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and
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PUBLICATION OFFICE: TORONTO, DECEMBER, 1909

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AI Carbon Goods

Leading Features of this Number

A Record of Successful Stunts
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News from Canadian Trade
Centres

What Manufacturers and
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Complete Information about
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Both Underwood's Inks and Carbon Papers and Ribbons are made as well as they can be with modern mechanical equipment, reliable material and skilled workers. People who use them see they are good, which in return seems to confirm our belief in their merit and has induced us to tell the consumer by systematic and intelligent advertising. Naturally this active co-operation keeps the Underwood lines on the move, and the dealer who becomes our representative not only has complete control of his own territory but is ensured quick turnover as well. Suppose you write us now about it.

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NEW YORK 90 Richmond St. East TORONTO LONDON, ENG.

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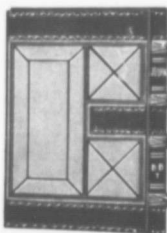
FERN DISH (finished)

BOOKSELLER AND STATIONER

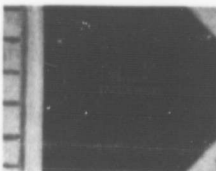
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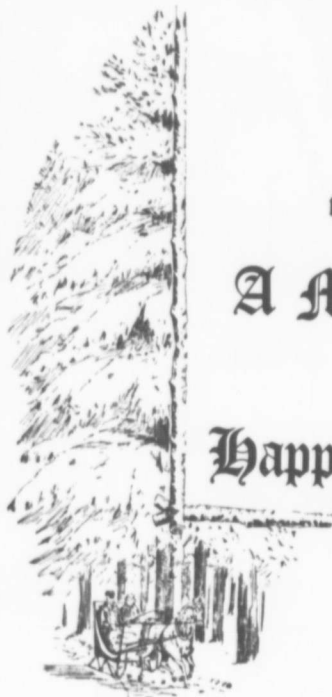
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and a

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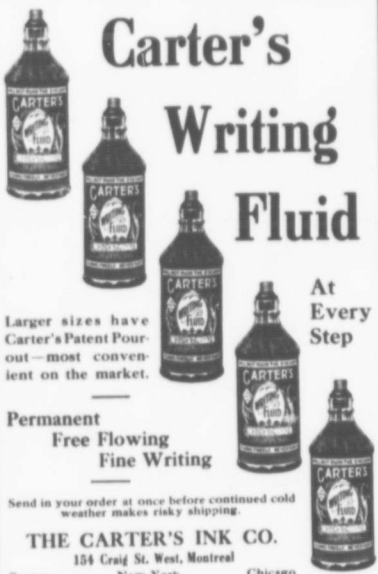
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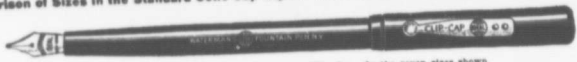
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Waterman's Ideal Fountain Pen

The Pen you will eventually buy

A Comparison of Sizes in the Standard Cone Cap Style. No. 12 is 6 1/2 inches long; other sizes in proportion.



Style: Plain Black, with *Clip-Cap. In the seven sizes shown. No. 12 is 6 1/2 inches long; other sizes in proportion.

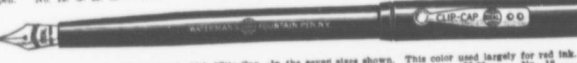
Size 12	No. 12.....\$2.50	No. 14.....\$4.00	No. 16.....\$5.00	No. 18.....\$6.00
No. 2 gold pen.	No. 13.....2.50	No. 15.....3.00	No. 17.....3.00	No. 19.....3.00

Also Chased, Mottled or Cardinal in same prices. *German Silver Clips, add 25 cents to all prices.



Style: Chased, Gold Mounted, Plain Middle Band, 16-kt. Filled. In the seven sizes shown.


Size 13	No. 12 G. M. M.....\$5.00	No. 14 G. M. M.....\$5.00	No. 16 G. M. M.....\$7.00	No. 18 G. M. M.....\$9.00
No. 3 gold pen.	No. 13 G. M. M.....4.50	No. 15 G. M. M.....6.00	No. 17 G. M. M.....6.00	No. 19 G. M. M.....6.00



Style: Cardinal, with *Clip-Cap. In the seven sizes shown. This color used largely for red ink.

Size 14	No. 12.....\$2.50	No. 14.....\$4.00	No. 16.....\$5.00	No. 18.....\$6.00
No. 4 gold pen.	No. 13.....2.50	No. 15.....3.00	No. 17.....3.00	No. 19.....3.00

Also Plain Black, Chased or Mottled at same prices. *German Silver Clips, add 25 cents to all prices.



Style: Gold Mounted, Chased Bands, with *Clip-Cap. In the seven sizes shown. (Also with two plain bands.)

Size 15	No. 12 G. M.....\$3.50	No. 14 G. M.....\$5.00	No. 16 G. M.....\$7.00	No. 18 G. M.....\$9.00
No. 5 gold pen.	No. 13 G. M.....4.50	No. 15 G. M.....6.00	No. 17 G. M.....6.00	No. 19 G. M.....6.00


*Gold-filled Clips, add \$1.00 to all prices. Solid Gold Clips, add \$2.00 to all prices.



Style: Filigree, Sterling Silver, with *Clip-Cap. In six of the sizes shown.

Size 16	No. 412, Fil.....\$5.00	No. 414, Fil.....\$7.00	No. 416, Fil.....\$9.00	No. 418, Fil.....\$12.00
No. 6 gold pen.	No. 413, Fil.....No. made	No. 415, Fil.....8.00	No. 417, Fil.....11.00	


Mounted on Black or Cardinal Holder. *Sterling Silver Clips, add 50 cents to all prices.



Style: Gold Mounted Cap (chased or plain band). In the seven sizes shown.

Size 17	No. 12 G. M. Cap.....\$1.50	No. 14 G. M. Cap.....\$2.00	No. 16 G. M. Cap.....\$3.00	No. 18 G. M. Cap.....\$4.00
No. 7 gold pen.	No. 13 G. M. Cap.....4.50	No. 15 G. M. Cap.....6.00	No. 17 G. M. Cap.....6.00	

Plain Black, Chased or Mottled Finish.



Style: Mottled. In the seven sizes shown.

Size 18	No. 12.....\$2.50	No. 14.....\$4.00	No. 16.....\$5.00	No. 18.....\$6.00
No. 8 gold pen.	No. 13.....2.50	No. 15.....3.00	No. 17.....3.00	No. 19.....3.00

Also Plain Black, Chased or Cardinal Finish.

WRITE TODAY FOR CATALOGUE AND SELLING SUGGESTIONS

Waterman's Ideals are the leading Christmas Gift line. Manufactured on the very highest level of quality and made in every imaginable style and size. Our advertising is the greatest campaign ever conducted for any specialty of the kind.

Waterman Company Limited,
136 St. James St., Montreal

NEW YORK

LONDON

PARIS

Bookseller and Stationer

and Canadian Newsdealer

A monthly journal devoted to the interests
of the Bookselling and Stationery Trades

Subscription: One Dollar a Year
Single copies : : Ten Cents

Vol. XXV

TORONTO, CANADA, DECEMBER, 1909

No. 12

Editorial Comment.

The busy season is our apology for the present small number. We hardly think the trade will have much leisure between now and Christmas Eve to read our columns. However, there are some late advertisements in this number which are worthy of attention and there are also some useful pointers in the reading matter section. We would advise careful attention to both departments. Meanwhile, we wish all our readers "the best yet" in the way of holiday sales.

* * *

Judging from statements made to Bookseller and Stationer by publishers and wholesale stationers in Toronto, the present season has been exceedingly satisfactory. Everybody has been busy and there has been a spirit of optimism pervading the trade from Atlantic to Pacific. The indications are that the actual holiday sales in Canadian book and stationery stores will be record-breaking in size.

* * *

Do our newsdealers make the best of their magazine department? We have heard grave criticisms of the way in which magazines are handled in Canadian stores. It would seem that many dealers don't know how to show magazines to advantage. When we consider that magazine publishers are spending hundreds of dollars to secure attractive cover designs to catch the eye of the public, it is somewhat surprising that newsdealers don't cooperate. To show an attractive magazine is to sell it. This has been the experience of many newsdealers. By showing it, we don't mean piling up heaps of magazines on a table, but arranging an attractive row of them in the window or on a special display rack, where they will catch the eye. Give the Christmas numbers a good showing this year.

* * *

Business men are just becoming aware that certain clauses are being introduced into the Insurance Bill now before the Senate, whereby every business in Canada will be seriously affected sooner or later.

The instigators of the clauses referred to are chiefly the members of the Canadian Fire Underwriters' Association. This is an organization composed of companies controlling nearly nine-tenths of the business reported to the insurance department at Ottawa. By their vast organization, consisting of managers, directors and agents throughout the country, this association can move quickly and effectively, as will be appreciated by those familiar with the progress of the bill at the last session of Parliament.

At the last session of Parliament, the interests of the public were but hurriedly represented at the last moment, and but for the protest at the last moment, it is possible that the Bill might have become law. It passed the Commons, imposing a tax of 15 per cent. on the premiums paid to any insurance company which was not domiciled in Canada.

The intention of this tax was to force the owner of property to offer his business first of all to the local companies. Further restrictive clauses incorporated in the bill as passed by the Commons placed the business man in the position of having to offer his business to the local companies first, and after refusal by them, to have to write to the superintendent of insurance for permission to try elsewhere.

The Insurance Bill was originally drawn up to protect the public against the insurance companies, and those who have already experienced the effect of the virtual combine in the insurance business, will look askance at any legislation which will build up and strengthen so strong an organization. Many associations, including the Canadian Manufacturers' Association, and meetings of commercial and financial interests, have already passed strong resolutions, and have taken active measures to restrict the Bill. The Montreal Produce Merchants' Association have passed a strong resolution against the proposed changes and are urging the dairy interests to take a similar stand.

Retail merchants throughout Canada should look after their own interests in this matter and drop a card of protest to their representative in the House of Commons.

A Record of Successful Stunts in the Toy Department

Schemes that may be Worked Out to Bring in Trade—Peary Polar-Bear Display—Airships—Santa Claus—Motion Toy Window Displays.

Reproduced from "Playthings."

During the pre-Christmas season every toy store and toy department in the country shows itself in its most imposing dress; it is the time of the year when every youngster will soon have stored away for himself or herself from one, two or three up to one, two or three dozen Yuletide gifts. The money to purchase the enormous stock of toys is being laid aside now, and as in former years the retail toy centres are beginning to feel the first effects of the big Christmas buying. The summer toy display is now a thing of the past, and those indoor lines which include all of the "long winter evening" and essentially "Christmas toys" are now to be seen in almost their full strength in the beginning of the real holiday season.

G. L. Adams' "The Dubar of India."

G. L. Adams, the toy buyer for the Joseph Horne Co., Pittsburg, Pa., has written us some interesting data regarding a special holiday window attraction which boomed business for his department. He says:

"While I have something very attractive and new each year, such as cages of large, stuffed wild animals, full-sized domestic animals, and humorous figures, I have had living deer for the children to feed and play with.

"But the 'stunt' which I believe attracted the most attention and caused the most talk was a display entitled 'The Dubar of India.' The piece was thirteen by seven feet in size, and when placed in one of our large show windows it brought about a complete blockade of the walks. It showed Lord and Lady Curzon seated on a platform, reviewing a beautiful parade which was composed of gorgeously dressed camels and elephants, fine prancing horses and carriages completely covered with flowers, and numberless Indian and English soldiers, both on horse and afoot.

"Everything in this piece was moving, Lord and Lady Curzon bowing their approval and the parade moving just as it did in India.

"The entire piece was operated by a one-half horsepower electric motor, purchased in Germany."

"The Largest Doll in the World."

A. D. Wilhelm, the buyer for the H. A. Meldrum Co. Buffalo, N.Y., writes of the sales pulling power of an enormous doll displayed in his toy department. Mr. Wilhelm writes:

"One of the strongest drawing cards I ever had in the toy department was last year, when I purchased the largest jointed doll I could find; had it handsomely dressed and displayed in the toy department.

"In all the headlines of my toy advertisements I invited the mothers to bring the children to see 'the largest doll in the world.' The results were way beyond my expectations, and I dare say that ninety-five per cent. of the children in Buffalo came to view this doll."

A Peary Polar Bear Display.

Now that the eyes of all the world are turned towards Commander Peary and Dr. Cook and their recent reports on the discovery of the North Pole, there is an opportunity, unprecedented in the history of the toy trade, for the live toy man to seize. The newspapers

everywhere are full of the wonderful stories of how these two famous explorers traveled to the top of the world—editorial comment, personal reports, intensely interesting narrative all tend to take whole pages of the largest daily newspapers. The controversy which has come up between the two men, while it is greatly to be regretted from all other standpoints, has undoubtedly given the whole matter additional publicity and free advertising.

With all this North Pole copy filling up the columns of newspapers, weeklies and monthly magazines, why not seize upon this great chance and arrange for "A Peary Polar-Bear Display" as a window attraction surely, and followed up in the toy store or the department as extensively as the toy buyer deems advisable.

Show the Public the "North Pole."

Take the largest window the store has to offer and get the window dresser in action. Tell him that in this case, if never again, he must surpass every other toy window in his section of the country. The scene is to be laid at the top of the world, at the North Pole, and here in this window picture the word "Pole" can stand for something tangible; it can be a small red and white barber's pole, a grotesque character from the land of the Poles, a small iron bar with one of the daring adventurers applying axle grease to the pole, to make the world move along a little faster, or anything else that the ingenious toy man desires.

Use Jeweler's Cotton Batting.

Eskimos, Eskimo huts, icebergs, white Polar (Teddy) bears, dog sledges, Polar ships, supply points for the explorers, toy whales, seals, etc., and other familiar objects seen in the Far North should be pictured. A painted background, showing the Aurora Borealis, would help out in its wonderful colors of green, gold, purple and ruby. In representing these northern scenes, jeweler's cotton batting, covered by "Santa Claus snow," makes an ideal picture of snowy plains and mountains. Large chunks of rock salt, covered with bits of mica and imitation snow, will show up attractive icebergs. White Teddy bears should move rapidly as Polar bears in a display of this sort.

The use of jeweler's cotton batting is much to be preferred over the ordinary cotton batting for this sort of work. It is thinner, easier to handle, and will split in the middle and not present that "pressed-down" appearance. Moreover, about one-half the quantity will suffice, and the showing with this imitation snow makes the most brilliant appearance possible.

Cook, Peary and the Pole.

The toy buyer might make this North Pole window a picture of the Cook or the Peary expedition; or, again, it could show both of these adventurous explorers approaching the coveted goal of the ages from different directions. As one paper humorously wrote it, the toy man might picture Peary climbing up the Pole, while Cook is sliding down. We believe this to be a most excellent idea for the early holiday window, to be used as long as it is found to be pulling the crowds and advertising the store.

This is an Aeroplane Age—Make Use of it.

Another subject which is receiving steady public attention is that of the conquest of the clouds. The recent international aeroplane contests held abroad resulted in a victory for an American machine, which means that the next international contests will be held in the United States, on Long Island, positive proof of live and vital public interest in the aerial sport with Americans. With matters in this shape an Aeroplane Display Window should be popular with the passing throngs. The market offers any variety of toy airships which have retail prices of ten cents, ten dollars and all the intermediary prices. They can be swung from the top of the window, placed on the floor, sailing over mountains, clouds, etc., representing, say, the international contest recently held in France. The trade offers in miniature every type of American and foreign car and the various entries could be marked "Curtis," "Latham," "Bleriot," etc. With a window of this kind dolls of all sorts could be shown viewing the races; trains and toy wagons could be shown bringing the crowds, etc.; toy houses of all sorts would naturally help out the picture and so on through an infinite variety of popular priced toy merchandise.

An Airship for Santa Claus.

If desired, a special airship could be constructed to show Santa Claus arriving in town in his air car, loaded down with Christmas toys; this number to be six or more feet in width, according to the size of the toy window. It might be shown just arriving at Brown Brothers toy store, a miniature representation of the house being used for this particular window display. As in the North Pole window, the Airship window should be followed up inside of the store in a manner which will make the window one of a distinctive sales pulling power as well as one of strong advertising advantage to the entire store.

The All-important Santa Claus.

But no matter what else the toy buyer does in the way of an additional attraction for the little fellows, unless they see a sure enough alive Kris Kringle cavorting around among the toys, cutting up jolly capers, receiving and answering letters, giving inexpensive presents now and then, the holiday toy display is not quite complete. The whole spirit of Christmas in the mind of the child is expressed by the character of Santa Claus, and year after year the lovers of the little people promise these kiddies "A Trip Down Town to See Santa Claus," even as their mothers took them down town to see old St. Nicholas many years ago.

Santa in the Toy Window.

It has always been a good stunt to put Santa Claus in the street window for at least part of the day, and have him kept busy demonstrating the new toys and mending broken ones, using placeards in either case extending a hospitable invitation to come in and see the monster toy display. Any live figure in a store window "doing something interesting" is of immediate interest to the crowd on the street, and at holiday time one of the best figures to use is a live Santa Claus. Here you are sure to have "A Motion Toy Window" of a high order.

Clerks in Costume.

While speaking of a man costumed as Santa Claus, the idea presents itself that the toy buyer could create

a small-sized sensation in his town by having his clerks appear behind the counters and at the toy tables in costume—in a costume that would be harmonious to the general color scheme and to the general idea of the toy display. They might be dressed as Santa Claus' skilled workmen, as sailor boys and girls, as North Pole Eskimos (in some arrangement of clothing not requiring real fur, which would be too warm) or other costume which would be particularly appropriate for local trade.

The Motion Toy Window.

Too much cannot be said in favor of a display window which embodies motion in some form, be it a real or mechanical Santa Claus, a pageant or parade, a moving railroad, etc. The toy man can spend much or little in this respect, and if care is taken in making the purchases the money could hardly be spent in a better cause. Motion catches the eye and halts the crowd. It brings the prospective purchaser into the store, sells him the goods and sends him on his way rejoicing, talking to his friends and advertising the store.

Features for Interior Specials.

The Holiday Toy Displays of the leading toy departments and toy stores have found that some strong attraction and entertainment, among the toys themselves, where they are sold, has hardly ever failed to pay for itself, especially when given generous notice in the papers—and right here be it said that a really novel arrangement never fails to bring forth some valuable reading notices from the town newspapers. A favorite idea with a great many toy buyers is to show some pet animal or animals in the toy department; deer have been used, "The Smallest Horse in the World" has been used, as have trick animals and circus animals in cages, all to very good advantage.

The Value of Music.

Music by gramophone, singer and popular song player has, and always will be a feature of many toy displays, as it lends a festive air which is required more than ever in the holiday departments. Music puts the average and normal visitor at his ease and in good spirits at once. It lures him among the toys and fattens up the order books. Representations of popular playgrounds, such as Coney Island, have found favor with the shoppers, and the toy world can use more of them.

Demonstrations Most Important.

By way of practical entertainment for the youngsters, the demonstration idea can, and no doubt will, be used to result in stronger returns than ever during the approaching holiday season. In demonstrating games, the clerk who does so can play the role of magician and perform amusing tricks, whose solution and ownership requires the investment of a dime or quarter. The demonstrator can play a similar role in disposing of fortune-telling games. The demonstration of new toys is advertising, entertainment and salesmanship combined. Scatter the demonstrators to avoid too large crowds, and use more and better workers than ever before. The issue is one which has been tried and not found wanting.

News from Canadian Trade Centres

Interesting Items Gathered from all Parts
of Canada - Business Good Everywhere
—Changes and Improvements Noted.

ENLARGING THEIR STORE.

St. John's, Nfld., November 9.—The Atlantic Book-store has taken over the premises occupied by the late Thomas Charles, at the foot of Prescott street, and extensive alterations are now being made. The interior will be remodelled and fitted up in style. The intention is to put a large plate glass where the present entrance is and also one facing Prescott street. The two shops will be connected by an archway which will give the place an impressive appearance. When completed Manager Power will have one of the finest shops in the city.

IT COST MONEY.

Calgary, November 15.—The highest price ever paid for inside property, that is other than corner property, was paid by F. E. Osborne, of Osborne Bros., stationers, this morning when he purchased from C. R. Brown the lot and building now occupied by that firm as a stationery store. The amount handed over to Mr. Brown was \$35,000, and as the lot is only 20 feet in width, it means that each foot cost Mr. Osborne exactly \$1,750. The new proprietor has commenced extensive improvements on his new property with a view of making it one of the most up-to-date stationery stores in western Canada.

A CHANGE AT SALMON RIVER.

Salmon Arm, B.C., November 22.—Albert Bedford has purchased the business of S. H. Lawrence here. Mr. Lawrence carried on a stationery, fancy goods, ice cream and soda water store and Mr. Bedford will add as well a full line of drugs, proprietary medicines, toilet articles and optical goods, sufficient to meet the requirements of the town and district.

IMPROVED THEIR STORE.

Pictou, November 23.—James MacLean & Sons have been making several improvements in their book-store here. They have put up a hardwood stairway which gives better access to the show rooms on the second floor, where they have now on display their stock of Christmas fancy goods.

STEDMAN BROS. EXPAND.

Brantford, November 25th.—At a special meeting of the Collegiate Institute Board held on Friday evening, the sale of the present collegiate institute and property on George street, to Messrs. Stedman Bros., wholesale stationers, which was recommended by a special committee, was ratified. The sum paid for the building, which is now in use as a school, was \$8,250, and the sale includes not only the collegiate building and grounds, which are very spacious, and will allow much extension in the future, but also the gymnasium, which will probably be used as a stock-room for heavy goods, and a janitor's cottage on Grey street. There is 264 feet frontage on George street, and 132 on Grey and Marlborough streets, and it will be seen that the purchasers have secured a most adaptable site for future enlargement. Messrs. Stedman Brothers will remove their wholesale stationery plant to the new building, though possession will not be given for several months, probably not until October next. The price was most reasonable for the property involved.

Some twenty years ago the Stedman Brothers commenced selling newspapers on the street, and early showed their business ability. The Burehell murder trial may be said to mark the definite establishment of their present extensive business, for it was the tremendous sale of papers consequent upon that trial which decided them to go into business on a still large scale. In course of time increasing business made it necessary to open up a stationery and news store at 148 Colborne street. In 1908, the stationery business of W. J. F. Mallagh was purchased. It is in the wholesale line that the enterprise of the firm is most apparent, they employing fifty-five hands in their wholesale establishment, where post cards, calendars, booklets and Christmas cards are manufactured. There are three brothers in the firm, Messrs. Samuel, Edward and George.

CHRISTMAS TRADE STARTS EARLY.

Montreal, December 4.—One thing particularly noticeable this year is the fact that Christmas trade started much earlier than usual. As far as books and stationery lines are concerned there is every prospect for unprecedented sales. Excellent window displays were noticed early in the month. This fact had something to do, no doubt, with encouraging early holiday purchasing.

The wording of one of our big St. Catherine street book stores, which appealed to the writer is as follows:

"Kind friend! I shall pass this way but once. If therefore, there is anything you can do for me, **Do It Now**. Do not neglect or defer it for I may not pass this way again." These words are very suggestive, and if used properly should serve as a good announcement card for any traveler, as they are bound to appeal to the sense of a man.

Another little paragraph, not taken from a post card, however, but which is good is, "Yes, it's true that advertising costs money, but it's cheaper than going out of business."

In current fiction "The Foreigner," by Ralph Connor, published by Westminster, since it was launched on the market, has far surpassed any of the other books in the field. This work according to the present demand will exceed in sales all this author's other works. "Anne of Avonlea," by L. M. Montgomery, has also taken the fancy of the reading public and the success of this new book has also led to quite a revival of "Anne of Green Gables," a previous work of this author. "The Silver Horde," by Rex Beach, is selling exceptionally well in certain stores, while in others the demand is not so brisk. "Truxton King," by G. B. McCutcheon, still continues to forge ahead and is among the best sellers. "The Danger Mark," the best selling book in Canada last month, is asked for frequently, but the demand is beginning to fall off. "The Attie Guest," by R. E. Knowles, should prove interesting to most readers once it becomes better known.

ALL READY AT OTTAWA.

Ottawa, Dec. 3.—Everywhere, everything signifies Christmas, and in the book and stationery stores some beautiful specimens of holiday cards are being shown. Calendars are also, as usual, displayed in variety and abundance, and seem to be in very fair demand. Some of the better class of cards are being purchased for mailing to distant points, and this year more than ever the special private greeting cards are meeting with much favor.

Books are being bought, and in this line there are some special picture editions which command attention from their artistic worth.

Note papers and papeteries are prominently placed in the various stores, and anyone desiring this class of goods cannot experience any difficulty in making a very suitable selection.

Figures must possess some sort of magnetism or hypnotism, for certain combinations invariably cause a big sale of the goods so priced. One local bookseller has "The Foreigner" offered at 98 cents, and his prospects are good for a multitude of orders.

Inquiry from the storekeepers indicates that real solid purchasing has hardly commenced.

HURST TO REPRESENT CRAIG.

TORONTO, NOV. 29.—Aubrey O. Hurst returned today from a trip to England, where he visited the headquarters of Chas. Goodall & Son, and made all necessary arrangements for pushing this firm's lines in America during 1910. Mr. Hurst, while in the Old Country, also made final arrangements to take over the agency for Canada and the United States of Robert Craig & Sons, the makers of blotting papers, wallpapers, hangings, ingravins, etc. This big concern, with mills at Caldererux and Airdrie, Scotland, produces 100 tons of blotting paper a week.

A thousand hands are employed and the capital invested amounts to a million and a half pounds. The company have entered into this arrangement with Mr. Hurst with the utmost enthusiasm and are determined to place their goods from one end of the Dominion to the other.

Mr. Hurst had a pleasant trip, hobnobbing with Lord Charles Beresford on the way over.

DEATH OF FRENCH-CANADIAN BOOKSELLER.

MONTREAL, NOV. 17.—Edouard Castel, proprietor of Castel's bookstore, on Craig Street East, died here today. His store had been for years a rendezvous of French-Canadian literary men, where his friends were accustomed to congregate to discuss books and kindred subjects. Mr. Castel once met Victor Hugo and he never wearied of telling about his talk with the great French writer during the latter's exile in Guernsey.

BRISK BUSINESS IN WINNIPEG.

WINNIPEG, DEC. 4.—Wholesalers were very busy last month handling all lines of goods. The trade everywhere in the west is reported in excellent condition, and with the extra rush in holiday goods, jobbing houses have been compelled to work over-time to keep up with the trade. The demand for stationery has been particularly strong, and this is an evidence of the continued active business life of the west. It has been noticeable that the quality of stationery for office use, which is asked for this year, is much better than in former years. Fancy holiday stationery has gone out freely and these promise to be heavy sellers this month. Novelties, toys and games have been a feature of the trade, and retailers everywhere have stocked more heavily in these lines than ever before.

Local retailers are prepared for a gigantic Christmas trade. Last year they were not heavily enough stocked with the ordinary holiday lines, and long before the festival day stocks in various lines were quite depleted. They have, therefore, taken precaution not to allow a repetition of this occurrence. The stores present an attractive appearance, and some of them appear almost over-crowded, due to the endeavor to land the great trade of the season.

Attractive greeting cards are a feature of store decorations. Those distinctly western in their design have

proven very popular and very few will survive the Christmas rush. Local store windows present a gay appearance, and although no special Christmas windows will appear, the displays will all the time be of a very high order.

A matter which has been giving local stationers considerable annoyance of late is the fact that the leather goods trade has been slowly going away from them. One merchant said that the department stores had cornered that trade and got it by cutting prices. Just whether the other merchants are justified in dropping the line of goods is a question. It would seem that an endeavor to win back the trade by advertising and effective window displays would bring results. The department stores cannot continue to cut prices always. They must have a profit. Let the other merchants remain in the field and only keep up a little harder fight and the public will know that it is not only the department stores which handle that certain article.

WINNIPEG BOOKSELLERS AGITATED.

WINNIPEG, DEC. 4.—It has recently come to light that the act prohibiting canvassers from operating in this province, except under heavy license, has not been strictly enforced. Some outside firms have been represented in the city by agents, who for some weeks have been taking orders from the public for Christmas cards, stationery and novelties, and have left the city without being molested by the local authorities. Just who is to blame for permitting this is not easily seen, but, of course, local retailers claim that there is a member of the police department specially delegated to see that the License Act is enforced. That they are justified in unloading the responsibility in this direction seems reasonable, since it is to the civic authorities that the business tax is paid, and in turn the city powers should protect in every way possible the retailer that pays this tax, and not allow agents from outside centres to do house to house or office to office soliciting for goods, which the retailer is paying for the privilege of selling. Whether or not, however, there is a civic official to do this work, the retail merchants should not be content to leave such important matters absolutely in the hands of a more or less disinterested party. That the city should have an official to ferret out unlawful proceedings in this direction is only just, but the retail merchants themselves should, as far as possible, see that the official does his duty, and, if necessary, assist him in the performance of that duty. The Retail Merchants' Association should have taken action.

Another matter which must sooner or later be met by the retail merchants of this city, if not in many other places, is the manner in which many retailers are discriminated against, by means of the early closing by-law. It is not that any merchant that now closes at six o'clock wishes to remain open later, but it is that there are stores which are allowed to remain open day and night and sell goods all the time, which the restricted merchant can only sell within a limited time.

Local booksellers and stationers are very much concerned about the drug stores handling their line of goods after six o'clock. Almost every druggist is stocked with fine stationery and greeting cards, leather goods and many other lines, which are time-honored staples in the retail stationery stores. At the present time customers are purchasing these goods for Christmas gifts at all hours of the night. Manifestly this is unfair to the bookseller. It is evident that no one is going to murmur until the matter is laid before the association. It is not a question as to whether the druggist shall stock the stationer's goods, but whether he should sell them after six o'clock.

What Manufacturers and Jobbers Offer This Month

New Goods Not Very Plentiful at Present—Attention Being Directed to Closing Up Christmas Business—A Few Notes of the Month.

Plasticine.

Among the many novelties which are being delivered to all parts of western Canada by Clark Bros., Winnipeg, is a line of goods particularly interesting to children, and continually becoming more popular as a source of amusement and instruction. Harbutt's plasticine is a modeling material for artists, schools, kindergartens, arts and crafts, and home amusement. The material is clean and practically indestructible, made in five colors—grey, red, blue, yellow and green. It requires no water to make it pliable, and remains plastic for any length of time, so that it can be worked over and over again. It is sufficiently firm to stand exhibition purposes, and improves with age and use. Heretofore clay has been extensively used as a modeling material, but in many ways it is unsatisfactory. Artists find that plasticine supercedes clay for rapid sketching, studies of drapery, composition and effects of light and shade. It will not shrink or droop when used for the most colossal work requiring tons of weight. It is useful in school in the study of geography; in the engineer's



or architect's office for relief work; in the home as amusement and instructor. It is put up in attractive boxes and they would be appropriate Christmas gifts to artists, teachers and children.

All Holiday Lines Complete.

* Buntin, Gillies & Co., Hamilton, report that their assortment of holiday lines is still unbroken. They have tried to provide for the last minute demand for Christmas and New Year post cards, fine papeteries, playing cards, tally cards, and the innumerable sundries which are apt to be sold out. Worthy of special mention are the lines of holly cards, tags and seals. These are attractively put up in ten cent packages and show a good profit to the dealer. There is a ways a big demand for holly wrapping, gummed ribbon and colored twines for making attractive packages. Dealers should order now while the line is complete.

Boosting Waterman's Ideals.

The holiday issue of The Pen Prophet, published by the I. E. Waterman Co. is a dandy. Old Father Christ-

mas smiles out benignly from the cover with a big Ideal pen grasped in his red mit. All around him are heaped decorated boxes containing Ideals. An interesting feature in the number is a list of the newspapers and magazines which will use Ideal advertising in December. Their combined circulation runs to 19,539,277, or allowing four readers to each copy, 78,157,108 readers. Throughout the Pen Prophet are shown electros which will be supplied to dealers for advertising purposes and also much reading matter of a helpful character.

Penn-craft People.

Bookseller and Stationer has heard again from the "Penn-craft" people. This time in the shape of a most artistic calendar. If this calendar is a criterion of what their line will be we advise the trade to sit up and take notice. There is a constantly increasing demand amongst the better class of trade for just such goods as the "Penn-craft" people, whoever they may be, are producing.

Blottings and Wall Papers.

The extensive line of blotting papers, wall papers, colored cover papers, envelope papers and manillas, and wrapping papers made at the Scottish mills of Robert Craig & Sons, will be shown in Canada by Aubrey O. Hurst. The Craig lines were referred to in the last special Bookseller & Stationer, and merit careful attention from buyers. Ranging from Spongia to Magnet, Velvet and Nestor, they produce blotting papers to meet every requirement. In wall papers, their oatmeal ingrains, silk-ette hangings, velours and embossed papers are finest grade products. Mr. Hurst will show samples of all these lines on his next trip.

Canadian Playing Cards.

Better value cannot be made than the "Shuffler" playing cards, No. 744, manufactured in Canada by the Copp, Clark Co. They have round corners, colored backs in red or blue designs, and a fine ivory finish that makes dealing a pleasure. Price to the trade, \$1.50 per dozen.

THE MUSIC DEPARTMENT.

From now on until the beginning of February it is likely to be quiet in the sheet music business. The public begins to give all its attention to Christmas shopping and throughout the month of January to the big reduction sales in the departmental stores.

Some of the good songs for the month are: "Only Baby Fingers" and "I'm Going Back to Work Down on the Farm," published by the Delmar Music Co. "Strolling," by the writers of "In Dear Old Sweetheart Days," also published by this house, is reported to have continual success from a sales standpoint.

Paul Lincke's "Glow Worm" has taken quite a hold on the Canadian market at this late date and at present there are no signs of diminishing sales. It is published by Jos. W. Stearn. "I wish I had My Old Girl Back Again," by the same publisher, is also in favor.

"Funny Face," Harry Von Tilzer, publisher, is the title of a new piece.

"Say Boys I've Found a Girl," by the writers of "I Wish I had a Girl," is quite prominent. It is published by Shapiro. The edition of "June, July and August," published by Cox, Toronto, by the same authors, is also proving a winner.

The Gus Edwards Music Pub. Co. have a good number in "When You Know."

Ted Snyder Co. has two good pieces in "Next to Your Mother, Who do You Love?" and "Wild Cherries," instrumental.

Jerome H. Remick is prominent also with "Her Name is Mary Donohue" and "There's a Big Cry Baby in the Moon." This last song is catchy.

"Gee, but There's Class to a Girl Like You," is published by Will Rossiter. It's good too.

MOVING IN JANUARY.

Toronto, Dec. 6.—The Geo. M. Hendry Co. have secured the ground floor and basement of the large office building now being completed at 215-219 Victoria St., and will remove to their new premises about January 15, 1910. These two floors will give them a floor space of 10,500 square feet—more than double the space in their present building.

DOINGS IN ST. JOHN.

St. John, N.B., Dec. 3.—With a very satisfactory summer's business in the immediate past, and the prospects bright for a brisk Christmas trade, the dealers in books, stationery and fancy goods are feeling quite contented. In all the stores now there is a bewildering array of toys and fancy goods displayed on special tables and counters, and extra help is being secured for the expected rush of holiday buyers.

A feature of this year's display is the great variety of very pretty calendars of local and imported manufacture. A profusion of dolls, attractive books for young and old, toys, (mostly "Made in Germany"), and countless other lines are shown. Several of the dealers are showing some very dainty Christmas cards and booklets, which they sell, to order, with the name of the sender printed thereon.

In consequence of a recent real estate deal, resulting in the sale of the Second block to a dry goods house, the firm of E. G. Nelson & Co. will have to seek new quarters. For many years "Nelson's Bookstore," at the head of King Street, the centre of the business district, has been one of the city's landmarks, and it will seem odd to look for them anywhere else. J. E. Secord, the present proprietor, states, however, that he has other premises in view, and it is probable that when the time comes to move, in a few months, it will be to larger quarters, where the rapidly increasing business will have plenty of room for expansion.

The Dominion Specialty Company, which has conducted a business on Charlotte Street, devoted to art goods, sheet music, etc., assigned recently to A. A. Wilson, K.C., and the stock has been purchased by James S. Frost.

G. Herbert Flood, who was a member of the firm of C. Flood & Sons, dealers in books, stationery and fancy goods, etc., which recently went out of business, has been appointed by the Dominion Government as agent of the Marine and Fisheries Department at this port.

SOME PERSONAL ITEMS.

W. H. Manning, stationer, Ingersoll, is dead.

Smith Bros., stationers, Vernon and Kamloops, B.C., have sold their Kamloops business to A. C. Taylor.

William Copp, C. J. Musson and E. W. Walker are three Toronto publishers at present visiting the trade in England.

George Warwick, president Warwick Bros. & Rutler, Toronto, is at present in Europe, engaged in securing import fancy goods lines for next season. He will be back about Christmas.

A. de W. Anderson, London, Eng., representing the Caribonum Co., Ltd., manufacturers of all kinds of carbon paper, has been a trade visitor in Montreal. Stationers interested in securing a fine line of carbon paper, should write for samples to Caribonum Company, Ltd., Caribonum Works, Leyton, N.E., London.

A SHREWD STATIONER

when buying a line takes into consideration its reputation as to quality, style and manufacture, and these are really the selling points. Price is important, it is true, but in order to have your trade return for the same thing you must have the best, for no one wants a poor article a second time.

That Hurd's papers and cardboards are the best is unquestioned, and while the price may seem a little high, the quality and reliability far offset any difference. They are known the world over for their unequalled quality, purity and perfect finish.

We have added the Orchid shade to the other popular tints in the Lawnette paper. It is particularly attractive.

GEO. B. HURD & CO.

Fine Paper Makers

425 & 427 Broome Street, New York, U. S. A.



How a Merchant May Improve His Insurance Ratings

Failure to Apply Principles of Economy to this Department of Expenditure - Consultation with Local Agents Advisable in Order to Ascertain Details of Rating and Necessary Items of Improvement.

One of the most important questions that the merchant or manufacturer can ask himself at the present time is: How can I improve my insurance rating? Authorities with whom this matter has been discussed declare that the indifference displayed by some of the most wideawake business men with reference to the risk represented by their premises is nothing short of surprising. The great majority have never taken the trouble to ascertain from local agents what their key rates are or to inform themselves with reference to those details which constitute them. It is safe to say that, if they did, they would stand self-accused of their failure to apply the first principles of economy to this department of expenditure.

Fair Basis of Rating.

Although it is a commendable fact that forces are at work with the object of bringing about a better condition of things, the local insurance agent has not, heretofore, been expected to exercise his initiative in this matter. While a town is under a minimum tariff where risks are not always considered on their individual merits, but subject to the same rating whether good or bad, no great reform can be worked. Obviously, the specific rating which weighs the conditions surrounding a building and charges accordingly is the fairer; it discriminates justly between the good and the bad. Of course, the town's fire equipment and its fire record are always matters for consideration and are made the bases of penalties or credits as the case may be. Authorities state that the time is not so far distant when all centres of population will come under the specific rating.

Consult With the Agent.

What step must the merchant in a town to which specific rating is applied first take in the direction of improvement of his individual risk? He will go to his insurance agent and ascertain his key rate. The agent will inform him as to the full details of that rating, where he is penalized and where he is credited, and, if he be a competent man, will also be able to tell him what he must do to improve the risk.

On one point there cannot be too great emphasis—that the first duty of the merchant is to employ a competent insurance agent, not because he is a relative or friend, or out of charity, but because he is a competent man.

A merchant's insurance is more frequently gauged by the rate than by his own requirements. He is willing to spend three, four or five hundred or a thousand dollars for insurance, and the agent who can supply him with the largest amount of insurance for that money is the man who is doing him a service. Low rates do not necessarily mean less premiums, but probably would mean a larger amount of insurance. The minimizing of fire possibilities is likewise an important point to keep in mind.

In stringent times, the merchant looks at his insurance and if he thinks he can save a hundred or two he is going to do it. The man who can show him how he

can best effect that saving is the man who gets his business and keeps it.

There is scarcely a conceivable circumstance under which this rule will not apply, that reduction in rate is made for improvement. Instances are not wanting which go to show that where changes have been made to comply with recommendations with the object of securing better rates they were of such a character as to add materially to the value of the buildings, and in many cases were in contemplation before the owner had thought of their significance from an insurance point of view.

A merchant who has in view the "improving" of his risk by remodeling or rebuilding should first ascertain from the insurance agent doing his business how those changes are going to affect his rating.

Consultation between the agent and the insured, at such times, should be the rule and not the exception. It is here that the competent man can do good service; if he does not advise his clients somebody else will.

Small Outlay for Big Saving.

Case after case can be cited in which the most inexpensive improvement to building or equipment has effected great saving in insurance bills. Bookseller and Stationer's attention was recently drawn to a notable instance in which a manufacturer by an expenditure of \$50 cut down his bill by over \$500. By installing a bucket tank, by bricking up a small hole, by protecting floors or woodwork near stoves or furnaces, by keeping packing material in proper bins—these and scores of other little things all count in the making up of a rate. The fact that there is a deduction made for no cellar or basement is significant. The cellar is so often made a dump hole for all kinds of rubbish, and is the place of origin of many fires, that the penalty seems justified.

Faults of Management.

The faults attributed to management, in the mercantile survey on which rates are based, account for a large list of penalties any one of which may be easily overcome. For example, if there are stovepipes through the floors or partition, not protected, an additional 50 cents is charged; through the window, roof or wall, with double metal chimney, 50 cents additional; not protected, \$1.00; entering bottom of flue vertically, 25 cents extra; entering flue in attic or unused room, 25c additional; bottom of elevator shaft used for closets, etc., or waste, 50c; untidiness, rubbish, ashes, etc., in cellar or attic, 25c; open lights in show windows or electric bulbs covered with tissue paper or paper shades, 25 cents extra, and so on. There may be points about the construction of a building which the tenant or owner can as easily improve upon as in removing any of the "faults of management," and with reference to these the fullest consultation with local agents is urged. There is not only the individual risk to be considered, but likewise the reputation of the town. It is safe to say that the progressive merchant who recognizes the importance of his own status will not long stand for deficiency of municipal equipment.

Higgins' Inks and Adhesives



The Higgins' Inks and Adhesives are in a class by themselves. They are the best goods that original thought, conscientious workmanship and sustained high ideals can produce. They are largely imitated but never equalled. They give unvarying satisfaction to consumers and dealers, and every unit is backed by our absolute guarantee. PRICE LISTS AND DISCOUNTS ON REQUEST.

CHAS. M. HIGGINS & CO., New York, Chicago, London
 Originators and Manufacturers of Inks and Adhesives
 MAIN OFFICE, 271 Ninth St. BROOKLYN, N.Y., U.S.A.
 FACTORY, 240, 241 Eighth St.

DIED IN NEW YORK.

New York, Nov. 8.—The death occurred here today of John Ireland, who was for several years as a young man in the employ of the Dawsons, of Montreal. He came to New York in 1863 and was in the employ successively of Sheldon & Co., Thomas Nelson & Sons, and A. D. F. Randolph. In 1885 he opened a book business of his own at 1192 Broadway, but failed in 1898, when he took a position in the retail department of G. P. Putnam's Sons. He took special interest in the writings of Canadians, particularly those of Dr. Drummond.

English Items.

Arthur H. Stockwell, of 29 Ludgate Hill, London, England, has just published "The Mysterious Light," a novel by Janet B. Orr (2s.). "The Coming of the Child," a dream, by Theodore Phillips, (paper 1s.). "Garnered Sheaves," poems, by the author of "Prairie Chickens" (2s.), also "The Queen's Favorite and other poems," by M. H. Abraham-Jewell (2s.).

A new volume has just been issued in the series of "Sunrise" publications, from the press of the Sunrise Publishing Co., Warrington, England. "A Midnight Fantasy," by Arthur Bennett is descriptive of the poet's dream journey in the mystic hours of night. Whirled through space on Fancy's wings, he finds all that he has ever dreamed of. Friends in legion are introduced, in great variety and swift rotation, famous personages, from David down to Marie Correlli, have their entrances and exits. Authors, artists, characters in poetry and fiction, form a brilliant company. There is a bewildering fascination in this book of poems, which one finds it difficult to describe.

"WELLINGTON"
 PHOTO SPECIALTIES

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No order too small for best attention
 WARD & CO., 13 St. John St. MONTREAL



SPENCERIAN
 STEEL PENS.

The Standard Brand in United States for over fifty years, among expert and careful writers, and recognized by accountants and correspondents as

THE BEST

Works: BIRMINGHAM, ENGLAND
 Imported by all the leading stationers in Canada.

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HAVE YOU TRIED THIS ONE ?

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 Supplied by leading Wholesale Houses in Toronto and Montreal.
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 8 St. Bride St., London, E.C.
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The TELEPHONE PEN
 REG. IN CANADA

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 PENS

THE WORLD'S FAVORITE



THE RESERVOIR WAVERLEY WRITES
 250 WORDS WITH ONE DIP OF INK
 SOLD EVERYWHERE

MACNIVEN & CAMERON, LTD.
 Steel, Gold and Fountain Pen Makers to the Trade
 WAVERLEY WORKS, EDINBURGH

The Village Merchant and His Great Opportunities

A Man can Place Himself Above Competition in a Small Place — Only Two or Three First-class Business Men There — Ways to Get Hold of Business and Develop It.

By Frank Farrington.

The man who thinks that it will not pay him to go into business in a village because there is not business enough there, simply is ignorant of the actual conditions. It may be that he could not get enough of that business to make it profitable, but in a village of 2,000 there are 2,000 people right there to buy from him, and there is a surrounding country that will have an available population of from 500 to 50,000 whom he can reach with advertising and possibly induce to buy from him.

The man who has success written in his head will not lack for people to buy goods from him in the smallest village, and the man without it could not make a success of the only dry goods store in Indianapolis or Tallahassee. Of course there is opportunity everywhere, Waterproof, Ia., Overall, W. Va., Oshkosh, Tuscaloosa, or Medicine Hat. The man is the thing. And the average man will find that his mental equipment has a higher proportionate value in the village than in the city.

You are in direct competition with the best in your town or city, however large or small it may be. It should require no exceptional discernment to see that those who have risen to be the best among a hundred thousand must be better than those who have just made first place in a field of one thousand. Which would you rather have as competitors?

What can a man do in a village store?

He can succeed. He can build up a business just as big as he has the ability to handle. The size of his business will infallibly be the measure of his ability. In the city that is not true. His ability may be handicapped by a thousand influences entirely outside of his control and not at work at all potentially in a village.

No Limit to Village Business.

There is no limit to success possible for a village business. There are instances where in villages of some 500 inhabitants, and that's a pretty small village, stores have been started that have reached an annual turn-over in six figures.

I know of a modest drug store in a village of 3,000 that has cash receipts of \$20,000 per annum. That's a good business for a country drug store with the accompanying low operating expense.

The village druggist with a stock of \$4,000 and a store expense of \$1,500 to \$1,800, not including his own salary, may operate a business with yearly receipts of \$15,000, which should show him a gross profit of 40 per cent.

The village grocer with a \$20,000 gross receipts may net himself an income of from two to four thousand dollars.

Two young men who started in the grocery business ten years ago with \$3,000 capital in a fair-sized town now do an annual business of \$228,000, with an operating expense of less than 13 per cent. This in a place where, to use the words of one of the partners, "Competition is fierce."

The one thing that has opened the way to the village mercantile success is the development of advertising. In the old days when a man could do no more business than he could extract from the people who might pass his door,

there was no such thing as a big village success, and mighty few other big successes.

Now the trade of the world is open to any man who has a little capital and something to sell.

Must Advertise More.

In a city a man wins by just one method—advertising ability. In the village every talent he has may be brought to his aid. Is he a good mixer. Then he will make friends who will patronize him and send their acquaintances to his store, even if he were the poorest of advertisers, and I can show you to-day cases where men whose advertising was practically worthless have developed a trade that gave them a good living just by using their personality to that end.

Another man may be a musician and interest in him people of like tastes, or he may be popular in some fraternal order and have all his fellow members working for him. And this does not mean that a man can succeed in any line by neglecting his business for outside interests. The one rule that all merchants must follow until the business has got its growth is that the proprietor's presence in the store is an absolute necessity just as much as he can be there without imperiling his health.

Of course there are villages that have their business opportunities so well developed that there is little chance for any great new success, but such villages are scarce. There is room in practically any small town for a live man to buy one of the undeveloped stores and build it up to something big.

The biggest business can be done in the store that carries the most lines of goods. The store that is only a drug store has a limit. The cigar store has its limit. The way to raise the limit is by increasing the number of lines handled. The general or department store is the store that offers the unlimited chance for growth. It is simply the trust idea in miniature. Plan for a store that will have for its aim the supplying of the local population with everything needed and you will be planning for a big store.

Any kind of store can grow into the general store by the gradual addition of side lines. There is no reason why a clothier or a druggist or a grocer should not sell any kind of goods upon which he can make a good, clean profit. The idea that one must not break out of his own particular line, that the shoemaker must stick to his last, is entirely out of date. The shoemaker who sticks to his last will never be anything but a shoemaker. Of course there is nothing to prevent the man who is more contented than ambitious from being a good shoemaker and a happy one.

Keeping from Bankruptcy.

There is every reason to believe that it is not the most ambitious man who enjoys life the most. To be successful in one line, and to make a comfortable living at it, that is success enough for most men.

In the village a man may succeed in that latter way by taking one line and handling it well, doing a profitable business with careful management and small expense. He

Condensed or "Want" Advertisements

AGENTS WANTED.

This is the problem of many English and American manufacturers and publishers. Why not use an Ad. under this heading?

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving reference. The MacLean Publishing Co., Toronto.

WANTED—In every town and village, a representative to take charge of the circulation of our various publications: Hardware and Metal, Canadian Grocer, Financial Post, Printer and Publisher, Dry Goods Review, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection. Good personal recommendation. Just the position for a retired business man for his spare time. **MACLEAN PUBLISHING COMPANY Limited.** (t.f.) Toronto.

BOOKS WANTED.

How to secure a copy of an out-of-print book or magazine may sometimes puzzle. Try this solution.

24 copies Morang's 2nd Reader. 24 copies Canada Pub. Co. 2nd Reader. Apply to Cloke & Son, Hamilton, Ont.

BOOKS FOR SALE.

How to dispose of shop-worn or unsalable books is the problem of many a bookseller. Try an advertisement under this heading.

20 Chase's High School Geography, 30 U.S. Euclid and Algebra. Apply to Cloke & Son, Hamilton, Ont.

AUTHORS, WHO PUBLISH THEIR OWN books will find the **BOOKSELLER AND STATIONER** a good medium through which to interest the trade in their publications.

BOOK PLATES (EX LIBRIS)

ROBERT SNEIDER CO., 143-145 FULTON ST., New York. Designers and engravers of book plates (ex libris) heraldic and monogram dies, pearl inlaid stamping, for stationery. (12-09)

BOOKS IN FOREIGN LANGUAGES

LEMCKE & BUECHNER, 11 EAST 17TH ST., New York. (All foreign books.) (12-09)

LEMCKE & BUECHNER, 11 East 17th St., New York. Best facilities for supplying books in all languages.

DIARIES

B. W. HUESCH, 225 FIFTH AVE., N.Y., annual and perpetual year books, a popular diary. (12-09)

INFORMATION WANTED.

THE EDITOR OF THE BOOKSELLER AND STATIONER desires to be kept posted on the publication of all new books and magazines in the Dominion of Canada. Readers will confer a favour by acquainting him of any omissions from the lists published each month.

MAPS, GLOBES AND ATLASES.

C. S. HAMMOND & CO. 142 Fulton St., New York, Atlases, School Maps, Road Maps, Globes. (11-09)

MISCELLANEOUS

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Postal Drafts. If lost or delayed in the mails, a prompt refund is arranged, or new order issued without further charge.

CASH AND PACKAGE CARRIERS.—Better and quicker service in your store results from the installation of the "Gipe" system of Cash and Parcel Carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-over elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B" The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

ELLIOTT-FISHER Standard Writing-Adding Machines make toll easier. Elliott-Fisher Limited, 513 No. 83 Craig St. W., Montreal, and 129 Bay St., Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price \$3.00 boxed. Copp, Clark Co. Ltd., Toronto, are Sole Agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented: Underwood, Remingtons, Olivetti, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Co., Ltd., 88 King St. West, Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE No. 36, contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery with Cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Limited, 30 King St. West, Toronto. Write for a copy to-day. It's free!

PROBABLY the most talked about machine in Canada is the Haines Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Ltd., 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beach System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of business, large or small. Write us for illustrated catalog. W. D. Beach & Son, 193 Terauley Street, Toronto. (tf)

SHOW CASES AND STORE FIXTURES for every business. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-35 Adelaide St. W., Toronto, Ont. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candle-burners from six to ten up. Prices as low as 50 cents. Better write us to-day. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

THE "KALAMAZOO" Loose-Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible; writing surface flat; alignment perfect or complicated mechanism. Write for booklet. Warwick Bros. & Rutter Ltd., King and Spadina, Toronto.

MISCELLANEOUS

YOU don't buy a National Cash Register, it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

THE PERRY PICTURES—EXTENSIVELY advertised. Millions used. Very popular. Every one should have them. Send 4 cents in stamps for illustrated catalogue and prices to the trade. The Perry Pictures Co., Box 440, Malden, Mass. (2-10)

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear, unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Perlees" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Freeless Carbon and Ribbon Co., Toronto. (tf)

WAREHOUSE and Factory Heating Systems Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerepress Company, Ltd., 33 John St., Hamilton, Ont.

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd., General Offices, Woodstock, Ont. (tf)

WHY IMPORT Loose-Leaf Binders and Metal Parts when you can buy "Systems Quality" from us? We make the best binders in the world; make them to match, too. Ours are the Canadian Loose-Leaf Standard Business Systems Limited, Manufacturing Stationers, Toronto. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCullough Ltd., Galt, Ont. (tf)

PERIODICALS.

KEEP POSTED—The leading authority in Canada on groceries and food products is **THE CANADIAN GROCER**. Important trade conditions generally discussed every week. Price \$2 per year.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

SALESMEN WANTED

WALL PAPER TRAVELERS for year 1910. Road experience desirable. Must know something of wall paper and be able to produce results. Write full particulars of ability, experience, salary required to interest, etcetera, to F., sales manager, Box 185, Toronto.

SITUATIONS VACANT

EXPERIENCED salesman and window dresser for books and stationery. Apply to Cloke & Son, Hamilton.

BOOKSELLER AND STATIONER

will never be rich but he will keep out of the bankruptcy court.

The ambitious man for whom such a success is not enough may branch out, either developing a few lines in a way that shall bring him much business from all the available territory, or he may add line after line of goods until he covers many needs of few people, rather than few needs of many people.

In the village all forms of advertising are available for the smallest dealer. The local newspapers are generally issued weekly, and all the inhabitants are within reach of distribution either by mail or by messenger. In the city the small retailer is badly handicapped in his desires to advertise. The daily papers are beyond his means and they have too much waste circulation anyway. He has no good mailing list of possible patrons and it is difficult to secure a valuable list. Anyway direct by mail advertising in the city does not get much attention unless from one of the biggest stores. Even the lowly dodger is forbidden by the municipal authorities in many cities.

The small but lively and growing village is the place for the merchant who wants a successful and money-making career. There his business is safely and economically conducted and there he has a standing that is something more than that of a mere atom in the huge conglomerate mass of a city population.

If he proves later to be fit for the big success in the big city, his smaller success will be the only logical stepping stone to the greater.

In the village a man may sooner become independent and may sooner be a factor in the community life. It is easier to be Somebody there. It is better to be a big toad in a little puddle than a tadpole in a pond.—Business Philosopher.

THE RIME OF A BERKSHIRE MAID.

(The following clever poem was composed by the advertising manager of the Eaton, Crane & Pike Company, of Pittsfield, Mass. All the capitalized words are the names of papers to be found in the line manufactured by the firm.)

A "Maid in Berkshire" winsome and fair,
Of the VINTAGE of ninety-three
Sat all forlorn on CRANE'S LINEN LAWN,
In the shade of a papetree.
She wore a HIGHLAND LINEN gown,
A hat of WILLOW GREEN,
And a DISTAFF handled parasol
All covered with GRENADINE.

Her soft ONION-SKIN was DAYBREAK PINK,
Her TWILLED IRISH lashes were long,
She gave one a thrill like a GRAND QUADRILLE.
As she hummed at a TWO-TONE song.
Along came a lad from the COURT OF SPAIN
With an ENGLISH HOMESPUN coat.
He had in one hand a QUARTERED OAK cane,
In the other a PACKET NOTE.

The lad was evidently quite afraid,
But he, though his courage was fleeting,
In the lap of the maid his missive laid,
It contained the SEASON'S GREETING.
An ORCHID blush her face beset,
But her smile did not diminish,
For she was a real OLD STYLE coquette
And wanted to see the KID FINISH.

"Dear maid, be mine," the lad exclaimed,
His courage now returning,
And I suggest that you be HOT-PRESSED
In these arms which for you are yearning."
So he took her away in his AEROPLANE,
To his home at the ROYAL COURT,
And they're living to-day in CLOVER they say,
As sensible married folks ought.

There are now half a quire of JUVENILES,
In CHIFFON and DOESKIN they're dressed,
They play in the HEATHER in all sorts of weather
By CROSS-BARS or BONDS ne'er distressed.
So this is the tale of a Berkshire maid,
It's written on paper, you see,
The rhyme may be poor—not the paper, that's sure,
—It's the product of E. C. & P.

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Buntin, Gillies & Co.	outside cover and 31	Hurd, Geo. B., & Co.	19	Standard Crayon Co.	8
Busby Man's Magazine	29			Staurtons, Limited	11
C		J		T	
Canadian Press Clipping Bureau	29	Jenkins, Wm. R., Co.	33	Tatum, Sam'l C. Co.	2
Carter's Ink Co.	7			Tuck, Raphael & Sons	4
Cassell & Co., Ltd.	39	L		U	
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		Mitting & Volger	outside back cover	Wesel & Naumann	28
E		Morris, E. & Co.	7		
Eaton, Crane & Pike Co.	6	Morton Phillips & Co.	10	Y	
		Museum Book Store	39	Young Bros.	1

FORTIETH ANNIVERSARY OF THE POSTAL CARD.

The postal card, which has revolutionized communications by mail, is celebrating this year its fortieth anniversary. It is generally believed that it was born in Germany, because somewhere about 1865 a German postman evolved the idea of having open letters sent by mail at the reduced postal rate. But the German Government neglected the matter for four years, and allowed Austria to get ahead of her. On the first of October, 1869, the Austrian administration, in accordance with the suggestion of Prof. Hermann, put into circulation the first postal card. Three months afterwards, the Postal Department of Austria-Hungary had sold three millions of them. As a result of the success, Germany, in 1870, also decided to institute this postal reform, and Great Britain followed suit. After that, in chronological order, came

the following countries: Luxembourg, Switzerland, Belgium, Holland, the Scandinavian countries, and Russia. America came afterwards, followed by France and Spain. In Italy the postal card was introduced in 1874, and in Greece in 1876. On the day that the universal postal union was agreed upon, the first of July, 1878, the circulation of the postal card became general. Ever since the postal card became an illustrated article, its increase has become something marvellous.

A large "To Let After January 1st" sign advises all who pass the present building of the Carter's Ink Company, in Boston, that their new reinforced concrete building in Cambridge will soon be ready for occupancy.

The Canadian Almanac—1910

The 63rd annual issue of THE CANADIAN ALMANAC will be published about the 25th December, 1909. The Almanac will contain about 480 pages filled with useful and interesting information, and is invaluable to every citizen of the Dominion.

Besides being an Almanac, this book is a Directory of Banks, Militia, Post Offices, Newspapers, Clergy, Government Officials, Lawyers, Counties, Municipalities, Schools and Colleges, Bank and other Stocks, and is used as a book of reference in almost every office and library in the Dominion.

With every copy of the Almanac for 1910 will be given a large Map of part of the District of Nipissing, showing the Silver region.

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A Pen Sketch of Herbert N. Casson

The Canadian Writer, who has achieved Success as the Author of Several Important Historical and Biographical Works

By E. M. Pomeroy

Herbert N. Casson, author of the recent life of Cyrus Hall McCormick, and of "The Romance of Steel," "The Romance of the Reaper," and any number of magazine articles on social and industrial subjects, is a dyed-in-the-wool Canadian, never having seen any part of the United States until his twenty-third year.

"Bert" Casson, as he is best known to Canadians, was born in a tiny village called Odessa,



HERBERT N. CASSON

At his summer home, "Pige Hill," in the Catskills.

somewhere in the vicinity of Kingston, in the year 1869; and as his father was a peripatetic Methodist minister, he grew up all over the Dominion of Canada. He learned to read in a class of Indians and half-breeds in Manitoba, on the banks of the Red River. Later he became a clerk in a frontier store on the northern shore of Georgian Bay, a hundred miles or more from any railway. At seventeen he was the boy orator of the town of Mitchell, where the astonishing lectures that he used to deliver in the City Hall are well remembered. And at eighteen he was a student of Old Victoria College, in the days before it had forsaken the town of Cobourg for Toronto.

What "Bert" Casson has done in his seventeen years of adventuring in the United States, is a long and picturesque story. From the first, he set out with a purpose, and he has followed this purpose over hill and dale with the tenacity of an Indian. This purpose is nothing less than to abolish the competitive system in industry, and to establish in its place an orderly system of business, with every trade linked to every other trade and with every idler compelled to do his share of the national work. He believes in business as artists believe in art. He maintains that the evils of commercialism are transient, and the natural result of the present unfinished condition of the industrial and financial world. And he has been one

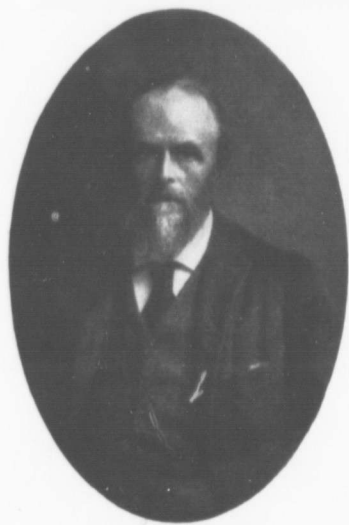
of the few Americans who welcomed alike the coming of the trade union and the trust, as harbingers of the larger industrial system that is to come.

In the pursuit of his purposes, Casson has lived in the slums of Boston and in the fashionable clubs of New York and Chicago. He has edited labor papers in order to study trade unionism from the inside; and he has been on the editorial staff of the New York World and the Wall Street Journal. He has tramped through Great Britain, lived in co-operative colonies, delved through Colorado and Texas, fought Socialists and Wall Street gamblers alike, and has strenuously defended what Roosevelt has called the "good trusts" against all comers.

The London Athenaeum, in reviewing Casson's "Romance of the Reaper," declares him to be the founder of a new school of writing, and one which in its terse, magnetic sentences best represents the American life of today. Whether this is too high an estimate or not, remains to be seen; but it is certainly true that in the United States his business histories have become tremendously popular.

THE STORY OF WILLIAM DE MORGAN.

William De Morgan, the most remarkable of contemporary novelists, who between the ages of sixty-four and seventy, has written four voluminous novels, was born in 1839 in London, where his father was a professor of mathematics at University College. He attended University College School and at twenty entered the Royal Academy Schools. He studied painting there for several years, but turned his attention to stained glass in 1864. Six years later he took up ceramics and remained a potter until 1904, though without much success. Then he turned story-writer purely by accident. During convalescence from a serious illness he was permitted, by way of pastime, to set pen to paper.



WILLIAM DeMORGAN

Whose new book, "It Never Can Happen Again," has just been published by Henry Frowde.

General Works by Canadian Writers

Comment on Some Autumn Publications in the Departments of History, Biography, Religion and Description.

Last month, we devoted a page to reviewing several works of fiction, written by Canadian authors. Meanwhile a number of books of more serious import have been accumulating and it is now in order to make some reference to them before the end of the year.

Casson's Biography of McCormick.

While McCormick's work as the inventor of the harvester, is more particularly associated with the United States, the land of his birth, yet Canadians may well be interested in this volume, ("Cyrus Hall McCormick, His Life and Work," by Herbert N. Casson. Chicago: A. C. McClurg & Co. Cloth, \$1.50 net.) on account of its author, who is one of the group of young Canadian writers, who are making names for themselves in the United States. Mr. Casson's work is familiar to magazine readers. He has written most entertainingly, "The Romance of Steel," and "The Romance of the Reaper," and in this new book, he gives an excellent pen picture of the man, to whom more than any one else, the success of the epoch-making invention of the harvester is due. He has succeeded in picturing the life and times of McCormick with vivacity and clearness. Dull facts and figures have been clothed with romance. It is a book of up-lift and encouragement, and should take its place among the biographies of men who have done much to advance civilization and culture.

A Memorial Volume.

It is gratifying to note that that important historical event of last summer, the unveiling of the national memorial to the Irish fever victims of 1847 on Grosse-Isle, has not gone unrecorded in the pages of a book. To the enterprise of the Quebec Telegraph, is due the publication of a memorial volume, (The Grosse-Isle Tragedy and the Monument to the Irish Fever Victims, 1847, by J. A. Jordan. Quebec: Telegraph Printing Co.) which will preserve in permanent form the memory of that notable event. The publishers have produced an attractive volume, profusely illustrated with half-tones of scenes on Grosse-Isle and in Ireland, and portraits of the men, who have been concerned in the erection of the monument. The letterpress has been collated from the columns of the Telegraph, where special attention was given to the event. The story of the movement to erect the memorial, the history of the tragedy, and an account of the unveiling ceremonies, with the speeches delivered on the occasion, make up the contents. The work has been compiled by Mr. Jordan, of the Telegraph editorial staff, who has brought to his task the sympathy of a warm nature and the ability of a clever writer.

A Story of the Chinese.

A mine of information concerning China and the Chinese is to be found in a volume by John Stuart Thomson, a young Canadian now resident in New York. (The Chinese. By J. S. Thomson. Indianapolis: Bobbs-Merrill Co. Cloth, \$2.50.) Perhaps it might be even more fittingly called a whole library, for whether Mr. Thomson is writing of the history, the geography, the ethnology, the literature, the art, the government, the education, the religion of this remarkable and conservative people, he seems to be equally at home in every department, and

to be possessed of a varied and accurate fund of information. The introduction into the Orient of western civilization, with its modern methods in transportation, commerce, finance, etc., is bringing about wonderful and far-reaching results, some of which are ably and clearly pointed out by the writer—new world problems arising out of new world conditions, and the writer of this clever book has done a lasting service in directing thoughtful people to a serious consideration of present conditions and the future outlook. The illustrations are excellent and numerous.

Reminiscences of a Manitoba Pioneer.

Much valuable local history is being lost to-day, through a lack of effort on the part of our pioneers in setting down in writing the events and experiences of their early days. When we do find such work being done, it is matter of congratulation, both to the man who writes and to the community he writes about. Dr. John H. O'Donnell, of Winnipeg, has given us a valuable book of reminiscences, (Manitoba as I Saw It, 1869 to Date. By John H. O'Donnell, M.D.C.M. Toronto: Musson Book Co.) in which he has introduced a mass of biographical detail about the leading men of Manitoba during the past forty years. From the literary standpoint the book has defects, both in style and in arrangement, but the mass of information it contains will always give it a place among Canadian



books. The portraits, which are scattered through its pages, are excellent, but it is to be regretted that there is no index.

Speeches on Transportation.

Senator J. P. B. Casgrain's little volume of speeches (The Problems of Transportation in Canada. By Hon. J. P. B. Casgrain. Quebec: Laflamme & Proulx.) is really a second edition of an earlier work. It contains three speeches on the National Transcontinental Railway, delivered in the Senate, in 1903, 1904 and 1909, respectively, a speech on the Hudson Bay Route, delivered in 1907, and two on the Georgian Bay Canal, delivered in 1908 and 1909, respectively. Senator Casgrain has made a close study of the problem of transportation and his speeches are illuminative. The book has been attractively produced.

A Concise Life of Wolfe.

Of the two biographies of General Wolfe, which have appeared this fall, that by Edward Salmon, (General Wolfe. By Edward Salmon. Toronto: Cassell & Co. Cloth, \$1.25.) excels in brevity and conciseness. For a short and comprehensive life of the hero of Quebec, the book will commend itself to readers of little leisure, who may be desirous of familiarizing themselves with the outlines of Wolfe's career. From this it must not be inferred that Mr. Salmon's work is so condensed as to be devoid of dramatic power. He has infused into the book an element of romance, and his treatment of the culminating campaign at Quebec is full of human interest. Ap-

pearing at a time when Wolfe's victory has again been brought into public notice by the celebration of the 150th anniversary of the taking of Quebec, the book should command considerable attention.

Dr. Saunders' Monumental Work.

Dr. Saunders, of Halifax, has produced what must be reckoned as one of the most important volumes in Canadian literature, (Three Premiers of Nova Scotia. By Edward Manning Saunders. Toronto: Briggs. Cloth, \$3.50.) The book, extending to 628 pages, is imposing in appearance, while it seems to possess in its pages all the attributes of sound biography. The three premiers are J. W. Johnstone, Joseph Howe and Sir Charles Tupper. In his preface, Dr. Saunders explains that it had been his original intention to write the life of Johnstone alone, but the other two statesmen's lives were so entwined with his, that he found it necessary to extend the scope of his work to include them as well. The style of writing is pleasing and the author has introduced much material of an intimate personal nature, which makes the book most readable, not only to Nova Scotians, but to Canadians in general. The publishers are also to be congratulated on their work, for the book is worthy of a place alongside the best books of the day.

A Missionary-Traveler's Book.

A new edition (the fourth) of "Through Five Republics on Horseback," by G. Whitfield Ray, F.R.G.S., former missionary and government explorer, has been published by William Briggs, Toronto. South America possesses a fascination for many, and this well-illustrated book is calculated to give to all such a clear idea of the continent, so often described as "The Darkest Land." In this edition Mr. Ray has inserted an introductory chapter on South America, which serves to give the reader a good general idea of the continent and its conditions before taking up the various republics in their order.

Miss Laut's Entertaining History.

Whether Miss Laut's new history of Canada (Canada: The Nation of the North. By Agnes C. Laut. Toronto: Briggs. Cloth, \$2.00) is the long-awaited popular history of the country or not, remains to be seen. She has, however, succeeded in infusing some life into a story, which has unfortunately been subjected to very dry treatment by previous historians. A mere chronicle of facts, a succession of dates is simply history in the nude and it requires skilful draping to make these dates and facts beautiful and inspiring. Miss Laut's aim has been to make the men and women of the past live for readers of the present, and in this she has been largely successful. Anyone reading her book will be entertained and at the same time will receive that instruction in our country's history, which is so needful. A profusion of illustrations add to the attractiveness of the volume.

Professor McFadyen's Charm.

An inspirational book of lofty tone by Professor John Edgar McFadyen, of Knox College, Toronto, is among the religious books of the season. (The City with Foundations. By John Edgar McFadyen. Toronto: Westminster Co. Cloth, \$1.50.) Prof. McFadyen is classed among the higher critics, and some of the orthodox are inclined to regard him with suspicion, but his present book must disarm all hostility. He is here working on simple gospel fundamentals. His book will be a delight to all who enjoy the interpretation of the Scriptures in a fine and reverent spirit. The volume is made up of a number of short expositions of various verses from different parts of the Bible, each with a special message of its own.

Choice Little Volumes by Burpee.

The little series of Canadian books compiled by Lawrence J. Burpee, Librarian of the Carnegie Library, Ottawa, and published by the Musson Book Co., Toronto, including "Fragments of Sam Slick," "A Little Book of Canadian Essays," "Songs of French Canada," "By Canadian Streams" and "Flowers from a Canadian Garden," deserve much more than a passing notice. They are one of the first attempts to produce something a little better than the ordinary book in this country. True, the books themselves have been made in England but the motif has been Canadian. Mr. Burpee is a genuine book-lover and he has evidently put much time and thought into their compilation. The subjects are suited to the delicate treatment they have received. Of the first, nothing need be said; "Sam Slick" is already too well-known to require an introduction. The essays are the substance of longer articles contributed by Mr. Burpee to various periodicals and deal with Canadian poets and writers. "Songs of French Canada" is made up of translations of a number of French-Canadian poems by Frechette, Cremazie, Chauveau, Routhier, Cartier, etc., and a collection of folk songs. "By Canadian Streams" tells the story of the great rivers of Canada, the St. Lawrence, the Saguenay, the Mackenzie, etc. The books are neatly boxed, and are bound in four styles, cloth, lambskin, Madras and velvet Persian. They will make charming Christmas gifts.

A Valuable Local History.

Several county histories of Canada have appeared of late years, but it is doubtful if a more satisfactory one than that of the County of Simcoe, just published in two well-made volumes, has yet been issued. The county council itself is responsible for the publication of the books and it is indeed a pleasure to find the councillors of at least one county taking an interest in the history of their district. It is almost too much to expect individuals or even historical societies to go to the usually very considerable expense of compiling and producing local histories. Such work is of genuine importance and should be supported by the authorities themselves to an extent sufficient to finance the undertaking worthily. The author of this admirable history is Andrew F. Hunter, of Barrie, and he has based his work on a series of historical sketches, which he contributed to the Barrie Examiner during 1880, 1890 and 1891. The two volumes take up two phases of the county history—the first covering the public affairs of the county, its institutions, etc., and the second containing a record of its pioneers, with some account of their lives. Portraits of many of these men are interspersed through both volumes. Mr. Hunter has got together a vast amount of historical material and he has done more, he has arranged it carefully and indexed it thoroughly—a feature too often neglected by local historians. Naturally the books will be of most interest to the people of the county, particularly those parts dealing with local personages, but the beginnings of things, as described by Mr. Hunter, must be of general interest. The sale of the books, which is carried on at cost of production, is in charge of Daniel Quinlan, county treasurer, Barrie. The fact that they have been made by Warwick Bros. & Rutter is sufficient to indicate their quality. (\$2.00 for two volumes).

A CATALOGUE OF CANADIANA.

The Museum Book Store, 45 Museum street, London, W.C., have issued a 68-page catalogue of Canadiana, which includes an immense collection of books, pamphlets, maps, prints, portraits, etc., relating to Canada and its provinces. A special feature of the collection is the section devoted to General Wolfe and the Siege of Quebec, which includes many rarities.

Activities Among the Publishers

Practically all Lists are Complete
—Publishers Visit England Pre-
paratory to the Spring Campaign
—Activity in the Shipping Rooms

For the past month the shipping rooms of Canadian publishing houses have been the scenes of intense activity, which has not died down yet. The season has been an excellent one and staffs have been kept very busy filling orders. Meanwhile the representatives of the import houses have been visiting publishing centres in the Old Country, arranging for their import lines for 1910.

The big event of the month has been the appearance of "The Foreigner" by Ralph Connor, which has been occupying the attention of all the supply houses. It seems destined to have a record sale.

As a last novel of the season, McLeod & Allen have issued an edition of "When a Man Marries," a ludicrous story of the Frank Stockton type, by Mary Roberts Rinehart.

The Musson Book Co. issued an edition of E. Temple Thurston's "House of Beautiful Nonsense" last month and so brisk was the demand that the entire edition was closed out in a few days.

Henry Frowde reports an excellent demand for "The Attie Guest," by Robert E. Knowles, and also notes a continuous enquiry for all Mr. Knowles' previous books.

The last of the Copp, Clark Co.'s fall novels made their appearance on December 7.—"Bella Donna," by Robert Hichens, and "The Sheriff of Dyke Hole," by Ridgwell Cullum.

A second edition of "Northern Lights," by Sir Gilbert Parker, is now ready. The publishers, the Copp, Clark Co. report a heavy sale for this title.



H. G. WELLS
Author of "Ann Veronica," just published by Copp, Clark.

The Copp, Clark Co. issued on November 30, "Faces in the Mist," by J. A. Stewart, and "Sailor's Knots," by W. W. Jacobs.

McLeod & Allen have taken the Canadian market for "Margarita's Soul," the remarkable anonymous novel, which has created such a sensation in the United States.

William De Morgan's "It Never Could Happen Again" was published on December 6 by Henry Frowde. The Canadian edition is issued in two volumes at \$1.75 the set.

A charming edition of Maurice Hewlett's "Forest



ALFRED NOYES
The talented English poet whose works are being well received in Canada.

Lovers" with 16 illustrations in color by A. S. Hartwick, has been published by the Macmillan Co.

The Canadian edition of Zona Gale's "Friendship Village Love Stories" is now in. The publishers are the Macmillan Co.

A mistake was made last month in quoting Dr. Sven Hedin's "Trans-Himalaya" at \$1.50. This should have been \$7.50, which is a much more reasonable price for a splendid two-volume work of this kind.

Difficulty has been experienced by the Musson Book Co. in securing sufficient copies of "Lady Cardigan's Memoirs" to meet the demand. There has been a heavy call for this book.

A FINE PRESENTATION VOLUME.

"Jock of the Bushveld" is the title of Sir Percy Fitzpatrick's most recent literary work. Sir Percy will be remembered as the author of "The Transvaal from Within," a work which he began and finished during the three years banishment to which he was sentenced after the discharge of the reform leaders from Pretoria Gaol. It is hard to imagine any greater difference in subject matter than that which exists between these two books, one a great volume of historical facts, facts which the author narrates with great literary skill, being a statement of the occurrences of 1895-6 in the Transvaal, and the conditions which led up to them, the other, "Jock of the Bushveld," a South African hunting story, a story of a dog and his master. The book is printed in a large clear type on good paper, bound in full cloth of a rich green shade, artistically decorated in gold; every page of the text has several marginal illustrations, and in addition to this, the book contains a number of full page plates, all of which were specially drawn by Mr. E. Caldwell, an artist who journeyed to the happy hunting grounds of "Jock" and his master for that special purpose. Large crown 8vo. Price, \$1.75. Longmans, Green & Co., London England. Renouf Publishing Co., 61 Union Avenue, Montreal.

Brief Notes of New Canadiana

Publications Still Coming from the Press—Several to Appear in December—A Canadian Who's Who to be a New Year Publication.

Nearly all the distinctly Canadian books of the year have now appeared. A few belated volumes have yet to be published but they will all be cleared off before Christmas. Already several new volumes are being talked about for spring publication, but we are not at liberty to make any specific announcements as yet. One important publishing house is planning to enter this field on an extensive scale in the spring.

Fiction.

The publication of "Chicotimi, a Romance of the Saguenay and Other Tales," by Allan Douglas Brodie (T. Herbert Chestnut), has been postponed for a couple of months. The author, who was formerly on the staff of the Montreal Witness, is now in Boston. His book will be published by William Briggs.

The Westminster Co. expect to publish in the early spring, a new story by Marian Keith, author of "The Silver Maple," etc.

Biography.

The Canadian edition of "The Life of Robert Maclary, D.D., LL.D., D.C.L., Archbishop of Rupert's Land, etc.," by Robert Maclary, his nephew, was issued on December 1. It is a large and imposing work. (Macmillan).

"The Life and Letters of General Wolfe," by Beckles Willson, is now to be procured from the Macmillan Co. of Canada, who have secured the Canadian market for the volume.

William Briggs will publish shortly "Reminiscences and Incidents Connected with the Life and Pastoral Efforts of Rev. John Anderson, B.A.," by his son, Rev. J. D. Anderson, of Beauharnois, Que. The subject of the biography was one of the pioneer clergymen of Huron county.

Another biographical work, telling the story of one of Manitoba's pioneers, is shortly to be published by William Briggs—"Memoirs of the late Sandy Stewart." It has been written by one who styles himself "his life-long friend."

Henry J. Morgan's monumental work, "Canadian Men and Women of the Times," is now nearing completion. His publisher, William Briggs, expects to have the volume ready early in the New Year.

William Briggs has now on the press "Martyrs of New France," a carefully prepared historical work from the pen of W. S. Herrington, K.C., of Napane.

Poetry.

"The Amber Army and Other Poems" is the title of a new volume of poems by Rev. W. T. Allison, to be published shortly by William Briggs. Mr. Allison is a graduate of Toronto University and later occupied a position on the staff of the Toronto News. He went from there to a charge in Stayner and is now located in Middlefield, Conn.

A new edition of "The Empire Builders and Other Poems," by Robert J. C. Stead, of Cartwright, Manitoba, has been published by William Briggs.

Miscellaneous.

F. S. Spence, of Toronto, has compiled and the Pioneer Press has published "The Campaign Manual, 1909," a 125-page book in the interests of local option.

An interesting little volume by the late Gordon Boyce Thompson, M.A., of Toronto, has just been published by the Macmillan Co., with the title "The Kulturkampf." Mr. Thompson graduated from the University of Toronto in 1907 and spent the winter of 1907-1908 in Germany, working on a thesis for his M.A. degree. The thesis is contained in the book, which has a pathetic interest on account of the death of the author in Berlin, on July 1, 1908. Professor Wrong, who was instrumental in having the book published, contributes an introduction. In addition to the ordinary edition, a limited de luxe edition (not for sale) has been printed.

The third edition of Barlow Cumberland's "History of the Union Jack and the Flags of the Empire," will be ready almost immediately. Mr. Cumberland has revised and enlarged his original book, which is now entirely out of print. William Briggs is publishing it.

Volume VI. of the "Proceedings of the Canadian Club, Toronto for the year 1908-1909" has just been published by the Club in a neat 153-page volume. It contains 24 addresses delivered before the Club, among them being speeches by Viscount Milner, Lord Northcliffe, Sir Andrew Fraser and other notabilities.

Dr. Wilfred Grenfell's authoritative book on "Labrador, the Country and the People" was published in November by the Macmillan Co. In addition to the descriptive chapters by Dr. Grenfell, there are chapters on various scientific subjects by such men as Dr. Reginald A. Daly, professor of geology at the Massachusetts Institute of Technology; Dr. E. B. Delabarre, professor of psychology at Brown University; Dr. C. W. Townsend, of Boston; Charles W. Johnson, curator of the Boston Society of Natural History; Dr. A. P. Low, Deputy Minister of Mines in Canada, and William B. Cabot, of Boston.

A Canadian Who's Who.

A work of reference, "The Canadian Who's Who," which is going to occupy a place in Canada similar to that occupied by "Who's Who" in England, is promised for January. The volume is being published by the Times, of London, and it is the intention to make it an annual publication. Mr. Fred Cook, of Ottawa, Canadian correspondent of the Times, whose wide acquaintance with the leading men of the Dominion, eminently qualifies him for the task, is the editor. Mr. Cook was charged with the duty of preparing the work as recently as October. The names had to be selected at once, and question forms to be sent out. Mr. Cook states that the replies to his circulars have been readily forthcoming, although in some cases two and, perhaps, three letters had to be sent before the requisite information was obtained. Besides biographies of the public men of the country, that is, members of the Federal and Provincial Legislatures, leading members of the learned professions and men prominent in the chief business enterprises of the country, are included in the book. Special attention has been paid to the literary men and women of the Dominion. As an instance of the difficulty in preparing a work of this kind at such short notice, it may be mentioned that the Yukon information had to be asked for by telegraph. Search had to be made for Canadians in different parts of the world. For instance, Miss Kathleen Parlow, whose fame as a violinist, has extended all over Europe, was located through one of the big musical firms in London, her Canadian relatives not knowing her address. After the first year, Mr. Cook says it will be comparatively easy sailing to amplify the volume. It is proposed to follow in every respect, as regards type, size of page, and binding, that standard work of reference, "The English Who's Who."

Among the Season's New Books

Thumb-nail Reviews of Numerous Fall Publications — A Profusion of Juveniles — Some Novels and General Works.

Fiction.

The Land of Long Ago. By Eliza Calvert Hall. The Musson Book Co., Toronto. \$1.25.

The reminiscences and reveries of a very interesting old lady. The author with the keen insight of a sympathetic imagination possesses the power to reproduce the lives of a bygone day with the joys and sorrows that rendered those lives tender and pathetic. The homely virtues as practised in the narrow arena of a Kentucky village were the soil from which sprang a progeny of noble sons and daughters. Miss Hall has well performed her task of recording these pleasant tales of "The Land of Long Ago."

Daphne in Fitzroy Street. By E. Nesbit. The Musson Book Co., Toronto. \$1.25.

The writer of this clever story excels in the interpretation of the emotions. Daphne, when she takes up her home in Fitzroy Street amid Bohemian surroundings, is a creature under the sway of her emotional nature. When she emerges, after a few, short, stormy months of purely emotional enjoyment, she has learned, among other things, the hard lesson that defeat is often the road to victory and that the purest love is that which gives and seeks nothing in return. Feeling and not years has transformed the immature, impulsive schoolgirl into the calm, mature but not less lovable woman.

The Castle by the Sea. By H. B. Marriott Watson. Boston: Little, Brown & Co. Cloth, \$1.50.

A romance built around an old English castle, which has been leased by a London literary man. He soon discovers that there is a mystery hanging over it. In fact, there are apparently several independent mysteries. The reader is kept guessing about them up to the very end, when they are, of course, all solved in easy fashion to everybody's satisfaction. The book possesses a genuine romantic glamor.

The Yellow Circle. By Charles E. Walk. Chicago: A. C. McClurg & Co. Cloth, \$1.50.

A first-rate mystery story, beginning dramatically with the disappearance of a rich young lady from the church vestry just as she was about to be married.

Wit's End. By Amy Blanchard. Boston: Dana Estes & Co. Cloth, \$1.50.

Instinct with life, color and individuality, this story of true love, which has for its setting a certain island of Casco Bay, beloved by many, cannot fail to attract, and hold to its happy end, the reader's eager attention. The word pictures of sea and land are masterly; while the poise of narrative and description is marvellously preserved.

Greene, Francis Nimmo. Into the Night. Illustrated in color. New York: Thomas Y. Crowell & Co. Cloth, \$1.20 net.

The story begins at the historical point a few years ago, when a mass-meeting of citizens of New Orleans took the law into their own hands and lynched ringleaders of the Mafia concerned in the death of their chief of police. From this point of fact a romance of intrigue and mystery is interwoven, which holds the reader baffled and puzzled, but keenly interested until the end. The book, however, is by no means gloomy in treatment. The nar-

ative also serves as a vehicle for presenting characters of strange contrast: the high-strung southern planter with his inordinate pride of race; the cool, purposeful lawyer and the keen detective against whom he is pitted; the cringing Italians and other alien races. Nor must we forget the most pathetic and clearest figure in the book — Zoe, child of impulse and passion. "The writer handles her story with unusual skill," says one critic. "She knows her New Orleans, and her people are very live."

Juveniles.

Christmas in Japan: or Saburo's Reward. By Sarah Gertrude Pomeroy. Boston: Dana Estes & Co., Cloth, 50 cents.

An entertaining story of a little Japanese boy, who, in order to assist his father to pay all his debts on New Year's Day,—a national Japanese custom,—was willing to sacrifice some of his most cherished treasures; and later, by his bravery and stout-heartedness, was enabled to earn the necessary amount required to satisfy his father's creditors, and establish the family in affluent circumstances again. Most entertainingly told, in the author's best style.

The Sarah Jane: Dicky Dalton, Captain. By James Otis. Boston: Dana Estes & Co. Cloth, \$1.50.

The second title in the very successful series of "Business Venture Stories" deals with the efforts of two venturesome American boys to manage and operate a small tugboat. Their pluck in meeting the hazards of this business, and their resourceful ingenuity in overcoming difficulties, fill the narrative with interesting and exciting episodes that will appeal to readers of all ages.

Bravo, Bob! The Boy from Canada. By Andrew Home. London and Edinburgh: W. & R. Chambers, Cloth, 3s 6d.

Bob Kitchin, a Canadian boy at school in England, is the hero of this excellent school story. Martin Allingham, an English boy, tells the story. At first the two are friends but they become estranged. There are numerous other characters and a variety of amusing and thrilling experiences. Finally the breach is healed.

Barbara Bellamy. A Public School Girl. By May Baldwin. London and Edinburgh: W. & R. Chambers, Cloth, 3s 6d.

The heroine is brought up by an eccentric and misanthropic grandfather in seclusion until she is fourteen. The new vicar's wife befriends her and persuades the old man to send her to school. Her adventures at school, where she is first considered to be mad, are amusingly told.

The Angel Opportunity. By Jessie F. Hogg. Edinburgh and London: Oliphant, Anderson & Ferrier. Cloth, 2s 6d.

The story of a missionary's family who are sent home to Scotland to be educated. It is full of humorous and pathetic incidents.

Aylwyn's Friends. By I. T. Meade. Edinburgh and London: W. & R. Chambers, Cloth, 6s.

The story tells of some charming children from Australia, who show in the most delightful manner to their English relations how, by their own initiative, they can earn their living.

The Little Tin Soldier. By Graham Mar. Edinburgh and London: W. & R. Chambers, Cloth, 2s 6d.

A story dealing with the adventures of a charming little fellow who was kidnapped from a loving home and taken to the rough-and-tumble life of the East End of London.

The Little Japanese Girl. By Nell Parsons. With four color plates and 62 other illustrations. London: Robert Colley. Cloth, 2s 6d net.

Giving, in story form, a graphic picture of life in Japan, intended for the instruction and entertainment of young people.

A Trip to Mars. By Fenton Ash. Illustrated. Edinburgh and London: W. & R. Chambers. Cloth.

The wonderful adventures of two British youths on the planet Mars, which they visit as the guests of King Ivanta, a powerful ruler of that globe, and his son Prince Alondra. They find there a world where airships and flying machines are in universal use. They learn to manage racing air-yachts and take part in other strange sports. Later they meet with still more thrilling adventures.

The Attic Boarders. By Raymond Jaebens. Illustrated. Edinburgh and London: W. & R. Chambers. Cloth.

Rachel Wellington, the motherless eldest daughter of a poor country rector, finds it so difficult to make both ends meet that she tries to make money by starting a dog's holiday home, turning some unused attics into dogs' boarding houses. She has great difficulties with her first boarders. Four younger children make up the Rectory party.

Bar B. Boys, or the Young Cow-Punchers. By Edwin L. Sabin. New York: Thomas Y. Crowell & Co. Cloth, \$1.50.

Here is just the book to make every wide-awake boy "sit up"—yes, and his sister, too. It is a tale of ranch life in the far west, filled with adventure and the free air of the Rockies, true to the life, yet standing for high ideals and courage of the right sort. In Mr. Sabin's earlier book he proved that he knew boy life; and here he proves also that he knows the picturesque wild west, which is so soon to yield before the on-marching civilization. Stories like this are valuable in treasuring for us this phase of passing American life and manners.

Unlucky Tib. By Edward S. Ellis. Boston: Dana Estes & Co. Cloth, \$1.25.

Fiberius Marshall believed for a long time that he was the unluckiest youngster that ever lived. As a member of the "Roaring Rangers," as the hero of the "Swallow Tail," and in various other episodes, Tib's experiences seemed to warrant this dismal belief on his part, but, all in good time, a change came, and the truth that the reward of virtue is as sure as the rising and setting of the sun is impressively taught. The story is luminous with humor, pathos and incidents that stir and quicken one's blood. Like all of Mr. Ellis's works, "Unlucky Tib" teaches in the most fascinating manner its own profound moral lesson.

Miscellaneous.

The Next Life: Light on the Worlds Beyond. By the Rev. J. Reid Howatt, author of "Agnostic Fallacies," "Faith's Strong Foundations," etc. London: the Religious Tract Society. 2s net.

In times when our immortality is either being questioned or held only loosely and vaguely, such a book as "The Next Life: Light on the Worlds Beyond" is as refreshing as it is opportune. In a clear and interesting style the author lays under contribution both nature and revelation, latest science and most recent theology, till we not only rejoice in the luminous proofs of our immortality, but are also fascinated by the wide disclosures of what waits us beyond the veil. A most thoughtful and stimulating work.

Standard Guide for Locomotive Engineers and Firemen. By Ed. Turner. Chicago: Laird & Lee. Leather, pocket size, 75 cents.

An illustrated pocket manual for the convenient use

of railroad engineers, firemen and machinists, covering breakdowns, quick repairs on E. T. equipment, New York brake equipment, compound engines, injectors, lubricators, etc., standard rules for engineers and firemen, signals, and definitions of railroad terms.

English-Italian, Italian-English Dictionary. Laird & Lee's Standard Vest Pocket Edition. Chicago: Laird & Lee. Leather, 75 cents. Cloth, 50 cents.

A timely book, carefully compiled, edited and arranged, and contains accurate pronunciation tables and abridged compendiums of the grammars of both languages.

The Sons of Strength. By J. R. P. Selator. Edinburgh and London: Oliphant, Anderson & Ferrier. Cloth, 1s net.

An exposition of some of the distinctively religious ideas, which are given in George Meredith's poems, and an exhortation derived from them.

Old-Time Recipes for Home-made Wines. Cordials and Liqueurs from Fruits, Flowers, Vegetables, etc. Compiled by Helen S. Wright. Boston: Dana Estes & Co. Cloth, \$1.50.

In compact but attractive form this book combines a list of valuable recipes and a beautiful and artistic gift book.

Laird & Lee's Diary and Time-Saver for 1910. Chicago: Laird & Lee. Leather, vest-pocket size, 25 cents.

This excellent little diary is now in its eleventh year. It is kept strictly up-to-date. Attention is given to Canada, with statistics regarding population, government, areas, map, etc.

The Gate Beautiful. By J. R. Miller. New York: Thos. Y. Crowell & Co. Cloth, gilt top, 85 cents net.

Dr. Miller's work, both as preacher and writer, is too well known to require extended comment here. His annual volume of sermons for this year bears an unusually charming title, and its contents will be found to measure fully up to the standard of his other books. It contains some twenty chapters, the first giving its title to the whole. Other chapter heads which give an idea of the general tenor of the work are: "The Call to Praise," "The Desires of Thy Heart," "Called to be Saints," "Guarding Our Thoughts," "Points of Departure," and "What God Thinks of Us."

Laird & Lee's Webster's New Standard Dictionary. (Students' Common School Edition. Chicago: Laird & Lee. Black silk cloth, 75 cents.

This is a revised edition. In addition to the hundreds of text illustrations contained in previous editions, it has an artistic frontispiece, presenting a magnificent portrait of Noah Webster, two full-page colored maps, showing the eastern and western hemispheres, two full-page plates of architectural drawings, and a supplement containing hundreds of new words and definitions that have recently come into use in connection with the latest discoveries and inventions in the arts and sciences.

Cafe Cackle, From Dumps to Delmonico's. By Clivette. Chicago: Laird & Lee. Paper, 25 cents. Boards, 50 cents.

Stories, supposed to be heard in cafes and hotel dining-rooms from the Atlantic to the Pacific. They are funny and entertaining.

The New Golfer's Almanac for 1910. Made up by W. L. Stoddard, with sundry pictures by A. W. Bartlett. Boston: Houghton, Mifflin Co. Cloth, 90 cents net.

An amusing and instructive collection of odds and ends about golf. Weather prophecies, a dictionary of golf, astronomical information, golf champions, rules of the game, etc., all compiled in the approved almanac form. A splendid gift book for a golf fiend.

The Canadian Monthly List of Books for November

Containing a Record of Books Published in Canada,
Books by Canadian Authors and Books About
Canada Issued During the Month of November.

- Abbott, L.** *The Temple.* Toronto: Macmillan. Cloth, \$1.25 net.
- Addams, J.** *The Spirit of Youth and the City Streets.* Toronto: Macmillan. Cloth, \$1.25 net.
- Albutt and Rolleston.** *System of Medicine, Vol. VI. Diseases of the Heart and Blood Vessels.* Toronto: Macmillan. Half leather, \$7.00 net.
- Bailey, L. H.** *The Nature Study Idea.* Third Edition Revised. Toronto: Macmillan. Cloth, \$1.00 net.
- Begbie, Harold.** *The Gateway.* Toronto: Henry Frowde. Cloth, \$1.25.
- Book of Christmas, The.* With an introduction by Hamilton Wright Mabie, and decorative drawings by George Wharton Edwards. Toronto: Macmillan. Cloth, \$1.25 net.
- B-Peep.** Annual Volume. Toronto: Cassell. Cloth, 85 cents. Boards, 50 cents.
- Burpee, L. J.** (1) Fragments of Sam Slijk. (2) A Little Book of Canadian Essays. (3) Songs of French Canada. (4) By Canadian Streams. (5) Flowers from a Canadian Garden. Toronto: Musson. November. Each. Boards, 35 cents; Lambskin, \$1.00; Madras, \$1.25; Velvet Persian, limp, \$1.50.
- Cable, George W.** *Poussin Jone' and Pere Raphael.* Toronto: Copp, Clark. Nov. Cloth, \$1.50.
- Cameron, Agnes Deans.** *The New North.* New York: D. Appleton & Co. Cloth, \$3.00 net.
- Canby, H. S.** *English Composition in Theory and Practice.* Toronto: Macmillan. Cloth, \$1.25 net.
- Carson, W. E.** *Mexico, the Wonderland of the South.* Toronto: Macmillan. Cloth, \$2.25 net.
- Casgrain, Hcn. J. P. B.** *The Problems of Transportation in Canada.* 232 pages, 4 $\frac{3}{4}$ x7 $\frac{1}{4}$ inches. Quebec: Laflamme & Pronlx. Paper.
- Cassell's Magazine.* Annual Volume. Toronto: Cassell. Cloth, \$1.75.
- Cassell's Annual for Boys and Girls.* Toronto: Cassell. Cloth, \$1.50, boards, \$1.00.
- Chatterton, E. Keble.** *Every Boy's Book of Sports, Pastimes, Hobbies and Amusements.* Toronto: Copp, Clark. Nov. Cloth, \$1.25.
- Chisholm, Joseph Andrew.** *The Speeches and Public Letters of Joseph Howe.* 2 volumes, 1,300 pages, 6x9 inches. 500 sets in calf, 1,500 sets in buckram. Halifax: Chronicle Pub. Co. August. Printed by Ballantyne-Hanson Co. Calif. \$10.00 per set, buckram, \$8.00 per set.
- Clubs.* Annual Volume. Toronto: Cassell. Cloth, \$1.75.
- Church, (Rev.) Alfred J.** *The Faery Queen and Her Knights.* Toronto: Macmillan. Cloth, \$1.50.
- Clarke, Helen A.** *Longfellow's Country.* Toronto: Musson. Nov. Cloth, \$2.50.
- Connor, Ralph.** *The Dawn of Galilee.* Toronto: Westminster. Decorated paper, 25 cents; cloth, 50 cents.
- Connor, Ralph.** *The Foreigner.* Toronto: Westminster Co. Nov. Cloth, \$1.25.
- Creighton, J.** *Introduction to Logic.* New Edition. Toronto: Macmillan. Cloth, \$1.50 net.
- Dill, L. A.** *Two Christmas Gifts.* Toronto: William Briggs. Paper, 25 cents.
- Douglas, Hudson.** *The Lantern of Luck.* Toronto: McLeod & Allen. Cloth, \$1.25.
- Ellis & Macclemeat.** *A Laboratory Manual to a First Book in Chemistry.* 60 pages. Toronto: Macmillan. 25 cents net.
- Ellis & Macclemeat.** *A First Book in Chemistry.* vii.+191 pages. Toronto: Macmillan. Cloth, 50 cents net.
- Field, Ed. Salisbury.** *Cupid's Understudy.* Illustrated by Will Grefe. Toronto: McLeod & Allen. Nov. Cloth, \$1.25.
- Finnemore, J.** *The Story of Robin Hood and His Merry Men.* Illustrated. Toronto: Macmillan. Cloth, \$1.00.
- Girls' Realm.* Annual. Toronto: Cassell. Cloth, \$1.75.
- Goodall, Agnes M.** *Peeps at Many Lands Series.* Toronto: Macmillan. Cloth, 50 cents.
- Gregory and Hadley.** *A Class Book of Physics.* Toronto: Macmillan. Cloth, \$1.00 net.
- Grenfell, Wilfred T.** *Labrador, the Country and the People.* Illustrated. Toronto: Macmillan. Cloth, \$2.25 net.
- Grierson, E.** *Children's Tales of English Minsters.* Toronto: Macmillan. Cloth, \$1.75.
- Harper, J. M.** *The Greatest Event in Canadian History. The Battle of the Plains.* 269 pages, 5 $\frac{1}{2}$ x8 inches. Toronto: Musson. Nov. Cloth, \$1.50.
- Haverfield, E. L.** *A Human Cypher.* Toronto: Henry Frowde. Cloth, \$1.25.
- Henderson, John.** *Jamaica. Peeps at Many Lands Series.* Toronto: Macmillan. Cloth, 50 cents.
- Hewlett, Maurice.** *Forest Lovers.* Illustrated by A. S. Hartrick. New edition. Toronto: Macmillan. Cloth, \$1.50.
- Horn, Kate.** *Ships of Desire.* Sixpenny Edition. Toronto: Cassell. Paper, 15 cents.
- Jacobs, W. W.** *Sailors' Knots.* Toronto: Copp, Clark. Nov. Cloth, \$1.25.
- Jerome, Jerome K.** *They and I.* Toronto: Musson. Nov. Cloth, \$1.25.
- Jerrolds, W.** *Highways and Byways of Middlesex.* Illustrated by Hugh Thomson. Toronto: Macmillan. Cloth, \$1.75.
- Johnson, Clifton.** *The Picturesque Hudson.* Toronto: Macmillan. Cloth, \$1.25.
- Johnston, Lena E.** *China. Peeps at Many Lands Series.* Toronto: Macmillan. Cloth, 50 cents.
- Johnston, (Rev.) T. J.** *The Lord's Day Observance Vindicated.* Toronto: William Briggs. Paper, 20 cents.
- Jordan, J. A.** *The Grosse-Isle Tragedy and the Monument to the Irish Fever Victims, 1847.* 137 pages, 7 $\frac{1}{2}$ x10 $\frac{1}{4}$ inches. Quebec: Telegraph Printing Co. Sept. Cloth, \$1.50; leather, \$3.00; paper, \$1.00.
- Kerby, J. W.** *The Broken Trail.* Toronto: William Briggs. Cloth, \$1.00.
- Kingsley, Charles.** *The Water Babies.* New edition, illustrated by Warwick Goble. Toronto: Macmillan. Cloth, \$1.00 net.
- Kipling, Rudyard.** *A Song of the English.* Illustrated in color by W. Heath Robinson. 4to. Toronto: Musson. \$5.00.
- Little Folks.* Annual Volume. Toronto: Cassell. Cloth, \$1.25; boards, 85 cents.
- Little, Frances.** *Little Sister Snow.* Special editions. Toronto: Musson. Lambskin, \$1.25; polished Madras, \$1.50.

BOOKSELLER AND STATIONER

- Longfellow.** The Song of Hiawatha. Illustrated gift edition. Toronto: Copp, Clark. Nov. Ooze leather, \$2.00; cloth, \$1.00.
- Lucas, E. V.** A Wanderer in Paris. Toronto: Macmillan. Cloth, \$1.75 net.
- Lucas, E. V.** Some Friends of Mine: A Rally of Men. Toronto: Macmillan. Cloth, \$1.25.
- Maartens, Maarten.** The Price of Lis Doris. Toronto: Copp, Clark. Nov. Cloth, \$1.25.
- Macphail, Andrew.** Essays in Politics. Montreal: Renouf. Cloth, \$1.75.
- Major, Charles.** A Gentle Knight of Old Brandenburg. Toronto: Macmillan. Cloth, \$1.25.
- Marshall, H. E.** Canada. Our Empire Story Series. Illustrated in color by J. R. Skelton. 121 pages, 5¼x7¾ inches. London. T. C. and E. C. Jask. Toronto: Copp, Clark. Cloth, 50 cents.
- Maxwell, W. B.** Seymour Charlton. Toronto: Copp, Clark. Nov. Cloth, \$1.25.
- McFadyen, John E.** A City with Foundations. Toronto: Westminster. Nov. Cloth, \$1.25.
- Meade, L. T.** Wild Heather. Frontispiece in color by E. Earnshaw. Toronto: Cassell. Nov. Cloth, \$1.25.
- Meade, L. T.** I Will Sing a New Song. Toronto: Henry Frowde. Cloth, \$1.25.
- Mitton, E.** Children's Book of Railways. Toronto: Macmillan. Cloth, \$1.75.
- Morris, Gouverneur.** Putting on the Screws. Toronto: William Briggs. Cloth, 50 cents.
- **O'Donnell, John H., M.D., C.M.** Manitoba as I Saw It. From 1869 to Date. With Flash-lights on the First Riel Rebellion. 158 pages, 6x8¾ inches. Toronto: Musson. Nov. Cloth, illustrated, \$1.50.
- Perry, Frances Foster.** Their Hearts' Desire. Toronto: William Briggs. Cloth, \$2.00 net.
- Quiver, The.** Annual Volume. Toronto: Cassell. Cloth, \$1.75.
- **Ray, G. Whitfield, F.R.G.S.** Through Five Republics on Horseback. Being an Account of Many Wanderings in South America. With introduction by Rev. J. G. Brown, D.D. Fourth edition, 380 pages, 5x7¾ inches. Toronto: William Briggs. Nov. Cloth.
- Reader, Ethel.** The Little Mermaid: A Story for Children. Toronto: Macmillan. Cloth, \$1.00.
- Rinehart, Mary Roberts.** When a Man Marries. Toronto: McLeod & Allen. Cloth, \$1.25.
- Roberts, Charles G. D.** The Backwoodsman. Toronto: Macmillan. Cloth, \$1.25.
- Rubaiyat of Omar Khayyam.** Fitzgerald Centenary Edition. Illustrated in color by Willy Pogany. Toronto: Copp, Clark. Nov. \$3.00 net. Limited edition signed by artist, \$6.00 net.
- Rubaiyat of Omar Khayyam.** Illustrated in color by Edmund Dulac. Toronto: Musson. Cloth, \$5.00 net.
- **Rundle, Edwin George.** A Soldier's Life. With an introduction by Major Henry J. Woodside. Author's Edition, 127 pages, 5¼x8 inches. Toronto: William Briggs. Cloth, \$1.00.
- **Saunders, Edward Manning, M.A., D.D.** Three Premiers of Nova Scotia. The Hon. J. W. Johnstone, the Hon. Joseph Howe, the Hon. Charles Tupper, M.D., C.B. 628 pages, 6x9 inches. Toronto: William Briggs. Nov. Cloth, \$3.50.
- Sedgwick, Mrs. Alfred.** Germany. Peeps at Many Lands Series. Toronto: Macmillan. Cloth, 50 cents.
- Sedgwick, Mrs. Alfred and Paynter, Mrs.** The Children's Book of Gardening. Toronto: Macmillan. Cloth, \$1.75.
- Shaw, Captain Frank H.** First at the Pole. Toronto: Cassell. Cloth, \$1.50.
- Sheehan, Very Rev. Canon.** The Blindness of Dr. Gray. Montreal: Renouf. Cloth, \$1.75.
- **Sinclair and Tracy.** Introductory Educational Psychology: A Book for Teachers in Training. xii+180 pages. Toronto: Macmillan. Cloth, 90 cents net.
- Smedley, Frank E.** Henry Coverdale's Courtship. New Edition. Toronto: Musson. Cloth, \$2.00.
- Smedley, Frank E.** Lewis Arundel. New Edition. Toronto: Musson. Cloth, \$2.00.
- Smedley, Frank E.** Frank Fairleigh. New Edition. Toronto: Musson. Cloth, \$2.00.
- **Sparrow, Charles.** The House on the Cliff. Toronto: William Briggs. October. Author's Edition. 122 pages, 5¼x7¾. Cloth.
- Spencer, (Rev.) F. E.** Old Testament History. Anglican Church Handbook Series. Montreal: Renouf, 30 cents.
- **Stead, Robert J. C.** The Empire Builders and Other Poems. Second Edition. Toronto: William Briggs. Cloth, \$1.00.
- Stewart, J. A.** Faces in the Mist. Toronto: Copp, Clark. Nov. Cloth, \$1.25.
- Stevenson, Robert Louis.** Travels with a Donkey and an Inland Voyage. Macmillan's Pocket Classics Series. Toronto: Macmillan. Cloth, 25 cents net.
- Swete, H. B.** Ho'y Spirit in the New Testament. Toronto: Macmillan. Cloth, \$2.50 net.
- Tennysen.** Love Poems. Illustrated Gift Edition. Toronto: Copp, Clark. Nov. Cloth, \$1.00; ooze leather, \$2.00.
- Thomas, (Rev.) W. H. Griffith.** Christianity in Christ. Anglican Church Handbook Series. Montreal: Renouf. 30 cents.
- Thomson, M. Pearson.** Finland. Peeps at Many Lands Series. Toronto: Macmillan. Cloth, 50 cents.
- Tiny Tots.** Annual Volume. Toronto: Cassell. Cloth, 45 cents; boards, 30 cents.
- Tynan, Katharine.** Ireland. Peeps at Many Lands Series. Toronto: Macmillan. Cloth, 50 cents.
- Underwood, Clarence F.** Girls of To-day. 24 full-page color illustrations, and 75 in black-and-white. Toronto: Copp, Clark. Nov. Cloth, \$3.00 net.
- Vance, Louis Joseph.** The Pool of Flame. Toronto: William Briggs. Cloth, \$1.25.
- Van Dyke, Henry.** The Music Lover. Toronto: Musson. Nov. Cloth, 50 cents.
- Van Dyke, Henry.** The White Bees and Other Poems. Toronto: Copp, Clark. Nov. Cloth, \$1.25 net.
- Von Hutten, Baroness.** The Lordship of Love. Toronto: Musson. Nov. Cloth, \$1.25.
- Ward, Mrs. Wilfrid.** Great Possessions. Montreal. Renouf. Cloth, \$1.75.
- Warden, Florence.** Heiress of Densley Wold. Sixpenny Edition. Toronto: Cassell. Paper, 15 cents.
- Warren, C. F.** Teachers' Manual to Accompany "The Elements of Agriculture." Toronto: Macmillan. Paper, 15 cents net.
- Watson, H. B. Marriott.** The Golden Precipice. Sixpenny Edition. Toronto: Cassell. Paper, 15 cents.
- Wells, H. G.** Anne Veronice. Toronto: Copp, Clark. Nov. Cloth, \$1.25.
- Wiggin, Kate Douglas.** Susanna and Sue. Toronto: William Briggs. Cloth, \$1.50.
- Willson, Beckles.** Life and Letters of James Wolfe. Toronto: Macmillan. Cloth, \$4.50 net.

BOOKSELLER AND STATIONER

SOME MISCELLANEOUS BOOKS.

Scotland's Work and Worth: An Epitome of Scotland's Story from Early Times to the Twentieth Century, with a Survey of the Contributions of Scotsmen in Peace and in War to the Growth of the British Empire and the Progress of the World. By Charles W. Thomson, M.A. Edinburgh and London: Oliphant, Anderson & Ferrier. To be published in 14 fortnightly parts at sevenpence net.

An endeavor has been made in this work to present in a concise, convenient and popular form the outstanding facts of Scottish history, from the earliest times to the present day. The book will be well illustrated.

Toasts and Table Sentiments. A collection to gladden dinners and aid the good work of digestion. Compiled by Wallace Rice. Chicago: A. C. McClurg & Co. Decorated in colors, novelty binding. 50 cents net.

A dainty little 56-page booklet, containing a new collection of toasts and sentiments appropriate for dinner gatherings.

My Chums in Caricature. A Burlesque Gallery. By Herschel Williams. Chicago: A. C. McClurg & Co. Boards, 50 cents net.

Contains a series of quotations with blank spaces for securing the autographs of friends and pasting in caricatures taken from comic sources.

Catchwords of Worldly Wisdom. A little book of epigrams, wise and witty. Chicago: A. C. McClurg & Co. Quaintly illustrated and decorated in colors. 75 cents net.

Sixty-four pages filled with apt quotations from many sources. It is daintily printed and illustrated.

Rubaiyat of Omar Khayyam. Translated by Edward Fitzgerald. Introduction by Walter Rice. Chicago:

A daintily made little book, containing a thoughtful and sane interpretation of the divine, bringing our idea of God down to modern times

Children of China. By Colin Campbell Brown. Edinburgh and London: Oliphant, Anderson & Ferrier. Cloth, 1s 6d net.



From "THE RUBAIYAT"
Illustrated by Willy Pogany
Thos. Y. Crowell & Co., New York

Stories and pictures of child life in China, written to interest young westerners in the children of the Orient. The illustrations are in color.

The Minute Boys of New York City. By James Otis. Boston: Dana Estes & Co. Cloth, \$1.25.

An exciting period of American history is here described by a noted boys' writer.

By Reef and Trail. By Fisher Ames, jr. Boston: Brown & Page. Cloth, \$1.50.

An adventure story, narrating the exciting experience of Bob Leach in Florida. The book is illustrated by Charles Livingston Bull.

"Dame Curtsey's" Book of Etiquette. By Ellye Howell Glover. Chicago: A. C. McClurg & Co. Cloth, 50c net.

A handbook for busy people giving the rules and customs of society, which are considered "good form." The best authorities are taken as the standard.

"Dame Curtsey's Book of Recipes. By Ellye Howell Glover. Chicago: A. C. McClurg & Co. Cloth, \$1 net.

The object of the compiler has been to give a practical and concise compilation of the best recipes of this and past generations. The book will be found very attractive by the house-wife, both in size and treatment.

Children of India. By Janet Harvey Kelman. Edinburgh and London: Oliphant, Anderson & Ferrier. Cloth, 1s 6d net.

A condensation for children of several books on India. The illustrations are in color.

Handbook of Hospitality for Town and Country. By Florence Howe Hall. Boston. Dana Estes & Co. Cloth.

The aim of the writer is to show forth the true spirit of hospitality and to give hints for its exercise in accordance with present day customs.



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The Real God. The Universal Mind and the Divinity of Man. By J. Hermann Randall. New Philosophy of Life Series. Boston: H. M. Caldwell Co. Cloth, 60 cents.

AN INTERESTING PROGRAMME.

The Canadian Literature Club of Greenock Church, St. Andrews-by-the-Sea, have arranged a most interesting programme for the present season. Meetings are held twice a month at the homes of the members, and subjects pertaining to Canadian literature are discussed. "Some New Canadian Stories," "Wolfe in Canadian Literature," "The Strickland Sisters," "Some Canadian Dog Stories" and "Humor in Canadian Literature" are among the topics on the programme. The moving spirit in the club is Rev. A. Wylie Mahon, who holds the post of honorary president. The example of St. Andrew's might well be followed in other Canadian towns.

HANDSOME CATALOGUE.

Among the collection of publishers' holiday catalogues, none takes a more prominent place than that just issued by the Copp, Clark Co. The cover contains a three-color portrait by Romney, taken from the "Masterpieces in Color" series, for which the company are Canadian agents. The catalogue is profusely illustrated with portraits of authors, and reproductions of cover designs and illustrations. The letter press gives full information about the publication of the company. It is, of course, issued gratuitously.

A FINE DECEMBER NUMBER.

The International Studio for December provides, as usual, a feast of delights for the art lover. William M. Chase, Edward Gregory R.A., and Alfred Gilbert are the artists whose work is illustrated. Numerous examples of each are given. There are eight full-page plates, including two remarkable night scenes by Joseph Pennell. Other



From "THE VALKYRIE"
Retold in verse by Oliver Huckel
Thos. Y. Crowell & Co., New York

noteworthy articles are, "The Application of Nature Subjects to Designing in Japanese Art," "The Etchings of Jean Francois Raffaelli," "Recent Designs in Domestic Architecture," "Reproductions of Colonial Furniture," "In the Galleries," etc.

CHRISTIAN KNOWLEDGE PUBLICATIONS.

The Society for Promoting Christian Knowledge are making a good showing with their new publications. These are especially interesting as gift and prize books, being more than usually attractive in their get up and general appearance. A handsome specimen of the 3s. 6d.

series is "Dick Trawle," gilt top and illustrated in color. The 2s. 6d. series comprises several stirring tales of adventure suitable for boys, and there as well as the 2s. publications, are illustrated in color. The 1s. 6d.



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Illustrated by Clifton Johnson
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An Unconventional Heroine.

One of the most unusual heroines in literature graces the pages of this strange story (*Margarita's Soul*. By Ingraham Lovell. New York: John Lane Co. Toronto: McLeod & Allen. Cloth, \$1.25.) Margarita is brought up by her father in hermit fashion on a lonely island, without knowledge of the world. On his death she comes to New York by some strange whim of fate and there on Broadway meets the hero, Roger Bradley. Roger took compassion on the queer but beautiful creature. She could not tell what town she had come from, but Roger found the address on a torn envelope in her handbag and took her back. All clues to the girl's identity fail and in the end Roger marries her, much to the disgust of his



haughty mother. He takes her to Europe, where she develops a wonderful voice and becomes a prima donna. She is naturally whimsical, full of caprices and distressingly unconventional, but she is shielded from vice by a sturdy English chaperon. Finally, she finds her soul, after saving Roger's life. The tale is told by Roger's friend, Jerry, who is also in love with her, and who delights in her strange ways.

W. B. Maxwell's Strong Novel.

Among the few really important novels of the season, this story by W. B. Maxwell (*Seymour Charlton*. By W. B. Maxwell. Toronto: Copp, Clark. Cloth, \$1.25.) stands out prominently. It is much more than a mere single-plot novel. It is in its way a masterpiece of imaginative biography. The first chapter immediately raises the story to a high level. A young Englishman, younger son of an earl, finds his true self amid the vulgarities and inanities of a club supper, in response to a song sung by a girl singer. He follows her out and takes her home, finding in her a sympathetic soul. Thus buds a love story, which ripens in marriage, just at a time when the seemingly impossible happens and he succeeds his father in the earldom. Then follows a tale of life among the aristocracy of to-day, picturing conditions and disclosing abuses in no uncertain light. Mr. Maxwell has done his work in masterly fashion.

Dr. Morgan at His Best.

William deMorgan's fourth novel (*It Never Can Happen Again*. By William deMorgan. Toronto: Henry Frowde. 2 volumes, \$1.75.) has at last appeared. It opens

in a way most suggestive of "Joseph Vance," and "Alice-for-Short." "Lizermann," in her slum, with her blind father and her drunken uncle, is very like another Alice. She is a most enchanting child, but it is not of her nor of "Blind Jim" Coupland that the story deals in the main. They remain an infinitely lovable and pathetic pair in the background of the action. It is with Judith and Sir Alfred Challis and his wife, Marianne, that the story as a story is concerned. The Deceased Wife's Sister's Bill plays an important part in the tale and serves to involve the plot quite intricately. There are numerous interesting characters introduced, equal to anything in the earlier books, and, after all, it is in his character-portraiture that De Morgan excels. The book leaves the same delightful impression as the other stories from his pen.

BEST SELLING BOOKS FOR NOVEMBER.

Owing to a delay in sending out our requests for reports, several cities and towns have not been heard from this month. A fairly representative list of best-sellers has, however, been compiled, of which the most important feature is the standing of the Canadian novels in the first four positions.

Brantford.

1. Attie Guest. R. E. Knowles. Westminster.
2. Anne of Green Gables. L. M. Montgomery. Page.
3. Anne of Avonlea. L. M. Montgomery. Page.
4. Foreigner. Ralph Connor. Westminster.
5. Calling of Dan Matthews. H. B. Wright. McLeod.
6. Danger Mark. R. W. Chambers. McLeod.

Chatham.

1. Ballads of a Cheechako. R. W. Service. Briggs.
2. Foreigner. Ralph Connor. Westminster.
3. Truxton King. G. B. McCutcheon. Briggs.
4. White Prophet. Hall Caine. McLeod.
5. Anne of Avonlea. L. M. Montgomery. Page.
6. Attie Guest. R. E. Knowles. Frowde.

Hamilton.

1. Foreigner. Ralph Connor. Westminster.
2. Attie Guest. R. E. Knowles. Frowde.
3. Actions and Reactions. Rudyard Kipling. Macmillan.
4. 40 Minutes Late. T. H. Smith. McLeod.
5. Northern Lights. Sir Gilbert Parker. Copp.
6. Cardillae. R. Barr. McLeod.

London.

1. Silver Horde. Rex Beach. Harper.
2. Calling of Dan Matthews. H. B. Wright. McLeod.
3. John Marvel, Assistant. T. N. Page. Copp.
4. Northern Lights. Sir Gilbert Parker. Copp.
5. Foreigner. Ralph Connor. Westminster.
6. Attie Guest. R. E. Knowles. Frowde.

Moncton.

1. Foreigner. Ralph Connor. Westminster.
2. Attie Guest. R. E. Knowles. Frowde.
3. Danger Mark. R. W. Chambers. McLeod.
4. Anne of Green Gables. L. M. Montgomery. Page.
5. White Prophet. Hall Caine. McLeod.
6. Hungry Heart. D. G. Phillips. Briggs.

Montreal.

1. Foreigner. Ralph Connor. Westminster.
2. Anne of Avonlea. L. M. Montgomery. Page.
3. Silver Horde. Rex Beach. Harper.
4. Truxton King. G. B. McCutcheon. Briggs.
5. Danger Mark. R. W. Chambers. McLeod.
6. Attie Guest. R. E. Knowles. Westminster.

Ottawa.

1. Anne of Avonlea. L. M. Montgomery. Page.
2. John Marvel, Assistant. T. N. Page. Copp.

BOOKSELLER AND STATIONER

3. White Prophet Hall Caine. McLeod.
4. Calling of Dan Matthews. H. B. Wright. McLeod.
5. Silver Horde. Rex Beach. Harper.
6. Stowaway. L. Tracy. McLeod.

Port Arthur.

1. Foreigner. Ralph Connor. Westminster.
2. Attie Guest. R. E. Knowles. Frowde.
3. Truxton King. G. B. McCutcheon. Briggs.
4. Northern Lights. Sir Gilbert Parker. Copp.
5. Silver Horde. Rex Beach. Harper.
6. White Prophet. Hall Caine. McLeod.

Quebec.

1. Greater Power. Harold Bindloss. McLeod.
2. Actions and Reactions. Rudyard Kipling. Macmillan.
3. Attie Guest. R. E. Knowles. Frowde.
4. Northern Lights. Sir Gilbert Parker. Copp.
5. Foreigner. Ralph Connor. Westminster.
6. Going Down from Jerusalem. Norman Duncan. Musson.

Stratford.

1. Foreigner. Ralph Connor. Westminster.
2. Attie Guest. R. E. Knowles. Frowde.
3. Stowaway. L. Tracy. McLeod.
4. Truxton King. G. B. McCutcheon. Briggs.
5. Little Sister Snow. Frances Little. Musson.
6. At the Sign of Joek O'Lantern. M. Reed. Putnam.

St. John.

1. Attie Guest. R. E. Knowles. Frowde.
2. Truxton King. G. B. McCutcheon. Briggs.
3. Northern Lights. Sir Gilbert Parker. Copp.
4. Foreigner. Ralph Connor. Westminster.
5. Hungry Heart. D. G. Phillips. Briggs.
6. Goose Girl. Harold McGrath. Westminster.

Toronto.

1. Foreigner. Ralph Connor. Westminster.
2. Northern Lights. Gilbert Parker. Copp.
3. Cardillac. Robert Barr. McLeod.
4. Attie Guest. R. E. Knowles. Frowde.
5. Mr. Justice Raffles. E. W. Hornung. McLeod.
6. Martin Eden. Jack London. Macmillan.

Canadian Summary.

	Points.
1. Foreigner. Ralph Connor	90
2. Attie Guest. R. E. Knowles	77
3. Northern Lights. Sir Gilbert Parker	38
4. Anne of Avonlea. L. M. Montgomery	30
5. Truxton King. G. B. McCutcheon	28
6. Silver Horde. Rex Beach	27

United States Summary.

(As compiled by the American Bookman.)

	Points.
1. Silver Horde. By Rex Beach	240
2. Truxton King. By G. B. McCutcheon	161
3. Certain Rich Man. By W. A. White	149
4. Goose Girl. By Harold McGrath	125
5. Danger Mark. By R. W. Chambers	120
6. Bella Donna. By Robert Hichens	117

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21538. The Old Testament. By Rev. Prof. J. F. McLaughlin, M.A., B.D. (Book.) William Hamilton, as trustee of the Canadian First Standard Teacher Training Course No. 1, Toronto, 28th October.

21539. The New Testament. By Rev. Prof. J. W. Falconer, M.A., B.D. (Book.) William Hamilton, as trustee of the Canadian First Standard Teacher Training Course No. 1, Toronto, 28th October.

21540. The School. By J. A. Jackson, B.A. (Book.) William Hamilton, as trustee of the Canadian First Standard Teacher Training Course No. 1, Toronto, 28th October.

21541. The Teacher and the School. Studies in Teaching and Organization. By Frederick Tracy, B.A., Ph.D. (Book.) R. Douglas Fraser, Toronto, 28th October.

21542. Cantiques Populaires pour la Fete de Noel. Harmonies pour Quatre Voix Mixtes et Orgue. Par Ernest Gagnon. (Hymns.) A. J. Boucher, Montreal, 28th October.

21583. Introductory Educational Psychology. (A Book for Teachers in Training.) By Samuel Bower Sinclair, M.A., Ph.D., and Frederick Tracy, B.A., Ph.D. (Book.) The Macmillan Company of Canada, Limited, Toronto, 12th November.

21588. The Ontario Copy Books, Numbers 1, 2, 3, 4, 5. Hon. Robert Allan Pyne, Minister of Education for Ontario, Toronto, 13th November.

21589. The Ontario Blank Copy Book. Hon. Robert Allan Pyne, Minister of Education for Ontario, Toronto, 13th November.

21590. The Ontario Writing Course. (Book.) Hon. Robert Allan Pyne, Minister of Education for Ontario, Toronto, 13th November.

21615. Three Premiers of Nova Scotia; The Hon. J. W. Johnstone, the Hon. Joseph Howe, the Hon. Charles Tupper, M.D., C.B. By Edward Manning Sanders, M.A., D.D. (Book.) Edward Manning Sanders, Halifax, Nova Scotia, 18th November.

21623. Methode Pratique et Raisonnee de Style et de Composition. Par E. Robert, C.S.V. Premiere Annee. Cleres de Saint-Viateur, Ville Saint-Louis, Montreal, 20 Novembre.

21624. Methode Pratique et Raisonnee de Style et de Composition. Par E. Robert, C.S.V. Seconde Annee. Cleres de Saint-Viateur, Ville Saint-Louis, Montreal, 20 Novembre.

21625. Exercices Francais mis en Rapport avec la Grammaire Francaise. Par E. Robert, C.S.V. Edition Revue et Corrigee. Cleres de Saint-Viateur, Ville Saint-Louis, Montreal, 20 Novembre.

21626. Syllabaire ou Premier Livre de Lecture. Par E. Robert, C.S.V. Cleres de Saint-Viateur, Ville Saint-Louis, Montreal, 20 Novembre.

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1178. Opportunities in Quebec. (Book.) Ernest Heaton, Toronto, 2nd November.

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1184. Opportunities in British Columbia. (Book.) Ernest Heaton, Toronto, 2nd November.

1185. Opportunities in Alberta. (Book.) Ernest Heaton, Toronto, 2nd November.

1187. Sous les Ruines de Pompei. Drame Antique a Grand Spectacle. En Cinq Actes et Tableaux. Arthur Tremblay, Quebec, 11 Novembre.

1188. Bianca's Daughter. By Julius Miles Forman. (Book.) Ward, Lock & Company, Limited, Toronto, 13th November.

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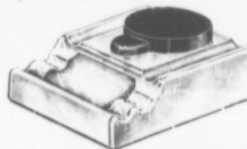
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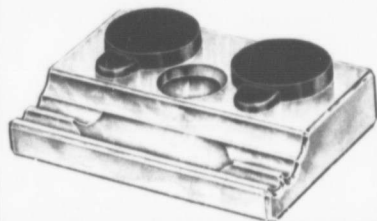
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