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THE
Canadian Bookseller

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades.

PUBLICATION OFFICE, ROOM 66, YONGE STREET ARCADE.

Vol. I.]

TORONTO, OCTOBER, 1888.

[No. 7

ESTABLISHED 1840.

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AND

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We wish particularly to remind the trade that our exclusive arrangements with the publishers for advance supplies, enable us to publish in Canada, simultaneously with London and Paris.

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THE TORONTO NEWS COMPANY,
 Wholesale News Dealers, Booksellers and Stationers,
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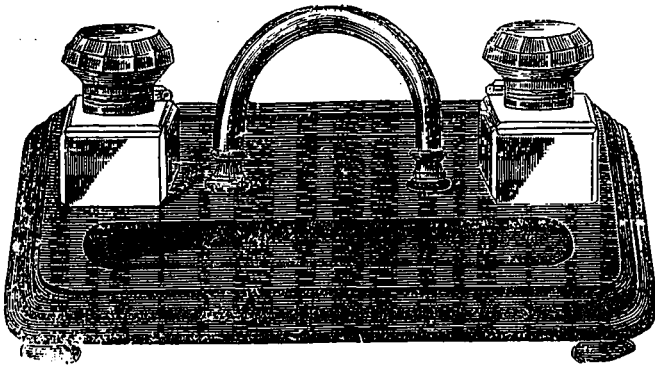
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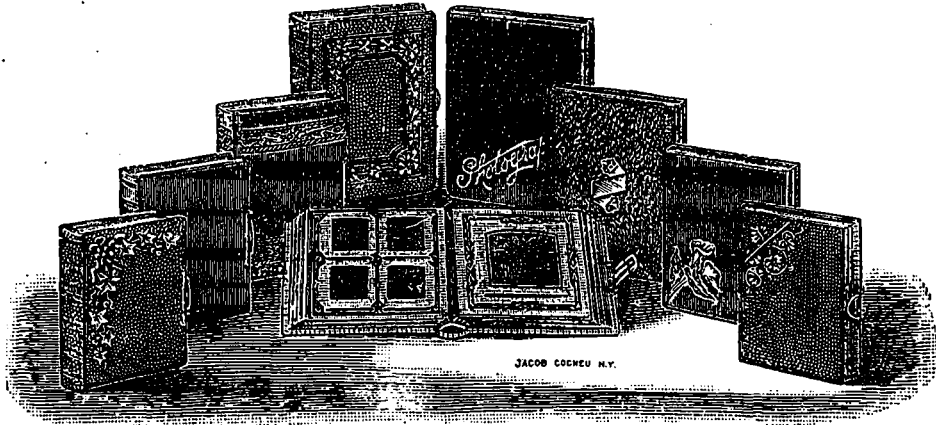
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BROWN BROS., Manufacturing Stationers, Toronto.

THE
Canadian Bookseller,

Devoted to the interests of the

BOOK, STATIONERY AND FANCY GOODS TRADES,
PUBLISHED MONTHLY

TERMS OF SUBSCRIPTION :

Per Annum, in Advance.

To Canada and United States, - - - 50 Cents.
" Great Britain and within the Postal Union, - 75 "

Communications on questions of interest to the Book, Stationery, and kindred trades, are solicited.

Subscribers wishing any special information in regard to the Toronto Market will receive prompt replies to inquiries.

The Editor does not hold himself responsible for the views expressed in contributed articles or communications.

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George H. Suckling, of I. Suckling & Sons, combined business with pleasure in a trip to the North-West and Pacific Provinces last month. Mr. Suckling was born in Canada and has always held strong national sentiments, but since he has seen our magnificent inheritance in the North-West and beyond the Rockies, he is even more enthusiastic and more than ever convinced that there is a grand future in store for the land of his birth.

Looks Like Business

The Copyright Association of Canada are about to open a vigorous campaign in behalf of a Copyright Act, on the lines of the National Policy, so as to secure justice to Home Interests, and will open the ball by a meeting of the Association at the Board of Trade rooms, Wellington street east, Toronto, on Thursday, the 18th inst. Authors, Booksellers, Publishers, and others interested in Copyright, from the publisher of a daily paper, or of a journal published in the interests of the book trade, to the journeyman compositor or pressman who wants to see more work come into the office where he is employed, are eligible for membership. The membership fee is \$10, of which \$5 must accompany the application. Further information may be obtained from J. ROSS ROBERTSON, Esq., the President, or from the Editor of this journal, who is the Secretary of the Association. We trust there will be a good attendance, so that this important question may be thoroughly discussed.

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Postal Reform.

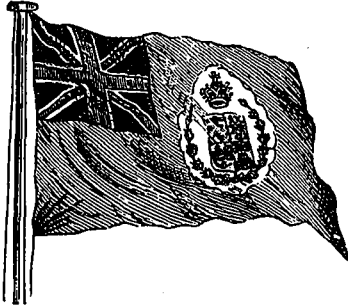
THE CANADIAN BOOKSELLER recognises the fact that the Dominion Government, through the Post Office department, has acted most liberally in the case of newspapers and periodicals, by carrying them free of postage for some years past. We recognise further that our rate of postage on bound books is just one-half what our neighbors over the border have to pay; and further, that we enjoy the benefit of Government security in the Post Office Savings Banks, which boon has not yet been granted to the citizens of that much vaunted Republic, the United States. But, while giving our Government every credit for the privileges we already enjoy, we must urge on them the necessity of continuing the good work. We are ahead of Brother Jonathan in other things; let us keep ahead of him in this. And to do this there are at least two reforms urgently needed :

1st, The public require a two cent letter rate in place of the present three cent rate.

2nd. The book trade require a rate of one cent a pound on paper covered books issued at regular intervals, and on periodicals, whether English or American, mailed by wholesale or retail dealers.

As to the first of these reforms, we are pleased to know that the authorities already have it under consideration, and we consider it as good as settled that the two cent rate is in view.

As to the second point, we showed last month that the Government would save money by its adoption, as well as put an end to the discrimination in favor of the American publisher which is directly encouraged by the present rate.



CANADA FIRST!

We fling the Flag of Canada to the breeze because we believe in CANADA FIRST! We use this expression in no narrow sense. Any honest, able-bodied man who can pay his way, is welcome to make his home among us. But as citizens of Canada, a country of vast extent and with a great future before it, it behooves us to bear in mind the words of Principal Grant, when he said "CANADIAN INTERESTS ARE OF FIRST IMPORTANCE."

This is the platform upon which THE CANADIAN BOOKSELLER stands, and it is from this point of view that we ask the BOOK TRADE and the GOVERNMENT to look at such an important question as that of Copyright. As soon as that is done, the Berne Bill will be buried out of sight under an avalanche of argument in favor of Home Production!

Those of the trade who want a useful 'tool' should order a copy of *The Tariff*, a list of books on protection and free trade, published at 25 cents. When you get it, show it to your customers, and you will be certain to secure orders for a good many of the 700 books listed.

Attention, All!

The annual meeting of the Booksellers and Stationers Association of Ontario will open in Toronto on Wednesday, the 31st of October.

Let every member of the Association strain a point and be present without fail.

More than one question of the utmost importance awaits your consideration.

Undoubtedly the most important, however is that of Copyright. We would that the trade could be fully aroused to the gravity of this question. It is pretty well understood that the Government will again introduce the Berne Bill at the next session of Parliament, and it will require a vigorous protest from the trade and the reading public to turn them from their purpose. That protest will be forthcoming, we feel certain, and the National feeling is growing so strong that our Government dare not place the publishing interests of this rapidly expanding country in the hands of publishers three thousand miles away. We want no alien publishers for Canada. We want to deal fairly by the author, but we must and will have Home Production as far as possible. And we believe that the more this matter is discussed the more will it be seen that Canadian interests would suffer under the operation of the Berne Bill. A rough draft of a Bill, prepared by the Copyright Association of Canada, containing suggestions to the Government for the operative clauses of a Copyright Act which will foster and encourage Home Interests, will be ready for the consideration of the Association at this annual meeting, so let all who can be present.

Another question is that of postage, which we have touched on in a separate article.

Still another, is that of duty on fashion magazines. Therefore; again we say, Come one, Come all!

James Imrie, with Warwick & Sons, returned last month from a trip to what used to be known as 'the great Lone Land,' but what new settlers and the C. P. R., are rapidly converting into a populous and prosperous country. Mr. Imrie went along the line of the C P R, and right through to the coast. He had a very successful trip, and like all the rest of the boys reports the prospects out there as most encouraging.

H Meade, of Brighton, is spending two weeks at Clifton Springs.

AN OPEN LETTER

To the Rt. Hon. Sir John Macdonald,
Prime Minister of Canada.

RIGHT HONORABLE SIR:—

Near the close of the last session of the Dominion Parliament, you stated from your seat in the House, that the Bill amending the Copyright Act had been withdrawn for that session.

No doubt the repeated, vigorous and earnest protests which poured in upon you and your colleagues from those whose interests were more particularly affected, had something to do in deciding you to withdraw the Bill. But, no matter why it was withdrawn—I will only say that we are duly thankful to you for holding it over, as we are quite satisfied that once you see its purport, it will not be again brought forward.

It is understood that the object of that Bill was to place Canada under the operation of the Berne Copyright Convention.

There seems to be an opinion abroad—whether it is well-founded or not you alone can say—that unless it can be shown that the Bill would operate prejudicially to Canadian interests, it will be re-introduced at the next session.

I therefore take this opportunity of publicly addressing you on the subject, with an endeavor to show that under the operation of the Berne Bill the Book, Publishing and Printing interests of Canada would be disastrously affected.

In the first place, Sir, I would ask you to remember that under our present law, as soon as Canadian copyright is secured, the importation of the American reprint is prohibited, *BUT*, (and I would draw your special attention to this) Canadian copyright can be secured *ONLY* on the express condition of manufacture in Canada. The Berne Bill would sweep aside this provision. Therefore, instead of extending the principle of Home Manufacture of books, (which would be consistent with the principles so ably upheld by your Government,) you would, by the adoption of the Berne Bill, strike a deadly blow at the many and important Canadian interests concerned in the manufacture of books.

Again, recent events have served to kindle anew the national feeling in the breast of every true Canadian. Imbued with this inspiration,

I appeal to you in the strongest terms, to consider well before adopting a Bill which would practically throw the publishing interests of this Canada of ours—this great and rapidly-expanding country—into the hands of printers and publishers thousands of miles away.

Again, there is a most pronounced feeling that the time has come when, as Canadians, we should be at liberty to make our own Copyright laws. We do not wish to wrong the author, but we do want, as far as is practicable, to encourage and foster the manufacture of books in Canada. This view of the case is upheld by many of the leading men and firms interested in publishing and printing, in Toronto, Montreal, St John, Halifax, Winnipeg, Victoria, etc., Most of the leading men in all these places, interested in the publishing and manufacturing of books are strenuously opposed to the Berne Bill, and I would respectfully urge upon you that the views of this influential body, having in the aggregate many millions of dollars capital invested in business, are entitled to every consideration in a question affecting their interests so seriously as does that of copyright.

Lastly, as one having confidence in you, and believing that you will continue to stand up unflinchingly in support of that National Policy which has done so much to foster and develop Canadian industries, and for which many of us fought hard in days gone by, I leave this matter in your hands, with a firm conviction that you will see justice done to Canadian printing and publishing interests, and that you will see that justice cannot come out of such a Bill as the one introduced at the last session.

I have the honor to remain, Sir,

Most respectfully yours,

RICHARD T. LANCEFIELD.

Two Travellers Return.

W. J. Gage, of W. J. Gage & Co., has returned from a short business trip] to the Old Country.

S. J. Moore, of James Murray & Co., has also returned after a six months visit.

Like many another who preceded him, Mr. Moore was pleased to see the sights and wonders of the old world, but he returns to Canada with a greater love than ever for it, and fully convinced of the truth of the old saying "There's no place like home."

Looking Ahead

Date : Wednesday, 31st of October.

Scene : ———

Dramatis Personæ : Sundry Booksellers and their friends.

Time : Say 10.30 p m.,

CHAIRMAN SHARPE : "Now, gentlemen, let all join heartily in the chorus.

Mr. ———, the silver-tongued soloist, then continues :

And here's a hand, my trusty firen',
And gie's a hand o' thine,
And we'll tak a richt guid willie-waught,
For auld lang syne.

CHORUS :

For auld lang syne, my dear,
For auld lang syne,
We'll tak a cup o' kindness yet,
For auld lang syne.

What We Would Do.

The *Newsman* asks "Suppose Mr. CANADIAN BOOKSELLER, the United States pass a retaliation law against Canada, would the Canadian book trade boycott our books?" Now that's a poser, and no mistake. But in the first place we don't believe a retaliation bill will be passed. But if it is passed, here is the plan outlined by a leading dealer when talking about it the other day ;

1st. Push the sale of Canadian made books.

2nd. Give the next preference to books from Great Britain, provided they compare favorably in price with the same books of American manufacture. "For," said he, "while I am patriotic to the back-bone, I am not quite such a fool as to want to sell one copy of an expensive British book when I could sell ten copies of the American book. I don't believe in biting my nose off just to spite my face."

'Bout Boycotting.

The *Newsman* does us the honor of copying our article of last month, and adding some editorial comments thereto, one paragraph reading as follows : "The whole system of boycotting is wrong. It is force against force, and against all principles of liberty and justice ; but we are not living in an ideal age, and while the spirit of commercial competition remains on this planet

we will see boycotting and trusts on a much larger scale.'

True, Mr. *Newsman*, we are not living in an ideal age. But don't you think, now, that each of us can do something towards making it an ideal age? Of course you do, and therefore you are doing what you can to that end ; but to our mind boycotting only intensifies an evil without remedying it. Seeing, as you acknowledge, that it is a wrong, why should we pit a wrong against it? We are in favor of pitting Right against Wrong every time in these days. This would hardly have answered a hundred years ago, because then the men who stood up for the right were apt to be seized without warning and left to rot in a felon's cell. But, thank God, we are so much nearer the ideal age that a man may dare to stand up for the right. By so doing, he may, it is true, incur the displeasure of a class or a clique, but no *lettre de cachet* can now consign him to a noisome dungeon. We therefore say again that in this age of free speech and the ballot Right will triumph without the aid of such a measure as the open boycott.

Forthcoming Books.

A Strange Message, by Dora Russell, paper, 30 cents. Canada Illustrated, from the Atlantic to the Pacific, \$1. The Mystery of a Hansom Cab, paper, 25 cents. By William Bryce, Toronto.

A Crack County, by Mrs. Edward Kennard, paper, 30 cents. The Beckoning Hand, by Grant Allan, paper, 30 cents. A Witch of the Hills, by Florence Warden, paper, 30 cents. The Rogue, by W. E. Norris, paper, 30 cents. By National Publishing Company, Toronto.

Physical Culture, by E. B. Houghton, new and revised edition, 50 cents. Spelling Book, a Companion to the Readers, new edition. Metropolitan First, Second and Third Readers, new editions. By Warwick & Sons, Toronto.

Chase's Recipes, new edition, entirely reset from new type, and bound in oil-cloth cover, \$1. Mary, Queen of the House of David, by Rev. A. Stewart Walsh, with introduction by Rev. T. DeWitt Talmage, cloth, \$1. By Rose Publishing Company, Toronto.

These Sayings of Mine. A series three pretty little Booklets, illustrated in color and monochrome with illuminated cover, to retail at 10 cents each. By Archer G. Watson, Toronto.

About Bank Breakers.

The tragedy-farce yclept "The Failure of the Central Bank" continues to hold the boards. The liquidators still draw their fat allowance of \$300 a month, the lawyers continue to roll up princely fees for attendance and advice, and the costly machinery of the law courts is kept in motion to straighten out the tangle, while the public are supposed to stand by and "pay the piper" without a murmur. Well, our voice may be feeble, but we do hope that this thing will be brought to a close soon. And it is evident that our banking laws require material amendments. Please enroll us with those who are demanding that the Government issue all the bank bills that are required. Experience has demonstrated that this duty cannot safely be delegated to individuals or corporations.

Stick to your Business.

The recent failure of a well-known Toronto merchant deserves more than passing notice. Here was a man doing an excellent business, and making money out of it, too. But alas, he was'n't making it fast enough for this go-a-head age, and like too many others he became involved in the vortex of outside speculation. At first he was successful, and then ventured deeper, until interest on mortgages became so heavy that he was unable to pay, and was allowed to assign. Now it is reported that he has settled at 40 cents on the dollar. It is hoped that this will be a lesson for him as well as others to stick to legitimate business and leave speculation alone. But look at it in any light you like, the fact of allowing the man who fails in business simply and solely through outside speculation to get off by paying a percentage on the dollar, is not a very edifying spectacle to the honest dealer who is plodding along and paying 100 cents on the dollar.

Are You Insured ?

To the retailer who has a snug balance in the bank sufficient to pay all his debts, this question might be considered as impertinent. But to the dealers who are not in this enviable condition, and who from choice or otherwise buy on credit, we wish to say a few words. It is a duty you owe to yourself as well as to your creditors, that you should keep your stock well insured. Then should fire visit you, you will not be entirely stranded. And the fire fiend has been very busy among the stores of book and news dealers the past year. It may be a poor consolation to have only a small insurance if you happen to be burned out; but would you not, in such a case, be positively happy in contrast with the man who

had no insurance? Of course you would, and therefore it would be better for all to follow the request of the Wholesale Grocers Guild to the retail grocers, to keep their stock insured to the amount of at least 60 per cent of your liabilities. Then should disaster overtake you, you will find your creditors inclined to deal liberally with the man who while watching his own interests has born theirs in mind also.

All Should Share Alike.

Ask the average business man in these days and he will confess that business morality is at a very low ebb. Men would like to trust one another, but in practical life bitter experience soon teaches them that it is far safer to have an agreement down in black and white rather than trust to the word of even an old friend. This, of course, is a deplorable state of affairs, and it is no wonder that men should wish that things were not so, and sigh for the time when a man's word will be taken and can be relied on as readily as his bond. But there is one kind of morality which requires considerable attention before such a desirable state of affairs will hold sway, and that is the kind of morality which looks on complacently and sees one creditor always paid in full while the others are forced to take only a percentage. It is only a few months since a firm in this city compromised with their creditors for 40 cents on the dollar. They had been in business in one stand for many years, under one landlord. They had also been dealing with several business houses during those years, and yet when failure overtook them, the wholesale houses had to be content with their percentage, entailing a loss of hundreds of dollars on the large creditors, while the landlord was paid every dollar of his claim in full.

"And isn't that all right, when the law allows it?" some one will ask.

Well, it may be law. But is it justice?

And isn't this one of those cases in which a little less law and a good deal more justice would be beneficial?

Look into this and see if there isn't something wrong in this system.

It is quite evident that some houses over the border don't have much business with Canadian houses. The other day a wholesale house in this city received a cheque from Chicago, on the National Bank of the Republic, New York, for the sum of Fifteen Cents! That's pretty cheeky now, isn't it, sending a cheque for 15 cents, that would cost 25 cents to get cashed. Only if you keep it up, Jonathan, you'll have to quit laughing at the ignorance of the Blawsted Britishers!

Monthly record of Canadian Publications.

Publishers are asked to send to the Editor a copy of any book or pamphlet published by them, so as to ensure correct entry in our list.

- Canadian Music Course, by Alexander T. Cringan. Book III, paper, 25 cents. Canada Publishing Company, Toronto.
- English Literature for University and Departmental examinations, 1888-1889. The Lay of the Last Minstrel, and Goldsmith's Citizen of the World. Hon. George W. Ross, Toronto.
- Elementary Book-keeping, third edition revised 68 pages, full cloth, title stamped on side, 25 cents. A. & W. Mackinlay, Halifax.
- Fall (The) of New France, 1755-1760, by Gerald E. Hart, with portraits and views in artotype, paper, \$3, cloth, \$3.75. W. Drysdale & Co., Montreal.
- Female Life in Prison, by F W Robinson, paper, 30 cents. Rose Publishing Company, Toronto.
- Hand-Book for the Dominion of Canada, by S E Dawson, cloth, \$1. Dawson Bros, Montreal.
- Hand-Book of the City of Montreal and environs, by S E Dawson, 50 cents. Dawson Bros,
- Improved Time and Pay Roll, by David William Bundy, Toronto.
- Insurance Plans of the City of Hamilton, by Chas. E. Goad, Montreal.
- Judge Burnham's Daughters, by Pansy, cloth, \$1. William Briggs, Toronto.
- Landsman's (A) Log Book, by John T P Knight, Woodstock, N B.
- McMillan's North-West Territories Copy Books, in 8 Numbers, 10 cents each. J & A McMillan, St John, N B.
- Maiwa's Revenge, by H Rider Haggard, paper, 30 cents. Rose Publishing Company.
- Mere (A) Child, by L B Walford, paper, 30 cents. William Bryce, Toronto.
- Modulator, (The) a chart. Canada Publishing Co. No. 1, 3 columns, 35 cts, No 2, 5 cols, 50 cts.
- Outlines of Canadian History, for the use of Schools, by a Catholic Teacher. James A Sadler Montreal.
- Stevens' Digest New Brunswick Reports, 1879-1886. Carswell & Co., Toronto. Half Calf, \$5.
- Simple Rules in Arithmetic, by R T Martin. The Copp, Clark Co, Toronto. Limp cloth, 10 cts.
- Straight as a Die, by Mrs. Edward Kennard, paper, 30 cents. National Publishing Company, Toronto.
- Young (The) Seigneur, or Nation Making, by W Chateaucclair, paper, 50 cents, cloth, \$1. W Drysdale & Co., Montreal.

W. K. Ireland, of Owen Sound, called on us during the Fair. He has recently purchased the stock of W. J. Creighton, and now has one of largest and best assorted stocks in Ontario. Close application to business, with a careful study of the wants of the community, have enabled Mr. Ireland to thus enjoy the smiles of Fickle Fortune.

The Gripsack is the title of a new and spicy monthly, published at St. John, N. B., by Knowles & Reynolds.

Are you a live dealer? If so, you want a catalogue of toy books, picture blocks, games and puzzles. Then drop a card to McLoughlin Bros., 623 Broadway, New York, and ask them to mail you a copy of their 84 page illustrated catalogue as mentioned in this journal. It is really valuable to every dealer in these goods.

Will One Line Stores Disappear?

(Written for the BOOKSELLER.)

By "One Line" stores I mean those that confine themselves to one line of goods—a book store selling only books, a jewelry store selling only jewelry, a dry goods store selling only dry goods, a grocery store selling only what is generally classed as groceries. And it is a strange thing, to say the least, that, while in the manufacturing line, competition has the effect of making specialists of the workmen, it has a directly contrary effect on the distributors. In the manufacture of watches, for instance, one hand no longer does the whole work. Instead of that, the work is now subdivided up into many departments, and a workman will be almost as much at sea in a department outside his own as will a beginner who has just entered the factory. In the manufacture of paper, we see similar results. There are mills to-day which, by making a long run on one particular grade of paper, are enabled to produce it cheaper than the mills that make only a small run on the same grade. But come to the distributors, both wholesalers and retailers, and what do we find? Why that the terrible competition is forcing houses who do not want to do it, to take up goods outside their regular line so as to make a little more money. And unfortunately it is books, newspapers, and fancy stationery that are among the first articles to be put into the stock of any one who is looking for outside goods. In the *Canadian Grocer* of recent date an illustrated advertisement set forth that the firm dealt in brooms and brushes, wooden-ware and pens, playing cards and goodness knows what else. Now, as the late lamented Mr. Spoopendyke would say, why don't they add drugs and dry goods, and do all the trade of the country at once! And yet, what can be done? Competition is such that dealers cannot be blamed for selling any and everything that will help them pay the rent and make a decent living. And the only alternative for the legitimate trade is for them to face the competition. This will necessitate the closest attention to business, being on the look out for bargains which can be run off as leaders, and always buying the best goods at the closest prices. Inexperienced men, those who are trying to carry a heavy stock on a small capital, those who do not keep a close eye on their business so as to readily detect any leaks which may tend to re-

duce profits—these people will undoubtedly suffer, but no plan could be devised to carry such houses through the storms that periodically sweep over the business world. Keeping these facts in mind, we believe that the "one line" book and stationery stores will continue to hold their own. But others must be left free to sell Pens and Pencils, or Albums and Anchors, if they are foolish to want to.

Keep out of Debt.

"Half the young men in this country, with many old enough to know better, would go into business—that is, into debt—to-morrow, if they could. Most poor men are foolish enough to envy the merchant or manufacturer whose life is an incessant struggle with pecuniary difficulties, who is driven to constant shifting, and who from month to month barely avoids the insolvency which sooner or later overtakes most men in business: so that it has been computed that but one man in twenty achieves pecuniary success. For my part I would rather be a convict in the States Prison, a slave in an African jungle than pass through life under a load of debt. Let no man envy his neighbor, or think himself unhappy or poor, so long as has the full use of his limbs and faculties, and is substantially free from debt."—*Horace Greeley.*

Trade Chat.

A. E. Huestis, with William Briggs, said the other day, "It will be a great relief to us when we get into our extensive new premises on Richmond and Temperance streets. We are greatly inconvenienced now for want of stock room, as this fall we are receiving unusually large imports from the English and American markets."

The Rolland Paper Company are manufacturing a great variety of book, writing and envelope papers. Write for samples, and give the preference to Home Manufactured goods when possible.

The Postmaster-General announces that in future when it is difficult or impossible to obtain registration stamps, the ordinary letter stamps may be used instead. This is another step forward by the Department, for which favor many thanks.

T. B. Peterson & Brothers, of Philadelphia, have recently issued 25 cent editions of several fast selling books, among them being *Nana* and *La Terre*, by Emile Zola, and *Tried For Her Life*, and others of Mrs. Southworth's wonderfully popular books. Dealers are invited to ascertain the low rates at which these books are offered.

M W Waitt, of Victoria, B C, was in Toronto last month. He came by way of 'Frisco and New York, and was returning via Port Arthur and the C P R.

The Toronto News Company report that the advertisement in the last BOOKSELLER of their People's Edition of Standard 12 Mos., at \$28.00 per 100, has been productive of good orders. They therefore repeat the ad. in this number.

George E- Desbarats & Sons, Montreal, have taken an action for \$10,000 damages against Berthiaume & Sabourin, publishers, for infringement of copyright.

Cupples & Hurd, publishers, Boston, have now in hand an United States edition of *Poems and Translations*, by Miss Mary Morgan, with the poetical sub-title of *Woodnotes in the Gloaming.*

The International Literary Congress sitting at Vienna, decided that author's copyright should include the right of translation. The Congress also expressed the wish that the United States would accept the Berne convention.

The Canada Railway News Company stand to lose over \$500, through the absconding of Albert Griffin, who had charge of their stand at the Union Station for the last eighteen months and who left the city on the 22nd inst., for Detroit.

H. B. Wright, Newsdealer, of Brockville, was drowned on the 23rd ult. With five others he went out in a yacht, which shipped a big sea and capsized, and only one of the party was saved. Mr. Wright leaves a wife and child to mourn his loss.

T. Langton, with Rose Publishing Company, has booked a large number of orders for Prang's Christmas Cards, Booklets, and Novelties. A complete set of samples of these goods will be on view at their warehouse in Toronto this month for the inspection of the trade- visiting the city.

E. A. Taylor, the London Stationer, met with a serious accident on the 18th of last month. He was standing on a small step ladder assisting in removing some of the fixtures from his old store, when he lost his balance and fell striking his temple with great force. He was picked up insensible and medical aid summoned, afterwards being removed to his home. His leg was also injured.

Mr. Rider Haggard takes more interest in the negotiations for a copyright convention with the United States than any other writer of fiction in England. He calculates that he has lost about \$250,000 by the absence of such a convention. This is by no means improbable, as "*King Solomon's Mines*," "*She*," and "*Allan Quatermain*" are immensely popular on this side of the Atlantic.

SELECTIONS FROM

Dodd, Mead & Company's

ANNOUNCEMENTS

For the Autumn of 1888.

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Fifty of the most notable etchings of Rembrandt, reproduced in Paris by the photogravure process; with biography of Rembrandt, and descriptive and historical notes to each picture, by Chas. B. Curtis, author of "Velazquez and Murillo." Folio, Vellum, with elegant design in gold. About \$25 00. Limited edition of 50 copies on Japan paper.

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Elsie's New Relations.	Elsie at Nantucket.
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Read what the Toronto Press says of our Exhibit of Account Books and Letter-Press Binding and Printing, shown at Industrial Exhibition, Toronto, 12th to 22nd September, 1888

THE GLOBE.
SEPT. 21.

THE enterprise and experience of Warwick & Sons have enabled them to place on view a collection of manufactured books which has not as yet been surpassed in this country. While the general impression is that the collection is unsurpassed in merit, an examination of the different styles and the quality of the work done in each, indicates plainly that their merit is not alone in their beautiful finish, but depends mainly on the intrinsic excellence of material and workmanship. It is a pleasure to notice an exhibit of this kind which does honor to the country. Several account books for the Ontario Government, to whom Warwick & Sons have been printers and bookbinders for some years, are beyond question some of the best specimens ever shown.

THE whole exhibit is among the best we have seen, and reflects the highest credit on the firm, not only for the excellence and beauty of the several articles which compose it, but also for the progress which is apparent in almost every stage of their manufacture, testifying to the fact that WARWICK & SONS are "keeping pace with the age." Some account books for banking and mercantile offices were covered with a canvas cover, which is a specialty of this firm. It is bound with leather at the corners and back, is lettered same as cover, and is so contrived that it never wrinkles. There is also shown a large assortment of writing pads, padded by the celebrated "Johnson Process," of which WARWICK & SONS are the patentees. The letter-press portion in an important and very creditable part of this exhibit, as it shows both printing and binding and demonstrates the ability of the firm to perform completely all the details of publication.

THE EMPIRE.
SEPT. 21.

THE WORLD.
SEPT. 20.

MANY of the special features of excellence here placed on view have originated with this enterprising firm, and are the result of long experience and a close observance of the requirements of the trade. Among the numerous grades of account books is a remarkably handsome, full-calf, inlaid ledger, for the High Court of Justice, which is one of the finest books of this nature ever shown in this country. For the Bank of Commerce there is a large number of books in various bindings, and those in half-calf and half-levant morocco cannot be surpassed in excellence and general high finish. In the limits of a brief notice it is simply impossible to do more than give a faint conception of the merits of this admirable exhibit, which is decidedly ahead of anything previously shown and highly creditable to the exhibitors.

ON the ground floor of the Main Building at Canada's Great Fair is the magnificent exhibit of Messrs. WARWICK & SONS. It occupies a commanding position and is extremely attractive, reflecting the highest credit on the firm for the excellence and beauty of the several articles which compose it. There are on view several of the books used by the Western Assurance Company, which present a variety of styles. Some of the heaviest of these are bound in English buckram, double Russia bands, with gold lacing, and are beautifully finished. On the whole, the exhibit is the best we have yet seen, and is a practical illustration of the fact that WARWICK & SONS are alive to the necessity of keeping pace with the progress and demands of the age.

THE TELEGRAM.
SEPT. 21.

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JOHN W. LOVELL COMPANY, Publishers, 14 & 16 Vesey St., N.Y.

A Big Enterprise.

Mr. J. C. Blair, the Manufacturing Stationer in this place, intends beginning work on the enlargement of his present large building at the corner of 6th and Penn streets on Monday next. The new building will be 100 feet in front and extend back 88 feet, and will be six stories high, not counting the basement or attic, and the stories will be from 9 to 12 feet high. The total height of the structure will be 85 feet, the tallest and largest building, perhaps, between Philadelphia and Pittsburgh. It will be built of hard brick, with brown stone and terra-cotta trimmings, and will present a handsome and unique appearance. There will not be any plastering, the walls being painted and the ceilings of finished timbers. The architect is Mr. Fred. Olds, and the construction will be under the superintendency of Mr. Henry Snare. This new building will be connected with the five-story building (52x210 feet) erected in 1884, by a twenty foot connection joining the floors, excepting the lower or basement floor, which is reserved for a general arched drive or entrance way into the inside court or open space. The style of architecture is somewhat after the new DeVinne building, where the Century Magazine is printed, in New York, Marshall Field & Co.'s new wholesale store, Chicago, and the Reading Iron Works building, 220 South Fifth St., Philadelphia, all of which are striking examples of later day

architecture. No surplus of ornamentation, the beauty consists in solid and substantial brick and stone-work, deep and large windows, bold and effective, without the elaborate details which tire both the eye and the pocket book.—*Huntingdon Daily Local News, June, 1888.*

The legal weight of a sheet of paper came before the Supreme Court, Brooklyn, a short time since, for adjudication. The application grew out of a recent rule adopted by the Supreme Court, ordering that all legal papers intended to be filed must be on paper weighing not less than fourteen pounds to the ream. This rule was adopted in order to abolish the thin manifold copies of documents which have become popular since the use of the typewriter. The case came up on the refusal of a lawyer to accept certain documents on the plea that the paper was not of the required weight.

John Wanamaker, of Philadelphia, says: "To discontinue an advertisement is like taking down your sign. If you want to do business, you must let the people know it. Standing advertisements, when changed frequently, are better and cheaper than reading notices. They look more substantial and business-like, and inspire confidence. I would as soon think of doing business without clerks as without advertising."

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WHOLESALE NEWS DEALERS, BOOKSELLERS AND STATIONERS,

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From **T. Fisher Unwin, London.**—Gladys Fane, a Story of Two Lives by T. Wemyss Reid. Price two shillings. Gladys is the spoilt darling of a fine old English gentleman. The Father, who has been a widower for many years, suddenly marries again. Determined to break the high sprit of Gladys the mother-in-law succeeds only in driving that young lady to desperation, with the result that she finally runs away from home and settles in Paris with some new found friends. Here she renews her acquaintance with the hero of the story, Rex Mansfield, and the author constructs a very good story in following the fortunes of the loving couple. Altogether it is a capital story and it is no wonder that it reached a fifth edition soo after publication.

From **William Bryce, Toronto.**—Black Blood. A Peculiar Case. A Military Story, by George Manville Fenn. An intensely interesting story, that once begun cannot be laid aside till finished. If we mistake not it will prove the best selling book on Mr. Bryce's list. Dealers can confidently recommend it to any customer asking for something worth reading.

From **Archer G. Watson, Toronto.**—Samples of new Booklets, just ready, as follows: The Voice of Nature, 40 cents. Heart Whispers, 35 cents. Resting, 35 cents. The Cottar's Saturday Night, by Robert Burns, illustrated by J. Stanley, 35 cents. When to trust Jesus, 35 cents. As White as Snow, 25 cents. Heavenly Pastures, 20 cents. These are all beautifully printed in monotints or colors, with illuminated covers, and being mostly of a religious nature, will commend themselves especially to dealers having this class of trade. But probably the greatest favorite will be the Cottar's Saturday Night. This beautiful poem of the beloved Scottish Bard will be eagerly bought by thousands so soon as their attention is called to it by the trade.

From **Frederick Warne & Co., London and New York.**—Nuttall's Standard Dictionary, 816 pages, 100,000 references, cloth, \$1.00. This is a most popular dictionary, and it well deserves the success it has met with, as it is wonderful value for the money. It should be kept in stock by every dealer, as it is a sure and steady seller. All jobbers have it.

From **Rose Publishing Company, Toronto.**—Miss Lou, by E P Roe, paper, 30 cents, cloth, \$1. A very good story of love and adventure during the exciting times of the American Civil War. Fully equal to the best of this popular author's previous works, and one that the trade can order with confidence as it is not only a pure book but one that sells well.

Jewelers and Stationers.

Stationers are growling somewhat because jewelers are encroaching on their business. It is something like the fight between tea dealers and crockery stores, only a shade higher in the mercantile scale. Every fashionable jeweler has a line of the finest stationery in stock nowadays, and does a very profitable business in that line. To him is entrusted the preparation of the crest, monogram, or address which his fair patrons desire on their letter paper. Monograms, by the way, have gone out of fashion, and the correct thing is a modestly printed line on the upper left-hand corner of the note sheet, giving simply the number and street of the writer's residence — *Geyer's Stationer.*

A fountain pen has been patented by Fred A Robinson and Amy I Smith, of New York city. This invention relates to that class of fountain pens which employs a nib pen, and consists principally in such construction of the pen that it is adapted to have a longitudinal movement which is utilized for feeding the ink to the pen.

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The following were in town last month: G A Metherell, Lindsay; W H McCaw, Port Perry; J Anderson, Paisley; H McGillivrey, Uxbridge; D F Kilgour, Arthur; J Glover, Uxbridge; W J Conron, Barrie; A Ronald, Minessing; B C Fairfield, St Catharines; Mrs Allin, Whitby; F Stewart, Stayner; Cook Bros, Serpent River; W Middlemiss, Kingston; P C Trebilcock, Bowmanville; F King, Uxbridge; W Cornforth, St Thomas; P Trebilcock, Cobourg; H P Chapman, Ripley; J K Cranston, Galt; T J Sanders, Creemore; W J Henry, Kincardine; H Dickenson, Woodstock; B H Rothwell, Brantford; J Greig, Hamilton; J Tindale, Iroquois; J P Cotie, Portage du Fort; E C Rice, Wyoming; J D Conway, Hespeler; F Metcalf, Blyth; G R Hamilton, Orillia; J Neilson, Brockville; A H Mellish, Brantford; A S Goodeve, Chesley; J J Johnson, Chatham; G Hynds, Acton; H Watson, Milton; N S Tarr, Ottawa; J Hope, Ottawa; T Cranston, Caledon; W Pervis, Columbus; J A Nelles, Guelph; P W Campbell, Forest; J McDougall, Fort William; J H Kenner, Bowmanville; W Grange, Newburgh; A L Holmes, Chatham; R Harston, Roseneath; Fead Bros, Cannington; A Ryley, Bethany; J Sharpe, Jr, Owen Sound; J Cloke, (Eastwood & Co) Hamilton.

The Great Fair.

Toronto's Great Fair is over. Of course you were there, and so you know it was a great success. The opening ceremonies were enlivened by the presence of a real live Lord, and the Directors were considered very fortunate in securing such a scarce attraction,—this particular title not seeming to flourish under our constitution. Over 300,000 people passed the turnstiles during the two weeks of the Exhibition, and President Withrow, Manager Hill and their associates deserve great credit for the general excellence of the arrangements. The exhibits of blank books and fancy goods were exceedingly creditable, and demonstrated in a most practical manner; the wonderful progress that is being made in Canada in these lines. Following we give notices of a few of the exhibits of interest to our readers:

BROWN BROTHERS.

Immediately to the west of the fountain in the Main Building stood the exhibit of Brown Brothers, the old-established Stationers. Here, in great profusion, were massive books for all purposes manufactured to the order of customers of the firm—immense ledgers and journals for the great banking houses, and others on a more modest scale for some of the large mercantile houses of the city. All these require not only

Home Production

JUST THE THING!

You are probably aware, all the rage this Fall and Christmas season is likely to be booklets. All the goods in this line are either United States or German make—mostly the latter—so that the public in Canada buying same and sending to their friends outside of Canada are merely sending goods that they already have. I have at considerable expense, produced a Canadian Booklet, purely Canadian in every way.

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Every Selection in the Book is by a Canadian Author.

Further, the price is so low that nothing imported can compete at double the money. The question of quality and neatness of design I leave with the trade, only as publisher I feel perfectly satisfied with same.

- No. 10. Plain Edges, price..... 10 cents
 No. 15. Gilt (in envelope ready for mailing), price..... 15 “
 No. 25. Gilt Edges, on Heavy Paper Cover Crimped Edge, with Border, and tied with Silk Cord (in envelope ready for mailing), price..... 25 “

Trade discount, 33 $\frac{1}{3}$ %; in lots of 50, assorted or of one No., 35%; in lots of 100, one No. or assorted, 40%.

As the edition is limited order in time. Send for samples and see the goods; that is all I want, knowing on seeing sample I am sure of an order. Support home production if quality and price are equal to or better than imported goods.

WILLIAM BRYCE,

PUBLISHER,

TORONTO.

The Trade can order direct or through their local wholesale house, who will supply at my price.

that the paper shall be of the finest quality, but that the binding must be of the strongest and most durable description. In order to comply with these requirements, first-class workmen as well as the best materials must be employed, and a glance at this exhibit showed that these requirements had been fully met. In addition to the large number of books for banks and business houses, there was also an excellent display of ordinary stock blank books of every description taken from the shelves at the warehouse, and giving a good indication of the extent and variety of the stock carried by the firm. And just here we must mention a little circumstance which occurred on the opening day, while the Vice-Regal party were making the tour of the buildings, and which showed that our new Governor-General has an excellent memory, and that his good Lady knows a good thing when she sees it. When the party came to this exhibit, Lord Stanley at once said to Mr. Richard Brown that he remembered the firm name very well and also their fine exhibit at the Colonial Exhibition in London. And while the Governor was thus recalling old times to Mr. Brown, Lady Stanley and her niece were admiring the beautifully bound books before them. It must, indeed, have been exceedingly gratifying to Mr. Brown to have had such marked attention paid to his exhibit by the distinguished visitors. This firm also made a good show of leather goods in purses, card cases, etc., of which they manufacture a most extensive line.

THE BARBER & ELLIS COMPANY.

At the east end of the first gallery the Barber & Ellis Company had an imposing display that attracted a great deal of attention. To give an idea of the immense business done by this house it may be mentioned that a portion of the exhibit consisted of 300 ledgers, journals, cash books, etc., made for the Imperial Bank. These books were not made specially for exhibition, but were shown merely as a specimen of the ordinary work turned out by the house. Another marked feature of the exhibit was the Standard Series of Ledgers, in medium, demy, and cap sizes, with one, two and three accounts to the page. This series is kept in stock to fill orders instantaneously from those who cannot wait to have one made to order. While just as well made as those ledgers made to order, yet by making them in large quantities, they can be afforded at two-thirds the price of the ordered book. This series is becoming a great favorite with the trade, as the various sizes are all found to sell well. In this collection there was also on view the smallest book in the world. This is making a great claim, and yet we ask our English and American friends in the trade to beat it if they can. Here is the description: size, 3-8 by 7-8 inches, 480 pages, journal ruled, bound

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in full Russia, hub backs, and lettered on back Journal. This little dot of a book won the admiration of thousands, and many were quite disappointed when told it was not for sale. One young lady, indeed, went into ecstasies over it, declared that it was the cutest thing she had ever seen, and was real mad because the young man in charge would not give or sell it to her. Occupying a prominent place in the exhibit was the prize card announcing that a Silver Medal for general excellence had been granted last year, thus speaking volumes for their work.

WARWICK & SONS.

A little to the right on entering, we came to the display of blank books and letter press binding and printing made by Warwick & Sons. Several hundred volumes of blank books were shown, among them being some massive ledgers, journals, etc., for the Canadian Bank of Commerce. These were all bound in the most substantial manner, no further evidence being required to show that their bindery must include all the requisites essential to the production of the best work. And these all required, too, by the firm that has the Ontario Government contract for printing and binding, for this, of itself, is a "big" job, using great quantities of materials, requiring the best workmanship, and necessitating the closest attention to details to secure the most satisfactory results. In addition to the many books bound to order for large customers there were hundreds of ordinary blank books of every kind which are always carried in stock and which they sell in great quantities to the trade in all parts of the Dominion. As an instance of the opinion of the workmanship on the books by a practical man, our representative heard Mr. J. S. McDonald, of Chicago, and who ran over from Buffalo on purpose to visit the Fair, state that he was astonished to see such work turned out in Canada. Mr. Charles Johnson, through whose hands every book in the exhibit had passed, was naturally pleased to hear this opinion from one of the leading practical men of the great city of the West, and when he repeated that they were turning out such work continually, Mr. McDonald said, "Well, without doubt, it is a credit to Canada. In fact I must give you an order to get up some books for our Exposition, and I shall tell our binders that they will have to bestir themselves if they want to surpass or even equal your work." So gentlemen of Chicago, you had better look to your laurels, as when you put this firm on its mettle you will find that you have "foemen worthy of your steel." And now a few words as to what was probably the most noticeable object in the collection—an immense book, 36 x 40 inches, and 14 inches thick, labelled "Deposit Ledger, No. 353, Bank of England." Two newly arrived Englishmen were passing the exhibit one day when this mon

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| 16. Allan Quatermain, by H. Rider Haggard. Paper.. | 30 |
| 17. Mr. Meeson's Will, by H. Rider Haggard. Paper. | 30 |
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Wilson. Paper. | 50 |
| 25. Professional Thieves and the Detectives, by
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| 39. Bill Nye's Chestnuts, Illustrated. Paper..... | 30 |
| 41. Reveries of an Old Smoker, by J. Lewis. Paper.. | 30 |
| 42. Mr. Barnes of New York, by A. Gunther. Paper | 25 |
| 43. Female Life in Prison, by F. W. Robinson. Paper | 30 |
| 45. Ben-Hur, by Lew Wallace. Paper..... | 30 |
| 46. The Fair God, by Lew Wallace. Paper..... | 40 |
| 47. Napoleon Smith, by A Well-Known New Yorker.
Paper..... | 25 |
| 49. Worth Winning, by Mrs. H. Lovett Cameron. Paper | 25 |
| 50. In a Grass Country, by Mrs. H. Lovett Cameron.
Paper..... | 25 |
| 51. Uncle Max, by Rosa N. Carey. Paper..... | 25 |
| 52. Not Like Other Girls, by Rosa N. Carey. Paper.. | 25 |
| 53. Phyllis, by The Duchess. Paper..... | 25 |

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ster caught the eye of one of them. "O, I say, Jack, look at this, will you." Jack stopped, looked a minute, and then broke out. "Well, I'll be blowed, *hif* that don't beat hall! Fancy the Bank of Hengland 'aving to send out to this 'ere blooming country to 'ave its books made." "No, no, Jack, I guess its all a joke; come to the other side and see if it is't only a dummy." So around they went, but a few leaves were so cunningly turned down and the front finished so neatly, as to have readily deceived much sharper men than our two friends, and so as they walked away Jack was saying "Well 'ang me, *Hif* Hi could 'ave believed hit, *hif* Hi 'ad'nt see hit with my own heyes!" Alas, poor Jack, for of course it *was* a dummy, prepared specially to show the latest specialty of the firm, a loose canvas cover for blank books.

JOHN YOUNG

Between the Annex and the Grand Stand, the Upper Canada Bible Society have erected a neat pavilion for their own use. Here were offered Testaments from three cents up, and Bibles from fifteen cents up. In a few moments chat with the attendant we learned that during the present century the enormous number of 187 millions of copies of the Sacred Scriptures have been put in circulation by Bible Societies alone in different parts of the world; the Bible is now printed in 279 languages and dialects so that the people of every nation can now read the Word of God in their own language. Mr. John Young is the energetic manager in charge of the Society's spacious book room at 102 Yonge St.

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Lafitte, by J H Ingraham, paper, 25 cents. Dingy House at Kensington, by Lady Helen Cameron, paper, 25 cents. John Barlow's Ward, paper, 25 cents. Mrs Sparks of Paris, by A Curtis Bond, paper, 25 cents. The Dream, by Emile Zola. By William Bryce, Toronto.

Mr. Hurst need'nt read this.

But he'll hear about it, all the same, and as he is now the happy husband of a charming girl, we desire to add our congratulations. The fact is, then, that A. G. Hurst, the genial traveller for C. M. Taylor & Co., has gone and done it, in other words, he has been married. The boys in the warehouse heard rumors of what was com-

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ing, so on Saturday, the 22nd ult., they gathered in the office, when the Manager, Mr. A. G. Lee, stepped boldly forward and said to Mr. Hurst: "Your fellow employees hearing that you were about to take a very important step in life, desire me to express their wishes for great happiness and long life to yourself and the future Mrs. Hurst, and to present you with this piece of silverware as a token of their esteem." Ye veracious chronicler then says that at this juncture Mr. H. C. Cooch stepped forward, with a seraphic smile on his countenance and handed Mr Hurst a handsome silver tilting ice pitcher, bearing the inscription "Presented by the employees of C. M. Taylor & Co, to Mr. and Mrs. Hurst, on the occasion of their wedding, Sept. 26th, 1888." The recipient made a neat reply, although he appeared rather nervous, and not much wonder either, for a seraphic smile is enough to make any ordinary man nervous. Oh boys, why, oh why would'nt an ordinary, every-day smile have done?

A Canadian Souvenir.

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"That's all right, my friend, but this is none of your ordinary kind, same as shown by every house in the trade. This is a Canadian manufactured article, and I've sold some to every dealer I've struck so far, and I'll bet you'll take some too, when you see how admirably it fills the bill."

This dialogue referred to a new Canadian Booklet that William Bryce has just ready, full particulars of which are given in another column. It will sell; but order a sample and see it for yourself.

Every dealer in Toys, Games, Sleights, Snow Shoes, Toboggans, etc., should write to H. A. Nelson & Sons, Toronto, for a copy of their new 128 page Wholesale Catalogue. It contains hundreds of illustrations, and will undoubtedly be of great assistance to the trade in ordering. It is mailed free to the trade on application.

The Copp, Clark Company, have just issued a second and revised edition of Virgil's *Æneid*, book V., with notes and vocabulary, by John Henderson, M. A., St. Catharines. Also an edition of Demosthenes Phillipics, books I and II, with notes by Samuel Woods, M.A., London.

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Poor Grip! That bird of sable plumage is still doing its little best to prove that want of Prohibition and want of Free Trade are the two things that Canada is suffering most from at the present time. Now how do such theories compare with the fact that there are thirty-two murderers in prison in Prohibition Maine—a far worse showing than Canada makes under a license law; and with that other fact that there is far more destitution in Free Trade Britain than in "protected" Canada! Oh, Ben-go-off! Let up on these fads or we shall have to call "Rats" on you!

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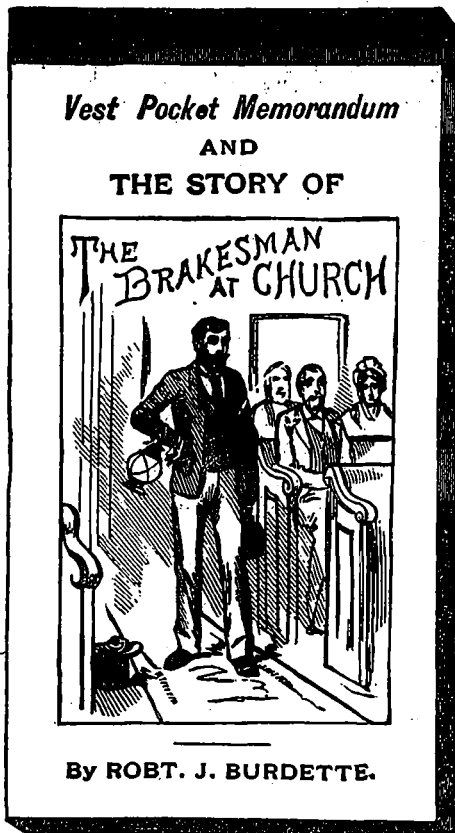
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