unfortunately samples of these cut-price papers are sent broadcast over the country, and those who receive them in many cases compare them with the same goods in their own town-stores for which they have been asked regular retail prices, and get the impression that they have been robbed and that the average bookseller is little better than a thief for asking such prices.

That this is an injustice the factories will all have to admit, knowing as they do that not one of them would live for six months if deprived of the profit coming from the business they do with the general retail trade.

I would like to hear what the members of the trade would suggest as remedies for these evils.

WESTERN BOOKSELLER.

June 7, 1901.

This letter contains a grave charge, contained in the words "the manufacturers using these stores as dumping grounds for their surplus stock at the end of the season at job prices, while they refuse to supply the general trade on the same terms." The complaint, then, is really about the department stores cutting prices at the end of the season. Does our correspondent not do the same thing? If he does not then he is an exception in the trade, for all dealers in wall paper know that few patterns run successfully through two seasons and that it pays them better to clear out at less than cost rather than carry the stocks over. The department stores do this as well as the ordinary retailers, and the manufacturers of wall paper have no more power to deter the former than the latter. This clearance sale policy is a grievance, yet it is not without its good features. At any rate it will continue as long as business.

But our correspondent may also have seen some job lots that came from the manufacturers. We are informed that in the factory stockrooms there are left over stocks just as there are in the retail store, and similarly we would argue that the manufacturer would be foolish if he did not try to get his own out of them. They are sold, we believe, at a discount of about 25 to 25 per cent and can be procured by any dealer. Of course, the department stores often times take them because they have a larger output; they can take a large job lot and pay cash. But the reduction does not amount to 3c. It is nearer 1c. to 2c. a roll.

Although the letter does not say so explicitly, it might be taken to imply that the wall paper manufacturers grant preferences to department stores. This is contrary to facts, for the three Canadian factories have banded themselves together to prevent such a happening and only one price is in use.

The retailer finds himself protected while the season is at its height, while at the lag end, as in every business, the market is not satisfactory. The man that invents a cure will be a genius. Editor.

STAUNTONS LIMITED—NEW SAMPLES NOW READY.

A look through the new Staunton samples for 1902 will repay anyone interested in wall paper. No one is likely to be

afflicted with "that tired feeling" when examining this collection; the designs are so graceful and the colorings and new ideas so refreshing that one actually regrets when the last book from the two big trunks is finished with. The samples will appeal to the commercial instinct of the dealer and also to the sense of the artistic and the beautiful in those whose homes are to be decorated.

On being asked the principal characteristic of the new season's samples, the representative of Stauntons Limited, replied that the line was a distinctly popular one in every respect, and that even in their novelties special care had been taken not to reach too far ahead of the times, for, no matter how much a paper may be admired, if it is too extreme in design or coloring, it does not meet with a ready sale.

It is not practicable for us to give a detailed description of the Messrs. Stauntons' extensive line of wall papers, which cover a very wide range, but we may say in a word that all the present popular styles are represented, and the charming color schemes shown in all their patterns, bear evidence of good taste and practical knowledge of color harmony. The firm, show, in addition to many other styles, some handsome Oriental and heraldic designs—Louis XIV., XV., XVI., and Empire patterns—tapestries, burbaps, denims and other textile effects—English and French florals, chintzes and cretonnes—Floral, ornamental and plain stripes, and many attractive novelties in self-tone colorings in small detached figures, etc.

The silk papers are really beautiful creations; several books of these goods are shown, and for parlor and boudoir decoration these papers cannot be surpassed. Two patterns among these especially noteworthy are the "Rowley," a large climbing rose in beautiful colorings, and the "Harrington," a stripe and festoon design in two colors with a large floral frieze decidedly English in its conception.

The ingrain combinations form a very attractive portion of the company's offering and will command a ready sale.

In the lower-priced papers, every possible want appears to have been provided for, and in variety of design and coloring the collection is larger and better than ever.

Prices have been carefully considered and closer quotations on many lines will delight the dealer who buys from this house. In some lines of goods and in borders the reduction in price is very considerable.

The company's salesmen are now on the road in every Province and already most satisfactory orders are coming in.

HANGING STIFF WALL COVERINGS.

Many decorators have experienced more or less difficulty in securing a satisfactory result in hanging Lincrusta Walton and Japanese leather.

An excellent composition for affixing is made by mixing raw linseed oil and plaster of Paris, in proportions of a pint to four pounds. This should be rubbed thoroughly through a sieve. Then one pound of white glue, previously boiled in a gallon and a half of water, should be poured in, stirring occasionally while cooling, to insure thorough mixing.

If Lincrusta is to be hung in cold weather it should be placed in a warm room until the chill is removed. The edges should be trimmed with a sharp leather cutter's knife and a steel straight edge.

After applying the composition above

mentioned, the Lincrusta should immediately be placed on the wall. Great care should be taken to join the edges close together, rubbing them with a good stiff short-haired brush, or a soft rubber roller.

As a substitute for the composition stated, a mixture consisting of two-thirds ordinary flour paste and one-third of glue, is sometimes employed. Japanese leathers are hung with either of these pastes, but it is necessary that it should be as thick as possible. Some decorators who have had little experience in this work, soak the material too long, in consideration of the thickness of the substance as compared with common wall paper. This is a serious mistake, and much bad work has resulted from just this error.—Upholstering Trade Review.

NOTES OF CANADIAN TRADE

M. E. O'Gorman, of Pembroke, Ont., was in Toronto for a few days last week, buying books and school supplies for September school-opening. Mr. O'Gorman reports trade good in his town.

Henry Short & Sons, dealers in sporting goods, Victoria, B.C., have dissolved.

Hughes & Co., dealers in wall paper, etc., Toronto, are offering to compromise.

The stock of C. F. Dawson, a Montreal stationer, was damaged by water; insured.

Peter Murphy, jr., has registered as P. Murphy, jr. & Co., booksellers, etc., Montreal.

Mrs. M. T. Taylor, bookseller and stationer, Bridgewater, N.S., has sold out and given up business.

Joseph Eveleigh has registered as R. N. Scott & Co., wholesale fancy goods dealers and jewellers, Montreal.

The stock of Linton Bros., stationers, etc., Rossland, B.C., was damaged by water to the extent of about \$500.

J. A. Langlois & Fils, booksellers, etc., Quebec, have dissolved, and the firm have been registered under the same style.

The stock of the estate of E. N. Hunt, dealer in wall paper, pictures, etc., London, Ont., has been sold to Geo. C. Jolly.

W. J. F. Mallagh has purchased the book and stationery business of G. B. Salmond, of Brantford, Ont., and is carrying on the same at the old stand.

The wholesale business of MacDougall, MacKeen & Co., wholesale and retail stationers, Halifax, has been transferred to The MacDougall Co., Limited, and the retail business to G. K. MacKeen.

Through the dissolution of the firm of Cochrane & Plaunt, druggists and stationers, Renfrew, Ont., loses one of its enterprising men in the senior partner of the firm, Mr. Wm. Cochrane. For the past year Mr. Cochrane has been a member of the town council. During the five or six years of the firm's existence they have won many friends, and under the new management of Mr. Plaunt confidence is felt that the same success will follow the establishment.

St. Thomas public library will be kept open for three months during the following hours: 9.30 a.m. to 12 noon, 2 p.m. to 5 p.m.

STAUNTON Wall Papers

1902

Our Travellers

Are all away making a "bee" line for you with the best line of samples they've ever carried.

Best in variety—best in quality—best in colour effects—best in designs.

The line will sell at sight on its merits—with reduced prices on many of the leaders to make it more interesting to you.

Hold your orders!

Wait for the "Staunton" man.



*To Mr. J. Ryan, 11-7-01 see
copy - table 5-4*

STAUNTONS Limited
Formerly H. Staunton & Co
Wall Paper Manufacturers **Toronto**

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

DELIABALE.

1. "Eben Holden," by I. Bacheller. Briggs.
2. "The Crisis," by W. Churchill. Copp.
3. "Visits of Elizabeth," by E. Glyn. Morang.
4. "Good Red Earth," by E. Phillpotts. Gage.
5. "Helmet of Navarre," by B. Runkle. Copp.

CHARLOTTETOWN.

1. "The Crisis," by W. Churchill. Copp.
2. "God's Puppets," by I. Clark. Gage.
3. "Babs the Impossible," by S. Grand. Briggs.
4. "Jocelyn Cheshire," by S. B. Kennedy. Gage.
5. "My Indian Queen," by G. Boothby. Ward, Lock.
6. "Helmet of Navarre," by B. Runkle. Copp.

FREDERICTON.

1. "Helmet of Navarre," by B. Runkle. Copp.
2. "Penlope's Irish Experiences," by K. D. Wiggan. Houghton, Mifflin.
3. "The Crisis," by W. Churchill. Copp.
4. "Alice of Old Vincennes," by M. Thompson. Briggs.
5. "Eben Holden," by I. Bacheller. Briggs.
6. "Visits of Elizabeth," by E. Glyn. Morang.

GUELPH.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "God's Puppets," by I. Clark. Gage.
4. "Sinus," by E. T. Fowler. Gage.
5. "Visits of Elizabeth," by E. Glyn. Morang.
6. "Jocelyn Cheshire," by S. B. Kennedy. Gage.

HALIFAX.

1. "Cardinal's Snuff Box," by H. Harland. McLeod.
2. "Babs the Impossible," by S. Grand. Briggs.
3. "The Crisis," by W. Churchill. Copp.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Mistress Nell," by G. C. Hazelton. Copp.
6. "Eben Holden," by I. Bacheller. Briggs.

HAMILTON.

1. "God's Puppets," by I. Clark. Gage.
2. "Observations of Henry," by J. K. Jerome. Copp.
3. "Eben Holden," by I. Bacheller. Briggs.
4. "Eleanor," by Mrs. Ward. Briggs.
5. "Lest We Forget," by J. Hocking. Briggs.
6. "Visits of Elizabeth," by E. Glyn. Morang.

KINGSTON.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.
4. "God's Puppets," by I. Clark. Gage.
5. "Mistress Nell," by G. C. Hazelton. Copp.
6. "Visits of Elizabeth," by E. Glyn. Morang.

MONTRÉAL.

1. "The Crisis," by W. Churchill. Copp.
2. "Helmet of Navarre," by B. Runkle. Copp.
3. "Jocelyn Cheshire," by S. B. Kennedy. Gage.
4. "Lords of the North," by A. C. Laut. Briggs.
5. "Graustark," by G. B. McCutcheon. McLeod.
6. "Babs the Impossible," by S. Grand. Briggs.

MONCTON.

1. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.

2. "Helmet of Navarre," by B. Runkle. Copp.
3. "The Crisis," by W. Churchill. Copp.
4. "The Eternal Quest," by J. A. Stewart. Briggs.
5. "Babs the Impossible," by S. Grand. Briggs.
6. "God's Puppets," by I. Clark. Gage.

OTTAWA.

1. "The Crisis," by W. Churchill. Copp.
2. "Lords of the North," by A. C. Laut. Briggs.
3. "God's Puppets," by I. Clark. Gage.
4. "Helmet of Navarre," by B. Runkle. Copp.
5. "Ralph Marlowe," by J. B. Naylor. Montreal News Co.
6. "Pro Patria," by M. Pemberton. Copp.

PETERBORO'.

1. "Lest We Forget," by J. Hocking. Briggs.
2. "Eben Holden," by I. Bacheller. Briggs.
3. "The Crisis," by W. Churchill. Copp.
4. "Jocelyn Cheshire," by S. B. Kennedy. Gage.
5. "Helmet of Navarre," by B. Runkle. Copp.
6. "Her Mountain Lover," by H. Garland. Copp.

STRATFORD.

1. "The Octopus," by F. Norris. Morang.
2. "The Crisis," by W. Churchill. Copp.
3. "God's Puppets," by I. Clark. Gage.
4. "Every Inch a King," by J. C. Sawyer. Morang.
5. "Five Years of My Life," by Dreyfus. Morang.
6. "Alice of Old Vincennes," by M. Thompson. Briggs.

ST. JOHN.

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