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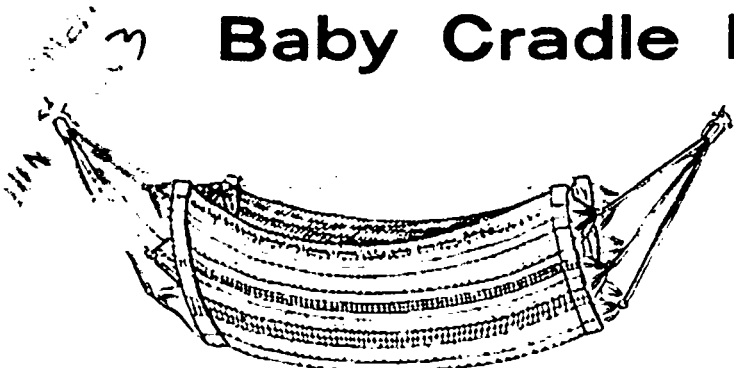
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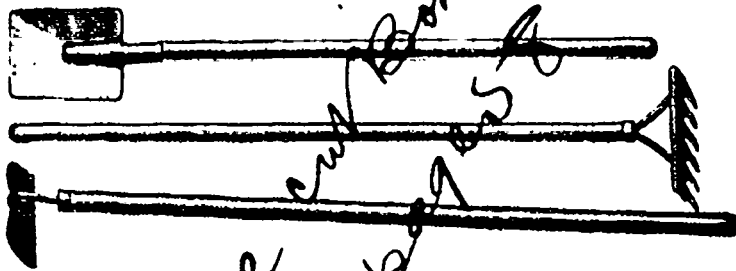


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Special	Open weave, closed hoop ends	- \$ 7.80
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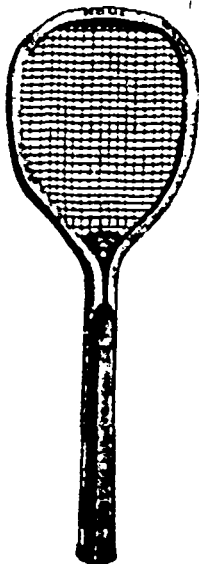
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Floral sets, 3-piece	- - - -	\$1.20 doz.
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Toy pades, - 40, 42, 45 and 60c.	per dozen	
No. 0.	2-piece set, - - - -	\$.80 doz.
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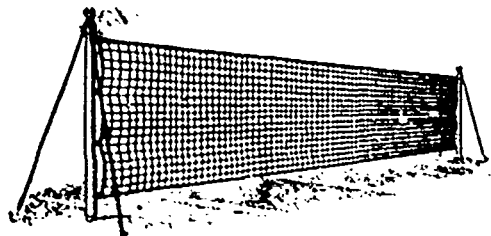


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Imperial	\$.80
Niagara	1.00
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	Doz.
Wre's Championship	\$3.75
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No. 3.	1-cord, 36 x 3 ft., - - - - \$1.25
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THE Bookseller and Stationer

Vol. XIX.

MONTREAL AND TORONTO, CANADA, MAY, 1903.

No. 5.

CURRENT TOPICS

A special SUMMER READING NUMBER of THE BOOKSELLER AND STATIONER will be published on Wednesday, June 10. It will contain classified and illustrated lists of the popular books for the coming holiday season, with brief and comprehensive outlines of their characteristic features. Though fiction will be predominant, other books will not be neglected. Nature books, art books, recreation books and children's books will all receive attention. In addition, other needs of the Summer guests at our resorts will be touched on. Travelling necessities, stationery, fancy goods and sporting goods will all receive consideration. In fact, the number will be invaluable to the throngs of pleasure-seekers who will crowd our Canadian Summer resorts.

Though primarily a periodical, the June number of THE BOOKSELLER AND STATIONER will partake more of the nature of a guide-book. It will be so designed as to be of use all through the Summer. In order to afford it the widest sphere of usefulness, its circulation will be largely extended to embrace not only the booksellers of the country, but the consumers of Summer reading as well. It will accordingly be found at all the Summer resorts of the country and in such places as will enable it to catch the eye of those for whom it is intended.

The Spring demand for sporting goods has been exceptionally good. There seems to be a growing tendency on the part of that portion of the public, which goes in for outdoor sports of all kinds, to secure new and up-to-date supplies. Moreover the sporting and pastime spirit has invaded classes who never before indulged in such amusements. The outlook for the trade is consequently bright. It is unfortunate, however, that so much business is being done through mail-order houses. Our booksellers and stationers should bestir themselves to secure as much of this trade as possible. It is quite legitimately in their hands and they should not give it up without a struggle.

Much activity is to be noted among the publishers at present and the season is practically at its height. A great many popular novels are appearing, for the most part written by United States writers. The feature of the past month was the displacing of "Lovey Mary" from the position of best-selling book and the substitution of "Lady Rose's Daughter." In the United States, however, the former still held first place, though it was closely followed by the English novel. The remaining positions in the set of the best six in Canada are still held by the old favorites such as "The Pit" and "Letters from a Self-Made Merchant." The Scotch triumph, "Wee Magregor," by J. J. Bell, has at length invaded this market and it is understood that immense quantities of it have been disposed of to the trade. It is to be regretted that no copyright was secured on this side of the Atlantic.

In "Our Departmental Series" this month the subject of picture-framing is taken up at some length. Considerable care has been taken in securing data, all of which has been gathered from reliable sources. The writer of the article has also been guided to a certain extent by the apparent needs of the case. Realizing that many merchants would only be able to go into the work in a small way, he has governed himself accordingly. We believe that the hints given will be of value to our subscribers and we trust that such as have not yet attempted picture-framing will make an effort in that direction. Any questions that may be asked by our readers will receive careful attention and we trust that our services will be requisitioned when needed. Such as desire information about where and how to purchase supplies should address their enquires to the Editor of BOOKSELLER AND STATIONER.

It is a fact that retailers generally like to see the wholesale firms from which they buy advertise. The weekly or monthly advertisement in the trade paper is good reading, and a trade journal with no advertising would be rather flat and without sparkle. But the wholesaler or jobber has a right to look for recognition of his efforts to keep the trade informed. An advertisement is a call for business. Orders by mail are extremely satisfactory to a wholesale house, and with all well ordered firms the salesman covering the ground gets credit for such orders. And when responding to advertisements in our columns never fail to mention BOOKSELLER AND STATIONER. It does you good, it pleases the wholesaler and adds honor and strength to ourselves.

BOOKS OF THE HOUR

THE MISDEMEANORS OF NANCY. By Eleanor Hoyt. Toronto: Copp, Clark Co.

Nancy is a creature who pleases the heart of man very much like Anthony Hope's inimitable Dolly. She is wholly captivating, whether she chooses to adopt the role of a demure housemaid or a bachelor girl or an intriguer in hearts. Her charming personality gleams forth from the pages of this book in a thousand different lights and shades. Little wonder she broke many hearts—a fact which the reader of her misdeemeanors will soon discover. Through it all, however, "the man who came after," stands firmly ensconced in the background, coming forward at last at the proper time. It is a very pleasant book indeed, and the pretty illustrations by Stanlaws add an additional charm to its pages. The dialogue, in which form the greater portion of the book is written, is both clever and animated and some of Nancy's descriptions of her conquests and her occasional defeats are decidedly witty. As a summer gift book, "The Misdeemeanors of Nancy" is unparalleled.

THE TRAIL OF THE GRAND SEIGNEUR. By Olm L. Lyman. Toronto: MacLeh & Allen. Price \$1.25.

It is seldom that the War of 1812 is adopted as the groundwork of a modern novel. United States writers prefer to glory in the surer victories of the Revolution rather than in the doubtful struggles of the later conflict; and there are so few novelists of merit on this side the border, that the subject has never as yet been adequately treated in Canadian fiction. "The Trail of the Grand Seigneur," however, centres about this war, with its scene laid principally at Sacket's Harbour. It is of course written from the United States standpoint and naturally is somewhat partisan. What surprises the Canadian reader in perusing its pages, is the marked esteem in which the British regular is held. This in itself would not be so astonishing were it not that favor is extended to the redcoat at the expense of the Canadian Militiaman. The latter is depicted in no very creditable light. For this we are sorry, since it is an incontrovertible fact of history that the salvation of Canada, at that time of British stress and strain, depended on the manly valour of the Canadian Militia. Apart from this error of judgment, the "Trail of the Grand Seigneur" forms as engrossing a romance as one would wish to read. Adventures in plenty are to be found in its page, all well-described and the love interest never wavers from the dramatic beginning to the cleverly constructed climax at the end.

EVERYMAN. A METEOR PLAY. New York: Fox, Duffield & Co.

The new publishing house of Fox, Duffield & Co., of New York, are to be congratulated on the excellence of their initial publication. It is an artistically executed edition of the quaint old moral play, "Everyman," which has interested so many thoughtful theatre-goers this winter. The play is quite ancient. In fact it has been traced far back to the reign of Edward IV. The quaint language and many of the old wood cuts which embellished early editions, are preserved in this volume. The theme of the play is the mortality of man. To Everyman comes Death, bidding him make his pilgrimage to the throne of God and there present his reckoning. Everyman turns to

Fellowship, Kindred and Goods and asks their company, but all desert him. Then Beauty, Strength, Discretion and the Five Wits are appealed to, but they, too, fail. Only one thing remains to comfort him, his Good Deeds.

"All earthly things are but vanity,
Beauty, Strength and Discretion do man forsake,
Foolish friends and kinsmen, that fair spake,
All flesh save Good Deeds."

SUMMER SONGS IN IDLENESS. By Katherine H. McDonald Jackson. Toronto: William Briggs.

The two most ambitious poems in this small book of verse are "A June Idyll" and "A Legend of the Isles of Shoals." The former is most characteristic of the general tone of the collection. It is a delightful spring day, with all the richness of coloring and happiness of expression that make the scene appeal to the sympathetic mind. But the poem is not all of nature. The mystery of love and the sadness of life mingle with the general theme and give to it the human touch necessary to its completeness. Into the other poem designated, another element enters—that of human tragedy. The blood-curdling tale of what befel two peaceful homes on the Isle of Shoals is dramatically portrayed in simple yet powerful verse. The remaining poems in the book are much shorter, dealing for the most part with nature and love. A few beautiful little lullabies, under the general title of "Sleepy Time Songs," complete a volume whose merits far outweigh its faults. If fault were to be found it would probably be with the lack of smoothness in the rhythm which frequently occurs.

IN THE DAYS OF THE RED RIVER REBELLION. By John McDougall. Toronto: William Briggs.

This volume is a sequel to the author's earlier work, "Pathfinding on Plain and Prairie." The latter brought the reader down to the autumn of 1868. This book takes up the thread of the story at that juncture and carries it on to nearly the end of the year 1872. Mr. McDougall, it will be remembered, was a missionary of the Methodist Church in the territory of Saskatchewan. In the discharge of the arduous duties of his office he was called on to cover an immense tract of territory. His constant movings to and fro gave him admirable opportunities to study both the country, its people and its customs, and these he has embodied in his present book in rich variety. The value of a testimony such as this regarding conditions in the West at the time of the Red River Rebellion is manifest, and Mr. McDougall has done worthily in painting the situation in its true light. Of the vicissitudes as well as pleasures of life in the West in those early days, the book is full. Dealings with the Indians, hunting, travelling on dog-sleds, adventures by day and night are all to be found in this most interesting volume. The style is simple and pleasing, and there are several good illustrations.

MR CLAGHORN'S DAUGHTER. By Hilary Trent. New York: The J. S. Ogilvie Publishing Co. Price \$1.00.

This story is designed to illustrate the evil consequences of a blind adherence to an impossible religious standard. A woman, trained to be an agnostic, becomes the wife of a pro-

fessional theologian. She strives to accept doctrines which are forced on her by her husband, till too late she discovers that she is mismated. Marital complications with tragic results follow. It is a daring book with no glozing of hard facts, but with reverential treatment of religion as distinguished from dogma, and skilful handling of matters which

relieve it of the taint of "suggestiveness." The plot is complicated but not entangled, and of absorbing interest. There is excellent characterization and plenty of humor. By some it will be called immoral, others will pronounce it moral in a high degree. Though the story has its sombre side, it ends pleasantly with wedding bells.

THE AUTHOR OF TO-DAY

MRS. HUMPHRY WARD

"LADY ROSE'S DAUGHTER," as was anticipated in most quarters, has been easily the leading book of the past month in the Canadian book market. Its undoubted strength as a novel, coupled with excellent methods of publicity, have combined to secure for it a well deserved success. From Halifax to Vancouver it has been the principal theme of conversation in literary circles, and the controversies which its peculiar plot have aroused have served largely to augment its sales.

Mrs. Humphry Ward, who steps into renewed prominence as its author, inherits literary ability of no mean order from both her father and her paternal grandfather. The former was Thomas Arnold, a brother of Matthew Arnold, and the latter was the famous master of Rugby. Mrs. Ward was born in 1851 at Hobart, in Tasmania, where her father, at the time of her birth, held an educational appointment. Only the first five years of her life were spent in the Pacific, so that her recollections of colonial life were dim. She received her education at English boarding schools, and while still a girl went to live with her father at Oxford, where, under his guidance, she began her literary career. When only 22 years of age Miss Arnold became the bride of Humphry Ward, a Fellow of Brasenose. For eight years the couple resided at Oxford, and Mrs. Ward wrote critical essays for the reviews and essayed fiction in a story for children, entitled "Milly and Olly." Removing from Oxford to London, she shortly published "Miss Bretherton," a light and pleasing novel. Two years later appeared "Robert Ellsmere," a book which attracted the attention of no less a personage than Mr. Gladstone. His appreciation of it gave its authoress a new status in the world of letters.

In 1892 "David Grey" was published, followed by "Marlton" in 1894 and its sequel, "Sir George Tressady," in 1896. Two years later "Hellbeck of Bannisdale," a powerful though sombre tale appeared, which won instant recognition as a work of merit from the critics. Since then Mrs. Ward has written "Eleanor," which was published in 1900.

Mrs. Ward personally is tall and distinguished-looking, with dark, wavy hair, simply arranged, and brown eyes. She has a sweet smile and a melodious voice. Reserved in public, she is pleasant and bright in the presence of intimates. Her social tastes are not of the fashionable world, and she prefers the company of cultured and sympathetic souls to the gay and hardened throngs of society.

Her latest novel is set within the magic circle of England's aristocracy. Not to be a peer or the relative of a peer, a Cabinet Minister or a gallant officer is an unheard-of thing in this book. The purpose is obviously to give greater facilities for the working out of the plot, which involves conditions and situations only attendant on the ruling classes. In a few words, the theme of the novel details the gradual yielding of brilliant, fascinating Julie le Breton, the child of a woman who has loved where her heart lay, to the same temptation that had snared her mother, and her ultimate salvation by the hand of Jacob Delafield—strong-willed and sternly righteous in his strength.

Though "Lady Rose's Daughter" may never raise the controversies that stirred the pulpit and the press when "Robert Ellsmere"

was published, it has yet within its pages topics for discussion of as vital interest. It is no superficial attempt at an explanation of the workings of the human heart. It is rather an earnest, face-to-face examination of a phase of life that is as striking as it is important.



"FOR MY ROSE'S CHILD," HE SAID, GENTLY"

Illustration from "Lady Rose's Daughter"

"Lady Rose's Daughter" By Mrs. Humphry Ward Toronto, P. S. Stewart

BOOK BREVITIES

THE SOUTHERNERS" is the title of Cyrus Townsend Brady's latest novel. The characters in this vigorous love story are all natives of the South whom fate has arrayed against each other. The scenes are, for the most, laid in and off Mobile during the Civil War, which has estranged the hero and heroine. The description of the naval battle on Mobile Bay is a brilliant piece of writing. The plot of the story is exciting and the action is rapid. (Copp, Clark Co.)

Mr. Hickman's story "The Sacrifice of the Shannon," is illustrated effectively by reproductions of photographs taken at or near the scene of the story, and they



Helen Keller and her Teacher, Miss Sullivan
By permission of Doubleday, Page & Co. Copyright, 1903

are splendid specimens of the work of photographer and engraver. The book is in every way an attractive one, and cannot fail to secure a large constituency of readers for any further venture the author may make into a field for which he has shown himself well equipped. (Copp, Clark Co.)

"The Golden Kingdom," by Andrew Balfour, is an account of the quest for the same as described in the remarkable narrative of Dr. Henry Mortimer, contained in

the manuscript found within the boards of a Boer Bible during the late war, and edited with a prefatory note. It may safely be said that for breathless interest this story has rarely been equalled. (Copp, Clark Co.)

The reviewer of The Toronto Globe characterizes Miss Helen Keller's autobiography, "The Story of My Life," as "the most remarkable and interesting piece of writing in the history of literature." Mark Twain has said that the two most interesting characters of the 19th century are Napoleon Bonaparte and Helen Keller. As one reads the marvellous story of Miss Keller's education, the impression given of the genius of Miss Sullivan, the teacher, is scarcely less marked than that afforded by her wonderful pupil.

In "The Mystery of Murray Davenport," by Robert Neilson Stephens, the author of "Captain Ravenshaw," has made a radical departure from the themes of his previous successes. Turning from past days and distant scenes he has taken up American life of to-day as his new field, therein proving himself equally, if not more, capable. Original in its conception, striking in its psychological interest, perplexing in its love problem, "The Mystery of Murray Davenport" promises to be the most vital and absorbing of all Mr. Stephens' novels. (Copp, Clark Co.)

An interesting addition to the literature of Methodist biography is announced as soon to be made. There is, perhaps, hardly a resident of Lambton county that does not remember or has not heard of "Uncle Joe Little," a popular name given to Joseph Russell Little, an eccentric pioneer lay preacher, who, in his lifetime, was perhaps the best known and best loved man in Western Ontario. Of Irish birth, and with the two fine Irish qualities of wit and good nature abnormally developed in him, Uncle Joe, by his quaint and witty sayings and his kindly ministries gave to posterity a possession of anecdotes that happily has at length found a sympathetic chronicler in the Rev. L. Bartlett, of Lebanon. Mr. Bartlett's biography of "Uncle Joe" will make a volume of some 250 pages. It is a Canadian "Peter Cartwright," and will be read and enjoyed by many to whom even the name of the Irish preacher is now unknown.

"A Comedy of Conscience," by S. Weir Mitchell, is a clever story based on an amusing episode in the life of a charming Philadelphian lady, Miss Serena Vernon. This lady unwittingly becomes possessed of a valuable diamond ring. The question is: What shall she do with it? The illustrations are by Henry Hutt. (Copp, Clark Co.)

Max Pemberton's latest novel is "The Gold Wolf." The book begins by introducing us to a millionaire whose passion for money and the excitement of making it is wrecking his health and costing him his happiness into the bargain. The hero's wife is murdered and the hero himself is all but charged with the deed. Out of this situation Mr. Pemberton weaves a diverting fabric. It will be one of the handsomest of The Copp, Clark Company's Spring books, and will have 20 striking illustrations.

At the recent convocation Victoria University conferred the degree of Doctor of Divinity on the Rev. John McDougall, the well-known missionary, now superintendent of

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The Mystery of Murray Davenport

Mr. Stephens has turned from past days and distant scenes. In his new book he has taken up American life of to-day.

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Easily the best selling book
of the period is

Lady Rose's Daughter

By **MRS. HUMPHRY WARD.**

16 Full Page Illustrations by
Howard Chandler Christy.

CLOTH - \$1.50.

"That 'Lady Rose's Daughter' is already, and will remain, the most conspicuous piece of fiction that has appeared at the beginning of the twentieth century, is true without any doubt."—*Mail and Empire, Toronto.*

"Well balanced in its proportions; finished in form; logical and unerring and subtle in the delineation of character; poetic in feeling; extraordinarily clever in style."—*The Globe, Toronto.*

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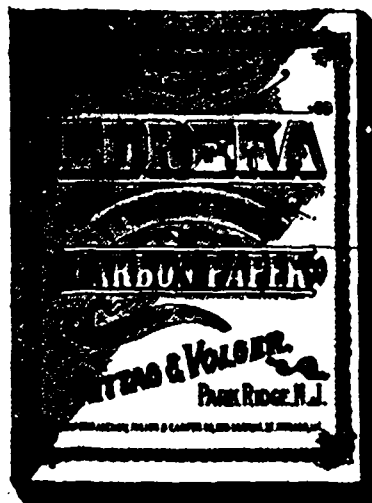
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Indian missions in the Northwest. Mr. McDougall is, perhaps, the best Cree scholar in America, and has done valuable work in translating the Bible and hymns into that language. He speaks it like a native. Mr. McDougall's "In the Days of the Red River Rebellion," is the fourth volume in the series narrating the author's early life in the West. The total issue of the series amounts now to more than 11,000 copies. (William Briggs).

In general style "Silk and Steel," by H. A. Hinkson, continually recalls "The Three Musketeers." It is a lively



An incident in CYRUS TOWNSEND BRADY'S new novel, "The Southerners"

tale, full of "go," and should prove doubly popular as a historical romance with novel readers and as an adventure book for boys. (Copp, Clark Co.)

The trade had little diminution in the sales of "Mrs. Wiggs of the Cabbage Patch." The publisher reports a sustained demand for the book quite exceptional.

The last book by Martin Ross and E. E. Somerville, entitled "The Experiences of an Irish R. M.," created quite a sensation. It is likely that their new book will prove equally popular. It is entitled "All on the Irish Shore."

The illustrations of "Thyra Varrick," Mrs. Barr's new story, are from the brush of Lee Woodward Zeigler, and are uncommonly good. The story opens in "the Land of Hills and Glens and Heroes," and concerns the fortunes of the House of MacArgall in the stirring times of 1745 and following years.

"Black Shadows," by G. Manville Fenn, is a romance of the Franco-German War full of melodramatic incidents, woven on to a simple plot with a skill that bespeaks the old craftsman. It is distinctly a book to keep the reader who takes it up awake from start to finish. (Copp, Clark Co.)

Mr. Crockett's new story "The Banner of Blue," promises to revive the popularity that had somewhat waned in recent years. It seems to have in it some of the spirit and grip of "The Raiders," and will measure up with Mr. Crockett's best work.

In Professor Le Bluff and his amazing spouse, Mr. Compton has created an amusing pair of characters, who figure in the pages of "The Wilful Way." The story of this reckless gambler against fate never falters for a moment, but lends the reader merrily and excited from sensation to sensation. Mr. Compton is the author of "The Inimitable Mrs. Massingham." (Copp, Clark Co.)

A paper edition of Mrs. Humphry Ward's "Eleanor," at 50c., is placed on the market this month.

Guy Boothby's readers will be pleased to know that a new book by him entitled "Connie Burt," will be published this month by The Copp, Clark Co. It tells of the adventures of a young English aristocrat in Australia.

"CANADIAN BOOK NOTES."

This is a well-conducted monthly bulletin of the new books published by the Copp, Clark Company. It is bright, newsy and concise.

Booksellers should not fail to have a supply on hand. Those who wish to see Canadian Booknotes or the Copp, Clark Company's price list, or have communications to send or enquiries to make should address the editor at 64 & 66 Front street west, Toronto.

PERSONAL.

Mr. Simpson Jones, now of Toronto, formerly of London, England, has favored BOOKSELLER AND STATIONER with a call. Mr. Jones, during his sojourn in Canada, has been active in many directions with the single object of developing better relations between England and Canada. During his residence here he has interested himself in the publications of such well known houses as Cassell & Co., Chapman & Hall, Limited, Novello's, etc., with what success may be judged by the fact that for one series of Messrs. Cassell & Co.'s publications he has sold during the past four months to one Toronto retailer over 13,000 copies.

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By Mrs. Mary Wood-Allen, M.D.,
And Mrs. Emma F. A. Drake, M.D.

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

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Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, France, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo, cloth. Price, 50c.

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OUR DEPARTMENTAL SERIES.

PICTURE FRAMING SECTION.

Splendid Opportunities for Development in this Direction—But Little Capital Required—No Special Training Needed—Profits Sure to be Large with Proper Management.

INTRODUCTORY.

PICTURE-FRAMING is a branch of industry that is naturally associated with the bookseller and stationer's business. True, the mechanical part of the work savors of the carpenter's shop, but the emphasis must not be laid there. It is the picture which gives its impetus to picture-framing, and pictures ought to be found in the shops of booksellers and stationers, if they are to be found at all.

With increasing prosperity, the demands of a wider and wider circle of people for pictures and similar works of art become observable. Even in the humblest home to-day, pictures are to be found, where yesterday only bare walls

stored or an end of the basement. Only a small space is requisite and no special lighting arrangements are necessary.

A bench is the second desideratum. It should be fairly high, and broad enough to accommodate the largest picture. An ordinary table would be quite satisfactory, provided it had these essentials.

The next requirement is a mitring machine. This might as well be pronounced a necessity, though an ingenious hand could readily do successful work with an ordinary mitring box. The machine, however, is to be advised. A good one can be obtained from \$17 to \$20 and will very soon repay the outlay.

An assortment of special wire nails without heads should be put into stock and a hammer with rounded face secured. A saw, a square, good glue, putty, hooks and picture wire must also be secured.

Of course, a stock of mouldings, from which to construct the frames, is absolutely necessary, and here is where the main expense lies. A careful selection should be made from the stock of a reputable manufacturer. A fair proportion of plain mouldings is to be recommended with a few tasty fancy patterns. An outlay of about \$100 would put a merchant in possession of a varied and ample assortment.

Glass will cost in the neighborhood of \$30. This amount will purchase half a dozen boxes of assorted sizes. The glass, it might be explained, is put up in boxes containing 100 and 200 square feet. The smaller sizes make what is known as the "first break" and the larger sizes are called "second break." The \$30 order would give one box each of 12x16, 16x20, 20x24, 22x24, 22x28, 24x30 and 30x40 sizes.

Another necessary is a supply of matting, for making borders, etc. An expenditure of \$10 should be sufficient to purchase a fair variety of different colored mats. For the backing of the pictures, a few dollars will lay in a stock of the requisite wood.

THE PROCESS.

There is no secret about picture framing. The process comes intuitively, and all that is required is a little skill in handling tools, a little care as regards details and a little patience at first.

The sides of the frame are cut in the mitring machine to the required lengths, which are secured by measurement. Afterwards two pieces are brought together in a vise and glued and nailed together. Each nail is driven well in and the hole evened up with putty.

Glass is cut to the proper size, cleaned and placed in the frame. Then the mat is prepared, if required, and the picture placed above it. Next backing is cut to fill up the opening. It is either held in place with small nails or boards. To complete the job, coarse brown paper is pasted over the back.

It is readily seen that the process is both simple and rapid. When once the knack is acquired, frames can be turned out in quick order. Each man gets into the way of doing the work in his own way and few rules need be offered for his guidance.

Photograph frames are usually in great demand, and frames in which mats are cut to allow of the insertion of several photographs are popular. In cutting the mats, a very sharp knife is requisite. The matting is placed on a sheet of tin and the knife is drawn along the matting with a firm pressure. This will avoid all ragged edges. Special tools can be procured for making both square and oval opening mats, but where a



An Artistic Frame

were to be seen. The demand for pictures carries with it a demand for frames and the picture-framing industry thrives where the greatest number of pictures are being purchased. The obvious moral is that to-day is the time for every bookseller and stationer to branch out in this direction, if he has not already done so.

As will be seen, the outlay in establishing a picture-framing section is by no means as great as one might suppose. In fact, few departments cost so little and pay so well and few departments can be made to fit in better with the general working of the rest of the business. Instead of requiring attention at the busiest hour, the framing section sees its busiest moments when all else is dull.

EQUIPMENT.

First and foremost, a small workshop is necessary. This may be either a portion of a room where surplus stock is

see cut book
page 70
J. W. P. i.



Figure it Out

and see if it wouldn't pay you to have your Printing and Advertising done by a Specialist in an up-to-date city office. Style and finish, that's it. Special 1,000 Bond Statements, \$2.00; Extra quality Billheads, 1,000, \$1.50; Envelopes, 1,000, \$1.00 up.

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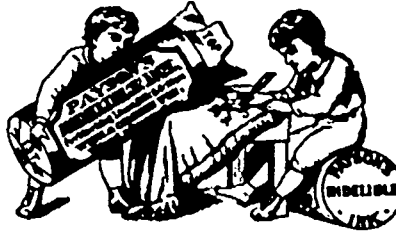
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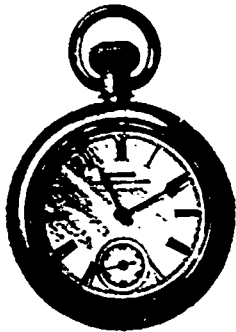
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- Third—Its low price and high quality insure a tremendous sale, which we further augment by furnishing many handsome advertising devices for your store.
- Fourth—Last but not least, these watches offer a handsome profit. Price cutters are not supplied.

Sold by several leading Stationery Jobbers of Canada. We will tell you who they are upon request.

Trial Offer—To any Stationery Merchant who will write to us upon his business letter head and inclose 75c. we will send a sample watch (duty not paid) and our catalogue, so that he can test its accuracy and durability.

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TRADE SUPPLIED THROUGH WHOLESALE

quantity are required they can be had very cheaply from some of the large manufacturing firms.

SOME POINTERS.

There need be no useless stock. Mouldings can all be used up. In the summer months, when orders for framing pictures are few and far between, the dealer can set to work to use up his surplus moulding in framing pictures lying around the store. These will be sure to sell some time, if proper methods are employed.

In many stores there are employes whose work only necessitates their attention at certain hours. Why not set them to frame pictures during their idle moments? There will then be no expenditure for labor in the framing department. Often the bookstore in a town contains the telegraph office and an operator is always on hand. In his many idle moments he could very well employ himself at this work of framing.

Dealers should keep their eyes open for choice unframed pictures. Oftentimes some exquisite pieces of work can be had for a mere song. These, when framed, in neat mouldings, will realize good prices. At least they will add appreciably to the appearance of the store.

AN ART CORNER.

Every bookstore should have its art corner. Wherever a good light shines will do admirably. A light partition can readily be run up and covered with some of the new art canvas on which pictures can be hung. If these are changed at inter-

sible. This can be accomplished through the press; the insertion of a picture in his advertisement, together with details about his framing department, should serve to draw attention to it.

Then, again, cards may be placed in his show windows and about his store, directing the notice of passers-by to the new department. Also if he is in the habit of using posters or painting barns or fences, he might employ them as agents. There are in fact many ways in which the public may be notified.

In framing to order the merchant should have a convenient way of showing samples of his mouldings. Short lengths should be cut and hooks attached to them. The prices may then be hung from hooks fastened to a varnished board, say some twenty samples to each board. These can be carried round and shown to customers very conveniently. The prices per foot should be marked plainly on each sample.

A word as to the care of mouldings. The mouldings usually arrive in lengths of twelve feet and are wrapped in paper. The paper should not be removed until the moulding is to be used. A rough wooden framework can be speedily put up on which the mouldings can rest. This would be conveniently placed in the basement if dry. If there are a great many different varieties of mouldings the framework can be divided off into compartments, one for each kind of moulding.

POPULAR PICTURES.

The Copp Clark Company are showing a splendid line of pictures of a kind most easily handled and profitable for the stationer. These pictures can be retailed from 25c. an upwards, and are beautiful reproductions of famous paintings. A line that is very saleable comes on white and colored beveled mats fitted with fancy cords in two sizes, 5 x 10 and 6 x 8 inches. Among the best subjects are: "The Blonde Poster," "Brunette Poster,"—companion pictures—"The Girl in Red," "Relaxation," "Moonlight at Sea," "A Mill near the Hague." Altogether in this series are 20 selected subjects; these are sold to the trade at the remarkably low price of 12½c. Another excellent line is a collection of double matted pictures ready for framing, size 16 x 20. These pictures are the result of a new process in four-color work and are splendid copies of

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Another Nice Design.

vals and new ones asked a deeper interest will be given to the corner. Customers will come to regard it as a place worth seeing.

Many wholesale dealers have gone in largely for supplying pictures, and the beauty and variety of some stocks shown are almost incredible. Beautiful colorings and choice subjects are to be had at ridiculously low prices. These can be placed in the art corner and varied from time to time.

Still other dealers supply ready-framed pictures. Especially is this the case where mouldings are too complex in design to be handled by amateur framers. Some of these frames are works of art, and a few of them scattered among the simpler frames give a pleasing touch to the collection.

Above all things let our booksellers make trial of an art corner. With proper care it is bound to be not only popular but financially successful.

PROCEDURES.

When once a bookseller has established his picture framing section he should let the public know about it as fully as pos-

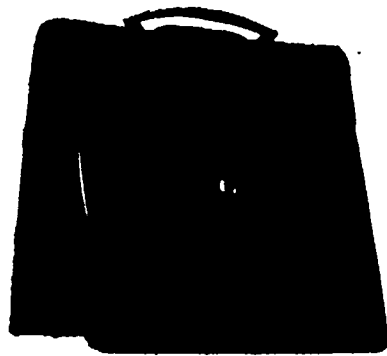
sible. There is a great variety of subjects, among which are: "Purity," "The Doctor," "The Mariner," "Highland Cattle," "Fortune Teller" and "A Neighborly Chat," etc. Another excellent line in the cheap pictures are Indian heads and groups, in beautiful colored work, and a number of other pictures in original subjects. A better class of pictures mounted on double white mats are a number of fruit pictures of crab apples, strawberries and oranges, which look good enough to eat. Some good Dutch subjects are shown, two notable ones being "At the River" and "Matinee Holland," and two charming heads are "Constance" and "Blenner Head." There are many good marine pictures and landscape scenes. Another line is that called the Art Relievos, which are black and white, embossed in relief; the subjects include "The Chariot Race," "Oriental Dancer," dogs, horses' heads, etc. There is also a line of hand-colored panel pictures that are very fine. A good business is reported with this line, and stationers who contemplate adding a line of pictures would do well to inspect or have samples sent, which will be done on request.

FANCY GOODS

THE "made in Canada" agitation has entered the fancy goods trade, and promises to make things as interesting for the Yankee productions as the same cry in other lines has done. Heretofore, a great part of our fancy goods was manufactured across the line, and the home article was not a very successful competitor. At present, however, things have changed, and in leather fancy goods, at least, the Canadian article has driven out a great part of the United States trade.

In conversation with a Canadian wholesaler and manufacturer specific instances were quoted that prove this statement. The other day a United States traveller entered this establishment, and, with the old-time assurance and sang-froid, produced a wrist bag, which he offered as a special line to sell to the wholesaler at \$30 a dozen, less 5 per cent. Upon looking at it the prospective buyer saw that it was the very same bag he himself was manufacturing and selling to the trade for \$28.50, just the same as he was asked for it. Another traveller a few days after offered another article at the same price for which it was being sold to the trade.

This meeting of United States prices by our local manufacturers has been observed more and more, until now their prices are beaten, even though the tariff is not as prohibitive as it should be in the opinion of many. As soon as the demand reaches figures that enable goods to be sold and made at the smallest prices, there will be no competition from across the border.



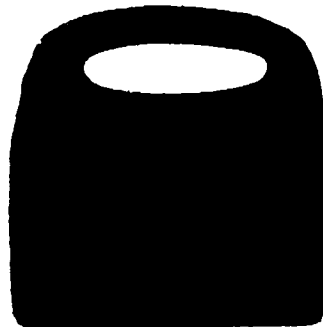
Alligator Music Portfolio, Brown Bros.

The season for Japanese and Chinese paper lanterns, flags, etc., is at hand and dealers handling these goods should look to their stock.

There seems to be little diminution in the sales of the Netsuki bag although its future is vague on the other side. The sales there have fallen off a little, but the popularity of the bag is still as great. The explanation of this decline in sales is that the price of the bag being rather high, the poorer classes must wait for the holiday season to trade in it, while the rich are already pretty well supplied. Hand bags in all the new leathers are still reported in Canada to be as much in demand as ever, and with the new catches and leathers that are appearing the market is getting all the stimulus necessary.

The principal novelties in the new bags consist of changes in the snaps or catches. These come in a great variety of designs, such as rosebuds, a cartridge, snake heads, dragon heads, dogs, leaves and flowers, set with stones and balls

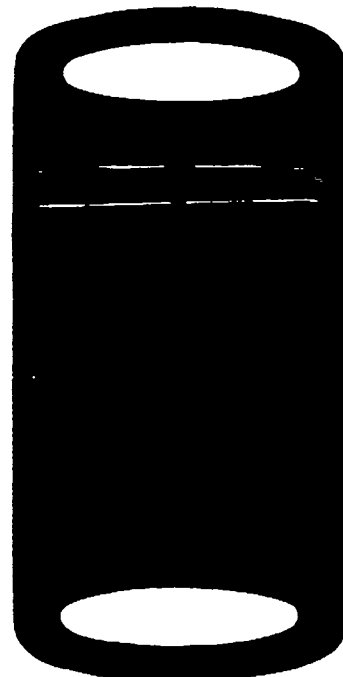
faced with large stones. Fancy alligator, lizard and sea bear are some striking new leathers. A prominent feature is the solidity of the frame both on the outer and on the inner compartment. Celluloid buttons or knobs are appearing on the Netsuki, and Japanese seal takes well in this bag as it is a Japanese idea. The finishes embrace all the old favorites, such as rose gold, golden copper, oxidized copper, nickel, oxidized silver, gun metal, etc.



Latest Parisian Hand Purse, Brown Bros.

SOMETHING NEW.

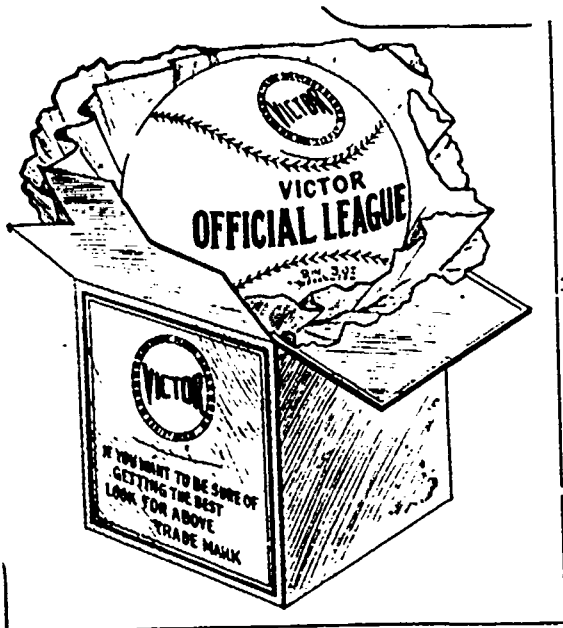
Something new is the constant demand nowadays, and to meet the ever-present cry The Brown Brothers, Limited, are continually turning out "something new." This month there is almost a complete new range shown in wrist bags. The club shape is the latest and very popular. It has certain advantages over the ordinary style, with gusset all round, in that the bag is made with one piece with side gusset only. The Brown Brothers, Limited, are showing a full range of this shape all their own make, retailing from 25c. upwards. Another new line this enterprising firm are showing is the very latest Paris idea—a ladies' "Grip" purse. As will be readily seen from illustration, this purse is an adaptation of the regular combination purse, with the sides lengthened and an opening cut through to permit carrying, as in an ordinary grip. In every other respect the purse is a regular combination purse. It is made in all the fancy leathers, and as a novelty should sell well.



Ladies' "Grip" Purse, Open.

REVIVAL OF CROQUET.

MANY people think croquet is a modern game, yet, although in some respects it is new, it is little more than an old one revived. It used to be played by the ancient Gauls so universally that the greater portion of the promenades adjoining large towns consisted each of a long alley, the name of the game being "jeu de mail." The later French received it from their ancestors, the Gauls,



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A guarantee of excellence and of value.

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VICTOR SPORTING GOODS.

The Fancy Goods Company of Canada, Limited

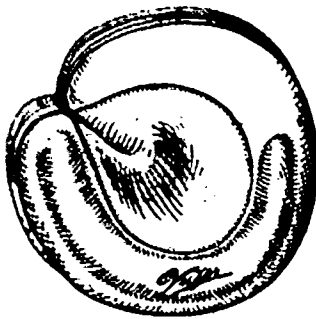
50 Yonge St., and 6 Wellington St. West, TORONTO.

and it was introduced into England under Charles II. at the time of the restoration, after his sojourn in France. The long avenue in front of Buckingham Palace, called the "Mall," or "Mail," derived its name from this game, which was played there. The residents of Boston a century ago gave the same name to the side avenues of their famous common. Very few of the present residents are aware that Beacon street and Park street malls derive their title from the game of croquet.

In Canada the revival of croquet has been warmly received by all classes, and offering, as it does, an amusement admirably adapted to Canadian home life and climatic conditions, it will undoubtedly remain as our greatest family pastime in the "outdoor" season.

"VICTOR" SPORTING GOODS.

THE Fancy Goods Co. of Canada, Limited, Toronto, have ready for the trade their "Sporting and Athletic Goods Annual," which includes illustrated description of their "Victor" baseball, tennis, basket ball, lacrosse, cricket and football supplies, the "Victor" exercisers, boxing gloves,



The Fancy Goods Co. of Canada, Limited

ball was used exclusively by several of the Canadian leagues. This season they are making a feature of the "Victor" catching mitts, into which they are introducing a new

punching bags, lawn bowls, fencing foils, hammocks, as well as the full line of flags, air guns, tents, celebration goods such as lanterns, horns, candles, etc., croquet sets, garden sets, children's wheeling goods.

This company are making a bid for the trade of the best, the most particular, class of sporting goods buyers. Last season their "Victor" official league

principle, which is calculated to effect a decided improvement. Instead of reinforcing the top of the mitt by cow-hide attached underneath the cover by rivets, which so frequently tear away, rendering the mitt useless, they reinforce the top of the mitt with three strong bands of cane attached to the outside of the mitt.



The result is to keep the mitt sound and in proper shape without making it liable to pull apart. The two illustrations given give an excellent idea of the new mitt. As the mitt is padded with the best quality of hair felt,

it is guaranteed not to gather up in balls or lumps, exposing the vitals or wrist after a few weeks' usage. It is made throughout of the finest green broncho horsehide, specially selected, specially reinforced palm, double seam, heavy roll heel, and, in every way, made equal to the best gloves on the market. As the "Victor" sporting goods are made in Canada by the best workmen procurable, and from the best material, it is not surprising that they have won popular approval, and as The Fancy Goods Co. of Canada, Limited, do their business entirely through the retailer, this firm have a good argument to present to the trade for support. A copy of their catalogue will be sent on application to any of the trade.

DISK TALKING MACHINE CO.

The Disk Talking Machine Co., of Toronto, are Canadian agents for the widely advertised Columbia Phonograph Co., the great advantage of whose machines is that one can use on them both disks and cylinders. The Disk Talking Machine Co. desire agents throughout Canada, and the most likely people to represent them are booksellers and stationers. One of the profitable features of such an agency is the sale of records. These are a continuous source of profit. It is worth taking trouble to look into this opportunity.

WALL PAPER.

SOME special rules applying to the hanging of different grades of goods are given here, taken from the "reliable wall paper chart" of Stauntons, Limited.

BROWN BLANKS.

A stiff paste should be used and the paper not allowed to soak for any length of time before hanging.

WHITE BLANKS, BRONZE AND EMBOSSED PAPERS.

The medium and better class of papers are made on good quality of stock, and hang easily. Both edges should be trimmed. Use medium thick paste; two or three strips can be pasted and laid aside and then hung in the order in which they were pasted.

SILKS, DAMASKS, GLIMMERS.

In all mica finishes the use of paste containing alum must be avoided, and they should not be hung on stained or damp walls without first using lining paper.

PRESSED AND EMBOSSED PAPERS.

The walls should be prepared as for any paper of good quality, and best results are obtained by using lining paper. Use a stiff paste composed of equal parts of Sphinx gum and ordinary flour paste. Paste each strip separately and hang at once. To smooth down use a stiff brush. Do not use a roller. Trim with a knife and straight edge.

INGRAINS.

Trim in about three-quarters of an inch from the edge. The cut should be clean and straight, so that the seams can be

fitted perfectly. Owing to the plain surface of the goods, a seam slightly lapped or not brought closely together will show very plainly and spoil the effect.

FABRIC EFFECTS.

Trim off a margin of about one inch with a sharp knife and straight-edge. Do not allow the seams to lap. When hanging dark colors stain the edges before hanging. This is done by moistening the color on the margin trimmed off and with the finger or small brush rubbing it along the edge of the paper.

VARNISHED PAPERS.

When handling do not fold and crease any more than is absolutely necessary, as the varnish is liable to crack. It is always advisable to use a lining paper when hanging varnished papers.

STAINED GROUNDS.

This name is given to a high-class grade of goods which differ from other goods in the manner in which the ground color is applied, which is by a process of staining, as the name implies. In hanging, great care should be used in preparing the walls and in the paste to be used. The walls should be free from stains and moisture, and had better be lined. The paste must be free from alum and should not be too thin. Hang each strip as soon as possible after pasting. A sharp knife and straight-edge should be used for trimming, and the edges of the paper, especially of red colorings, should be stained. Avoid using a roller on seams, if possible, as doing so is apt to produce a polished effect, which is objectionable.

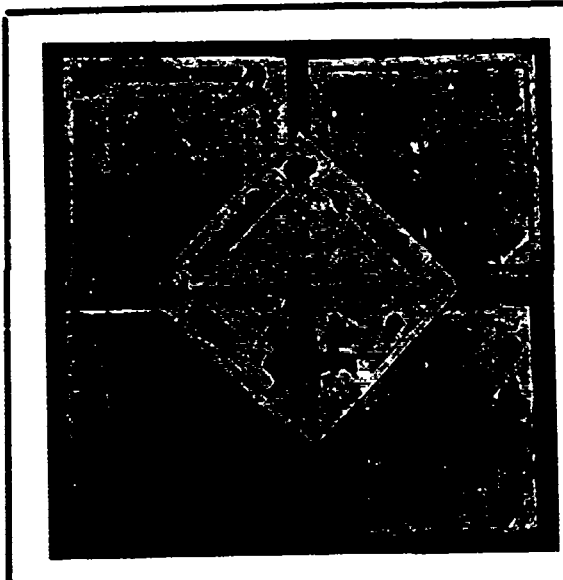


Wall Paper for Spring

YOU know by this time what the popular sellers are, what colorings and patterns are in greatest demand. How is your stock of them? Low? If it is go through it carefully and let us have your repeat order while our selection is large enough to fill it without difficulty or delay.

STAUNTONS' COLORINGS AND DESIGNS ARE MONEY-MAKERS- ALWAYS. LET US HAVE YOUR ORDER TO-DAY.

STAUNTONS LIMITED, :: TORONTO.



DENNISON'S CRÈPE PAPER NAPKINS

SEASON OF 1903

These napkins embrace a complete line of new designs, printed in two to eleven colors. They are the work of clever artists, each napkin being a complete picture in itself. Sample books sent dealers on application.

CRÈPE PAPER TABLE COVERS MADE WITH DENNISON NAPKINS

have become a fad owing to their beauty and usefulness. Samples of these furnished at cost to dealers in our napkins

Dennison Manufacturing Co.,

BOSTON
NEW YORK

PHILADELPHIA
CHICAGO

CINCINNATI
ST. LOUIS

WE KEEP ALL CODES

A. B. C. Code, 4th Edition	85 00
A. B. C. Code, 5th Edition	7 00
AI Code	1 50
Robinson's Code	1 50
Armby's Code, 1901 Edition	2 50
Economy Code	2 50
Scattergood's Fruit Code	5 00
United States Code	3 00
Arnold's Tobacco Code	2 50
Baker's Potato Code	2 50
Broker's Code	1 00
Citrus Code	2 00
India Code	1 00
Universal Sugar Code	1 00
National Coffee Code	1 00
Riverside Code 1890 and 1901	3 00

All or any of these Codes mailed on receipt of price.
Private Codes made on reasonable terms.

THE NATIONAL COFFEE CODE AXTELL'S

is a Code in general use among Coffee Brokers, and is commended highly by all.

Price, \$1.00, postpaid.

Messrs. E. H. & W. J. Peck, New York City, say of it: "We have been using your code for some time, and find it superior to any code previously used by us."

THE UNIVERSAL SUGAR CODE AXTELL'S

is the standard code for Sugar Brokers. Ask one who uses it and you will get a commendation. If you never saw it send for a copy to examine.

Price, \$1.00 per copy, postpaid.

Messrs. Volney, Green & Son, New York City, say of it: "We have used your Universal Sugar Code from the time it was first published, and consider it much superior to any other code that has been issued during the 30 years that we have been in the sugar business."

AMERICAN CODE COMPANY
83 Nassau Street, NEW YORK CITY

Discount to dealers only

WM. BARBER & BROS.

Paper Makers

GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS

JOHN R. BARBER

The Empire Series

of **SCHOOL MAPS** are recommended maps by authoritative educationists. We invite correspondence from booksellers throughout Canada. We are working WITH, not AGAINST, the local dealers. Liberal discounts to the trade.

E. N. Moyer & Co., 120 Victoria St., TORONTO.

The Crown Series

Gold Coated, Non-Corrosive

PENS

They please the user, so are good to offer.

Made in 6 styles. Send for Sample Card.
Trade price, 65c. per gross.

The Imperial Pen Co., Limited

Sole Canadian Agents:

Warwick Bros. & Rutter,
TORONTO, CANADA.



LETTERS COPIED WHILE WRITING

if desired. No press, no brush, no water. Just slip your paper into the clip and write your letter, bill—anything—and our **PEN-CARBON LETTER BOOK** remains a perfect copy.

WARNING There are imitations of the Pen-Carbon Letter Book. **WARNING** Do not be deceived. Be sure our name is in the book.

We manufacture "Ditmas" Typewriter Ribbons and Carbon Paper.
PEN-CARBON MANIFOLD COMPANY, Dept. A.B., 145-7-9 Centre St., NEW YORK.

3

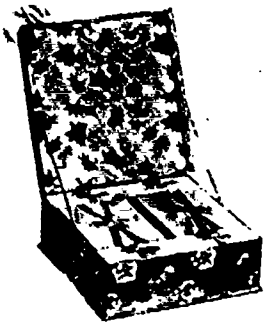
BOOKSELLER AND STATIONER

RETURNED JUN 1903



GAGE'S

New Line of Extra Fine Stationery.



It is our aim to offer the trade the newest and most up-to-date goods that can be found anywhere, and we congratulate ourselves on being able this year to show something unique and altogether different from anything yet produced in Canada in

Fine Stationery and Papeteries

3
cut
book 9
P.P. 4
H.V. 1/2

For Holiday and Xmas Trade.

RETURNED JUN 1903



Each box is in itself a work of art - both outside and in - presenting distinctly new ideas. The assortment of styles and ornamentations excels anything we have ever shown in this line.

The accompanying cuts give but a very slight idea of a few of the styles, the real value and beauty of them can be realized only when you have seen them.

Our travellers have the samples with them on their trips now, and the dealer who wishes to please his customers, and at the same time make a good margin for himself, will do well to wait until he has seen our lines.

RETURNED JUN 1903



W. J. Gage & Co.

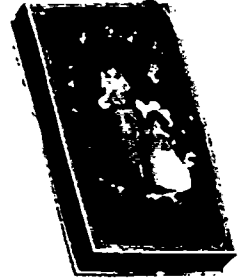
LIMITED

Wholesale and Manufacturing Stationers,

54, 56, 58 Front St. West,
1, 3, 5, Piper St.

Toronto, Canada.

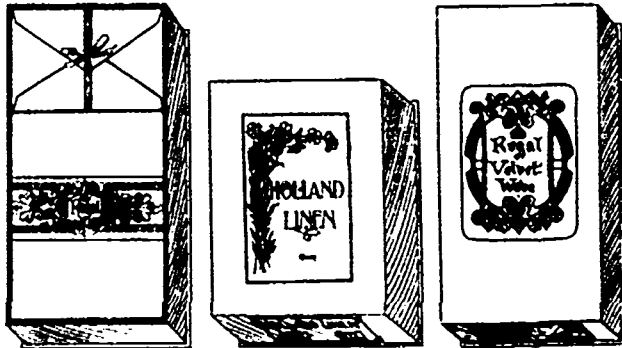
RETURNED JUN 1903



STATIONERY

NEW LINES OF PAPETERIES AND FINE STATIONERY FOR THE HOLIDAY AND CHRISTMAS TRADE.

W. J. GAGE & CO., Limited, Toronto, are manufacturing an extensive line of extra fine stationery for correspondence. They are putting up exclusively in Canada the lines of fine papers made by Z. & W. M. Crane, of Dalton, Mass., whose goods have an extensive reputation for superiority and quality. These high-grade papers are put up in 1/2 ream boxes of note papers, and the envelopes to match are put up in 1/4 M. boxes. The most popular tints, shades



and styles are well represented. The same goods are also put up in elegant papeteries containing 24 sheets of paper with envelopes to match.

Holland Linen, which has become so deservedly popular because of its perfect writing surface and the choice tints in which it is produced, and Regal Velvet Wove, which is another very popular line, are this season again represented in the firm's collection.

They have also brought out a series of specially fine papeteries for the holiday trade that can be retailed at from 75 cents to \$3.00 and \$4.00 each. These lines, they claim, are the best that have ever been produced by any Canadian house, in quality, style and attractive appearance. Samples of these goods are now in the hands of the firm's travellers, and dealers who have been in the habit of buying their finer lines of stationery from American manufacturers will doubtless be pleased to know that they can get goods made in Canada that are better value and put up as handsomely and attractively as can be produced anywhere.

A STICKY ARTICLE.

A NEW line which sticks but sells well is Dennison's Glue, in collapsible tubes, with patent pin. The flat nozzle acts as a brush to spread over large surfaces or along narrow edges. No brush to get hard and become useless. After using it is only necessary to insert the pin, which effectively closes the tube, keeping the glue always in a fluid state. Put up one dozen in a display box, with special show card. Price to the trade, \$1.20 per doz. May be had from The Copp, Clark Co.

NEW SCHOOL BLANKS.

W. J. GAGE & CO., Limited, Toronto, have now ready their new series of school blanks for school opening trade, and, as usual with this firm, they are showing a line that is bound to make a decided hit.

Their new covers this year embrace a number of unique styles. The feltine covers that were so popular last year on account of their durability they have added to this season by

a series of covers of the same material but beautifully decorated with artistic designs, such as might be looked for on high-class reading matter instead of on school blanks.

Last season their series of Canadian bird covers was a very taking line and are being continued this year. They have added to them a series of four covers illustrating Canadian animals, and on the back cover of each book are descriptive notes dealing with the animals that are illustrated on the front covers.

Taking the series as a whole the line of scribblers and exercise books which the firm have prepared are bound to have an exceedingly large sale and to be popular alike with dealers and with scholars.

NEW SCHOOL GOODS.

THERE is no season of the year as trying to the retail bookseller as the fall opening of schools after the summer vacation, the school boy or girl being the most exacting and fastidious class of customers to whom he has to cater.

Preparing for this temporary boom in the school trade is equally as trying to the manufacturing stationer, on whom rests the responsibility of originating the style and designs in the blank practice books and other sundries on which the sale has grown to be so enormous.

The series of these books made by Warwick Bros. & Rutter last season were deservedly popular, and they have now ready a complete range, infinitely superior in artistic effect to any they have offered in the past.

Many new designs are shown, both in elaborate colored effects and in the more dainty lines which appeal to quieter taste. Among those which are produced by the three-color process and which give all the character and detail of many colored lithographs are particularly noticeable those called "His First Dip," "Playmate," "Basket Ball" and "The Camp Fire."

In the more delicate designs a new and unique effect is shown in cover boards in purple embossed in gold. This cover is made up in several different sizes and styles, and will appeal to the more advanced scholars and students.

The series include many varieties in exercise books, note books and all necessaries in demand for school trade. The representatives of Warwick Bros. & Rutter will make their complete trips in ample time for all dealers to be supplied before the season opens.

INVALUABLE MAPS.

THE COPP, CLARK CO. carry a full line of Rand & McNally's Pocket Maps. The series includes maps of Ontario, Quebec, Manitoba, Nova Scotia, New Brunswick and Prince Edward Island, British Columbia, Northwest Territories, Alberta, Saskatchewan and Assiniboia, combined with map of Dominion, seven maps in all. These maps are indexed, and show clearly all railways and physical and political features, giving the population of all places. They are invaluable for commercial travellers and others, and at this time of the year, with so many moving to different locations and the immigration into the country, a demand is created. Stationers should lay in a supply. The maps retail at 25c.

HOLIDAY SUPPLIES.

FOR Victoria Day and other holidays and occasions of celebration for the coming summer, stationers should now look up their stocks of flags, Chinese lanterns and kindred lines, and be prepared to do business. Trade of this nature is profitable, and may be increased by a little attention. A capital idea for dealers who do not care to stock extensively is an assortment of lanterns which we noticed in the warehouse of The Copp, Clark Co. The assortment contained 25 lanterns, all different, of various prices and the latest styles. The price asked was \$2. Stock lines may also be had from 30

cents up to \$2 per doz. Another effect and cheap decoration is a line of tissue paper garlands, by the use of which a big display may be made with small cost. A new line added to their range of different size Canadian Ensign and Union Jack flags is that of foreign nation flag assortments, 12 different flags to the assortment in two sizes, at \$2.40 and \$3.60 per gross. Some good numbers are also to be had in toy cannon, retailing at 10, 15 and 25 cents, also toy pistols and explosive caps for same.

A UNIQUE STAMP.

Twelve rubber stamps in one is a clever little device recently placed on the Canadian market by O. B. Stanton & Co., sta-



tioners, Toronto. Revolving, it contains 12 words, such as paid, cancelled, etc., and retailing at 25c., postage prepaid, is certainly a cheap and useful contrivance.

PATRIOTIC CALENDARS.

THE COPP, CLARK CO., Limited, Toronto, are to be congratulated upon their line of patriotic calendars and leaflet cards which they are placing on the market. The series consists of four calendars and three leaflet card designs, the whole line in the shape of the national emblem of Canada, the Maple Leaf, made in splendid imitation of the natural leaf, both in the fresh green and autumn tints. The calendars are four drop with assorted colored ribbons, red, white and blue. It was necessary to publish a very large edition to enable them to be produced at the price offered to the trade, so that they may be retailed at the low price of 10c. if desired. The leaflet cards are suitable for souvenir or greetings, to be sold to tourists and others at all times of the year.

CHRISTMAS CARDS.

CHRISTMAS cards and calendars for the year 1904, as far as manufacturers and jobbers are concerned, at least, are already beginning to be important issues. The enormous sales of last year indicated pretty completely that the custom of sending out Christmas cards is not on the wane, and this fact has stimulated manufacturers to make more than usual preparations for an increasing demand this season.

The lines of The Raphael Tuck & Sons Company, Limited, have always been among the leaders in originality and variety, and even a casual inspection of the new samples will convince one that they apparently have determined to sustain their reputation this year. Rows of display cards are devoted to new creations in Christmas cards, and almost as much space is given to the sample line of new calendars. The prices, as regards goods of both descriptions, varies from 5c. to \$3 or \$4, and when it is remembered that from two to twenty, and in some cases more numbers sell at all the popular prices between these limits, it will be appreciated, in some part at least, how large the line must necessarily be.

This is the fifteenth consecutive season that Warwick Bros. & Rutter have been the exclusive agents for Canada for Messrs. Tuck, and this in itself speaks volumes for the successful business booked for these goods from year to year. The travellers

of Warwick Bros. & Rutter will shortly call on the entire Canadian trade with the complete series of art goods published by this famous house, and will undoubtedly be welcomed with increased orders for 1903.

EXQUISITE PAPETERIES.

SOME exquisite new papeteries are now on exhibition in the show room of the Copp, Clark Co., Toronto. They are boxed most sumptuously. BOOKSELLER AND STATIONER noted the "Scotch Raglan" in white, Swiss blue, and pearl gray tints; the "Mexican Stitch" in white, Oxford gray and tinturn tints, and "Homestitched Notes" in white, gray and tinturn. The stitched effects are unique and handsome.

TYPEWRITER SUPPLIES.

THE Canadian Typewriter Co. of Toronto show a commendable spirit in calling upon the local stationer to go after the trade in his vicinity in typewriter supplies. The usual source from which banks, lawyers, and large offices obtain these supplies is the travelling representative of a large city supply company. An ever growing and profitable stationery trade is at the command of every local dealer who will carry a moderate stock of typewriter supplies.

NEW GOODS.

THE COPP, CLARK CO., Limited, are placing on the market a new line of Passe Partout binding which is being offered at a price which gives the trade a greater profit than formerly obtained. The binding is one inch wide in three yard lengths of very substantial and rich appearance in all popular colors and gold. It is surprising to what an extent this material is used.

They also show a complete range of Pyramid Pins with and without cushions, rubber bands and rubber umbrella rings, sign markers and pocket printers, and paper fasteners.

A NOVELTY PENCIL.

A NOVELTY in a pencil is the Revolver. It retails at 25c., and is an exact imitation of a pistol, having a nickel barrel and a polished wood handle. The cylinder contains extra leads. The pencil part fits into the barrel, and by pressure of the trigger is released. It is very natural looking, and should be a good seller. The price is \$2 per doz., and may be obtained from The Copp, Clark Co., Toronto.

POKER CHIPS.

SOMETHING new in poker chips is a line made of rubber, in the usual three colors, red, white and blue. They have a nice appearance, are convenient to handle and noiseless, and will last a lifetime, and while being higher priced than the paper or composition chips, the quality and its advantages make it the cheapest in the end. This line is stocked by The Copp, Clark Co., who carry a very complete line of all kinds of composition, paper and fancy designs, the best of which are the Full Deck, Carlo, Four Ace, and Big Game.

PERSONAL.

Mr. A. O. Hurst, representing Chas. Goodall & Son, Ltd., of London, Eng., has just returned from the Lower Provinces, and is now preparing for his trip to the United States. He informs us that he is bringing out for the Christmas trade six new lines of playing cards with handsome backs. The Tartan series recently presented to the trade has made a decided hit.

We are well known to the Trade

As **"The House of Canada**
FOR **Christmas Cards**
AND **Calendars"**

By the large orders already booked for Cards and Calendars this year, and the immense business done in the past, we have every reason to believe that the selection shown by us is the best offered by any House in Canada.

Agents for the best Publishers.

Publishers of The Canadian Maple Leaf Calendars and Leaflets.

We are
Canadian Agents
For

THE ART LITHOGRAPHIC COMPANY,
CASTELL BROS., Limited,
DAVIDSON BROS.,
HILLS & CO., "For The Empire Series,"

Something New, Novel, Canadian in Design, Canadian in Character.	4 Designs in Calendars. 3 Designs in Leaflets.	THE CANADIAN MAPLE LEAF CALENDARS AND LEAFLETS.
------------------------------------------------------------------------	---------------------------------------------------	----------------------------------------------------

WAIT AND SEE OUR NEW LINES
of
Scribbling Books
— and —
Exercise Books

WE WILL HAVE
Many Specials
TO OFFER.

The Copp, Clark Company, Limited, Toronto

MANUFACTORY:
67, 69, 71 Colborne St.

WAREHOUSE:
64, 66 Front St. West.

THE OFFICE

DEVOTED TO THE
OFFICE STAFFS OF
BUSINESS
ESTABLISHMENTS

THE QUESTION OF CREDITS.

By H. A. LEAK

THERE are three classes of manufacturers; one that sells direct to the retail trade; one that gives the retailer the option of buying direct or through the jobber, and those that do their business through the jobber exclusively. The last-named class, no doubt, ship to the retailer when the jobber has refused the business, if they consider that the account is fairly good.

To what extent the manufacturer can sell to the small store with a poor rating on a profitable basis is worthy of some consideration. Presuming the average order that the manufacturer delivers to the retailer, either direct or for the account of the jobber, amounts to the sum of \$30, there would be a margin perhaps of

8 per cent to the jobbers.....	\$2 40
20 per cent manufacturer's profit.....	5 52
	\$7 92

These estimates do not allow for selling expense, which should be permissible in these figures inasmuch as it might be considered additional business and not regular, that should bear its proportion of travellers' salaries and expense. On this basis of figuring five orders would show a profit of \$39.60, or the manufacturer could afford to lose in full one account in five and yet have a profit of \$31.68. My experience has taught me, however, that of these losses, we collect on an average about 45 per cent., which would leave the manufacturer a profit of \$35.25, or over 89 per cent. I have kept a record for some time past of business of this character, and I have found that we lose only part of one account in twelve, although in addition to the orders that are turned down I include any business we accept, whether the merchant has no rating, or \$500 and less.

The value of the introduction of the goods should be considered in the proper extension of credit. When merchants without good ratings buy a small assortment, they are forced to take an interest in the goods because they cannot buy competitors' products, which results in them establishing a trade in their community, and in the event of their prospering and becoming more successful, it would often be difficult for similar products to displace the ones that they originally introduced with their trade. Furthermore, a great many merchants who are without capital, highly appreciate an opportunity to get goods. They are men that are honorable in their intentions, and would be appreciative of any kindnesses shown them when they become more successful.

BUSINESS CORRESPONDENCE.

THE model business letter—how shall it be described? As it must vary according to the purpose for which it is intended, shall we not define it as that which best accomplishes its purpose, with the least loss of time to writer and reader? asks an exchange.

This definition would at once bar out the theory that the model business letter is as brief as possible; because there are conditions under which a letter may be too short to be entirely clear. It must be long enough to be perfectly intelligible to the recipient; it is only in telegrams that each

word becomes an additional expense; and time is frequently saved by writing a somewhat longer letter than the writer at first intended to send out.

Of course, if the purpose of the letter be simply to inform a customer that certain goods have been shipped on a certain day by certain lines, no further words are necessary; perhaps a duplicate bill of lading would be all that would be really required. Custom, however, calls for some slight degree of courtesy.

Each sentence should be so framed that it will convey but one meaning to the reader, and that meaning the one which the writer intended. If you would acquire a perspicuous style, study the sentences in the newspaper, and see for yourself what other interpretations could be placed upon the collocations of words. If the sentence admits of two constructions being placed upon it, it is a bad one; how could it be made better?

A little practice at the careful reading of what others have written will train the mind so that the sentences framed will be clearer, and therefore better, than before this study was given. Practice careful dictation, and it will soon become easy to express your meaning so that he that runneth may read.

WHAT TO DO WITH A NEW IDEA.

IF an original idea comes to you, do not measure it by your estimate of the efforts of your competitors, to test its worth. Don't be afraid of it because it is unlike all the other ideas being carried out in your line of business. Its very newness is a big argument in its favor because new things attract attention. If it has real merit, launch it. You will soon be convinced of its effectiveness, probably, by its being copied by all the others.—Business Problems.

NECESSARY PROTECTION.

PROTECTION is everywhere one of the live topics of the day. Merchants and manufacturers unite in asking for legislation to protect them against the competition of the cheaper products of foreign countries. They carry large insurance as a protection against fire, and, as good business men, endeavor to secure protection against possible loss of any description. Many, however, do not avail themselves of the excellent facilities now at their command to guard against the possible dishonesty of their employees.

In 1902 the known defalcations of this class amounted to over \$7,000,000, and in nearly every case the culprit was a trusted employee. Many an employer has been financially embarrassed and ruined by the dishonesty of one or more in his employ, and many of our readers have good reason to think that protection against dishonesty is equally as necessary as protection against fire. No employee occupying a position of responsibility should object to being put under bonds. Indeed, many large corporations insist on being secured in this direction. Some companies pay the full amount of the bond fee, others deduct the amount from the salary of the employee. The guarantee companies doing business in Canada are in every way reliable, and imperilling one's friends by getting their personal warranty is happily becoming a thing of the past.



TAYLOR'S SAFES
147 FRONT STREET TORONTO.

97%

of the men engaged in business fail. Incompetency more than lack of capital; more, too, than any other cause, is the reason.

A thorough and practical Commercial Course **BY MAIL**. Doesn't interfere with present engagements. Earnest, ambitious young men should register. Learn while you earn. Inquiries cheerfully answered.

General Department
CANADIAN CORRESPONDENCE COLLEGE,
TORONTO, ONT. Limited

FIRE AND BURGLAR-PROOF SAFES.

Great fires often cause ruination. Protect against what may come by buying a

CARY Fireproof Safe.

We are the only Importers and Dealers in Canada of the celebrated world famous Cary Safes. The only safe sold in Canada where the filling is warranted not to depreciate; being a dry filling, will last a life time. No refilling required when you buy a Cary safe. See our seven-flanged, double underlocking, tongue and grooved door with asbestos packing, making them water and air tight. See our latest improved up-to-date safes before buying. Catalogues and prices sent on application. Money saved by consulting

Ford & Featherstone,
IMPORTERS AND DEALERS,
10 John St., North, - HAMILTON, ONT



JOHN HEATH'S PENS

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

Write for
Sample Box of 24 Different Kinds and see which suits you best
London Agency: 8, St. Bride St., E.C.



A Course in Advertising by Mail for

One Dollar

The most practical instruction possible to receive may be had by reading each issue of Impressions regularly. Live articles by the very best authorities. One dollar a year.

The Print Shop
St. Catharines, Ontario

The Auer Gas Lamp

"Turns night-time into day-time."

New Models. Lower Prices.

Would you buy a lamp which doesn't smell or smoke?

Would you buy a lamp which will save you half your expense for coal oil?

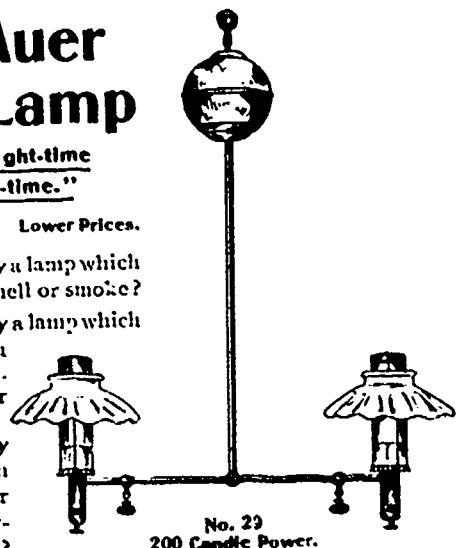
Would you buy a lamp which shows your goods in day-light colors?

Would you buy a lamp which you can return, for full price, if you don't like it?

That's the kind of a lamp we make.

EVERY LAMP GUARANTEED
Write for our Catalogue and Discounts.

AUER LIGHT CO., 1682 NOTRE DAME ST., MONTREAL.



FINANCE AND INSURANCE

DETERMINED and praiseworthy efforts are being made in several cities to drive the bucket shops out of existence. In Halifax true bills have been found against the proprietors, and the New Orleans Cotton Exchange is about to take drastic measures for the suppression of the evil in that city. Colonel Hester, the secretary of the Exchange, says:

The difficulty is always to prove absence of bona fide intention of delivery when it comes to prosecution of bucket shops, but with New York and New Orleans in control of the quotations, we can command the situation. The other cotton exchanges of the country do not handle future quotations, so New York and New Orleans control the figures. It has been established in the matter of grain and provision quotations that they are the property of the exchanges, not of the telegraph companies, and with both the New Orleans and the New York cotton exchanges withholding future quotations from all except those of whom we are sure, it is certain that a severe blow will be struck at bucket shops and a long step taken towards their extermination.

This is a move in the right direction. In Canada we think the evil strongly calls for Government interference.

Time money in Toronto has recently reached the lowest price for a long while, six months' loans having been negotiated at the end of April at 4½ per cent. Referring to this, *Emilius Jarvis & Co.*, stock brokers, say that hitherto financial commitments extending to next Fall have not been thought of by banking institutions, and no six months' money has been going at anything like a reasonable rate for many months. How much greater must be the feeling of confidence when banks will tie their funds up at such a rate for a period, carrying them right on past the harvest season to that time which was a year ago a veritable Waterloo to many unfortunate speculators, owing to the extreme tightness of the money market. The situation on its face has a better look than for the past few weeks, and it is well known that the bank statements do not do anything like justice to the money situation at present.

The manager of a prominent financial institution doing business in Toronto was recently importuned for an advertisement by the representative of a certain Canadian newspaper. The solicitor was courteously informed that the company were not desirous of increasing their advertising at the moment. It has since been intimated to the company that by their refusal to advertise they have incurred the severe displeasure of the journal in question, and following this intimation came a marked copy of a paper to the manager indicating the style of adverse criticism which his company might expect in the future. Methods of this description are simply disgraceful, and in calling attention to the matter it is gratifying to know that instances of this nature in Canadian journalism are not common, and when they do occur are generally estimated by the public at the value they deserve.

The now famous Morgan syndicate, which underwrote the United States Steel Corporation, having completed its duties, has been dissolved. Mr. Morgan and his fellow-members of the syndicate no doubt regret that their duties have been finished, for they have been most remunerative. During the eight months of the syndicate's existence no less than \$46,000,000 was divided among them.

The weekly letter of *Emilius Jarvis & Co.*, Toronto, has the following: "Steel has taken a few spurts, chiefly, we understand, on the basis that some plan will be submitted by Mr. Ross at the meetings of the Dominion Coal and Steel Companies, shortly to be held, which will have a beneficial effect upon the securities of the Steel Company. We feel satisfied that no plan will be seriously considered which will not commend itself to the minority shareholders of both companies. Too much public attention has been directed to these concerns to allow controlling interests to dictate a policy unreasonable or unjust for the minority. Mr. Ross has just returned from England.

The operation of the law of action and reaction cannot always be measured in figures at the Stock Exchange, says a contemporary. It is, in fact, often modified by the actual conditions of monetary affairs or speculative exigencies. Nevertheless, in travelling over a long period of time, the market generally reacts from any extreme or rapid advance and rallies after prices have been carried considerably below the previously prevailing level. A great shrinkage in quotations carries with it important liquidation that tends to benefit the speculative position and put speculators who have sold out at a higher level in financial condition to better undertake operations for a rise or a rally at least. Low prices also work to bring into closer conjunction the return in dividends on the investment and the yield of money loaned on securities or invested in mercantile business.

A CANADA PERMANENT ACQUISITION.

THE most important local financial deal of recent years has just been closed. By it the business of the Metropolitan Loan and Savings Company of Ottawa is taken over by the Canada Permanent and Western Canada Mortgage Corporation Company of Toronto, better known as the Canada Permanent Company. The financial consideration is in the neighborhood of \$300,000. According to the terms of the deal the local office of the Metropolitan Company will be kept open for business until July 1. After that date the affairs of the Metropolitan Company will be managed from the head office of the Canada Permanent Company in Toronto. The Metropolitan Loan and Savings Company was established 32 years ago. Its field of operation is Ottawa and the immediate vicinity.

THE LATE WM. McCABE.

The death of Wm. McCabe, managing director of the North American Life Insurance Company, took place at his residence, Toronto, on April 23. The late Mr. McCabe was born in Picton in 1841, and graduated from Trinity in 1863. Prior to his connection with the North American Life he was for some years general manager of the Confederation Life Association.

A NEW INSURANCE COMPANY.

The Mount Royal Assurance Company, incorporated with a capital of a million dollars, recently commenced business in Montreal. The directorate is a most responsible one, and the institution will undoubtedly receive a large amount of local support.

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- 2 "Moth and Rust," by Mary Cholmondeley. Morang.
- 3 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
- 4 "The Tenth Commandment," by M. L. Glentworth. McLeod & Allen.
- 5 "The Star Dreamer," by A. and E. Castle. Copp Clark.
- 6 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.

CHARLOTTETOWN.

- 1 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 2 "Glengarry School Days," by Ralph Connor. Westminster Co.
- 3 "Paul Kelter," by J. K. Jerome.
- 4 "The Two Vanrevels," by Booth Larkington. Briggs.
- 5 "Temporal Power," by Marie Corelli. Briggs.

COLLINGWOOD.

- 1 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.
- 3 "The Pit," by Frank Norris. Morang.
- 4 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 5 "Donovan Pasha," by Sir G. Parker. Copp Clark.
- 6 "Audrey," by Mary Johnston. Morang.

GODERICH.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.
- 3 "Journey's End," by J. M. Forman. Copp Clark.
- 4 "The Pit," by Frank Norris. Morang.
- 5 "Thoroughbreds," by W. A. Fraser. Morang.
- 6 "Mrs. Wiggs," by A. C. Hegan. Briggs.

HALIFAX.

- 1 "Glengarry School Days," by Ralph Connor. Westminster Co.
- 2 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
- 3 "Son of God," by J. A. Stewart. Appleton.
- 4 "Man From Glengarry," by Ralph Connor. Westminster Co.
- 5 "Black Rock," by Ralph Connor. Westminster Co.
- 6 "Sullman Gott," by E. D. Sibley.

KINGSTON.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.
- 3 "Wee MacGregor," by J. J. Bell.
- 4 "Master of Warlock," by G. Eggleston.
- 5 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 6 "The Tenth Commandment," by M. L. Glentworth. McLeod & Allen.

MONCTON, N.B.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.
- 3 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 4 "The Pit," by Frank Norris. Morang.
- 5 "The Garden of Lies," by J. M. Forman. McLeod & Allen.
- 6 "The Blazed Trail," by S. E. White. Morang.

MONTREAL.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.
- 3 "The Circle," by K. C. Thurston. Copp Clark.
- 4 "Richard Rosny," by Maxwell Gray.
- 5 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
- 6 "The Sheepstealers," by Violet Jacob. Copp Clark.

QUEBEC.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.

- 3 "Moth and Rust," by Mary Cholmondeley. Morang.
- 4 "Glengarry School Days," by Ralph Connor. Westminster Co.
- 5 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 6 "Sons of the Sword."

SAENIA.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Lovey Mary," by A. C. Hegan. Briggs.
- 3 "The Pit," by Frank Norris. Morang.
- 4 "Conjuror's House," by S. E. White. Copp Clark.
- 5 "Darrell," by Irving Bacheller.
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- 3 "Master of Warlock," by G. Eggleston.
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- 5 "Rockhaven," by C. Munn.

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- 3 "The Circle," by K. C. Thurston. Copp Clark.
- 4 "The Star Dreamer," by A. and E. Castle. Copp Clark.
- 5 "Countess Londa," by Guy Boothby.
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- 3 "The Pit," by Frank Norris. Morang.
- 4 "Garden of Lies," by Forman. McLeod & Allen.
- 5 "Under the Rose," by F. Isham. McLeod & Allen.
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- 3 "The Blazed Trail," by S. E. White. Morang.
- 4 "The Mississippi Bubble," by E. Hough. McLeod & Allen.
- 5 "The Westerners."
- 6 "The Maid at Arms."

WINNIPEG.

- 1 "Lovey Mary," by A. C. Hegan. Briggs.
- 2 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 3 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 4 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
- 5 "Graustark," by G. B. McCutcheon.
- 6 "Audrey," by Mary Johnston. Morang.

VANCOUVER.

- 1 "Lady Rose's Daughter," by Mrs. Ward. Poole-Stewart.
- 2 "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
- 3 "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
- 4 "Audrey," by Mary Johnston. Morang.
- 5 "Moth and Rust," by Mary Cholmondeley. Morang.
- 6 "Hearts Courageous," by H. E. Rivers.

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- 1386 La Revue Legak. Tome VIII. N.S. 1902. Camille Thesoret. Montreal.
- 1387 La Revue de Juris-prudence. Par Charles Chagnally de Lormont. Volume VIII. Camille Thesoret. Montreal.
- 1388 Le Droit Civil Canadien. Par P. B. Mignault. Tome Sixieme. Camille Thesoret. Montreal.

- 1381 The Gospel of the Home. By D. C. Hossack. M. V. L. B. Rev. Donald C. Hossack, Toronto.
- 1382 A Opathic Remedies Reach the Right Spot. Book. James Johnston, Castleton, Ont.
- 1387 Lady Rose's Daughter. By Mrs. Humphrey Ward. Illustrated by Howard Chandler Christy. Poole-Stewart, Limited, Toronto.
- 1388 Short Rules for Bridge Whist and Imperial Bridge Market. Peter Turner Wilson, Toronto.
- 1389 The Digest of Ontario Case Law. Volume II. The Carswell Co., Limited, Toronto.

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13877. Canadian Export Price Current. Book. The Canadian Export Co., Limited, Toronto.
13880. Official Telephone Directory, Toronto and Suburbs, April, 1903. The Bell Telephone Company of Canada, Limited, Montreal.
13900. The Medical Directory of Toronto and Suburbs. Compiled and published by Frederick Smily. Revised Edition. Frederick Smily, Toronto.

MISCELLANEOUS.

13881. Staunton's Private Post Card Book. Thomas Arthur Staunton, Toronto.
13881. E. and A. Gunther's Private Post Card Book. Reinhold Egmund Gunther, Toronto.

PAMPHLETS AND CHARTS.

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13868. The Quebec Legal Chart, 1903. Henry Cartwright, Toronto.
13870. Chart Illustrating the Origin and Result of Operative and Speculative Masonry. The Temple of Solomon. Herman H. Lang, Ottawa.
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13903. Insurance Plan of Ottawa, Ontario. Volume II. Charles Edward Goad, Montreal.
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13908. Under the Union Jack. Rules of Game. The Copp, Clark Co., Limited, Toronto.

PERIODICALS.

13853. The Canadian Magazine. April, 1903. The Ontario Publishing Co., Limited, Toronto.
13871. The National Monthly of Canada. April, 1903. Joseph Phillips, Toronto.

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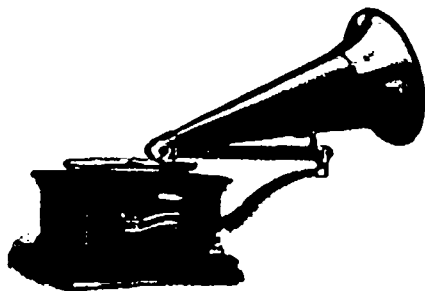
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