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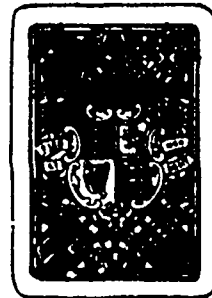
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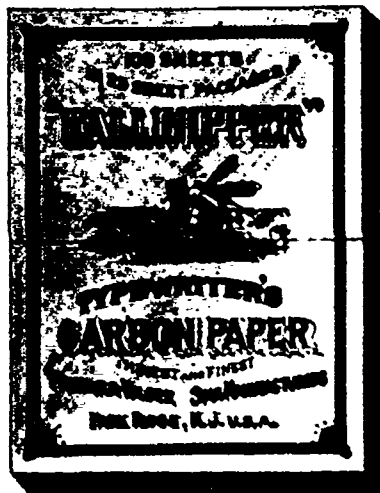
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THE Bookseller and Stationer

Vol. XIX.

MONTREAL AND TORONTO, CANADA, JANUARY, 1903.

No. 1.

CURRENT TOPICS

WITH this number THE BOOKSELLER AND STATIONER enters on its nineteenth volume. It would, perhaps, be too premature for us to make any definite announcement as to plans for the coming years. THE BOOKSELLER AND STATIONER will be strengthened in various ways, while still carrying on the policy it has advocated in the past. Particular attention will be paid to the various departments of store management, from which it is hoped retailers will derive benefit. Advertising, window and store displays and the office will all receive regular attention. More stress will be laid on the outlying sections of the bookseller's business, such as wall paper, pictures, picture-framing, etc., and ideas as to new departments will be from time to time inserted. The section devoted to books and book news will receive due attention, and booksellers will be guided as to what books are most saleable and what books are leading the market. Our column of best-selling books forms one of the most interesting pages in the paper and should be helpful to every bookseller. It is carefully compiled from month to month and the summary gives a fairly exact estimate of what the Canadian public are reading.

A Foreword for 1903

Booksellers all over the country announce an exceptionally good holiday trade. A great deal of money was spent and the bookstores and fancy goods stores secured a large proportion of it. A feature was the increased sale of well-bound standard books. In the cities, particularly, booksellers report the sale of numerous valuable sets, and special and thin paper editions were largely in evidence. The sale of current fiction was large, and illustrated gift books, such as "An Old Sweetheart of Mine" and "Wanted: A Chaperon," sold in large quantities. Another feature was the enormous demand for handsome art calendars. Large stocks were cleaned out in short order. In the cities the old demand for the ordinary calendars almost disappeared and, instead, art calendars and art pictures of all sorts took their place. There was quite a demand for fancy stationery with crests and monograms, possibly more than usual, while leather and metal goods had an excellent sale. Taken all in all, universal satisfaction is expressed at the excellent volume of business done during the holiday season.

Holiday Sales Large

For the 56th time The Canadian Almanac has made its appearance. Its growth has been contemporaneous with that of the country it so exhaustively describes. The first number, which appeared in 1847, contained 104 pages. The present issue has expanded to 440 pages. All the old departments have been revised to date, and we have, as usual, the Customs Tariff and the Post Office Directory, the lists of banks, schools, colleges, clergy and societies, much needful military information and the usual astronomical tables, besides other departments too numerous to mention. The Copp, Clark Co., who are responsible for this valuable compendium, deserve much credit for the able manner in which such a confused mass of material has been collected and arranged in a convenient form.

Amalgamation Suggested

A correspondent has brought forward a suggestion on which we hesitate to express any definite opinion. It is to the effect that amalgamations of booksellers' and stationers' businesses with dry goods businesses in the towns and villages of Canada might be effected with mutual benefit to both parties. That is, he would suggest that a bookseller might with advantage enter into partnership with a dry goods merchant, and, while each still took charge of his own department, the general financial management of the combined businesses would be controlled by the firm. The practicability of the scheme is the point in question. Expenses would undoubtedly be diminished, and there are other points in its favor. All we can do is to throw our columns open to its discussion, trusting that our readers will make use of this opportunity to air their opinions on the matter.

Readers' Preferences

Professor Peck's remarks as to the tendency of United States readers naturally suggests an inquiry into the present tendency of Canadian readers. One significant fact that may be taken as a pretty sure indication of what Canadian readers are seeking for in the way of current fiction is the rumored action of the Booklovers' Library in Canada. Some dissatisfaction has been expressed, it is said, by the patrons of that institution at the selections of books made by the directorate in Philadelphia, of which the Canadian offices are branches. Naturally, the lists contain a large preponderance

of United States books, and the work of many British authors is excluded. To remedy this defect, rumor says the Canadian offices are to become branches of the new Booklovers' British section, and that henceforth the selections of books made at London will be used in Canada. Apart from this move, the lists furnished us by Canadian booksellers undoubtedly show that British and Canadian authors receive a considerable preference

Professor Peck, of The New York Bookman, has been exulting of late in the increasing preference that United States

Canadian Book Sales

readers have been showing for books written by their own countrymen. A few years ago the lists of the six best-selling books in American cities were wont to contain at least fifty per cent. of books by English authors. Now, if one volume in six is by a

foreigner, it is considered quite surprising. The Bookman's national summary for December, 1902, shows that practically not a single foreign author is represented. Such a condition of affairs naturally leads us to refer to the

Canadian summary for December, to be found on another page of this issue. This summary has been carefully compiled by us from lists supplied by the leading booksellers in Canadian cities. It discloses the gratifying fact that of the six best-selling books, three are by Canadian authors, two by United States authors, while the sixth is J. M. Barrie's "Little White Bird."

Much has been said and written about improving the postal arrangements between Britain and this country, so that English newspapers and magazines may be put on a footing

of equality with United States publications, but very little real work has been done to secure this end. It is gratifying to find, however, that a Winnipeg gentleman, Mr. R. D. Richardson, has been making a vigorous effort to impress on the people of England the expediency of reducing their postal rates. He

has been in correspondence with the Birmingham Chamber of Commerce and other commercial bodies in the Old Country, and believes that some practical measures will be shortly introduced to remedy the present condition of affairs.

"This paper (THE BOOKSELLER AND STATIONER) has been a great help to me during the ten years I have been in business, and I would cheerfully recommend it to all in the trade as a valuable accessory."
 "WILLIS E. HEBB, Halifax."

THE AUTHOR OF TO-DAY.

RALPH CONNOR.

"GLENGARRY SCHOOL DAYS" has been far and away the best-selling book of the past month in Canada. In the popular count, out of a total of 210 votes, it has secured 179, outstripping the "Letters of a Self-Made Merchant" by over 100 points. When it is remembered that this work is purely Canadian in every respect, it is gratifying to feel that it has been so well received by the Canadian public.

Ralph Connor, its author, or, in real life, the Rev. Charles William Gordon, of Winnipeg, is too well known to-day to require any introduction to people in the least acquainted with Canadian literature. With the publication of "Black Rock," his first book, he immediately sprang into prominence, and the subsequent successes achieved by his "Sky Pilot" and "Man from Glengarry" have given him an assured position in the literary world. His "discovery," in the first place, has been claimed, and justly so, by the Rev. J. A. Macdonald, up to a recent date editor of The Westminster. It was to him that his first work was submitted, and it was in the pages of The Westminster that "Black Rock" first saw the light.

The Rev. Charles William Gordon is himself a son of the manse, having been born at Indian Lands, Glengarry County, Ontario, in 1860. His father was the Rev. Daniel Gordon. Ralph Connor was educated at Toronto

University, from which he graduated a B.A. in 1883. He then proceeded to take a theological course in Knox College, and in 1887 he was ordained a minister of the Presbyterian Church. During the interim between 1887 and 1893, when he was called to the pastorate of West End Church, Winnipeg, he was first a missionary in the Northwest Territories, and later crossed to the Old Country for more advanced study.

In his "Glengarry School Days" Ralph Connor is unquestionably at his best. The same elements which delighted the reading public in "Black Rock" and "Sky Pilot" are to be found in this new volume, chastened and made more effective by the growth of literary experience. Added to this, there is the new and living interest of childish reminiscence. Before, we have watched the struggles and triumphs of men and women. To-day, with tenderer feelings, we are called back to the little log school-house of the Twentieth Section. With many of the characters in the book we are already familiar. Mrs. Murray, Hughie, Randal and Margaret are all old friends, whom we have learned to love long ago. Hughie, if anyone, is the hero of the "School Days." About him is played out what little of plot there is in the book. Apart from this continued interest in the various characters as they pass through the school and out into life, there is nothing approaching a definite plot.



RALPH CONNOR.

Winnipeg, "Glengarry School Days" was the most popular book in Canada during December.

❖	BOOK BREVITIES	❖
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WILLIAM BRIGGS has been fortunate enough to secure by far the most interesting of the books yet published on the Boer War—Christian De Wet's "Three Years' Struggle," the record of his own operations during that long, bitter conflict. It does not pretend to be a sober history of the war. We learn practically nothing of the operations other than those with which the author himself was directly concerned and in which, in most cases, an active participant. The story is told unmistakably from the Boer standpoint, and shows at times the tendency of the Boer to "draw the long bow"; but in spite of this it is a wonderfully interesting record of the exploits of this noted farmer-soldier. Some reviewers have compared the volume with Grant's "Memoirs" and Roberts' "Forty-one Years in India." The Canadian edition is sold at \$1.50 net, and it is having, as it is bound to have, a good sale.

"Nature and the Camera" is a new book by A. Radclyffe Dugmore, author of "Bird Homes." It tells how to photograph live birds and their nests, animals, wild and tame, reptiles, insects, fish and other aquatic forms, flowers, trees and fungi. It is illustrated from photographs by the author. (Copp, Clark Company.)

William Briggs announces the early issue of a volume entitled "What Ails the Church?" by the Rev. John May, M.A., an Anglican clergyman of Franktown.

"How to Attract the Birds" is a new book on birds by Neltji Blanchan, the author of "Bird Neighbors" and "Nature's Garden." These intimate and charmingly written chapters are ornamented by a number of photographs, and form an altogether unique work on the almost untouched subject of "making friends" with the "bird neighbors," to whom the author has introduced so many thousands of readers. The book may be had from The Copp, Clark Company.

A third edition of "The Nation and the Sabbath," by W. H. Jamieson, D. D., a trenchant treatise on the question of Sabbath observance, is being issued by William Briggs.

Zola's forthcoming novel, "Truth," will be published in this country by The Copp, Clark Company. The story is that of a great judicial crime, being undoubtedly suggested by the Dreyfus case. By a clever twist of the facts, M. Zola has been able to treat the struggle now going on between the French Government and the religious Orders.

Rev. W. T. Allison, M.A., B.D., of Stayner, who, while on the staff of The Toronto Evening News, contributed to that paper a series of Bible stories under the general title of "The Ten Princes of Shem," is getting these together for publication in book form. The stories were a popular feature in the paper, and the author has had many requests to have them published in permanent form.

The Copp, Clark Company have secured the Canadian market for "The Circle," by Katherine Cecil Thurston. This is an extraordinary first book, about which the English and American publishers are equally enthusiastic.

The Copp, Clark Company have published "The Girl Proposition: A Bunch of He and She Fables," by George Ade. Everyone reads Ade's fables nowadays, and everyone enjoys them. They are new and decidedly witty. This fresh volume is quite as amusing as its predecessors.

Few Canadian books of a serious character have been so widely and favorably noticed as Hon. James Young's volume of personal reminiscences, "Public Men and Public Life in Canada." A recent review in The Globe describes it as "written in a manner to captivate the popular taste. The style is lucid and concise, and the portraiture picturesque and convincing, the spirit dispassionate, and the general treatment of a subject generally regarded as dry-as-dust, bright and pleasing." It is a reflection either on the booksellers or the booktraders of Canada that this strong, interesting and entertaining volume should not in three months have reached a sale exceeding five hundred copies.

The Copp, Clark Company have published a new edition of "The Lane That Had No Turning," by Sir Gilbert Parker. This edition is made uniform with the author's other works, and is further enhanced by a frontispiece picture of Madelinette, by Frank E. Shoonover.

The Copp, Clark Company have published this month "Observations," a new book by Mr. Dooley.

The little album of portraits and autograph poems of a score of Canadian poets, published in December by William Briggs, and entitled "Canadian Singers and Their Songs," has had a popular sale, some two thousand copies already having been sold. It proved a favorite gift-book at the Christmas time. A feature in the sale has been the number of orders received from the United States. The booklet is unique in that it reproduces in fac-simile each poem in the handwriting of its author. The portraits were all made for the book from the latest photographs of the several poets.

A paper edition of "The Confessions of a Wife" will be published on the 23rd of this month by The Copp, Clark Company, Limited.

"The Lord Protector," a story of Cromwell's time, by S. Levett-Yeats, will be published in paper this month by The Copp, Clark Company.

A paper edition of "Flower o' the Corn," by S. R. Crockett has been published. This is one of Mr. Crockett's most successful books. The scenes of the story are laid in France and the time is towards the close of the reign of Louis XIV. The chief characters are a young and soldierly *alide-de-camp* of Marlborough, a covenanting parson, chaplain of a British regiment, and his lovely daughter, and a passionate, rather feline French beauty, who makes the mischief. Scenes of war form the background of a pretty love-story.

The American edition of Mr. Barrie's remarkable story, "The Little White Bird," is now in its thirty-fifth thousand.

One of the most complete cook books ever published is "The Century Cook Book," by Mary Ronald. It contains directions for cooking in its various branches, from the simplest forms to high-class dishes and ornamental pieces. Economy, practicability, and the resources of the average kitchen have been constantly kept in mind. There are also innumerable recipes in "Luncheons," a supplement to this book, by the same writer, called a "cook's picture book." It is illustrated with over two hundred photogravures. Both books bear the imprint of The Copp, Clark Company.

BOOKS OF THE HOUR

THE QUEEN'S ROSARY. By Alice Davis Van Cleave. New York: R. H. Russell.

As a sub-heading, this charming little volume bears the title "An Acrostic Sixty Sonnets, celebrating an event of each of Sixty Years of the most Glorious Reign in History." This explains the nature of the contents. Each sonnet occupies a page, and typographically is a beautiful specimen of the printer's art. The poetry itself is of a high order, dealing as it does with the principal events of Queen Victoria's life. As a gift book "The Queen's Rosary" forms a handsome and charming volume.

• • •

UNCLE CHARLES. By J. Strange Winter. London: George Bell & Sons.

A romance of domestic life in London, told by a young woman, niece to Uncle Charles. Uncle Charles is a character in his way. He might very well have been created by Dickens, or, better, by Thackeray - a whole-souled old gentleman, with opinions and habits all his own. The loss of his wife, in the early portion of the book, leaves him free to fall under the influence of another inimitable character, to wit, Mrs. Devereux. Such an alliance is regarded with fear and trembling by Uncle Charles' niece and her husband, but in the end the difficulty is happily obviated. Uncle Charles is, on the whole, a pretty little tale of domestic life, recounted sympathetically and truthfully.

• • •

DANNY. By Alfred Oshant. Toronto: George N. Morang. Price \$1.50.

At the outset one discovers that "Danny" is not an ordinary book. In the first place it is the work of a pen artist. It is a study in beautiful and fanciful expression. To some the wealth of fancy and the extravagance of language may appear overdrawn, but "Danny" is not a book for the reader of swashbuckling romances and thrilling melodramas. There is an infinite sympathy and tenderness breathing through its pages that elevates it to a much higher plane. "Danny," like "Bob, son of Battle," is a dog. He is in turn Danny of the Dews, Danny, the Gentleman-in-Waiting, Danny, Warden of the Matches, Danny, Keeper of the Door, and, last, but not least, Danny the Reiver. The tale of his romantic attachment to his almost ethereal mistress, so tragic in her death, and the subsequent story of his varied life up to his own ill-fated death, is as tender and fanciful a romance as ever was told of a human being.

• • •

THE LADY OF THE BARGE. By W. W. Jacobs. London: George Bell & Sons.

In the twelve tales contained in this volume, Mr. Jacobs has departed slightly from the field that has made him famous. His method and his treatment are of the same general character as in his other stories, but in only two of these tales do we get the inimitable depiction of the jovial sailor's life, with which readers of "Many Cargoes" and "Light Freights" are familiar. Moreover, in several of the stories in this volume, Mr. Jacobs has attempted the tragic, notably in "The Monkey's Paw," "The Well," and "In the Library." In this attempt, he has demonstrated his ability to handle dark, gruesome subjects and to give to

them that same haunting touch which Dickens imparted to many scenes in his writings. The majority of the stories, however, are filled with the genuine Jacobs' spirit, irresistibly funny in places and invested throughout with dry humor of an entirely ingenuous nature.

• • •

ANGELOT. By Eleanor C. Price. London: George Bell & Sons.

It was at the time of the first Empire, when Napoleon's soldiers were struggling for the mastery of Spain that this charming little love-story was played out in the Province of Anjou. Behind it all lurks the grim specter of the Revolution, which had so convulsed French society, that such of the proud nobility as had temporized were forced to recognize the social equality of men who had risen from the gutters. The main theme of the book narrates the attempts of General Ratoneau, coarse product of the Revolution, to wed Helene, the beautiful daughter of the Count de Sainfoy. Of her love for Angelot, the brave, free-hearted cousin, and of his enmity with the General, the book is full. How other lives were involved and how it all turned out can be learned from a perusal of the pages of the book. Suffice it to say Miss Price has secured the correct romantic style, has given the tale a delightful local color and has created some excellent characters.

• • •

THE TWO VANREVELS. By Booth Tarkington. Toronto: William Briggs.

Mr. Tarkington has based the plot of his latest book on the familiar theme of a mistaken identity, and that is why there are two Vanrevels. But, though this idea has been used often before, it must be said that Mr. Tarkington has added a novelty and a freshness to his working-out of its details that make it far more than an imitation. He has kept the identity of the members of the law firm of Gray and Vanrevel, of Rouen, transposed in the eyes of beautiful Miss Betty Carewe right to the last, with considerable dexterity. "Crailey Gray, the ne'er-do-weel and light-o'-love, Crailey Gray, wit, poet, and scapegrace, the well-beloved town scamp," had posed in her eyes as his virtuous and noble friend and protector, Tom Vanrevel. To him Miss Betty attributes all Vanrevel's good qualities. The situation is excellent. Betty in love with Vanrevel's nature but not with Mr. Gray's person, and in a quandary about the real Vanrevel. As will be surmised such a plot gives possibilities for a most dramatic solution, and Mr. Tarkington has made the best of his opportunities.

• • •

SOME NINETEENTH CENTURY SCOTSMEN. By William Knight. Edinburgh: Oliphant, Anderson & Ferrier. Price 10s. 6d.

Hero worship seems to form no inconsiderable portion of the nature of Professor Knight, of the University of St. Andrew's, in Scotland, if we are to judge from the contents of the handsome volume before us. It is the work of a man whose opportunities for intercourse with and observation of the lives of many great men, who have gone before him, have been manifold. He has made excellent use of these opportunities, and in "Some Nineteenth Century Scotsmen," he has sketched off with facile pen brief but

graphies, estimates and reminiscences of some sixty intellectual giants of the last century. For the most part, the men included in this book, have been university professors, among whom we find Dr. Chalmers, Christopher North, Sir William Hamilton, Professor Aytoun, Principal Tulloch, Principal Shairp and Alexander Grant. Alexander Russel, the famous editor of *The Scotsman*, and John Brown, author of "Rab and his Friends," are familiar names among the others. In dealing with these men, all of whom were personally known to the author, Professor Knight has shown eminent ability in portraying character in brief and effective form. Only three or four pages are devoted to each man, but from them the reader is enabled to secure an admirable estimate of the life and work of each of the personalities of the book.

RECOLLECTIONS OF WESTMINSTER AND INDIA. By J. M. Maclean. Manchester: Serratt & Hughes

Few books afford the reader more interesting information regarding the inner workings of British public life to-day than this volume by a sometime member of the British House of Commons. Mr. Maclean sat for Oldham from 1885 to 1892, and for Cardiff, from 1895 to 1900, and during this period he made a considerable name for himself as an able and independent-minded Parliamentarian. His earlier life was spent with few breaks, in India, and his reminiscences of Bombay, forty years ago, form no inconsiderable portion of the earlier part of this book. He was a journalist by profession, having been connected in his young days

with *The Newcastle Chronicle* and *The Manchester Guardian*, and when he went to India it was to take up the editorship of *The Bombay Gazette*. His work on the press gave him his entree into the best society and he was able to profit materially thereby. Returning to England, he unsuccessfully contested the Elgin Burghs in the Conservative interest in 1880, but was returned for Oldham in 1885. His Parliamentary career now began and the reader is brought by him into the presence of the statesman of the day. Much of the volume is occupied with a discussion of Indian affairs, Britain's foreign policy and the South African War. The style is necessarily rather personal, but apart from that Mr. Maclean writes ably and effectively.

• • •

OTHER BOOKS RECEIVED, RESERVED FOR NOTICE IN NEXT MONTH'S ISSUE.

THE HOUSE UNDER THE SEA. By Max Pemberton. London: George Bell & Sons.

PENLOPE'S IRISH EXPERIENCES. By Kate Douglas Wiggin. London: George Bell & Sons.

A CANNY COUNTRYSIDE. By John Horne. Edinburgh: Oliphant, Anderson & Ferrier. Price 5s

LETTERS OF AN AMERICAN COUNTESS. New York: The J. S. Ogilvie Publishing Company.

THREE YEARS' WAR. By Christian Rudolf De Wet. Toronto: William Briggs.

THE LEFT SIDE MAN. By Margaret Blake Robinson. New York: The J. S. Ogilvie Publishing Company. Price \$1.75.



SOME FEATURES OF THE MAGAZINES.

THE January number of *The Cosmopolitan* contains matter of interest to a large circle of readers. The editor, John Brisben Walker, writes of "Pierpont Morgan." Field Marshal Wolseley begins an exhaustive study of Napoleon. H. G. Wells continues his series on "Mankind in the Making." Henry Seton Merriman's serial, "Burlasch of the Guard," reaches its second instalment. Besides these more important contributions there are numerous other articles and some excellent fiction. In fact, it is a good ten-cent's worth of reading.

Blackwood's January number begins a series of "Romances of the Outskirts," by Hugh Clifford, beginning with the "Quest of the Golden Fleece." "Children of the Tempest," is the new serial by Neil Munro. Other contributions include a paper on De Wet, "A Norway Salmon River," "Our Imperial Militia," and "Priests and People in Ireland."

In the February number of Scribner's will begin a series of articles on the United States Government, the first of which, "The Presidential Office," is by James Ford Rhodes. Mary Waddington continues her "English Court and Society in the Eighties," and John Fox supplies an other instalment of his serial "The Little Shepherd of Kingdom Come." "Milan" is described by Miss Edith Wharton, and "The Isle of Pines" is a descriptive paper by Professor John Finley.

The Century's February number will contain "The Overpowering Senate," by Henry Loomis Nelson. "Down the Nile in an Adirondack Canoe," by Dr. Ewing, another instalment of "Arnold's Battle With the Wilderness," more

of the Poe Letters, and *The Century's* two serials, "Lovey Mary," by Miss Hegan, and "The Yellow Van," by Richard Whiteing.

A feature of the January number of *Everybody's Magazine* is the publication of a new "Arabian Nights" story recently discovered in Damascus. Other articles include the last of the series on "The Woman That Toils," by Mrs. Van Vorst, "The Personality of Helen Gould," by Juliet Wilbor Tompkins, "Tragedies of Steamboat Histories," by G. W. Ogden, and "How Roosevelt Became President," by D. G. Phillips.

Several articles of a valuable nature are promised for the January number of *Macmillan's Magazine*. "A Thirsty Cruise" is an article by Admiral Moresby, contrasting the British fleet of to-day with that of sixty years ago. "The British at the Gates of Berlin," by H. W. Wolf, is of historical interest. "The Root of the Matter," by Thomas Baty, touches on the educational question. Other articles include "The Unearned Increment," by James Scott, "The Art of Literary Controversy," by R. E. Verne, and "Othello on the Stage," by Gordon Cross.

In the January number of *The Cornhill*, Mme. Sarah Bernhardt writes concerning "The Moral Influence of the Stage." H. S. Merriman begins his serial, "Burlasch of the Guard." This month's article on "Prospects in the Professions," deals with Engineering. "Germs of the Waverley Novels" is an interesting literary paper by A. I. Shand. Ian MacLaren writes humorously about "Receiving Moderators." Mrs. Anstruther has a satirical essay on "The Garden Wife." "Some Talk of Alexander," is a bright article on Dumas, by Frank Mathew.

THE AUTHOR'S COLUMN

HERE AND THERE.

THE perfunctory way in which many editors deal with books sent them for review is rather well taken off by the author of a recent book in writing to his publisher. "The notices of the book," he writes, "have been complimentary, and I have no fault to find; but most of them, like the last one you sent me, reveal a strong desire on the part of the editors to expend as little energy as possible in the review. Newspaper energy, I have no doubt, costs, and it is economy to conserve it on occasions where the financial returns are limited."

Scotch Proverb "A little white bird in the hand is worth two in the bonnie briar bush."—London Judy.

The literature of humor would be decidedly enriched were a record kept by any of our book houses of orders received by them during the course of a year or so. Recent instances in one of our city houses are a written order for McLivrauth's "Virgil Ontario" (meaning "Birds of Ontario"), an order for "What a Young Woman of Forty-Five Ought to Know" (The interpretation of the word "Young" shows how slowly some of the fair sex relinquish their youth). A party wanting a book of a religious nature for an old lady thinks that "Heavenly Twins" should be a good selection. A public school teacher returns "Canadian Singers and Their Songs" (the booklet of portraits and autobiograph poems of Canadian poets) complaining that the music is not given with the songs. "Patriotic Songs," a volume of some 350 pages, was likewise returned by another customer for the same reason. An inquiry was received at the same house as to whether Watson's "Canadian Crystals" was a work dealing with precious stones. A letter was received asking for a work on prospecting. The writer confessed that he was searching for a silver mine that had at one time been worked by the Indians and had been covered over by them, and intimated that if the mine was found the donors of the desired book would be amply recompensed. This list could be greatly extended, but the instances will serve to show that the "wise and learned" bookseller has his merry moments.

WITH CANADIAN AUTHORS.

MISS MARY AGNES FITZGIBBON returned recently from an extended visit in England, and is spending the Winter with her mother at Lakefield. Very frequently in the Old Country, as well as here, Miss FitzGibbon has been amused and sometimes inconvenienced, by having her identity confused with that of her namesake, Mrs. Mary Agnes FitzGibbon ("Lally Bernard") a case analogous to that of the two Winston Churchills.

Mr. Bernard McEvoy is spending the Winter with his son in Vancouver, where he is kept in constant admiration of the scenery afforded by the mountains that pierce the sky line to the eastward of that Western city.

Miss Alma Frances McCollum will return from Boston before the close of February, and will leave Peterboro' in March, to take up her residence in Detroit.

Mrs. Jean Blewett is visiting with friends in Chatham.

A canard is going the rounds that Miss Laut has been undergoing treatment in the Pasteur Institute, in New York, for an expected attack of hydrophobia. It is a fact that Miss Laut lost both a pet dog and a pet kitten by hydrophobia, but she was bitten by neither of these, and has not been near the Pasteur Institute. Her friends will be relieved to know that she is at her home in Wausau, N.Y., and in good health.

LONDON LITERARY NOTES.

IF is announced that Mr. W. T. Stead is to introduce fiction into The Review of Reviews. It will be eccentric fiction, however, as Mr. Stead intends to inaugurate an endless romance, each chapter of which is to treat of some current event.

The sale of Kruger's Memoirs in London has fallen flat. General de Wet's book, "The Three Years' War," is by far the more popular book of the two. One large bookseller proclaims it to be the best selling book of the season.

Another Temple series is to be begun by Messrs. J. M. Dent & Co. This time it is to be the Temple Autobi-



J. P. BARRIS.

Whose "Little White Bird" has had a large sale in Canada.

graphies. The first three volumes include the autobiographies of Collins, Franklin and Hans Anderson.

The publishing world is regarding with interest the experiment of bringing out a series of "Half-Forgotten Books."

Lucas Malet's new novel is to be entitled "The Paradise of Damnie Iglesias."

Antony Hope has completed a novel entitled "Double Harness," which will appear serially during 1903.

The new novel on which Mr. A. E. W. Mason is engaged is to be a modern love story of English society life.

Mr. Jerome K. Jerome is wintering in Switzerland.

Mr. T. W. H. Crossland, whose "Unspeakable Scot" gave him such an unenviable reputation, is once more going to beard the public. This time, "Lovely Woman" is his theme.

DeWet's Great Book, Three Years' War.

The following is a sample of the numerous reviews which are appearing daily

From The New York Tribune

"There may be other histories more comprehensive and more judicial, but, for real, red-blooded interest, commend us to 'Three Years' War,' written by Christiaan Rudolf DeWet. For it is not only a book written by a hand that lately held a sword—or a rifle, and sometimes, by his own confession, the sjambok!—but it is the frank out-pouring of the mind of the man whom we may well describe as 'The Noblest Roman of them all.'" Portraits, Maps and Plans.

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Letters From a Self-made Merchant to His Son.

By George Horace Lorimer.

"The publisher's notice does not exaggerate when it calls these letters a masterpiece of American humor and sound sense. Mr. Lorimer has done his work cleverly. Old man Graham not only gives good advice, business maxims, common sense, but he hands out practical views on most of the great topics of human life—education, speculation, religion and marriage. He has the Yankee knack of driving the point home with a story."—Toronto Daily Star.

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By A. C. Laut.

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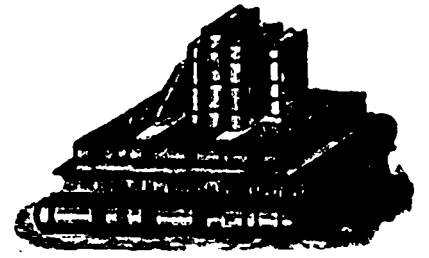
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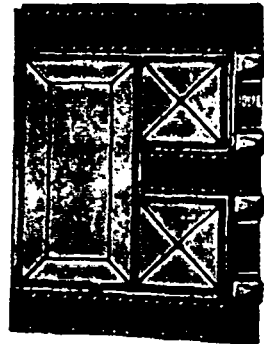
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CHARLOTTETOWN, P.E.I.

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5. "Little White Bird," by J. M. Barrie. Copp. Clark.
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6. "Castle Craneycrow," by G. B. McCutcheon. McLeod & Allen.

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3. "God Will It."
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5. "The Crisis," by Winston Churchill. Copp. Clark.

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1. "Glengarry School Days," by Ralph Connor. Westminster Co.
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3. "Donovan Pasha," by Sir Gilbert Parker. Copp. Clark.
4. "The Two Vanrevels," by Booth Tarkington. Briggs.
5. "The Blue Flower," by H. Van Dyke.
6. "Little White Bird," by J. M. Barrie. Copp. Clark.

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4. "Cecilia," by F. M. Crawford. Copp. Clark.
5. "The Blazed Trail," by S. E. White. Morang.
6. "The Virginian," by Owen Wister. Morang.

OTTAWA.

1. "The Blazed Trail," by S. E. White. Morang.
2. "The Virginian," by Owen Wister. Morang.
3. "Where the Sugar Maple Grows," by I. Teskey. Musson.
4. "Thoroughbreds," by W. A. Fraser. Morang.
5. "Glengarry School Days," by Ralph Connor. Westminster Co.
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1. "Glengarry School Days," by Ralph Connor. Westminster Co.
2. "Letters of a Self-Made Merchant," by G. H. Lorimer. Briggs.
3. "Thoroughbreds," by W. A. Fraser. Morang.
4. "My Dogs in Northland," by Egerton Young. Revell.
5. "Barbara Ladd," by C. G. D. Roberts. Copp. Clark.
6. "Confessions of a Wife," by Mary Adams. Copp. Clark.

QUEBEC.

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2. "Little White Bird," by J. M. Barrie. Copp. Clark.
3. "Donovan Pasha," by Sir Gilbert Parker. Copp. Clark.
4. "Just-So Stories," by Rudyard Kipling. Morang.
5. "Cecilia," by F. M. Crawford. Copp. Clark.
6. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.

SARNIA.

1. "Glengarry School Days," by Ralph Connor. Westminster Co.
2. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
3. "Cecilia," by F. M. Crawford. Copp. Clark.
4. "Captain Macklin," by R. H. Davis. Langton & Hall.
5. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
6. "Little White Bird," by J. M. Barrie. Copp. Clark.

STRATFORD.

1. "Glengarry School Days," by Ralph Connor. Westminster Co.
2. "The Man from Glengarry," by Ralph Connor. Briggs.
3. "Thoroughbreds," by W. A. Fraser. Morang.
4. "Romance of Canadian History," by Edgar. Morang.
5. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
6. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.

ST. JOHN, N.B.

1. "Glengarry School Days," by Ralph Connor. Westminster Co.
2. "The Blue Flower," by H. Van Dyke.
3. "The Vultures," by H. S. Merriman. Copp. Clark.
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1. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
2. "Glengarry School Days," by Ralph Connor. Westminster Co.
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VANCOUVER, B.C.

1. "Glengarry School Days," by Ralph Connor. Westminster Co.
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5. "The Young Barbarians," by Ian Maclaren.
6. "The Little White Bird," by J. M. Barrie. Copp. Clark.

WINNIPEG.

1. "Glengarry School Days," by Ralph Connor. Westminster Co.
2. "Mrs. Wiggs of the Cabbage Patch," by A. C. Hegan. Briggs.
3. "Letters from a Self-Made Merchant," by G. H. Lorimer. Briggs.
4. "The Virginian," by Owen Wister. Morang.
5. "Donovan Pasha," by Sir Gilbert Parker. Copp. Clark.
6. "Wanted, a Chaperon," by P. L. Ford. Copp. Clark.

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2. "The Two Vanrevels," by Booth Tarkington.
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4. "The Blue Flower," by H. Van Dyke.
5. "Letters from a Self-Made Merchant," by G. H. Lorimer.
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KEEPING A DIARY

doesn't necessarily mean to fill a page as long as a column in *The News*, each day. Diaries are made in all sizes and shapes to accommodate the needs of all sorts of people. If you're a busy business man with barely time to make brief memoranda each day, here's a handy pocket diary, substantially bound, and ruled with only a few lines for each day. If you're a man of leisure, or if you've a special liking for keeping a diary, here are diaries that will hold under each day's heading all that you'll care to write.

Just one brief note in a diary might easily save a thousand times the diary's cost. There's no better way of keeping a systematic record of daily events and matters of importance.

You'll want to "keep" one of our diaries after you've seen them and their low prices—10c. to \$1.50.

the same quality as the rest? A customer is much more likely to buy at a store which makes its announcements neatly and with good tone, than at one which sends out sloppy advertising matter. Even such an apparently small matter as taking care of the advertising is bound to pay in the long run.

. . .

Local Book Advertising. "Is it possible for me to advertise my books any better than they are being already advertised for me in the city papers, the reviews and the magazines?" asks the provincial bookseller. "In other words, is there any need for me to advertise these books at all?"

The great mass of booksellers seem to think not, for, outside of the cities, there is little or no local book-advertising done. This does not prove that it should not be done or that it would not pay. The most sagacious advertisers, of a general sort, do not confine their advertising to the metropolitan papers. There are articles advertised not only in every city paper, but in every country paper as well. This proves that there still remains a value in the country papers for general advertisers. If so, booksellers in the provincial towns should not be averse to announcing their new books and even their magazines in local papers. A Summer visitor at a certain town, the day before he left, happened to drop into a bookstore for a certain paper, and, as his eye glanced over the table on which the magazines were piled, he observed a copy of *The Contemporary Review*, and other English periodicals. Picking it up, he turned to the bookseller and said, "I had no idea you kept such high-class publications in stock. Why don't you advertise them?" Surely this speaks for itself.

BENEFITS

—FOR—

**Sutherland's
Customers**

- 25c. Box of Beautiful Stationery.....15c.
- 25c. Box of Fine Note Paper and Envelopes 15c.
- 25c. Box Note Paper, Envelopes to match 15c.
- 25c. Quire Note Paper, with Envelopes.....15c.
- 10c. Quire Note Paper, with Envelopes..... 5c.
- 8c. Quire Note Paper, Grey, extra heavy.. 5c.

J. & J. Sutherland
Cockshill Bldg., Colborne St., BRANIFORD.

The use of the word "Benefits" is commendable. With its double meaning it takes, where "Bargains" would not.

Consistent Advertising.

Full many a strange inconsistency stalks about in this world. One of these is to be observed where the bookseller, whose store appointments are all handsome and expensive, yet makes use of the cheapest and meanest kind of advertising to announce his goods to the world. Though he would never think for a moment of sending out a mes-

JANUARY—

A NEW START FOR 1903

Our travellers are out to see you and will call on you as rapidly as possible.

They will make their regular call with a complete line of new samples of General Stationery, Blank Books, etc. Our request is that they may meet with continued favor, and that you--

EXAMINE OUR NEW LINES

A NEW NOVELTY BINDING
is
JAPANESE WOOD Covers
in five colors.
Made in Memo and Note Books.



TWO NEW PADS
in
Quarto and Octavo Sizes,
**NEWPORT
ALMONTE**



Papeteries to Please
are
**WEYMOUTH PARCHMENT
FLEMISH BOND**
In three tints.



TWO NEW BACKS
in
CONGRESS CARDS
"Music Hath Charms"
"Anticipation"



POKER CHIPS of
FANCY DESIGN
Four Ace Full Deck
Cards
Big Game



SCHOOL BAGS
of
New Material
Heavy Duck in Five Sizes
Strong Serviceable Stock.

VALENTINES in large variety and more novel in design than former seasons.
Catalogue descriptive of all lines now ready for mailing.

EASTER CARDS | Hills' "For the Empire" Series
BIRTHDAY CARDS | Never more Choice and Appropriate.

A Word About Blank Books—Our Stock is Complete in Staple Lines For All Purposes.
Every Business Requires Blank Books—It's Our Business to Make the Best.

THE COPP, CLARK COMPANY Limited
64-66 Front Street West, **TORONTO.** 67-69-71 Colborne Street,

THE OFFICE

DEVOTED TO THE OFFICE STAFFS OF BUSINESS ESTABLISHMENTS

INVESTIGATING THE ACCOUNTS

By W H

TAKING stock of his accounts is as necessary to the merchant as taking stock of his goods. The banks monthly balance their books and thus are enabled to keep themselves informed of the extent of their business and whether it is going back or advancing. Likewise, every dry goods merchant should take stock of the accounts in his ledger as well as of the goods on his shelves. He should scrutinize the names of his debtors. Some of his customers he will find especially desirable; others, he will find slow pay and not desirable. The good ones should be well treated and promptly waited upon, and if they have any complaints these should be quickly investigated and settled in a manner that will give satisfaction to all concerned. If concessions be necessary, even though it means an actual loss to the merchant, they should be made to retain custom.

The dry goods business, like every other, has slow and poor payers amongst its customers. These should also be considered, but in a different way from the others. They should be made to pay more for their goods than those who settle their accounts promptly. It is just and right that the people who buy their dry goods, their clothing, their housefurnishings, and keep the drygoodsman out of his money for a time needlessly long, giving him other unnecessary expense and great bother in collecting his accounts, should pay the highest ruling price for their goods. It is only fair that the man who settles promptly his accounts should buy his goods at the lowest price going. Complaints about overcharges can be met by giving a discount for immediate settlement.

Besides the slow-pay customers are the ones who scarcely ever pay. It is a fact, we are sorry to say, that some people make it a practice of running accounts with their grocer, their tailor, their drygoodsman and everyone else they can without intending to pay their debts.

Caution should be exercised in opening out new accounts. Reports of the financial standing of the would-be customer should be obtained from mercantile agencies, and as much found out about him as possible before giving him the goods. A customer of this sort often may deal with you for months, always seem to have lots of money and pay cash every time for the goods until you are confident that he is square and honest. He asks credit for a small amount, gets it and settles promptly the first time. The next time he gets in deeper; at last a large account is run up and then you never see him again in your store. You resort to the law courts, but find legal proceedings are useless; he has everything in the name of his wife, or he resorted to some other means to avoid being compelled to pay his debts. Such cases as this are too common among the trade. The merchant would do well to be on the alert and work up a cash business as far as possible.

The credit system of itself is all right, but should not be abused.

AN ARGUMENT FOR INSURANCE.

By W HOFFMAN.

I CANNOT afford life insurance at present because I need my money in my business." So spoke a prominent business man in a prominent Canadian city, when recently approached by a representative of one of the largest insurance companies in the world.

It is true a man needs his money in his business, but he also needs, and that more imperatively, to have enough ready cash laid aside to bridge his family over and to protect his estate in case he should be taken away.

His business needs are born of his family needs. If he had no family needs he would perhaps need no business, and the very lowest value of his possessions while he is alive will be the highest price obtainable if his estate should be forced upon the market on account of his death.

How, then, can he lay any considerable amount aside and still keep his money in his business? Here is the rational solution. Let him keep his money in his business, and let the best (not the cheapest) insurance company he can find lay aside a snug sum for his family. His premiums will be a small matter comparatively, and he can manage them if he wants to do so. A man insured really has more money to use than he would otherwise have, since, otherwise, he cannot invest without feeling that he should guard his means to protect his family. Their future being secured he may indulge in business ventures, or even luxuries impossible to the man with a family unprovided for.

What is business but the effort to provide for our families and our own old age? The simple accumulation of wealth is not the aim of life. We struggle to give comforts to our families and to educate our children. All our business is to these ends. And when we put our money into life insurance, it is just there that we are putting it—best and safest putting it—into the chief business of our lives.

It is exactly as a business proposition that legal-reserve life insurance commands itself in the strongest terms.

It means the business man's capital, and it enhances his credit many times its cost, while at the same time it is a splendid guaranteed installment. Bankers, brokers, financial experts, and business men generally, carry the larger insurance policies. They would not do so if there were any way possible to do better with money for present purposes.

The whole truth of the matter is that it is really only by the aid of life insurance that a man with a family can use all his money in his business.

Therefore, when such a man says he "cannot afford life insurance because he needs all his money in his business," he should say, rather, that he "cannot afford to be without life insurance just because he needs his money in his business."

ACCOUNT COLLECTIONS BY DRAFT.

THE prevailing system of collecting out-of-town accounts to-day is by draft, either at sight or time.

There is, however, amongst the retail trade, to a certain extent at least, a prejudice against this system of collecting. If the retail merchant who is thus prejudiced would consider the time, trouble and expense of remitting, which is saved by simply accepting a draft, this system would no doubt become more popular. Another important advantage is in the matter of cash discounts, which items are very often overlooked by the busy man, and which by the draft system are always assured.



**TAYLOR'S
SAFES**
147 FRONT STREET TORONTO.



ESTABLISHED 1882
**The S. P. Collins
Improved Eureka
Ink Eradicator**
A STANDARD ARTICLE.
Sales Constantly Increasing.
We will ship promptly.
Order direct from
The Collins Ink Eradicator Co.,
93-95 Malden Lane. NEW YORK CITY

THE TIME TO INSURE IS **NOW** While you are WELL, STRONG and INSURABLE.

The Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY. PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

W. H. BEATTY, Esq.,
President.

W. D. MATTHEWS, Esq.,
Vice-President.

FREDERICK WYLD, Esq.,
Vice-President.

W. C. MACDONALD,
Actuary.

J. K. MACDONALD,
Managing Director.

Head Office, - - Toronto.



**A Course in
Advertising
by Mail for
One
Dollar**

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

The Print Shop
St. Catharines, Ontario

WE MIGHT TAKE A WHOLE PAGE

to tell you about WHITFIELD'S CARBON PAPERS how they give so much better satisfaction than any other. Especially the Typewriter Carbon. But we couldn't convince, nor get the business, by "telling" half so easy as we can by "showing."

Our samples are our salesmen - they show what they can do, and how they do it they do the "telling" and get the order every time.

If you think you have a "good enough" Carbon Paper now get Whitfield's samples and special prices to the trade - they'll "tell" you different.

You'll probably be surprised to find that such good results could be secured with Carbon Paper. Better write to-day - no use waiting.

Whitfield Carbon Paper Works, 123 Liberty Street, New York

WESTERN ASSURANCE COMPANY.

Incorporated 1851.

FIRE AND MARINE.

Capital	\$2,000,000.00
Assets, over	2,900,000.00
Annual Income	3,000,000.00

Head Office: TORONTO, ONT.

Hon Geo A. Cox, President. J. J. Kenny, Vice President
C. C. Foster, Secretary

Import Goods.

Fancy Ink Stands,

Toilet Sets in Imitation Ebony,

Silver and Gold-Plated Novelties.

HIGHEST QUALITY AND LOWEST PRICES.

E. W. GILMORE & BRO., 86 Bay St., TORONTO.

FANCY GOODS AND STATIONERY

CONCERNING VALENTINES.

A catalogue of valentines has just been mailed by the Copp, Clark Co., Limited, Toronto, to their customers. This contains lists of the latest novelties in celluloid goods of all styles and shapes, assortments of cards and drops, card mounts, lace valentines and comic valentines. The lines shown this year are very pretty and should meet with a ready sale. Their travellers who are out on the road at present are carrying numerous samples of Easter cards and birthday cards.

CHEQUE CANCELLERS AND CASH BOXES.

COINCIDENT with the large number of new branches that many of our Canadian banks have been opening of late, and the way they have been improving many of their older ones, the demand for cheque cancellers has shown a

marked increase. Like everything else, when goods are contracted for in large quantities, closer prices can in variably be secured, and accordingly, owing to special arrangements made, the Brown Brothers, Limited, Toronto, are in a position to quote very interesting figures on these machines. The accompanying illustration shows the regular stock pattern of cancellation. Special designs can be made to order.

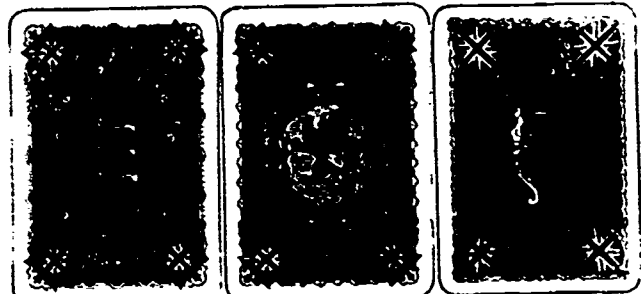
In cash boxes The Brown Brothers, Limited, are showing a very fine range of English make, comprising over half a dozen lines, ranging in size from 8 to 16 in. in length. These are all made of cast steel and are considerably more durable than many of the cheap tinned articles sometimes offered. Illustration of their "sunken handle" box is shown herewith.

MADE IN CANADA.

A few years ago there was practically no such thing as a really high-class line of fine stationery, that is, notepaper and envelopes, made in Canada. We refer to such lines as the popular cloth-finish papers which are now used by almost every lady who is in the least particular about the stationery she uses being what is called "the correct thing." We are glad to note that things in this way have changed wonderfully during the last year or so. It is no longer necessary for a dealer, be he large or small, and no matter how "swell" his trade may be, to have to import his better grade of stationery in order to have the new and up-to-date styles to please his most fastidious customers. Many of our Canadian firms are striving to oust this American and foreign

competition. Among others the firm of Warwick Bros. & Rutter have devoted special attention to this particular line and have gradually produced a series of fine notepaper and envelopes which for high-class trade will more than compare favorably with any similar imported styles for the simple reason that the prices of the different lines in their series are about half what are asked for imported lines. A detailed description of several of the most popular styles, is given in their advertisement on another page, and we are pleased to know that such a series as the one referred to, containing all the new and fashionable papers, is put up entirely in the factory of this Toronto house. It speaks well for Canada and the Canadian trade, and these efforts of our wholesalers to keep abreast of the times, are appreciated by the trade in general, as was verified by one of the leading Montreal retailers this week who, when shown one of these new papers (the most expensive of the series by the way), immediately ordered ten reams of paper and envelopes to match to be shipped to him that day. We bespeak universal support from the trade to such houses as are endeavoring to satisfy the demands of the public from the home market for their better and higher-class lines.

GOODALLS NATIONAL PLAYING CARDS.



England

Scotland

Ireland

"CROWN" SPORTING GOODS.

NERLICH & CO., Toronto, besides handling the lines of several foreign makers, are selling the well-known "Crown" make, which came to the front so rapidly during the last season. Possibly no line of sporting goods ever sprang into such instantaneous popularity as did the "Crown" and undoubtedly it was only because of its merit.

No sports played by Canadian youth can be properly enjoyed except with the best of sporting material. Boys and young men are always sticklers after quality in the bats, balls, etc., that they play with and they insist on having the best procurable.

This season's "Crown" goods are said, by those who have seen them, to be exceptionally handsome in finish while combining the best and newest ideas in the manufacture of sporting goods. The retail trade will find it to their interest to watch the "Crown."

NEWEST IN EYE SHADES.

A NEW eye shade is also being shown among the samples of Warwick Bros. & Rutter, which retails for 15c., and will undoubtedly outsell similar lines heretofore offered to the trade. This new shade, while made of celluloid, is not transparent, and consequently protects the eyes to the fullest extent, while it is held in place by an elastic band, which makes it fit in any position desired and to any size or shaped head comfortably.



THE AUER GAS LAMP.

"TURNS NIGHT-TIME INTO DAY-TIME."

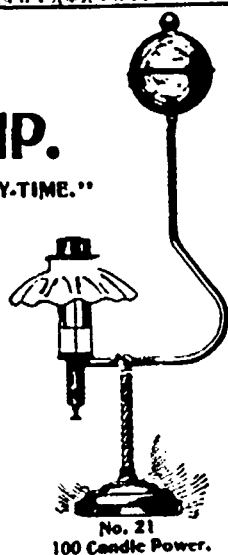
New Styles. Lower Prices.

Do you want a lamp which
won't tire your eyes?

Do you want a lamp which
makes sewing or reading
a pleasure?

Do you want a lamp which
gives more light than
half a dozen kerosene
ones for less money?

Do you want to sell the best lamp on the market?



No. 21
100 Candle Power.

— THEN WRITE FOR —
OUR CATALOGUE AND DISCOUNTS.

Every Lamp Guaranteed.

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

Five-BEST BOOKS-Five

A FIRST-RATE NOVEL

FLOWER O'THE CORN

By S. R. CROCKETT. Cloth, \$1.25; paper, 75c.

"THE BOOK OF THE SEASON"

CONFESSIONS OF A WIFE

By MARY ADAMS. Cloth, \$1.25; paper, 75c.
Paper edition ready January 23rd. Illustrated.

A new edition with frontispiece picture of "Madelenette."

THE LANE THAT HAD NO TURNING

By SIR GILBERT PARKER. Cloth, gilt top; paper, 75c.

By F. P. DUNNE:
Observations
By Mr. Dooley
Cloth, \$1.25; paper, 75c.

By S. LEVETT-YEATS:
The Lord Protector
Cloth, \$1.25; paper, 75c.

Note—See that you get "Canadian Booklets" monthly.

THE COPP, CLARK CO., Limited
Publishers, TORONTO.

A MONEY-MAKING SUGGESTION.

We would like to get the live News-
dealers of Canada to act as Agents for
the Gentleman's Magazine:

The Canadian Military Gazette.

This paper being the only exclusively
Military Paper in Canada, you should
find lots of buyers in your town among
Military Men and others interested in
the Canadian Militia. You can either
take subscriptions for one year, on
which we will allow you a liberal com-
mission, or we can send you a supply
each issue to put on your news stand
to sell to customers. The subscription
price is

\$2 per Year.
Single Copies 10c.

Write for particulars and prices. There
is money in it for you.

THE CANADIAN MILITARY GAZETTE

MONTREAL and TORONTO.

10 FRONT E., TORONTO.

LEADERS IN DUSTERS.

THE Copp, Clark Co., Limited, Toronto, show two lines of feather dusters that seem to be good value. No. 14 is made of turkey feathers and has a long handle. It is listed at \$3.60 a dozen. The other duster is made of woven down and is most useful for cleaning flat surfaces, such as books. It is for sale at \$10.80 a dozen.

CELLULOID WHIST COUNTER.

THE marked stimulus to the game of whist, owing to the popularity of the duplicate game, has made an increased demand for all card-playing accessories which in any way are associated with a game of whist. Whist shape cards



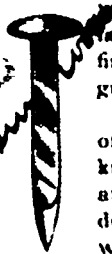
*Will be
the company
now file*

of the narrow size, score pads and counters all being in greater demand than in past seasons. Warwick Bros. & Rutter are showing a dainty little set of whist counters made of celluloid which retail for fifteen cents per set and are put up on show-cards containing one dozen sets. Every dealer who has any sale for playing cards would do well to have a dozen of these on display.

OFFICE NECESSITIES.

THE Brown Brothers, Limited, have recently added to their already large range of steel pens a few lines which they call their "Shot Pointed" series. These are made in several of the popular shapes and for ease and smoothness of writing are unexcelled. The steel used in the manufacture of the special line of pens supplied by this firm is warranted first quality Bessemer which is a guarantee of the quality.

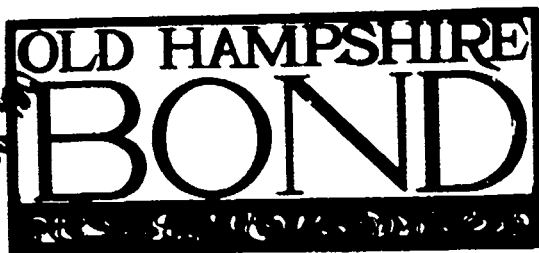
This house report that, now the advantages of the "Self Piercing" fastener are beginning to be known, the sale for this line is increasing proportionately. This fastener can be forced through from one dozen to two dozen sheets of ordinary letter paper without bending or spreading the points. A cut of this fastener is shown herewith.



*See company
file*

OLD HAMPSHIRE BOND.

This well-known paper, which has become a great favorite for business correspondence, can now be supplied in boxed notepaper, with envelopes to match, papeteries and tablets.



**RETURNED
JAN 23 1903**

and promises to become a standard article. Buntin, Gillies & Co. are offering these goods put up in excellent style, at low prices.

TOILET PAPERS.

WARWICK BROS. & RUTTER report a steady demand for their standard line of toilet papers, but for the new package, "The Winner," the first sale has been more than gratifying. The size of this package makes it appear almost as large as many 10c. lines, and, as the retail price of "The Winner" is only 5c., it has proven what its name implies, a "winner." This firm would send a sample package free to any dealer interested in toilet papers.

NEW USE FOR PAPER NAPKINS.

A new use for fancy crepe paper napkins has caused an increased demand for the goods. The napkins have been found to be most useful for table drapes and covers and can be used very effectively for decorative purposes. A complete range of these goods in pretty designs is shown by the Copp, Clark Co., Limited, Toronto. They have also received a large and complete stock of "Dancing Girl" crepe tissue and are now in a position to fill all orders.

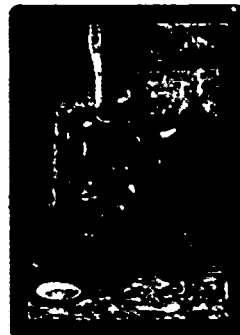
NOVELTY IN NOTE BOOKS.

QUITE a novelty in the way of composition and note books is being placed on the market by the Copp, Clark Co., Limited, Toronto. These are books with covers made of Japanese wood. Variety is found in the five different colors of wood used. The note books are both oblong and broad and come in four different sizes. These goods will retail at 10, 15 and 20 cents.

FOR PLAYERS' NEEDS.

TWO new backs in Congress playing cards are being shown by the Copp, Clark Co., Limited, Toronto. These are entitled "Music Hath Charms," and "Anticipation." Twenty-eight different designs in these playing cards are shown by this firm.

A new line of fancy poker chips has just been put into stock. The series includes the four ace, the full deck, carlo and big game.



MUSIC HATH CHARMS BACK.
Copyrighted, 1902, by
The U. S. Playing Card Co.



ANTICIPATION BACK.
Copyrighted, 1902, by
The U. S. Playing Card Co.

A splendid sale for their Wallace whist trays (\$2.25 a dozen), is reported by this firm. They claim to be the first house to bring out a cheaper tray than has been in use heretofore. Their trays are used by the Canadian Whist League, the Toronto Whist Club, the Hamilton Whist Club, the Union Club of London, the Collingwood Club, the Windsor Club, the St. Catharines Club and the Kingston Club among others.

NEW DESIGNS IN CONGRESS CARDS.

The new designs in Congress cards, which are being advertised by the manufacturers, entitled "Anticipation" and "Music Hath Charms" can be procured from Buntin, Gillies & Co., Hamilton and Montreal.

IMPROVED—REQUIRES NO HEATING.

JOHN BOND'S "CRYSTAL PALACE" MARKING INK

As supplied to the Royal Households. 100 Years' World-wide Reputation. Awarded 45 Gold Medals, etc.

IMPORTANT NOTICE.

This World-renowned Preparation has been improved, and now Requires no Heating! Becomes more intense in colour by repeated Washing and Boiling. For use with Pen, Stamp, Type or Stencil. Prints Perfectly! Flows Freely from the Pen! Goes Right into the Wash without Heat! Warranted Indelible, without Preparation. Every Bottle Guaranteed. Given Away! Rubber Stamps and Linen Stretchers. Enclosed with every 6d. and 1s. Bottle of Ink is a Voucher entitling purchaser to their Name or Monogram Rubber Stamp, for Marking Linen or Stamping Paper; also Free with enlarged 1s. size in Blue Wrappers an IMPROVED LINEN STRETCHER.

CAUTION.—When ordering through the wholesale, please specify the "CRYSTAL PALACE" INK required—the original and only genuine.

NO BAD STOCK

All soiled or old stock exchanged in full.

NOTICE.—The old kind requiring Heat supplied to order.

75 SOUTHGATE ROAD, LONDON, N.

Wholesale and Export Depot and Manufactory:

Wholesale Agents: THE BROWN BROTHERS LIMITED, TORONTO

NOW READY.

Moyer's Commercial and British Empire Map of the World.

Nothing like it ever made before. Three Complete Maps in one. An Ideal Commercial Map. A Complete Map of the British Empire, as well as an up-to-date Map of the World. Write for particulars. Established in 1884


K. N. MOYER & CO., Map Publishers, 120 Victoria St., TORONTO, ONT.

Alex Pirie & Sons, Limited.

PAPERMAKERS

Mills: ABERDEEN, SCOTLAND.

In existence over a century and a half. A specialty is BOND PAPERS of the very highest class; unexcelled for strength and durability. Stocked in all sizes, colors and weights.



THE EUREKA CLIP

Bankers, Lawyers, Editors, Students and Business Men have pronounced this clip the best. Box 100, 25c. Stationers or by mail. Sample card free.

CONSOLIDATED SAFETY PIN COMPANY
Box 131, Bloomfield, N. J.


PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893, and Province of Quebec Exposition, Montreal, 1897.

TURKISH STEEL PEN CO.,


DAMASCUS, SYRIA



IN SIX NUMBERS

Crafted for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO



1,000 Good White Business Envelopes, \$1.00; any printing.

Billheads, Noteheads, Statements. \$1.50 per M.

WEESE & CO., Jobbers, 54 Yonge St., Toronto

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

MUSIC ORDERS

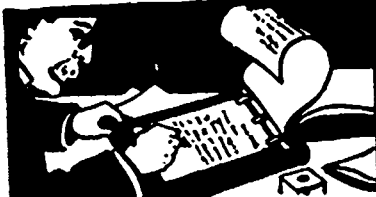
attended to promptly and satisfactorily. Headquarters for all the Standard and Popular English and American Musical Works.

Anglo Canadian Music Publishers' Assoc'n,
(ASHDOWN'S) Limited
88 Yonge St., Toronto.

The Canadian-American Music Co., Limited,
No. 15 King Street East, TORONTO, ONT.

General Canadian Agents for White-Smith Music Publishing Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearns & Co., Hawley, Haviland & Co., H. H. Gordon, T. H. Harms & Co., E. T. Paull Music Co., G. L. Spaulding, F. A. Mills.

Trade only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.



LETTERS COPIED WHILE WRITING

with an ordinary pen. Use any paper, any ink, or a pencil if desired. No press, no brush, no water. Just slip your paper into the clip and write your letter, bill—anything—and our PEN-CARBON LETTER BOOK retains a perfect copy.

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

We manufacture "Ditmars" Typewriter Ribbons and Carbon Paper.

PEN-CARBON MANIFOLD COMPANY, Dept. A.B., 145-7-9 Centre St., NEW YORK.

THE C. G. YOUNG CO.,

Rubber Stamps AND SUPPLIES.

No. 1 Adelaide Street East, TORONTO.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of
December, 1902

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

13529. A Horrible Picture. Sermon by Rev Frank De Witt Talmage, Chicago, 30th November, 1902. William Baily, Toronto.
13530. If I Were You. Song. Words by Naomi Saunders. Music by Dudley Buck. The John Church Co., Cincinnati, Ohio.
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