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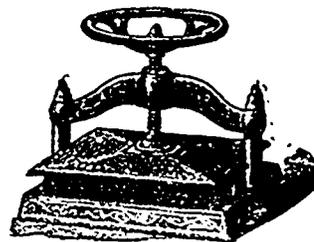
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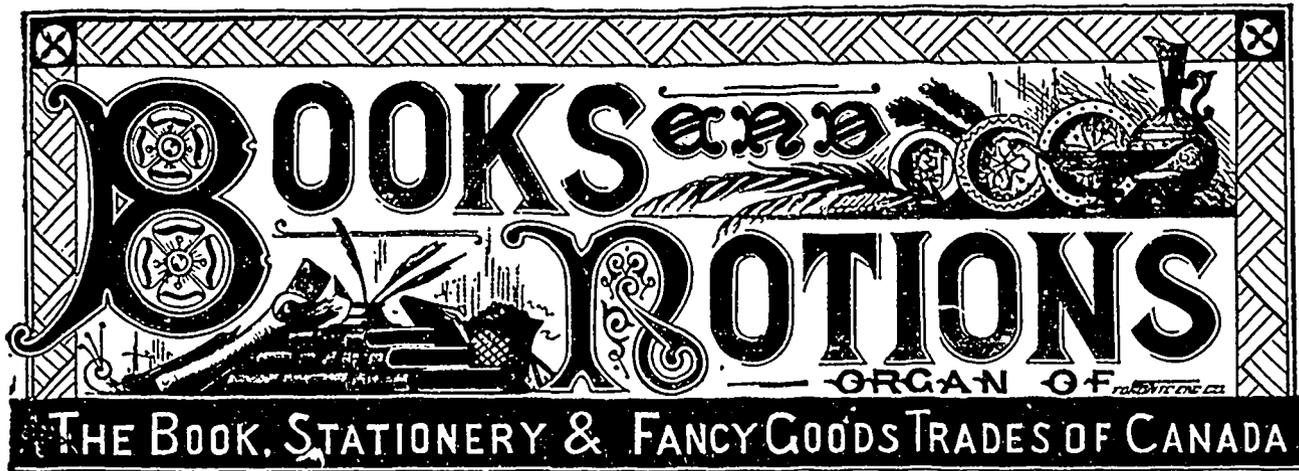
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# BOOKS and STATIONERY

## PROVISIONS

— ORGAN OF —

### THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME I. }  
No. 4 }

TORONTO, NOVEMBER, 1884.

{ ANNUAL SUBSCRIPTION  
FIFTY CENTS.

#### PROTECT YOUR TRADE MARKS.

In deciding a case recently, in which the exclusive property of an individual in a device used as a trade mark came into question, Judge Lawrence of the Supreme Court said: "The true doctrine in cases of this character is, I think, that no one should be permitted to so dress his goods or wares as to induce purchasers to believe that they are the goods of another."

The Justice further decided that it was not necessary that the device made use of by the imitator of a trade mark should be an exact copy of the genuine to enable the proprietor of such trade mark to a perpetual injunction, restraining the counterfeiter from using his device, but if the imitation resembles the original so closely as to deceive the public, the proprietor of the counterfeited trade mark is entitled to receive such protection from the Courts.

This doctrine, it seems to us, is sound and founded upon principles of equity and justice. If every unscrupulous dealer by slightly altering a trade mark, so slight indeed that it would require a very close inspection to determine it from the original, could place upon the market goods of an inferior quality to those which the genuine trade mark represents, all business would soon become demoralized, and the non-expert purchaser would have no guarantee of the quality of the goods he was buying.

But, of course, this counterfeiting goes on and will continue to go on until the proprietors of the imitated trade marks take measures to assert their rights in a court of law, which is a duty they owe not only to themselves but to the public as well.

If a firm or individual that has placed upon the market a commodity, which, through its general excellence has become popular, and is meeting with a ready sale simply upon the faith placed in its trade mark, either through indifference or a senseless reluctance to undergo the imaginary evils of a law suit, passively permits a rival house to bring out an inferior article bearing a device so near in appearance to their trade mark as to readily deceive an ordinary purchaser, such firm or individual does the purchasing public a grave injustice. Buyers recognize in a trade mark not only a guarantee of the excellent qualities of the goods covered by the trade mark, but an undertaking as well

upon the part of the manufacturers to protect them from goods of an inferior quality bearing their trade marks or almost exact imitations thereof and they naturally expect the manufacturers to fulfil such undertaking. Then again neglect on the part of proprietors of copy-righted articles to protect their trade marks greatly injures their trade and soon brings their goods into such disrepute that buyers will handle with suspicion any article with their trade mark or any semblance to it. There is no reason whatever why anyone's trade mark should be counterfeited or imitated. The decisions on this question both in this country and England are of a sufficient number and certainty to place this question beyond the bounds of dubiousity, and since this recent clear and emphatic opinion of Judge Lawrence in the premises, no one should hesitate for a moment to protect their rights through any fear of the result.—*American Stationer.*

**THE NIMBLE PENNY.**—Well, customers as a rule do not regard so small an expenditure when they see anything in a shop window which is useful and attractive, but very often the penny expended upon some trifling article leads to business of a more important character. To provincial stationers this is more especially important. We know of an instance where the penny packet of steel pens attracted the attention of a passer by in a local town. He paid his penny. The pens were good. He patronized that stationer, and instead of sending for numerous articles in London, he gave his orders to this local stationer, to the amount of perhaps twenty pounds in the year, and that tradesman still rejoices in a customer whom he purchased with a good pennyworth. \* \* \* Now, in stationery articles there are pennyworths—and what may be said to be good pennyworths. The pennyworth that is pure and genuine, and seems beyond its value, gives reputation to a local stationer. The pennyworth which is taken home and is a shoddy article gives ill-repute to the tradesman, and the purchaser avoids that shop in the future. \* \* \* What, it may be suggested, should a provincial stationer do to secure a reputation? The penny article will certainly bring other customers if he hits the right nail on the head. The mere half dozen envelopes for a penny, and those of the most flimsy form, won't do. The better class note

paper, such as can be sold in half-a-dozen sheets and half-a-dozen envelopes for a penny will do. It may not pay, perhaps, in the individual article, but it leads to other business, and in the end it *does* pay, and the stationer may see the value of a good penny article.—*The British and Colonial Printer and Stationer.*

**PURE WOOD NOTE AND ENVELOPES.**—The fact is tolerably well known that wood pulp is now largely used for making paper. The long fibres yielded by some kinds of wood are exactly suited to the needs of the paper maker, and as more economical means of separating and bleaching the fibre are introduced, there is little doubt that wood pulp will be still more extensively employed. But although wood is so largely used, it has not been thought necessary to announce the fact to the public as a special distinction of papers thus produced. A new paper has been put on the market, manufactured by Wiggins, Teape & Co., which is not only offered definitely as a wood paper, but its paternity is emphasised by the adoption of a registered water-mark, bearing the words "Pure Wood." The novelty of a paper made entirely of wood may be turned to useful account by the retail stationer in offering it to his customers, as to many of them the fact that paper can be made of wood will have the interest of a new discovery. Apart from this, it will commend itself as a very agreeable paper to write on. The sample we have received is a wove paper of medium surface, which bulks well without sponginess, and is of a light-green tint. It is offered to retail at a moderate price. As we have already said, whilst wood paper is not by any means a novelty in a trade sense, it will prove itself a novelty to the great majority of the public, and with a little energy the stationer will find it a serviceable item in his stock.—*Stationery Trades Journal.*

**ENGLISH POST CARDS.**—The Postmaster-General, we are told, has awarded another contract to Germany for the supply of post-cards. Can this be right? Is it possible that English paper-makers cannot produce as well and as cheaply as their German rivals? Is it sound political economy to give such contracts to foreign manufacturers? The Post-Office is a great monopoly, sustained by the consent of the nation. Suppose a German, or for that matter an English company were formed to establish a halfpenny letter postage for London, which might well be done; or to transmit threepenny telegrams, would Mr. Postmaster-General object to that? Assuredly he would. Such an innovation would be illegal. \* \* \* If we are to have economy, let us have it by all means pure and simple, in all its integrity, and without limitation. Let us have the cheapest Postmaster-General that the market affords. £2,500 a-year is ridiculously high pay when we could get a capable young German, with a good character from Prince Bismarck, for half the money.

There is another side to this contract which does not please us, and which must be taken seriously to heart by our mill-owners. Are we to be beaten by the Germans or not? Can they with their cheap labour beat our English brains? We move slowly, perhaps, but surely we have not lost our old tenacity of grip; yet it certainly seems as though the sceptre

of our mercantile superiority were passing away from us, when we are unable to make our own post-cards as cheaply and as well as others can. We are handicapped in the race, and all allowances for weight and age are on the side of our competitors, and yet we ought to have metal enough to beat them. They wear the steel harness of protective duties, but we, untrammelled by such ponderous safeguards, should beat them by our activity. It is no use boasting of the bows our fathers drew if we cannot shoot straight with a rifle ourselves, and the target we have to concentrate our energies upon just now is making post-cards better and cheaper than anybody else. Given a fair field and no favour—and what Englishman asks for more than that—can we do it?—*The Stationery Trades Journal.*

### SIGNS OF THE TIMES.

In conversation with some members of the British Science Association who visited us a short time since, I was startled at the remark, "Toronto is a singular place, why yesterday I took a rather hurried stroll, and found that scarcely an article could be bought in the shops at a fair price." Of course I asked for some particulars in explanation.—Well, said he, I began my walk by noticing that one man or firm was "selling off for 30 days at great reduction."—The next was "selling, regardless of cost,"—but he was better than the one who only sold "great bargains." A few steps further and it was announced, "Having purchased the estate of several insolvents at about 45 cents in the dollar, we are giving our customers the benefit of it," but his neighbour apparently laughed at this, for he boldly hung out his sign with—"we won't be undersold."—Moving on we were told,—"Our stock is the largest in the Dominion, and as we buy exclusively for cash, we are in a position to sell cheaper than any other house." Still a step further and they were "selling at cost in consequence of intended enlargement of premises." Then matters became pressing, as we found that at the adjoining shop that "This stock *must* be sold. No reasonable offer refused." This was all very well, but our next friends gave a good reason for their act, "Having a large sum to make up to pay duty on our immense importation for the coming season's goods, we have made considerable reduction from our usual low price." As we travelled onward, the same ideas seemed to prevail "Selling off for 30 days to clear out surplus stock. Now is the time for bargains." Presently we got to where they were "Selling at auction prices," but our next friends were "Always on the lookout for cheap goods; cheapest house in town; we never sleep;" but we think their neighbours must be troubling them when they announced "Bargains, bargains, bargains, 50 per cent below cost." A few more onward steps, and we heheld—"As these premises are about to be rebuilt, we have determined to sacrifice our stock at fifty per cent. below its value," whether there was much difference between 50 per cent. below cost and 50 per cent. below value, is involved in obscurity.—Their neighbour will not stoop so low, he merely says "10 per cent. off all purchases over one dollar," but he is beaten by the announcement, "20 per cent. allowed off all purchases in order to make room for more stock." Still onward and we find, "We are determined not to be

undersold," then, "Goods ridiculously low," followed at another shop by "Goods almost given away."

Our Old Country men are also among the sufferers as appears from the placard—"We have received a heavy consignment from England, with instructions to sell for what it will bring."—Still jogging along, we are introduced to "Great failure! For the next two weeks our friends will receive the benefit of a grand slaughter of these first-class goods." Then to shew "that all is genuine," a man close by announces, "Retiring from business, stock and fixtures to be sold, a bargain, must be cleared by the first of next month."

We are getting tired of extraordinarily cheap goods, so just cast a glance across the way and observe, "No humbug," "A genuine sale," "Closing up here and removing to, &c.—" I did not note the name. Now, my friend, Malvern, was I not right in saying that not an article could be bought at a fair price? Every tradesman seems bent on trying to make folks believe in his generosity by assertions the most unscrupulous, assertions which should disgust every honest mind, and which should leave each of these hot-bed pufferies without a customer.

I have a note or two about interior arrangements but have not time to talk about them now.

MALVERN.

### NEW COMPANIES.

We have received a circular announcing the formation of the Mutual News Company (limited). The executive officers consist of G. F. Williams, president, Gardiner G. Howland, treasurer, and John F. Cowan, secretary; and the board of directors includes John W. Mackey, James Gordon Bennett, George Jones, George F. Williams, Gilbert E. Jones, Isaac Bell jr., Gardiner G. Howland, and John Townshend. The company, which claims to have \$500,000 capital, has been incorporated under the laws of the State of New York, for the purpose of dealing in daily and weekly newspapers, monthly and semi-monthly magazines, and other publications, also books, stationery, and specialties of all kinds. Its principal office is at 54 Beekman Street, New York. Branch offices are to be established in all leading cities of the United States, Canada, and Mexico.

Application is being made for letters' patent to incorporate a company to carry on "the business of printing and publishing at the City of Toronto, by the Revs. Wm. D. Armstrong, John Jardine, Donald Ross, Robert J. Laidlaw, Patrick McFarlane McLeod, John M. Cameron, J. Allister Murray, George Bruce, James Robertson; Messrs. Mortimer Clark, Wm. Barclay McMurrich, Hamilton Cassels, Barristers at Law; J. M. Gibson, M.P.P., and others, with a capital of \$50,000 in \$10 shares.

Application for a charter of incorporation is being made for the "Thunder Bay Sentinel Printing Co.," to carry on a general printing and publishing business in the town of Port Arthur, with a capital of \$10,000 in \$25 shares. Applicants are, G. T. Marks, T. S. T. Smellie, J. McDonald, S. W. Ray, J. T. Mackay, J. Sinclair, W. F. Davidson, J. C. Haskings, G. H. Kennedy, A. L. Russell, A. Squier, W. F. Davidson, and A. Keefer.

Notice has been given that an application will be made to incorporate "The Pembroke Printing & Publishing Company, by Walter Beatty, contractor, Messrs. James Henry Burritt, and Thomas Deacon, barristers, Messrs. Robert Delahay, James Baker Dickson, Arunah Dunlop, Michael Howe, and James White, merchants, and William J. Douglas, watchmaker; for the purpose of printing and publishing a newspaper, binding and publication of books, pamphlets and periodicals, and carry on all business usually carried on in a general printing and publishing office.

### Book Notices.

THE CENTURY, Vol. 29, No. 1. The Century Co., New York.

THE BOYS' OWN PAPER (Canadian Edition), Vol. 7, No. 1. W. Warwick & Son, Toronto.

THE GIRLS' OWN PAPER (Canadian Edition), Vol. 6, No. 1. W. Warwick & Son, Toronto.

With the November numbers for some time in the Newsdealers' hands, commences the volume of these three, perhaps with the exception of the *Young Ladies' Journal* and *Family Herald*, the most important Magazines to the trade in Canada.

Each in its way is first class, and such as can be cordially recommended by every dealer.

A second edition of *The Century* over the 140,000 first printed has been required, and it is no wonder. Although some former numbers, perhaps, have been more taking to the eye, this last one is so replete with items of public interest, so catholic in spirit, giving for instance a very interesting paper from Gen. Beaugregard, the Confederate Commander at Bull Run, that it may be fairly said to excel the excellence of other months. The papers on the North West promise to be interesting to us Canadians, particularly when one of the contributors is among the foremost of our writers, and the one who, above all others, is calculated to win a following by his manly utterances, and public spirited actions, Principal Grant, of Queen's.

*The Boys' Own Paper.* (The English edition having been established to counteract the sensational reading for boys), has been quite successful in its Canadian edition. It is to be noted that it is through the influence of this Magazine that Bicycling has attained its present popularity in Canada, particularly in Toronto. It is an advocate and director in all manly sport.

*The Girls' Own Paper* begun a year after *The Boys' Own*, presents with its opening number a coloured plate, by M. Ellen Edwards, Meditation. This artist whose work is to be found in almost every number, is particularly noted for her life-like (if we may use the word in this connection) style of the drapery depicted in graceful curves. The high moral tone and educational power of *The Girls' Own* cannot help having a beneficial effect.

These two last named Magazines, by their names, do not, to a Canadian public, give a correct idea of their contents. In the Old Country boys and girls are boys and girls till they are grown, and the Magazine gives good mental food to the young men and young women of our progressive Western hemisphere.

A good word to a customer regarding these Magazines will not only likely lead to profit to the dealer, but also benefit the families into which they are introduced.

**\$25 WORTH FOR 25 CENTS. --- A HAND-BOOK OF THINGS WORTH KNOWING**, compiled by Geo. Maclean Rose, contains, within the compass of a small volume, a mass of useful information such as to obtain in any other way would render necessary reference to many a huge volume. It is a handy pocket volume useful alike to the young man who wants to send love letters to his girl, and he who having squandered his money goes to dicker with "his uncle." Interest tables, carrying capacity of a freight car, remedies for burns and scalds, the highest and greatest mountains in the world, how to remove egg stains from spoons, number of votes on the Scott Act, and a woman's chance of marriage at various ages, are a few of the subjects treated, not, we must say, exactly in the order named. The imprint of the Rose Publishing Co. is on the volume.

**ANCIENT EGYPT IN THE LIGHT OF MODERN DISCOVERIES**, by PROF. H. S. OSBORN, LL.D. Robert Clarke & Co., Cincinnati.

"The costliness of nearly all truly valuable works upon ancient Egypt will prevent the owning; the very fulness of some others will prevent the reading; but after the owning and reading there is much that many cannot be blamed for forgetting, while much remains which all should remember."

Thus opens the preface to this valuable compendium of all that is known at the present day of the land of the Pharaohs. And not simply a compendium, for the author has been many times in Egypt, and has verified in a great many cases the statements of those who have hitherto written on Egyptology and by careful research has been able to correct many of the mistakes made by writers prior to the discoveries of monuments, etc., during later years. A wonderfully interesting study is this history of the earliest civilization known, and to the ordinary reader who has not, ere now, made it a study it will open to his view ages of cultivation of the arts that will surprise him.

**EDMOND DANTES**, Sequel to Alexander Dumas' novel **THE COUNT OF MONTE CRISTO**. T. B. Peterson & Bro., Philadelphia. Morocco cloth, \$1.25; paper, 75 cts.

There is only one word that can fittingly describe this work, it is—gorgeous!

A book that abounds in the impossible, in wealth and self-sacrifices, that paints in glowing colours the actors in the Revolution in France—no blemish in any. It conveniently stops short before it would have to record the fiendish deeds that gave that period the name of the Reign of Terror. It is evidently written by an ardent radical among republicans, yet with a certain nervous grace that keeps the reader interested, and makes him half believe in the principal of justified Revolution.

**BIBLIOTHECA AMERICANA, 1883, CINCINNATI: ROBT. CLARKE & Co.**

We have in this volume of three hundred pages (price 50 cents) a catalogue, issued by Messrs. R.

Clarke & Co., of a valuable collection of Books and Pamphlets relating to America. The enterprise of this house, in giving facilities to collectors for the purchase of rare works on the early history of the Continent, is well known; and the compilation of the Catalogue is itself a labour which the student of history will know how to appreciate. The collection comprises some seven thousand books, many of them of great value from their rarity and intrinsic merit. The Catalogue is classified under States and Territories, which greatly facilitates reference and saves no end of labour when one is on the hunt for a book dealing with local history, or with incident and travel in connection with one or other of the States of the Union. In addition to this classification, there is a Subject Index, which indicates the books in the collection that deal, for instance, with Family Histories, Genealogies, Celebrated Trials, the War of 1812, the Civil War, and with sections of the population of the Continent, to wit, Mormons, Quakers, Negroes, Mexicans, Virginians, New Englanders, British Americans, &c., &c. The volume is one of the most interesting compilations in Bibliography with which we are acquainted, and its value to students and collectors, as well as to the trade, must be great. We should add that the prices are in every case appended. Booksellers, who find the modern book-trade slow, might do well to turn their attention to the trade in *Americana*. There is always more or less of a market for local history, and with the growth of the country this market is sure to increase. There is no bookseller but might find this trade profitable, none, certainly, who would not find it instructive, and a gain, intellectual and professional. There are many treasures in old and rare books, which cumber the shelves of people who have little interest in history, that can be picked up by a wide-awake bookseller and sold often for "a great price." There is much in the suggestion, which we throw out for the benefit of the trade, and we shall be glad to learn that in not a few instances it has been acted upon.

**AN ENTIRELY UNIQUE PERIODICAL**.—On the first of December, 1884, will be begun the publication of a new monthly magazine of thirty-two pages, to be devoted *exclusively to the care of infants and young children, and the general interests of the nursery*. It will be known as **BABYHOOD**. Its purpose will be to become a medium for the dissemination among parents of the best thought of the time on every subject connected with the needs of early childhood. The editorship of the departments relating to general nursery routine and cooking will be in the hands of Marion Harland, author of "Common Sense in the Household," etc.

Price of subscription, \$1.50 a year; single numbers, 15 cents.

"BABYHOOD," 18 Spruce Street, New York.

Robert Clarke & Co., Cincinnati, have recently published the third edition of Cook's Synopsis of Chess Openings, with American additions to date, by Miller. The former editions had a very large sale, and as it is now much improved the work should meet with increased popularity. In this book the tabular form is adopted, securing great economy of space and ease of reference, instead of, as in Staunton's and other works, spreading one variation over

two or three pages; in this form six variations of an opening and explanations can be shown on one page. The American additions giving new analysis of openings, list of chess clubs in America, &c., separately, would be well worth the price of the whole work, can be had of Hart & Co., Toronto.

**MARMION.**—Scott's famous poem is to be the leading holiday book of the year in the United States.

It will be very finely illustrated by leading artists under the supervision of A. V. S. Anthony.

It will be published by J. R. Osgood & Co., at prices ranging from \$6 to \$25, the latter in crushed levant, silk linings.

**A. C. ARMSTRONG & SON** will publish this month, by arrangement with Mr. Unwin, of London, a unique book of interest to bibliographers in the shape of a small "Biblia Pauperum," with thirty-eight woodcuts produced from mediæval blocks, purchased about seventy years since in Nuremberg. These blocks are not recognized as having been used for any known book, and probably the volume for which they were prepared was never issued; but it is curious that a block-book of the fourteenth or fifteenth century should make its first appearance in the nineteenth.

**SUMMER.**—A warmly appreciative article on Henry D. Thoreau's *Summer* appears in *The London Bookseller* for October. The diary of the Concord Schoolmaster is to the writer "supremely delightful, and deserves a place in every library where a post of honour is given to White's Selborne and Walton's Angler."

No praise could be higher.

**CHEAP EDITIONS.**—The expiration of the time of copyright of the most of Longfellow's and Whittier's poems will place in the United States market very much cheaper editions of these author's works than those hitherto published.

**JAMES BAIN & SON** will, about December 1st, issue "The Canadian Scholar's Hand Book," an aid for studying the International Sunday School Lesson Series for 1885.

Williamson & Co's (Toronto) General Book Catalogue, containing a well arranged list of notable present day literature has been received.

A pleasing feature in the Catalogue is the large space devoted to Canadian Publications and works relating to Canada.

Is this the hoped for dawn of the better day? Men, who like Williamson & Co., understand the taste of the reading public, and none know it better, are not apt to spend money in printing that which will bring no profit, and so give considerable space to our own authors.

**A QUERY!**—The question now among fashionable people is who wrote the new New Society Novel, entitled "Married Above Her," which T. E. Peterson & Brothers, Philadelphia, have in press, and to be published immediately. It is said to be a true story taken from life and written by a lady moving in New York society.

## Business Changes.

- Adair, H. P. & Co. Owen Sound, Books, Compromised at 50c.
- Andrew, R. B. Bowmanville, Books, Compromised at 40c.
- Bastien, Edw. Montreal, Printer, Assigned.
- Brennan, W. A. Summerside, P. E. I., Publisher, Burned out.
- Bull, T. J., Toronto, Subs. Books, Stock advertised for sale by Bailiff.
- Colwell, Wm. Mitchell, Compromised at 70c.
- Campbell, James & Son Toronto, Who. Books & Stationery, Assigned.
- Conolly, T. P. Halifax, N. S., Books & Stationery, Assigned.
- Chambers, C. Oshawa, Books & Stry., Closing up.
- Creighton, W. J., Owen Sound, Sold out to James Sharp.
- Donelly, Jas. Georgetown, Fancy Goods, sold out to I. H. Jackson.
- Ferguson & Elliott, Listowel, Publishers, Burned out.
- Grant, Barfoot & Co., Toronto, Lithographers, Assigned.
- Herald Printing Co., Pt. Arthur, Sold out to Alexander & Claus of Rat Portage.
- Henderson, Mullen & Co., Wall Papers, Dissolved. Bolton, retiring.
- Hope, J. & Co. Ottawa, Books, Assigned.
- Herald, Montreal, Plant of paper offered for Sale.
- Haley Bros., Montreal, Books, Dissolved.
- McIntyre, M. & S. E. Whitby, Fancy Goods, Sold out to Mrs. Carr.
- McMaster, D, Sarnia, Books & Stationery, Assigned.
- McNeill, D. Port Elgin, Books & Str., Removing to Essex Centre.
- Mollow, R. J., Sydney, N. S., Printer, Assigned.
- Morgan, R. Exeter, Music &c. Assigned.
- Nation, C. Uxbridge, Fancy Goods, Sold out to W. H. Russell.
- Purchase, Edwd. St. John, N. B., Strs., Sold out under Bill of Sale.
- Rowland, H. Ingersoll, Books & Stationery, Business offered for sale.
- Rutherford Bros., Owen Sound, Books & Stationery, Assigned.
- Rolston & Bowes, Yarmouth, N. S., Publishers, Dissolved. J. D. Rolston continues.
- Shepherd, Geo. Goderich, Books & Stry. Assigned.
- Smith, H. W. Chatham, Fancy Goods, Assigned.
- Swauney & Leavenworth, St. Catherines, Dissolved, Swauney continues.
- Sailsbury, J. & Co., Books & Stry., Peterboro', Succeeded by Sailsbury Bros.
- Sailsbury J. & W., Cobourg, Books, Assigned. Stock offered for sale by Assignee.
- Skene, John, Tilsonburg, Books & Stry., Selling off and retiring.
- Taylor, E. A. London, Books & Stry., Compromised at 40c.
- Watson, W. T. Harriston, Books, Assigned.
- Watson, Young & Co. London, Fancy Goods, Retiring from business.
- York, D. Cobourg, Fancy Goods, Burned out.
- Besides these a number of those who have suffered by the Campbell failure are now trying to make arrangements with their creditors

# Books and Notions,

MONTHLY JOURNAL,

DEVOTED TO THE INTERESTS OF THE

Book, Stationery and Fancy Goods Trades

OF CANADA.

PUBLISHED THE FIFTEENTH OF EVERY MONTH

OFFICE:—

20 WELLINGTON ST. EAST, TORONTO.

ANNUAL SUBSCRIPTION - - - 50 CENTS.

RATES OF ADVERTISING:—

	1 month	12 months.
1 column .....	\$10 00	\$100
1/2 do .....	6 00	60
1/3 do .....	3 50	35
1/4 do .....	2 00	20

All Letters and Communications intended for publication must be sent in not later than the 8th of each month.

Subscribers will oblige by informing us at once of any irregularities in delivery.

**J. J. DYAS, Publisher.**

**THE REASON WHY.**—It no doubt appeared strange to many of our readers, that the October number of *BOOKS AND NOTIONS*, though dated the day of the Campbell failure, did not contain any notice of the event.

While the journal was on the press, it was learned that in all likelihood the failure would take place immediately. The intention then was to issue a supplement, and send it out with the regular number, but on calling on the members of the firm, they refused to say anything, and no reliable information could be obtained outside. So it was deemed advisable, particularly, as the daily papers gave full accounts, to wait the issue of this number.

**POSTAL REGULATIONS.**—Not long since a packet consisting of one book, was sent by post in the usual way by a ten cent stamp, which was the correct postage by weight. It was detained at its delivery office for a further postage of 19 cents, because the book was written on—the said writing being three pencil marks on the fly-leaf—i n /—representing the price of the book, by the seller's private marks.

A complaint was made to the local Postmaster, and from his ruling to the United States Postmaster General, whose reply was that "the charge was justified, there appearing three marks (price) on the fly-leaf of the book. This, it will be observed, was in the United States, so that parties sending books thereto, need be very particular on this point. The Canadian regulation is there must be "no writing, nor any communication of the nature of a letter" on a book packet.

**THE FAILURE.**—By the distinctive name of "The" we characterize the failure of James Campbell & Son, publishers and wholesale booksellers and stationers of Toronto.

It is the failure by reason of its wide-spread and calamitous effects on the book-trade of Canada, causing serious loss, and in many cases disastrous bankruptcy.

The firm a long time in existence, had an honoured name at home and abroad, until the consummation of the evil inner workings of the concern was brought to light through the assignment made on the 15th of last month.

The firm has been in questionable repute as to its financial standing for some years; therefore, when the failure was announced, it did not, at least among the wholesale trade, cause any great surprise, though it was entirely unlooked for just at the time it took place.

The origin of the great deficiency is said to have occurred some years ago, through the carelessness of management of one of the partners of the firm. It has been going from bad to worse ever since, until no longer being able to meet payments, an assignment was made, when the fact became public property (hitherto known to at least some of their opponents in trade), that a large proportion of the booksellers and stationers in Canada had been foolish enough to give the firm accommodation paper to a considerable extent.

At first the paper was given, as a general thing, through good nature and confidence in the name of James Campbell, and when objection was made to renewals or the giving of additional amounts, threats of forcing payments of indebtedness made the reluctant retail merchant do the bidding of the firm, who now had become master.

It is the old, old story, and, as far as we can learn, without a redeeming feature. The whole thing was done with the eyes of the financial manager of the firm fully open—knowing that the firm was hopelessly insolvent, and that those who were aiding in tiding over the difficulties were but bringing ruin on themselves. There might be some palliation for the offence had there been any hope in the future.

Had there, for instance, been any chance of obtaining more capital, or of selling the business with its good-will (which might have been supposed to have been worth considerable)—this has been the case in other somewhat similar instances—then there might be considered to be some excuse, but we cannot learn that such was the case.

While blame is justly attached to the firm, others must also bear the odium of the failure of the retail dealers. As already mentioned, the fact of accommo-

dation paper being used by the firm was known a good while ago by others in the same line of business. Why did the banks not know it? Were they blind where others could see? Paper given by parties, whose rating would not warrant their receiving any credit, was discounted in large amounts—renewed and re-renewed from time to time, and yet was there no inquiry made as to whether or not the amounts were genuine indebtedness, and if they were whether or not the parties could be expected in reasonable time, or in any time at all, to pay? Again, it is the old story, but with less excuse than the customer had for giving his notes, for the banks have had so many such experiences that there is no reason they should have been so duped, if duped they were.

Had the banks acted wisely a year ago in stopping discounts at least some unfortunates would have had less burden to bear, and some, perhaps, would have escaped entirely.

The Wholesale Trade is but little affected by the failure. The firm owed none of them direct any large amount, though, of course, they all lose more or less through the failure of those in the retail trade who had to succumb on account of giving accommodation paper.

After the accommodation paper, the most obnoxious feature of the failure was the undue preference given to certain creditors.

Those who got an inkling of how matters stood, took care to secure all they possibly could. Night and day did they and their employees work. Thousands of dollars worth of goods went to the favoured few, to the loss of the general creditors.

O for the righteous old Insolvent Act! Righteous at least in this, that neither the firm of James Campbell & Son, nor their creditors, would have dared to give or accept preference!

IN THE HANDS OF THE TRUSTEE.—The manner of the disposal of the stock of the Campbell estate has caused much comment.

Mr. Boustead, the trustee, not being conversant with the book business, called a meeting of the principal creditors residing in Toronto, and asked them to appoint a committee to confer with him. He need not have done so, and could, without counselling anyone, have proceeded to dispose of the stock.

The creditors named Messrs Copp, of Copp, Clark & Co., Reid, of Buntin, Reid & Co., and Cook, Manager Merchants' Bank. The trustee says he has been guided in his actions entirely by these gentlemen. The large Toronto creditors are satisfied with the management, but some of the trade think the disposal of the goods in small lots, cut prices under

the regular rates would tend to demoralize the holiday trade. This supposition, however, was mostly based on unauthorized letters written by clerks in the employ of the trustee.

Christmas cards and fancy goods which must be sold within the next 30 days, if any decent price at all is to be realized, are reduced more than other lines, but staple goods, particularly paper, is not sacrificed.

The trustee says that the stock was open to purchase by any one or a syndicate of wholesale dealers, but no offer was made. It is stated, however, that no public announcement was made of this subject.

The trustee received a letter on the 10th inst. from a dealer complaining that he could not buy annuals at a sacrifice.

To give any idea at the present writing of what the estate will pay would be impossible. The depletion of the stock, referred to elsewhere, particularly in paper, will take considerably from the assets.

Those employed are busy extending the stock sheets, and nothing could be definitely given before the date of the meeting of the creditors, 20th Nov.

The *Journal of Commerce* has a paragraph on "A Merchant and Speculator" who came to Toronto to interview the trustee with the view of buying the stock *en bloc*. They complain that the trustee has "some other axe to grind" than to make a sale of the entire stock to them.

Mr. Boustead acknowledges the truthfulness of the remark, and goes further; he says he has two axes to grind, one to do the best he possibly can for the creditors, and the other to so dispose of the stock as to injure the trade as little as possible. He came to the conclusion, advised also by the committee, that their offer, not made definitely, would not be advantageous.

A WORD OF ADVICE.—When you needlessly offend apologize with sincere and manly frankness; when you commit an error and wrong yourself either through foolish good nature, or pressure too hard to bear, do not make another mistake by endeavouring to bolster up the old blunder, and only put off the time of trouble to a future day.

We fear that many of those among the Retail Trade of Canada, who have suffered by the Campbell failure, are only too likely to try and patch things up, and worry along as they have been doing for years.

No greater mistake could be made:

'Tis true, a compromise would be an unpleasant thing for a sensitive honourable business man, but better, far better make a compromise, such as can be paid without strain, rather than wear out the remainder of life in vain effort.

Some fifteen years ago, a leading bookseller in a Western city of Ontario, through attempting to handle a large lot of goods out of the regular line, got into financial difficulties, and was forced to make a composition with his creditors, at 50 cents on the dollar.

But honest man that he was and is, carrying on "the honourable occupation of bookselling," when time came around he paid every man, though of course not legally bound to do so, the full amount of his indebtedness.

The same man to-day suffers heavily through the Campbell failure.

We trust he will be able to make such settlement as will enable him to still retain his proud position in the trade.

A New News Co.—Granted that the field is sufficiently large, there is no doubt but that active efficient opposition is beneficial in business.

The United States and Canada certainly present that field, and have abundance of room for at least two distinct news companies.

In another column we publish an announcement of the formation of "The Mutual News Co. (Limited)," with many wealthy men among its first directors. But the President, G. F. Williams, is manager of the *New York Herald*. He has been the active man in fighting the newsmen of New York, endeavouring to compel them to sell the *Herald* at a margin that they claim is not sufficient.

The attempt to run opposition news stands, has cost the *Herald* a large amount of money, and to say the least, the scheme has not been eminently successful. Does this new move (Bennett of the *Herald*, with others are on the Board), aim to force the fight all through North America.

If, in the limited area of New York city, success has not been achieved, will the greatly enlarged district be any better.

The only reason why we call attention to this matter is, that the Company has sent to many dealers, we presume to all, circulars, inviting them to subscribe for stock.

We would advise caution in this matter, not only on account of the very problematic question of anything like success, but also because The American News Company has, through long dealing and prompt payment, a tight grip on the leading publishers, Bonner, Leslie, &c., that it is hardly possible that the Mutual could supply the smallest dealer with all he wants. Besides as the origin of the Company has been in a fight against the independence of New York city newsmen, what treatment may Canadian newsmen expect.

RECIPROCAL COPYRIGHT.—Mr. A. S. Irving, Manager Toronto News Co., says, "What we really want is power from the Imperial Government to make our own laws as to copyright, both at home and with other countries. Then it would be time enough to arrange details. Even were we to get what Mr. Adam wants I don't think that there would be enough scope in Canada for the republication of English works, as the rivalry of the three present publishers of reprints, with a probability that others would, by putting additional editions on the market, make publishing an unprofitable business. Mr. Irving says that a prominent member of the Dominion Cabinet has promised that at an early date he will bring the matter before Parliament.

The report in *Guyer's Stationer* that "it is probable that another large publishing house and a large book store at Toronto will collapse" inferentially from causes connected with the Campbell failure, is very improbable. We know of no such likelihood. By-the-way Toronto is not simply a post stuck in the ground to be fired at, we have a good number of streets and business houses *within our borders*.

"It is generally admitted that no foreign humorous publication is equal to *Grip* in humor and point."—*Circular to Grip Subscribers*. The most humorous paragraph that has ever appeared in *Grip*.

Barber Bros., Georgetown, are the Paper Manufacturers, Barber Bros., Streetville, Woollen Manufacturers. Hence the error of the *American Bookseller* in stating that "Barber Bros., Paper Manufacturers, Streetville, are to have a meeting of creditors." The paper house is on too solid a basis to need any such conference.

#### PERSONALS.

THE personalty of the late John Riordon has been sworn under \$160,000, while the value of real and personal property is not less than a million. Mrs. Riordon receives \$12,000 per annum for life and the family residence in St. Catharines, and Charles Riordon, brother of the testator, half the mill property at Merritton. After several bequests have been provided, John Riordon, only child of deceased, receives \$4,000 per annum till he attains the age of twenty-five when all the remainder of the estate will pass into his hands.

MR. JAMES BAIN, of James Bain & Son, met with an accident at his residence, Sherbourne St., Toronto, a month ago, by falling from an apple tree. Mr. Bain was confined to his room for some days, but is now able to be at his accustomed post.

It is with pleasure we notice in the *Commercial Traveller* for September an account of the presentation of portrait and address to Mr Hugh Blain, lat-

treasurer of the Commercial Travellers' Association of Canada. In both speeches and address eulogiums of a high order were heaped upon Mr. Blain and knowing him as we have done in other spheres of action no praise would be amiss. Whatever he undertakes to do, is done, and done well.

**MARRIED.**—*Butler-Lawson.*—On Wednesday, Nov. 5th, by Rev. T. W. Jeffery, assisted by Rev. S. J. Hunter, Frederick Thomas Butler to Mary Maud, youngest daughter of Edward Lawson, merchant, all of Toronto.

A new blending of books and tea! That distinguished-looking traveller of W. Warwick & Son united to the daughter of Toronto's noted tea merchant. Lucky man! How awkwardly happy he looked when we wished him good luck!

**ANOTHER** happy man is Andrew Mackinlay, of the firm of A. & W. Mackinlay, Halifax, who has formed another partnership, this time for life's journey. At St. Mary's church, Ayelsford, he was married to Miss M. E. Harris, sister of T. D. Harris, M. P. P., early in October.

## Grade Reviews.

### ENGLISH PROGRESS OF TRADE.

The winter of 1884-85 is likely to be a prosperous season for stationers. The novelties introduced are sure to have a good run; and the manufacturers have not, as in former years, anticipated the Christmas period by several months. The travellers in this second week of October are on their rounds with such novelties, or rather works of art, which have never before been introduced. In this special trade the old things become new, and the greater their age the more they are appreciated. There was a time when the English antiquarian would give any price for old china, for very ancient books, for ornaments of a past period, not quite dating to the period of Hengist and Horsa, but literally to the time of William the Conqueror, who certainly was possessed of stoneware and buckles which to this day are imitated.

Take fashion as it is, we say to provincial stationers. Fashion pays, and fashion must be observed if success is to follow. It is no use to say that the most novel design is the most beautiful and most practical; if fashion says you must reproduce the vessels used in Pompeii it must be done. One's own judgment is nothing. For the moment there is a love for the ancient, even in ordinary stationery. The hand-made note-paper, with its rough edges, is preferred to the gilded borderings made in accordance with the most refined taste. The modern envelope, though the gum is fancied the effectual security, has upon it a seal, either modern or antiquated, and the appearance of sealing wax suggesting safe bind, safe find. The Christmas cards which are now being submitted to local stationers, with few exceptions, are not of that advanced character in art which were formerly displayed, but take us back to old legends, old scenes, and old England as it was, rather than as it is.

This may or may not be good taste, but it is the fashionable feature of the day. The provincial sta-

tioner wants to sell—and if he sells he must have articles in accordance with fashion, otherwise he will be left out in the cold.

We cannot, however, include all articles of stationery in the ancient fashionable category. It is certain that modern albums appertain to that conclusion, and that the old, old theme of Christianity, from the birth of the Saviour to the crucifixion, must ever hold and important feature in Christmas presents; but there are novelties this year, which the English manufacturers have imported from Japan and elsewhere, which must please the public taste from their very beauty and simplicity—little tricks, funny fancies, comical characters, all of which are attractive from their very novelty.—*The British and Colonial Printer and Stationer.*

The same paper of a date two weeks later (the last one to hand), says:—Orders do not come in from local stationers to London houses commensurate with former years. It must be confessed that the home trade is not good. It may be, and we hope it will be that the orders which are protracted this year will come in voluminously hereafter. The publishers of Christmas and New Year's cards believe this will be the fact, and notwithstanding a reduction of orders they are producing the same or even an extended number to meet what they believe to the necessary supply. The fact becomes more apparent every year that the producer becomes the warehouseman, and in reality the provincial stationer orders his samples first, and transmits his additional orders afterwards.

### UNITED STATES.

**THE PAPER MARKET.**—There has been very little change in the situation since our last review. The volume of business reported by most of our city dealers shows a fair amount doing, as compared with the previous two or three weeks, the requirements of consumers being steadily supplied at firm prices generally. The movement among the manufacturers, looking toward a reduction of the output by running the mills on part time, has had a very sustaining influence upon the market, dealers meeting with less difficulty now in securing the advance declared by the manufacturers during the early part of this month. This advance has given a little impetus to the demand, many consumers having sent in orders to the mills for goods to be made up; but the hand-to-mouth method of buying, which has been so closely adhered to for some time past by a great many buyers is still kept up, and deprives the ordinary daily operations of business, of what under ordinary circumstances might be an active and healthy trade. In some localities, a stringency of money and a difficulty of making collections is reported.

**THE STATIONERY MARKET.**—Trade is very quiet in most of its branches owing to election, which has kept buyers from town and also interfered with the business done by commercial travelers in consequence of the tendency to hold back orders until matters become more settled. There is a very fair local trade and reports from the traveling representatives of the various houses indicate that a good demand is expected later on in the month. As usual, the political campaign has had much to do with depressing business, but now that it is over trade of all kinds may reasonably be expected to improve. There is a fair

amount doing in holiday goods, which are selling better than many dealers anticipated. Manufacturers of these goods are quite busy and expect that business will increase as soon as the small trade, which is still cautious about buying, becomes less conservative and acquires more confidence in the market. The ink manufacturers are doing little just now except to fill orders made earlier in the season, and the envelope trade presents no different features from those last reported.—*The American Stationer*, Nov. 6th.

**NOTIONS.**—"How is the notion trade, you ask?" "Well, it is quiet. Quiet as a bell without a clapper. October has gone behind the customary returns and November starts in slowly." These were the answers of a jobber in answer to a reporter's questions. Another said: "People have not settled down to business. \* \* \* \* In the country stores, in the operation of talking about the campaign and chewing apples, they forget all about what their wives sent them to procure.—*The Notions and Fancy Goods Record*.

**TORONTO.**—The wholesale trade in books and stationery is at pretty much of a stand still in selling. Too late for regular fall sales, too early for sorting up. Still there is quite enough to keep the hands from being idle. Collections on the whole are not very good. Most of the houses report them as only fair, the principal exception being one who had customers' paper, amounting to \$4,000, maturing on the 4th and 5th, all of which was paid except about 12½ per cent., and this included two small notes of insolvent firms.

The fancy goods trade is not very brisk one house again being the exception in both sales and collections. There is not at all the amount of business doing that was anticipated a month or six weeks ago.

In the retail trade there is nothing particularly to note. With two or three exceptions trade is reported dull. Collections locally are not to say bad, about as good as former years.

## Correspondence.

### THE COPYRIGHT LAWS.

To the Editor:

SIR,—With regard to the existing copyright laws, and how they affect Canada, I am at one with Mr. G. M. Adam, and hope his remarks in your last issue on this subject will be widely read and carefully considered by authors and the members of the book trade.

After many years' experience in the publishing business, I have come to the conclusion that it is almost useless to attempt building up a large and profitable publishing trade in our country, unless our government takes the matter of copyright in hand, and insists that Great Britain treat us as part of the Empire.

As the British Copyright Act is at present understood and worked it is all one sided, that is, it gives the United States author and publisher entire possession of our markets. Such "dog-in-the-manger" authors as "Mark Twain" can copyright their works in Britain, and refuse us the privilege of republication, even when a fair price is offered for the right.

1884.

## FALL ANNOUNCEMENT.

# THE BARBER & ELLIS CO.

OF TORONTO.

Nos. 15 Jordan, & 10, 12, & 14 Melinda Sts.

DIRECTORATE:

J. R. BARBER, Georgetown, President; JAS. BARBER, Vice-President; JNO. F. ELLIS, Treas. and Managing Director; T. J. CLARK, Secretary; P. T. PERROTT, JOHN W. MAUGHAN,

## PAPER DEALERS,

## WHOLESALE STATIONERS,

BOOKBINDERS, PAPER RULERS, ENVELOPE MANUFACTURERS & PAPER BOX MAKERS,

Beg to advise the Trade that their Stock is very complete in every department, and their manufacturing facilities are unsurpassed.

**Account Books**—We carry a large Stock, Special Patterns made to order by the most experienced workmen.

**Binding** of every description carefully attended to. Bindings from a distance promptly done.

**Envelopes**—We manufacture large quantities and sell at Bottom Figures. Present capacity, 150,000,000 annually.

**Mucilage**—We make a Superior Grade from pure Gum Arabic.

**Paper Boxes**—We make a great variety of all classes of goods.

**News and Book Papers**—We carry a heavy Stock and sell at Mill Prices. Knowing the wants of the general Trade, and having the best of arrangements with three Mills, can give every satisfaction.

**Writing Papers**—We carry a great variety of English, American and Canadian make, and sell at very close prices.

**Note Papers**—We rule and put up a very fine Line, and import the Better Grades.

**Fancy Papers**, for Box makers and Printers, in great variety.

**Cardboard**—White and Coloured and Bristol Boards in stock, and cut any size in our Factory.

**Printing Inks**—We can supply all Grades direct from Factory.

**Stafford's Writing Ink**—We are the Agents for this now popular Writing Fluid. Orders filled promptly.

**Lead Pencils**—We are introducing Johann Faber's make, and find them equal to A. W. Faber's, and cheaper.

**Toy Books**—Orders for McLaughlin's and Thompson's are now being taken.

**Xmas Cards**—Are now fringing some fine goods, and taking orders for Plush and Fancy Novelties.

**Bookbinders**—Leather, Straw Board, Binders' Board, Binders Cloth, Marbled Papers, &c., &c., in great variety.

**General Stationery**—A very fine assortment of Pens, Holders, Inkstands, Rulers, etc., etc., etc.

THE TRADE ARE INVITED TO GIVE US A CALL WHEN VISITING THE CITY.

Our Travellers are on the Road and are Glad to Quote Prices.

LETTER ORDERS PROMPTLY ATTENDED TO.

Very few British authors have ever acted in this way. The majority of them, when applied to, have always willingly given us their early sheets, and enabled us to republish the works here, and neither they nor us have been losers by the transaction.

It is apparently a sad thing to be "a Colonist," when a foreign author or publisher is permitted by an over dose of British generosity to thus lord it over us.

Yours, etc.,

GEO. MACLEAN ROSE.

25 Wellington St.,  
10th Nov., 1884.

CHARLOTTETOWN, P. E. ISLAND, }  
October 29, 1884. }

Editor BOOKS AND NOTIONS.

DEAR SIR,—I am afraid I cannot say very flattering things for the past few months, although the prospect for a good fall trade is exceedingly good. Crops are greater than the average, excepting potatoes, and it is supposed prices will be good. I think our business men are now much more solid than ever before, many of them having gone through the crucible of purification, and having lived through the stagnation consequent upon the failure of the Bank of P. E. Island and other casualties, I am of opinion that when trade revives it will do so on a much more healthy basis.

Yours very truly,  
T. L. C.

BRANDON, Oct. 28, 1884.

Editor BOOKS AND NOTIONS.

DEAR SIR,—I do deal quite extensively in fancy goods, but no stationery, as my nextdoor neighbour is in that line. Business here has been rather dull this summer, but is picking up now a little. We have three booksellers here just now, and all seem to make a pretty good thing out of it, but they all handle other lines as well as books, paper, etc. I can think of no news at present that relates particularly to the book trade. Wheat to-day dropped to 40c. per bush., and the ruling prices for some days have been 42 to 50c. for No. 1, but as there has been an immense yield this year I do not expect times to be so dull in the coming winter as they have been this summer. Some fields in this district have yielded 40 bushels per acre of good sound wheat. On the whole I think times will continue to improve here from this out. We have good prospects of an increased immigration next year.

Yours very truly,  
N. J. H.

LONDON, Ont., Nov. 8, 1884.

Editor BOOKS AND NOTIONS.

DEAR SIR,—Books, stationery, and fancy goods are like all other goods up this way, slow! The late failure of James Campbell & Sons has affected several of the dealers, but I expect they will all weather through. This practice of accommodation notes is bad! When dealers begin to ask for it so largely as Jas. Campbell & Sons, then the trade should have made other arrangements. From all accounts the smallest dealer gave the most accommodation; for instance, one man buying \$400 worth of goods, and giving notes for \$1,800. The outcome

**BROWN BROS.,**

**Manufacturing Stationers,**

&c., &c.,

66 AND 68 KING STREET EAST,

**TORONTO.**

(Established 28 Years)

On hand a Large Stock of Goods suitable for the

**HOLIDAY TRADE.**

We are now now manufacturing a superior line of

**LEATHER & PLUSH GOODS.**

COMPRISING

**LADIES' HAND BAGS,  
WALLETS, PURSES,  
POCKET BOOKS,  
LETTER & CARD CASES,  
PORTFOLIOS, MUSIC ROLLS,  
BANKERS' CASES,  
MEMORANDUM BOOKS, &c.**

Our Stock of Imported Goods is very complete, purchased direct from the First Producers of the World on the best terms, and sold at correspondingly close prices.

PHOTOGRAPH ALBUMS, splendid line.

AUTOGRAPH ALBUMS.

STATIONERY CASES & CABINETS.

INKSTAND STANDS, Wood, Crystal, Metal, &c.

PAPIER MACHIE' GOODS, Desks Folios, &c.

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will very likely place the trade generally in a healthier condition. Wm. Bryce is manufacturing a new playing card, of which the trade will hear more when ready. Watson, Young & Co., wholesale dry-goods and stationery, having retired from the business, their stock was sold by auction on the 4th to R. C. Struthers at 55 cts. on the dollar. J. T. Lively, books, stationery, and fancy goods, advertises selling off all his stock of "fancy goods" by auction. The daughter of Mrs Wyckoff, the well-known fancy goods dealer, was united in marriage on the 5th to Mr. Connor, of Summerville, Connor & Co., grocers. Long may her fancy remain good. The *Family Welcome*, a new story waper published in this city, and equal to the *Fireside Companion*, &c., is meeting with good success. It retails at 5 cts., and pays a good profit to dealers

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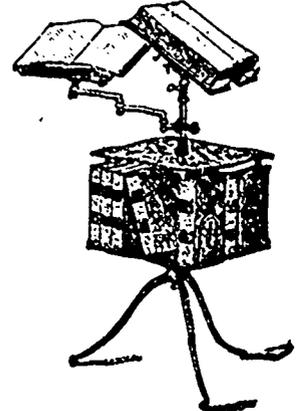
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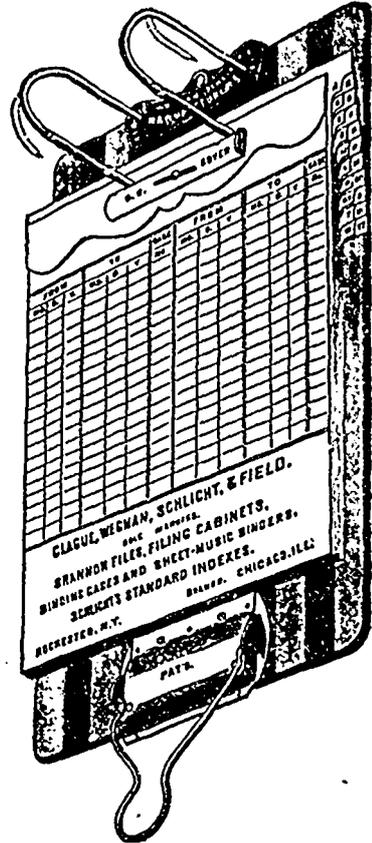
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