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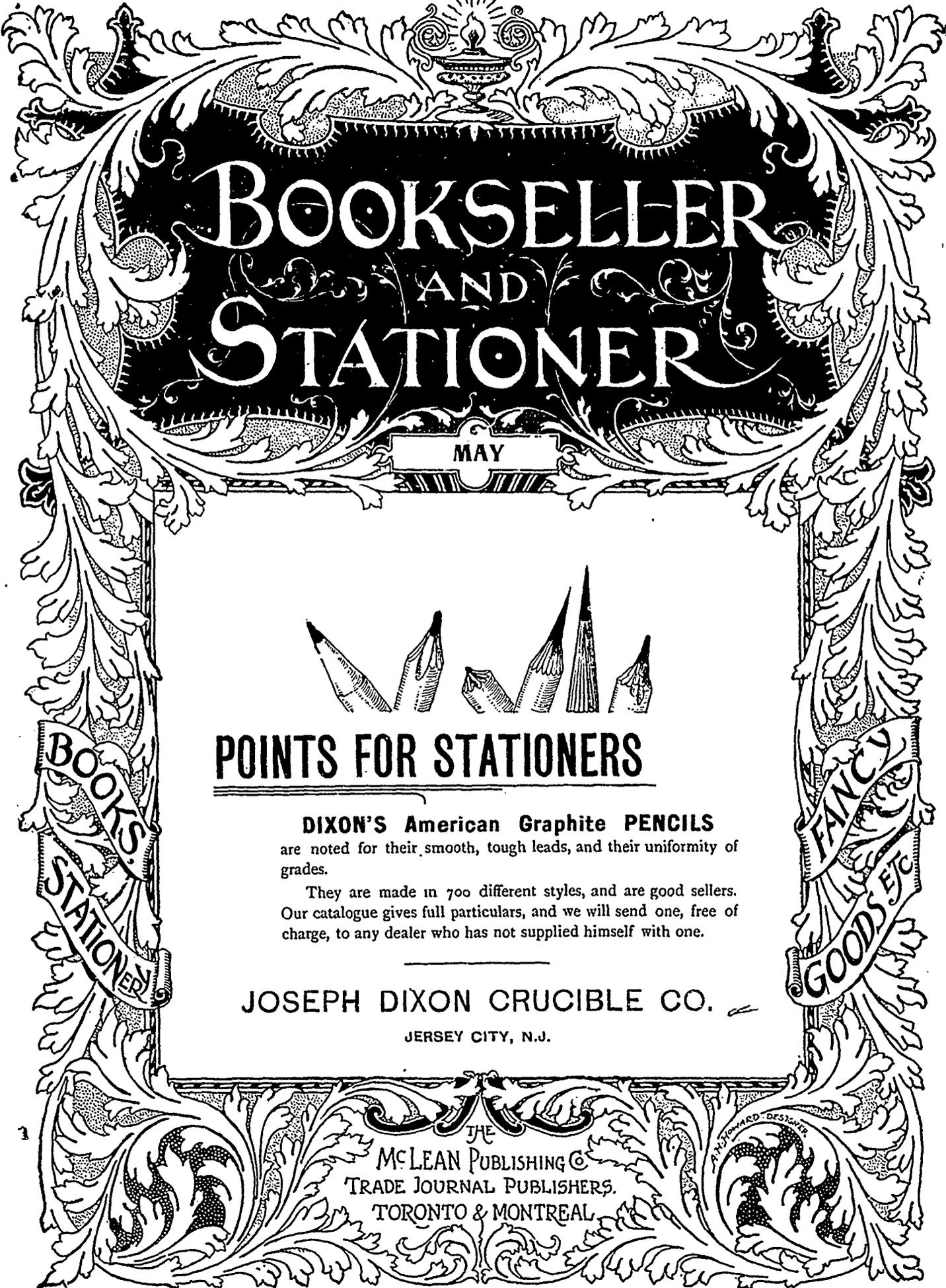
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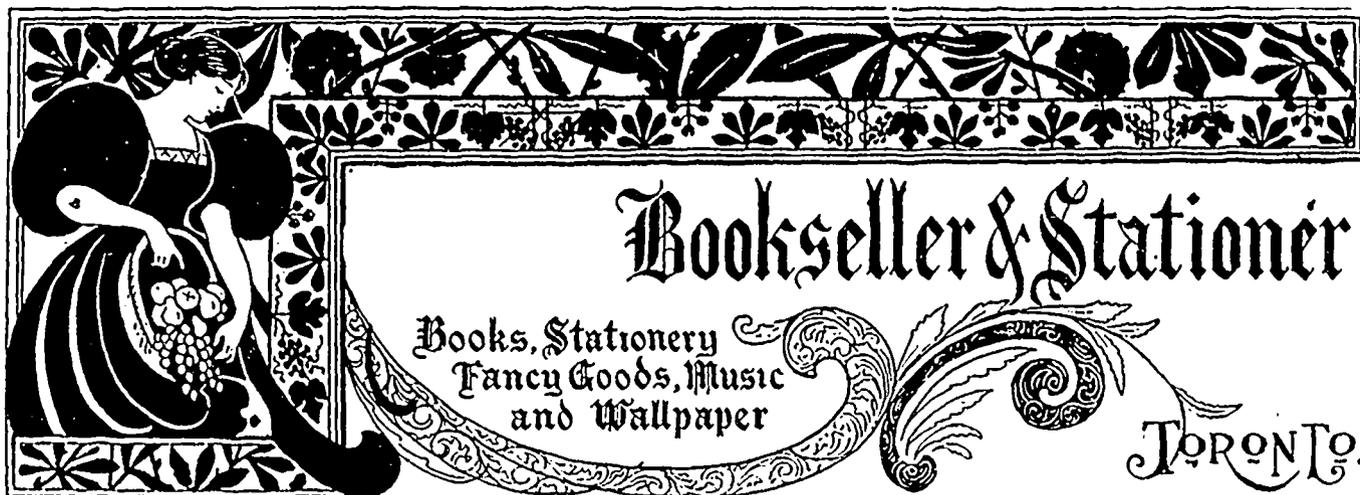
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Vol. XIV.

TORONTO, CANADA, MAY, 1898.

No. 5.

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#### CURRENT NOTES.

##### THE ART OF BUILDING TRADE.

THE buying of books is a habit. Upon that the bookseller should build. He must see to it that the taste of his best customers is sedulously fed and cultivated. The habit can be broken off. On that the bookseller may also bank. If he has one or two, or half a dozen, good bookbuying customers in the place, and he knows the lines on which they accumulate books, he should keep himself posted in order to be able to tell them of new works coming out and stimulate their desire to get them. If he does not know he had better go into the fruit or stove business. Even the book lover, who takes a literary paper or two, and who ought to be well informed of new publications, will

occasionally miss something he would be ready to buy. The dealer's business is to keep these people supplied. If he lets them dwindle away into mere casual buyers he is not an adept at his calling. Book buyers will not economize on the object of their affections if properly served.

Suppose the buyer is a woman who only takes novels. If she has a fancy for certain writers, their latest works should invariably be brought to her notice. Or, suppose the buyer is a clergyman, or other professional men, their book wants should be catered to from personal knowledge of what they are likely to buy. It is astonishing how many of these people order from the city, instead of the local dealer. That need seldom, or never, occur if the dealer is awake.

Town dealers often complain that the local trade is cut into. Are they really striving to keep it up? The city buyer is harder to hold, since he usually has an immense public library to draw from, and, desiring a new book in a hurry, will go there for it. All this sounds very elementary, but the fact is that too many local booksellers, having allowed their trade to sink into sales of the latest novels, are surprised that the big department stores get the orders at cut prices.

Here is an actual incident to illustrate what we have said. It occurred a few days ago in Toronto. A quiet old gentleman appeared in a bookstore and to the clerk stated that he wanted a few books for his library. He looked over several, priced many more, but at first gave no sign of being an exceptionally good customer. The

clerk, however, understood his business and was attentive. The proprietor also understood his, for he told the clerk to attend to the visitor if the latter took all day over the purchases. The customer wanted books that were not in stock, so the clerk accompanied him to the wholesale firm where these were selected. It took nearly all day to select and fill the order, but in the end the purchases amounted to \$200. It was a cash transaction and might just as well have been secured by the local dealer. We have no intention of giving names and places. But the place where the gentleman lives has a good bookstore, and we think the order should have gone to the local man.

##### WESTERN SALES GOOD.

Correspondents of this journal in western places, from Winnipeg to Victoria, report that casual sales are brisker than they used to be. It is not asserted that pilgrims to the gold regions are apt to stock up with novels for their traveling "kits." But the fact remains that sales are better. There are more people out west, and they buy more. Perhaps that is the real explanation of what is, in any event, a satisfactory evidence of greater prosperity.

##### CARRYING THE WAR INTO AFRICA.

In another column is noted the removal of an aggressive retail Toronto dealer right into the heart of the department store district. This shows courage and determination. It should, and probably will, succeed. The book counter in the department store is not an attractive place to the real book buyer. In only one instance in Canada can

we recollect having seen a well-posted and competent man in charge of such a counter. The big stores are oftener than not the resort of people who have no discrimination, taste, or education in the best sense.

#### THE GAGE CO.'S NEW BUILDINGS.

THE expansion of the publishing, book and stationery industry in Canada is indicated by the enlargement, refitting and rebuilding of The W. J. Gage & Co., Limited's warehouse, on Front street, Toronto. The changes now in progress will more than double the space and capacity of the manufacturing and selling facilities of the company. Having acquired the warehouse next door, formerly occupied by Messrs. Nelson, the Gage Co. is building an extension back to Piper street. The rest of the establishment is being thoroughly rearranged and refitted, and the company believes it will have the most extensive and complete book and stationery manufactory and warehouse in the country. The company's customers will be interested in a brief description of the improvements, which the managers courteously allowed BOOKSELLER AND STATIONER to make.

When all arrangements are concluded, the first floor will be given over to the sample room and the public offices, with Mr. Gundy's private office. A new staircase, on the west side, will lead up to the stationery department on the second floor. A door will communicate with the book department, alongside, in front of which, will be the private offices, those of Mr. Gage and Mr. Spence. Above the book department will be the envelope factory, and next it the flat writing papers and envelope stock. On the fourth floor will be, as before, the bindery, which is being extended back to the newly acquired building on Piper street. On the fourth floor of the new Front street warehouse the paper for manufacturing purposes is kept, while the publishing of school books is carried on in the Piper street building. Next to this, on the same street, is being erected an entirely new building, in which will be the press room and printing machinery (the company do no job work). Electricity provides power for the whole establishment. In the large basement are stored many tons of paper, including that made in the Royal Mills.

The shipping-room is being extended and a more convenient arrangement in this respect made. In fact, the whole establishment is being equipped and remodeled in a systematic and complete manner. In point of light, space and facilities the new buildings will leave little to be desired.

### IMPORTING U.S. REPRINTS ILLEGALLY.

#### THE PRACTICE SAID TO BE PREVALENT AT SEVERAL CANADIAN POINTS JUST NOW.

BOOKS WHICH ARE NOW INVADING CANADIAN COPYRIGHTS—THE CUSTOMS OFFICIALS NOT VERY ACTIVE—THE POSITIONS OF THE PUBLISHERS AND THE BOOKSELLERS.

THERE is reason to believe that the importation of United States reprints of Canadian copyright books is on the increase. In cities and towns which are near the United States border the practice is said to be prevalent, and some cases are already being investigated by the Customs authorities. The owners of Canadian copyrights are not usually very insistent on their rights in this matter, where only one or two copies have been brought in inadvertently by a bookseller, and where the local Customs authority is not well posted on the list of prohibited imports. Although, even in these cases, an injustice exists, it is only where large numbers of copies of reprints are systematically brought in by dealers who seem to ignore the question of right, or the legality of the practice that protests are made. There are three different classes or interests that play a part in, or are affected by this unfair importation.

First, there is the position of the Customs authorities. If the local officials are ignorant of what books are copyright they ought to be instructed. If the books are being smuggled, then the law should be enforced, and offenders prosecuted. The tariff Act is plain, and heavy penalties are imposed for infraction. The central Customs authorities at Ottawa should be alert to give effect to the law which they are bound to enforce and administer. The violations now going on constitute a genuine grievance, and, except at a few ports, one would suppose there was no supervision of book importing at all. Among the works, unauthorized editions of which have been largely selling in certain parts of Canada for some time past, are reported to be "Quo Vadis," Tennyson's Poems, "Beside the Bonnie Brier Bush," "The Standard Bearer," several of G. A. Henty's books, and a number of others. The Customs officials ought, in common fairness, to do their duty.

Secondly, there is the case of the Canadian publishers or owners of copyrights. These people buy the right to the Canadian market in good faith. The Canadian market is not large, and there is no protection against English editions, only United States reprints. If the latter are not excluded, the publisher's interest is seriously invaded. The publishers are getting out creditable editions. They give a good deal of work to Canadian workmen, and, as the book market expands the printing and bookbinding trades may become very prosperous. The present copyright law is defective enough as it

stands, without allowing infractions of it. Both political parties at Ottawa agree that, if an agreement can be made with the Imperial authorities, a new Act should be passed. The Canadian publishing industry, therefore, is in no very advantageous position and ought to have whatever advantage exists under the present law.

Lastly, the bookseller or dealer is concerned in this matter. It is a serious affair for him, since even if the local Customs house allows the entry of the volumes, through ignorance, that does not relieve the dealer of responsibility for importing them. He is liable to a fine ranging from \$20 to \$200. Then there is the unfairness of the practice. When the forbidden United States reprint is brought in, the owner of the Canadian copyright loses the sale of his edition and is robbed to that extent. If the reprint is also a pirated edition the author is robbed as well. It is not just to expect the publisher to refrain, through generosity, from prosecuting offenders who may happen to be purchasers of his other books, because that is very like picking a friend's pocket and trusting to his friendship to ward off serious consequences. The booksellers, as a body, are not ungenerous men, and surely, it is unnecessary to remind them that if they are not willing to see others' rights protected, how can they expect their own rights, as citizens, or merchants, to be guarded? One of the crying evils of the day in business, in ordinary affairs, in almost all relations of life, is the selfishness which wants one's own rights guarded, but doesn't care a fig for the other man's. How on earth is one element in a community to obtain common acceptance of its just claims if this element will not be equally anxious that the rights of other elements are secured?

In this question of copyright, some dealer may say: "Oh, copyright is a nuisance anyway; why shouldn't I import any book I like?" For the simple reason that other people have legal rights which interfere with this freedom. Put the boot on the other leg. Supposing an organized effort were made to do away with the retail trade of the Canadian booksellers. Would not the trade appeal to the public? Is it not now, as other retail trades are doing, appealing to the State for legislation against the unfair competition of department stores? It is probably only necessary to put the matter squarely before the book trade and the Customs to have the grievance removed.

## BOOKS AND PERIODICALS.

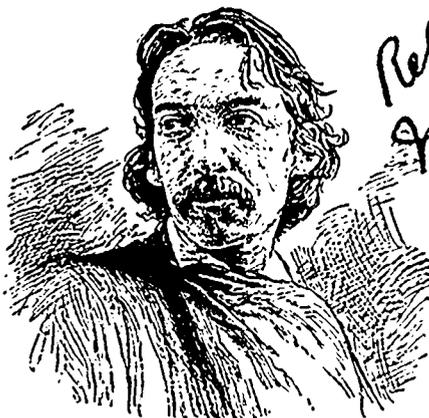
### THE BOOK STORE.

THERE should be a housecleaning time, as well as a stocktaking time, in every well-regulated book store at least once a year, and that preferably in the spring, says The Publishers' Weekly. After stock has been taken, those in authority might profitably spend their spare time in going over the stock sheets with a view to marking out the stock that is old or has proven unsalable, or for some reason become obsolete. It would be a good plan when new stock of a certain character is received that, in addition to the cost and selling price, a mark should be made showing the date of receipt. When the annual or semi-annual inventory is taken, every article in the stock should be itemized, and opposite, in parallel columns, there should be noted the cost price, the selling price, and the date it was placed in stock.

After the inventory has been completed it should be carefully analyzed and separated into sections. Every article over six months old should be at once moved, even at a sacrifice, if necessary, unless there is good reason to give it a longer lease of life on the shelves. Frequent inspection of the shelves should be made to prevent old stock remaining on the shelves to form a base for a new supply of the same kind. If this is permitted, the stock which remains at the bottom, no matter how "live" it may be in other respects, will be bound to become shopworn, stale and unsaleable, and so cause loss which might have been avoided had it been placed on top of the new supply, or otherwise arranged so as to have been the first to be sold.

Remainders, slow sellers, broken or damaged stock, and occasional "errors of judgment" are bound to occur at some time or another in even the best managed bookstores. But they should not be tolerated longer than necessary. There is hardly a season of the year more favorable than spring for the retailer to rid himself of these

impediments. As the weather becomes milder more people are apt to be about than during the colder months past or the warmer days to come. "Shoppers" and "bargain hunters" especially are on the wing and apt to bite at anything that may



Robert Louis Stevenson.

### ROBERT LOUIS STEVENSON.

The Memorial Fund to create or establish in Edinburgh some monument or memorial of the late Robert Louis Stevenson, the eminent Scottish novelist, has now reached the sum of £1,000. A good committee was formed in Canada to accept contributions, and one was also formed in the United States. The total sum raised was less than was expected. Dr. Robertson Nicoll, editor of The British Weekly, explains that "the smallness of the sum does not show any want of loyalty to Stevenson's memory. The fact is, these memorial funds are greatly overdone. When a man who has deserved well leaves those dependent upon him in poor circumstances, there is never the slightest difficulty in raising money, but many people object to busts and medallions and burials and the like. They think there are too many of them in the world already. I understand that it is not quite settled that the biography of Stevenson, prepared by Mr. Sydney Colvin, will appear in October. The materials are immense and valuable, but there is no chance of their being fully used. Mr. Stevenson's representatives are strictly inhibiting the publication of all letters." The novelist had many admiring readers in Canada, and the last book from his gifted pen, "St. Ives," was brought out in a special Canadian edition by The Copp, Clark Co., Toronto, to whose courtesy, by the way, the accompanying portrait of the dead author is due. The same publishers have other works of his besides "St. Ives," which, despite the great fame achieved by "Kidnapped," "Catriona," "Treasure Island," and the "Master of Ballantree," is entitled to hold its own with the best from his pen. Stevenson was born in Edinburgh in 1850, was educated at University, admitted to the Scotch bar, but adopted literature as a profession. His fame was established in 1883 on the appearance of "Treasure Island." From 1890 until his death, Dec. 3, 1894, at the age of 44, he resided at Vailima, in the Samoan Islands, owing to his very delicate health.

strike their fancy, provided it can be had at a bargain.

Let this kind of stock be attractively laid out—in the windows, or on counters near the open door—and put in charge a clever salesman; it will be sure to go, if not at one price then at another. It is just as likely as not that this kind of bait will secure a customer or two, who, in time, will more than make up for the loss sustained in this sort of housecleaning.

### C. THEORET'S NEW BOOKS.

Mr. C. Theoret has now in press "The Conflict of Laws," Prof. Lasleur's new book, which was referred to in these columns some months ago. The author is one of the Faculty of Law at McGill college, and is a recognized authority on international law.

Another work about to be issued is Mr. W. J. White's treatise on "Canadian Company law." The book is intended to be uniform in character with Abbott's Railway Law and Holt on Insurance. It covers the whole field of Canadian company law under all Dominion and Provincial Acts.

"Rules of Practice," in force 1st May, published in French and English, is now ready. As its name implies, it deals fully with the rules governing the practice of law at the Bar of the Province of Quebec, under the new code of civil procedure.

### ECONOMIC STUDIES.

The latest issues of the American Academy of Political and Social Science, Philadelphia, are: "Political and Municipal Legislation in 1897," by Prof. Durand, of Stanford University (price, 15c.), a view of the principal features of new laws in the United States; and "Sociology Applied to Politics," by Dr. F. Sigel, of the University of Warsaw (price, 35c.), a study of economic and social conditions in Russia, and a glance at the possibilities and intentions of the Slav movement.

### A LETTER FROM MR. HALL CAINE.

Mr. Hall Caine, the eminent novelist, has written Mr. Morang, the publisher of the Canadian edition of "The Christian," expressing his appreciation of the reception given the work in Canada, and the evidence it affords of a separate publishing interest existing in this country. "The Christian" was certainly marked by success in Canada, over 10,000

copies having been sold. The factors in the success were Mr. Hall Caine's reputation, the merits of the story, and the systematic advertising which the publisher gave his well printed book. Believing that a Canadian edition as well turned out as a London or New York book, and as extensively advertised, would succeed here, the publisher put his faith into practice and the result has proved satisfactory. Mr. Hall Caine, in the letter referred to, intimates

# George N. Morang

recommends the following books, which he has recently published:—

## "A Kentucky Cardinal and Aftermath."

By JAMES LANE ALLEN, author of "The Choir Invisible." The two works in one neat volume. The great sale of this work in the United States has already proved its value. Paper, 75 cts.; cloth, \$1.25

## "Canada, and Its Capital."

By HON. J. D. EDGAR, Speaker of the Dominion House of Commons. The most interesting book of topical Canadian history ever published. Illustrated by twenty-one beautiful photogravures of Ottawa and its surroundings, large octavo, ornamental cloth, ..... \$2.50

## "Folks from Dixie."

By PAUL LAWRENCE DUNBAR, author of "Lyrics of Lowly Life." The remarkable success of Mr. Dunbar's Poems makes the publication of this book of

stories a noteworthy event. This young negro writer has achieved one of the reputations of the past year, and those who have read the stories are sincere in the belief that their popularity will even exceed that attained by his poems. 12mo, cloth, illustrated by E. W. KEMBLE..... \$1.25

## "The Bookman's Literary Year Book."

It includes: sketches of the new authors, with portraits; sketches of famous authors who have died during the year; a list of the principal serial stories in American magazines; synopsis of the best-selling books; an analysis, into departments, of the publications of the year; a list of the larger libraries in the United States; a calendar of literature containing the publication of great books, the birth and death of authors, and other literary events of interest. 12mo.; cloth, illustrated, ..... \$1.25

## "With Fire and Sword."

A companion book to "Quo Vadis" and by the same author. But it is said to be a greater book. Henryk Sienkiewicz has proved in "Quo Vadis" that he can write books that people want to read. In "With Fire and Sword" he deals with historical scenes in Poland and Russia, and competent judges pronounce it a far greater book than "Quo Vadis." Crown 8vo.; paper, 75c., cloth..... \$1.25

## "Little Masterpieces."

Three dainty volumes in an upright box. They are devoted to Poe, Irving, and Hawthorne, and comprise the most characteristic writings of each author, carefully selected and edited by Professor Bliss Perry, of Princeton University. They are such a handy size as to commend them to all lovers of literature who like to have some of their treasures in a small compass. Pastefully bound in flexible cloth, per volume..... 40c.

**GEORGE N. MORANG, Publisher, 63 Yonge St., Toronto, Can.**

his continued interest in a Canadian copyright law, the passage of which he is still ready to promote in any way open to him.

### MR. GEORGE MORANG'S NEW LIST.

Among the new books from this publisher, all, as usual, perfect examples of bookmaking, is a new edition of "The Study of Children," by Dr. Francis Warner, an eminent medical man of London, Eng., and a recognized authority on the physiology and psychology of youth. Cloth, \$1.25. The book is one of distinct value to instructors of youth, both in the home and the school. Though chiefly for teachers, parents will find it helpful.

"Canada and its Capital," by Hon. J. D. Edgar (cloth, large octavo, \$2), with its 21 fine photogravures, is going to be a highly successful work. It is not often a Speaker writes a book of this kind, and it will at once take a place as a valuable contribution to Canadian biography and political writing.

"A Kentucky Cardinal" and "Aftermath," by Mr. James Lane Allen, author of "The Choir Invisible," are two beautiful little books, through which a thread of delicate humor runs, and also a tender love story. The way that gorgeous bird, "The Kentucky Cardinal," recurs again and again, is a brilliant spot of color in a pleas-

ant landscape. It indicates the possession by Mr. Allen of a most artistic perception and capacity. The style of the book and its description of nature are strong, and display much delicacy of handling. Paper, 75c.; cloth, \$1.25.

The new novel, "Wolfville," is obtaining considerable popularity in Canada, which confirms the verdict given in the United States as to the worth and ability of the book. It is full of humor, the style is rather crude, the characterizing of human nature is exceedingly clever, and though "cuss" words form a prominent item in the book, it is throughout marked by clearness and honesty. It is evidently the work of a keen observer, who has set down life in a ranching town as it really is.

The Countess of Aberdeen is taking considerable interest in Mr. Morang's new summer volume "Our Lady of the Sunshine" in common with a number of leading Canadians, and she will probably contribute an article. Dr. Drummond has written a poem called "The Habitant's Summer." There will be the following reproductions in colors of works by Canadian painters. "Pansies," by Mary Hiester Reid; "The Lady of the Lake," a beautiful picture of a bather in Lake Ontario, by E. Wylie Grier, R.C.A., (specially painted for the publication);

"The Oxen," by Maurice Cullen, of Montreal, and "L'Allegro," a fine head of a beautiful girl, by A. Dickson Patterson, R.C.A. All these pictures, being reproductions of oil paintings, will be worthy of framing. In addition to these features the body of the magazine will be lavishly illustrated.

### NEW CANADIAN NOVEL.

Mr. Morang has arranged for the publication, later on in the season, of a new novel by the Misses K. M. and R. Lizars, the talented authoresses of "In the Days of the Canada Company" and "The Humors of '37." Those who have read the manuscript declare it to be a very clever novel dealing with Canadian life.

### TIMELY BOOK FROM MR. T. FISHER UNWIN.

It is to be feared that thews and sinews are at a discount nowadays. "It will," says Dr. Eliot in his volume "American Contributions to Civilization," recently published by T. Fisher Unwin, "be the best machine that wins and not necessarily the most enduring men." From the same book is a sentence which strikes at the root of the question, "Who is to Win?" in the Hispano-American war. "War will become a contest between treasuries or war-chests, for now that 10,000 men can fire away a million dollars' worth of ammunition

# BOOKS

## 'of the month.

Have you received your supply ?

### THE STANDARD BEARER.

A new strong story by the popular Scottish author, S. R. Crockett. Paper, 75 cents; cloth, \$1.25.

This is another of Mr. Crockett's historical romances. It opens in 1685, the "Terrible Year," with a vivid picture of the pursuit of fugitive Covenanters by the dragoons. Some of the chapters are of great strength, particularly that of "The Demoniac in the Garret." A charming love story runs throughout. The orders already received indicate a large sale for this book. Don't fail to have a good supply on your counters.

### THE MAKING OF THE CANADIAN WEST.

A new book by Rev. R. G. MacBeth, M.A., author of "The Selkirk Settlers in Real Life." Cloth, illustrated, \$1.00.

Rarely have we noticed so much interest shown in a book while in the press. Advance orders for some hundreds of copies awaited its issue. The book is one of the greatest interest and value. There are in it 12 full-page half-tone plates—portraits and historic scenes—and 23 pen-and-ink portraits by Mr. F. H. Bridgen. In all, including the group pictures, there are shown the portraits, with names, of nearly 100 men who have played their part in the making (or in Riel's attempted un-making) of the West. It is the best picture-gallery of the West yet given to the public.

### WYNDHAM'S DAUGHTER.

A new story by Annie S. Swan, in our Canadian copyright edition. Cloth, \$1.25.

### AS IN A MIRROR.

New story by "Pansy," in our Canadian copyright edition. Cloth, 70 cents.

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PUBLISHER,

20-33 Richmond Street West TORONTO

in an hour, no poor nation can long resist a rich one, unless there be some extraordinary difference between the two in mental and moral strength."

#### A FINELY EMBELLISHED WORK.

A book commemorative of the Victorian era fancy dress ball in Toronto, last winter, is being issued from the press of Rowsell & Hutchinson. It is a luxurious publication, containing some very fine half-tone illustrations of the scenes at the ball. The edition will be limited to about 75 copies. It is being edited and prepared under the direction of Prof. Mavor, of Toronto University.

#### LAIRD & LEE'S WAR CHART.

This is a clever, useful publication for immediate trade, and retails for 25c. It is the most saleable 25c. publication issued in connection with the war. It is mounted on stiff boards and slips into an inside coat pocket. It unfolds and you have maps of the whole Atlantic and Pacific coasts, Cuba, Hayti, the Philippine Islands, and a map plan of the city and harbor of Havana. All four maps are in colors. On one flap there is some valuable statistical information. The whole surface of the chart, when unfolded, is only 9½ by 18 inches, and it is therefore not bulky. Still the maps are clear and large enough. Little movable flags are provided by which the movements of the fleet may be marked on the chart. The interest taken by Canadians in the war justifies a good sale for these in Canada. A sample may be ordered from the publishers, Laird & Lee, Chicago.

#### MONTREAL NEWS CO.

Since our last issue the Montreal News Co. have published "Wolfville" by Alfred Henry Lewes. The edition is in paper and retails for 75c. They have also issued, in a similar edition, Crockett's latest novel "The Standard Bearer." Both are having a ready sale.

Last week James Lane Allen's "Kentucky Cardinal" and "An Aftermath," appeared from the press of the Montreal News Co. The two stories are complete in the one volume.

Rudyard Kipling is writing a new series of short stories, and the Montreal News Co. are arranging to issue them in Canada as soon as it is possible to do so. The stories will contain entirely new matter.

A new edition of Nansen's "Farthest North" is among the latest publications of the Montreal News Co. It is complete in one volume, and is fully illustrated. It retails for \$3.

#### CATALOGUE OF NOVELS.

Laird & Lee, 236 Wabash avenue, Chicago, have issued a handy order list of their



## STATIONERY

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## LEATHER GOODS

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- Stocks complete in every department.
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In all the different styles and shades of Leather, and newest designs in Buckles, our own make, equal to any Imported.

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books, comprising a great range of new fiction and standard novels in paper covers. The list is worth a Canadian dealer's while to have.

#### ANOTHER NORTHWEST MISSIONARY BOOK.

The manuscript of a new volume in the series being written by the well-known missionary, Rev. John McDougall, of Morley, N.W.T., relating his early experiences in the Northwest, has been placed with William Briggs for publication during the coming autumn. It will be illustrated, as were the two previous books, "Forest, Lake and Prairie" and "Saddle, Sled and Snowshoe," by Mr. J. E. Laughlin, of Toronto. These books of Mr. McDougall's are full of free wild life of the prairies, adventures on horseback and in canoe, long journeys by dog-team and cariole, feats of endurance that tell eloquently of the possibilities the physical man in the bracing climate—and related modestly, but with vividness and enthusiasm that the reader finds contagious. No Canadian boy should fail to read John McDougall's books, the value of which is enhanced greatly by the fact that the author relates his own actual experiences.

#### THE STANDARD BEARER.

The immediate and large demand for Mr. Crockett's new story, "The Standard Bearer," shows that this great writer holds well his grip on the reading public.

#### CLIFFORD SMITH'S SHORT STORIES.

The third edition of Mr. Clifford Smith's book of short stories, "A Lover in Home-spun," just issued, contains an excellent frontispiece portrait of the author.

#### EPWORTH LEAGUE COURSE.

The committee having in hand the selection of books for the Canadian Epworth League Reading Course for 1898-9 have selected the following four books, which will be published by William Briggs in uniform

binding: "Fairyland of Science," by Arabella B. Buckley; "Making of the Empire," by Arthur Temple; "Week-Day Religion," by J. R. Miller, and "Makers of Methodism," prepared specially for the course by Rev. Dr. Withrow. These four books will be sold at \$2 for the set, enclosed in a box. The publisher evidently has faith in the prospective demand, for he is printing 2,500 sets. Of last year's course 2,000 were sold.

#### THE CHILDREN OF A CANADIAN POET.

The poetic gift must be subject to the laws of heredity, if an instance of recent happening can be taken as convicting evidence. We learn that the children of our "Canadian poet laureate," as Mr. Chas. G. D. Roberts is often called, have had a collection of their verse published by Lamson,

clearly to be a work of considerable historical value.

#### A CHEAPER EDITION.

The Copp, Clark Co. are getting out a second edition of "The Children of the Sea," by Florence Kingsley. The prices will be reduced to \$1 cloth, and 50c. papd., which will effectually close out other editions.

#### NEW MAGAZINE IN NEW BRUNSWICK.

St. John, N.B., is to have a new monthly magazine. Mr. W. K. Reynolds, a well-known lower Province journalist, has charge of the venture, and, in an explanatory circular, he says: "The magazine will be issued monthly, and deal, to a large extent, with the history of the city of St. John and the Province at large. Events, places and people of note will be treated in an interest-

ing way, and the mere scrap book style of dry-as-dust records will be carefully avoided. The effort will be made to interest all classes of readers, and to place in a permanent form much that might otherwise be lost. To this end, the co-operation of the most careful students of our local history will be sought.

"The publication will be octave form, on a good quality of paper, size

of page about 6 x 9 inches, and each number will contain not less than 48 pages of reading matter.

#### VOLUMES OF CANADIAN VERSE.

In the past few years there have accumulated quite a number of volumes of Canadian verse. For gift and holiday books, for lovers of new poetry, etc., there is a certain demand for these books, which are generally dainty little publications and not sold by department stores. They sell retail, at from 75c. to \$1.50, and make rather a unique line, if a bookseller finds he has a demand for them. William Briggs, Toronto, has published 30 volumes of Canadian verse during recent years, and the appearance of a neat little list of Canadian poets, with the titles of their works, has suggested these remarks.



INTERIOR OF FORT PITT, JUST BEFORE REBELLION OF 1885.

1. The Worm. 2. The Sky Bird: 3. The Bad Boy (Big Bear's sons). 4. Big Bear. 5. Angus Mackay (H.B.Co.). 6. Dufresno (the old H.B. Co. cook. 7. Stanley Simpson (H.B.Co.) 8. Corporal Sleigh (killed at Cut Knife). 9. Trooper Loosby (wounded at Fort Pitt).

(From "The Making of the Canadian West," by Rev. A. G. MacBeth: William Briggs.)

Wolffe & Co., of Boston, with the title of "Northland Lyrics." The same publishers are about to issue the father's new volume, "New York Nocturnes"; also Bliss Carman's "By the Aurelian Wall and Other Elegies."

#### MAKING OF THE CANADIAN WEST.

Some interesting portraits and scenes will be reproduced in Mr. MacBeth's new book "The Making of the Canadian West," which will shortly come from the press of William Briggs. One of these appears in this issue. Louis Riel's two councils, those of 1869 and 1885, will be given, as well as Lord Strathcona (Sir Donald Smith), Hon. Thomas Greenway, Hon. John Norquay, and Riel himself. The western orders for the book are already satisfactory and it is

# Special Announcement



**W**E have purchased the extensive adjoining premises (to the west and north) Nos. 56 and 58 Front St. West, and Nos. 1, 3 and 5 Piper St. This great addition to our present building makes our establishment **The Largest Wholesale and Manufacturing Stationery Warehouse in the Dominion**, and one of the largest on this Continent.

**FAITH** in the destiny of "this Canada of ours" and constantly increasing business has caused us to add thus largely to our premises and to increase our facilities. In the future, as in the past, our aim will be to give our patrons prompter and more efficient service, combined with better value for the money than can be secured anywhere else.



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1, 3 and 5 Piper St.

**Toronto, Ont.**

## WALL PAPER AND DECORATIONS.

### A POINTER FOR THE DEALER.

THIS is just the time of year, says a contemporary, to make a point of displaying wall paper, but if you do it will be well enough to keep in mind these general suggestions of this feature of window display by an eminent authority :

If you handle wall papers you have abundant material at hand to make an attractive and interesting display. To attract attention, you must try it at least once a week, making the change a decided one, so that it cannot fail to be noticed. This you can easily do by varying the color scheme. For it is well to use one predominant color throughout the whole window. One New York decorator habitually does this; and then puts in the window a nicely colored card, that says: "Next week it will be yellow." Or blue, red, green, or purple, as the case might be. It makes people watch to see what he is going to do with the announced color scheme. Well-lettered show cards, calling attention to the use of the particular paper displayed, will help to attract attention and secure custom.

You can word them something like this :

- "Would make a dainty bedroom."
- "Specially suited for a library."
- "The latest style in parlor papers."
- "Just the thing for a reception hall."
- "Swell papers for a colonial house."

### GETTING READY SUPPLIES.

The Watson, Foster Co., Limited, are working away at their new range of samples, which will shortly be in the hands of their travelers. They seem likely to be the most extensive and best colored assortment that the company have yet produced. The samples will contain many new ideas.

### ATTENTION TO BACKGROUND EFFECTS.

This season, according to competent authorities, wall paper manufacturers are going to devote a good deal of attention to backgrounds. English ideas are in favor of suiting wall paper to the room it is to decorate, thus, a dark serviceable paper is considered most suitable for halls, while richer and more cheerful effects seem best fitted to ornament breakfast or dining-rooms. In this, the background plays a most important part, and if the coloring is of a cheap, inferior nature, results will not be satisfactory.

In the past, Canadian manufacturers—

from motives of economy—have not, perhaps, paid the attention to this work that its importance warrants. Now, however, they are beginning to realize how much depends on the background, and it is likely that this season will be characterized by the myriad of new background effects which will make their appearance.

### THE OUTLOOK IN WALL PAPER.

The month has been uneventful in Canada, as far as wall paper is concerned, though all the factories are busy. Repeat orders are inclined to be heavy and manufacturers seem well satisfied with the season's business. In a few weeks travelers will be on the road again, and every maker is giving all the time he can spare to new samples.

Considerable interest is being taken in the proposed American wall paper combine. All the large factories on the other side of the line closed down on May 1, and the manufacturers are meeting in New York to arrange details. The combination will include the National and probably some fifty other companies, comprising every factory of importance in the United States. If the deal is consummated it will certainly have a beneficial effect upon the Canadian market. Prices will be firmer and may even show a material advance, and the trade should benefit all round.

### IN HELPING SALES.

No matter how restricted the space in the store may be for the wall paper department, the dealer will find it pays to have a rack for showing the goods, and chairs for customers. In the vast majority of cases, of course, this accommodation is already provided. Yet it happens that the dealer, having other lines he imagines can pay him better to push, neglects to work up the wall paper sales. This is not the best policy. It simply drives local customers to city stores, and that once begun, is a hard habit to break. Once get a large town, or even a smaller centre, to know that you handle a nice line of wall papers, laying special stress on moderate priced and better grade goods, and people will patronize the home store. There are cases where you can afford to leave the very cheap lines alone. A reputation for keeping tasteful lines, for always having something that will adorn a home, is a good reputation for wall paper dealers to have. These remarks do not apply

generally to the trade, but they have an application in cases we know of.

### NOVELTIES TO BE SHOWN THIS YEAR

Colin McArthur & Co. are hard at work on their spring samples. Mr. McArthur has returned from New York where he has been arranging for a number of specialties, which will be offered to the Canadian trade for the first time. Their range will contain many novel ideas, and is spoken of as the best and most extensive they have ever manufactured.

### JAPANESE LEATHER PAPERS.

The Plumber and Decorator publishes the following interview with Alexander Rottmann, of London, on the above subject. Mr. Rottmann has spent many years in Japan, and was one of the first importers of Japanese leathers in England :

"When were Japanese decorations first used in this country?" I asked by way of an opening.

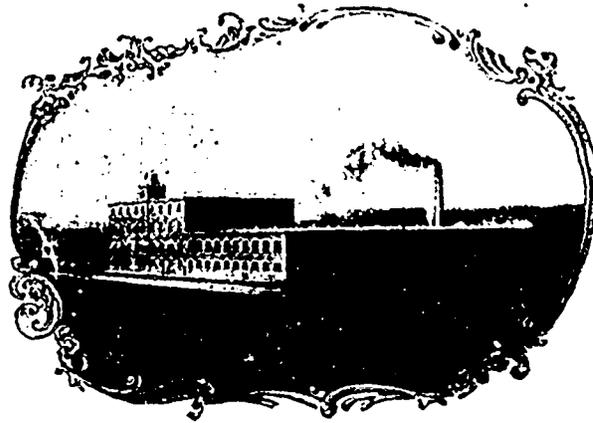
"Well, in 1881, when I returned from Japan, there were very few rolls sent over, and these were used mostly to cover screens, caves, etc. At that time, I expressed the opinion, in the presence of a well-known west-end decorator, that the time would come when they would beat all other relief decorations, but he did not at all agree with me. Time, however, has proved that I was right; and, when one comes to consider how thoroughly durable Japanese hangings are, and how convenient they prove—for being already finished they can be put up by any paperhanger inexperienced with relief goods—there is no great wonder that they have found favor with the ordinary builder."

"Has there been any marked change or improvement lately?"

"A year or two ago we introduced the canvas-faced leathers, and they have proved most successful. They are, you know, manufactured under a patent of the Japanese Government granted to us, and no infringement is possible. They are suitable for more refined decoration than the ordinary leathers, and, although they are a little more expensive they are much used in higher class houses—especially in connection with richly decorated ceilings and rich woodwork. The grain produced by the canvas gives the design a certain refinement that is charming; it gives also a softening to the colors that is not obtainable in ordinary Japanese leathers."

"Do the patterns of these hangings change frequently?" I enquired.

"Yes; we are adding new designs all the time. When my father, who was a large importer of French leathers, was in business, the custom was to introduce three or



## Wall Paper.

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If your stock requires sorting up for Spring, write us, and we will gladly send you samples.

### Our Ingrain Friezes

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The Watson, Foster Co'y  
LIMITED  
Montreal

WALL PAPER AND DECORATIONS (Continued.)

four new designs a year, and these would run five or six years. Nowadays, the designs run about as many months; in fact, after a year a pattern is called 'old.' Still, we meet the demand, and have infinite designs suitable for any and every purpose. They range in price from 1s. 8d. to 5s. or 6s. a square yard gross, and include everything, from the chaste design suitable for the most refined taste in domestic decoration, up to the bold and colored—not to say gaudy—pattern beloved by the hotel proprietor."

"Has the introduction of Japansee hangings had any considerable effect on English decoration generally?"

Undoubtedly it has," Mr. Rottmann replied, with emphasis; "it has stimulated all the manufacturers of English relief materials that are used for decorations. The competition it has caused has given life to the industry, and I think that a very distinct and decided advance all along the line has been the result."

"Can you give me an idea of the quantity of this material that is now regularly used?"

"I should say," answered Mr. Rottmann, after some consideration, "that about 40,000 to 50,000 square yards per month would be about the quantity used at the present time. I am in a position, I fancy, to pretty accurately gauge the quantity actually used. And it must not be forgotten," he went on, "that, where ten yards of relief material were used twenty years ago, there are now at least fifty employed. Yes, five times as much is a low estimate. I should think that there have been more changes in the art, as well as in the business of decoration, during the last seventeen years, than there were in the previous fifty. Formerly, the custom was to issue few designs; now, exactly the reverse is true, and novelty and variety are necessary to success in conducting a modern business."

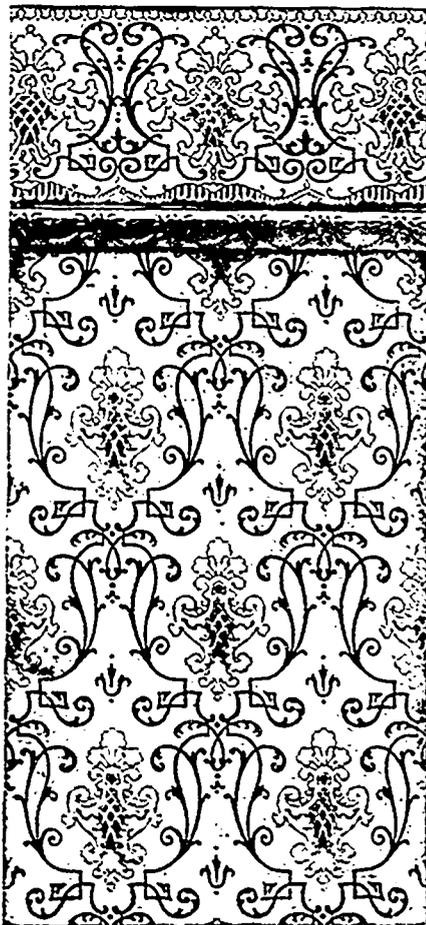
"Have there been any considerable changes in character of design of the Japanese goods?"

"Yes. Of late the grotesque character of the designs has almost entirely disappeared. Not that this class of design was ever used in Japan, but Europeans are wont to sup-

pose that every Japanese pattern must, as a matter of course, be grotesque in its character. As a fact, but few wall-hangings are used in the land of the Mikado, and the few that are employed are limited almost entirely to the imperial palaces and the government offices. The Jap doesn't like embossed or elaborate wall coverings, but prefers natural polished woods and carefully prepared veneers, which are very often beautifully finished."

"How, then, do the designs change?"

"Oh, that is influenced from here. We carefully study the requirements of the English market, and make all the designs in this country, sending them to be executed in Japan by native workmen, and, of course, with native materials. If the taste here is for yellows or greens, those colors will prevail in the Japanese goods, simply because they are, as I have said, influenced from here. Often when there has been for some time a run on one particular color, we will come to the conclusion that it is about time another was brought out. So we will get out a series of hangings in a new coloring, and so help to set the fashion."



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"What is the size of a piece of leather hanging?"

"Exactly 12 square yards; that is to say, 1 yard wide and 12 yards long. I am glad you ask that question, because many decorators who are not using these leather hangings frequently are apt to overlook the difference in superficial area when comparing the price of Japanese goods with the ordinary relief goods. The latter are usually only 21 inches wide, and this means that seven pieces of the leather will go as far as 12 pieces of the English hangings.

"The exact figures I found were 1,296 square inches in a piece of Japanese leather, and 756 square inches in the ordinary relief material."

"I suppose that these hangings are not difficult to fix?"

"Nothing could be easier. The material is thoroughly pliable by nature, and does not require any soaking. The paperhanger takes a length and applies ordinary starch paste. If the hanging is what we term 'padded,' that is, if it has a solid back, a coat of ordinary paste should first be applied, and after two or three minutes a second coat of paste, in which has been mixed a proportion of glue. The material is all hung with butt joints, and if ordinary care is taken it is almost impossible to discover the joints. This applies, however, only to the very best Japanese goods, finished in the best lacquers and colors. In the commoner goods there is always noticeable a difference in shade which entirely spoils the effect."

"Were you, Mr. Rottmann, the first to introduce Japanese decorations into this country?" I asked.

"No," he replied, promptly, "but I think I can claim to be the first to develop the business to such proportions that it was brought into real competition with other relief materials."

#### GOOD WORK IS APPRECIATED.

From The Winnipeg Nor'wester.

The firm of George N. Morang, publisher, Toronto, is doing much to win the favor of Canadian book buyers. It makes an excellent and up-to-date selection of the books it publishes, it prints them well, binds them attractively, and sells them at a reasonable price. Among its recent issues are such books as Sarah Grand's "Beth Book," Anthony Hope's "Simon Dale," James Allen's "The Choir Invisible," Emile Zola's "Païs," Senkiewicz's "Quo Vadis" and "With Fire and Sword," Winton Churchill's "Celebrity" and A. F. Lewis' "Wolfville." The publications of this firm are in every way equal to those of the best United States publishing houses.

## NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it—to me it is always a source of lively satisfaction.—Gladstone.

**THE STANDARD BEARER.**—By S. R. Crockett. Cloth, 359 pp., \$1.25. William Briggs, Toronto. The clever author of "Cleg Kelly" and "The Lilac Sunbonnet" has betaken himself to historical ground. The period is the persecution of the Scottish Covenanters in the reign of the last Stuart King, and the worrying of the Cameronians after, and the scene is a certain Galloway parish. Quintin MacClellan, a boy shepherd of 13, in the "terrible year" 1685, rescues from danger Mary Gordon, the little daughter of a famous Covenanting landlord. Quintin becomes a minister of the Cameronian remnant, going out from the Kirk as a test of conscience. He loves the Lady Mary, who is too proud to wed with a herd laddie. Jean, a girl in the parish, loves him, and they marry, but the young minister's heart is not deeply engaged, and the bride of an hour dies. Quintin has his troubles with sheriff and presbytery, but, as the parish are behind him it matters little. His stubborn courage finally breaks down the pride of Mary, who has long secretly loved him, and they are united, he maintaining his fight against the state's authority over the kirk and ministering to the Cameronians. The book has all the charm of Mr. Crockett's other stories. Perhaps to those who are not familiar with the perplexities of Scottish theology and the national history, the tale might be incomprehensible. It would be hard for the average person to realize why Quintin made so much pother about recognizing the state's authority. But the tale has a real basis, and the history of Scotland affords it ample background.

**THE THIRD WOMAN.**—By Henryk Senkiewicz. Paper, 158 pp. J. S. Ogilvie Publishing Co., New York. A story of Bohemian artist life in a Polish city. It is useful as illustrating the fact, which can be said of most writers, that all the author of "Quo Vadis" has written is not necessarily meritorious.

**THE GROWTH AND ADMINISTRATION OF THE BRITISH COLONIES.**—By Rev. Wm. Parr Greswell, M.A. Cloth, 253 pp. Victorian Era series, 75c. The Copp, Clark Co. In Canada, Mr. Greswell is known as the author of a short, comprehensive history of the Dominion, which appeared seven or eight years ago. He has considerable powers of accurate generalization. In the

present volume he summarizes the development of self-government in Canada, Australia and South Africa, and deals also with the growth of the colonies in the sixty years of Queen Victoria's reign. As regards Canada, the book is especially complete. The rapid review of its material and political growth is fair, if brief, and our loss of territory by treaties is noted. Two chapters are devoted to our constitutional expansion, where, as Mr. Greswell shows, we must look for the germs of the responsible system which has since spread to all other important colonies. The book is decidedly useful, and makes entertaining reading, too.

**THE CENTURY SCOTT: IVANHOE.** Cloth, 572 pp., illus., 1s. T. Fisher Unwin, 11 Paternoster Buildings, London, E. C. Just imagine a cloth bound, pocket size, nicely printed and clear type edition of Sir Walter Scott's novels at a shilling a volume. This is what the publisher says of the edition: "The Century Scott" will be printed on good paper, in a clear type, and each volume will contain a colotype frontispiece, with book plate, title pages, binding, and devices in two colors, by James Allan Duncan. The volumes will be issued in a decorative cloth binding, and also in a leather binding at 2. 6d. each volume. The publisher has endeavored to make "The Century Scott" as pretty a series as possible. The frontispiece in each volume will depict the principal heroine of the volume in question, such as Rebecca of Ivanhoe, or Flora McIvor of Waverley. The series consists of 25 volumes foolscap 8vo. (6 x 4). "The Century Scott" will appeal especially to lovers of a handy or pocket edition of their favorite author, and will be a perfect boon to the thousands who visit the land of Scott with a copy of "The Heart of Midlothian" or "Rob Roy" in their hands. Eight of the volumes, "Ivanhoe," "Kenilworth," "The Fair Maid of Perth," "Woodstock," "Anne of Geierstein," "Peveril of the Peak," "Surgeon's Daughter," and "Red Gauntlet" are now ready.

**THE GIRL AT COBHURST.**—By Frank Stockton. Cloth, 408 pp., \$1.25. The Copp, Clark Co., Toronto. The latest tale by Mr. Stockton has not appeared serially; it is, therefore, entirely new to the public. Ralph Haverley, a young New York business man, falls heir to Cobhurst, an estate in the country. He decides to work the

land himself, and, taking his pretty sister Miriam with him to live, settles down near Thorbury. The people about are friendly. Dr. Tolbridge seems to attend to both the happiness and health of people. Miss Panney, an elderly maiden, arranges others' affairs. Dora Bannister, a belle of the district, takes a fancy to Ralph. Miss Panney resolves to make a match between them. La Fleur is a famous cook, who bestows the inestimable boon of her services upon the doctor's wife. All these persons, and others, the author works into an amusing tale. The opening chapters, a critic would be apt to say, are tame; but we soon grow interested. Ralph is on the road to falling in love with Dora, when a widow in reduced circumstances, Mrs. Drane, and her daughter Cicely, take up their residence at Cobhurst, by Dr. Tolbridge's wish. La Fleur is an old retainer of theirs. She wants Cicely to marry Ralph. The story resolves itself into a struggle between the two match-makers, and engages the reader's earnest attention. Ralph wavers for a long time, and the plans and schemes of the indefatigable Miss Panney are amusingly told. But Cicely's charms win the day. It is a healthy, humorous tale of everyday life, with a strong vein of sentiment running through it, and must prove very popular.

**THE SCIENCE OF POLITICAL ECONOMY.**—By Henry George. Cloth; 545 pp.; \$2. George N. Morang, Toronto. In this handsome volume the publisher again illustrates the high standard to which he adheres in the printing and publishing of books. The clear, large type, the plain, elegant binding, the fine photogravure frontispiece of the late Mr. George, all combine to make this as perfect a piece of work as could be desired. The literary work itself is no dry as dust production, but is couched in a very easy, captivating style, surveys other economic writings and writers, and goes into the history, as well as the basis, of economic truths. Always, of course, from Mr. George's point of view, and his belief in his own theory of land and taxation does not falter. But he is never dreary, never confused, never abusive. He admits, at the outset, that political economy is the bread and butter side of man's existence, and must be dealt with apart from the ethical or religious side of his interest. But there is a strong note of humanity throughout which casts a spell over the reader and carries him through the 500 pages with a thought of this kind: "Here is a man who feels as I do. His reasoning may be wrong, but evidently, he desires to get at the truth, and he writes down to the level of my comprehension." In this sense, one must apply the much-abused word, "popular," to Mr. George's book. It is essentially intended for the

people at large, not the professors, the men of science, the economists. By this very characteristic, probably, Mr. George's views have acquired the hold they have to-day.

**THE BOOKMAN LITERARY YEAR-BOOK, 1898.** Edited by James Macarthur. Cloth, illus., 263 pp. George N. Morang, Toronto. The average Canadian reader occupies a unique attitude toward new books. His first preference is for British authors, but he is more interested in the writers of the United States than is the average Englishman. It was, therefore, a good idea of Mr. Morang's to issue a special edition of this book for Canada. It contains biographical sketches of 24 new and prominent writers, both British and American, whose works were widely read last year on this continent. These are illustrated with full-page photographs. In the list are a number of English authors and one Canadian, Charles G. D. Roberts. There are seven obituaries of eminent writers who died in 1897, including a valuable paper on Mrs. Oliphant, by Dr. Robertson Nicoll. Then there are a dozen chapters on various current literary topics; plays founded upon new novels; serials by United States writers; the best selling books; the literary output last year; Mr. Clement Shorter's paper on Victorian literature; the best hundred books for a village library from a British or United States States point of view. In fact, the reader interested in books and the men who write them gets a very valuable and well written compendium of current literary information. The book is a sumptuous affair.

**WITH FIRE AND SWORD.**—By Henryk Sienkiewicz, author of "Quo Vadis." Cloth; 780 pp.; \$1.50, illus. George N. Morang, Toronto. Every reader of the history of Eastern Europe knows how difficult it is to get one's self into the "atmosphere" of those vigorous military people who have, in these later centuries, overrun a large part of Europe. In this long and absorbing novel, the author of "Quo Vadis" again exhibits his power of reproducing perfectly the spirit of the past. The time is that of the Polish Commonwealth, about 1650. The wars between Pole, Cossack, Tartar, and Slav present a picture of continuous bloodshed and strife. You are made to understand the nature of the races, which slaughter each other ruthlessly, with the name of the Prince of Peace on their

lips. It is a strange, weird atmosphere, and the story is intensely interesting, the adventures and rescue of a beautiful Polish princess, Helena, being mixed up with the fortunes of the Polish kingdom. The Polish names are a trifle disconcerting to the English reader, but, once into the story, you forget all that. The translation by Mr. Curtin—who, by the way, was educated in Toronto—is excellent.

#### A PENMAKER'S FAD.

Attention has been called to the hobby which the wealthy penmaker, Gillott, had for collecting old violins. He was not a player himself, and it is a question whether he realized the possibilities of any one of his valuable collection. At his death there was found in one room of his factory over £40,000 worth of fiddles, and in other rooms cellos and basses.—Sheffield Independent.

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## FANGY GOODS AND STATIONERY.

### TUCK'S CALENDARS, CARDS AND BOOKLETS.

THE range of calendars, cards and booklets got out by Tuck & Sons this year seems to contain even more novelties and attractions than usual, if that be possible. The samples, which will be shortly shown the Canadian trade, were shown to a representative of this paper by Warwick Bros. & Rutter last week.

Taking calendars first, it must be said that the makers have been very ingenious, as well as keeping to artistic standards. In drop calendars, from 5 and 10c. up (retail prices in all cases being referred to), the forget-me-not and ivy leaf flower designs are finely worked out. There is a bird design called the "Flight of Time," novel and attractive. Another novelty is "The Land of Flowers," quite an odd arrangement with Chinese lanterns suspended, and the months on the lanterns. In flower designs, there are roses, pansies, etc., where each blossom stands out, revealing the calendar. The drop calendars also include the Handel, Mozart, Tennyson, Dickens, Shakespere and other famous men, in the series now so popular for several seasons.

In large flat wall calendars, there are a number of good things. Etchings from Shakespere, 12 large pictures, with the month printed in one corner of each picture, is a handsome novelty. So, also, is the calendar "Masterpieces of Landseer," a series of the famous painter's best-known pictures of animal life. Pretty beyond words is another flat calendar, consisting of 12 plates in colors from the booklet (noticed later on) of the children's Shakespere, that is, notable scenes from the plays in which jolly little children are substituted for the adult characters. "On Service," a series of military scenes (50c.) in colors is timely. Among quaint designs may be mentioned some moveable goods—a parrot that stretches out its wings (50c.); also the peacock, on the feathers of its gorgeous tail being the months (50c.); the "Mew-sical" calendar, a cat's orchestra; the dancing girl with expanding train; a clock design, with cats playing about; the "lucky pig," a standing calendar, the pig carrying three youngsters on its back; a windmill (for wall use), the sails going round as the month changes; the "New Geisha," a reclining girl, with the months printed on the train of the dress; a huge rose, the petals of which open up into

a table ornament for cards; a lady's slipper (25c.), containing a cupid holding a heart-shaped bundle of the leaves which form the calendar; and many other novelties. A 5c. line of small calendars, contains designs in flowers, fans, shells, leaves, etc. A series of scenes from a little girl's life, printed in colors, makes a nice wall calendar.

Turning to booklets (40 to 50c.), one finds numerous editions of standard poems,



selections, songs, etc., such as "Gray's Elegy," "Poe's Raven," "Home Sweet Home," etc., all prettily illuminated and printed. There are 10c. booklets with hymns, religious poems, etc. In toy booklets, colored and brilliant for children, there are (beside many old favorites), a number of new things. The "Life of a Soldier" (25c.) is a popular subject with its bright uniforms and scenes of soldier life. Some are in cut shapes. The animals, letters, bible stories, fairy tales, nursery rhymes and other subjects are innumerable. The line of untearable toy books (25 to 75c.), are shown in large variety. The mechanical moving toy books (50c.), where the figures in each picture are moved by pulling a slip, are laughable, and will be a great amusement for children, as well as good property for the dealer. Juvenile books for young readers, well illustrated, in large variety, retail from 40c. up.

In books there are some new and beautiful lines. Stories from Shakespere, stories from Dickens, etc., some cloth bound, gilt edges, and with many colored plates. The Children's Shakespere (\$1.50 up), is a new idea which has already been noted in calendars, the characters in the plays being represented by children and the engravings of colored plates very fine. "The Royal Children of English History" is a work on the same lines. There are more expensive in this line, reaching a high standard of merit, but space precludes even a mention.

In cards, a large range of flat cards from 1 to 15c. will be shown this season, but the samples were only coming in and could not be seen. However, a range of assorted cards in boxes, one dozen to a box (10c. each), of the booklet variety are in. Then

there is a range of toy cards which expand into animals, scenes, etc.; A. B. C. blocks (25c.), which have flaps so as to stand erect; jointed colored dolls which may be dressed in tissue papers by the youngsters themselves; and a line of dolls with detachable heads and bodies so that dresses may be changed (10c. per set of 6.) These are but some of the novelties in an exceedingly interesting and valuable collection of card goods.

### THE CORTEX PENCIL.

Buntin, Gillies & Co., Hamilton, have a stock of the "Cortex" pencil. The exterior of this pencil is made of the best quality of cork, it is light in weight and very soft and smooth to the touch. Its attraction to the consumer is said to be that continuous

writing will not affect the nerves, nor tire the hand. The lead furnished is specially prepared and of high quality, and is made in grades. The packing is one dozen in a box in a patent packing, and half-gross in a carton.

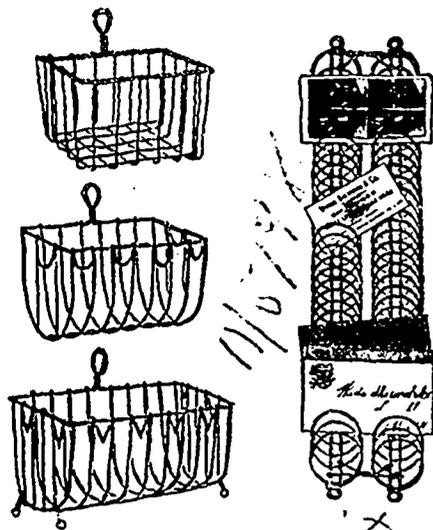
### THE WARWICK LOCK CLIP FILE.

Warwick Bros. & Rutter having found that there was need of a more perfect file at a more popular price than those at present in use, have arranged for the production of a file to meet these requirements, a sample of which we have seen. It is called the Warwick Lock Clip File, and possesses



several merits, which are deserving of special notice. The principal of these is that the arches are grooved and tongued with a bar which locks them into position in the tubes. This obviates the unevenness which makes it difficult to detach papers without tearing them at the perforated

holes, as the papers will easily slip off the smooth bar, and both time and documents are saved. The tubes are sharpened, and the papers may be placed on the file without the use of a perforator. The arches are nickel plated and the board is three-ply birch, built up stock and highly finished. It

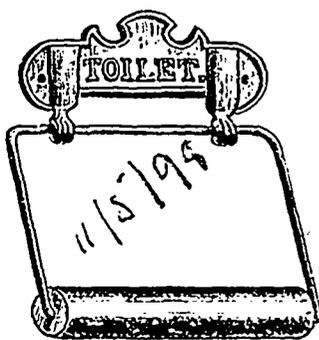


The Brown Bros., Limited.

is certainly excellent value, the retail price being only 35 cents. No doubt, it will attract the favorable consideration of the trade, as it is an excellent article in every respect.

THE VICTORIAN PLAYING CARD.

The manufacturers are bringing out for Warwick Bros. & Rutter an edition of the Victorian playing card, which will be about the same as the Victorian Jubilee playing card that had such an immense sale last year. The firm have been induced to have these manufactured by the steady demand



The Brown Bros., Limited.

right along, especially in places visited by American tourists. The regular retail price is \$1, but there were cases last year where dealers who had only a few and couldn't order a fresh supply quickly, got several dollars a pack from eager tourists.

ENGLISH LEATHER SPECIALTIES.

Mr. L. Knight, who has been representing in Canada Messrs. Ward, Lock & Co., of London, Eng., publishers of standard

works, for the last twelve years, was in Montreal towards the end of April. At the beginning of the present year Mr. Knight added the leather and other specialties manufactured by The De La Rue Co., Limited, of London, Eng., to the other lines he represents. Although The De La Rue Co. have been doing business with Canada for a number of years, through London agents, this is the first year they have employed a special Canadian representative. Mr. Knight reported that busi-



The Brown Bros., Limited.

ness was far ahead of previous years and that the demand is for a higher class of goods. He will make his first trip out to the Coast this season.

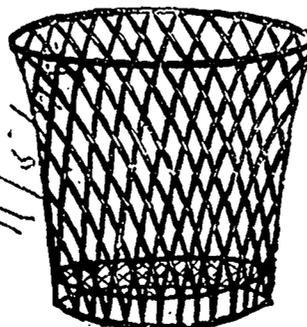
IMPORTED PAPER, ENVELOPES, ETC.

In April, 1897, the new duties on paper, stationery, etc., went into force, and the monthly returns since then indicate larger importations:

	1896	1897	Duty '96	Duty '97
May.....	\$91,563	\$106,300	\$28,104	\$31,171
June.....	82,936	105,110	24,520	30,597
July.....	75,541	79,194	21,453	22,977
August....	68,975	78,029	21,168	23,419
September.	77,836	103,671	24,415	39,241
October...	82,940	89,847	25,916	26,975
November.	78,093	95,032	24,038	28,039
December.	78,663	89,923	23,682	26,333
	1897	1898	1897	1898
January....	69,019	81,737	22,440	24,836
February.	75,168	87,085	23,855	26,596
March.....	105,850	128,335	32,845	38,996

Totals. \$886,584 \$1,047,263 \$272,436 \$310,180

Every month since then the imports have increased. The total increase for the eleven months is \$160,679. The official returns give no information as to what kinds of



The Brown Bros., Limited.

papers were imported in larger quantities, or where they came from.

NEW STATIONERY LINES.

New goods are always arriving at the warerooms of The Brown Bros., Limited, of Toronto. The latest arrivals are a complete line of office wire goods, such as waste paper

and document baskets, card racks, sponge baskets, door letter baskets, etc.; also a line of toilet fixtures, all of which should command a ready sale. Another line to arrive at the same warehouse is an extensive line of cheap blotters, memo. books, etc., which it will be to the advantage of all stationers in the country to lay in a stock of same. Prices are lower than any ever placed on the market.

The Brown Bros., Limited, have just received samples of their new lines of pads, which for beauty of design of covers have never been equalled. They are called "Athenian Bond," "Our Beauties," "Jewels of the Year," "Floral Gems," and "Mother Goose." These are to be had with assorted designs, and are really beautiful. They will shortly have a full stock of same, and the trade should have a look at this fine line of samples.

The Brown Bros., Limited, call the attention of everybody to their line of papeteries, which, they claim, cannot be beaten, the latest being some lines of Whiting's celebrated linen stock, viz., Irish linen and English vellum.

Mr. Paul E. Wirt, the manufacturer of the celebrated Wirt fountain pen, has just issued a new illustrated price list. The Brown Bros., Limited, agents for Canada, will be pleased to supply any of the trade with the same on application. It is a very handsome little book. Any of the stationers being short of architects' supplies, such as blue print, profile, cross sections and drawing papers, Higgins' waterproof inks all colors, Hardmuth's "Koh-i-noor" pencils, the finest ever made, can get same at the Brown Bros., Limited, at Toronto.

This firm have also just received a stock of rubber stamps; also pads and ink for same; automatic shading pens and ink, all colors; indelible ink for marking linen, etc.

THE IMPORT BOOK TRADE.

The new book duties went into force about June 1, 1897. Since that time the official figures of ten months' imports have been published. They show that we have imported over \$62,000 more books than came in during the same period of the previous year under the old tariff. For the first three months after the imposition of ad valorem duties the imports did not increase, in fact, they dropped a little. But since September last the imports have shown an increase each month, as follows:

October.....	\$11,000	January.....	\$ 2,000
November.....	0,000	February.....	17,000
December.....	15,000	March.....	18,000

Considering the inactivity of the book trade for some time previous, these increases are worth noting. The amount of duty collected has fallen by \$31,000. The detailed monthly figures are given below:

IMPORTS OF BOOKS INTO CANADA.			
	1897	1896	Duty '97
June.....	\$37,628	\$50,961	\$13,347
July.....	48,028	56,917	10,377
August.....	66,489	62,668	13,501
September.	35,398	96,062	17,683
October.....	101,633	90,430	16,504
November.	109,274	102,977	19,075
December.	101,530	86,411	19,254
	1898.	1897.	1898.
January..	\$32,210	\$50,538	\$12,173
February.	57,679	40,378	10,938
March.....	71,311	53,277	13,933
Totals.....	\$762,780	\$700,412	\$147,093

## NEW CANADIAN COPYRIGHTS.

Registered at Ottawa between April 6 and May 4, 1898.

9870. Wolfville. By Alfred Henry Lewis. (Dan Quin). Illustrated by Frederic Remington. George N. Morang, Toronto.
9871. The Housekeeper's Friend. Labels. Charles Robertson, Toronto.
9875. Mrs. Falchion. By Gilbert Parker, London, England.
9876. Year Book and Clergy List of the Church of England in the Dominion of Canada, 1898. Joseph P. Clougher, Toronto.
9879. L'Honorable Sir Adolphe Chapleau, K.C.M.G., C.R., LL.D., C.P. Portrait lithographie. G. A. Nantel, Montreal.
9880. Histoire de la Province Ecclesiastique d'Ottawa et de la Colonisation dans la Vallee de l'Ottawa. En deux volumes. Par le Rev. P. Alexis de Barbezieux, Capucin, Ottawa.
9881. The Stenographer's and Typewriter's Companion. Vol. No. 1, April, 1898. Robert Goltman and A. Marks, Montreal.
9882. Lunenburg. (March). By Alfred H. Morash, Lunenburg, N.S.
9883. The Perfection Benefit Ticket Folio. Archibald H. Brintnell, Toronto.
9884. Glimpses of the Unseen. A study of Dreams, Premonitions, Prayer and Remarkable Answers, Hypnotism, Spiritualism, Telepathy, Apparitions, Unexplained Psychological Phenomena, etc., etc. Editor: Rev. Principal Austin, D.D. Introduction by Rev. E. J. Badgley, LL.D. Bradley-Garretson Co., Limited, Toronto.
9886. Trading Stamps. Issued by The Dominion Trading Stamp Co. Baldwin C. Hubbell, Marmora, Ont.
9887. Fire and Frost. Book. Ethelbert F. H. Cross, Toronto.
9888. The Business Guide; or Sage Methods of Business. By J. E. Hansford, LL.B. Klondyke Edition. J. L. Nichols & Co., Toronto.
9891. Magnificat and Nunc Dimittis. In the key of B flat. By J. Cunningham Stewart. Mrs. J. Cunningham Stewart, Ottawa.
9892. Trading Stamp Directory. Issued by The Dominion Trading Stamp Company. Baldwin C. Hubbell, Marmora, Ont.
9893. The Standard Bearer. By S. R. Crockett. D. Appleton & Co., New York.
9894. Mining Map of Christina Lake and Sheep Creek, British Columbia. Scale: 1 mile = 1 inch. J. M. O'Toole, Rossland, B.C.
9895. Come now. Sacred song. Words by G. W. Armstrong. Music by Charles E. Wheeler. The Anglo-Canadian Music Publishers' Association, Limited, London, England.
9896. Never Alone. Sacred song. Words

anonymous. Arranged by W. A. Hemp-hill. Accompaniment by M. E. Bullock. A. & S. Nordheimer, Toronto.

9897. Violette. Waltz, for piano. By Chasse Strickland. A. & S. Nordheimer, Toronto.

9899. Map of New Westminster District. By Albert J. Hill, M.A., Lowenberg. Harris & Co., Victoria, B.C.

9900. The Civil Code of Lower Canada. By Robert Stanley Weir, D.C.L. Camille Theoret, Montreal.

9901. La Revue Legale. Tome II. N.S. (1896). Camille Theoret, Montreal.

9902. La Revue Legale. Tome III. N.S. (1897.) Camille Theoret, Montreal.

9903. La Revue de Jurisprudence; ou, Recueil de Decisions des Divers Tribunaux de la Province de Quebec. Volume III. (1897). Camille Theoret, Montreal.

9905. Le Cardinal Alex. Taschereau. Portrait photographie d'apres F. DeFedericis. Albert Ferland, Montreal.

9906. Hughes' Savings Bank Interest, 2½ per cent. Card. Chas. M. C. Hughes, Montreal.

9907. Index to Railway Legislation of the Dominion of Canada, from 1867 to 1897, inclusive. Compiled by J. E. W. Currier, Ottawa.

9908. Educational Review Supplementary Readings, Canadian History. No. 1, March, 1897. George W. Hay, St. John, N. B.

9910. Wyndham's Daughter: A Story of To-Day. By Annie S. Swan. William Briggs, Toronto.

9911. La Vie de Joseph Francois Per-rault. Surnomme Le Pere de l'Education du Peuple Canadien. Ouvrage illustre. P.-B. Casgrain, Quebec.

9912. Spanish-American War Map. George Bishop, Montreal.

9913. Rossland Miner Map of Rossland, British Columbia. John Henry Dempster Ferguson, Rossland, B.C.

9914. Life and Times of the Right Honorable W. E. Gladstone, on the "Scaife System." The Comparative Synoptical Chart Co., Limited, Victoria, B.C.

## INTERIM COPYRIGHTS.

556. Canadian Handbook of Steam and Electricity. By Wm. Thompson. Charles Herbert Mortimer, Toronto.

557. There'll Be No War With England. Words by Rev. J. P. Hutchinson. Music by W. H. Lynch. W. H. Lynch, Danville, Que.

558. Protein Vegetal. Prospectus. Henri J. Hatch, Montreal.

559. Le Veritable Guide du Cultivateur. Julien Thomas, St. Bruno. Comte de Chambly, Que.

## NEWS OF THE TRADE.

## ROBBERY IN MONTREAL.

THE branch post office and bookstore, belonging to Mr. E. M. Renouf, St. Catherine street, Montreal, was robbed on April 30. The thieves, who were evidently professionals, forced the safe and secured \$1,600 in stamps and about \$500 in cash. 4

## REMOVAL IN TORONTO.

A handsome circular, printed in green and gilt on deckle edged paper, has been sent out to customers of The Bain Book and Stationery Co., Toronto, informing them that the business is to be removed about June 1 to 96 Yonge street. Customers are invited to visit the new premises and are asked to overlook any inconvenience arising during the removal. The notice is timely and gives ample warning to regular visitors of the Bain store. Its removal right up Yonge street, to the fighting ground of the big department stores, is a bold move. It will be seen whether the energy and courtesy of Mr. Huestis, the manager, cannot both hold his own trade, but take away a slice of business from the department stores, which, so far as books and stationery are concerned, are simply junk stores.

## MOVED TO LARGER PREMISES.

The Wilkes-Westwood Co., Limited, Toronto, have been obliged, owing to increase of trade, to remove from Yonge street to 62 Bay street. They deal exclusively in smallwares and fishing tackle, and have a large warehouse full of these goods.

## NOTES.

H. McCrum & Co., of Walkerton, have succeeded to the book and stationery business of R. Creelman at Collingwood, Ont.

George Horne and Harry A. Dawson form the new partnership of George Horne & Co., stationers, Montreal.

A. & W. McKinley, of Halifax, have been awarded the city stationery contract, in addition to the printing of blank books.

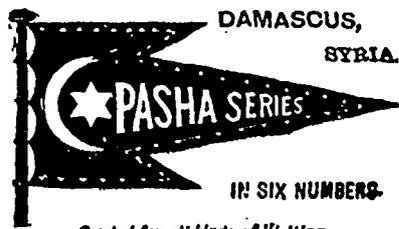
Mr. Aubrey O. Hurst, of Warwick Bros. & Rutter, Toronto, was in Montreal the first of May. He had a full line of notions and fancy goods. Mr. Hurst proceeded from Montreal to Quebec.

Mr. Douglass A. Clark, of Montreal, brother of A. B. Clark, of Love, McAllister & Co., Winnipeg, has taken a partnership in the firm. Mr. Clark will travel in the interests of the business.

Prof. Carus Wilson, who has resigned his professorship at the McGill University, Montreal, to accept a post in England, is bringing out, through Longmans, Green & Co., a book on electric dynamics. There will be an edition printed in New York.

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