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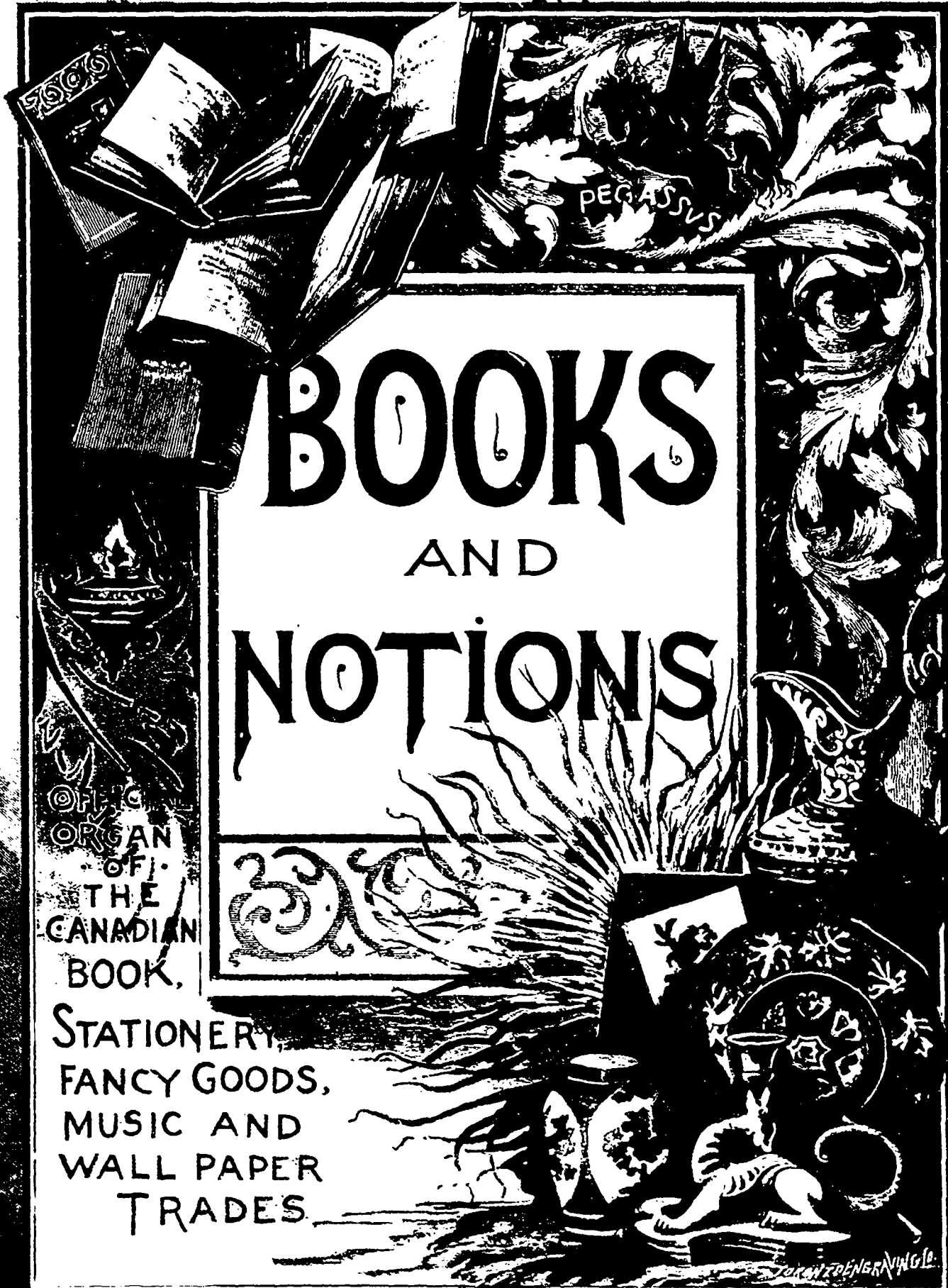
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Vol. 7

TORONTO, OCTOBER, 1891.

No. 10

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**S**IR JOHN THOMPSON, having once put his hand to the plough, does not look back. He continues to urge with undiminished zeal the claims of this country to enact final copyright legislation to which all holders shall be subject. In his opinion Canada's competence to legislate on copyright is as full and clearly conveyed in the British North America Act as is her power to control her own tariff. This opinion is embodied, and unanimously endorsed by both houses of Parliament, in his Canadian Copyright Act of 1889, in which Parliament undertakes to put limits on the English copyright holder's absolute power to prevent the publication of his book, in this coun-

try, such prevention being in the interests of publishers outside of this country. This Act still awaits the assent of the British Government to a proclamation to bring it into force. The time during which the measure may stand in this suspense is two years. If it does not receive by the end of that period the royal proclamation necessary to usher it among the laws of our country, it must be considered as disallowed. The two years are now very nearly up, and rather than permit the claims put forward in the Act to lapse, Sir John Thompson on the 29th ult. moved an address of the House to her majesty on the subject. The address was passed without discussion.

The memorial represents substantially : That under the Imperial Acts of 1839 and 1843, the privilege of copyright was given to any subject or resident of the Empire who should publish a literary

work in the United Kingdom; and that by the same Acts the republication within the empire, or the importation into the empire of such work was forbidden. The inconvenience attending these conditions led to several formal remonstrances from the various legislatures of the North American colonies. To these remonstrances, Earl Grey, then Colonial Secretary, had transmitted a circular reply, in November 1846, to all the governors of the colonies, informing them that her majesty's government had decided on proposing measures in the very next session of Parliament to endow the colonial legislatures with the power to pass such laws or ordinances respecting copyright as they might see fit, such legislation to have the effect of repealing the Imperial Acts in any respect wherein the former conflicted with the latter. This promise the address next states was never fulfilled. It asserts that the right to legislate on copyright was conceded in the B. N. A. of 1867, but that every Canadian copyright measure passed since then was regarded by the British government as requiring the sanction of the parliament of the United Kingdom, and that this sanction had so far been withheld from the Canadian Act of 1889. The provisions of this Act are shown to be such as are required by the interests of the Canadian people, and not to be unfair to any part of her majesty's subjects. As the question whether Canada is constitutionally competent to pass such an Act appears to be one on which doubts have been thrown in England, the memorial asks that a statute be passed in the Imperial Parliament to give effect to the Canadian Act of 1889, to carry out the promise made in 1846. Attention is called to the recommendation in 1876, of the royal commissioners on copyright, to concede to colonial legislatures the very power which is necessary to make such an Act as this one law. The address prays that her majesty will therefore invite such legislation in the Parliament of the United Kingdom as will remove all doubts of Canada's competency to pass this Act, and confer upon Canada the power to legislate in the interest of its people on all copyright matters, regardless of Imperial statutes passed before Confederation. To give full effect to the Act, notice is asked to be given that Canada withdraws from the Berne Copyright Convention.

It is not a common thing for a colonial house of commons to resort to an address to accelerate imperial action. In this case it was necessary. The reasons submitted for the allowing of the Act are strong ones. In the first place, the promise of the Colonial Secretary forty-five years ago, ought to be redeemed. It places a moral obligation on the British Government to introduce such a measure as that to which Earl Grey's circular had so explicitly committed the Government of his day. In the second place, the claim that Canada possesses the power, under the Act of Confederation, can be backed up by as strong argument as the opinion that Canada does not possess the power. In the third place, the Act ought to be allowed because the interests of the Canadian people demand it, while it does no injustice to publishers or authors in the United Kingdom. Finally, the recommendation of the royal commission on copyright in 1876 is in favor of such power being granted to all the colonies. In opposition to these reasons what is there? Nothing but the selfishness of holders of copyright taken out in the United Kingdom. They are not Canadians and therefore have no interest in seeing the growth of a publishing industry in this country. They have a moral right to pay, in the form of copyright, royalty or license tax, for the product of their brains, when it is used by a publisher in any country, the same as the owner of anything else that is used as raw material by a manufacturer has a right to pay for it. But they have no right to act the dog in the manger. If they will not publish their works here themselves, they should not have it in their power to prevent other enterprising people from publishing them, upon payment of a fair tribute to the holders of the copyright. There are some questions already cropping out, whose proper solution can be arrived at in no other way than by such copyright legislation as is embodied in the Act of 1889. The movement some time ago on the part of the Employing Printers' Association to have a heavier duty put on a certain class of books, would have had no motive were this Act law, and were the power exercised which it confers upon the Governor in council, to prohibit the importation from any but British sources of books sufficiently supplied by native publishers.

## WHENCE NO TRAVELLER RETURNS.

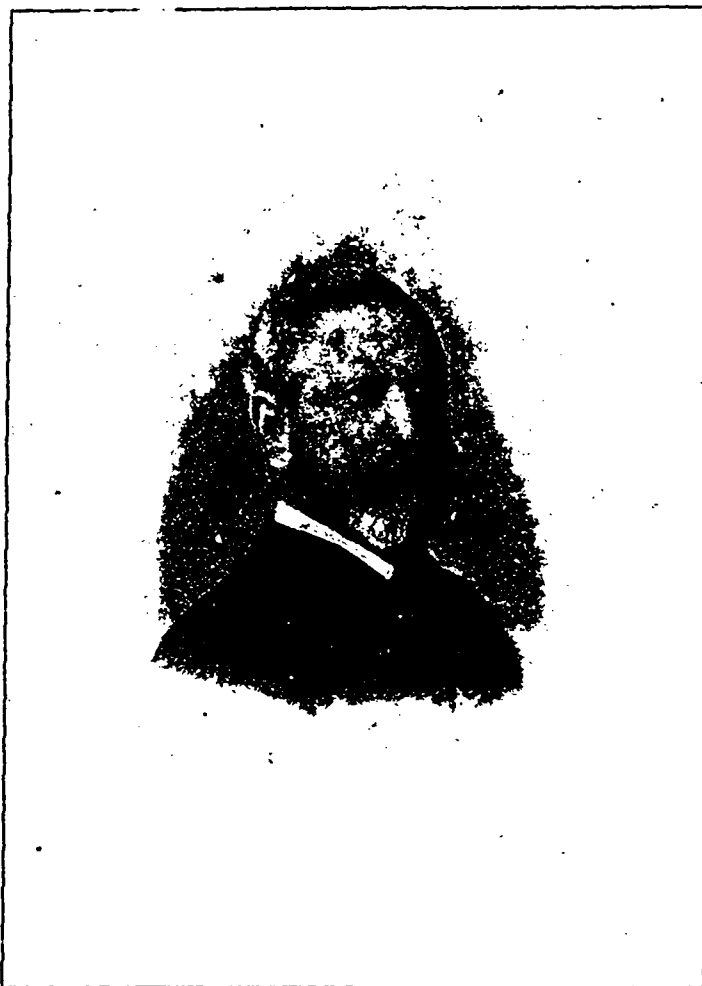
## THE LATE MR. JAMES MACDONALD.

The terribly sudden and violent death of Mr. James Macdonald, in the middle of August last, is as deeply, if not as widely, lamented in this country as in England. He was a man who endeared himself to all with whom he became acquainted, and there was no visiting representative of any outside house more generally beloved by the trade of the country who came in contact with him than he was. There were many here who mourned for him as a friend, when they received the news of his untimely decease on the railway crossing at Beckenham Station, a short distance from his own door. It will be remembered that he had taken an afternoon train from London on that Saturday to run out to his home in Kent, about ten miles distant, and that, apparently anxious to reach his house by a short cut, he had jumped out of his compartment while the train waited at the signal box, had attempted to cross the up line to go down the embankment, was caught by a train of empty carriages and instantly killed. He was in robust health, only forty-nine years old, but two years married, (his wife being the sister of his partner, Mr Walker), had a beautiful home at Beckenham, was happy in his friendships, and was in the very flush of business prosperity when death came in this terrible form. These circumstances intensify the sadness which the tragic manner of his death makes a very general feeling among the trade on both sides of the Atlantic.

Mr. Macdonald was a partner in the well-known house of John Walker & Co., publishers, manufacturing stationers and exporters, Farlington House, Warwick Lane, London, E. C. He was born in 1842, near the shore of the Moray Firth in Elginshire. His Kentish home, Moray House, was probably called after the old province of Moray, of which Elgin was a part. He was versed as few of his contemporaries were in the lore of the Highlands and the traditions of the clans. When once prevailed upon to open up on this subject he was a most entertaining man. His connection with the trade began when he became an apprentice to his uncle, a bookseller in Tain, in a still more northern part of the Highlands, on the boundary be-

tween Ross and Cromarty. In about 1860 he went to Edinburgh, entering there the service of the late W. P. Nimmo, and in due time that publisher put him on the road as a commercial traveller. In 1865 he was appointed country representative in Scotland and England of Messrs. Geo. Waterston & Sons, the well-known sealing wax and stationery manufacturers of Edinburgh. About five years later he accepted the position of Canadian and United States representative of Messrs. William Collins, Sons & Co., publishers and manufacturing stationers, Glasgow.

Thus it is about twenty years ago since



THE LATE MR. JAMES MACDONALD.

Mr. Macdonald's career first touched the trade on this side of the water. He visited Canada twice every year from 1873 till 1880, dividing a considerable part of each year between this country and the United States. In 1880, when the firm of William Collins, Sons & Co., was converted into a limited stock concern, he closed his connection with them, as also did Mr John Walker, who had been the London partner in that house. These two men, along with Mr. William Barringer, then formed the London house so widely and favorably known to-day as John Walker & Co. Mr. Macdonald con-

tinued to come out to America, but his visits were briefer than in the old days. His immense popularity was the ready foundation on which his house built the extensive business it does on this side of the water. He continued to come here till 1885, when the important home interests of his business made it impossible for it to spare one of its principals out here. His place has since been filled by Mr. Whitlock, who is popular with the importing trade of the country. On the eve of Mr. Macdonald's return from his last trip to Canada he was the guest of a few of his Toronto friends at a dinner got up in his honor at the National Club. His Montreal and New York friends marked the occasion of his departure in the same warm-hearted manner. No man could be more missed than he has been since he discontinued his annual visits to Canada.

The fascination which Mr Macdonald's personality exerted on all who had more or less intimate acquaintance with him, was due entirely to the natural goodness of the man. He had more than an amiable manner; he abounded in fellow-feeling. There was no little commission too trivial or too troublesome for him to do in the old land for any of his Canadian friends. It is gratefully remembered to him by them how conscientiously and punctually he always gave attention to such demands upon his good nature, demands which even the most intimate friends usually look upon and neglect as a bore. He had a most open heart. His business enthusiasm was a most marked characteristic, and was contagious. His visits did good wherever they were paid. He was in the van of progress, and no man was quicker to perceive the value of and turn to account a new idea.

We are glad to note that a movement has been begun among his friends in the trade on both sides of the water to place a memorial over his grave. In the United Kingdom the following committee are at work:— Mr. W. C. Gillies, of Baylis, Gillies & Co., London; Mr. James McCulloch, of Marcus Ward & Co., Belfast and London; Mr. G. F. Smith, of A. Pirie & Sons, London. On this side the work is in the hands of Mr. S. R. Hart, of Hart & Company, Toronto; Mr. W. B. Gilmour, of Thomas Leeming & Co., Montreal; Mr. John Glen, of Marcus Ward & Co., New York. The subscriptions to the memorial fund will, it is hoped, be numerous among the importing houses in this country. The amount is limited to a guinea from each subscriber. The portrait which accompanies this sketch is from a photograph in the possession of Mr. S. R. Hart, one of the most intimate friends of Mr. Macdonald.

### A DISTINGUISHED MEMBER OF THE TRADE.

The death of the Right Honorable W. H. Smith, First Lord of the Treasury and leader of the House of Commons in England, removes a man who acquired great wealth by the sale of books. He was formerly a member of the well-known firm W. H. Smith & Son, of the Strand, London, who for years have had the contract of supplying with books, newspapers, etc., all the stalls of the railway stations in England, Scotland, and Ireland. Their place of business in the Strand is the most gigantic distributing centre of its kind in the world. It is also one of the most perfect. The number of trains they despatch every morning with newspapers for all parts of the United Kingdom would never get out in time for their connections if the system of collection and distribution were not marvellous.

The deceased statesman was a son of the founder of this business. He was born in 1825. He sat in the English House of Commons since 1868, having in that year defeated John Stuart Mill in a contest for the representation of Westminster. He was Financial Secretary of the Treasury from 1874 to 1877. From that till 1880 he was First Lord of the Admiralty. While he was in this office Gilbert & Sullivan's "Pinafore" appeared, and Mr. Smith has always been identified with the Sir Joseph Porter of that whimsical opera. In 1885 he was appointed Secretary of State for War. In 1886 he became Chief Secretary for Ireland, but held office for only six days, the Salisbury Government having fallen at the end of that time. In Lord Salisbury's second administration he became First Lord of the Treasury and leader of the House of Commons. He is said to have several times declined the offer of a peerage.

### JAMES BAIN & SON.

Mr. Donald Bain has the sympathy of the trade in his present business embarrassment, which we hope will be but a momentary one. There is every reason to believe that it will be. At the large meeting of creditors which he called to confer with him upon the situation of his affairs a feeling of regret at the unfortunate turn they had taken was very generally expressed. His offer of 45c. in the dollar—of which 30c. in the dollar is to be cash, the remainder in secured paper due in equal instalments in three, six and nine months—was unanimously approved by the twenty-five creditors present, and recommended to the favorable consideration of such as were not present. There is very little doubt that this basis of settlement will be accepted by all who have claims against the estate, as, in view of all the circumstances, it must be deemed a very good one. The present crisis passed, Mr. Bain will be in a position to resume the business with fair

prospects ahead of it, as it is understood arrangements have been completed for the introduction of new blood and new capital into it.

The business of James Bain & Son was founded forty years ago, and has been carried on from the beginning on King St. Its founder, Mr. James Bain, sr., retired a few months ago, leaving his son, Mr. Donald Bain, sole supporter of the old style "James Bain & Son." Mr. James Bain was for 15 years continuously a member of the Toronto School Board, and never during that time did he sell, directly or indirectly, one cent's worth of school supplies to the Board. This was a business sacrifice, and a very considerable one, to upright principle. It shows that sterling honesty was an element in the business done at all events.

In the first newspaper report of Mr. Bain's financial difficulty it was stated that he had assigned, but in subsequent issues of the papers which had fallen into this error the statement was corrected. He did not assign: he merely called a meeting of his creditors whose disposition appeared to be very averse to forcing him into a position that would render assignment necessary.

### THE ANNUAL MEETING.

The annual meeting of the Booksellers' and Stationers' Association will be held at the Queen's Hotel, Toronto, on Oct. 28th, at 2.30 p. m., that is, the last Wednesday afternoon in October. Every member of the trade who possibly can should be present. Let us have a large and enthusiastic meeting. It must be admitted that the trade in general have not supported the Association as they should. The work has been left to a few. This is not fair, because all participate in the benefits derived from organization. The executive committee are particularly deserving of the thanks of the trade throughout the provinces. They have been indefatigable in their efforts to secure better terms, reduced postage and many other concessions, as well as in preventing increases in duties that would be detrimental to the trade. We have not got all we asked for. No association ever did. By continuous agitation we will get the other concessions to which we are justly entitled. It took nearly three years of constant application to secure the increased discounts announced in last month's issue on the Public-School Readers. Was it not worth our while to keep up the agitation? How many thousand dollars has this concession put in the pockets of our readers? But how many of them assisted to secure it? Were you one of them? If you were not, make up your mind to do better in future. Come to the meeting; if you cannot come, write the Secretary, care of BOOKS AND NOTIONS, enclosing the annual subscription of one dollar, and make any suggestions that you think may be of value and interest to the association.



### TRADERS OR PEDLARS.

Sept. 13, 1891.

Editor of BOOKS AND NOTIONS, TORONTO.

SIR,—My entry into the ranks of the retail booksellers is but of recent date, and having no previous knowledge of the trade, I am obliged to keep my eyes and ears wide open in order to gain that knowledge. I am a constant reader of your valuable journal, and, by buying small quantities from various houses, I am quickly discovering the best houses to patronize for the different classes of goods. But there are two things which puzzle me, and I should like to know how to deal with them.

The first is this: Some time ago there was an agent here, working for a certain book Association. He thoroughly canvassed the country and got a great number of persons to pay the membership fee of \$15, in return for which he promised them a large atlas "worth the money," and further agreed to furnish them with all the books they might want at a price which, as nearly as I could judge, was about 30 per cent. advance on publishers' prices. Such business as this is simply cutting the ground from under the feet of the retail bookseller. What can he do in the matter?

The other point I would refer to is in reference to a somewhat similar matter, and I am prompted to write you on the subject by your editorial comments in the June number of BOOKS AND NOTIONS. It appears to me that you are unjust to the retail trader when you say that the fact that there are certain books which publishers will sell only through travelling agents is a reflection upon his energy. In making this statement you appear, for the moment, to have forgotten the fact that, as we do not deal in the necessaries of life, we see only a very small number of customers each day; a book agent will probably see ten times as many as we do: you refer to our stock of other goods as though that were an advantage towards selling books. It is not so at all. We have to recommend those other goods, and the greater the variety, the less attention we give to any particular book; and the more we sell of these other goods, the less money have our customers for books. It is true we have personal influence but we should soon lose it if we were as persistent in our recommendations as the necessities of the book-agent compel him to be. It is no fault of the retailer that he cannot effect as many sales as the book agent, and you have already admitted as much when you tell him, as you do, that "he who wants a custo-



mer had better hunt him" or, in plain English, the bookseller who wishes to keep afloat must no longer hold to the ordinary methods of business but must go out with a pack on his back and peddle or employ some one to do so for him. This is tantamount to an admission that the retail book trade is on its last legs, for peddling can hardly be dignified by the name of trade. Surely you do not mean that we must go touting around the country to effect a sale and submit ourselves to the scorn justly due to those who thrust themselves and their wares upon the privacy of a man's home. It is difficult to realize at once the full import of such advice from such a source. The recognized organ of the publishers tells the retail traders that they had better quit their legitimate business methods, that their trade is fast disappearing and that they must go and peddle.

I should like to have said a few words on the cause of this state of things and the action of the publishers in this matter but have already, I fear, trespassed too much on your indulgence. Kindly let us hear something more on the subject, only please don't make peddlers of us. Don't tell us that because the publisher and jobber canvass the retailer the retailer should canvass the public. If that principle were adopted, life would be unbearable. The bookseller would call at 7 a. m. with Young's "Night Thoughts" or some other most unseasonable work; at 7.30 our tailor would call with the latest patterns in trousersings at 8 a. m. another bookseller with note paper or notions; then the haberdasher and so on right through the day. It is one thing for a wholesale dealer to call at the business place of a customer and quite another for a retail dealer to call without invitation at the private residence of his customer.

Yours truly,  
MANITOBAN.

[As to the first matter which puzzles "Manitoban," the question of what the retailer is to do against an association like the one described, there appears to be nothing for it but to let the people join it if they want to. Any representations the trader might make would appear too interested to be just to the agents of the Association. The trader might have a basis of argument that would convince book-buyers there was no economy in purchasing through the Association, if he could get a hold of the private price-list and a specimen of the books sold at a given price. Such information might disclose a real state of things that would not be the despair of the stationary trader to imitate. He might discover that he could give as good value, book for book, as the distributors of the Association give, and be able to show that for the \$15 of membership fee the only more or less sufficient equivalent received was the atlas. The atlas, especially in such a region as Manitoba or the North West, ought to bear its condemnation on its face, for if it is like those we have seen,

its maps must be a curiosity. For a people whose political geography has made any progress during the last decade, the map of their own territory, as it appears in the book we have in mind, will possess the value of a relic. Then the impressions are horrible, while the matter of the letter-press might be taken from the tales of our grandfathers. There is probably a strong resemblance between the atlas our correspondent speaks of and the one we speak of. People rarely join such an association the second time. They usually make up their minds that they have bought about as many books from other sources as they have through the association, and recognizing this, they see no need of undertaking again the expense of membership. A friend of ours relates a very unsatisfactory association experience. He bought some books, but found that, having to be imported for him, he had to pay the duty in addition to the list price. He had to wait an unconscionable long time before he was informed that another book could not be supplied at the price quoted. He did no further business with them, not because of the unsatisfactory results of these transactions, but because his want of a book was generally urgent when it was felt, and was satisfied at the nearest place of supply. That is the chief cause of dissatisfaction to members. They do not premeditate the purchase of a book; they want it at once, and so do not wait on the agency. Thus at the end they leave about as much money with the trader as if they were not members of this Association.

The second subject which puzzles "Manitoban" is evidently referred to to put us on our defence, for statements made in an editorial of the June number. "Manitoban" does not aim so much to make his remarks pertinent to that article, as to make that article suit the remarks he wishes to make. He accordingly forces a construction from it that seemingly makes it reducible to an absurdity. This is very often done for purposes of argument, but never when truth is aimed to be got at. Surely it was not an admission that the book trade is on its last legs, to say that the trade might be made a better medium for the sale of subscription books than itinerant agents are. Such a statement does not involve the changing of a bookseller's stock from a stationary to a portable one. To be a live man, pushing every new thing with all his power, does not necessitate his taking a pack on his back and making himself obnoxious to his customers by unseasonable calls upon them. The conception of business which deems it *infra dig.* of the trader to skirmish about now and then in pursuit of business for some new article is behind the times. Staples there is no need to canvass for, but specialties ought to be pushed while the film of newness is upon them. The canvassing that is done in the store will do a great deal to persuade custom. If the preservation of local trade did call for more outdoor can-

vassing for specialties, in order to cope with the agents of certain publishers, would that necessity be weakened by a super-dignified idea of trade that held itself above such methods? Instead of ridiculing the idea of descending to canvassing for the defence of their business, the majority would surely have the robustness to adapt themselves to the conditions. Ed.]

#### BOOK NOTES.

Mr Kingsford is now engaged on the fifth volume of his Canadian History.

*Songs of the Human*, by Rev. W. P. MacKenzie, will be issued by the publishers, Hart & Company some time next month.

"A Modern Dick Whittington" is the title chosen by James Payn for his new story, which has been secured for the new Broadway Series.

An Ann Street bookseller was asked to describe an edition de luxe. He said: "You know what a rabbit is; well, a donkey is an edition de luxe of a rabbit."—*Literary World*.

Mr. W. Clark Russell will name his forthcoming book, now almost completed, "Alone on a Wide, Wide Sea: An Ocean Mystery." It will be published in the United States and Canada by the newly-established house of John A. Taylor & Co.

Rowell & Hutchison have in press a memorial volume of Upper Canada College. The book will contain several hundred pages. It will take up the history of the College from the time of its foundation, under the regimes of the different principals. It will be out this fall.

Adeline Sergeant's new novel is to be named "Sir Anthony's Secret, the Romance of a Mysterious Marriage." The title previously announced ("A False Position") has been discarded upon the advice of her publishers, who notified Miss Sergeant that at least two other stories had been similarly named. Messrs. John A. Taylor & Co. are the American publishers.

An anonymous novel, "Dollarocracy," is being industriously pushed in advance of publication, presumably by the author's friends. It is officially described by its publishers (John A. Taylor & Co.) as "An American Story of Socio-Political Life," and has been fully illustrated by Mr. Frank Verbeck, of Harper's, etc. It is announced to issue in the fall in the Broadway Series.

Home Candy Making, by Mrs R. T. Rorer, 12mo, with index: bound in cloth, 75 cents; uniform with *Hot Weather Dishes*. Hart & Company, Toronto, Canadian publishers. This valuable work is the result of careful practice in teaching beginners how to make attractive, wholesome and palatable varieties of home-made candies. As a rule, these are made from uncooked sugar and white of egg, and while they may be palatable to some persons, to the connoisseur they are

coarse and heavy. The excellency of the recipes consists in their simplicity and faithfulness to minutiae.

The first number of the Broadway Series, published by John A. Taylor & Co., New York and Toronto, is "Sweet is Revenge," by J. Fitzgerald Malloy. The publishers of the Broadway Series announce that they have closed contracts for a number of stories by the below-named distinguished authors:—W. Clark Russell, Dora Russell, F. C. Philips, Adeline Sergeant, James Payn, James Greenwood, Florence Warden, The Duchess, Grant Allen, E. Kennard, Geo. M. Fenn, Geo. R. Sims, Rita, Hume Nisbet, Julian Hawthorne, John Habberton, E. L. Cameron, Fitzgerald Molloy, Mabel Collins, Hawley Smart, Richard Dowling, and the Author of "Dollarocracy." It is their purpose to publish in the Broadway Series none but first-

class copyright stories. By this policy they hope to make their imprimatur a recognised guarantee of superiority—a brand which the reading public will come to regard with confidence.

In this dainty booklet, from the daughter-in-law of General Booth—Maude Ballington Booth—we have the overflowing of a rich spring in true experience. The study of "Qualifications for Service," in which no small knowledge of the medical art is shown, will be of inestimable value to those who, mindful of the children of God, are desirous of applying a balm to heal the wounds of sin. "Wanted—antiseptic Christians" is eminently a practical work composed by one of the most energetic Christian women of the day. In the simplicity of the language, manifestly intended for the most lowly, is another evidence of the force of pure Anglo-

Saxon which, even when dealing with science, is sufficient to express Mrs. Booth's thought clearly. To Christian philanthropists—and in this order we would class all of Christ's followers—we heartily recommend this short essay with the hope that, as our Redeemer came into the world to save sinners, so our lives may not be spent in vain in this journey through life.

The Willard Tract Depository has published in popular 35c. form editions of two collections of sermons by the Rev. John McNeill, whose utterances from the Regent Square Pulpit in London, are issued every week by the same publishers. The two volumes are entitled "The Eclipse of Faith and other Sermons," and "Found Out and other Sermons." Uniform with these publications is "Grace and Truth" by Rev. W. P. MacKay, M. A. Hull.

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## RECENT PUBLICATIONS.

Owing to the large number of new books issued every month, it is impossible for us to notice them all. Publishers, who are not regular advertisers, desiring to draw the attention of the trade to any publication must mail copies so as to reach this office not later than the 25th of each month to ensure insertion in the current month's issue.

**LITTLE FOLK'S STORIES.** New York: The De Witt Publishing House. Since little ones must have stories it is well that they should have morally healthful ones. These are of that class. The matter is interspersed with silhouette illustrations.

**HOME SONGS FOR LITTLE PEOPLE.** New York: The De Witt Publishing House. The little volume entitled as above is a collection of songs suitable for the nursery and the infant school. No sentiments unsuitable to childhood find expression among them. The little book is illustrated.

**HOW TO BECOME A CHRISTIAN,** by Rev. Lyman Abbott, D.D. Chicago and New York. Fleming H. Revell. This is in the publisher's Popular Vellum Series. It is composed of five simple talks to the young, all full of instructions, and brief enough not to exhaust the reader's attention before their purpose is apprehended. The book sells for 20c.

**A WOMAN IN THE CASE; OR DEBTOR TO THE DEVIL.** New York: J. S. Ogilvie. Some titles throw no light upon the nature of the story because the author does not wish that they should, and some do not because they are badly chosen. The significance of this title whets the appetite for the narration, and a perusal of the story shows that the fitness of things was observed in the naming of it. It will be found interesting reading.

**ASMODEUS, OR THE DEVIL UPON TWO STICKS,** by A. R. Le Sage. New York: Worthington Co., in Rose Library. This novel is got up in the fine style which distinguishes the other works of the same and of the International Series of this house. The translation is faithful, and Tony Johannot's illustrations fairly speak with life. The story will not relinquish its hold on the reader's attention at any point short of the end.

**Pretty Kitty Herrik** is a pretty young woman who is compelled by reverse of fortune to earn her own living. Having been an enthusiastic votary of the hunting field in better days she boldly decides to utilize her knowledge of horses and be one known as That Pretty Little Horsebreaker. In this her latest story, Mrs. Kennard writes as well as she rides, after saying which it is unnecessary to add anything in its praise. It is published in Broadway Series by John A. Taylor & Co., New York and Toronto.

**Well Won,** in Mayflower Series. The author, Mrs. Alexander, is always a welcome visitor to the library table. She is bright,

wholesome and never tedious. This is a simple story of family life, a weak wife, a lively sister-in-law, a prig of a husband, a hateful old maid and a judicious friend, and one or two other personages, just enough for a capital short domestic comedy, to furnish forth a capital short story, "Well Won," by Mrs. Alexander. John A. Taylor & Co., New York and Toronto.

**MENTAL SUGGESTION,** by Dr. J. Ochorowicz. New York: The Humboldt Publishing Company. This work fills four double numbers of the Humboldt Library of Science—namely, those from May till August, including both months named. The learned discussion of the phenomena which lie at the bottom of the theory of hypnotism is translated from the French of the author and edited by J. Fitzgerald, M.A. The work shows care and exactness on the part of the author in the admission as evidence of alleged facts.

**OUT AT TWINNET'S.** It is no disparagement to the author of "Helen's Babies" to say that he has not written anything that can enter into competition with that delightful story of family life. This book is full of interest, a little romantic, perhaps, for the life of this century. Still it has much of the old nature about it; simple affection, a pleasant plot with the interest well kept up, and only just so much of delay in the denouement as keeps the cat in the bag till the right moment comes. Written by any one else it would be a capital output, but, "Helen's Babies" is our first love, ("Out at Twinnet's;" by John Habberton; John A. Taylor & Co., New York and Toronto.)

**HICK'RY FARM,** a comedy drama of New England life, in two acts, by Edwin M. Stern. Price, 25 cents. New York: The De Witt Publishing House. Six male, two female characters. This play deals with the same phases of life as "The Old Homestead" and "The County Fair," and is written in the same comedy vein which has rendered these two pieces popular. The courtship of the Irish alderman is a most ludicrous scene, while the scenes between the old farmer and his daughter are touching. Scenery, a set cottage and a plain room. Costumes of the day. Time of playing, an hour and a half.

**SWEET IS REVENGE,** in Broadway Series. A strong story, with a wide variety of character, from the honorable and respected gentleman and lady to the demirep and professional criminal. The romance consists in the social position which the rogues succeed in attaining for a time, until by the inevitable recoil of circumstances their true character is made plain and they get their deserts. Just, too, as vice is punished, so virtue, after going through a purgation as if by fire, is made manifest and receives its reward. The scene of the story is laid in England, and a pious American will naturally feel thankful that such occurrences are

not encouraged on this side of the Atlantic. The book is written to encourage the good and to deter the bad. The title is open to criticism, but it will of course be taken with allowance. "Sweet is Revenge," by J. F. Molloy. J. A. Taylor & Co., New York and Toronto.

## UNIQUE EXHIBIT IN PAPER.

A genuine novelty in tissue paper has this year been placed before the Canadian public at the Industrial Exhibition in Toronto. The exhibit was from England, and was that of Messrs. Jas. R. Cronyston & Brothers of Elton Paper Mills, Bury England. It represented a room entirely decorated and draped in the new art crepe crinkle tissue paper, which is made in twenty one shades of all the most delicate, soft, silk-like hues. These decorative papers must undoubtedly become very popular, and in order to ensure a good demand the public have but to see them and know that for a very small cost ugly rooms and corners can be transformed into a perfect fairyland. Thousands of ladies who have spent hours at this exhibit pronounced it one of the most beautiful they ever saw. It would be impossible for us to give a full account of the hundred and one beautiful articles in this paper, but we must mention some of the most striking novelties, for example, the flower pot covers, especially a square one in terra cotta and apricot with a deep rouge top and bottom, also the peacock blue and green. An umbrella stand in moss green and red poppies, and a waste paper basket in moss green and old gold are articles that no lady's bedroom should be without. The fans were beautiful, especially one in pure white, edged with gold, and one in terra cotta and heliotrope which were greatly admired. Mantle borders and dados, and the old-gold screen with deep rouging were very handsome. Wall-pockets, whisk broom holders, hats and bonnets, candle shades and lamp shades in all shapes were there. The group representing plumes of ostrich feathers was certainly novel and beautiful. The curtains in dark terra cotta and blue were most deceiving, and you had to handle them before you could realize they were made of paper. Photo frames, toilet sets, menu cards, ice baskets and all kinds of pretty little articles for table decoration were in the exhibit. This exhibit was in charge of Mr. Archie Christie.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

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

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

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The University of Toronto Song Book, Paper.....	67c.
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Howe's Piano, Canadian Ed., Paper	20c.
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Mr. M. Banks, Carman, Man., has started a stationery store in connection with his drug business.

Mr. Alfred H. Jarvis, stationer, Ottawa, was married early last month to Miss Ruth Isabelle, eldest daughter of Mr. C. Moreland.

Mr. Thos. F. Jarvis author of Geoffrey Hampstead is now in New York, and is an accepted contributor to *The Century*. He is a native of Toronto.

Mr. J. D. Meckison, bookseller, of Strathroy, has been appointed agent for the Dominion Express Company, which began operations the other day.

Messrs. John A. Taylor & Co., The National Publishing Co., have moved from Yonge st. to a very handsome and commodious office on the ground floor of the new Canada Life Building.

Chloride of lime is strongly recommended for driving away mice and rats, which only too readily attack paper or goods containing gum or paste. It should be sprinkled near the goods desired to be protected.

Mrs. E. L. Moir, Carman, Man., has moved into her new quarters, next door to Mr. A. Stewart's undertaking establishment, and will soon receive her new stock of musical and fancy goods, books stationery, etc.

The Gendron Manufacturing Co., who have for some time occupied the large building at 7 and 9 Wellington street west, Toronto, have moved their factory to the corner of Ontario and Duchess streets, and their sale rooms to 183 Yonge street.

The British Columbia Paper Manufacturing Company has been formed at Victoria, B.C., with a capital stock of forty thousand dollars, and will build a paper factory at Alberni, at the first rapids of the Soanas River, Vancouver Island, B.C.

Mr. Alexander McArthur, paper manufacturer, Montreal, was, about the middle of September, united in the bonds of matrimony to Miss Annie Crathern, eldest daughter of Mr. James Crathern, merchant. The newly married couple spent their honeymoon in the States.

As giving an idea of the magnitude of the general consumption of wood pulp, it is stated that for a single edition of an American daily paper, seventeen tons of blank paper was recently required. This was the product of sixty-seven cords of poplar. In twenty-two hours from the time of felling the trees it had been turned into printed sheets.

The Religious Tract Society's colored illustrated sheet almanac for 1892, (19 x 22 inches), containing a text for every day of

the year, sun and moon's changes, and a variety of useful information, with large picture printed in colours, with floral background, is supplied with a blank space (5 x 4½ inches) in which can be printed a picture of Church, with times of service, or other local information.

A lady walking up street in Kingston the other afternoon, with two friends, turned suddenly into a doorway with the remark "I'm going to get my daily," leaving her friends outside. The expression on their faces may be better imagined than described when they saw that she had entered a saloon, but when she returned a few seconds later, covered with blushes and embarrassment, her explanation was accepted. She had mistaken the doorway for the entrance to a stationery store.

A decision has been received at the custom house, Chicago, which, it is thought, will materially affect importers of books printed in the English language. The decision is by Assistant Secretary Spaulding, and is in effect that all books printed in the English language imported through the mails must be seized by the customs officers. Heretofore it has been the rule to detain all books until the duties were paid. All books in foreign languages and books over twenty years of age are free. The remedy lies with the importer to notify the English booksellers to send the books by freight. The decision was rendered in order that the customs officers might have extended powers in searching for lottery.

Mr. John Lovell, publisher, Montreal, for many years has been engaged in the compilation of a National Gazetteer. In this it is intended to give an account of the foundation, history and present position of every city, town, village and even hamlet in the Dominion, with descriptions of counties, districts, parishes and townships, and notices of islands, lakes, rivers, canals, water falls, bridges, mountains, etc. The work will be completed in eleven large volumes with elaborate maps and illustrations. Mr. Lovell rightly takes the ground that a work that is of such national importance should not be left to the unaided efforts of a private citizen. He is trying to form a company to assist in the publication.

#### AN IDEAL CLERK.

We do not often incline to print, we are too modest; the dew and shade of morning light suits better our complexion than does the glare of noonday; but when great necessities are thrust upon us, what would you do?

The necessity in this case that so beguiles us to lay ourselves at the mercy of the devil—printers' devil of course and the public is a demand upon us for a synopsis of an ideal clerk, labeled "A Nineteenth Century Impossibility."

Handsome, of course, because his customers are chiefly ladies with great eyes of unearthly sweetness; patience that which Job's

was an invalid frazzlin; elasticity of movement that would put the flea to shame; oratory of such unctuous flavor as would reduce a Shylock to distribute sheekles, and taste, quotha, such as the richest of the orient could not satisfy; meek, too, as Moses (when the bullrushes past him): your foot upon his prostrate neck, in seeming; a scholar and a gentleman, forsooth; so blind to circumstance of birth or paltry greed; as honest as the daily sun and thrice as searching—Cash!—New Orleans Trade Index.

#### IRASCIBLE STOREKEEPERS.

It is a fact that some men cannot help being fretful and cross. They are born so, and they carry these unamiable qualities from the cradle to the grave. We feel sorry for such people, says a contemporary, for we regard their failings as incurable diseases.

Men who are constitutionally of an irascible temper ought not to engage in the storekeeping business; for in that field they are likely to encounter so many crosses and tribulations that they are sure to fret themselves to death in a few years, not to speak of the worry they occasion other people.

Irascibility is one of the worst faults a retail storekeeper could possibly have, as it drives away trade, makes enemies, and while he may be at heart a very good fellow, his manner conveys the general impression to his customers that he is about as near a savage as it is possible for a white man to be.

A man, to become a successful storekeeper, must be patient and self-possessed at all times. He cannot afford to fly in a passion at every trifling annoyance which he encounters. The children of a town hate an irascible merchant, and will give him the go-by whenever they can, or else in a spirit of malicious mischief constantly devise schemes for fretting and annoying him. They will yell at him derisively when he goes down the street, slam his doors and perhaps break his windows and do other things which tend to keep him in a state of continuous mental disturbance.

We pity a man of this kind. We believe it is a mistake for him to attempt to continue in business. He had better sell out his store and stock and remove to some secluded and quiet locality where he will not be brought into constant friction with other people.

Irascibility grows upon a man when it once gets a good hold upon him. As he gets to be older he becomes a chronic grumbler. He opposes every movement of a public spirited character in the town in which he resides. He is a disturbing factor in church and politics. Nothing in the world seems to move in accordance with his opinions. He is really deserving of sympathy, but he never gets it. His fellow townsmen learn to dislike him, and as the gray hairs whiten his crown, he is derisively called "Old Snarly." Even his age is not respected.

It seems to us as we contemplate the career of such a man, that his existence is not worth the trouble which it costs him.

**STATIONERY NOTES.**

Rowsell's Diary will be ready in about ten days.

Hart & Company show some very fine work in corporation and railway debentures.

The Barber, Ellis Co. is having a big run in its plush papetries, Howard's old parchment note and ivy note.

A document envelope which works like a telescope, adjusting itself to one paper or to fifty, is a recent invention.

Lead pencils in the form of a wire nail or a screw nail are among the latest novelties in stationery stocks. The conceit takes well.

A collection of the specimens representative of the inkstands and paper weights now in vogue would form quite a menagerie, so much do animal forms predominate. The material is brass and bronze.

Faber, the great lead pencil man, will make his exhibit at the World's Fair in the department of manufactures, although the raw material of the lead pencil, graphite, properly belongs in the mines department.

The Globe blotting paper is reported to be in strong request. Its absorptive power is very great, and the ink does not expand over a large surface upon it, the impression taken from the writing being enlarged by scarcely a shade.

A line of wedding stationery that is having wide sale is that now put on the market by Hart & Company. It is the first of the kind, put up in boxes, that has been got out in Canada. It is a very elegant line, vying with the finest similar products of foreign makers.

The Toronto News Company has some very taking novelties now in stock, the very newest of the season. Among them are the New Magic Top, The Flying Machine, Hang It All, Cuckoo Horns, Komical Kus, all very diverting means of pasume for the young people.

The Graphite Pencil Co., New York, recently mailed to every stationer in the United States and Canada a sample card containing one each of their fine grades of Artistic Pencils. As advertised in this issue these goods are obtainable from Buntin, Gillies & Co., Hamilton, who are special agents for the manufacturers.

A novelty in pencil sharpeners has been brought out in England. It consists of a conical shell having a circular hole to allow of the pencil passing through its centre. The latter is removable, and it can be taken out and resharpened, or a new cutter supplied cheaply. The shape admits of the sharpener being easily carried in the pocket.

The Centric Pen, to which reference has been made in previous issues, is making rapid headway in the favor of all whose occupation involves writing. The demand for samples and stock outruns the supply. It is an exceptionally fine novelty from the retail-

er's standpoint, as the pen takes a firm hold wherever it is once introduced, and the holder being of a special structure, only centric pens will fit it; hence centric pens will be in demand on that account of itself. There are two series, a large and a small one, with five numbers in each.

The warehouse of Brown Bros. is crowded with bales of new goods which the current sorting up trade of their business requires them to have in stock. The receipts include all descriptions of writing paper, but notably, new lines of linen paper, fancy stationery, office paper, etc. General stationery and office supplies are well filled departments of the firm's stock. Some fine lines of glazed surface papers and embossed papers have been received. The magnificent ledgers and other account books which made up the collection at the Exhibition had all

been previously ordered by monetary institutions in the country.

Gold pens, like saws and razors, occasionally need rest, says the American Stationer. This fact has been rediscovered by a St. Louis bookkeeper, who says. I use only gold pens, and I've noticed that after a few months' continuous use a pen would lose its temper apparently, and so I would lay it aside. Because of their value I did not throw these worn out pens away, generally exchanging them in part payment for new ones. One day I tried a pen that had lost its spring and been put away. To my surprise it went smoothly and worked as though just from the maker. On experiment I found it not to be a phenomenon, but a physical feature of all the gold pens I have tried. They simply get tired and need a rest, after which they are as good as new.

Order your **"Winter Evening Games"** at once :

HALMA.  
PARCHEESI.  
GO BANG.  
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OBSTACLE RACE.  
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SAMPLES ON APPLICATION.

Do not buy till you have seen our samples. Prices cheaper than ever before.

**ENCOURAGE HOME MANUFACTURERS**

## COLONIAL GENTRY.

The publication by Sir Bernard Burke of the first part of his "Colonial Gentry," says the London Globe, may be taken as a sign of the times. No doubt the better born of our colonists have all along cherished their family traditions, of which they had every reason to be proud. But up to now they have lacked the modern equivalent of a vates sacer—some one who should put on record their lineage, arms, and mottoes, in a form such as that to which the "landed gentry" of the Old Country have long been accustomed. We may now expect that aristocratic feeling in the colonies will receive a very considerable impetus. Though professedly discarding and discountenancing aristocracy, our colonists have nevertheless found that an "upper class" must needs exist everywhere, and that, in all places, it must be based upon the hereditary and not merely on the socio-commercial principle. How far Sir Bernard Burke's new compilation is to be regarded as absolutely unassailable, we do not know. We may be sure that the information he furnishes has been supplied to him in all good faith. And very interesting are some of the results arrived at. It is curious, for example, to observe, in the list of families comprised in this first volume, the preponderance of Scotch names—to remark once more the extent to which "Bonnie Scotland" is represented in the far-off corners of the empire. The Scotch usually have pedigrees of some sort, and, moreover, are tenacious of them; they post up the family history with promptitude and care; and then are they not to be found in every part of the Queen's dominions? Sir Bernard's book may even tend to the strengthening of Unionism, for does it not show how the Colonists trace back their origin to the "tight little island," with which all their traditions are bound up?

## LOSS ON SAMPLES.

Chatting recently with a member of the fancy goods trade, I was told that the loss on samples by depreciation alone amounted in many cases to 50 per cent, of their value. There appears to be no reason to doubt this estimate. Anyone who knows the use, and it may be added the abuse, to which samples are put can readily understand what a shrinkage there must be in these goods. It is true that considerable of this might be saved if the men who handle the samples and the boys who look after them would be more careful. Careless handling is responsible for a good deal, but I have seen valuable samples so completely covered with dust that their identity has almost been lost. Such a spectacle is not pleasant for the ordinary visitor, and it certainly has no beneficial effect upon the buyer. I have seen offices and stores where cobwebs hung from the corners while the feather duster lay in the drawer and the boy spread his fifteen

year old legs over the display table, puffing a cigarette and enjoying the story of "Wild Jack, the Outlaw" or "Bill Blood, the Noted Cutthroat," or some such inspiring literature. However far fetched the idea may be, one cannot escape the thought that the daily paper has much to do with the inactivity to be found in many city stores and offices. The sensations of the day have whetted the appetites of the young of both sexes and made them anxious for the poisonous trash which reporters nowadays are instructed to dish up for them. Observe the average boy or girl in the store or factory and you will find that he or she knows all about the uninviting nastiness to which the best portions of some papers are devoted daily. Americans are undoubtedly the greatest readers under the sun, but it is questionable whether the present system of supplying what is called news is benefiting the rising generation. This is of course diverting from the subject of samples, but perhaps the readers of *The Stationer* may after all glean a point from what has been said.—*American Stationer*.

## AN ENGLISH PUBLISHER.

Mr. George Lock, the senior partner of the publishing firm of Messrs. Ward, Lock, Bowden & Co., died on Saturday, the 8th ult. The deceased gentleman, the son of a farmer, was born at Dorchester in 1832; and, on the maternal side, was related to the Galpins, a family well known in the publishing world. He received his education at a private college in Southampton, and on leaving it, was articled to an agricultural and general chemist then practising at Salisbury. The study of pharmacy was not to Mr. Lock's liking, however, and at the age of 22 years, he came to London, and was introduced by his cousin, Mr. T. D. Galpin, to Mr. E. Ward, who was then about to start in the publishing business on his own account. The firm of Ward & Lock was thus founded, and commenced operations at 158, Fleet Street. Not long afterwards they purchased the goodwill of the business of Mr. S. O. Beeton, and in course of time Mr. C. Tyler was admitted a partner. Their trade having increased, the firm were compelled to remove to larger premises at Warwick House, situated at the corner of Warwick Lane and Amen Corner, which remained the headquarters of Ward, Lock and Co., until they removed, a few days ago, to the extensive premises erected for themselves in Salisbury Square, to which they transferred the name of Warwick House, where the business is at present continued under the style of Ward, Lock, Bowden & Co., the last name having been added to the title of the firm only the other week. Mr. Ward, the senior partner, having retired some years ago, (Mr. Tyler's connection with the firm was not of long duration), the work devolved upon Mr. Lock, who assumed as partners

Mr. J. H. Lock and Mr. Bowden, and those gentlemen have been the directors of the business for some time past. Mr. Lock was an active member of the board of the Booksellers' Provident Institution, and took a warm interest in its fortunes.

The neglect to look after minute details in the factory is a source of great loss to many producers.

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

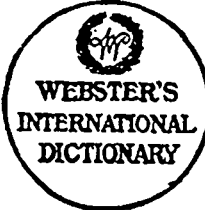
"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."

—JOSEPH BILLINGS.

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**BUSINESS CHANCES.**

**FOR SALE—BOOKS, STATIONERY, FANCY Goods and Toy Business,** well established, in liveliest town in Northern Ontario—Stock about \$3,000—mostly new and well assorted. Good reason for selling. Apply to "M. P." care BOOKS AND NOTIONS, Toronto.

**AN OLD ESTABLISHED BOOK, STATIONERY, and Fancy Goods Business,** (with Blind-ery attached), situated in one of the cities of Ontario, is offered for sale, owing to the ill-health of the proprietor. Goodwill and lease of present commodious premises may be had, or stock would be sold at a per centage. Address "Stationery," care BOOKS AND NOTIONS, Toronto.

**THE POST OFFICE BOOKSTORE TORONTO:** Owing to the removal of the undersigned to larger premises they offer for sale all the fixtures in position in the old and favorably known premises, the Post Office Bookstore. Occupation can be given Nov. 1st, in good time for the Holiday trade. Satisfactory arrangements may be made as to lease. The Presbyterian News Co., (ltd.); Toronto.

**TURKISH STEEL PEN CO.,**



**SOLE AGENTS:**  
**WARWICK & SONS, Toronto.**



**E. AULD'S  
PURE  
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**Sticks Everything  
BUT THE BUYER.**

Also, Lithogram Composition in 2 and 3 lb. tins. Note, letter and foolscap sizes.

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**759 Craig Street, MONTREAL.**

**SAMPLE**

Assortments of Toys and Fancy Goods for Holiday trade will be sent to reputable dealers whom our travellers do not reach. If they will drop us a card stating what they are likely to need. Our line of

**DOLLS**

cannot be excelled in Canada, and as to prices, we do not fear any competition. We will send a single sample of some leading sellers, and limit prices to suit requirements of customers.

**GAMES**

are a leading line with us, as are also ovelties in French Pursoa, long and short patterns, single, double, treble and quadruple clasps. Sample assortments of these goods give dealers a splendid variety, and ensure quick sales. Our aim is to secure goods entirely different from those shown by other houses. We have no dead stock.

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(Agents for Ry. Milward & Sons, Fish Hook and Tackle Mfrs, Redditch.)

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Do the Leads in your pencils break?

If so, you do not use the right kind;

The best are made by the

**AMER'N LEAD PENCIL CO**  
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**SPENCERIAN  
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**Are the Best,**

IN THE ESSENTIAL QUALITIES OF Durability, Evenness of Point, and Workmanship.

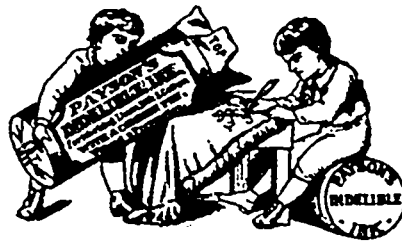
WORKS: Birmingham, England.

ESTABLISHED 1860.

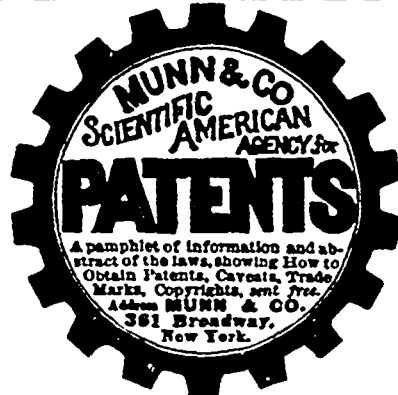
Over 35,000,000 of these pens sold in United States in 1889.

CANADA AGENTS

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Trade supplied by Davis Lawrence Co. Canadian Agents, Montreal.



**ESTERBROOK'S**



**Steel Pens**

Fine Points, 333, 128 and 444.  
Business Pens, 048, 14, 130.  
Blunt Points, 122, 280, 1743.  
Broad Points, 239, 313, 284.

**FOR SALE BY ALL STATIONERS.**  
**ROBT. MILLER, SON & CO., AGENTS.**  
**MONTREAL**

**MACNIVEN & CAMERON'S** { Renowned } **PENS**

**THE FLYING DUTCHMAN PEN**



WRITES OVER 200 WORDS WITH ONE DIP OF INK.

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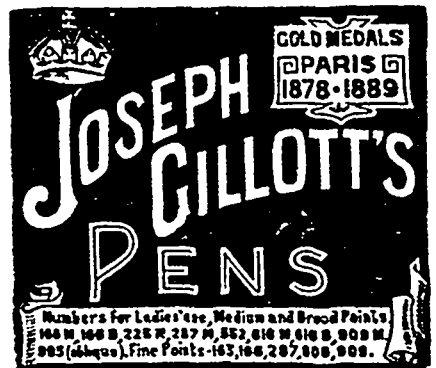
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PLASTER CASTS for Artists and Schools, 250 Designs, Descriptive Pamphlet FREE **Art Studies**

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AND 207 WABASH AVENUE, CHICAGO.



**KINDERGARTEN AND School Supplies.**

**SELBY & CO., 42 Church St., TORONTO.**





There are some very handsome pocket-books on the market this year, the flaps being decorated with sterling silver ornaments. In one the flap has two hearts entwined, while in another the two hearts are surmounted by a crown.

Hickson, Duncan & Co.'s assortment of plush albums is very full and choice. A new line of iron toys is also receiving a great amount of attention. They have received a range of pipes very suitable for Christmas presents, as are their vases, some of which retail at 25c.

The Copp, Clark Co. have a very full line of the Russell & Morgan Co.'s playing cards. The Cabinet progressive euchre series are a very fine line, and in especial demand since that game became a favorite. The rules of the progressive game go with every pack. The price is \$2 per dozen, which enables the trader to retail at 25c.

A novelty that H. A. Nelson & Sons have has now in stock is "The Little Gem Crazy Ball," a most amusing and erratic sphere. It can be put on an inclined plane and trusted not to roll off, while it is impossible to roll it across the room. Thrown in the air, its curves baffle the imitation of the most accomplished base ball pitcher.

Among the new season's specialties of Brown Bros. own manufacture is a most beautiful line of portfolios, which bear a stamp of luxury of taste that cannot be surpassed anywhere. The cuff and collar boxes in leather are very handsome. A line of photograph cases, made in leather and plush, will be sure to sell well. They are made in the form of massive albums. Stationery boxes in black leather are another of the new lines this house has made for this season's trade. Their stock of albums and paperies is large and select.

Says Geyer's Stationer:—Horn seems to have become a favorite ornamentation for fancy goods. It is utilized for anything from a pen rack to a hat rack. Four horns projecting from a cherry wood frame serve the purpose of a rack on which to place penholders and pencils. Bright brass ornaments complete an artistic effect. A horn resting on four polished black knobs has in the larger end a plush-covered plug; a number of holes in this plug are intended for nut picks. A nut cracker rests on top. An odd conceit is a horn with an aperture in the centre for a whisk broom. The broom has a horn handle, and the whole hangs pendant from a bright chain.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

## APPRECIATE YOUR BUSINESS

That man is a poor specimen of enterprise who runs down his own business and wishes he had never gone into it. We heard a mechanic say: "If I had a boy he should never learn my trade; it is the poorest way of making a living there is, and anything else is better." The chances are that he was a poor workman and vented his spite by cursing his employment. The day's labor was regarded as a task, and the hours spent in his shop as so many rubbers of his liberty.

The same is true of a merchant who despises his honorable calling. Nothing in all secular employment has furnished nobler examples of intellectual vigor, honorable success and useful life than the vocation of a merchant and any man should be proud to be in it. No business has done more to create the civilization of the age and oil the wheels of the world's progress.

King Solomon, the wisest man of ancient history, was a merchant on the reciprocity plan, with Hiram, King of Tyre, who thought he could make a good bargain. He is said to have cleared about \$120,000,000 on a single investment, but his family expenses were heavy and he needed large profits. He imported timber from the Tyrians, linen yarn, horses and chariots from Egypt; exported wheat, barley, wine and oil; and we venture to say he never spoke ill of his business, king that he was.

What class of men have given more for schools, colleges, hospitals and general charities than the merchants of England and America? The pedigrees of kings do not furnish their equals. Why then, should anyone in such good company have a contempt for it? What would the country be without merchants. In fifty years the world would drift back into barbarism.

Brother storekeepers, put a high value on your position. Hold up its honor, its integrity, its business principles. The community in which you live have a right to expect it of you, and take a pride in seeing you meet their expectations.—Ex.

## AN APPLICATION FOR COPYRIGHT REFUSED.

Mr. W. C. Bancker, the General Superintendent of the American News Co., was visiting the city last week, the guest of Mr. A. S. Irving, manager of the Toronto News Co. Mr. Bancker is probably the best posted man in the news business on this continent, and his experience has largely contributed to the success of his company. He and Mr. Irving have just returned from a trip, partly on business, partly on pleasure bent, to Montreal, Ottawa and other eastern points. Part of the business was an interview with Mr. Lowe, Deputy Minister of Agriculture, to whom Mr. Irving made application on behalf of Keppler & Schwarzmann, publishers of Puck, of New

York, for a copyright of that weekly in Canada. This firm was informed by the Washington authorities that under the recent alterations in the copyright arrangement this could be done, but Mr. Irving found that the Ottawa authorities hold the contrary opinion. The question remains to be settled.

## NOT LUCK BUT WORK.

"Twenty clerks in a store, twenty hands in a printing office, twenty apprentices in a shipyard, twenty young men in a town, all want to get on in the world, and expect to do so," says an old merchant.

"One of the clerks will become partner, and make a fortune; one of the compositors will own a newspaper, and become an influential citizen; one of the apprentices will become a master builder; one of the villagers will get a handsome farm, and live like a patriarch—but which one is the lucky individual? Lucky! There is no luck about it. The thing is almost as certain as the rule of three. The young fellow who will distance his competitors is he who masters his business, who preserves his integrity, who lives cleanly and purely, who devotes his leisure to the acquisition of knowledge; who gains friends by deserving them, and who saves his spare money. There are some ways to fortune shorter than this dusty old highway, but the staunch men of the community, the men who achieve something really worth having—good fortune, good name and serene old age—all go on this road."—Geyer's Stationer.

## A TERRIBLE SENSATION.

"At last we are alone!"

It was the man who spoke.

The woman trembled and lifted her eyes to his face.

They were beautiful eyes, but they were tremulous eyes; eyes which look out from a heart which is irresolute, fearful.

He stamped with his heavy foot upon the floor of the room.

The echoes brought back in their invisible arms the sound, and let it ripple out again until it struck the walls once more, and fell into the vast void of silence.

A bat, disturbed by the unusual activity, darted from a corner and blindly dashed in eccentric convolutions about the dusty building.

Great ropes of cobwebs hung down from the ceiling, and across the corner of the room dead flies swung lightly in the hammocks the spiders had fastened there.

The dust rose in listless clouds from the shock of the heavy downfall and sunk again, overcome by its own inertia.

Even the air was resting.

The spirit of desolation seemed to pervade the place.

The woman looked furtively around upon her dim surroundings and shivered.

The man laughed harshly.

"Alone, I said," he growled.

"Yes," she murmured.

A faint light struggled in through the great windows in front, thick with dust.

"Where are we?" she whispered and shivered as the bat dashed into her hair.

"Listen," he replied hoarsely, "we are in a store which does not advertise."—Detroit Free Press.



RIVALS.

Specimen of Photo-engraving. Half-tone Engraving executed by DESBARATS & Co., 55, St. James Street, Montreal.  
*From the "Garden," by L. de B.*



G. A. Mathers has bought out Mullen's bookstore Napanee, Ont.

A. Taylor, dealer in fancy goods' wall paper, etc., Toronto Junction, has assigned.

Miss Minnie P. Boa has bought the book and stationery stock of Mr. D. Kerr, Lachute, Que.

Messrs. Drouin & Bros., stationers and printers, Quebec, have assigned for the benefit of their creditors.

### THE MAGAZINES.

No. 1 of the Girl's Indoor Book, which is to be published in twelve monthly parts, has been issued from the office of publication, 56 Paternoster Row, London. It contains articles on Girlhood, Needlework, Music, Art, Elocution, Health, Recreation, Etiquette, etc. The price is 6d. per number.

Readers of periodicals, says the American Stationer, often complain because the leaves are uncut, but publishers issue them so because when magazines are sent out with cut leaves a great many are returned after having been partly read. Stationers and book sellers permit regular customers to glance through the pages of a book or magazine so long as it remains undamaged, and thousands of periodicals are returned by stationers after the choice articles have thus been read.

October Book News (Phila.) has for frontispiece a portrait of Sara Jeannette Duncan, author of "An American Girl in London" and "A Social Departure." The biographical sketch tells us that, as Mrs. C. E. Cotes, she now makes her home in Calcutta, India, where her husband has a government appointment. No hint is given of her future literary work, but among the things likely to happen we can at least hope that this observant young lady will touch with her pen more of her experiences of life and travel, and convert them into a book as readable as her earlier ventures. Another author's picture published here for the first time is that of Mr. A. T. Q. Couch, known to readers on both sides the ocean as "Q." No more complete review of latest books, with news of their authors, is published. Book News has always pictures from the new book, supplemental to the descriptive price list, notices and reviews.

The opening article of The Century for October is the closing one of Mr. Kennan's series, and is entitled "My Last Days in Siberia." He describes his experiences among the Kachinski Tatars and the political exiles of Minusinsk, and with the "plague-

guard" or quarantine, and narrates the journey by way of Tobolsk and Tiumen to St. Petersburg. The promised article by Hiram S. Maxim, the inventor, on "Aerial Navigation," appears in this number, and considers particularly the question of the power required for aviation. Mr. Maxim discusses the philosophy of the subject and relates the progress of his experiments at Kent, England, which are illustrated with drawings of the machine employed. He also adds a forecast of the possible future uses of the new mode of locomotion. The paper in the Gold-hunting Series is entitled "Tarrying in Nicaragua," and is a record of the California trip in 1849, as told in the letters of the late Roger S. Baldwin, Jr., one of a party of Yale graduates who went to the Pacific by this route. In addition to the flavor of gold-seeking, it is an attractive account of the country itself; the text is illustrated largely by drawings by Gilbert Gaul, made in Nicaragua. An allied paper by Lieutenant Henry E. Lemly, of the army, answers the question of its title, "Who was El Dorado?" and corrects a popular misapprehension as to the meaning of the word. It is very fully illustrated with drawings and with engravings of much delicacy after objects, chiefly of gold, from the Ruiz-Randall collection of Chibchan antiquities.

### ODD MOMENTS.

Various questions have been discussed during the past few months, says a contemporary and communications on the different subjects have been presented by readers in various parts of the country. Whether a man can be a storekeeper and a Christian; what constitutes good and bad storekeeping; how would you spend a yearly income of a million dollars, are some of the subjects which have engaged the attention of the public, and now the question how to spend winter evenings seems to be the one under consideration.

To many of our readers daylight and leisure rarely come together, and there are not many evenings when they have much choice as to occupation. However, we can safely say, with a recent writer, that much more can be made of the odd moments if they are wisely seized on.

"Take it in the single matter of reading; in these days of pocket editions and the popularization of good literature, practically anybody can, between the hours of uprising and sleep, get a precious impulse from a five minutes' perusal of some masterpiece of fiction, essay, poetry, or philosophy. There are always spare fractions of an hour, before or after meal-time, in the journey to and from our place of business, or during the many brief waiting-whiles of daily existence, when man is betwixt and between as to actual work; and these interludes of quiet and inactivity, rightly appreciated, can be made to yield rich harvestings of comfort, instruction and inspiration,—of education in

the deepest and most catholic sense. The world fairly teems with examples of those who have gained their power and their success in this way.

"Many so-called self-made men who have earned an education by snatching these odd moments from the very maw of Time, in order to read the prized volume, say that they relished and got good from it fifty times more because they came by it so. They have consumed the books that made them informed, between the stints of work, perchance while the right hand swung the blacksmith's hammer, or the eye glanced from the printed page to the machine whose movements it superintended. Of course, the knowledge thus acquired was scrappy and unregulated when compared with that received from the college curriculum: but it was sternly mastered, what there was of it, and the choice lay between that and nothing at all. Hence, to such seekers after light, odd moments are golden beacons and good friends, to stead them when naught else can."

### WORKING FOR TRADE.

There are those who believe that a merchant's work should go no further than to offer a stock of merchandise for sale in an attractive store. Like many professional men and stock brokers they regard it undignified and contrary to the ethics of their calling to solicit business.

The merchant who is content to await trade and who puts forth no effort to increase business by solicitation or otherwise, confesses by his action that he is deficient in push and enterprise.

If it requires the calling upon people at their houses and the maintenance of a stable to win additional business do not debate over the expense, but render the required service.

It is well to remember that people are always willing to pay for goods according to the character and cost of the service required in their distribution. That is why one store averages 25 per cent. gross and 12 per cent. net profit and another in a different neighborhood in the same place 16 per cent. gross and 8 per cent. net.

It is legitimate and requisite to push for business in every honorable way. Appeal to the eye, and ear, the taste of people. Do not deceive yourself with the notion that because you are located in a small place you cannot expand your business. It doesn't matter if yours is the only store in a village of fifty houses and no other store within miles trade can be developed. Teach people to use goods which are new to them; tempt them with delicacies, and if you cannot do any better, work on their feelings as do the patent medicine men. Get trade and keep getting trade. The means and methods are without limit, because new measures can be adopted even if they must be invented. We prefer such as are free from clap-trap—those that are like a flash in the pan. Avoid anything which offends public opinion; which caters to nastiness; which sounds like buncombe. One can blow his own horn without calling into question his sanity. To those who work and push, new ways will suggest themselves as one result of their continued effort and experience. It pays to be alive and vigorous, even if it is in the line of storekeeping.

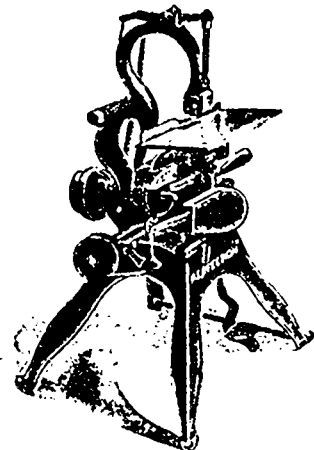
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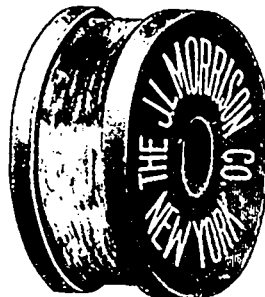


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