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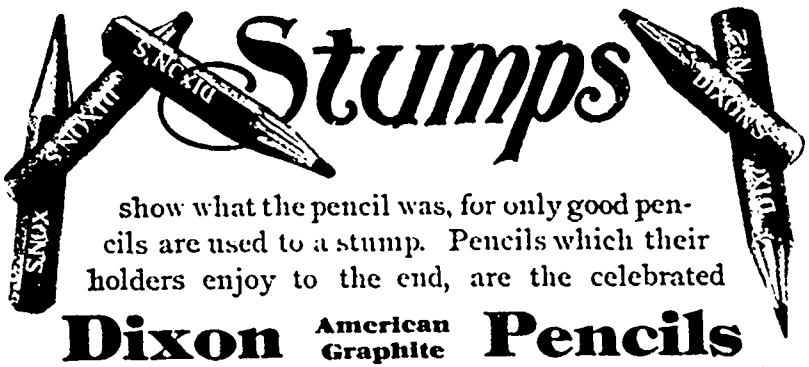
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CANADA
**BOOKSELLER
AND
STATIONER**

DECEMBER



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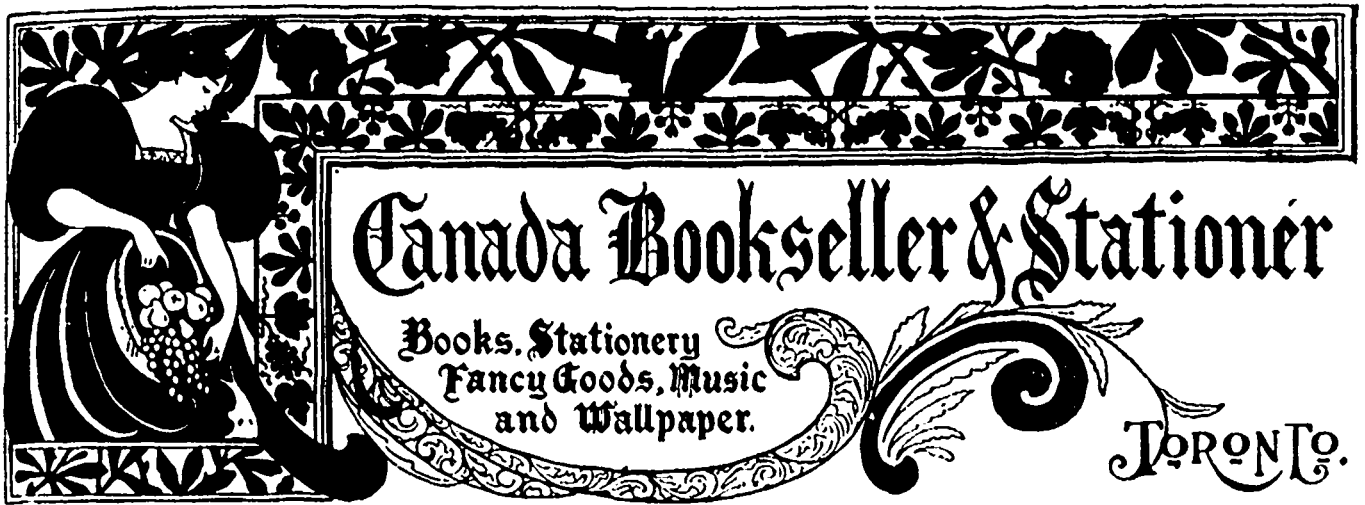
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LARGER IMPORTS OF BOOKS.

THE falling off in imports for November at the chief ports of entry is not a very encouraging sign of present trade. The question is how far the imports of books and printed matter have entered into this evidence of diminished buying abroad. We have looked up the figures and present them herewith, comparing each month of this year with the corresponding month of 1895. The table indicates that, taking imports all together, without classification, we have imported more printed matter up to October 30, this year, than we did for the corresponding ten months of 1895 :

	1895	1896
January	\$ 34,969	\$ 58,398
February	33,133	44,835
March	57,178	57 0 6
April	58,279	61,305
May	58,475	56,491
June	51,000	60,964
July	52,368	56 947
August	53,800	62,608
September	78,415	96,062
October	95,684	90,430
	\$610,339	\$645,046

The November figures are not yet out. In October, it will be noticed, the imports fell off by \$5,000, although that may be due to cheaper books rather than to a smaller number of volumes.

DR. DRUMMOND'S POEMS

THE French-Canadian dialect poems written by Dr. W. H. Drummond, of Montreal, are an attractive feature of Massey's Magazine. Several dealers in Montreal told BOOKSELLER AND STATIONER that whenever one of his sketches appeared they could always count on selling from 40 to 60 extra copies on that account.

Dr. Drummond receives from \$25 to \$50 each for these and they must be a good investment for the magazine. He sells them the serial copyright, but retains the privilege of reproducing them in a volume together with a number of other productions of his pen.

The most popular and best known of his writings is "The Wreck of the Wood Scow Julie Plante," which has been published time and again in almost every paper in Canada and the States. The doctor, however, thinks this is one of his worst.

He has been preparing for some time to publish in book form the entire collection. A well-known artist has been at work the greater part of this year in the interior of Quebec sketching the French-Canadian habitant.

It is probable that the work will be reproduced by an American firm although nothing has been definitely arranged yet.

THE STATE OF TRADE.

The prospects, as we go to press in the first week of December, seem rather brighter, as indeed they ought to be, seeing that the Christmas sales are beginning, and if

we are not to do a brisk business during December, when may we hope to? Dealers who write us from the country complain of the demand for low-priced stuff, and department store competition is still a thorn in the side, especially respecting stationery. Dealers, however, are hopeful that the month will partly retrieve the year. November was dull, and this is the report from nearly all lines of trade.

THE ANNUALS.

THE Annuals have sold very well this year, from all we can learn, and the price has been maintained, as in previous years it was not, through the cutting of the departmental stores. The agreement arranged by the Canadian publishers has, therefore, tended to keep up the price, which is the great point. Whether the system tried this season may not be improved in some details is, of course, a question. But the main point, it seems to us, is that a plan which enables the local dealer to do the local business in Annuals to a greater extent than before should have the cordial support of the trade.

There is very little hope that publishing houses will stand in with the trade throughout the country to the exclusion of city departmental stores if the trade are not equally ready to do their part.

Some attempts to get round the agreement will naturally occur. It is, for instance, reported that a big city store sells the Annuals at the fixed price, but sends them post free throughout the country.

This, we fear, is unavoidable. It is not covered by an agreement as to selling, because you can't dictate to a dealer as to how he shall deliver his goods. The same thing also applies to a case where two books are offered, one an Annual, the cut being on the other. If the retail dealer chooses to continue cutting in this way it is hard to stop him. If he can't or won't see that it's to his interest not to cut on any book, no agreement in the world will hold him.

What strikes us forcibly is that the booksellers should give hearty encouragement to every honest attempt to maintain prices at a paying basis. The department stores, remember, are large customers and pay cash. The publisher, or wholesaler in any line, is understood to be human like the rest of us, and if he can't get the trade throughout the country generally to buy as largely as he can sell to department stores, how long do you think he will keep up the patriotic line of only selling to you so as to save you the cutting of the big stores? Not long enough to let his hair grow grey.

NOTES FROM HALIFAX.

The holiday trade has opened well in Halifax, dealers all reporting a good business. Messrs. Patillo & Co., of Truro, are having a "Sacrifice" sale to the trade of novelties, stationery, etc.

Messrs. T. C. Allen & Co., booksellers and stationers, have added two new Prouty presses to their printing plant, and will have their machinery driven by electricity.

Thomas Connolly, bookseller and stationer, has removed from Barrington street to Gottingen street, at north end of the city.

J. A. McKenzie & Co., booksellers and stationers, Sydney, C.B., are seeking a compromise. They offer to pay 50c. on the dollar, in four payments of 12½c. each, at 4, 8 and 12 months. Their liabilities are placed at \$14,000 and nominal assets at \$9,500.

FELLOW TRAVELERS.

By Graham Travers. Toronto News Co. Graham Travers is the name of the lady who wrote "Mona Maclean, Medical Student." It was an instant success, indicating, as it did, a wide knowledge of human nature, a sense of humor, and a ready power for constructing a plot. The five tales in this volume give evidence of much the same skill. There is no dull writing in the stories, which appeal to the better instincts, rather than the mere desire to kill time with a little light fiction.

NEW BOOKS REVIEWED.

A LOYAL LITTLE MAID.—By Edith Robinson. Cloth, 50c. Joseph Knight Co., Boston. A dainty little gift book for the season. The story, a slight one, is an episode of Washington and the American Revolution, and has much human interest. The drawings and artistic binding will be much liked.

THE YOUNG PEARL DIVERS.—By Lieut. Whitmarsh. Cloth; illustrated. Joseph Knight Co., Boston. A stirring story of adventures in Australia and the seas about with the flavor of danger to make it attractive to boyish tastes.

MY FRIEND KATHLEEN.—By Jennie Chappell. Cloth, illustrated. Copp, Clark Co., Toronto. Blackie, London. Two girls become friends, and Kathleen undergoes a number of adventures. Eventually they prove to be sisters and heiresses to a fortune. The end is happy. It is a bright book.

A MAN'S VALUE TO SOCIETY.—By Newell Dwight Hillis. Cloth, \$1.25. Fleming H. Revell Co., Toronto. This book is a series of papers called studies in self-culture and character. They are vigorous essays upon the moral and physical qualities of man in his relations to the community. It is the product of a trenchant pen, a keen intellect and a well-stored memory. A book to be read from start to finish.

MABEL GRAY AND OTHER POEMS.—By Lyman C. Smith. Cloth. Wm. Briggs, Toronto. These are verses of a poetic though not ambitious strain. "Mabel Gray" is a love tale in smooth rhymes, and the short pieces in the little volume are always full of a pleasing sentiment often prettily expressed. Here are two stanzas from some lines on "Thoughtlessness":

A tosetud to a sunbeam's arms
In sweet repose was sleeping,
Its tiny face, with cheek of pink,
From hood of green was peeping.
The sunbeam gazed upon the rose,
And fondly he caressed it,
But bruised its tender lip, as he
With kiss too ardent pressed it.

The lines entitled "Address to a Mummy Cat," reminiscent of James Smith's Egyptian mummy, have a humor quite equal to that:

Didst thou survive to honored age,
And cats around thee crowd to hear
The triumphs great of thy career,
Then go, inspired by deeds of fame
To strive to win as great a name?

Quite likely. This is an original explanation of many moonlight seances on the back fence. The publisher has bound the book tastefully, and it makes a nice gift volume for this season.

THREE CHILDREN OF GALILEE.—By John Gordon. Cloth; profusely illustrated. Joseph Knight Co., Boston. This is a life of Christ for young people. It is entirely in

simple narrative form, and is based on the sacred records with a touch of modern setting. On the whole, a desirable book for the Christmas time and likely to find many readers.

THE GOLDEN DOG.—By William Kirby, F.R.S.C. Cloth; Joseph Knight Co., Boston. This is really a beautiful edition of Mr. Kirby's famous book. The illustrations are very fine, including a portrait of La Pompadour, a lovely view of Quebec, etc. Canadians who have lately been enjoying Gilbert Parker's "Seats of the Mighty" will be in the mood to read another story of Quebec in the days of the Intendant Bigot. The legend of the chien d'or has been treated in the most artistic way in Mr. Kirby's romance, and no Canadian who professes to keep abreast of the best native writing should be without the book.

THROUGH FIRE AND FLOOD.—By F. B. Meyer, B.A. Cloth, 50c. Fleming H. Revell Co. This little book comprises eleven helpful practical addresses on various problems and temptations of daily life.

MANUAL OF THE LAW OF LANDLORD AND TENANT.—By R. E. Kingsford, M.A., LL.B. Cloth, \$1. Carswell Co., Ltd., Toronto. This useful law manual is for Ontario, and Mr. Kingsford has not only kept his eye on the legal profession in writing it, but has made the book lucid to the lay mind. To property owners and tenants, especially those in the country who are not afraid of the sneer about the man who is his own lawyer "having a fool for his client," the book will often save legal expenses. It is a very complete synopsis of the whole subject by a thoroughly competent hand. The forms and covenants, according to the terms of the Short Forms Act, are given in the appendix.

A. J. GORDON: A BIOGRAPHY.—By Ernest B. Gordon. Cloth, \$1.50. Fleming H. Revell Co., Toronto. This is the second edition of a life of the distinguished New England Congregational minister, who is well-known for his writings as well as his career in the religious world. The book is a most entertaining one, giving a well-drawn picture of the Eastern States during the past half-century, and the labors of an able, earnest man.

VIOLET VEREKER'S VANITY and A GIRL'S LOYALTY.—By Annie E. Armstrong and Frances E. Armstrong respectively; London, Blackie, and Copp, Clark Co., Ltd., Toronto. These two books are capital tales of young English girl life in the middle class of society. The plots are highly interesting and the tone wholesome. The books are bound exactly to suit the Christmas season and make the nicest gifts for girls of any age.

THE LONDON BOOK TRADE.

MR. ANDERSON SETS FORTH THE VIEWS OF THE FRATERNITY ON THE TARIFF.

At the meeting of the Tariff Commission in London, Dec. 3, Messrs. J. I. Anderson, D. A. McDermid and John Mills appeared for the book trade. Mr. Anderson read a statement signed by all the dealers in the city, which clearly set forth their views as follows:

"As representatives of the bookselling business in this city, we desire to bring before your notice some features of the present tariff which we think work to our disadvantage, and at the same time are of no appreciable benefit to the public at large or any special class of the community; and we also desire to suggest changes which we think will help us to carry on our business with greater satisfaction to ourselves, without being detrimental to the interests of others.

"The first and principal grievance which we desire to have removed is the specific duty of 6c. per pound on books, and we submit the following reasons in support of the removal. In ordering books it is impossible to know what they are going to cost until the books are received and the duty paid, and it sometimes happens that by the time duty is added, the cost is more than the price agreed upon with the customer, while in the majority of cases the margin left is so small that it does not pay to handle them. Again, in handling large shipments, containing books of various sizes and weights, the advance for duty has to be added according to the percentage on the whole invoice, as it would be next to impossible to ascertain the weight of each book separately, and add the duty accordingly. In many cases, where separate books in such shipments have to be re-ordered, we find that the duty is altogether different from the percentage added on the whole shipment. These may seem small matters, but we admit that where conditions are imposed which hamper the conduct of any business, and which can be remedied by changing the conditions, such a change should be made.

"Another reason, and one which will probably appeal with stronger force to those who have the government and the interests of the whole people to consider, is that the present tariff is very much in the interests of the wealthy classes as against the wage-earner and general reader. Expensive books, such as only those who are wealthy can buy, pay a very much smaller duty than those which are read by the people whose means are limited; the duty in the case of some of the cheaper lines running up as high as 50 per cent., and while free

libraries to a limited extent remove this objection, the fact remains that the more the people are encouraged to buy books for themselves, form their own libraries and love books for their own sakes, the more that people will grow in the higher virtues. It is claimed by some that the present tariff prevents the importation of cheap paper-bound books and gives them a chance to print such works in Canada, thus giving employment to a large number of our countrymen. This may have been a good argument to induce the Government to put on the specific duty in the first place, but experience has proved that such a desirable result has not been obtained. There have been very few cheap paper-bound books published in Canada since the specific duty was adopted, except those of Canadian copyright books, and the duty makes no difference with regard to them, as no foreign editions can be imported. So that this contention, which is made much of in certain quarters, falls to the ground. What we suggest as a remedy for this grievance is an ad valorem duty of not more than 15 per cent., which we think would be satisfactory to the large majority of the trade.

"A second grievance, and a very serious one, is the virtually shutting out of the retail trade from supplying mechanics' institutes and free libraries, by allowing them to import their books free of duty. As members of the trade, we signed the petition presented to you in Toronto on this subject, and we desire now heartily to support the prayer of that petition, and hope the Government will see their way to grant it.

"In the interests of those members of the trade who handle magazines, we would like to see the extra duty imposed on fashion magazines removed so that they be allowed to come in the same as other magazines. It does seem very unfair that people sending their subscriptions direct to the publishers should receive their copies free of duty, while the merchant bringing the same in in quantities, has to pay the tax. This is competition which no merchant can meet and be honest.

"In conclusion, we hope that the grievances herein stated will receive your careful consideration, and in so far as the Government in their wisdom see it to be at least not against the interests of our great Dominion, that they will be removed.

"JAMES I. ANDERSON & Co.
 "W. L. CARRIE.
 "JOHN MILLS.
 "SIFTON & Co.
 "McDERMID & LOGAN."

THE DECEMBER MAGAZINES.

THE first of the Christmas magazines to appear was Frank Leslie's Popular Monthly, and it is in every respect a beautiful number. Under the title "A Magic Island," Beatriz B. de Luna writes entertainingly of the picturesque Catalinas of California. Cornell University is described by Herbert Crombie Howe. Major-General O. O. Howard tells something of the "Character and Campaigns of General Robert E. Lee," and among the illustrations to this article is the last portrait of the great Confederate; there is an interesting paper on pottery by Lawrence Mendenhall; an excellent Christmas story is contributed by Margaret E. Sangster; in "Canoeing Down the Rhine," Rochefort Calhoun takes the readers pleasantly from Basel to Heidelberg; Francis Wilson's new play, "Half a King," is described and pictured with portraits and views of the principal scenes; Varina Ann Jefferson Davis, the "Daughter of the Confederacy," has something to say of the proposed Battle Abbey of the South; and there are numerous short stories and poems and an attractive young folks' department.

The Westminster, the new monthly for the home, continues to make marked progress. It has a fine cover. Its articles on social, political and religious subjects are well chosen. The fiction, poetry, literary gossip, table talk, etc., are all excellent. The Westminster promises an attractive programme for 1897. Editor, Rev. J. A. Macdonald, The Westminster Co., publishers, Confederation Life Building, Toronto; \$1.50 per year, 15c. per copy.

The Christmas number of The Pall Mall Magazine contains "Mathurin: A Sinner of Pontiac," a story by Gilbert Parker.

DEATH OF MATTHEW MILLER.

ON Nov. 22 a well-known stationer passed away at the age of 73. Matthew Miller was in the stationery business in Quebec for 35 years. He was at first with Middleton & Co., who were proprietors of The Quebec Gazette, one of the first newspapers published in Canada. When the firm was changed to Middleton & Dawson, Mr. Miller commenced business for himself. By economy and close attention to business he built up a substantial connection. He retired from active business three years ago. One of his clerks took over the business and carries it on at the old stand on St. Peter street.

He won the respect and esteem of his fellows by his integrity and business ability. He was for some time an alderman, and as such was a faithful servant of his city.

FANCY GOODS AND STATIONERY DEPARTMENT.

FOR CHRISTMAS TRADE.

THE BROWN BROS. LTD., have added a few more new lines to their fine stock of leather goods for Christmas and New Year trade, such as traveling photo cases, music rolls, new and elegant lines in portfolios and wallets made up in all the new-est leathers.



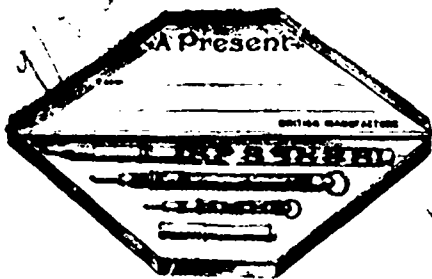
This firm has also a fine line of photograph albums made up especially for use of amateur photographers and for the photo collections of tourists.

The cut exhibited on this page will show the style of a new line of pen and pencil cases made up specially for presents. The goods are very handsome and can be sold retail at from 25 to 60c. each, and will make a very nice present for children and students.

Any of the trade who have not sent in their orders for the Canadian pocket diaries published by the Brown Bros. Ltd., should do so at once so as to secure a good assortment before it is too late, as they are going out rapidly.

That new \$2 Paul E. Wirt fountain pen is having a big sale, and everyone in the trade should have some of these pens in stock, as it is without doubt the finest one of the kind on the market, and the low price makes it within the reach of nearly everyone.

Presentation inkstands, paper weights, gold pens and pencils and penholders are to



The Brown Bros. Ltd. No. 1.

be had in beautiful designs at the Brown Bros. warerooms, 66 and 68 King street east, Toronto.

PARTOR CURLING.

Mr. Cranston, of Galt, reports that an English patent for the game of parlor curling has been granted, and the game is likely to go well in the Old Country. One of the latest purchasers is Mr. Sutherland, M.P. and the reports indicate that parlor

curling is being a favorite amusement at evening parties, etc.

NEW PENHOLDERS AND PENCIL ASSORTMENTS.

A new penholder assortment (No. 16) that looks brightly original is shown by the Copp, Clark Co. The box contains 3 dozen, the holders have a new marbled finish in blended colorings, and are gold tipped. The price is \$1.20 a box.

A pencil assortment (No. 184) in this new fancy finish, having rubbers, gold tips, and



The Brown Bros. Ltd. No. 1.

some round and some hexagon, sells for \$2.40 per box of 6 dozen.

Another pencil assortment (No. 181) with a slightly different finish, rubbers, gold tips and round pencils, sells for \$2.40 per box of 6 dozen. These are attractive lines, new and will take.

THE COPP, CLARK CO.'S NEW PAPETRIES.

The Copp, Clark Co., Ltd., are out with two new paperies, retailing 25c. Harvest Home, of heavy cream, two quires and two packages of envelopes to the box, and Golden Wave, a fine white paper. The boxes are brilliantly artistic in design and color, and are done by their own artists with the very ample lithographing facilities which this company has. The boxes are sellers.



The Brown Bros. Ltd. No. 4.

Three other paperies are Rose Bloom, Victor and Elite, to retail at 10 or 15c. per box of one quire and one package. The

Exquisite (two quires and two packages) will retail at 20c.

They have also put up in taking style the fashionable paper, French crepon, in both azure and rose, which will retail at 75c. for a quarter ream of paper and 60c. for a box of envelopes. Their other paperies comprise Indo Flax, hard finish Osborne, Irish Linen, Blackstone, Franklin, etc., with envelopes to match. They are now sampling the trade.

TWO NOVELTIES.

Two new novelties at Warwick Bros. & Rutter's are a date stamp with a pad, at a popular price, and a stamp or bill damper to replace the sponge cup used at bank and office counters. The wet material being pressed is dampened as required by a patent attachment.

MR. NERLICH IN EUROPE.

Mr. H. Nerlich, jr., who left in October for Europe, has visited already the English and French markets, and is now spending the time in the principal German manufacturing places, selecting samples for import goods and purchasing stock for next year's trade.

NEW LINES AT NELSON'S.

Amongst the many lines shown by H. A. Nelson & Sons, of Montreal and Toronto, are new issues in cups and saucers, plates,



H. A. Nelson & Sons. Cup and Saucer, retail at 15c.

and rose bowls. A fine line is of cut glass table appointments with silver plated tops, in salt and pepper shakers and mustard pots. The salt and pepper shakers retail at 25c., and the mustards at 50c. Their line of iron toys is again complete, a large shipment having just arrived. For the Christmas trade a line of toy boats has been imported at prices from 40c. to \$4.50 per dozen. They present a very trim appearance, and will appeal to the eye of every boy who sees them. To the counter trade, the latest thing is a 10c. kitchen set at \$1 per gross which could really be sold at 5c. each. Messrs. H. A. Nelson & Sons have this year controlled a line of rubber toys which embrace an entirely new range of patterns. Rubber rattles at 50 and 90c. per doz. are still selling in large quantities. Rubber figures at \$2.10 a doz. find a very



H. A. Nelson & Sons. Kitchen Set

speedy sale. New lines of symphonions (the newest system music box) have just arrived and are already fast disappearing. These boxes produce their music by means of a flat disc made of steel which revolves and produces a bell-like tone; each disc represents a separate air, and thus the purchaser can always procure the latest airs, popular or classical, at a very trifling cost. With the old-style Swiss box it was necessary, when one tired of the same old airs, to replace the

old cylinder with a new one, and sometimes this meant a matter of \$30 to \$50 for ten airs. Messrs H. A. Nelson & Sons illustrate and price these in their fall catalogue, and will forward their list on application. Their line of side-combs is now complete, and the arrival of a complete line of toy books has once more put them on a firm footing in this department. H. A. Nelson & Sons

control and are selling in large quantities a new brand of soap, manufactured by one of the best known American makers. The fact that they have registered their brand "Pure Sweet Cream Complexion Soap" is sufficient proof of their confidence of the good properties and quick sale of the article. This soap is packed three cakes in a neat cardboard box. Each cake is wrapped in tissue, and again in a litho. wrapper. It sells for \$5.40 per gross of cakes.

POKER CHIPS.

Warwick Bros. & Rutter are now able to supply rubber poker chips, which are new to the sporting trade, and just the thing for a quiet game. They have a future before them.

NEW ENGLISH PAPETRIES.

Among the new arrivals in papetries seen this week at Warwick Bros. & Rutter's are velvet paper in two new shapes, the Lakewood and Madison sizes, and making a very pretty line. Another new line is the Royal Azure Linen in the latest shade and finish, and will retail, with a supply of both paper and envelopes, at 75c. These are handsome papetries and new in every way.

A new line of English papetries are shown, among these we notice the Silurian and the Royal English Linen, which supply a felt want in a standard English paper.

The former is a paper in general demand, and the latter is entirely new in shape and style.

PHOTOGRAPH PAPER WEIGHT.

A stationer's novelty that will go quickly as a Christmas gift for a man's desk is a round glass paper weight, hollow to contain a photograph, which is kept in place by a gilt wire attachment, which, turned out, enables the weight to lean easel-fashion on



H. A. Nelson & Sons - Symphonion.

the desk. This is a capital novelty seen at Warwick Bros. & Rutter's. It retails at 25c.

A NEW INK STAND.

A new patent ink stand shown by Warwick Bros. & Rutter, is in two styles, hard rubber (the Royal, retailing at \$1) and in glass (the Excelsior, retailing at 75c.). The patent is ingenious. The hole for ink is kept full or empty, as required, by a rubber attachment which sucks the ink in or out, to stay so that there is a permanent supply till "turned off," as it were.

THE STAGE PLAYING CARDS.

Makers of playing cards are out with a captivating novelty. This is the Stage playing cards (No. 65). On the face of the ordinary cards are worked photographic groups of the leading actors and actresses of the day. They are artistic and taking. Warwick Bros. & Rutter have them.

GET A CATALOGUE.

The Copp, Clark Co., Ltd., have made up a good sheet catalogue of their rapid selling puzzles and games, illustrated, on stiff paper, with prices attached. It is a convenient list, in condensed style and handy to have. A copy of it is mailed to those who want it, and the trade who have not yet seen it should send.

BOOK NOTES.

COPP, CLARK CO. will issue, with illustrations and maps, a Canadian edition of Dr. Bourinot's "Canada" in the Story of the Nations series. Cloth, \$1.50.

"Sentimental Tommy" has been so successful that the Copp, Clark Co. are issuing a popular cloth edition to retail at \$1. It will contain the illustrations.

"The Seats of the Mighty," in cloth, is going well as a gift volume.

The sale of the new book by Conan Doyle, "Rodney Stone," is very large. Copp, Clark Co. have the Canadian market for the Colonial edition. Paper, 75c.; cloth, \$1.25.

The Colonial edition of John Oliver Hobbes' new book, "The Herb Moon," is much in demand. This lady's tales contain startling pictures of the seamy side of society.

"The Mighty Atom" and "The Murder of Delicia," two of Marie Corelli's powerful novels, have had a large sale by the Montreal News Co. These books, paper covers, suit popular taste and sell well from the counter.

"Marjorie Moore," by Adeline Sergeant, issued in paper by the Montreal News Co., is one of this writer's best recent stories. She draws a fine feminine character and every story is strongly told. Her pictures of English social life are among the best of modern fiction writers.

"Kate Carnegie" is going out well, and the Revell Co. are getting another edition ready.

Richard T. Lancefield is the author of a little book, in neat paper covers, "Notes on Copyright, Domestic and International," published by the Canadian Literary Bureau, Hamilton. Mr. Lancefield clearly understands this question and writes on every phase of it likely to affect Canada. The subject is likely to come up in 1897, and there will be in every town some persons who wish to get at the facts of the case. These will be found here.

"Rural Rhymes," by Eric Duncan, of Comox, B.C., is a slight volume of verse, with stiff cover, from the press of Wm. Briggs. The verses possess humor and sense, and the thoroughly bucolic spirit throughout does not disguise some talent at rhyming and a clear appreciation of homely things.

A new edition of 3,000 copies of Dr. Withrow's excellent story, "Valeria, the Martyr of the Catacombs," has just been issued by Wm. Briggs.

Wm. Briggs will issue during the present month a Canadian edition of Egerton R. Young's new book "Three Boys in the Wild North Land." The illustrations, from the clever brush of Mr. J. E. Laughlin, will embellish a text that abounds in exciting adventures.

WALL PAPER AND DECORATIONS.

BIG PROFITS IN CANADIAN MAPLE WOOD.

IN Canada we have the best hard maple in the world. The farmer in many districts spends part of his winter cutting it and selling it for firewood. He is quite happy if he realizes \$1 to \$3, or perhaps \$4, a cord. This is a sad waste of one of our greatest natural treasures. Much of it can be more profitably used in other ways.

In the manufacture of wall paper, an industry constantly growing here and abroad, hundreds of thousands of rollers are used for printing the various patterns. For every color in a pattern there is a separate roller. In a single pattern there will be from four to ten or twelve rollers. The average is about seven. These rollers are generally used but one season, and as there are thousands of different patterns it is easily seen what a large number are used each year in the States and Europe as well as in Canada.

These rollers are made of the very best hard maple, the very kind that Canada produces better than any other country in the world. In the rough they are 19½ or 23½ inches long. The end is 5 or 6 inches square, according to the size of roller required. Only the most perfect wood can be used. It is cut into these sizes. The ends are painted to prevent the wood drying faster with the grain than across it. It is then allowed to stand for three or four years. By this time it is thoroughly seasoned. This is all the labor put upon it.

Now glance at the prices. Good maple in this form, after being properly seasoned, brings 50 to 75c. per rough block. In a cord it is figured there would be about 440 blocks, counting them 20 inches long. At 50c. this is over \$220 per cord, considerably better than \$1 or \$4 a cord, which they got for firewood.

Of course, there is considerable expense. But is there not ample return for the outlay? The blocks must be sawn the proper size. They must be stored for four years, during which time there is no return for the money invested. Many of the blocks will crack in the seasoning process. Suppose only one cord in five is perfect. Over-estimate all these expenses and there is still an enormous profit. Why should the Canada farmer and woodsman not have the benefit of that profit?

Nor should we stop here. The blocks turned ready for the wall paper manufacturers bring still higher prices. A hole is bored lengthways through the block. At each end a small metal ring is fitted. The block is then turned to a circumference of 12, 15, or 21 inches. In this state they will bring on

an average \$1 per roller on the New York market. These figures are not conjecture, but are prices actually paid within the last year and a half.

The United States is alive to the value of this trade. A little over a year ago, I saw at New York Harbor over 5,000 of these blocks for the British market. The demand is there, and it is Canada's place to supply it. We have the best wood for the purpose that can be found anywhere. Already I know of two men in Canada who have done something in this line. One of them has received three large orders from England at 30c. per block, green. Of course, they keep it quiet. We know of one town in Ontario which has been shipping for some years, but we doubt if anyone but the shipper knows for what purpose the blocks are used or the profit there is in them.

All that is wanted then is some person properly situated to take the matter up—to get in touch with the foreign manufacturers. This is in Sir Richard Cartwright's department. Considerable push is necessary at first. When once the trade is started, the superior quality of our maple will do the rest. If this matter receives the attention which it merits, it would represent in our exports to the United Kingdom and the United States a very respectable figure, and prove a valuable income to many of our farmers, who are now literally putting money in the fire.

A considerable quantity of maple blocks are similarly treated each year for use in mangles. These must be of first-class wood, but are not necessarily as perfect as the wall paper rollers.

Everyone who reads this must not begin the manufacture of printing rollers. The market would soon be oversupplied. In localities where an excellent quality of maple is plentiful, it is reasonable to expect a very much greater profit by handling the wood in this way than by selling it as firewood.

THE TARIFF AND WALL PAPER

The tariff commission has not heard from the Canadian wall paper factories yet, though many other industries have presented their case. Canadian wall paper has done very well in the home market in recent years, and the imports from abroad have diminished, as our own factories met every demand for medium and cheap grades. In the finer lines the present duties do not keep out foreign makes, and our factories have to compete with outside. The competition has kept prices down, and the present scale of prices allows of the poorest home being

finished with tasteful paper. This argument of cheapness applies as well to the lower grade as to expensive papers. No large fortunes have been made in manufacturing wall paper in this country, and the question, therefore, before the tariff framers will be largely one of expediency and fact.

If on enquiry the consumer is not found to be paying more than he should, and the value to the country in wages paid, material used, etc., warrants a continuance of the duty, it will doubtless be maintained. Wall paper factories, besides the amount expended in wages. Canadian material, etc., also pay out a large sum in freights. Their raw material is heavier, or as heavy, as the finished product, and the freight rates on paper, and on colors, which often come in liquid state, mean a good deal of business to the railways.

There are dealers who would favor a cutting down of the present duty, because they are free-traders. Their position is consistent, and their opinion entitled to respect. It is understood, however, that the present Government intend next year to deal with the tariff rather as a business matter than an issue between free trade and protection. They want to get as much revenue as possible without crippling the domestic industries. Later on, perhaps, they may be inclined to go further, but at present, so their friends say, it is desirable to be moderate.

No change is, therefore, anticipated, as far as we can learn, in the wall paper duty. The rate at present is 35 per cent. on brown or white blanks, printed on plain ungrounded paper, in 8-yard rolls, and 1½c. per roll and 25 per cent. on other imported lines. The duty paid in 1895 was over \$50,000.

NEW MACHINERY IN MESSRS. STAUNTON & CO.'S FACTORY.

An entire change in the system of rolling the paper has just been made at the wall paper factory of M. Staunton & Co., Toronto. The rolling of wall paper, owing to its fragile nature, has always been recognized as a difficult operation, and anything that reduces the danger of breaks or other small injuries to a minimum is a decided improvement. The old system took the paper direct from the racks to the machines which made it up into small rolls. This necessitated rolling at a high rate of speed, and in spite of great care it was sometimes impossible to prevent damage to the paper. In order to do away with this difficulty, the Messrs. Staunton have gone in for an entire change, and have fitted up their factory with the new patent double-winding system comprising the latest improved machinery for the purpose. By the new process the paper is taken from the drying racks and carefully wound into large bundles by the winding

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OUR PATTERNS have the reputation among the trade of
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TRAVELLERS NOW ON THE ROAD.

WALL PAPER AND DECORATIONS (Continued.)

machines. In addition to the advantage of being able to wind more slowly than by the old way, the appearance of the paper is improved by passing over several rollers, which act as calenders. The large bundles are then taken to machines which unroll and feed the paper into other machines, which re-roll it into the form in which it is sent out to the dealer. This re-rolling is also done more slowly, and consequently more carefully than of old, as three of these machines are now used where two had to do the work before. The output can also be handled more expeditiously, and there is less waste. It goes to the dealer in better shape, and is therefore a factor in the selling quality. The move is an enterprising one, and will be appreciated by the factory's customers. Other improvements have recently been made with a view to perfecting the manufacture of their papers, and the factory now has a plant equipment equal to any.

HOW DESIGNS ARE PRINTED.

Many of the designs in wall paper nowadays are so dainty that one cannot help wondering how they are made. The most difficult part of the work perhaps is prepar-

ing the rollers for the press. In the confusion of colors, which is so common, the difficulty is increased by the necessity of having a separate roller for each color. By the kindness of Colin McArthur & Co., a representative of BOOKSELLER AND STATIONER was shown the different steps in preparing the rollers for the press. This is the only firm in Canada making its own rollers.

The wood of which the rollers are made is the best seasoned maple. It is usually cut into lengths about 20 inches long and about 5 inches square, or less, according to the size of roller desired. In this state it is left to dry for four years. The ends, and a hole lengthways through the block, are painted, so that it will not dry faster with the grain than across it. This prevents warping and splitting. At the end of four years, all the blocks which have split are thrown away. The others are turned to a standard size and are ready for the next operation.

The design is got from the artist in colors just the same as the finished paper. From this an outline of the pattern is made in transfer ink on specially prepared paper.

This is laid on the roller, and rubbed. An outline design is thus left on the roller. As many rollers are used as there are colors in the pattern. On each roller is next painted that part of the design that is of one color. For example, all the red of the pattern is painted on one roller, and when completed this roller will print the red.

The next operation is the most difficult, and requires the most skilled labor. It is to make the type, as it may be called, for printing. This is done by bending and fitting small pieces of brass to fit the outline of any one color, and then driving them into the wood. Several difficulties are met here. These pieces of brass must be all the same height above the roller. Besides, there are so many twists and turns in the outline that the pieces must be very small. This necessitates a great many joints, which must all be perfect. This is where the skill of the workman shows itself. Sharp angles and curiously curved lines are followed in outline with an ease that surprises the uninitiated onlooker.

After this is done on all the rollers, the next thing is to fill up the parts which are outlined in brass. The filling used is the very best of felt. It is specially prepared and made from the best lamb's wool. This

OUR 1897 —

Wall Papers.

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being done, the roller is ready for the press.

To show the intricateness of some of the work a few figures are given. One roller with a surface of 216 square inches had in it 42,436 pieces of brass, or 196 pieces to the inch. Another had 28,890 on the same surface. Remember, too, that this is one roller only, and that in a single pattern as many as 8 rollers are often used. A year or two ago, when very heavy patterns were in vogue, it required a skilled workman to weeks and some days to make the rollers for one half pattern.

WALL PAPER NOTES.

Mr. Foster, of Watson, Foster & Co., who has just returned from New York, looked after some designs for next season. Though most of the designs are made in their own factory, Mr. Foster believes in using the best of other people's ideas also.

M. Staunton & Co. report business satisfactory, and their line for 1897 has taken well with the trade. While putting in the new winding machines recently, described elsewhere, the factory had to shut down for a week, and although further ahead with orders than last year, they are now working overtime so as to be able to make early delivery.

The interests of the Canadian wall paper trade are being well looked after for the coming season. Mr. F. S. Foster, of Messrs. Watson, Foster & Co., was in New York last month looking after their American business, and also picking the very latest and best designs obtainable and any new ideas that were coming out. Mr. Sidney Boxer, the firm's representative, accompanied Mr. Foster to assist in this very important task of selecting suitable designs.

CHRISTMAS CALENDARS

The Fleming H. Revell Co. have a lot of pretty calendars this year. Both those of a religious and those of a literary tone are picturesque and handsome. We notice several that will appeal to a wide circle of buyers. The motto calendar has beautiful designs in flowers and birds and the mottoes are taken from well-known writers like Johnson, Cowper, Browning, etc. It is a pretty ribbon-tied calendar at 25c. "Our Onward Way," (35c.), has church views and natural scenery and is illustrated with texts. Two calendars done up in light cardboard boxes will charm the taste. "Time and Tide" with lovely sea shore scenes, (50c.), and scripture texts has fancy gilt borders. "The Faithful Promiser," (75c.), is done in the highest art style with country views and texts and illuminated border. The calendar is becoming more and more a Christmas or New Year's gift, and this year's productions are even superior to those of last.

THE TORONTO DEPUTATION.

THE Toronto publishing and bookselling interests waited on the Ministers Nov. 19. Mr. A. S. Irving headed the deputation from the Wholesale Booksellers' Section of the Board of Trade, consisting of Messrs. Richard Brown, Wm. Briggs, G. R. Roberts, H. L. Thompson, D. A. Rose and Mr. Davies. Mr. W. Bryce attended as an individual publisher. Mr. Irving presented the memorandum from the section asking:

(1) That fashion magazines be allowed in free to booksellers, as they are now to subscribers.

(2) That the regulation providing that books for public libraries come in free of duty be amended so that duty should be paid on all books purchased by libraries, and a rebate allowed on certificate being forwarded to Ottawa.

(3) That books for college purposes may be brought in by booksellers on the same terms as when bought by colleges direct.

(4) That prayer books and hymn books be subjected to the six-cent a pound rate.

The section were united in these requests. They made no recommendation in their memorandum regarding the tariff on books. There was, therefore, no disagreement among them as some of the daily news, paper reports implied. Mr. Bryce, at his own request, explained his point of view which was opposed to the abolition of the 6c. duty. This introduced the tariff question, and the Ministers asked some questions, and several of Mr. Bryce's contentions were disputed.

Mr. Irving said that the best solution of the whole book question lay in a Canadian copyright law which would give Canadians the control of their own market.

Mr. W. J. Gage protested against wholesale importers being obliged to make sworn declarations necessary to the importation of free school books. As it is, they have to swear that the books will be used by none but pupils, and there are many works, such as Scott's novels, that will inevitably be

bought by the general public. The wholesalers cannot follow or direct the retail sales and so cannot take the oath.

THE COPYRIGHT INJUSTICE.

We could multiply instances of the trivial contempt displayed by British and United States publishers for the Canadian publisher and the Canadian consumer.

A late instance of it has arisen over "Trilby." The cheap 50c. edition, which Messrs. Harper authorized Mr. Foster Brown, of Montreal, to issue in Canada, is all sold. A Canadian house wanted some paper editions and ordered the Colonial edition from the English publishers. But they would not sell, because they had handed the Canadian market over, body and bones, to the New York publisher. Messrs. Harper must, therefore, authorize a fresh issue of their Canadian edition, or send in their more costly American editions. The chances are they won't wish to see any more of the Canadian edition. We shall have the pleasure of buying the more expensive American book.

After all, what are we here for, except to minister to the pleasure of the publisher abroad?

TRADE NEWS.

MORTON, PHILLIPS & CO. report that business with them has been on the increase. There is a considerable increase in sales over last month, and also over the corresponding month of last year.

Mr. Wm. Macpherson, recently of Hart & Macpherson, Winnipeg, is to travel in the West Indies for the Marcus Wood Co., Ltd., of Belfast and London. Mr. Macpherson has many friends throughout Canada, having traveled here for Collins & Sons, of Glasgow. He has always shown himself an earnest and shrewd business man, and should do well for his firm.

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These Instruments are manufactured of the very choicest hardwood with California cedar Tops (not the common White Spruce) which gives them a most beautiful and musical quality of tone. Their Equal is not on the Canadian market. **Send in your orders now.** You always need these goods.

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All orders filled at reduced prices after first of December. New List furnished to the Trade on application.

THE PRESENT DUTY ON BOOKS.

Several of the Montreal booksellers were interviewed the other day by The Star in connection with the book duty.

Mr. Wm. Drysdale declared that the specific duty of 6c. per pound was in the interest of both the bookseller and publisher. The only fault which he could see in the present tariff was the free list.

He favored some arrangement being made by which the bookseller would not be compelled to have the stock in hand and deal with people who take advantage of the free list. There ought to be some means of recouping the bookseller for the duty he has paid on books which he sells to libraries, colleges and universities, who take advantage of the free list.

"The present tariff," added Mr. Drysdale, "is hard on the cheap, trashy novels, but the people are just as well without them. On all the best books the present tariff is in favor of the reading public. In Germany, for instance, they have a specific and not an ad valorem duty, which opens the door to fraud."

Mr. A. R. Grafton declared himself against the present tariff of six cents a pound, which had evidently been secured by but a few publishers, who were anxious to bring out paper novels. Mr. Grafton, continuing, said: "The present tariff suits us as booksellers, but it is unjust to the reading public."

Then he proceeded to demonstrate what he meant by weighing three books, selling respectively at \$3.50, \$1 and 60c. The former book was "Lallah Rookh," a pretty little volume, but very light, on which only 4c. duty was paid; the \$1 book was a heavy one, with a common cover, and by its weight brought in 16c. duty to the Government; the 60c. volume was the ordinary story book which is found in every house.

This brought to the Government 10c. It was evident that the poor man was paying much more for his books than the rich man. Mr. Grafton thought that all free books should be done away with, for the reason that booksellers could not have two sets of books of the same kind, the one free, for incorporated colleges, universities and libraries, and the other on which they paid duty, and which was intended for the public. He thought that the free clause in the tariff paved the way to a good deal of fraud. It was a loop-hole for dishonesty.

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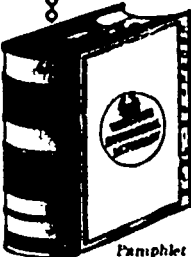
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BOOKS AND PERIODICALS.

THE CHRISTMAS PAPERS.

THE Toronto News Co. report that the demand for the Christmas papers is steady, and repeats have come in satisfactorily. Holly Leaves is sold out and no more are available. Ten years ago, when the number of papers was less, a bigger trade in individual papers was done, but to-day, where there are more papers, the business has correspondingly grown. It has become the fashionable thing to send a Christmas Illustrated as a present. They suit both sexes and all ages in this respect, and the trade are pushing them for this purpose.

BOOK ON QUEBEC LAW.

The first two volumes of Mignault's "Droit Civil Canadien" have been on the market for some time. The third volume is now in press. The author has previously published other books on Canadian law, and is thorough master of his subject. The book should have a ready sale, being the latest and most up-to-date book on the civil law of the province of Quebec. The publisher is C. Theoret, Montreal.

FRENCH ALMANACS.

J. B. Rolland & Fils., Montreal, have issued for 1897 their two well-known almanacs in the French language—the "Almanach des Familles" and the "Almanach Agricole, Commerciale et Historique." The former is twenty and the latter thirty-one years old, and they are established favorites with the reading public in Canada. They sell for 5c. and embody a good deal of information about Quebec province.

BEAUTIFUL JOE.

The fourth Canadian edition of "Beautiful Joe," by Marshall Saunders, paper covers, is now selling. This wonderfully successful book is now in its 140th thousand, and its Canadian authoress has no reason to complain of its appreciation. The book has been translated into Swedish. Humane societies all over the world have found in this autobiography of a dog a strong help to their work. Standard Publishing Co., Richmond street, Toronto

A BOOK OF ADVENTURES.

"Overland to Cariboo," by Margaret McNaughton, of Quesnelle, B.C., announced for issue by Wm. Briggs early in the present month, describes tersely and vividly the hardships, privations and perils of the journey across our Northwest plains and through the Rockies of a party of 150 Canadian pioneers seeking their fortunes in the Cariboo gold fields. The journey occupied

six months, and the moral heroism and physical endurance displayed reflects infinite credit on the country that bred such men. The adventures in crossing the Rockies by the Tete Jaune Pass, and their perilous journey by rafts and canoes down the turbulent Thompson and Fraser rivers, in which several of them were wrecked and six of the party lost their lives, as told by the author, are of thrilling interest. Much curious information, too, is given of the early days of gold-digging in Cariboo. In view of the present "gold boom" of British Columbia, this little work is pre-eminently a book for the time. A large number of fine half-tone engravings—views of trading posts passed en route, cities of to-day, glimpses of picturesque scenery and portraits of leading pioneers—will make it a very attractive volume.

NO "STAR" ALMANAC.

Graham & Co. announce that owing to the attention they have given the daily and weekly editions of their paper this year, they have not issued a Star Almanac for 1897.

A PRIVATE SECRETARY'S BOOK.

Mr. F. C. T. O'Hara, secretary to the Minister of Trade and Commerce, has in press a book entitled, "Snap Shots from Boy Life," a compilation of a series of sketches contributed by Mr. O'Hara to The Baltimore Herald while he was on the staff of that newspaper. The illustrations are by Astley Palmer Cooper, one of the cleverest artists on the American press. Mr. O'Hara was persuaded by the chief editor of The Herald to publish the contributions in book form, because of the marked favor with which they were received as a literary feature of the paper. The book will be ready in about a month. Wm. Briggs, Toronto, is the publisher.

THE WARDEN OF THE PLAINS.

The well-known author of literature bearing on Indian life and customs has in course of publication a collection of stories to be entitled "The Warden of the Plains." In its pages Dr. Maclean has gathered a number of stories and sketches illustrating the strange life of our great Northwest. The contact between savagery and civilization on the frontier has developed some remarkable social conditions. Oxford University men, fierce desperadoes, zealous missionaries, Indian braves, and adventurous spirits from east and west, figure in these pages in strong, dramatic sketches. Dr. Maclean has rendered a distinct service to Canadian literature by photographing in this series of pictures a type of Canadian life which is fast passing

away. Mr. J. E. Laughlin has contributed to this book eight very fine wash-drawings, also a most striking design for the cover. The book is being published by Wm. Briggs, and will be ready by the 18th of December.

RHYMES OF ROYALTIES.

"Rhymes of the Kings and Queens of England," is a most attractive book for boys and girls, written by Miss Mary Leslie, of Guelph, and to be issued by Wm. Briggs early in the present month. The subject-matter is pleasantly written, and the interest of the young reader will be vastly heightened by the numerous engravings—nearly 120 in all—scattered throughout the volume. This should be a popular gift-book for Christmas. It is to be bound in cloth and in half-leather with gilt edges.

IN THE DAYS OF THE CANADA COMPANY.

The authors of "In the Days of the Canada Company" are being overwhelmed with congratulatory letters. The work evidently has the popular quality. Rev. Father Kilroy, of Stratford, catches this particular merit of the work when he writes to one of the authors: "One feels, in following your narrative, that you have taken a higher level than has yet been attained by any local historian in the Dominion. The subject naturally lends itself to the picturesque, and you have followed the lead admirably.

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NOV. 1896

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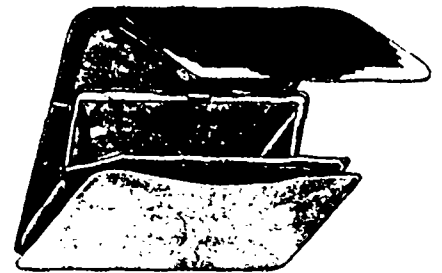
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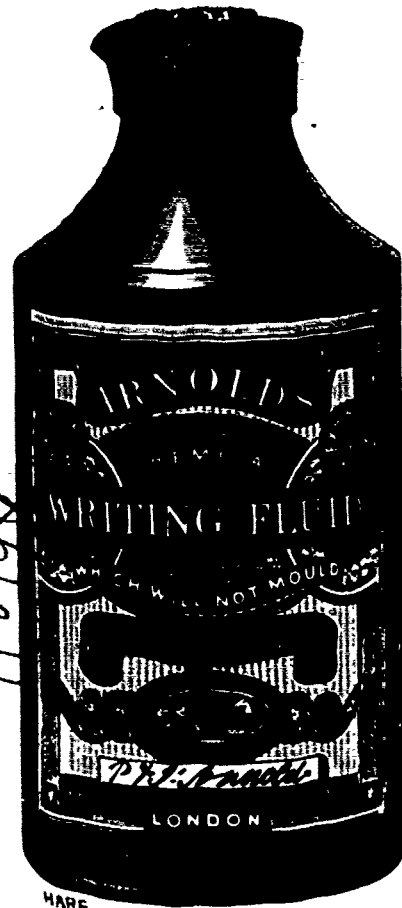
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