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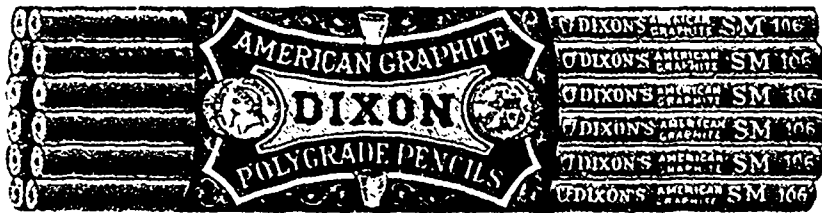
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# BOOKSELLER AND STATIONER

FEBRUARY



## A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

**JOSEPH DIXON CRUCIBLE CO.**

JERSEY CITY, N. J.

THE  
MCLEAN PUBLISHING CO.  
TRADE JOURNAL PUBLISHERS.  
TORONTO & MONTREAL

# Our Twenty-second Import Season.

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*Last year our import business was very gratifying to us, not only because it was by far the largest volume we have ever had, but more especially because our travellers report that our customers did especially well with the goods. For this season we have taken great pains to collect together the handsomest line of samples ever shown, and we respectfully ask you to wait until you have an opportunity of inspecting them. Samples are arriving daily, and our collection will be ready and on the road early in March.*

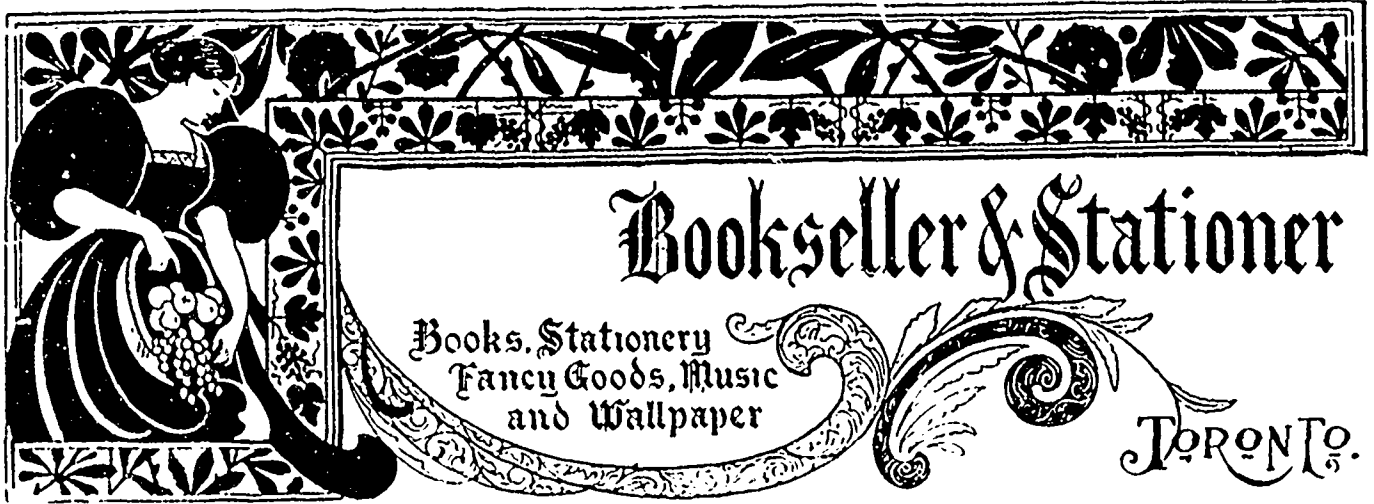
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# Warwick Bro's & Rutter

*Importing and Manufacturing  
Wholesale Stationers*



**TORONTO**



Vol. XVI.

TORONTO, CANADA, FEBRUARY, 1900

No. 2.

**CURRENT NOTES AND COMMENTS**  
OF INTEREST TO THE TRADE.

**The State of Trade.** The opening weeks of the year are not usually noted for brisk business, especially in

books, so that trade reports cannot just now give much idea of what the Spring may be like. So far we hear nothing that indicates a poor season. In England the war has certainly caused a considerable falling-off in sales of books. The readers of books there have turned to newspapers and periodicals. In Canada, also, there has been a decided increase in the circulations of newspapers and illustrated periodicals. But the conditions here and in England are different. The sales of expensive books were never so large here, so that the diversion of cash to periodicals does not produce a marked effect on book sales. We would be surprised, therefore, if the war injured our trade to the extent it is reported to have done in Great Britain. In fact, it is improbable. The British dealers, however, are making up to some extent by the demand for books on South Africa. Our city dealers have also done well in that line. But the most popular works, such as Bryce's "Impressions," or Fitzpatrick's "Transvaal From Within," are too high in price for the English editions to have a wide sale with us. The trade will doubtless see the advisability of working the demand for war books to its fullest extent by making an effort to keep a sufficient supply

of maps, periodicals, books, etc., both for regular and casual customers.

\* \*

**British Columbian Dealers.**

A correspondent of this journal, who visited a number of points in British Columbia some months ago, spoke in high terms of the book and stationery shops, he found there. They were well conducted, and those in charge of them were evidently alert, progressive and competent men. In this issue will be found some account of a few dealers, a description of whose enterprise will, we hope, prove interesting as well as instructive to our readers in Eastern and Maritime Canada. The towns and cities in British Columbia are not as large in point of population as similar places in this part of the country, but, whether it be that the spending of money is on a more generous scale, or that there is a more general demand for high-class stationery, the fact remains that the trade there is flourishing, and is a decided credit to the country.

\* \*

**An Experiment.**

In some respects the issue of Thackeray, Dickens and other standard works printed on the India paper is an experiment. It is quite curious to see a book of nearly 1,000 pages in long primer type compressed into a volume half an inch thick. Although thin, the paper is opaque and very light. Each

volume slips into an inside pocket with ease. One can carry three or four of the volumes about one without inconvenience. Will the new idea spread and revolutionize book-making? The book collector knows that one of the chief obstacles to a collection is to find the space to put them in. Shelves become overcrowded, and, as the years go on, a library becomes a burden to any but a large house. The books on India paper, however, are small, compact and light. Supposing their issue becomes general, what stimulating effect may we expect it to have on the buying habit? The success of these new editions should be watched with some attention, for they might displace the bulkier editions of the same authors.

\* \*

**Good Advice.**

There is wisdom in the comments of a New York contemporary upon the stationer's duties at the beginning of a new year: "Every stationer in the country, large or small, should close his books annually, take account of stock at cost and make up prices based upon the present cost of goods. Throwing out all unsalable stock, they should be placed upon a bargain counter and sold, even at a sacrifice. Hoarding up unsalable goods and looking upon them as assets is a mistake, they are only worth what they will bring at forced sale. At least once a year cash should be realized on all dead stock either through special advertising or having salesmen visit certain parties who might use them at some price. Within the past two weeks of the new year a trial balance should be in the hands of interested

parties before making purchases for the Spring season. Wherever machinery is used it should be overhauled by an expert, and necessary alterations made; consider the cost of the skilled mechanic and assistant in charge of the machine, and if found unprofitable, exchanges either at printing office or bindery for up-to-date apparatus should be made without delay. Many of the failures in the printing and bookbinding line during the past year have been brought about by using obsolete and old fashioned machinery." So, too, the bookseller who allows old stock to load up his shelves instead of clearing them out at reduced prices will also make a mistake.

### BEST SELLING BOOKS IN JANUARY.

#### MONTREAL.

1. "Janice Meredith."
2. "Red Pottage"
3. "A Lunatic at Large"
4. "Richard Carvel"
5. "The United Kingdom"
6. { "Impressions of South Africa"
- { "The Transvaal from Within."

#### ST. JOHN, N. B.

1. "Richard Carvel."
2. "The Orange Girl"
3. "The Sky Pilot"
4. "David Harum."
5. "Kit Kennedy."
6. "No. 5 John Street."

#### OTTAWA.

1. "Kit Kennedy."
2. "Builders of Nova Scotia"
3. "Via Crucis."
4. "Parson Kelly"
5. "The Transvaal from Within"
6. "The Habitant."

#### HALIFAX

1. "Janice Meredith"
2. "Chronicles of Aunt Minerva Ann."
3. "Red Pottage"
4. "The Boer War"
5. "Britain and the Boers"
6. "The Red Rat's Daughter."

#### WINNIPEG.

1. "Red Pottage"
2. "Janice Meredith"
3. "The United Kingdom."
4. "Impressions of South Africa"
5. "Oom Paul's People"
6. { "The Sky Pilot"
- { "Via Crucis."

#### ENGLAND

1. "Red Pottage" (Arnold, 6s.)
2. "The King's Mirror" (Methuen, 6s.)
3. "Stalky & Co." (Macmillan, 6s.)
4. "The Human Boy" (Methuen, 6s.)
5. "A Corner of the West" (Hutchinson 6s.)
6. "One Hour and the Next" (Methuen 6s.)

#### SCOTLAND

1. "The Transvaal from Within" (Heinemann 10s net)
2. "Red Pottage" (Arnold, 6s.)
3. "Gillian the Dreamer" (Labaster 6s.)
4. "The Last Boer War" (Kegan Paul 2s.)
5. "Impressions of South Africa" (Macmillan 6s.)
6. "Studies of the Portraits of Christ" (Hodder, 6s.)

### NEW BRITISH BOOKS.

London, January 31, 1900.

THE coming fiction by popular writers promises to be as abundant as ever. I have compiled a list of the tales now running serially in the principal magazines. The novels will not appear until the Autumn, or later, but, as they are written by authors whose books usually circulate in Canada, you will know what you may expect:

- "The Strong Man," by Robert Barr. Windsor.  
 Tommy and Grizel, by J. M. Barrie. Scribner's  
 "The Alabaster Box," by Sir W. Besant. Leisure Hour  
 "The Woman of Death," by Guy Boothby. Royal.  
 "Life's Trivial Round," by Rosa N. Carey. Girl's Own  
 "The Half Hearted," by John Buchan. Good Words.  
 "Long Live the King," by Guy Boothby Windsor.  
 "The Bath Comedy," by Egerton Castle. Temple Bar.  
 "Of Royal Blood," by W. Le Queux. Chambers  
 "The Isle of Unrest," by H. S. Merriman. Cornhill.  
 "The Flower of the Flock," by W. E. Norris. Temple Bar.  
 "The Hosts of the Lord," by Flora A. Steele. Pall Mall.  
 "The Married Miss Binks," by John S. Winter. Woman At Home

New novels now in the press, or just out, are Winston Spencer Churchill's "Savrola: A Tale of the Revolution in Laurania"; "The Waters of Edera," by Ouida; "Yeoman Fleetwood," by M. S. Francis; "The Lost Continent," by Cutcliffe Hyne; "The Seafarers," by Bloundelle Burton; "The Unchanging East," by Robert Barr.

#### MISCELLANEOUS.

Mr. Arthur Goodrich is publishing with Messrs. Pearson a popular history of South Africa.

Mr. John Glyde has written a biography of Edward Fitzgerald, famous for his "Rubaiyat" of Omar Khayyam.

There is a prospect of a new book by Mr. George Meredith during the Spring. It is understood to be verse, not a novel.

There has just appeared the first number of a "Monthly Guide to Periodical Literature." It aims at being an index to all current literature.

"Tennyson as a Religious Teacher" is the title of a volume by Mr. Charles F. G. Masterman, which Messrs. Methuen are about to publish.

The biography of Coventry Patmore has now been finished, and should be out by

March. The material which the poet left included a diary that he had kept for some years. There were other papers, too, yielding chapters of autobiography and much interesting correspondence. Patmore was in touch with most of the literary chiefs of his time—with Newman, Manning, and other celebrities.

### TRADE NEWS.

At a meeting of the creditors of Rowsell & Hutchison, Toronto, February 8, Mr. Clarkson, the assignee, read a statement of the condition of the estate, showing liabilities of \$22,000 and nominal assets of about \$18,000. Messrs. Alex. Buntin, Brown and McInnes were appointed inspectors, and were instructed to wind up the estate or to make any disposition of it which would best secure to the creditors a reasonable dividend upon the amount of their claims. The creditors are almost entirely Canadian houses.

Andrew B. Clark, of Clark Bros. & Co., wholesale stationers, Winnipeg, died, much regretted, last month. Mr. Clark was the senior member of the firm, Mr. Douglas A. Clark and one other brother, now in the east, constituting the company. Deceased leaves a wife and one child. The body was sent east for interment at Montreal, where only last Spring Mr. Clark conveyed the body of his father, who died suddenly in Winnipeg.

The wholesale booksellers and stationers section of the Toronto Board of Trade elected these officers for the present year: Chairman, W. J. Gage, deputy chairman, Richard Brown; secretary-treasurer, Edgar A. Wills; executive committee, H. L. Thompson, president the Copp, Clark Co., G. R. Warwick, of Warwick Bros. & Rutter, A. S. Irving, president Toronto News Co., D. A. Rose, of the Hunter, Rose Co., Rev. William Briggs, of the Methodist Book Room. Mr. Irving was nominated for the council. Messrs. W. P. Gundy and George Spence were elected members.

### TRADE AT WINNIPEG.

The usual sale of fiction for the month has been somewhat curtailed by the almost insatiable demand for everything pro and con on the South African question. Anything in the shape of reliable maps find ready sale.

The Consolidated Stationery Co. are settled in their new quarters. They lost considerable of their reserved stock in the fire which occurred in their old premises just as they were moving, loss covered by insurance.

## BOOKS AND PERIODICALS.

### CANADIAN BOOKS AND WRITERS.

A NEW Canadian story, said to be one of exceptional strength, is announced for issue by William Briggs this Spring. It is a story of the fierce feuds between the Hudson's Bay Company and the great North-West Company, and is entitled "The Lords of the North." The American edition will be published by J. F. Taylor & Co., of New York. The writer is a brilliant young woman, a Canadian, who has spent some years in journalistic work in the Northwest and British Columbia. Miss Laut was one of the first of her sex to enter the mining district of Slocan, going in as a correspondent of a New York paper. Subsequently, she was engaged on the editorial staff of The Winnipeg Free Press. She has traveled extensively through the Northwest, and, during these years, by observation and study, collected the material for her story, which the publisher considers will rank as one of the strongest and best yet written in the country.

A Canadian copyright edition of Dr. Parkin's new book, "The Making of the Empire," is to be issued this Spring.

Mr. A. R. Carman, Montreal, has an article on "Radicalism and the Imperial Spirit" in the January Contemporary Review.

Mr. J. A. T. Lloyd, one of the masters in Upper Canada College, contributes a short story called "The Grey Wolf" to The Cornhill Magazine for January.

J. M. Dent & Co. will publish the English edition of Dr. Rand's "Treasury of Canadian Verse." No better man than Dr. Rand could have been found to make a judicious selection from the poets of Canada, and we believe the book will excite no little attention in Great Britain. The Canadian edition is expected to be ready by April.

The Canadian edition of Chas. G. D. Roberts' new book of short stories, "By the Marshes of Minas," will be ready this month. The stories in this volume all deal with that romantic period in Canadian history when the French were making their last struggle to retain their hold upon the peninsula of Acadie—now called Nova Scotia. A number of the characters in "A Forge in the Forest" and "A Sister to

Evangeline" are introduced. Such titles as "The Ramparts of Port Royal," "Brown Witch and Black Abbe," "Grul's Gift" and "The Blue Dwarf of Belle Mare" remind one of the earlier tales, and promise good reading.

The Misses R. and K. M. Lizars, who wrote "In the Days of the Canada Company" and "The Humors of '37," have completed a novel which will appear in Canada by Morang & Co. next month, and in England from the press of a London firm. The tale describes life in an Anglican parish in Ontario, pictures the various grades of society to be found there, and is altogether a clever view of our rural social conditions. The title of the book is "Committe to His Charge."

Through an anomaly of the law regarding copyright trans-  
ANOTHER COPYRIGHT INFRACTION. lations from the United States, difficulties are sometimes cropping up on account of over-eager but not over-scrupulous firms who rush a kind of privateering edition of some popular novel into the market, while the more solid and properly accredited edition is making ready for its voyage. A recent instance of this occurrence is connected with Little, Brown & Co's edition of Sienkiewicz's great novel "Knights of the Cross." As is well known Little, Brown & Co., of Boston, are the firm recognized by the author and the public as those who handled the books of the former in the United States, in which they have the cooperation of Jeremiah Curtin, the very capable translator of Sienkiewicz. The latter has again and again written Little, Brown & Co. stating that he regards them and Mr. Curtin as his exponents on this side, and does not give countenance to any other version or edition of his works. But the large sale of "Quo Vadis" and other works at once demonstrated that in Sienkiewicz there was something to be exploited, and it was not long before a scratch edition of the work was hurried out to meet the public demand, though, as in this instance, it did not precede the authorized edition. With regard to the new novel the "Knights of the Cross," it has been for some time running as a serial story in Poland and is not yet completed. Little, Brown & Co., in Boston, and George N. Morang & Co., in Canada, are, however, issuing the first half of the work in book form in one volume,

and as soon as the story is completed they will publish the remainder in a second volume. Meanwhile a New York firm has published a two volume edition of "Knights of the Cross," which, while it contains a little more of the story than the Boston edition, does not present it by any means in complete form. Under these circumstances it is plain that the trade and the public will find it to their interest to adhere to the authorized edition which, when its two volumes are issued, will not have the disadvantage of incompleteness, but will have the imprimatur of the author's approval. As a matter of fact, in Canada they will have to do this unless they wish to expose themselves to legal action, as Morang & Co. have obtained copyright, and the provisions of the Canadian law will enable them to seize any other edition as contraband.

MORANG'S NEW BOOK. In his great work the "Knights of the Cross," Henryk Sienkiewicz has produced a story which will be the delight of those who know him in "Quo Vadis." There is the same strength of situation, the same heroism, the same atmosphere of a romantic past. Here, instead of decadent Rome, we have Poland in its great struggle with Germany in the early middle ages. Christianity has made considerable advances in Poland, but has not yet entirely displaced the old Pagan beliefs. In the deep recesses of the northern forests unclean spirits still linger, and the cloven foot of His Satanic Majesty is occasionally traced by the trembling serf. The rude castles of that date stud the grim landscape, and on the ill-made roads move the knightly cavalcade in search of adventure. Amidst such scenes as these, the genius of Sienkiewicz finds its natural habitat and gives the reader his fill of dramatic situations, knightly combats, and as sweet a love story as he has yet written. It is a true recreation to retire from the prosaic realities of existence into the romantic region to which Sienkiewicz takes us in this book. While the story element is exceedingly strong, the character-painting, done in bold and emphatic strokes, places before us a number of men and women in a way that gives much enlightenment as to the manners and customs of the Northeast of Europe at the date of the story.

George Meagher's "Lessons in Skating" has proved to be a timely little book and is selling well. The art of skating is fully expounded in the text and in the illustrations by this champion figure-skater. From the simplest movements on the ice to the most complicated figures the reader is taken, and the practical nature of the advice, accompanied by diagrams, proves

## BOOKS AND PERIODICALS—Continued.

of the greatest utility to clubs and organizations, as well as individual skaters.

One of the most sumptuous as well as deeply interesting publications to book lovers and art lovers that has yet been issued here is an edition of "The Life and Letters of Sir John Everett Millais." It appears in two volumes, with 319 illustrations, including nine photogravures, gilt-top, and boxed, retailing at \$9. The work is not only, in some respects, a survey of English art to-day as exemplified in Millais' own pictures, but it touches also upon many notabilities of the time.

In "The English in Africa," by Hon. David Mills, which will shortly be published by George N. Morang & Co., we find something a little more solid than some of the hurried literature on Africa, and especially South Africa, which is now to some extent flooding the market. Mr. Mills has had access to numerous sources of information and he has given much time and attention to the preparation of this volume. The result is that he has given us a work in which the various colonies of Britain in Africa, and the "spheres of influence" which she controls are comprehensively treated. We have the history of the Sudan and the occupation of Egypt; the colonization of East-Africa and the disputes with the Germans on the West. And, as a matter of course, the South African situation is treated in considerable detail. One thing that the author very clearly shows is that Britain cannot be charged with the selfish land-grabbing of which she has sometimes been accused. That the French, who are continually accusing us of this selfish aggrandizement, are themselves the greatest sinners in this respect, no one can deny, who makes himself acquainted with the facts given by the Minister of Justice in this treatise. The price will be \$1.50.

## THE GAGE CO.'S NEW BOOKS.

In "The White Terror" Mr. Gras paints with singular vividness, the more familiar events of the French Revolution in Paris. The story of the heroine's protection, by humble friends, from factional hate and from the murderous Calisto, forms a romance extraordinary in its sympathetic quality and dramatic power. Her story and the tale of her friend Pascalet's adventures in the Napoleonic wars make a romance which throbs with life and holds the reader tense with suspended interest. The enthusiastic reception given to this new romance is very gratifying to the publishers, W. J. Gage & Co. In paper 75c., and cloth at \$1.25. The publishers are to be complimented on the attractiveness of their edition which was pronounced, by a large American publish-

ing house) to be one of the most tasty cover designs of the season. It was drawn and designed by Mr. F. Owen, and shows real artistic taste.

"The Lunatic at Large." The object of the book is to raise a laugh, and the author succeeds. A sane man is confined, through a plot against him, in a lunatic asylum. The sparkling dialogue, the funny situations, the frisky atmosphere, all tend to make the book enjoyable. In all, it makes one of the best bits of light reading for the year. We are informed by the publishers, W. J. Gage & Co., that they will be shortly going to press with the fourth (4th) edition, which speaks well for the popularity and selling quality of the book.

"The Crown of Life." Some authors are like wine, they improve with age (extract from a review by one of our leading papers), and Mr. Gissing is evidently one of this class. This is by all odds the best thing



he has produced. He has put good honest work into it and has produced a book of which very few, if any, of the living writers of fiction would have cause to be ashamed. The principal characters are not mere lay figures, but real men and women. W. J. Gage & Co. issue this novel, like so many of their other books, in the \$1 and 50c. editions, which are so easily handled by the bookseller. The work is sure to have a wide sale and many readers.

"The Vizier of the Two-horned Alexander," being Mr. Frank R. Stockton's latest addition to his already large list of successes, which his host of admirers will hail with pleasure. Mr. Reginald Birch's graceful illustrations, showing the vizier and his companions in costumes of the various lands and ages add much to the book's charm. Handsomely bound in paper at 50c. and cloth at \$1 by the Canadian publishers, W. J. Gage & Co.

"Terence." It is a relief to turn from the plethora of Scotch tales to a lively Irish story such as "Terence," by Mrs. B. M. Croker, who, by this, her latest book, adds

to her already high reputation as a writer of modern fiction. Both hero and heroine are very different from the stereotyped characters so common in fiction, and the other figures are well drawn. "Terence" is a decided novelty and one of the most entertaining novels of the year. W. J. Gage & Co. have just issued a Canadian edition, cloth \$1 and paper 50c., which is having a very large sale.

"Houses of Glass," written by Dr. James Algie, under the nom de plume of "Wallace Lloyd." Dr. Algie is a native of Canada, and this, his latest work, has received probably more complimentary notices than any book published for some time. We are pleased to hear that it is having a large and constantly-increasing sale, and the Canadian publishers, W. J. Gage & Co., will shortly find it necessary to go to press with the third (3rd) edition.

John Lovell & Son have three new publications. "Snow's Legal Compendium for 1900" is just out, and the general table of contents comprises a good deal of new matter. Especially may be mentioned: Annual Index Digest of all Canadian Decisions; Annual Digest, Canadian and English Practice Cases; Marriage and Divorce in Canada; Laws of Inheritance Taxes in all the Provinces; Article on the Notarial Profession in Quebec. Procedure for the Incorporation of Companies under the Dominion and Provincial Acts, by C. H. Masten, Esq., barrister, etc., Toronto. The book, which has a clear and detailed index, is handsomely bound; and the headings and sub headings of the various parts facilitate the ready finding of information.

"Lovell's Commercial Compendium for 1900," price \$3; 8vo., 635 pages, contains a mass of valuable information. The general table of contents contains the following: Summary of the Laws of all the Provinces; Bank Act, Annotated; Bills of Exchange, Annotated, Chartered Accountants; Commercial Law of Dominion; Commissioners for Taking Affidavits to be Used in the Various Provinces; Customs Tariff; Incorporation of Joint Stock Companies; Insurance Law of Canada; List of Banks and Branches; Notarial Profession in Province of Quebec; Patents, Trade Marks, Designs and Copyrights; Private Bills of Procedure, Dominion Parliament; Procedure for the Formation of Companies Under Dominion and Provincial Acts; Succession Duty Acts of each of the Provinces of Canada (with preface). The type throughout is small but clear.

The annotated edition of the "Charter of the City of Montreal," by F. L. Snow, law librarian and Samuel Clay, advocate,

# NEW GREAT BOOK

By Henryk Sienkiewicz

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MONTREAL and  
TORONTO.



## BOOKS AND PERIODICALS—Continued.

is just out. It contains both text and index in English and French, page for page, and covers 500 pages. It is printed on good paper, with large plain type.

THE  
POOLE CO.'S  
NEW BOOKS.

The Poole Publishing Co., of Toronto, who made quite a hit during 1899 with moderate-priced editions of the Charles M. Sheldon books and other popular publications, are announcing an ambitious and interesting programme for 1900.

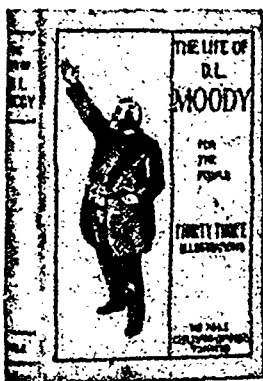
To begin with, they have a Canadian edition, in cloth and paper, of "Baldoon," by Le Roy Hooker. It has already been warmly



LE ROY HOOKER

received by the Canadian reviewers in the United States cloth edition, "Baldoon" is a wholesome, humorous tale of excellent literary finish. The author wrote it before "David Harum" took the public by storm, but, naturally, it has been compared with "David," and loses nothing in the comparison. It is really a better piece of literary work than Mr. Westcott's book. It is full of keen humor of a higher class, and, what is more, it depicts Canadian types in no merely local manner, but with a brightness and comprehensiveness which entitle it to be read all over the Dominion. "Baldoon" should make a strong run. As a story, it lacks neither incident nor sustained interest. It combines the qualities of a book that a man buys on the train to amuse himself with and one that is taken into the home.

Another book of much importance at the moment, which Mr. Poole is publishing, is "The Life of D. L. Moody for the People,"



by Rev. J. N. Hallock, D.D. and others, a popular work on the career of the recently deceased revivalist and missionary. The book retails at 50c. in cloth and 25c. in paper, and, as the accompanying cut

shows, is attractive and well turned out. Over 30 illustrations embellish its pages,

covering the outstanding features in Mr. Moody's career, home life and religious experiences. Its circulation will probably be very large, as Mr. Moody had a powerful influence in Canada, was known here quite as well as across the line, and his was a potent name in thousands of Christian households.

"The Mistakes of Moses" and other sermons, by Rev. William Patterson, pastor of Cooke's Presbyterian Church, Toronto, is a volume that is making its mark. The success of religious hooks is known to be of a permanent character, while popular novels have their day and cease to be. Mr. Patterson is a terse, vigorous and eminently clear writer. Without relying upon rhetoric in style, his pulpit utterances are striking and impressive, practical without degenerating into the commonplace, telling without sensationalism. The volume, therefore, is timely, as meeting an actual demand for a popular book of Canadian sermons. There are 20 different discourses on questions that meet one in everyday Christian life.

Another book, akin to this, and yet distinct from it in scope, is a volume of helpful reflections on the religious life, by Rev. Charles A. Eaton, M.A., of the Bloor Street Baptist Church, Toronto. Mr. Eaton is noted as a young man of fine ability, eloquence and spiritual vitality. He says, in a brief preface, that "these little messages were given from week to week in a Sunday leaflet to my congregation." They are worth republishing, and form a kind of vade mecum for the practical Christian, who will appreciate their incisiveness, spiritual insight and almost epigrammatic terseness.

Mr. Poole is well-known to booksellers as the publisher in Canada of the eight Sheldon books that have had such an enormous sale. They appear not only in neat paper covers at 15c. each, but also in bright-colored, attractive cloth at 30 and 50c. each, and at \$2 (retail) and \$3 25 (retail) the set. This, with the liberal discount given the trade, makes them a desirable line to push.

Two Canadian books for young people, which had, during the holidays, and are having still, a good continuous sale, are "The Fairy School of Castle Frank" and "The Mother of St. Nicholas (Santa Claus): A Story of Duty and Peril," by

Grant Balfour. The former contains a series of readable little modernized fables conveying useful moral lessons, and the latter is a vivid tale founded on the Roman persecutions of the early Christians. Both are admirable little books, creditable to Canadian workmanship.

The only posthumous book left by the author of "David Harum," namely, "The Teller," likewise came from the Poole press last season. It is a mere episode in banking life, a clerk's defalcation, the punishment of the wrong man, a lover's bitterness, and finally a straightening out of the tangle. The tale, brief as it is, is a capital one.

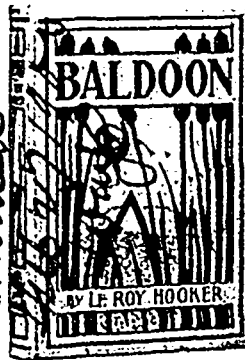
All the Poole editions, while not too expensively turned out, so as to make a high price necessary, are conspicuous for their neat appearance and salable qualities.

A third edition, revised, of Rev. Dr. Gregg's "Short History of the Presbyterian Church in Canada," is likewise issuing from the Poole press. Dr. Gregg, who is known as the painstaking and accurate historian of this Canadian church, has produced a clear and readable outline of the union of the various Presbyterian bodies in Canada, condensing his information in a very valuable way and at the same time making an attractive narrative. In the appendix the author brings the work down to date and refers to the Century Fund. The edition in cloth, 270 pp., illustrated, retails for 75c., and, besides Presbyterians, there will be copies wanted for libraries, etc.

W. BRIGGS' Among the many good books NEW BOOKS. secured for the Canadian market this Spring by William Briggs are: J. A. Stewart's "Wine on the Lees," Cutcliffe Hyne's "The Lost Continent," Merriman's "The Isle of Unrest," and Mark Ashton's "She Stands Alone." A new story by Marie Corelli, also is announced.

William Briggs has arranged for a Canadian edition of Bryce's "Impressions of South Africa." In this work Mr. Bryce traces with great minuteness the history of the Boers, the annexation of their country to Great Britain, and the return of the country to the Boers in 1881. He gives a true and faithful picture of the South-African country and its people, just as they appeared to him from careful study and close observation. It supplies the reader with all the information needed to understand the reason for the present trouble with the South-African republics. The London Daily Mail remarks: "Here is a book on South Africa practically beyond the possibility of adverse criticism." The London Daily Chronicle declares it: "The strongest and sanest book on African affairs that has yet been written."

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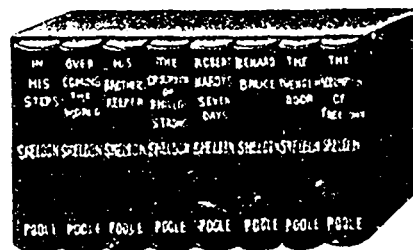
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## BOOKS AND PERIODICALS—Continued.

trade this Spring a new illustrated edition of David Livingstone's "Missionary Travels and Researches in South Africa," at 70c. It is a volume of 617 pages, with numerous full-page half tone plates from photographs. This is bound to be a good seller. Dr. Livingstone's terrible indictment of the Boers—their cruelty, their cunning and their deadly hatred of the English—is especially striking.

"The Canadian Hymnal"—the popular song-book for Methodist Sunday-schools and social services—has been issued in a new enlarged edition. Some 40 new hymns have been added to the book, giving a range of 488 hymns. The enlargement of the book has caused a slight advance in price. The music edition will hereafter sell at 60c.

Miss Sara Micker, Toronto, has prepared a harmony of the four Gospels in their relation of the story of our Lord's death and Resurrection. It is entitled "The Story of the Cross as told by the Four." The actual words of the sacred writers are used, and are so introduced and harmonized as to give a consecutive narrative in chronological sequence of the Crucifixion and Resurrection. It is being published in good time for the coming Easter.

A new edition of Dr. Withrow's story of the War of 1812, entitled "Neville True-man, the Pioneer Preacher," has just been issued.

Mr. S. B. Gundy, manager of the wholesale department of the Methodist Book & Publishing House, is on his way home from his annual visit to the English market. He has secured for the house many taking lines and has arranged with the publishers for some of the most promising books of the year. He writes that the war is occupying the attention of the people to a degree that almost paralyzes business. The temper of the British public is aroused to a pitch that will be satisfied little short of "Kruger's head" when the war is brought to a conclusion.

The committee having in charge the selection of the books of the Epworth League Reading Course for 1900-1901, have decided upon Millar's "Canadian Citizenship" as one of the four books. The course is a popular one with the Methodist young people. Of this year's set (four books in box at \$2), 2,000 were printed, and are now nearly all sold. We wish some means might be had of getting Mr. Millar's excellent little work before the young people of the other churches. Every young Canadian should read it.

Recent events have been knitting more closely together the widely separated parts of the British Empire. Tommy Atkins

seems well pleased to have Australian trooper, South-African rifleman and Canadian rough-rider fighting shoulder to shoulder with him. All this should quicken the interest of each of the federated nations in the others, and the authors and publishers will feel the benefit. Ralph Bolrewood's new story, "Babes in the Wood," appears at an opportune time. He is the best known of Australian writers, and Mr. Briggs is fortunate in having secured his book for Canada at this opportune time.

A new book by Joseph Hocking, "The Purple Robe," will appear this Spring. The Canadian edition will have the imprint of William Briggs.

The author of "Dwellers in Gotham," Rev. J. W. Johnston, D.D., is at work on another story, which will be published early in the coming Summer. Dr. Johnston is a Methodist clergyman, stationed in Meriden, Conn., and is said to be a brilliant preacher. Caustic wit, piquant conversation and clever repartee are prominent features of his stories.

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The same publishers are also preparing to bring out Canadian editions of "The Realist," by Herbert Flowerdew, a novel which is meeting with no small amount of success in London at the present time, and also of "Vivian of Virginia," by Hulbert Fuller. The latter is described in its subtitle as being the "Memoirs of Our First Rebellion," by John Vivian, Esq., of Middle Plantation, Virginia, and is a stirring and accurate account of the famous Bacon Rebellion. In this romance, instead of using history as a background for the exploits of the hero, the author used the hero to bring out history and the interesting events of those early days in Virginia. The author has preserved the language and customs of the times admirably, and, as The Denver Republican truly says, "We shall have to search far to find a better colonial story than this."

The Copp, Clark Company, Limited, will

also publish shortly a new paper edition of "Pierre and His People," which will be followed by new paper editions of Mr. Gilbert Parker's other works in uniform binding. The cover is a most handsome one, and reflects great credit upon the enterprise of the publishers. The design is a glimpse of a pine forest, strikingly outlined in two shades of red upon a light background. There is little doubt that their appearance in this attractive and appropriate garb will give a fresh stimulus to the sale of Mr. Parker's works in Canada.

By the time this issue of THE BOOKSELLER AND STATIONER reaches its readers, the travelers of The Copp, Clark Co., Limited, will have started on their import book trip. Their samples show a great variety of beautiful and valuable books of all kinds. In the children's toy books, military subjects promise to be very popular, and, in some of them, much care has been taken to have the uniforms correct in all details. The R.T.S., Nelson, and Blackie juveniles are quite up to the standard of these reliable houses, and appear to be better value than ever; while the list of Mr. Henty's books for boys, both in the English and Canadian editions, is steadily increasing. There are the usual lines of poets and other books in fancy binding, together with some new ones which will be found very suitable for the Christmas trade. Of the Oxford Bibles, prayer books, hymn books, etc., nothing need be said; the name Oxford is in itself sufficient guarantee. There are also the usual annuals.

The phenomenal sale of "Janice Meredith" and "Richard Carvel" still continues without any apparent abatement. "Richard Carvel" is now in its three hundred and thirtieth thousand, and early in January "Janice Meredith" had reached its two hundred and third thousand, and that inside of three months, making probably the most remarkable record ever known, for that space of time. In New York, one Sixth Avenue departmental store sold 500 copies in one day during the holiday season.

But the man who is a bookman as well as a bookseller will be even more pleased to hear of the success with which Goldwin Smith's "United Kingdom" is meeting, not only in Canada, but also in Great Britain and the United States. The words of Professor H. Morse Stephens in The New York Times Saturday Review must be most gratifying to every Canadian. He says: "Mr. Goldwin Smith's 'United Kingdom' must take rank as his masterpiece of literature. \* \* \* There is not another writer to-day, whether he be trained historian or man of letters, who could have accomplished what Goldwin Smith has done in the space

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"In the Land of the Boers," by Oliver Osborne, is the title of a new work which Everett & Co. are shortly publishing. It is an account of 10 years' experiences by the author in various parts of South Africa, notably in the Transvaal Republic and the Orange Free State. Mr Osborne stayed for some weeks with President Kruger.

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11105. Henderson's Manitoba, North-west Territories and Western Ontario Gazetteer and Directory, 1900. Henderson Publishing Co., Winnipeg.
11106. The Circuit Guide: No. X. Spring Assizes, 1900. Book. George Allen Kingston, Toronto.
11107. The Reader's Reference Book. Albert C. Berrie, Turtle Creek, N.B.
11108. Canada First. Song. Words by John H. Bernard. Music by Roberta Geddes-Harvey. Mary C. Grundy, Winnipeg.
11109. Hurrah for the Union Jack. Song. Words by John H. Bernard. Music by Roberta Geddes-Harvey. Mary C. Grundy, Winnipeg.
11110. The Instruction of Children in regard to their Duties to the Lower Animals. Published in The Educational Record. Temporary copyright. Lilian B. Robins, Montreal.
11111. Knights of the Cross. By Henryk Sienkiewicz. Book. George N. Morang & Co., Limited, Toronto.
11112. Lessons in Skating. With suggestions respecting hockey, its laws, etc. By George A. Meagher. George N. Morang & Co., Limited, Toronto.
11113. Directory of Canadian Newspapers, 1900. The Central Press Agency, Limited, Toronto.
11114. A War Song. Words by Richard S. race. Music by Roberta Geddes-Harvey, Mus. Bac. Roberta Geddes-Harvey, Guelph.
11115. The Spirit of the North. And Other Poems. By A. Evelyn Gunne. Rat Portage.
11116. South-African War Correspondence. Published in The Montreal Gazette and Halifax Chronicle. Temporary copyright. The National Press Agency, Limited, London, England.
11117. Canadian Drills and Exercises, No. 1. Fancy Flag Drill. By Edith LeLean, Toronto.
11118. A Memorial. Lithograph. Charles M. Hall and Herbert J. Cozens, Toronto.
11119. In Naples Fair. Song. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.
11120. Just Dry Away Your Tears. Song. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.
11121. She's A Princess Just the Same. Song. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.
11122. Wait! Song. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.
11123. When I Think of You. Song. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.
11124. You're Getting Kind of Distant in Your Way. Song. Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.
11125. Golden Moments, No. 2. Very Easy Piano Solos. Arranged by Paul Keller. Nordheimer Piano & Music Co., Limited, Toronto.
11126. London Times News and Views. No. 2. Book. The Globe Printing Co., Toronto.
11127. The Old Faith and The New Philosophy. By G. J. Low, D.D. William Briggs, Toronto.
11128. Fraser's Scottish Annual. Edited by Alexander Fraser, Toronto.
11129. Hockey. Book. By Arthur Farrell, Montreal.
11130. I Love You, Yes I Do. Words and music by J. M. Gould, Toronto.
11131. The Canadian Law List. Hardy's. 1900. Edited by Henry Cartwright, Toronto.
11132. The Faith-Cup of the White Men. By Rudyard Kipling. W. A. Fraser, Toronto.
11133. The Line Fences Act. Annotated. By James Morrison Glenn, Q.C., LL.B. The Municipal World, St. Thomas.
11134. The Ideal Income Bond. Book. The London Life Insurance Company, London.
11135. The Canadian Contingent March. By Byron C. Tapley, St. John, N.B.
11136. Canadian Broom Song. Words and music by S. T. Church. Whaley, Royce & Co., Toronto.
11137. Ladysmith Waltzes. By W. D. Shanks. Anglo Canadian Music Publishers' Association, Limited, London.
11138. Canadian Contingent. March and Two-Step. By Edward W. Miller. Anglo Canadian Music Publishers' Association, Limited, London.
11139. How to Sell the Story of South Africa. Book. James Walter Lyon, Guelph.
11140. Snow's Legal Compendium, 1900. John Lovell & Son, Montreal.
11141. Vie de la Venerable Mere d'Youville, Fondatrice des Sœurs de la Charite de Montreal; Suivie d'un Historique de Son Institut." Par Madame L. A. Jette, Spencer Wood, Quebec.
11142. Educational Review Supplementary Readings, Canadian History, Number Eight, December, 1899. George U. Hay, St. John, N.B.
11144. Oxydonor. Book. Dr. H. Sanche & Co., Montreal.
11145. La Lune Blanche. Words by Paul Verlaine. Music by Ethelbert Nevin, op. 28. No. 6. Church Co., Cincinnati.
11146. The Dream-Maker Man. Words by W.A.W. Music by Ethelbert Nevin, op. 28. No. 5. Church Co., Cincinnati.
11148. Lucienne Valse. Par Arthur Desjardins, Montreal.
11151. The Goodwin Method, Section I, A History of Canada (Lesson A) Primary Chart. A History of Canada (Lesson A, B, C, D and E). Eli Nash Moyer, Toronto.
11152. Lovell's Commercial Compendium for 1900. Book. John Lovell & Son, Montreal.
11153. Behold, the Bridegroom Cometh; or, Some Remarkable and Incontrovertible Signs which Herald the Near Approach of the Son of Man. By Rev. Albert Sims, Kingston.
11154. Canadian Hymn. Words by Charles Campbell. Music by J. E. March, M.D. John Edgar March, St. John, N.B.
11155. The Gavotte of the Rose. (La Gavotta della Rose.) By Nicolo' Celega. Church Co., Cincinnati.
11156. Beyond the Dark Clouds. Oltre le Nubi. Words by Piero Baronio. Music by Nicolo' Celega. Church Co., Cincinnati.
11157. The Joy of Living. La Joie de Vivre. Sherzo. By Nicolo' Celega. Church Co., Cincinnati.
11158. The Waltz of the Lilies. Il Valzer dei Gigli. By Nicolo' Celega. Church Co., Cincinnati.
11159. The Elements of Commercial Law. Compiled by T. H. Luscombe. The Business Educators' Publishing Co., Hamilton.
11160. Canadian Constitutional History and Law. By A. R. Hassard, B.C.L. Carswell Co., Limited, Toronto.

## INTERIM COPYRIGHTS.

613. Lords of the North. Agnes C. Laut, Ottawa.
614. Lesliena. Waltz. John Cross, Montreal.
615. The Mechanism of the Attraction of Gravitation. By Frederick Homer Young, Picton, Ont.
616. Standard System of Perfected Music for the Promotion and Development of True Harmony Free from any Note of Discord. By George Fingkel, Toronto.
617. Vie de M<sup>re</sup> Gamelin, Fondatrice et Premiere Supérieure des Sœurs de la Charite de la Providence. Par une Religieuse de son Institut. Les Sœurs de la Charite de la Providence, Montreal.
618. The Alexander Cable Code. Book. James Alexander, Montreal.

The late Sir Henry W. Wynns had almost completed a book on "British Jurisdiction outside the United Kingdom." It will be published on an early date by the Clarendon Press under the supervision of Sir Courtenay Herbert.

FANCY GOODS AND STATIONERY.

FOR EASTER TIDE.

**E**SPECIALLY appropriate for the Lenten and Easter season are new lines of note paper turned out by The Barber & Ellis Co., Limited, some of them evidently destined to be successful running mates to this firm's record-breaking original English Wedgewood. Those who have not yet seen these papers would do well to send for samples in order to avail themselves of the ready sale they are sure to have.

The general feeling of solemnity caused by the war in South Africa naturally brings the people of this country to a realization of their religious duties, and on this account it is safe to believe that Eastertide will have a wide and general observance this year. So that it behooves the stationer to prepare to supply the increased demand that will certainly be felt for the customary and symbolic offerings in the shape of Easter cards.

The Copp, Clark Co., Limited, are prepared to meet the demand with a larger and finer display of Easter cards and novelties than they have ever shown before. Among them, E. P. Dutton & Co.'s goods are, as usual, the most prominent. The work on these goods is that of the famous Bavarian color printer, E. Nister, whose valentines and calendars are also famous. The best word of praise that can

be said for this line is that it is "Nister's." The colorings are perfection, and the tone throughout is strongly in keeping with the religious sanctity of the season which they represent.

The line is extensive, and the prices range from 75c. to \$40 per 100. Some of the more striking numbers in the several styles are described below.

Three strong numbers are 729, 730 and 732. These are four-drop flower cards. No 729, "Lilies of Eastertide," which we reproduce here, is



Lily Drop, No. 729—16c. each. Copp, Clark Co., Limited.

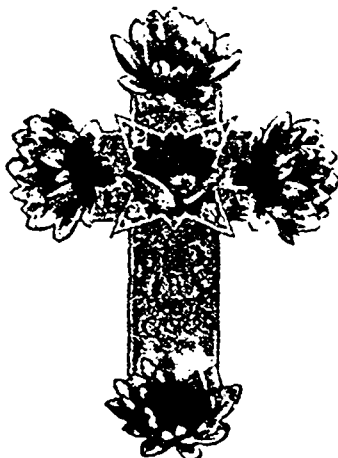
No. 730 is a

cross drop called "Easter Hope." The four crosses are entwined with lilies, and the centre of each bears a sweet cherub face.



Cross Drop, No. 722—16c. each. Copp, Clark Co.

No. 725 will serve as an illustration of several other similar novelties. It is seven inches tall, and is made to open and stand up. On each side of an arched doorway, stand angels bearing harps, flowers and scrolls. Through the arch is another angel in white behind a growth of Easter blossoms. Shown in the distance in a striking manner is a grove of maple trees, in the midst of which is a church. The whole is very strong.



No. 705—14c. each. The Copp, Clark Co., Limited.

Nos. 7052, 7067, 7069 and 7070 are booklets, each with appropriate verses, excellent illustrations of the many other booklets in this line. The colorings are

delicate and tasteful, the idea of Easter greeting being paramount to everything else.

There are several styles of No. 7079, which is a heart-shaped card. Their differences are in the wording and the face of the cherubs in the centre of the card.

The line of gilt and other crosses is unusually beautiful in both design and finish. Among the more striking of these may be mentioned No. 7068, of which the accompanying illustration gives the general outline. It is a large mauve cross, with a golden star in the centre and a white water-lily at each end. No. 7072 is a gilt flower cross in two styles. No. 7074 is a beautiful gilt cross in two styles. No. 7075 is a beautiful gilt cross showing angelic figures discoursing sacred music. No. 7076, in two styles, is a pretty cross, one style with doors, the other with flowers. No. 7078 is also in two styles. It is plain gilt with angelic faces in the centre of groups of flowers. No. 7081 is a small gilt cross in several styles, and each having different flowers entwining the cross. No. 7084 is a severely plain cross of three pretty flower designs. Space forbids further mention of this handsome line, the beauty of which cannot be adequately described, as it consists in the artistic daintiness of the designs and the extreme delicacy of the colorings.



The Copp, Clark Co.

Among financiers and business men the opinion is freely expressed that the business affairs in the Dominion are in the most satisfactory shape. There is a disposition among merchants to use a better grade of correspondence paper, and the well-known "Bond" goods of The Barber & Ellis Co., Limited, command even a greater sale than formerly. All the largest concerns have long used these famous lines—Hercules Bond, Regal Bond, Vigilant Bond, Security Trust Bond, White Wove Meadowvale and Holyoke superfine.

Nerlich & Co., Toronto, who are now sending their travelers out for import orders for fancy goods, have a varied and tempting assortment to offer the trade this year. In picture frames and photo stands the variety is large, and includes some of the daintiest novelties that have ever been shown here. The range runs from cheap glass frames to fancily embossed celluloid ones. Albums are shown in plush, leather and celluloid covers. Mirrors range from small hand-glasses to large, fancy triplicate mirrors.

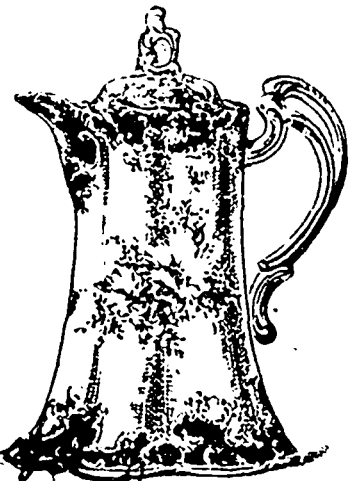
# NERLICH & CO.

— AGAIN IN THE LEAD WITH —

## IMPORT FANCY GOODS.



Our line of **Import Samples** have arrived, and we are satisfied that the variety shown by our travellers will be interesting to all up-to date buyers, and that the sale this season will be as large, if not larger than previous years. Over 40 years of business experience has taught us **where** to buy and **what** to buy, and as a result our travellers are showing an assortment which cannot be equaled by any house in Canada.



**Quick Sellers,**

**Prices Right,**

**Delivery Prompt.**

*all cut returns*  
*Feb 27/1900*

Japanese, French and  
 Souvenir China.  
 Leather Travelling  
 Cases, Portfolios,  
 and Companions.  
 Albums in Celluloid,  
 Leather and Plush.  
 Bronze and Onyx  
 Clocks, Vases and  
 Ornaments.  
 Mounted China Vases  
 and Card Receivers.



Celluloid Writing  
 Companions, Work-  
 boxes, Toilet  
 Cases, etc.  
 Photo. Frames--  
 Metal, Glass and  
 Celluloid.  
 Mirrors--  
 Hand, Fancy,  
 Mounted and Trip-  
 licate.  
 Everything in  
 Novelties.

Our travellers are now on the road  
 with a complete line of samples.

# Nerlich & Co., Toronto, Can.



**FANCY GOODS AND STATIONERY** Continued  
Dainty workboxes are shown in papier mache and cloth covers. Toilet cases are shown in many sizes, shapes and materials. Cigar and cigarette cases in various grains of leather; jewel cases in glass and gilt; medallions in many colors and designs, all help to make an attractive and interesting collection. Among the ornaments is a line of elegant figures in bronze, surmounted on onyx bases. The stock of atomizers, belt pins, buckles, fancy pens, etc., is fully complete and up to-date.

The man of judgment invariably seeks for the genuine article in any line, for he knows that it is always more satisfactory in the end. This is especially true of Lion pens, for, while spurious imitations or inferior pens prove "thorns in the flesh" of writers, the Lion delights the most critical penman, and, therefore, meets with a most extensive sale. The Barber & Ellis Co., Limited, are selling agents for the Lion series of steel pens, and furnish prices and samples upon application.

The wholesale stationery firm of Buntin, Gillies & Co., Hamilton, will in future be represented in Montreal by Messrs. Little & Roger, two gentlemen of long experience in the wholesale stationery business of Montreal, who are now launching out for themselves. The knowledge and ability of these gentlemen, coupled with the fine goods manufactured by Buntin, Gillies & Co., is expected to result favorably to all concerned.

The Copp, Clark Co., Limited, report several novelties to hand this month. In penholders, two new lines to retail at 3c. apiece are shown. One of these is a line put up in quarter-gross boxes at 60c., and the other a line in six tints in half-gross boxes at \$1.10. A new line of automatic pencils with indelible lead is shown at \$2.40 per gross to sell at 3c. This house have just to hand a large line of Johann Faber's pencils, including the memo', to retail at 1c., the Queen City and the Kangaroo. In Easter goods, a line of china and bisque eggs, daintily flowered and ornamented, is offered to retail at 5, 10 and 25c. For the better display of these goods neat cardboard stands are given with them. A new line of shelf papers is offered this month. This is sold in five yard lengths, the edges of which are finely embossed imitation of insertion. This paper is sold in boxes of 24 lengths, in the six popular shades.

The "Post" fountain pen, for which this house have the Canadian agency, is steadily winning favor in Canada and the United States, and is now being introduced

with considerable success in Great Britain. This pen, which was invented by a Canadian, is so constructed that by pulling or pushing a plunger down the barrel of the pen the latter is filled or emptied. It can be cleaned in the same way.

A new line of whist cards, known as the Byou, is offered to retail to the best trade at \$6 per dozen. This is an extra choice line. The Copp, Clark Co., Limited, are making an exceedingly good line of flags this year. This includes the Union Jack, the Dominion, the Tricolor and the Stars and Stripes, in six sizes. They are lithographed on a good quality of cotton, so can be depended on not to run or fade. They are made to retail at from 3 to 30c. This house is pushing ahead their map of Ontario as rapidly as the necessary information can be secured. The travelers of this house will start immediately with samples for the import order business. The albums and novelties they will show are fully as attractive and varied as they have ever offered to the trade.

The H. A. Nelson & Son's Co., Limited, are this year offering a very large and superior line of tennis and baseball goods, also a line of golf balls and caddy bags.

The H. A. Nelson & Sons Co., Limited, report rubber balls as having again advanced in price, with a probability of another rise in the near future, and, consequently, advise their customers to place their orders at once, and so protect themselves.

Import goods will be ready for the 100c about the end of the month, and The H. A. Nelson & Sons Co., Limited, request their many friends in the trade to hold their orders until they have an opportunity of inspecting this immense line. They guarantee larger and better assorted lines, full of novelties and sterling good values. It is said by some that there is nothing new under the sun. This assertion is refuted by a glance into The H. A. Nelson & Sons Co., Limited's line, which shows even novelties in dolls, and novelties in the prices of dolls.

The growing Summer tourist trade that is being done in Canada has led to a good demand for dainty souvenirs. For this trade Warwick Bros. & Rutter have an exceptionally attractive range of goods in pearl, aluminum, brass, celluloid, leather and glass. The trade can have printed or engraved on these novelties the name of any place or scene they desire. With this line is a great variety of purses, which add utility to their novelty as souvenirs.

A new series of notepaper, called the Devonshire, is being shown this month. It

is 50 lb. stock, in white or cream wove, with exceptionally strong finish. It is put up in boxes of five quires, or in bulk, each quire being banded separately, making it convenient for the retail trade. The envelopes are put up in one-eighth and one-quarter thousand boxes, and in cream or white to match the paper. This is a purely high-grade paper at a medium price. It is, naturally, having an unusually good sale.

In writing tablets, Warwick Bros. & Rutter are always up-to-date. They have just put on the market a new series, the "Waterlined," the stock in which is of exceptionally fine quality, with waterlined ruling. It is made in three sizes, small octavo, large octavo and quarto. A dainty article which this house is now showing is a cut-glass mucilage bottle with silver stopper and handle. This, and the cut-glass pin-tray to match, should have a good sale for high-class office trade. A good line for jobbers is a line of staple swell and straight penholders, three dozen to the box. This is a well-built pen, which can be retailed at a moderate figure.

Warwick Bros. & Rutter, having been encouraged by the steady growth in the volume of their import fancy goods business, have made extra efforts this year to place before the Canadian trade the largest collection of fancy goods that has ever been offered here. Owing to the fact that the makers of the most popular and best-selling novelties were kept from starting the manufacture of new lines for this season by the unusually heavy business for the past holiday season, this house will be somewhat later than usual in showing their samples to the trade. But, as they are waiting for the latest and best lines, the assortment can be depended on to be thoroughly complete and up-to-date.

#### **BROWN BROS.' NEW WAREHOUSE.**

Mention has already been made in this paper of the erection by Brown Bros., Limited, Toronto, of their new warehouse at 51 and 53 Wellington street west. The building has been practically completed, and already the firm have commenced the removal of their stock. The trade, therefore, who visit Toronto after the issue of this paper, will find Brown Bros. at their new address. They are invited to inspect the new premises at any time, though it will be some time before the manufacturing department is all installed in them. The increased facilities will be taken advantage of to make an even more complete and elaborate display of stock than was shown in the old premises.

A Professor in Toronto University says:

# “THE POST”

IS THE FINEST FOUNTAIN PEN

I've ever used, and I've tried almost all of them.”

SELF-FILLING. SELF-CLEANING.  
NEEDS NO SEPARATE FILLER.  
SEND FOR FOUNTAIN PEN CATALOGUE.

Complete  
Line of

UP-TO-DATE  
EDITIONS

OF

## Stamp Albums

Containing spaces for  
most recent issues.

Albums to retail at from  
10c. to \$2.00 each.

Send for descriptive lists

Strong,  
Well-finished

## BOOK or PARCEL STRAPS

To retail at 10, 15  
and 25 cents.

Great  
Value.

## Peerless Shelf Paper

Handsomely Embossed.  
Strong and Well  
Finished.

Boxed expressly for the retailer.  
Put up in five-yard lengths.  
Twenty-four lengths cost you fifty  
cents. The Peerless sells readily at  
five cents per length. Sold in these  
colors:

PINK, GREEN,  
BLUE, WHITE  
and YELLOW.

TRY A SAMPLE BOX OF EACH.



FINEST QUALITY  
OF

## Rubber Balls

VERY LIVELY.

Brightly Colored—  
1½ and 2½ inches in size.

Grey—  
1½, 2, 2½ and 3  
inches in size.

## Our New Wall Map

...of the...

# DOMINION OF CANADA

and Newfoundland

(2nd Edition corrected and revised)

is the Most Correct and Up-to-  
date Map Published.

Recommended by School Inspectors and  
other Educational Authorities  
all over Canada.

Size, 84 x 60 inches      Retail at \$6 00

LIBERAL DISCOUNT TO THE TRADE.  
SEND FOR CIRCULAR.

Splendid assortment of

## EASTER CARDS

Artistic Designs.      Beautifully Tinted.

EASTER NOVELTIES—HAND-PAINTED CHINA EGGS, to retail  
at 5, 10 and 25 cents. Send for list.

# The Copp, Clark Company, Limited

9 Front St. West, TORONTO.

## WALL PAPER AND DECORATIONS.

**T**HE wall paper season is enjoying a lull just now, so far as taking orders is concerned, and things are reasonably quiet in this department of work. The samples for June are being got ready, and everything promises well for the coming season. Colin McArthur & Co. report that business is so heavy that machines are being worked to their fullest capacity. This, notwithstanding the fact that the premises have lately been so largely increased, and the plant added to by 30 per cent. The packing room presents a busy scene. Shipments are being sent to all parts of Canada, and the company are just completing a shipment to Newfoundland and another to Australia. As noted before, they are sending out an attractive booklet reproducing the full variety of shades in their large stock of ingrains, with varied and attractive friezes to match. Members of the trade have stated that this is the most convenient booklet they have yet received. Messrs. McArthur & Co. also wish to draw attention, particularly, to their arrangement of patterns for the coming season, and say that these will be a decided step forward from those which have been shown during the past season.

A representative of BOOKSELLER AND STATIONER had the pleasure of a look at some of the sample books of M. Staunton & Co.'s line of wall papers for the coming season, and was particularly struck with the handsome, rich and artistic designs and color effects in friezes and ingrains and ceilings to match. The firm have given this particular line of papers, one might say, extraordinary attention, and really the perfection and beauty and extensive variety, one would think, put them easily in an enviable position—here's art and practicability developed to the highest degree. Mention of a few of the favorite numbers may help you to form a better conception of the line.

Pattern 2288 is a 2-band frieze, with ceiling to match, in green; with it are also shown corn shades.

Pattern 4299 FA is a 22-in. frieze in a bold Rococo design, in a floral effect combination of corn and golden yellow shades—makes a handsome dining-room or hall decoration.

Pattern 4286, a 22-in. blended flitter frieze, with ceiling and ingrain to match; rich design in deep brown, crimson, deep old blue, terra cotta and moss green effects.

Pattern 4298 is a 22-inch blended flitter

frieze and ceiling, handsome scroll design in crimsons, light greens, terra cotta and moss green.

Pattern 4284 is a 22-inch frieze and ceiling to match; spring roses and scroll ornamentation, light blue, pink, light terra, and light green effects.

These only hint the vastness of the variety, and the firm would be pleased at any time to forward samples of them to the trade desiring something specially nice for some special order that might not be filled out of an ordinary assortment stock of wall papers.

The firm are sole agents in Canada for Reading's wall paper display devices and supplies, and can furnish illustrated catalogue and price list on request.

M. Staunton & Co., Toronto, wall paper manufacturers, have a number of electro cuts for illustrating advertisements, with special reference to wall paper. They will be pleased to furnish same to any of their customers who contemplate doing some advertising during the Spring season. A postal request, addressed to the firm, will receive prompt attention.

### NEW BOOKS REVIEWED.

**T**HE 20TH CENTURY HANDY CYCLOPEDIA BRITANNICA.—Compiled by A. B. Chambers, Ph.D. Full leather, full gilt, thumb index, \$1,900 pages. Laird & Lee, Chicago. This enterprising publish-

ing firm have added another unique volume to their series of pocket and handy reference books. The subjects dealt with include history and dates down to the present year; geography and biography carefully revised; all the leading facts, theories and discoveries in medicine, chemistry, physics, botany, zoology, astronomy, meteorology, etc. Nothing of interest to the present generation has been neglected, and even law and business have received their share of the author's attention. This "20th Century Cyclopaedia" is truly worthy of its name, as it prepares the reader to enter the new age with a full supply of well digested knowledge concerning the past and present times.

**GREAT BOOKS AS LIFE TEACHERS.**—By Newell Dwight Hillis, D.D. Cloth, 12mo, 339 pp., \$1.50. Fleming H. Revell Co., Toronto. The author's name is a sufficient guarantee for this new book. His previous volumes, "A Man's Value to Society" and "The Investment of Influence" are two of the best selling religious works on the list. The present book, in lively interest, in felicity of style, and in powerful earnestness, is equal to either of the others. Taking such books as George Eliot's "Romola," Hawthorne's "Scarlet Letter," Victor Hugo's "Les Miserables," Tennyson's "Idylls" and such lives as those of Henry Drummond, Gladstone, Livingstone and Shaftesbury, the author pours forth a stream of brilliant, impressive talk upon the writings and actions which move the will of others and mold their character. The book will be read through for its intensity and love of truth. It appeals to a certain class of readers who are not apt to read religious literature, while, for those who do, it possesses the strongest attraction.

## For the Spring

## of 1900



These new lines of Society Note Papers will prove acceptable for the fine retail trade, being particularly suitable for Lenten and Easter correspondence:

**OXFORD VELLUM**—Cream, smooth finish; envelopes to match.

**ORIGINAL PARCHMENT VELLUM**—Large 8vo. and small 8vo; envelopes to match.

**PORTIA**—White wove, smooth, unglazed surface; envelopes to match.

Also our unapproached ready sellers—Nebula Blue, English Wedgewood, Plashwater, French Crepon, Regal, etc.

Send for Samples and  
Quotations.

## The Barber & Ellis Co., Limited,

Toronto, Ont.

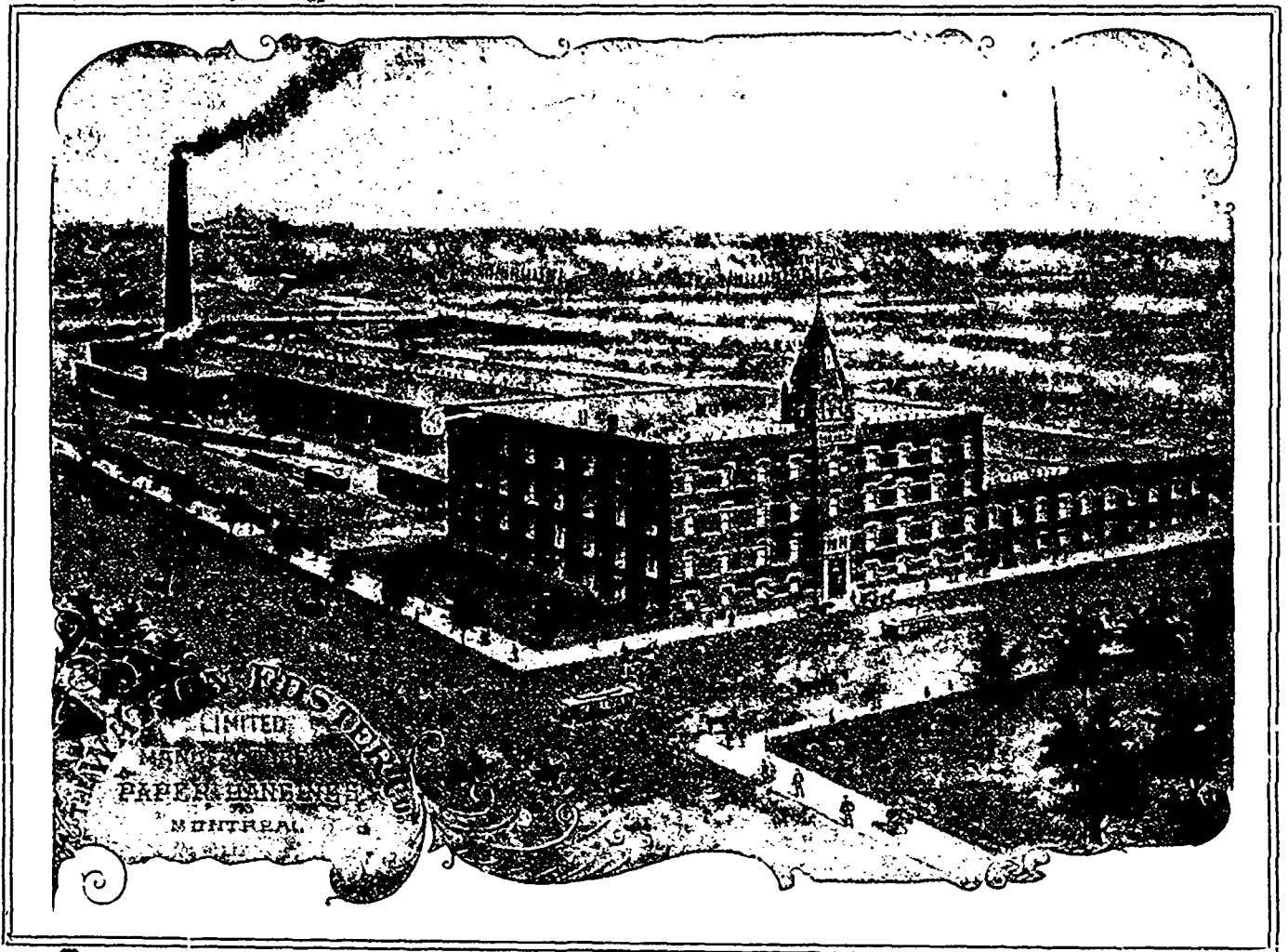
The . . .  
**Watson, Foster Co.**

LIMITED

Every grade of  
Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER  
FACTORY "THAN HAS BEEN"

MONTREAL, QUE.



**AN IMPORTANT ? FOR 1900.**

Have you seen our **NEW WALL PAPERS** for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

CONTENTS OF . . .

- Book No. 1 Ungrounded Papers and Flats
- Nos. 2 & 3 Flats cheap
- No. 4 Flats and Glits cheap
- No. 5 Plain and Embossed Glits
- No. 6 Plain Glits and Flats
- No. 7 Better Plain and Embossed Glits
- No. 8 Wide Flats
- No. 9 Wide Glits
- No. 10 Ingrains in combinations.

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

## BOOKS AND STATIONERY IN BRITISH COLUMBIA.

A THRIVING TRADE AND ENTERPRISING DEALERS

**A**LTHOUGH Victoria and Vancouver are the chief cities of British Columbia, they are not the only places in the Province with nice book, stationery and fancy goods stores. The report of a visitor in the West is that at all points where a bookseller and stationer had set up in business the stores would do credit to the trade anywhere. A notice of some of these will, therefore, prove interesting to the trade in Central and Eastern Canada. Before dealing with Victoria and Vancouver, it may be well to deal with some of the outside points.

CANADA DRUG AND BOOK CO., LIMITED,  
NELSON.

This successful firm has stores in Regina (N.W.T.), Nelson and Revelstoke. It was originally centred at Regina, where, on October 10, 1896 the drug business of Robert Martin and the book and stationery business of P. Lamont were formed into a joint stock company, under the name of The Martin & Lamont Co., Limited, with a

capital stock of \$30,000. In the following May, Mr. W. G. Pettingell (drugs) and Mr. C. H. Black (stationery) were admitted to the company, and the name changed to The Canada Drug and Book Co., Limited. Letters of incorporation were taken out in British Columbia, and branches established at Revelstoke and Nelson. In May of that year Mr. Black's interest was purchased by the other members of the company, the officers of which at present are:

Mr. P. Lamont, president  
Mr. W. G. Pettingell, vice-president.  
Mr. Robert Martin, sec. treas.

These gentlemen are also the principal stockholders. Mr. Martin and Mr. Pettingell look after the Regina interests of the company, while Mr. Lamont is in charge of the British Columbia interests, and resides at Nelson. Mr. C. R. McDonald is manager at Revelstoke.

The progress of the business has been most gratifying, and far beyond the expectations of its promoters. The experiment of carrying, under one roof and manage-

ment, a complete stock of drugs, books, stationery, wall paper, fancy goods, etc., and the consequent saving in running expenses and the advantage of buying in large quantities have been factors in this success. The company owns its own stores at Regina and Revelstoke. At Regina, the large two storey and basement store is taxed to its utmost to accommodate the varied stock. In addition to the lines specified, a complete stock of staple and fancy crockery is carried, also sewing machines.

At Revelstoke, the store has just been enlarged to about twice its original capacity. Bicycles and assayers' supplies are carried as special lines at this point.

At Nelson, the large store on the corner of Baker and Stanley streets has been found too small to accommodate the increasing business, necessitating the opening of another store in the Opera House Block, in which are carried the musical goods, toys and fancy goods of the Nelson branch. The special line carried at this point is a complete stock of fishing tackle. At all the stores, photo supplies and sterling silverware of every variety are carried.

H. S. WALLACE, ROSSLAND.

Mr. H. S. Wallace established himself in Rossland in June, 1895, opening out in the

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following lines: Books, stationery, wall paper, musical instruments, fancy goods, china, leather goods, toys and notions. The business, like the city itself, has grown wonderfully. At first, a 22 x 40 ft. store, in what was then the centre of the place, sufficed, but, a year and a half later, the store was enlarged by an additional 40 ft. to the rear. In October, 1897, Mr. Wallace bought the building and lot for \$5,000 cash, and sold the same, 11 months afterwards, for \$6,000. He then purchased, for \$9,000, a lot and building in the heart of the business portion, which, in the rapid development of the town, had grown away from the old quarters, and, as the building on this lot (an hotel) was unsuitable for his purpose, he removed it to another lot he owned, and put up a two-storey, 30 x 90 ft. building, into which he moved in April, 1899.

Last Summer, Mr. Wallace secured a store in the town of Grand Forks, B.C., and has now a branch business there. He also has a branch business in the post office at Rossland. He has no partners in this successful and well-conducted business.

#### FRED. W. WARREN, TRAIL.

Mr. F. W. Warren established himself at Trail in June, 1897, the lines carried consisting of books, stationery, fancy goods, musical instruments and music, ing tackle, confectionery, cigars and tobaccos. Mr. Warren is the owner of this business, which was originally established many years ago in Oshawa, Ont., bought by its present owner in April, 1893, by whom it was conducted in Oshawa until February, 1897, when, the stock during the year having been reduced considerably, the balance of it was removed to Trail, where it was greatly increased, and many new lines suitable to the wants of that country were added. Since opening up, in June, 1897, the business has not been increased very materially, owing to the many changes in the ownership of the smelter and the C. and W. Railway, but, now that these two corporations are, to all intents, the property of the C. P. R., the prospects of the town and the stationery trade are assured, so that, in the near future, Mr. Warren looks for a big increase in his already lucrative business.

"Best goods at the right prices" has always been one of the mottoes of this business, and Mr. Warren certainly practises what he preaches. The visitor to Trail was surprised to find many goods marked at the same price as we pay for them in the East. You can find the latest novels on the shelves of this up to date store, although this particular branch of the business has fallen off considerably since the C. P. R. boats stopped

coming to Trail. It was surprising to find such a large and well-assorted stock of books and notions in the midst of the mountains, and, in conjunction with Mr. Henry Ewart's jewellery store, it makes an establishment fit for any city. Mr. Warren certainly deserves to do well for his pluck and enterprise in this new country.

#### CHAS. J. AMAN, REVELSTOKE STATION.

Mr. Chas. J. Aman started the pioneer book and stationery store in Revelstoke four years ago. He carries a varied and attractive stock of books, stationery, musical instruments, fancy goods, etc., and a "smokers' department," in which the best selection of English tobaccos, pipes, cigars, etc., are to be had. Being opposite the railway station and the C. P. R. hotel, the store is a great convenience to the traveling public, who could in days gone by only get such articles at the larger towns east and Vancouver west. Since then Revelstoke has become a C. P. R. centre, and to keep up with the progress of the town, the population of which has increased from 1,000 to 3,000, Mr. Aman has more than doubled his stock, and now keeps on hand a complete line of stationery, all the latest novels of the day, the best scientific works on prospecting, mining, etc.; also reports and statistics from the office of the Geological Survey Department. He has always carried on business alone and under his personal supervision.

#### SMITH & M'RAE, GREENWOOD.

Messrs. Smith & McRae established their business in Greenwood May 16, 1897, and have since carried books, stationery, wall paper, fancy goods, toys, notions, kodaks and photographic supplies, drawing materials and surveying instruments. The members of the firm are Mr. W. F. Smith and Mr. Duncan C. McRae.

During the last two years Greenwood has experienced a considerable and substantial growth, having extended in population from about 350 to 2,500 at present. In the marked growth and prosperity of the town and surrounding mines, this firm have shared to some extent. When they began, the floor space occupied by their business was 300 sq. ft. This was increased to 700 sq. ft. in March, 1898. Last Autumn they put in a branch business at Phoenix, B.C., five miles distant from Greenwood. The floor space is 700 sq. ft.

#### LAMONT & YOUNG, KASLO.

The firm of Lamont & Young, of Kaslo, B.C., have, during their career in the Slocan, established a substantial and growing business, and are now widely known throughout the Kootenay. The business was started in 1896 by D. J. Young, who is

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still sole manager. Mr. P. Lamont, the senior partner, being manager of the Nelson branch of The Canada Drug and Book Co. The firm started out in a modest way, and at the time of their establishment they had considerable opposition in Kaslo. Now, after three years, the firm's business has increased to respectable proportions, and a year ago they moved into a store centrally located in the best block in the town. The stock carried by this firm, like others in British Columbia, is large and varied, consisting of books, stationery, fancy goods, wall paper, photo supplies, silverware, jewelry, musical instruments, pianos and organs, etc.

E. PIMBURY & CO., NANAIMO.

This town, the centre of the coal trade, is well established as a business centre, and the firm of E. Pimbury & Co. was started in 1875, and has steadily grown, until now it is one of the largest concerns of the kind on Vancouver Island. The firm carry the usual lines of stationery, cards, paper of all kinds, bags, twine, books, novels, blank books—in fact, an all-around stationery business—and are agents for Heintzman pianos and Doherty organs. The manager is Mr. F. McC. Van Houten.

### THE TRADE IN MONTREAL.

January dull in books, but periodicals, cards, etc. show much activity.

FROM THE BOOKSELLER AND STATIONER. Special Correspondent.

Montreal, February 6, 1900.

JANUARY has been an abnormally quiet month. Despite the discount book sales, which have been quite a feature in Montreal, the trade has been rather uninteresting. There have been absolutely no new books worth mentioning. It seems that the full effect of the war in Africa is only now beginning to be felt here. The English publishing houses noted the change some time ago, but there was no perceptible falling off in Canada. Now, however, the Old Country houses are doing little or no publishing, and a partial cessation of the book trade has resulted. The books which will come out later on in the Spring will be largely ones which have been held over, having been announced before Christmas. No announcements are being made at present. The special sales, no doubt, help a little to keep things going, and the trade ought to be able to work off some of their surplus stock once or twice a year by giving their customers the advantage of such reductions. People have, as a rule, though, enough reading matter immediately after the holidays, and don't worry the bookseller for new publications.

It is an ill wind that blows nobody good, for what has been lost in the book line has been gained in periodicals. Never before at this season of the year was there greater demand for the various British and American magazines—The Illustrated London News and Black and White, particularly, have been outstanding. I saw the first number of a new and very promising periodical which will rival The Graphic. It is called The Sphere, and the price just now is the same as that of The Graphic. The illustrations are superb, and will bear favorable comparison with any. Large orders have been sent for it to England. The companies here have had hard work to keep the trade supplied with the different British weeklies. It is a question, after all, whether the lull in books is not a blessing in disguise. The market has been flooded during the past months with a mass of indifferent literature, and people are beginning to weary of the innumerable paper-covered novels by altogether unknown authors, books for which 75c. is asked. Many prefer to take a 10c. or a 25c. novel, if the desire is only for reading to pass the time, rather than pay 75c. on speculation. The only apprehension is that the same thing will occur again, when the present depression is passed.

Within the past few days the paper edition of "Janice Meredith" has appeared, and the book has had some slight increase in sale therefrom. "Red Pottage" is the only other of importance. Beyond the appearance of the annuals, "Who's Who," etc., there has been little to report. Even the school books don't seem to have changed. The publishers down here evidently don't know how to work the Government as well as they do in Ontario.

The sale of valentines has served to brighten things a little bit in some of the stores, while in others the Easter cards will be made a feature instead. Different opinions are expressed by bookmen as to this branch of the trade, and some think that valentines have gone out, while others maintain that many are still being sold. There is no doubt that many are still bought for children; and, as long as the coachman persists in falling in love with the cook, there will probably be a sale for valentines. The lace variety finds especial favor.

Quite a number of Winter tourists are staying in the city at the hotels; but they do not make much difference to the trade. They are not, as a rule, a great reading class, and there is too much sensational news just now to encourage book-hunting.

#### NOTES.

Renouf has a fine assortment of valentines.

There has been no need, so far, for another edition of "A Bit of Atlantis." The

public are probably getting up the introduction, which is rather good and very long.

The Canadian Hymnal will shortly be out in a new and enlarged edition. The price will be same as previously.

The second number of "Books of the Day," issued by the Wm. Drysdale Co., is out. The subscription for this interesting pamphlet is a nominal one of 25c. per year.

An error occurred in the last report from Montreal. The "Twentieth Century New Testament" was referred to as being published by Briggs, instead of The Fleming H. Revell Co., Toronto. The book is controlled by them.

"Handbook for Literary and Debating Societies" is out in a second edition. The author is Lawrence M. Gibson, a son of the Rev. Munro Gibson. Hodder & Stoughton are the publishers.

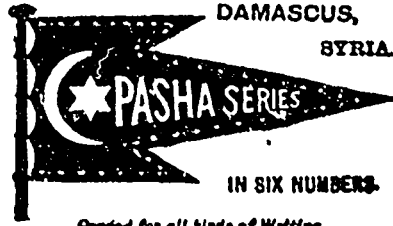
The Montreal Book Room are going in for Easter cards. They had a particularly fine stock of calendars at Xmas. They have control in this country of Eidersheim's "Life and Times of Jesus." This book is selling at \$1.25. It is, at the same time, a good bargain, and a book that is of interest in connection with the present course of the International Sabbath-School lessons.

C. Theoret, law publisher, will shortly have some new books. One of these is of the new laws relating to employers' liability for accidents in England and France, and their bearing on the law in the Province of Quebec, by Dean Walton, of McGill University.

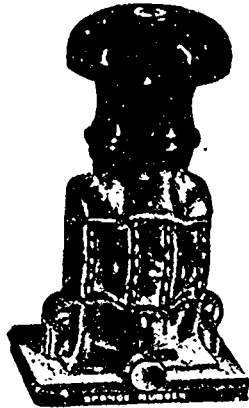
The new apartments of Henry T. Thomas & Co. have now for some time been open to the public, and are well worth inspecting from anyone. The company when asked as to the clientele for the high-class goods carried, stated that though at present not very large, still it was growing continually. The rooms have been described before, and are gotten up more like a drawing-room or a studio than a store. Plaster cuts of well-known authors adorn the walls. The ceiling and frescoes are written with quotations from famous men, as to the value of books and literature in general, e.g., "The masterpieces of literature are worth reading a thousand times."—[Morley] The book shelves are filled with the most costly editions of the works of the best American and European authors, and on the table in the centre of the room lie large scrap books of fine workmanship, sketch books, etc. Just now there are on exhibition pictures to illustrate the novels of Honore de Balzac. Of these there are 92, and a catalogue is furnished with quotations, so that there is no difficulty in following the pictures, even for those who have never read De Balzac. None of the trashy type of novels are to be found at all. There is a careful selection of sumptuous single volumes, which are specially suited for gifts.

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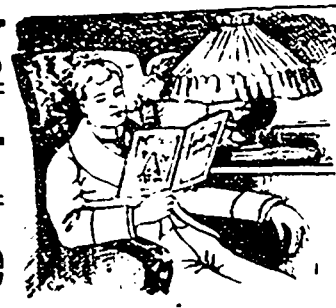
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