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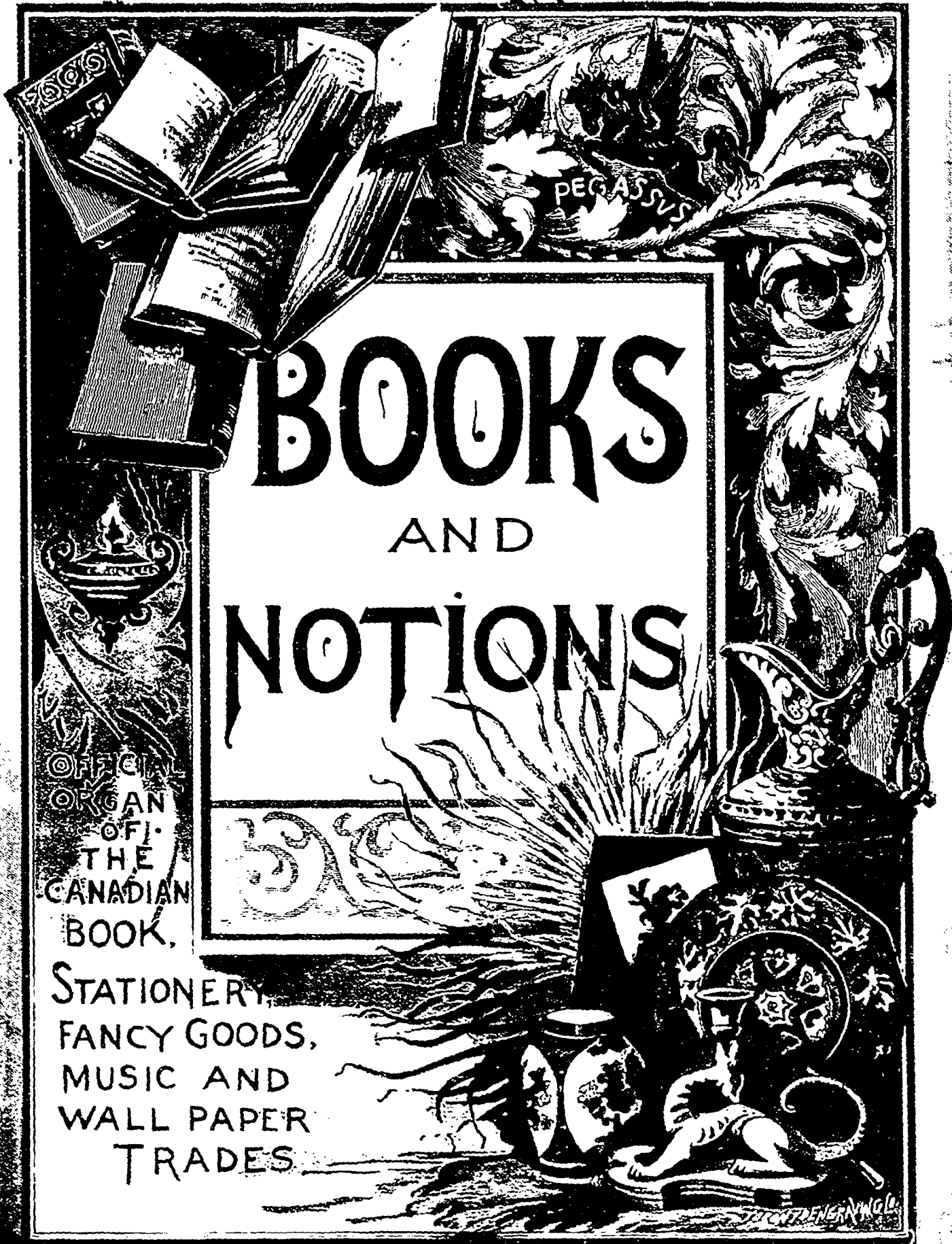
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Vol. VIII

TORONTO, MAY, 1892.

No. 5

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All communications intended for publication must be sent in not later than the 22nd of the month

ADDRESS BOOKS AND NOTIONS, TORONTO.

We beg to advise readers of a change in our premises, made last week. Our office and place of publication is now at No. 10 Front St. East, next door to the Board of Trade building. This removal, itself an improvement, enables us to add many other features that former limitations of space would not allow. Correspondents or visitors will please remember the change.

Vol. VIII.

TORONTO, MAY, 1892.

No 5.



FREE text-books are not yet in use in the public schools of Toronto. The Board is slow to impose upon the public a burden that a snap verdict at the polls decreed that the public should bear. It is probable that the introduction of free text-books might have been indefinitely postponed but for the pressure of the labor organizations, which have begun to pass resolutions reminding the Board that the books of the people's children are to be paid for out of the people's taxes. The Board has resolved, how-

ever, that only text-books shall be so supplied during the current year. Stationery and all blank books are to be purchased by the parents. Only such pupils as require new books in consequence of promotion or of the wear-out of old books shall be furnished with new ones. The sum placed in the estimates for this purpose is \$5,000. Trustee Baird has given notice that he will move that it be an instruction to the Committee on Supplies that when providing free text-books they purchase from the small dealers throughout the city at wholesale prices, in such quantities as may be needed from time to time, any stocks they may have on hand of said text-books. This is only bare justice. It is almost certain that when the School Board comes on the market to buy the year's supplies in 1893, prices will be easy, as no big contract will be likely to cause a good deal of shading among the publishers. The retailers found it hard to get concessions until the results of the arbitration on the prices of Readers last year were reached. It remains to be seen if the Board can buy any better.

Even people of limited means who send children to school are not in the long run necessarily on the side of free text books. A little after-thought enables them to realize that so far as the inten-

tion of the by-law is concerned, free text books are to be perpetual. That is, each citizen has to help buy all the public school books used in the city as long as he pays taxes; whereas, if he were simply responsible for the cost of what books his own children used, he would be released from the school book expense in a comparatively few years, having no books to buy after his children ceased attending school.

Many of the travelling representatives of British book and British stationery houses are taking a swift and sure way of running their business in this country completely into the ground. When the traveller reaches such a point of wholesale distribution as this city, he commonly takes a run into the country, visits the leading retailers of the principal towns and invites them to call at his sample room in the city to examine his stock and his prices. He catches some business in this way, but also alienates wholesale customers, who are as justly indignant at this skimming off the cream of their trade, as the retailers are when a jobber deals directly with the best consumers among their customers. The representatives of the United States houses, if we except those carrying pencils and pads, show more respect for the rights of their customers, and deal only with jobbers.

Since our own stationery manufacturers have been able to make so good a class of pad as is now generally produced in this country, the representatives of United States houses have betaken themselves to the retail trade for business. The results have not always been entirely satisfactory to the latter. They do not discover, sometimes before it is too late, that they have bought 40's, 60's or 80's instead of 100's. Our manufacturers never put up in pads smaller than 80 sheets. The quality is also generally accommodated to the cheapness, and this makes the goods backward sellers. A great lot of stuff can be made to show well for very little money, but something more than show should be necessary to capture the retailer's order, for value is always obtainable from our own manufacturing stationers.

Travelling representatives of British houses find Canadians slow buyers, and the reason probably is that the Canadians find them slow sellers. A jobber is in no hurry to place his order if he knows that he has several weeks of grace in which to decide. He always has this ample time, for the traveller generally makes a very long stay at every leading centre of trade. In the United States a like impediment is reported by English and Scotch travellers, who can not see why American jobbers do not make up their minds at once, as the jobbers in British cities do. In British cities the travellers do not settle down to a quiet siege as they do here.

It is cheering to note since Christmas the general absence from the weekly change sheets issued by the commercial agencies, of the names of book, stationery, fancy goods and notions dealers, in connection with assignments, chattel mortgages or other business difficulties. The sobering discipline of past mistakes has had the beneficial result of repressing buying zeal where it used to be too strong. Retailers are harder to sell to than they used to be, according to travellers' reports, and it is manifest that they are. To be sure there is not much being made, but less of what is made goes to pay for white elephants in the form of excessive and unsalable stock. The book jobbers are generally showing an example of steadiness that cannot fail to have good influence. Profits are coming into importance in the regard of the book jobbers. This of course applies to the class of books that are not slaughtered by the big miscellaneous stores. In the latter description of books, that is cheap 12 mos., prices are lower. This gives an advantage to the bookseller that places him on an equal footing with the department store trader, but it is only while the latter has books that were bought under the higher price. He will be able to get concessions on the reduced figures, on account of the largeness of his orders.

SCRIBBLING AND EXERCISE BOOKS.

The trade in scribbling and exercise books has grown to enormous proportions in the past few years. Every house engaged in the manufacture of them consumes several carloads of paper every season to get its share of the necessary stock upon the market. The noisy slate has disappeared from the school room, written work has largely taken the place of oral, and the cheapness of paper has added its influence in favor of a large increase in the demand for school note books. These books are therefore no longer a by-line in stock, but are one of the most important of the retailer's staples. If traders made due profit on them they would yield a substantial revenue to every one who handles them. But there the rub. The volume of the sales is very large, but the margin of profit is reduced to a mere film. The sale is so large that everybody who makes these books vies with all competitors to catch, not a fair share, but the whole of the trade there is going in them. Prices are whittled down to the barest quotation that will cover cost, while the retailer's margin must be between this and five cents. The effort to get up a five cent scribbler that will come as closely as possible to realizing 10 cents of value to the consumer, is making this branch of trade worthless to the majority of those handling it.

The time was, and not so very long ago, when a 200-page scribbling book retailed for 10 cents. Now it goes for 50, and there would be better value to consumers if the price were still 10 cents. Manufacturers find that it no longer pays to use these goods as leading or advertising lines, as they constitute too big a proportion of the business done in these days. Yet with an inflation that finds a parallel in other trades, where the most staple goods are the ones most shaded—as sugar with the grocer, nails with the hardware man, etc.—the manufacturers continue to cut on exercise and scribbling books. If they would agree among themselves to make a plain, uniform book, to sell at one price, they would do a service to the trade. Exercise books sold at 40c a dozen and retailed at 50c apiece, do not pay as they should. In quantities these books sell as low as \$30 a thousand, and they cost that. One effect of this cheap production is the displacement of adult labor by the employment of boys. Cutting does not stop with the manufacturers. Retailers are heard from in different parts of the country who are facing business by giving two scribblers for 50. Retailers have not only the cost of handling to reckon with. They have loss upon surplus stocks of books that have been sidetracked by the advent of new and more popular lines that are constantly appearing. They have to carry many lines to suit many teachers, as this class uses one book, that class another, etc. Some like this scribbler

because it has the addition table, others that scribbler because it has the deaf and dumb alphabet, others again that because it has a Chinese puzzle on the back, and so on. Ten cents ought to be the lowest price for an exercise book, because it is impossible to get up a 5-cent book that a pupil can do neat pen work upon.

PAPER FOR THE JULY EXAMINATIONS.

The Education Department has not announced yet what standard of paper is to be used at the Teachers' and Leaving and other Departmental examinations to be held in July in the High Schools all over Ontario. The trade await the decision with some interest. Last year a twelve pound cap was prescribed, and a particular paper was named, but the injustice of the latter definition was so vigorously protested against by other manufacturing stationers that this requirement was recalled. The object of the Department in adopting a uniform standard is to prevent the possibility of identifying a candidate by the paper he uses. Though the high school teachers take no part in the examination that goes on at their respective schools, it is from among them that examiners are chosen to read the papers, all which are submitted at the Department here for examination. The identity of candidates is concealed in the designations they affix to their several papers, so that if an examiner runs across a paper handed in by one of his own pupils, he is supposed not to be able to recognize it. If a peculiar description of paper were used for writing upon in one school, that would be a mark whereby a teacher would recognize and naturally be likely to favor his own pupils in his marking.

The one point on which the Department has determined this year is the weight of the paper—it is to be a fourteen-pound paper. The choice will not likely discriminate in favor of any one stationery house, and it is almost certain that one requirement will be that there shall be no water line. It is desirable that precautions shall be taken to prevent the whole contract going to any one mill, as the largeness of the order and the time between now and the need for the paper might not allow of its being got forward with sufficient promptness. Or, the naming of a paper might throw the choice to an English house, which would not have time to distribute stock at all the points at which it is necessary to lay it down. The naming of one paper would scarcely be fair and would certainly not be dignified, as thereby the Department would make itself a sort of sandwich man to do the advertising of a particular mill or stationery house. Enough has leaked out to lead to the conclusion that the Department will call for a 14-pound paper of good finish, having no water mark, designated by no particular name, and carried by all stationery jobbers. This is the only fair specification that the Department can commit itself to. High School teachers will advise the trade in each district of the requirements that will finally be adopted.

THE NEW INSOLVENCY BILL.

The committee appointed by the Toronto Board of Trade to prepare a scheme of insolvency legislation reported last week to the Council of that body. The bill they submitted is a very lengthy one and goes exhaustively into the matter. It represents an immense amount of work, and is the result of much hard thinking, hard argument and great worry. To get the problem clearly stated was no easy matter in itself, but to provide a sufficient solution that would not be inconsistent in any of its parts was a laborious task. The circumstances of the various provinces and of the various trades had to be carefully considered, and oftentimes unanimity was reached only through protracted and heated discussion. There is not much of compromise in the bill, however. It leaves little to anybody's discretion. The discharge clause, the most important matter, provides that there can be no settlement with an insolvent debtor unless by the unanimous consent of the creditors. No mere majority, based either upon numbers or proportion of the total amount of claims against the estate, shall avail to secure a debtor's discharge, if one creditor representing one dollar holds out. This is stringent, but it is wholesome. As the law stands in this province, a minority against a settlement must yield; if this measure become law, a majority for a settlement must yield, unless it is unanimous. That is, no creditor will be forced to consent to a compromise.

The basis of the bill is not the measure sent out by the Montreal Board of Trade for the consideration of other boards in the country. That proved to be inadequate from the point of view of the Toronto committee, which soon found a footing for its labors in a bill drafted three or four years ago by D. E. Thompson, whose high standing as an authority on commercial law made him especially fitted for that work. His draft of a bill clearly defined the line along which discussion should proceed, and it is the fundamental part of the measure now passed by the Council of the Toronto Board of Trade. The delegates from Montreal, Hamilton and London Board of Trade acquiesced in the adoption of this basis, and were parties to the measure that was finally reported by the committee. The committee had the benefit of the best specialist assistance available, in the co-operation of such men as B. E. Walker, general manager of the Bank of Commerce; D. R. Wilkie, general manager of the Imperial Bank; E. R. C. Clarkson, trustee and accountant, and other capable outsiders, whom the committee, as authorized in the resolution appointing it, had added to their number.

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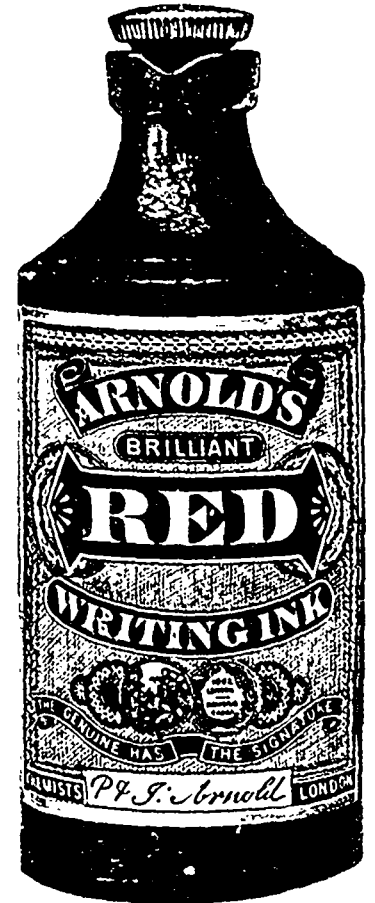
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by competitors of the trader who has been permitted to resume business after paying less than 100 cents in the dollar of his total indebtedness. His insolvency was probably due to his own reckless sacrifice of profit to damage the business of a local rival. But there were ends served by those easy settlements that were often overlooked. Creditors saw in such compromises an ally of the combine principle that was very convenient sometimes. Suppose that A fails for a large amount, and owes to ten houses engaged in the same trade in the same province. Let it be further supposed that seven of these houses are strong concerns, and that having exercised the usual caution of such houses in selecting accounts, their claims against A are on the average small as compared with the average of claims held by the other three, which are assumed to be weak houses, and let the total amount of their claims be very slightly above the total amount of the claims of the other three. Then the former have the majority of both numbers and amount on their side, and can carry a settlement of 90c. in the dollar if they pull together. Such a settlement would fall upon them lightly as compared with its effect on the other three, because individually the former are financially stronger, and the loss to them is both relatively and absolutely lighter. It can easily be seen that the seven strong houses would have a motive for forcing the three weak ones to a settlement that would put heavy loss upon them and tend to bear heavily or even destructively upon them as trade competitors of the seven houses in question. Such strategy is probably now and then worked, and the field is widened for the exercise of wire pulling to this end, when creditors representing other trades are pressed into the service of such designs. It is conceivable in such a case that two houses with small claims may force one rival house with a claim five or six times the amount of their united claim, to a loss that will seriously cripple it in its future competition with them. The manipulators of such a settlement would of course need to enlist on their side a majority of the interests of other trades having claims against the estate. This is a combination of the most dangerous sort, and any chance for the reaction of such a principle upon less favored creditors should be guarded against, and is guarded against in the bill proposed by the Toronto committee.

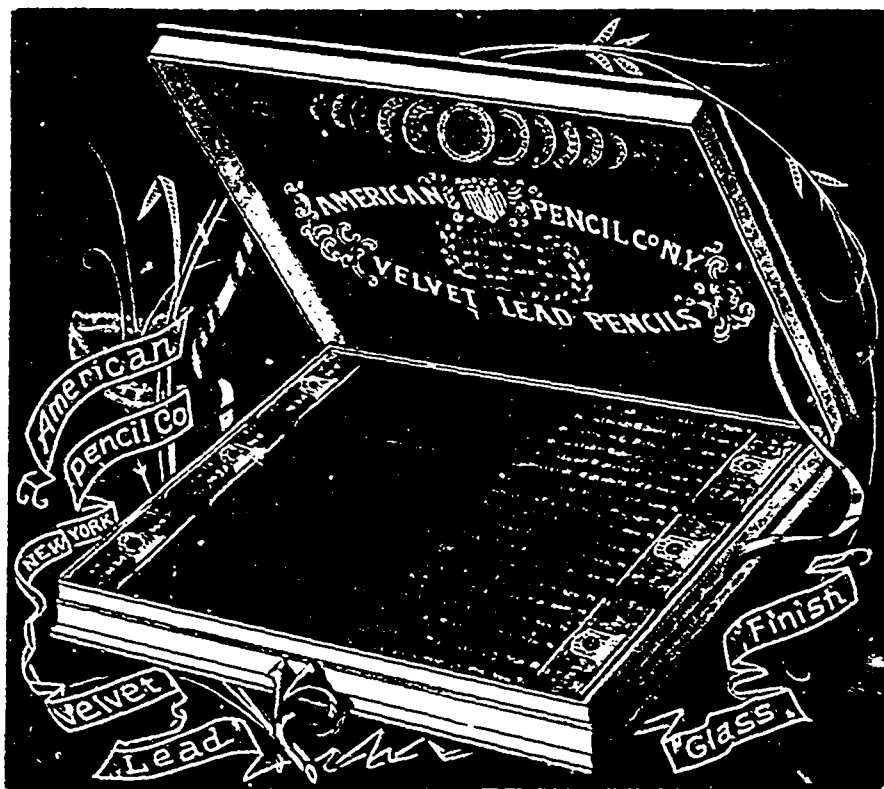
Since the foregoing was written, we regret to learn that the submission of the measure to Parliament has been deferred till next session.

In London a lady ordered from a stationer a number of invitation cards, which she proposed to issue to an evening party. She particularly instructed the stationer to print "high tea" in the left hand corner of each. When at length the cards came home they bore the letters "I T" in the corner specified.

VELVET LEAD, GLASS-FINISH PENCILS.

We are pleased to call attention to the new pencils that have recently made their appearance on the market, and which are made by the American Lead Pencil Co., 50 Howard street, New York. They are called "Velvet Lead, Glass Finish" pencils on account of the exceeding smoothness of the lead and the brilliant finish of the wood. The quality of the lead is the result of thirty-five years' experience on the part of Edward Weilsenborn, the founder of the company. The cedar used in the pencils is of the very best, and the manufacturers have succeeded in giving a finish and brilliancy to it that proves it is well named the "glass finish." We give an illustration here showing one of their half-gross boxes in which the pencils are put up for the trade. These pencils are

ture of its time had already made it famous, there was little wonder that Mr. Murray proved a worthy successor to his father—a man whose friendship was highly valued by more than one of the greatest men of his time. The kindly sympathy and the ready generosity which had so endeared the latter to his many friends, and which had more than once cost him dearly enough, was fully inherited by his son, of whose liberality and unflinching kindness there are many living witnesses to-day. It would be impossible to give any idea here of the many works which issued from Albemarle-street in his time, and for which he was directly responsible. One, however, for which he was more than personally responsible, and which has added so immensely to the comfort of travellers and the improvement of our communications with our foreign neighbours, must not be passed over. He it was who originated the



made in various degrees of density, and in round and hexagon shapes. The company will be glad to send catalogues of their various styles of pencils on application.

THE LATE MR. JOHN MURRAY.

At the ripe age of eighty-four the third John Murray has gone to his rest, and John Murray IV has succeeded to his place in the famous publishing house of Albemarle-street. With his death is severed perhaps the last living link that connected the literary world of to-day with that of the beginning of the century—the days of Byron, of Scott, of Moore, and Gifford. Bred and brought up in the traditions of a house whose close relation with all that was best in the litera-

Murray Guide, and his early travels furnished the information upon which the first of those well known red books was based. There are few houses in London that have more interesting associations attached to them than the old house in Albemarle-street and the hospitality that its master of sixty years ago once afforded to Byron and Scott was nobly followed by its last possessor. A most kindly and charming host, a man of wide reading and knowledge, and above all, of the utmost simplicity of life and character, John Murray III. has left behind him a name which it will be difficult for his many friends to forget. London, Eng., Globe.

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This is a story of entrancing interest, by the most popular living author, and is his latest and best work. The scenes are laid in Africa—that land of mystery from which source the author has obtained the material for all his greatest books.

“NADA, THE LILY” is now running serially in the Illustrated London News. The Canadian edition is finely illustrated with **TWENTY-FIVE FULL PAGE ENGRAVINGS**, and will be the book of the year.

The cheapest American Edition of this Book will retail at One Dollar.

RETAIL PRICE	TRADE PRICE
Paper, 60 cts.	40 cents.
Cloth, Gilt, \$1.00.	67 cents.

The Toronto News Company,
The Montreal News Company,
WHOLESALE AGENTS.

THE SECOND HAND BOOK TRADE.

It does not follow that because any out cast can trade in second hand clothes, an unlettered man can do a successful business in second hand books. To keep up a paying circulation to and from his stock, requires an acquaintance with books on the part of the dealer in second hand goods, that is not called for to nearly the same extent in the dealer in new goods. The former must be so conversant with literature, art, science and the latest results of publishing, as to know dead books, books that treat of or are based on exploded or rejected theories, books that are out of touch with present ideas, books that have fallen flat, insignificant or pirated editions, books good in themselves but out of the currents of popular interest at the moment. Unless he knows enough to discriminate according to these and other conditions, on his shelves will be stranded worthless collections that any man can pick up but no man can sell. The second hand book seller needs to be an educated man and a man on the alert to catch particular persons and particular fads. Such a man would be looking about now to gather all the reputable old books that he can lay his hands on, of which the subject is Columbus or the Discovery of America. He knows that a great many people will want to get themselves specially familiar with all the matter of this kind that they can lay hold of. The second hand booksellers of a quarter of a century ago usually understood their business, and made a specialty of purchasing libraries of choice books. The stray vagrants that are freely offered nowadays would be more critically examined a few years ago, and no price would make them go if they were not useful books.

EXCESS BAGGAGE.

The maximum weight of baggage that a traveller's ticket entitles him to carry is 300 pounds. The railway companies should raise this limit to at least 500 pounds. This concession is due to the extensive patronage which their roads receive from the commercial travellers. The railway expenses of every house that maintains a staff of travellers figure very largely in the costs of doing business, and this is supposed to go to the benefit of the railroads. Further, though the roads impose a tax on all baggage above 100 lbs. in weight, they derive but little revenue from excess weight. Excess has to be paid for usually by the traveller, but the remuneration is small in comparison with what the road tariff provides, and seldom reaches the coffers of the company, because it very generally takes the form of a bribe. It is a means, therefore, not of swelling the receipts of the road, but of corrupting the servants of the road. It is also a cover under which now and then a traveller can run in expenses that are not strictly regular, if he be disposed

to do so. A set of samples weighing 900 pounds are often carried free of charge so far as the roads are concerned, though they may net the baggage master five or ten dollars. The Boards of Trade should take this matter in hand and endeavor to obtain from the railroads a more liberal allowance for commercial baggage.

A NEW PARTNERSHIP SPLICE.

The formal announcement of the dissolution of the firm of Hart & Company and the formation of the firm Hart & Riddell is made in another part of this issue. Mr. Hart is to be congratulated upon the infusion of British capital and ability that he has imported into the trade, and Mr. Riddell is to be congratulated upon making so good an alliance. The business which now passes under the sway of Hart & Riddell has been established eighteen years, and has grown from the date of its inception, until it has now a record that places it in the front rank of our bookselling and publishing houses. The basis of its reputation is in the quality and elegance of its stock and products, a line along which Mr. Hart's tastes especially fit him to excel. Mr. Riddell is not unknown to the Canadian trade. For twelve years he represented in this country the house of William Collins, Sons & Co., in which he was a partner before its conversion into a joint stock company, and in which he has been a director since that change. He was a member of the house for about 18 years altogether, and was latterly at the head of its export department. He will remain in England during the summer, looking after the interests of his Canadian house. An extended notice of the new firm and its business will be given in next issue, when things are under full sail.

WHY DO BOOKSELLERS ALLOW THIS?

A consignment of books have arrived for the Vancouver Free Library and will be ready for the readers in a few days. There are 275 books in all, obtained from the Canadian Home Knowledge Association of Toronto, the selection being made by a Committee of the Free Library Board. The books are all standard works by the best authors and comprise Green's and Parkman's histories, Grant's novels, Browning's poems, Goethe's, Schiller's and Kingsley's works, while in science Huxley's, Darwin's, Spencer's, Buckley's and Hopkin's names appear. The catalogue value of the consignment is \$201.75. Vancouver News Advertiser.

The booksellers of Vancouver should have been aware that this order was to be filled, and should not have allowed it to drift into the hands of a concern which makes a specialty of contracting with consumers to supply books at cut prices. If the local booksellers could not obtain the order referred to

above they could surely have put wholesalers on the track of it, who could afford, for the sake of the principle involved, to have prevented this triumph of a concern that is the enemy of the retail trade and therefore of the wholesale trade. The travellers of jobbing houses ought to keep their eyes open for opportunities of befriending retailers in this way.

SPORTS, GAMES, TOYS.

Croquet sets and general outdoor sporting goods have had good sale so far.

In hammocks the trade have no worse experience than they had a year ago, and they were fairly satisfied with that.

Flags, fishing tackle, baseball goods are becoming prominent among the lines that the Toronto News Co. is now shipping.

Tennis, according to the returns of the season's sales, is not waning in interest. Wright & Ditson's goods have had a big call this spring.

Ching Ching, or Home Run, is the name of a new game that is handled by H. A. Nelson & Sons. It appears to have fallen heir to the great popularity that Pigs in Clover enjoyed in its time. There is more in this game than there was in the former. It retails on a very close margin at 10c.

The Copp, Clark Co. are doing a good trade just now in their games, to which they have added several new lines this season. Notable among these additions are the following:—*Sir Lancelot*, very popular and somewhat similar to Halma; *The Upper Ten*, played with chips like the flip games; *Cuckoo*, in two editions; *Zenobia*, a game for adults; *Boy to Banker and Up from the Ranks*, for boys. *Lotto*, an old favorite, has also good call this season.

The trader who pays his way must sell at a profit and cannot afford to cut below others in the same line.

BUSINESS CHANCE.

WANTED, IN A WHOLESALE OR RETAIL Stationery store, by a person of many years experience, a situation as traveller, salesman or useful man. Best of references, salary moderate. Stationer, office BOOKS AND NOTIONS Toronto. 5

CHEAP MUSIC.

Walter Street begs to inform the trade that he has in stock half a million pieces and songs published by Sheard, Paxton and himself. Anything having a run he cables for to London. Customers are also protected from infringing the law in dealing with him as his 25 years in the business gives him all the experience required. List and terms quoted on application. Walter Street, Montreal.

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Send your orders for Rubber Stamps to the undersigned. The low prices will allow you a big margin.

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FROM A TYPOGRAPHICAL AND
EDITORIAL POINT OF VIEW IT
IS A GEM :- :- :-



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BOOK NOTICES AND NOTES.

Funk & Wagnalls will have their Dictionary out in the autumn.

John Remington, Martyr, is a new Pansy book published by William Briggs

Williamson & Co. have just got out a very complete map of Muskoka Lakes for the guidance of tourists.

The Blue Scarab, by David Graham Adee, is published by Laird & Lee, Chicago, and is an entertaining story.

Better Dead, by J. M. Barrie, and Helen Young, by Paul Lindau, are recent issues of Bryce's Home Series.

A Loyal Lover, by E. Lovett Cameron. Toronto: John A. Taylor & Co., is the latest addition to the Broadway series. Price 50c.

F. Marion Crawford's new book, The Three Fates, is going in the wake of its predecessors into the favor of the reading public.

The Willard Tract Depository has the sale of the Christian Endeavor Gospel Hymns No. 6, which are on the market in two editions—Words only, and Words and Music.

Ballads and Barrack-Room Ballads is the title under which a collection of Rudyard Kipling's poems are published by McMillan & Co. Williamson & Co. have the book in stock.

A little book that finds very good call has lately appeared from the pen of Miss Mabel Wagnalls, the daughter of Mr. Wagnalls, of the firm Funk & Wagnalls. Its title is Miserere.

The first 6d. edition, of David Copperfield, from the Author's Copyright edition, and the first 6d. edition of W. Clark Russell's Wreck of the Grosvenor, are among the season's new books that are to hand.

J. S. Ogilvie, New York, has issued The Captive Bride, The Double Duel, both by Sylvanus Cobb, jr., Dixon on Ingersoll, being ten discourses by Rev. Thomas Dixon, Jr., and the The Old Witch's Dream Book.

The standard 12 mos., (the cheap cloth books) have taken another drop of 20 per cent. in New York. A firm in that city is going in to publish below cost. They can now be bought in New York at 12c. in quantities.

Rowell & Hutchison are just bringing out a Consolidated Digest of the decisions in the Superior Courts of Ontario and of the Supreme Court of Canada for the ten years ending with 1890. The work will take up 1250 pages.

Francis Parkman's new work, A Half Century of Conflict, in two volumes, octavo, price \$5, is now out, and is in the stocks of the Copp, Clark & Co. and Williamson & Co. The book forms the link between the author's "Count Frontenac and New France Under Louis XIV." and "Montcalm and Wolfe,"

and completes the series of historical narratives, "France and England in North America." The author's faculty of imparting a dramatic interest to his subject is well exemplified in this work.

Mr. Sandford Fleming, chancellor of Queen's University, and Mr. R. W. Shannon had an interview with the Premier recently and urged that books for university and college libraries be allowed to enter Canada free of duty.

I. Suckling & Sons' latest publications are two choice piano numbers, entitled "My Darling's Polka," by W. Austur, and "Memory Valse," by Katharine F. Fuller. They are gotten up and printed in this firm's usual good style, with attractive covers.

There are some new titles in the Social Science Series. They are the following: Condition of the Working Class in 1844, by Engels; The State and Pension in old age, by Spender. Commercial Crises of the XIX. Century, by Hyndman. These books are now stocked by the Copp, Clark Co.

Max O'Rell's "A Frenchman in the United States and Canada" is published by William Bryce in a cheap but attractive form. The book is bound in stiff linen covers, and will retail at 50c. The gifted humorist and observer of social habits and customs is as bright as ever in this his latest work.

The Willard Tract Depository has the agency for all Canada for Meyer's books, Songs and Solos, etc., published by Morgan & Scott, London. This is a most successful line, and thousands of Meyer's books have been sold since the agency was taken.

The Willard Tract Depository has Jesse Page's Life and Ministry of C. H. Spurgeon, a book that is selling well these days. It gives an insight into the character and life of the great preacher that will be sure to interest a very large body of readers. It sells at 50c.

Indiana, by George Sand. Philadelphia: T. B. Peterson & Brothers. With the Life of Madame Dudevant (George Sand), and translated from the French by George W. Richards. One volume, duodecimo, cloth, gilt, price \$1.25. A cheaper edition is also published in paper cover, price 75 cents.

Felix Lanzberg's Expiation, by Osbin Schubert, author of "Asbein," translated by Elsie L. Lathrop. The scene of this story is laid in Vienna and describes a gifted young man of family, splendid attainments and high purposes. All his good intentions are brought to naught by a sudden wave of passion. 1 vol., 12mo., cloth \$1; paper, 50 cents. New York: Worthington Co.

A Poor Girl, by W. Heimbürg, translated by Elsie L. Lathrop, with over 40 photogravure illustrations. Worthington Co., New York. The heroine's character is worked out with the skill of an accomplished novelist, who, besides, contrives a satisfactory denouement and points out a useful moral. This story, which appeals so strongly to the

reader's sympathy, will be one of the favorites in the popular Heimbürg series. Price, in half rox., \$1 25; paper, 75 cents.

Rowell & Hutchison are satisfied with the reception that the fourth volume of Kingsford's History of Canada has met with. This instalment of the work begins Part II. of the History, or Canada Under British Rule, which will take up three volumes more and be brought down to the year 1841. The other volumes will appear at yearly intervals. There is no doubt that this work when complete will stand forth as the standard history of Canada.

ETHICAL TEACHINGS IN OLD ENGLISH LITERATURE, by Theodore W. Hunt, Ph.D., Litt.D. Cloth, 12mo., 384 pp., \$1 25. Funk & Wagnalls Company New York, London, and Toronto. The author shows that the earliest English literature was a vehicle for the diffusion of Christian morals. He also traces in it the growth of that power which finally overthrew the ecclesiastical system and religious doctrines of the Middle Ages. The book gives ample illustrations from English writings from the time of Caedmon to the time of Tyndale, to show the soundness of the Christian teaching of which these works were the exponents. The work will be of value to theological students, and will be interesting to literary students on account of the line along which these works are studied.

Messrs. Laird & Lee, the Chicago publishers, advertised in the leading magazines during the months of September and October, 1891, that they were offering a cash prize of \$1,000 for the best American novel, in manuscript, submitted to them before March 31, 1892. This advertisement elicited 564 answers, and the judges have just awarded the prize to a novel of New York society life, entitled "Cortlandt Laster, Capitalist"; author, an unknown literary man—the star of to-morrow, perhaps—who signs his book "Harley Deene." The volume is to come out in fine style early in June. Messrs. Laird & Lee, much gratified by the success of their attempt to foster home-born talent, announce a second competition for another prize of \$1,000, said competition to close September 30th next. All translations and adaptations strictly barred; only the works of bona fide residents in the United States accepted.

A new edition of the World Wide Atlas has just been issued by W & A. K. Johnston, of Edinburgh. One striking and pleasing feature of the work is an introduction containing an account of the geographical discoveries and political territorial changes which have taken place in the nineteenth century. The account is brief and succinct, but extremely useful and interesting, especially that of the African discoveries, in which so much interest is being taken, while the discoveries and changes in Asia are not less interesting. The work contains two excellent frontispieces of the flags of all nations

and a time chart; besides these it contains one hundred and twelve maps showing political and physical divisions. That these maps are the products of the finest workmanship and the best engraving is unnecessary to state, since this firm is justly celebrated for the excellent product of its presses. The index is well arranged and gives a completeness to this useful work, which leaves nothing to be desired. This Atlas should be on the shelves of every business man, and reference to it will be found useful on many occasions.

We have pleasure in calling attention to the announcements of Oliphant, Anderson & Fernier, Edinburgh, whose books, because of their healthy character, as well as the beauty of the printing, illustrating and binding, have of recent years made great way in the Dominion. "The Old Order and the New," by Ella Stone, is a story showing the revolution that has been made in village life in England by the introduction of machinery and the advance of manufactures. The interest of the story turns on the relations between the squire and his family and the manufacturer. "A Vain Sacrifice" is by Mrs. Jessie K. Lawson, whose name is well-known in Toronto, and the story incidentally touches on some phases of the work of the Salvation Army. The volume by Hermione, entitled "The Story of Tatters," is a touching narration of incidents in the life of a city wail. The two volumes by Miss Evelyn Everret Green, entitled "Falconer of Falconhurst" and "A Pair of Pickles," illustrated in a way for which this lady has already made herself famous—deal with the habits and modes of thought of the higher classes of English society. We are glad also to notice that a very pretty little book by Mrs. A. R. Simpson, entitled "Visions," in which references are made to her lately deceased brother, Rev. R. W. Barbour, has reached a second edition.

"NADA THE LILY," by H. Rider Haggard. Toronto: The National Publishing Company. In this new story Mr. Haggard returns to the field wherein he won his former successes. This is a tale of love and adventure, a tale of struggle, of intrigue and of combat, a tale of primitive passion and of heroic fighting, as were *She and King Solomon's Mines*, which it resembles as they resembled each other. But *Nada the Lily* differs from *She and King Solomon's Mines* in one very important particular—its characters are all natives. No white man is the centre of the story; indeed no white person appears at all after the first chapter. All readers of Mr. Haggard's other tales will be glad to find in *Nada the Lily* one of the finest figures the author has ever presented—Umslopogaas, whose youth is here set forth for us. *Nada* is herself one of the most charming of Mr. Haggard's creations. But perhaps the most powerful character in the story is the historic Chaka, the first great Zulu ruler, whom the author char-

acterises in his preface as a Napoleon who was also a Tiberius. There are twenty-three vigorous, full-page drawings by Mr. Charles H. M. Kerr, who will be remembered as the illustrator of Allan Quatermain. The Canadian edition is printed from the original plates and is well gotten up. The book is selling remarkably well, being now in the second edition. The first edition was 4,000 copies, which is large for Canada.

That *The Little Minister* has an undefinable charm about it few will care to deny. It is fresh and thoughtful, and is permeated with a spirit of rich, quiet humor. There is an originality in every page, which is at once delightful and soothing to those who have been wearied by the staleness and insipidity of the average sensational novel. Although the book is full of people, the stock characters of fiction are conspicuous by their absence. The fact is, Mr. Barrie has just taken the common people with whom he was acquainted in his boyhood, and has set them down in print. In the mole catcher, the penniless old woman about to be hurried off to the poor house, the sawyer, the hungry student, and the men and women of an ordinary Scottish village, he finds the characters he wants. It has been well said that there is a story in even the most commonplace man. If only we could get it out of him. Mr. Barrie has succeeded in getting that story out, and so has been rewarded by success.

PERIODICAL LITERATURE.

The Literary Digest is to hand, strong with the essence of the best product of current magazine literature.

Two Tales is the name of a weekly series of excellent short stories issued by the Two Tales Publishing Co., Boston.

The May number of the *Arena* closes Volume Five of that excellent magazine. The matter is of the usual high standard of selections and timeliness.

The circulation of the *Family Herald* has greatly extended in this country since its publication simultaneously here and in London. The price 15c. is now what the periodical itself is, that is, popular.

The complete novel in Lippincott's Magazine for May, "The Golden Fleece," is by Julian Hawthorne, who conducts his readers to the Pacific slope and the borders of the desert. It is a curious medley of the modern and the antique, of the weird and the practical, of civilized manners, wild adventures, Aztec hidden treasures, and legends or superstitions of long ago. In the *Journalist Series*, W. J. C. Meighan recounts the exploits and trials of the Travelling Correspondent. In the *Athletic Series*, the world-renowned bicyclist Thomas Stevens glorifies his favorite pursuit. "The Good Gray Poet," Walt Whitman, is celebrated in a timely essay by William S. Walsh, and in sundry random recollections by William H. Garri-

son. Mr. Floyd B. Wilson has a paper on "Personal Economics in Our Colleges," and Mr. Moulton one on J. M. Barrie, the Scottish novelist, who has lately sprung into sudden fame.

The *Overland Monthly* for May contains some rare portraits of San Francisco's famous street characters, of past and present, prominent among whom are Emperor Norton, Father Elphic the vegetarian, and Captain Kentzell, drawn by Solly Walters and Peixotto. To many people contemplating a move to California, as well as to fruit-growers in general, an able article by Jas. T. Goodman, fully illustrated by photographs, will be of interest. Prof. Wickson treats of the California State Floral Society's exhibit in a short illustrated article. Douglas Tilden, the sculptor of the Baseball Player, has a paper on "What Art in California should be," with photographs of the Luxembourg Gallery, and diagrams of a proposed Park Gallery.

A timely feature of the May Review of Reviews, and one which illustrates that periodical's habitual journalistic foresight, is a readable sketch of a large number of the most important conventions and summer gatherings which are to be held in the present year, beginning with the great political conventions, and taking up successively the educational, scientific and philanthropic meetings, the religious gatherings of the season, a number of miscellaneous conventions and meetings of national scope, ten or a dozen prominent summer schools, and seven or eight important foreign occasions of the year including the *Columbian celebration* at Genoa and the exhibition at Madrid, the summer schools at Oxford, the Vienna exposition of music and the drama, and the religious conferences at Grindelwald. The article is interspersed with illustrations.

The *May Century* is remarkable for the beginning of a new volume and of three new serials, namely,—the life of Columbus, by the distinguished Spanish orator and statesman Emilio Castelar, who, in his first paper, considers the age in which Columbus lived; "The Chosen Valley," a novel of Western life in the irrigation fields, by Mary Hallock Foote, illustrated by the author; and the architect Van Brunt's semi-official and fully illustrated papers on "Architecture at the World's Columbian Exposition," from which the reader will obtain a fresh idea of the magnificence of the housing of the Exhibition at Chicago. In the way of short stories there are two very interesting ones, namely, one by Wolcott Balestier, posthumously printed, called "Captain, my Captain!" a story of the town which is the rival of Topaz in "The Naulahka," and the other "A Gray Jacket," by Thomas Nelson Page.

Pipkin: What! Having your patent leathers shined, and only bought them ten days ago? Wasn't the leather any good?

Potts: Leather is all right, but the patent seems to have expired.

An Arkansas editor thus announced an important event in the local newspaper world.

It is with a feeling of distress that we retire from the active control of this paper, but we leave our journal with a gentleman who is financially better able than we are to handle it. The gentleman is well known in this community. He is the sheriff.

THE GOLDEN AGE OF CHRISTMAS CARDS.



With every imaginable style of design, embellished and reproduced by every known process of reproduction, the combinations that are embodied in our collection for 1892 and 1893, warrant in more than one sense of the word our contention that we have now reached the Golden Age for Christmas and New Year Cards. For on a Golden Collection indeed, is our claim based, recalling as it does in many of its designs that famous epoch of French Art, when Watteau reigned supreme.

This Golden period has been attained by the employment of precious metals of every shade and bronzes of every hue to aid and enrich the effect of the perfect and artistic color work, while the judicious, soft and delicate ribbons assist in completing the ensemble.

The results of our many months of study are embodied in a collection of 400 distinct sets, each one more advanced over its predecessor, for absolute novelty and simplicity of design, for wealth of variety and for richness of effect.

Our collection of ILLUSTRATED BOOKS, TOY BOOKS AND BOOKLETS, CALENDARS AND NOVELTIES are so numerous this season and have had such an infinity of care bestowed upon them to insure an advance upon our successful last year's collection, that we beg to refer you to a separate notice of them in the next issue of BOOKS AND NOTIONS.

A word of advice: Be sure and secure an inspection of our this season's remarkable collection, before you are induced to purchase.

RAPHAEL TUCK & SONS' CO., LTD.

LONDON.

368 BROADWAY, N. Y.

PARIS.

THE CANADIAN COPYRIGHT BILL.

In the House of Commons on Friday last, Mr Edgar called the attention of the Government to the fact that in 1889 an Act was passed making certain changes in the copyright law. This Act contained a clause declaring that the new law might come into force within two years by the Governor General's proclamation. Three years had gone by, still the Act had not gone into operation. He enquired from the Minister of Justice why the proclamation had not been issued. He then referred to the operation of the American copyright law which came into force last year and which was injurious to the Canadian public and was doing no good to Canadian publishers. Now English authors could copyright their books in the United States, and when they did there were, of course, no cheap American reprints of that copyrighted book. This book could not be reprinted in Canada as the law now stood, therefore the Canadian public could not get it at all, so there was greater reason why some action of a decided character should be taken by the Government with respect to this legislation. He would like some information as regards our relations with the United States on this question. There was some feeling against some decisions by the Minister of Justice in connection with the taking out of a copyright in Canada by American citizens. Under the United States copyright law foreigners could take out a copyright under certain conditions, provided the book was printed there. He could not understand why Canada had not included this provision. So far as he knew Canadians had been given every facility for obtaining copyrights at Washington.

Sir John Thompson said he was in harmony with Mr Edgar on this question. His (Sir John's) views had not changed in the least in this matter. He would be able to give but a very short answer as to the reason why a proclamation had not been issued. The reason was to be found in the Act itself. It was incumbent upon this Parliament to insert in the Act a suspensory clause, for the reason that the legislation affected the distinct policy of the mother country as to her international relations and her treaty obligations. The proclamation therefore of an Act of that character was not a matter entirely within the jurisdiction of the Dominion, and Her Majesty's Government had to be communicated with for the purpose of ascertaining whether objections existed on their part against the Act being put into force. The proclamation had not been issued because Her Majesty's Government had not withdrawn objection to the Act being put in force. Last year both Houses passed an address to Her Majesty's Government to have any objections withdrawn, or else to have an Act passed by the United Kingdom ratifying the Act of this Parliament, and that address had not been definitely re-

plied to yet by any communication that he was at liberty to lay on the table of the House. He was sorry to say that what had transpired since was not of such a character that he was at liberty to disclose it, but he had to say that no effort had been wanting on the part of the Government to press the matter upon the attention of Her Majesty's Government, feeling as they did, as Mr Edgar had expressed it, the wants of the Canadian trade and the wants of the Canadian public. As he stated to the House last session, he thought the passage of the American Act upon the subject made their claim much stronger to have their Act of 1889 put in force and remove at once the objections taken by Her Majesty's Government in legislation of that kind contained in the bill of 1889. They had represented that in all probability when such an Act would be passed it would be found to contain the very claims inserted in the Canadian Act regarding reprinting in our own country. The American Act passed contained what was known as the typesetting clause. He would be glad when he would be able to state what the communications with Her Majesty's Government were. With regard to reciprocity on this subject with the United States, the Canadian Act seemed to be clear. The complaint had been made on the part of the United States that reciprocity had not been extended under their late Act with regard to copyright, and a communication having been made to Her Majesty's Government had been forwarded here, which had not been replied to yet, but would be in due course. The matter was receiving the attention of the experts of the Department of Agriculture to give their opinion of the provision of our statute to which they referred. The connection in which his opinion was given was one in which privileges could be claimed only by authors of countries which had a treaty arrangement with England.

Mr Edgar. Has England no treaty with the United States?

Sir John Thompson.—It is claimed on the part of the United States that some conversation which took place between Lord Salisbury and the American Minister at London amounted to a treaty arrangement, but there was no foundation for that claim at all. Lord Salisbury only expressed his own views. Under our statute now in force I thought the Department of Agriculture was not at liberty to reciprocate without a change in the law. The United States has no treaty arrangements with regard to copyright with England. There can be no doubt that there was no claim on the part of the United States for an extension of copyright privileges under our law as it stood. I am not disposed at all to make any change until the fate of the Act of 1889 is determined and until the negotiations on the part of Her Majesty's Government are conclusive. There may be some changes which Her Majesty's Government may desire in connection with imposts on reprints, etc. It is likely before the close of the present session I will be able to give more information on the matter than I can this afternoon.

SUSPENDED SUCCESS.

Why is it that so large a percentage of business houses lose ground after having made a promising beginning?

It cannot be accidental, much less a business freak. Its very regularity proclaims the existence of an undeviating reason for it.

What can that reason be?

Once to discover it for a certainty, to learn how to avoid the fatal fault ever afterwards.

In the first place, the advertising that admittedly wrought prosperous results ceased to be systematic and continuous. Right at this point its assumed intelligence gave way. To falter or pause in the first flush of triumphant encouragement is to abandon the grounds of original confidence, and to confess it to be deceitful and illusive rather than trustworthy and substantial. If intelligent advertising is the one right and sure course at the start, the subsequent neglect of it can only be the wrong and fatal one.

In the second place, advertising is treated by its acknowledged beneficiare in a hazardous, hit-or-miss, run-for-luck way. It ought to require a great deal more courage to experiment as an advertiser even carelessly, much more with aimless recklessness, than after a digested method and with a defined purpose. Yet it oftener seems as if it did not, after all.

In the next place, individual conceit is too frequently born of the prosperity newly attained by advertising. A certain percentage of ambitious men in business only want a limited degree of external encouragement to lead them to think they can achieve all further success without assistance. They ignore the ineradicable fact that the law of modern trade refuses to recognize any longer the solitariness of mere individualism in the vast and restless realm of traffic. It is an increasingly social age that we live in, and trade and commerce above all else have made it so.

Finally, the business houses that fall into inevitable decay from this cause leave off advertising just at the turning point of their established prosperity. Starting out right, they stopped too soon. At this critical juncture another house comes in, inspired with the requisite amount of intelligent courage, and takes up their enterprise right where they deserted it, and propels it to phenomenal success. Is the old Suez Canal story over again.

What one party abandoned because of the cost, another party stands ready to take up at its abandoned stage and carry through triumphantly.

The Egyptian Canal experience supplies as good an illustration as anything else can of the causes of failure or decadence in business enterprises from the gradual or timid abandonment of systematic advertising. If it is true, as it now stands universally confessed, that little or nothing can be accomplished in business without its all powerful aid, then it becomes self-evident that it should never be weakened or withdrawn so long as success forms the main object of business pursuit.

One thing at a time; the concentration of available resources; slow and growing expectations—here is the advertising secret clearly revealed. T. H. Cahill in Advertising.

THE STATIONERY TRADE.

Buying is not so free as manufacturers and jobbers of paper goods would like, but it is not so backward as to be disappointing. Dulness, though never seasonable, is now in season, for trade in stationery lines is never very active in late April and early May. Not alone in the volume of the business done is trade unsatisfactory, but in payments as well. Collections are behindhand and renewals are too numerous to mention. This is an evidence of scarcity of money that explains the slackness of the demand, and reconciles jobbers to it, for they would prefer a shrinkage to an expansion, when there is an unusual scarcity of purchasing power. All this relates to current trade. Business for forward delivery is usually well spoken of. In fancy stationery lines business is very quiet, staples supplying nearly all the force the demand has.

Isaac Pitman's new Elastic Bound Reporter's Note Book, containing 200 pages, is in stock here.

The city contract for stationery went to Brown Bros, for blank books to the Copp, Clark Co., for printing to Charles Roddy and Buntin, Reid & Co.

New note papers just got out by the Copp, Clark Co. are Mill Bank, Gondolier, Purty. Their Crown Parchment with envelopes to match, is having wide sale.

Selby & Co. got the contract for supplying pencils to the Toronto Public Schools with the goods of the Graphite Pencil Co., New York. There were four tenders.

A new automatic pencil, with a storage tube that will hold and is supplied with five leads to be used at will, is now put on the market by the Copp, Clark Co.

Warwick & Sons have recently put two new pads on the market the Dominion and the Ivory. These make an excellent addition to a very extensive line of pads put up by this firm.

Hart & Co. have got out a flat opening blank book that is sure to find favor. It lays a perfectly flat surface open on every page, so that the writer has no curves to follow round in order to get to the end of the line.

Nearly all the travellers representing Toronto stationery houses in Manitoba, the Territories and along the Pacific Coast have returned, and have brought in very good returns in form of orders for later delivery.

Mr. Perrot of the Barber, Ellis Co. has been away since the first of March in the North West and British Columbia, and will not be back till the end of this month. Though the last in that field he has so far had a very successful trip.

Hart & Company got out a series of Blotter Tablets towards the end of April. The blotter is heavily ruled to guide the writer if he wishes. There are six lines distinguished by differences of tint in the cover. They

are Linen Record, Linen Bond, H. & Co's Imperial Linen, Cream Wove, Milton Mill and Vellum.

W. J. Gage & Co. advertise a new series of correspondence papers and envelopes to match. These goods are tastefully put up, the papers in $\frac{1}{2}$ ream boxes, and the envelopes in $\frac{1}{2}$ thousands. The quality of these goods and the style of boxing is equal to what dealers have been in the habit of booking to the American manufacturers for, while the prices are much lower.

Heretofore there were few lines handled by stationers that were in a better state than Johann Faber's pencils. They were respected by even the most inveterate cutters. But they have at last been drawn into the vortex along with scribbling books et al. One jobber who is not on Faber's list but who has got a hold of some of Faber's pencils, however, is now cutting prices with an unsparing hand. The old price, \$3.60, has been marked down to \$3, and of course prices will generally level down before they can be levelled up again.

Buntin, Gillies & Co., Hamilton, are making a push on the well-known "Century" linen. They carry a large stock of the paper flat, and can also supply it in letter-heads, note-heads, etc., and have just put on the market the same goods in commercial and octavo note papers, with envelopes to match, as well as in papetrie shape. No stock is complete without a line of first-class linen in the different sizes, and the Century fills the bill in every way. The prices are most reasonable for the quality.

Brown Bros. report the sale of inks, mucilages and such other goods as frost debarred them from keeping in stock during winter, to be now good. They are carrying a full assortment of the E. B. Eddy Co.'s toilet papers, which they find are likely to supersede United States papers. Brown Bros.' new lines of papetries and boxed papers are very choice, but not extravagant in price. The Cyclone File has had large sale, but the price is so low that the manufacturers talk of going out of the line. Brown Bros. have several new ideas in account books, a department they keep up to their usual high standard. Among the new lines may be mentioned Peerless and Crown, of which the paper and the whole material of the book is made and put together in Canada.

BRAINS IN THE STORE.

It seems to me that many men who would make very respectable officers of the United States could not successfully run a country store. The anxieties of such would wear them out. Consider the varied ability that the store requires—the foresight about the markets, to take advantage of $\frac{1}{8}$ per cent. off or on here or there, the vigilance required to keep a "full line," to dispose of goods before they spoil or the popular taste changes, suavity and integrity, duplicity, fairness, and adaptability needed to get customers and keep them, the power to bear the daily and hourly worry, the courage to face the ever present

spectre of "failure" which is said to come upon ninety merchants in a hundred the tact needed to meet the whims and complaints of patrons, and the difficulty of getting the patrons who grumble most to pay in order to satisfy the creditors.

When the storekeeper awakens in the morning he feels that his business is not going to come to him spontaneously, he thinks of his rivals, of the perilous stock, of his debts and his delinquent customers. He has no "constitution" to go by, nothing but his wits and energy to set against the world that day, and every day the struggle and the anxiety are the same. What a number of details he has to carry in his head (consider, for instance, how many different kinds of cheese there are, and how different people love and hate the same kind), and how keen must be his appreciation of the popular taste! The complexities and annoyances of his business are excessive, and he cannot afford to make any mistakes; if he does he will lose his business, and when a man fails in business (honestly) he loses his nerve, and his career is ended. It is simply amazing, when it is considered, the amount of talent shown in what are called the ordinary businesses of life.—Exchange.

HE GOT AHEAD OF THE BANKER.

One of the richest of the Wall Street bankers, a gentleman of very amiable disposition usually, has conceived a violent dislike of peddlers in consequence of a smart trick that one of that class played on him a day or two ago. In defiance of the conspicuously posted notice, "Beggars and peddlers not allowed in this office," a soiled and hungry-looking vendor of illuminated calendars pushed his way into the banker's private office and insisted that the rich man must buy a calendar to help "a starving fellow-creature." He bothered the banker with his ill-smelling presence so long that his departure was purchased for half a dollar. The banker pointed to two or three calendars hanging in his office, and said that he had no use for another one. The peddler, however, volunteered to leave one at the banker's house that evening. The banker paid no attention to that offer, but when he reached home that evening his wife informed him that a man had been there only a few minutes before and left a calendar. "He said that you sent him here," remarked the wife, "and told him to collect a dollar from me."

"Did you give him a dollar?" asked the banker, with rising choler.

"I did," said the wife.

The banker muttered a few harsh words to himself and, summoning his butler, sent him out into the street with instructions to "find that blamed peddler and bring him back." The butler overtook the peddler a couple of blocks away and bade him return to the house at once. "My master wants to see you," said he.

"Vy, yaas; I vus shust at der house and vas miss him," drawled the peddler, with sublime assurance. "But I know vat he wants. He wants a calendar. Here it is. I am in a hurry. You gif me der fifty cents and he vill bay you." The unsuspecting butler handed over the half dollar, took the calendar, and hurried back to his master with a beamng face. The beam did not retain its beaminess long. Geyer's Stationer

MONTREAL LETTER.

MONTREAL, May 3, 1892

The books and notions trade is on the same footing as it was last month, and is not expected to brighten up much for a few months. The only business doing is in a sorting up way. Travellers for the stationery houses are out and seem to be doing fairly, but on the whole the trade is quiet, except in fishing tackle, which as soon as the steamers arrive will be shipped in large lots.

The plush goods manufacturers are still quiet, but their men will be starting out in a few weeks with some new and tasty designs, which are newer than the trade have placed on the market for some time. There is quite a trade doing in toys to our local dealers, that is in all kinds of novelties and puzzles, also in new games, but this line of trade is only local.

The wall paper manufacturers are still at their designs for fall trade. The dealers here say that they hope they will be new and pretty. They say a fair business has been done in this line during the spring months, which would no doubt have been better if all the new houses had been papered instead of colored, as all the houses are that are going up just now.

Envelopes are also having quite a run, especially in the cheap line for circulars, which the retail trade are sending around to announce their spring goods. There is also quite an assortment of new and tasty ones on the market, of which the Barber, Ellis Co. have contributed their share in the way of a new line of papetries, which are really handsome and ought to go with the trade down here. They are very cheap for such fine goods.

The publishers say they are satisfied with business now, but it will no doubt be better as soon as the summer travel begins, which always brings a lot of tourists to this part of the country. Messrs. John Lovell & Son report that the Little Minister is having the best sale of any of their new publications.

The fancy goods trade is a little better, especially in all new lines, and dealers say that although business is only in a sorting up way, they are satisfied with the outlook, which points to a good summer trade. All kinds of sporting goods, such as balls, lacrosse and bats, are having a big demand, now that the weather is favorable for cut side sports, and young Canada is up in all branches.

Another new feature is our new Sunday paper, which has been started and is sure to go, as the news is of the right kind. This paper will give the sporting public reports of Canada's national game earlier than usual. People who cannot go to see the games on Saturday had to wait till Monday morning for reports.

MONTREAL TRADE CHAT.

The late Joseph Tiffen's library was sold a few days ago. The sale was well attended, and the bidding was spirited. The whole catalogue of 220 lots was sold, among which were some valuable works.

Edward Auld, mucilage manufacturer, has been appointed Montreal agent for Munn's Celebrated Liquid Fish Glue. The trade say it is the best on the market. Quite a few testimonials have been received by the firm as to its quality.

C. L. Davidson, representing the Barber, Ellis Co. left town last week for the Lower Provinces. He takes with him the new line of papetries which will no doubt strike the people down that way forcibly.

The very sudden, death of Mr. Samuel Taylor Austin will be a cause of painful surprise to the many in Montreal who knew him in social and business life. Mr. Austin had suffered from an attack of la grippe last month, but had recovered so far as to be able, without feeling perfectly restored, to attend to his business duties. He was at his office on Saturday morning and, feeling somewhat indisposed, called on his physician on his way home, to be assured that nothing serious ailed him. In the evening he felt much better and remained up in conversation with his brother, Mr. Charles Austin, till a late hour, retiring about 1 o'clock. A short time later his brother had occasion to visit the room of the deceased gentleman, whom he found breathing heavily, and without speaking, almost immediately expired. His physician ascribes the cause of death to atheromatous degeneration of the blood vessels, a disease that rarely attacks so young a man. Mr. Austin was the senior partner in the firm of Austin & Robinson, stationers and paper dealers.

A NEW PAPER MILL.

The new paper mill of the Royal Pulp and Paper Company at East Angus, P.Q., was started up March 28, and is now running regularly in all departments. This concern is the successor of William Angus & Co., who have been making spruce pulp for several years at the same place. The mill is designed to make all kinds of engine sized flats and super-calendered book and writing paper, is equipped with a 92 inch paper machine and super-calender made by the Bertran. Company of Edinburgh, Scotland, four 1,200 engines made by Jolly Bros. of Holyoke, a 24-ft rotary by Loring of Boston, a set of Moore filters and the other necessary machinery. The buildings have been erected throughout for doubling the present capacity by the addition of duplicate machinery. The manager of the company is James D. Finlay, late with the Toronto Paper Company of Cornwall, Ont., and the whole plant has been put in under his personal supervision, and many new ideas for

saving labor in manufacturing have been here introduced. Every part has been built in the most substantial manner, and the plant is considered to be one of the very best, as it is the latest, in the Dominion. The cost of the plant, including water connections from and to the river, building and machinery has been \$130,000.

HOW TO CONDUCT A FANCY GOODS STORE.

On this topic W. C. Blackwell writes in the Fancy Goods Graphic as follows:

(1) The stock should consist of such goods as you think will suit your trade, that will be saleable and not dead stock. Keep well supplied; at the same time, don't order too much of a kind. (2) The store internally should be of such a size as to enable one to conveniently spread out the goods. To make it attractive, keep the store and yourself clean and tidy. Keep the store cool; have it well lighted day and night. (3) The store externally should have a nice front calculated to attract. By all means have your sign in bold letters, showing your name and the nature of your store. (4) The show-window should be of such a size as to correspond with the store front. It should be changed as often as twice a week. By no means let your window dressing become stale; it should be so arranged that one article will not hide from view another. It should show the nature of the store in general. By no means dress your windows with goods that are not in stock, and do not have goods priced in your windows that are of a different price in stock. (5) You should advertise in one or more daily or weekly papers, stating your name and the nature of your business; also special advertisements at special times by circulating handbills of special sales for a certain length of time. Advertise at other times by giving a customer a present for buying the most in a stated period for cash, and thereby gain trade. (6) Bargains at all times, and special bargains in the dull seasons, are proper. Have a special bargain counter. Keep nothing in your store as dead stock. If you have goods that are unsaleable, and won't sell at your price, put them on the bargain counter, and sell that way. You may have to lose a little sometimes, but such proceeds can be converted into goods that will sell and give a fair profit. (7) Have special drives in the holiday seasons, and if you get an article that proves to be a trade-winner make that a special drive until you think your trade is well supplied with it. (8) By all means have your store as comfortable for your trade as possible. Never allow any one to have cause for complaint. Treat all kindly. Never recommend goods to be better than they are. Do not get impatient with your trade for asking questions. Be always ready to show your goods. Sell for cash, and be obliging to everybody.

Brokers and Commission Merchants

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

MENU AND GUEST CARDS HIGH CLASS

Illustrated		Goods
Catalogue		through
free		all
by		Shipping
Mail		Houses.

Perfect Models of beautiful Flowers, etc., and Charming Decorations for the Dinner Table

J. TAYLER FOOT,
18 Poland St., London, England.

Examination Paper.

The department now requires that paper used in examinations be without a water-mark: we would call your attention to our

Springvale Foolscap

which fills every requirement. This paper is a bulky well made sheet, smooth and strong, and the price is very reasonable.

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BOOKS RECENTLY ISSUED.

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Songs of Doubt and Dream - A New Book of Poems By Edgar Fawcett 8vo. Cloth 119 pp. Gilt Top Price \$2
Is Man Too Prolific? - The so called Malthusian Idea By H. S. Pomeroy, A. M., M. D., Author of "The Ethics of Marriage" 12mo Leatherette. 61 pp. Price. 35 cents.
La Licença Constitucional - Two Important Documents. By Col. Ed. F. Ritter Part I and II. Embossed Paper Covers. 12mo. 84 pp. Price. 25 cents each

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LACROSSE.

TO THE WHOLESALE TRADE.

Before you order your Lacrosse sticks for 1892 send to F. Lally, Cornwall, Ont., Canada, for samples and prices of HIS NO ONE LACROSSE, every first class club in Canada use this stick. I am the largest manufacturer of first class Lacrosse sticks in the world. Address all letters to

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Manufacturers of

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PEN HOLDERS Finely Finished
RULERS Flat, Round and Flexible
INK STANDS, Round and Oval
VEST POCKET INK STANDS
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Sterling Sholl Erasers, Finest Erasive Rubbers
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Sling Rubbers, Copy Press Sheets Key Foot Balls, Bladders for Foot Balls, Lawn Tennis Racket Handle covers, Elastic Bands and sizes and of Pure Rubber

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Crown 8vo, cloth extra, with Frontispiece, price 2s. 6d. RING IN THE TRUE. A Story of Transition Times in Village Life. By Ella Stone.

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Three New Volumes of Popular Shilling Series.

Small Crown 8vo, paper cover, 1s.; cloth extra, 1s. 6d., with Frontispiece.

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IN ROSBY VILLAGE. By Marv Hampden.

MILLICENT'S MISTAKE. By Sarah Selina Hamer.

Imperial 24mo, paper cover, white and gold, 6d.; cloth, gilt edges, 1s. VISIONS. By Mrs. A. R. Simpson. Second edition.

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NEW BOOKS.

THE TALKING HORSE by F. Austey, author of "Vice Versa," "The Giants Robe" &c., &c.

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THE IDES OF MARCH by G. M. Robins, author of "Keeping Secret" "The Tree of Knowledge," &c., &c.

In Lovell's "Star" Series for sale by Toronto and Montreal News Co's.

THE COLUMBUS SERIES.

Cloth books of over 1 inch in thickness, stamped in black and gold, over 150 titles.

Send 20 cents for a sample vol and a catalogue of them. Compare the list of titles with other 12 mo. books and you will not hesitate about ordering from us.

Address Orders to

John Lovell & Son,
MONTREAL.



Window figures are among the current selling lines

This season's feature in clock work is caricature and comic effect.

Fine French goods, as ball fans, have rather more than the usual limited call.

New goods for the fall trade are now beginning to arrive. Deliveries will extend over the greater part of the present month.

Among the better class of goods which are in request all the year round may be mentioned dolls. Both fine goods and serviceable goods are benefited by the demand.

Whisks and brooms of all kinds and by most makers are artificially dyed to look nice and green; there are very few manufacturers who do without this artificial help to make their brooms look fresher.

C. M. Taylor & Co. have got out a very handsome and exhaustive catalogue of their fully assorted stock. A fine feature of this catalogue, and one that cannot but make it of great practical service to the retailer, is a table of measurements, which gives the number of yards of wall paper necessary to cover all conceivable combinations of space dimensions.

The stock of Hickson, Duncan & Co., though less by many thousands of dollars than it was when they commenced their great closing out sale, is still in excellent trim as regards quality and assortment. Importations that were on the way when the firm dissolved, have since arrived, and these added make the stock now on hand fresh, and of good variety. They claim that now is an especially good time to secure real bargains, as on most lines they have made some very heavy falls in order to clear out.

Brown Bros. have some elegant lines of leather goods that will be sure to catch a large share of the more critical demand that fancy goods dealers have to reckon with more and more every day. Portfolios, bill wallets, letter cases, photograph cases, memo books, etc., in the finest material and in the latest styles, are to be seen in Brown Bros' sample room just now. An advantage that these goods have this season is their cheapness. The same quality was much higher last season. There is no motive for sending orders out of the country so long as such value can be obtained here both in quality and taste. The buyer will not have to load up to get either, and will get fresh new goods for his money.

In fancy goods trade is almost at a standstill, and unless in strictly fine goods there is no money to be made at the prices now obtainable. One healthy symptom in this branch of trade is the fewness of the failures in it. Though goods abound which appar-

ently were made solely to serve the purposes of price-cutters, there has been a steadier attitude on the part of retail buyers against the tendency to overload than that dulness is apt to beget among travellers. Just now prices are in a state of chaos. This is owing to two causes. First, the number of jobbers in the field, second, the going out of business of one house which is now putting its stock on the market at prices very favorable to buyers. Albums seem to be completely forsaken by fickle Fashion. Buyers have been selecting their lines for fall trade in the European markets, and it is expected that some departures will be made from the tiresome sameness that has itself been one of the worst enemies to trade. Trashy goods have a wonderful faculty for remaining in stock, and in nearly every warehouse that has ever dealt in such lines may be found flimsy remains of the various very transient periods that until lately have chased each other over the horizon of fashion. A good class of fancy goods is beginning to be wanted more generally than ever, for not only do trashy goods go out of favor, but their value vanishes to zero when they are held beyond their season.

Warwick & Sons' travellers are now dispersing in all directions with their samples of Tuck's goods for the Christmas trade. Their combined routes cover the whole Canadian trade. Their sample cases never contained finer lines than they do this trip. These lines may be classified into the following five broad divisions: Art books, booklets, toy books, cards, novelties. The art books are rich in original features and *abound in variety and charm*. Some of them run up as high as \$15. A book that is very beautiful and also typical of a class that is well represented in the samples is *A Book of Good Wishes*. A special edition of this in white leather is got out as a wedding gift, and a treasure it is. In booklets a myriad of fancies, all chaste and free from sameness, appear to abound. Values range from 5c. away up, as the line is a very extensive one. Prices seem to be lower in certain descriptions of these. Shapes play an important part in the booklets, an ingenious idea often finding expression in the mere contour of a booklet. Christmas toy books are a felicitous departure in Tuck's goods this year. Innumerable varieties of these books are among the samples. The pictures in them are not dependent on perspective and color alone for their effect, but have distinctness as well, each one being a separate clearly cut figure which may be raised from the page. The subjects are happily adapted to childhood. In cards, diversity and fertility of conception are well exemplified. The taste of the publishers in this line is apparently a harp of a thousand strings. Among new features is notable a porcelain card mounted on an aluminum plaque, a very original and tasteful card. Reflecting cards are also an addition of this season. In these a picture, as of

a ship or windmill, stamped on a semi-transparent gelatine surface, stands in the foreground. In the partially transparent surface, colors as of the rainbow blend into each other. Folding up against the back of the picture is a movable polished surface that can be adjusted to catch the rays of light and throw them on the back of the picture, which at once lightens up into a wonderfully life-like representation of a storm at sea or other scene. The novelties are an especially luxurious line, and appear to exhaust all the contrivances of taste and resources of material. Silk, plush, satin, Bedford cord, lace, hand-painting, etching, are enlisted in the production of these beautiful goods, which include drapes, glove and handkerchief sets, etc. There is nothing gaudy, but there is much that is costly, some of these novelties running up to \$150 per dozen.

MR. HOWELLS' NEW WORK.

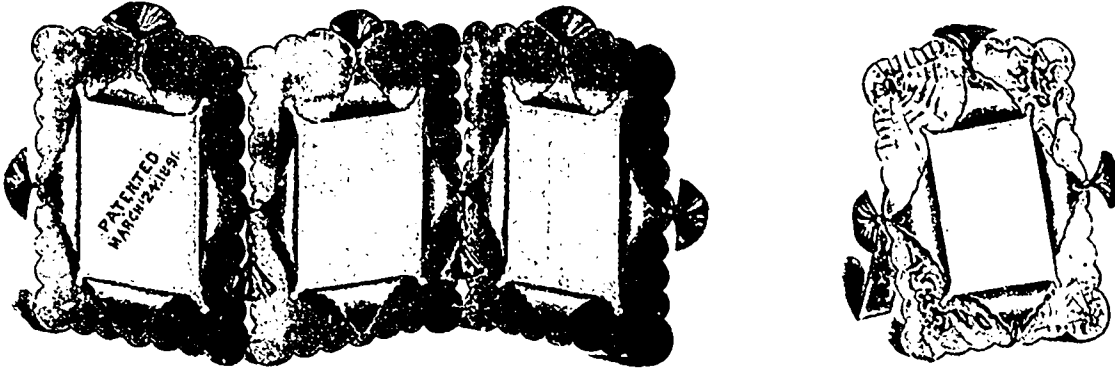
The announcement that Mr. Howells will leave Harper's Magazine, to take editorial charge of the *Cosmopolitan*, on March 1st, calls attention to the process of building up the staff of a great magazine. Probably in no monthly has the evolution been so distinctly under the eyes of the public as in the case of the *Cosmopolitan*. The first step after its editorial control was assumed by Mr. John Brisben Walker, was to add to it Edward Everett Hale, who took charge of a department called "Social Problems," subjects concerning which the greatest number of people are thinking to-day. Mr. Hale, who is a student, a fair minded man, a thorough American and a man of broad sympathies, has filled this position in a way to attract the attention not only of this country, but of leading European journals. Some months later, a department was established called "The Review of Current Events." To take charge of this, a man was needed who should be familiar not only with the great events of the past thirty years, but who knew personally the leading men of both the United States and Europe who could interpret motives and policies. Murat Halstead accepted this position with the distinct understanding that his monthly review should be philosophical and never partisan. The next step in the history of the *Cosmopolitan*, was the placing of the review of the intellectual movement of the month in the hands of Mr. Brander Matthews, who for some time has been recognized as one of the two or three ablest critics in the United States.

Finally came the acceptance of the editorship conjointly with Mr. Walker, by Mr. Wm. Dean Howells. Mr. Howells, who is recognized universally as the foremost American of letters, upon the expiration of his contract with Harper Brothers, on the first of March will take in hand the destinies of a magazine which promises to exercise a share of influence with the reading classes of the United States. His entire services will be given to the *Cosmopolitan*, and everything he writes will appear in that magazine during the continuance of his editorship.

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TRADE CHAT

Several of the wholesale houses are no v stock taking.

Gage & Co. find their import book business this season fully up to expectations.

The Toronto News Co.'s lithograph of the Hon. Alexander Mackenzie is a selling specialty just now.

Tenders for supplying ink to the Toronto Public Schools will be received up to the 18th inst.

Edward Baker, Birmingham, issues a very full catalogue of new books which the trade would do well to examine.

The Barber, Ellis Co. is giving its premises a general spring touching up, and the odor and freshness of new paint pervades the whole interior.

Williamson & Co.'s store has, in keeping with the season, shed its old coat of wall paper and donned a new one. It is the brighter of that vernal change.

A young man representing himself to be John D. Martin, of the Home Supply Association, Chicago, has been victimizing a number of citizens of St. Thomas and other places with an enticing book scheme.

H. A. Nelson & Sons are offering special bargains in baby carriages, their whole stock of which they are determined to close out. Drop a line and get a catalogue, along with which will be forwarded the very innermost discounts.

Bain's new store is a very great improvement on the old one. It is better lighted and is more conveniently laid out. It is elegantly furnished with attractive goods as well. A fine art gallery is in connection with the store and will be opened by the Art League.

A. McKean, dealer in books, stationery, fancy goods, etc., Mount Forest, Ont., has, we are pleased to note, been appointed C. P. R. ticket and telegraph agent, as well as Dominion express agent in that town. Mr. McKean is specially qualified for the discharge of the duties of these positions, on account of his experience in railway business, an experience extending over ten years.

At a meeting on Friday last of the Toronto Trades and Labor Council, the Committee on education submitted a report containing the following: The School Board placed in their estimates an item for \$5,000 towards free school books for the year 1892. When the matter was brought up in the Executive Committee of the City Council they struck out the amount. On noticing this the committee proceeded to a meeting of the School Board on Thursday night, and learned that a committee had been appointed to endeavor to have the item reinserted,

if possible. Mayor Fleming should have paid some attention to the requirements of those who placed him in the position he now occupies, as it was the voice and vote of the people that free school books should be the law of the city, and if their action be not reversed at the next meeting for the consideration of the estimates, or if he persists in opposing the item, we shall then know how he has fulfilled his pledges to the best interest of the wage earners."

PERSONAL.

The Whiting Paper Co's representative is here.

Goodall's traveller is calling upon the trade.

George Warwick has just returned from the North West.

A. L. Malins, representing J. Nisbet & Co., London, is in the city.

A representative of Todd, the gold pen manufacturer, is here.

Mr. Gregory, lately with Williamson & Co. has gone to New York.

Samuel Rust, representing the Holyoke Paper Co., Holyoke, Mass., is in town.

James Logie has just returned from his eastern trip for the Willard Tract Depository.

W. E. D. Tighe of Sale & Marlett, Oakville, has gone on a business trip to the Pacific province.

The representative of Ormiston & Glass, manufacturers of the ball pointed pen, has been here the past few days.

Mr. Koop, representing Johann Faber, is calling on the Toronto jobbing trade these days. He has just come from Mexico.

George Tait, has sold out his book and stationary business in St. Catharines to — Fairfield, and has gone to the United States.

Henry Smith has returned from Europe in the principal markets of which he spent three months picking up choice lines of fancy goods for their coming season's trade.

G. Mercer Adam left for New York on the first of the Month to take charge of the retail store of the United States Book Co. Years ago Mr. Adam was manager for Lovell & Wesson in that city.

J. L. Meikle, Port Arthur, was in the city, a few days, at the end of last month. Mr. Meikle is an ardent believer in the future of his town, which already has the best electric street car service in the country.

No young man can possibly have mistaken his calling who finds in it what the world wants done. If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

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Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

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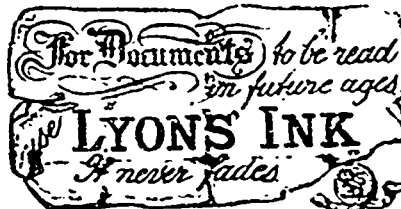
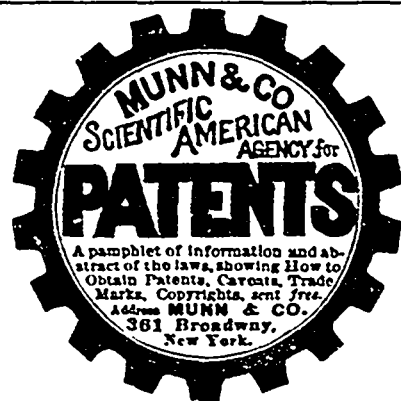


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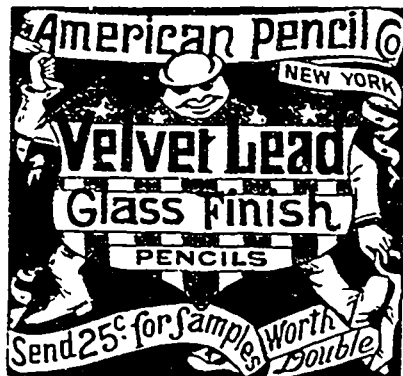
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6368 The Lacrosse Jersey For Piano, by Nellie Smith Whaley, Royce & Co., Toronto, Ont.

6369 Toronto Weekly Railway and Steamboat Guide. No. 1 March 1, 1892. Alfred Savage Wigmore, Toronto, Ont.

6370 Margaret Photo. Wm J Topley, Ottawa, Ont.

6371 Memories (Photo.) Wm. J. Topley, Ottawa, Ont.

6372 Everybody takes off the hat to me. Comic Song. Words by Geo Cooper Music by Edward Holst. The Anglo Canadian Music Publishers Association Ltd., London, England.

6373 Ontario's First Legislature. Engraving Thos N Scripture, Toronto, Ont.

6374 Memory Valse, by Katharine T Fuller T Suckling & Sons, Toronto, Ont.

6375 An Open Letter to the Medical Profession Pamphlet. The Dr. Howard Medicine Co., Brockville, Ont.

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6378 A New Practical Arithmetic. Designed especially for Commercial Schools and Business Men, by the Rev. J. L. H. Roy, Sherbrooke, Que.

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6380 Bird's Eye View of the World's Columbian Exposition Print John Wesley Allison, Montreal, Que.

6381 Hints and Expedients for Young Teachers, by David Boyle, with illustrations by J. W. Bengough Thomas Grainger Wilson, Toronto, Ont.

6382 For the sake of the Past. Supplication Words by Frederick E Weatherly, Music by Tito Mattei Chappell & Co., London, Eng.

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6384 Why beateth so, O Heart Song. Words by Arthur Chipman, Music by F. Paolo Tosti Chappell & Co., London, Eng.

6385 The Commercial Agency Register for the Provinces of Quebec, Ontario and the

Maritime Provinces. January, 1892. Vol. 4. Chaput Freres, Montreal, Que.

6386 Bell Telephone Company of Canada, Toronto and Toronto Junction Exchanges, Subscribers' Directory, Ontario Department, March, 1892 The Bell Telephone Company of Canada, Montreal, Que.

6387. Glimpses of the Past in the Red River Settlement, 1805-1825 (Temporary Copyright.) Series of letters which is now being preliminarily published, in separate articles in the "Rupert's Land Gleaner, in Middle Church, Manitoba. W. A. Burman, Middle Church, Man.

6388. Print, as per exhibit. The Wightman Sporting Goods Co., Montreal, Que.

6389. The Merry Maidens (Connaissez-vous la belle.) English version by Alfred P. Graves. French words and music by Francis Thome. Chappell & Co., London, Eng.

6390 Danse Romantique. Jersey or Military Schottische for Piano, by F. E. Galbraith. Whaley, Royce & Co., Toronto, Ont.

6391. Atlas of the City of Windsor and Vicinity, by George McPhillips, D.L.S., Windsor, Ont.

6392. Notes Historiques sur la Vie de P. E. de Radisson, par Louis Arthur Prud'homme, St. Boniface, Man.

6393. The Railroad Men's Time Book, 1892. George M. Morrison, Toronto Junction, Ont.

6394. Prospectus of the York County Loan and Savings Co. Edward Joseph Lomnitz, Toronto, Ont.

6395. Insurance Plans of the City of London, Ontario, Canada Charles Edward Goad, Montreal, Que.

6396. The Monthly Law Digest and Reporter Edited by F. Longueville Snow, Vol. 1, No. 1, January, 1892. Amedee Pestard, Montreal, Que.

6397. Cradle Song. Words by A. Monro Grier, music by Emma Fraser Blackstock. The Anglo-Canadian Music Publishers' Association Ltd., London, England.

6398 Almost Persuaded. (Sacred Song.) Words by P. P. Bliss, Music by S. T. Church. The Anglo-Canadian Music Publishers' Association Ltd., London, England.

6399 The Canadian Queen Military Schottische. By H. H. Godfrey, Toronto, Ont.

6400 Montreal Pocket Guide, April, 1892 Alexander Scarlett & Co., Montreal, Que.

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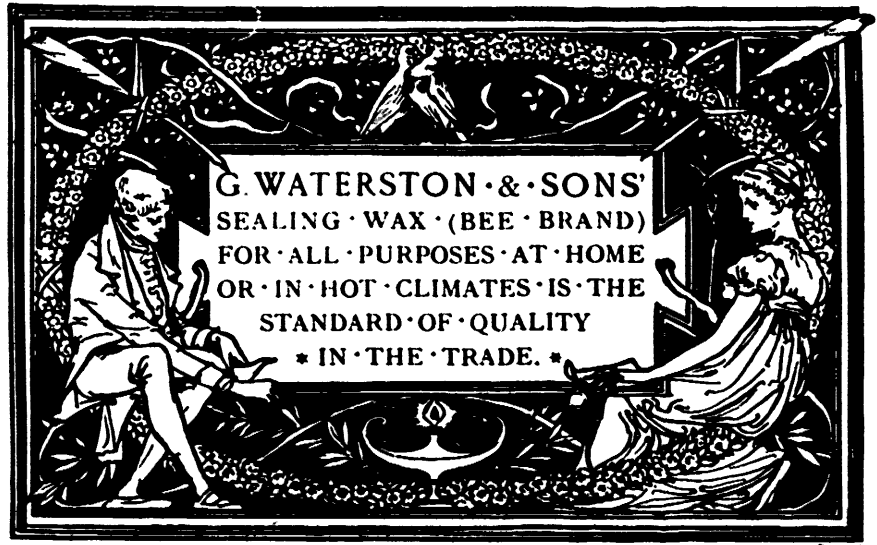
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