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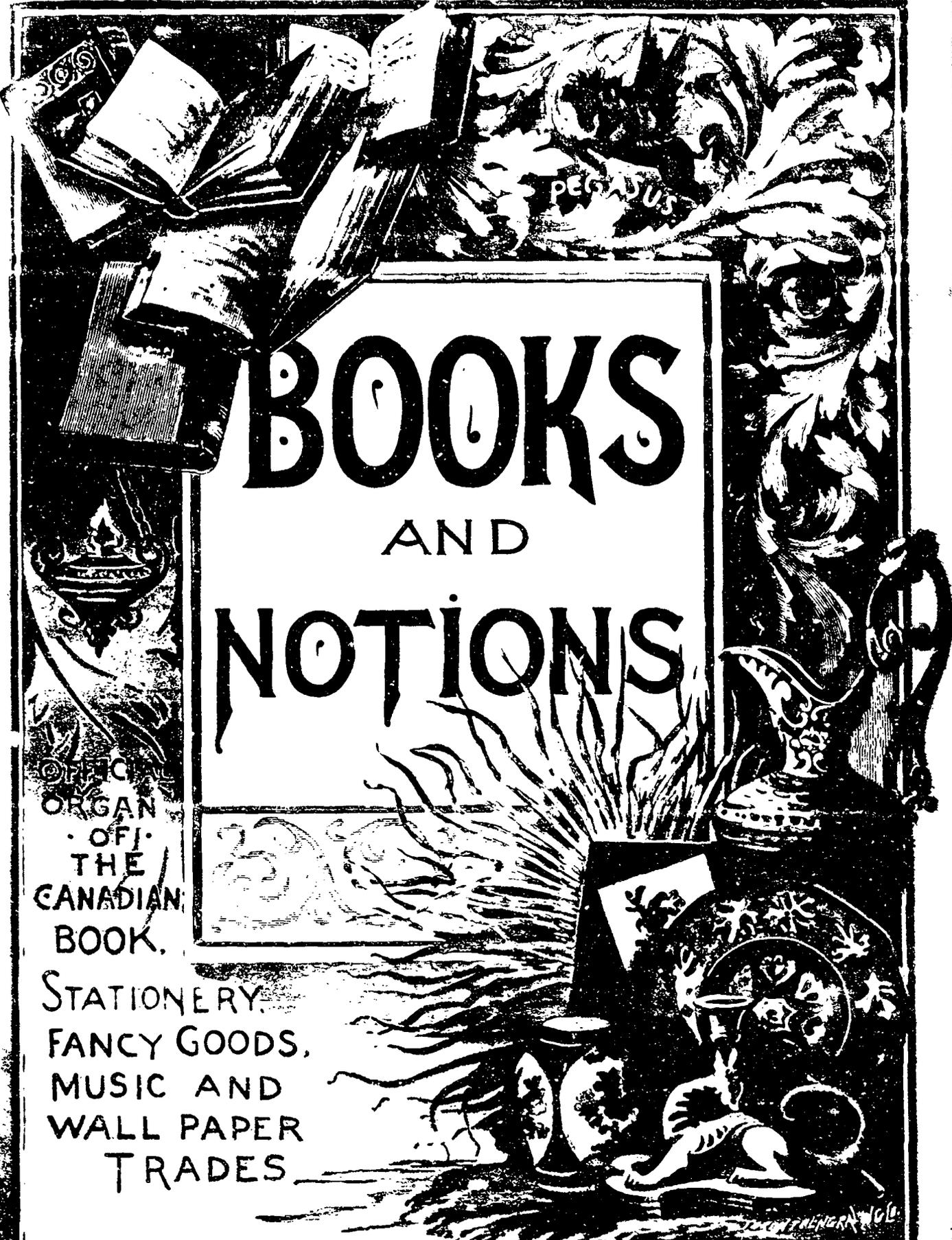
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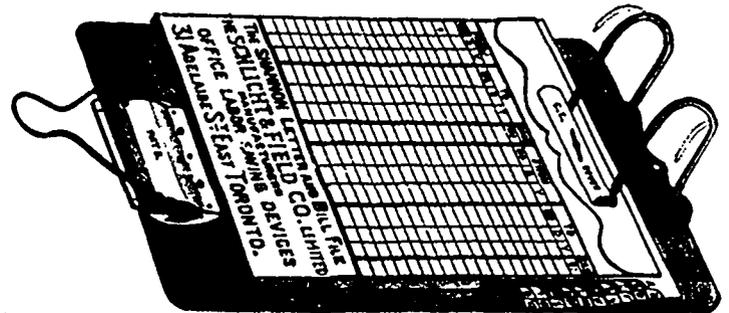
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Vol. 6

TORONTO AND MONTREAL, AUGUST, 1890.

No. 68

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at Canadian Customs values, also
A TABLE OF THE VALUE OF FRANCS
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Compiled from Official Sources.
Corrected to 26th June, 1890.

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STOCK VERY COMPLETE, NEW, FRESH. SALEABLE.

WE ARE CONSTANTLY RECEIVING

New Goods from the First Markets of the World
and adding Fresh Lines of our own Manufacture which enables us to
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Office Dairies for 1891, all sizes now ready.
Agents for Graphite Pencil Co. Wirt's Fountain Pens.

64-68 King St. East, Toronto. Established 1858.

Our representative is now in New York making selections
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**New American Wall Papers,
Borders and Decorations,**

which will be submitted to the Trade of Canada at an early
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W. Hagelberg's Celebrated Christmas Cards and
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and Art Books.

HICKSON, DUNCAN & CO.

25 Front St. West.

WE are showing this month a full line of all summer games:
Including, Cricket goods, Baseball goods, Lawn Tennis
goods, Croquet, etc. As a special inducement we are offering
Hammocks, etc. at old prices, having purchased previous to the
advance in duty. Call and get prices.

Yours respectfully,

HICKSON, DUNCAN & CO.

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Our travellers are now on the road with the most complete
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It will be to your interest.

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Call and see them.

Travellers are out with Samples.

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131 YONGE ST., TORONTO.

IMPORTERS OF

Artists' Colors and Artists' Materials

OF EVERY DESCRIPTION.

Also English Enamel paints for Home decora-
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We are prepared to grant an Agency in every
town to a Cash Buyer, for the most Saleable and
Profitable goods in our line, which we control.

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In great variety, including Winsor and
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Canvas, Whatman's Drawing Papers,
Brushes, Lead Pencils, Academy Boards,
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Looking Glass, Picture Glass, Picture Hardware,
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Recently appointed Sole Agents for the
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Everything both Wholesale and Retail.

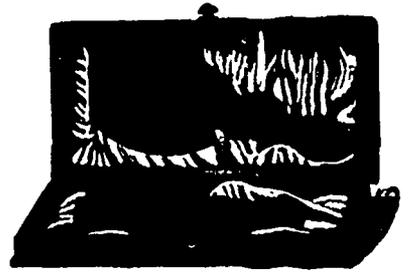
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GOOD BOOK, STATIONARY, AND MUSIC
BUSINESS for sale in the town of Portage la
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habitants, and is situated in the best farming district
in the Province. For full particulars apply to

A. RAYMER,
Portage la Prairie.**BUY NOW!**

To those who have not placed their orders
for Plush Goods we would say BUY NOW.
It is impossible to carry through the Fall
our full range of Plush Goods, the assort-
ment being greater than we have time to
watch. We therefore commence the first
week in August of each year to reduce our
line. Early in July we make up our factory
order, and as each line is sold out we call
in the samples from the Travellers. Already
about a dozen lines have been laid aside
and we expect about twenty more to run out
this month. Those who only see the small
assortment shewn in the Fall do not of
course know what they miss by not ordering
earlier, but when the Xmas sale starts their
live opposition is found to have the Choice
Goods and they the staples and slower sell-
ing lines. This is an honest statement of
facts given more as a warning than as an
inducement to buy.

HORN GOODS

Those who have not re-
ceived our illustrated cir-
cular of Horn Goods can have
one by dropping us a P.C.

The Hemming Bros Co., Ltd.,

76 YORK ST.,

TORONTO.



Moulded celluloid balls and cylinders coated with tin foil or not, but not finished or further manufactured, are now rated for duty at 10 per cent. ad valorem.

Messrs. James Bain & Son, Toronto, have some rare desks in oak, cherry, olive wood, and Russian leather. There has never been their equal on this market in any former season. They are just the thing for presentations, etc., selling at \$35 and downward. There could be no more beautiful library ornament than one of these folded up into the small compass its mechanism permits. The firm have several other choice lines in portfolios, gentlemen's desk trays, etc.

Messrs. H. A. Nelson & Sons travellers' are now on the road with fall and holiday trade samples. They are showing the most attractive line this season—in fact we are sure it is the largest and most complete ever sent out of Toronto by one firm. We would draw special attention to the Persian silver toilet and jewel cases, manicure sets and odor stands. These goods are entirely new, and are without exception the finest we have ever seen. We feel sure that they will have an immense sale during the coming season. We would advise the trade to "go easy" in placing their fall orders until their representative has given you a call. Their line is the line that is going to have the run this year.

Thorold seems to be a hard place to make money in, especially so for the jewelers, whose names have been constantly coming under our notice for years as having given chattel mortgages, assigned in trust, removed to other towns, etc. We presume it is the opposition of the larger stores of St. Catharines that are operating the grinding stone. It would be a lucky day for Thorold storekeepers if the tramway were to be stopped, for, with easy locomotion at their command, people will always buy in the larger centres. Mrs. E. Culverhouse—in reality Mrs. S. F. Gulverhouse—is the victim this time. She has assigned in trust.

J. W. Power of Calgary, N.W.T., has had to call a meeting of his creditors.

The stock of B. Whiteford of Three Rivers is being sold.

There have been a great many bills of sales and mortgages registered during the last month. We prefer not to publish the names of these poor duped tradespeople. It is bad enough to publish the commercial death notice of a man without telling the world before he actually dies the disagreeable news that he has been seized with leprosy.

The name of J. L. Joudry of Moncton has a disgraceful odor for Canadian wholesale

jewelers. With liabilities of a large amount and assets that are figured down to little, Mr. Joudry has with great kindness handed his stock to his mortgagers and a statement to his other creditors. The end of men who place themselves in Joudry's position is always the same. They lose all they have, including their good name, and make those creditors who have been unaware of their quiet mortgaging, etc., lose all they trusted them with. Mr. Joudry received goods from Toronto and elsewhere within a few days of his assignment, and although his statement makes him out to be a total loser he never tried to save his unprotected creditors in any way. Some day this system will be shown up much more strongly than any one at present seems to have courage to do.

In contradistinction to Mr. Joudry's system of dumping all he could into his bottomless pit is Mr. M. Moss of the same place, who, finding that he could not possibly pull through, refused for the whole month previous all goods sent to him. Mr. R. W. Wright, of Chesley, Ont., did the same thing with several houses this spring anticipating what has now been forced upon him—an assignment. An honorable assignment is no disgrace.

F. G. Turner the druggist, of Millbrook, is dead. F. R. Curry of Minden had his store burned out this week. He was partially insured. The same misfortune befel W. H. Chapman, who has a store in Cote St. Antoine, near Montreal. Mr. Chapman was well insured.

A. W. Abbot, late proprietor of the Rossin House drug store, and now city representative of the Hemming Bros. Co., has recently been blessed with a little daughter. May she dispense her charms as well as her husband does his drugs.

Buntin, Gillies & Co., Hamilton, have just received their "Dominion" papeteries. This is a handsome box of paper and envelopes, with initial embossed in gold. They can be handled by the dealers doing a fine trade. They retail at 25 to 50c.

A full line of school supplies is reported by Buntin, Gillies & Co., Hamilton.

The perpetual calendar is an ingenious table of date memorials over which is attached a shifting index, which may be placed in any relation to the figures below, that is necessary to indicate any date that can be exactly indicated by our present chronological terms. It is thus a calendar that never goes out of use, although the years do change. Huber & Co., Indianapolis, Ind., U.S.A., are the holders of the copyright and the manufacturers. The retail price is 25c.

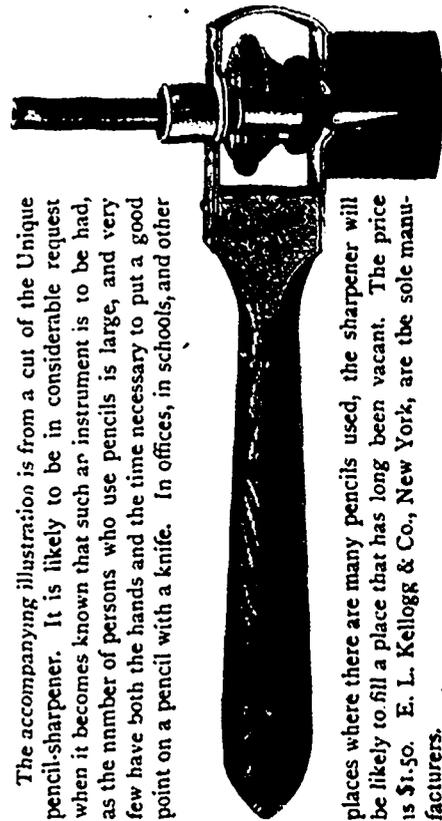
Leatherette goods is the name given to a line now very much in favor. These goods fill the place left vacant by cardboard notions, which went out some time ago. Their successors, the leatherette goods, are greatly in vogue for wall-pockets, window screens, flower-pot cases, etc. They are made in

many varieties of form, color and decoration. They afford an excellent profit to the dealer. F. Robertson & Co. are handling a large stock at present.

J. S. Russell's travellers are on the road with samples of some fine new goods that they can give bargains upon.

Wm. Croft & Sons' fall goods are beginning to arrive. Their fishing outfits—as rods, flasks, tackle, etc.—are as usual of the sort that suit the most fastidious of Izack Walton's disciples. They have full stocks of rubber and celluloid combs of all descriptions.

STATIONERY NOTES.



The accompanying illustration is from a cut of the Unique pencil-sharpener. It is likely to be in considerable request when it becomes known that such an instrument is to be had, as the number of persons who use pencils is large, and very few have both the hands and the time necessary to put a good point on a pencil with a knife. In offices, in schools, and other

places where there are many pencils used, the sharpener will be likely to fill a place that has long been vacant. The price is \$1.50. E. L. Kellogg & Co., New York, are the sole manufacturers.

ARTISTS' MATERIALS.

The attention of those of our subscribers who deal in asbestos' materials is directed to a new line of artists' oil colors which are now being introduced to the trade by the Art Metropole, whose address will be found in our advertising columns.

This enterprising firm lately introduced double size tubes of artists' colors at ordinary prices, and now to meet the wants of students and those not requiring large quantities of any given color they are introducing the celebrated colors for which they are agents in tubes of the standard sizes, but at a little over one-half the regular prices for same.

It would be to the interest of dealers to ascertain what this firm can supply, as artists' materials must be in growing demand in Canada for many years to come. The Art Metropole have adopted the system of selling their colors to only one dealer in a town, and we recommend their agency as likely to prove a valuable adjunct to any established business.

THE
:Barber & Ellis:
COMPANY,
Nos. 43, 45, 47 and 49 Bay St., Toronto,
AND
823 Craig St., Montreal.

Manufacturers of
THE STANDARD SERIES OF ACCOUNT BOOKS,
ALSO
THE MERCANTILE SERIES.

SOLE AGENTS FOR THE CELEBRATED ST. NEOTS PAPERS.
The Best and Cheapest on the Market.

Importers of
Wedding Stationery, Programmes,
Announcement Folders and Fancy Cards.

We are now manufacturing a new and complete line of Papeteries in
Fancy and Plush Boxes.

The Envelope Department.

We have for the past Two months been compelled to run our factory
all night as our orders have been larger than ever.

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ORGAN OF THE

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OUR MONTREAL OFFICE.

OUR MONTREAL OFFICE IS LOCATED AT 115 ST. FRANCOIS XAVIER ST. OUR REPRESENTATIVE, MR. HUGH C. McLEAN, WILL BE PLEASED TO HAVE SUBSCRIBERS AND ADVERTISERS CALL UPON HIM THERE. HE WILL ALSO PAY SPECIAL ATTENTION TO GATHERING BUSINESS ITEMS AND ATTENDING GENERALLY TO THE INTERESTS OF THIS PAPER.

Vol. VI. TORONTO and MONTREAL, AUG., 1890. No. 68



THE recurrence of dog-days always brings vividly before my mind, the problems that had the most earnest interest for me at that season during the years when I was in business. The same questions had become habitual to my midsummer business reveries, and the solution of them always involved work. In the months of July and August a good part of the bookseller and stationer's occupation is gone. The

schools are closed, and renewal or addition to a school outfit is not in demand. The closing of school is to the bookseller what the shutting down of a mill or other local industry is to the grocer or butcher. The stream of trade runs to a thread in the summer months when the vacation is on.

But if the mind of the trader is not filled with the cares of active business, it need not be idle. It can find abundance of exercise in coining plans for the busy season. It sharpens a man's business faculties to spend a little time at this important brain-work. He has the time in summer, and should cheerfully undertake the labor. Everything is brightest under the stimulus of a start. A start is always an auspicious thing to somebody, and the starting of the autumn school term is a good thing for the book and stationery dealer. It finds the classes recruited by new pupils, whose promotion was the last act of the pre-vacation term. These want new supplies. The satisfaction with which the parents note the event in their children's progress, is not unlikely to find expression in a supply of school extras, more liberal than would be the case between holiday terms. Sale for a better class of school stationery, as ink-stands, penholders, erasers, blotters, scribes, note-books, paper, rules, etc., etc., is one of the prospects of the September re-opening.

The staple articles, as readers and the other authorized articles of school equipment, will sell in any case only up to a certain requirement, and the demand can not be stimulated by the dealer.

The furnishing of the pupil's school-bag is but a portion of the business that presents itself for study during the holidays. Trustees like to make a good start out, and for the sake of one, may concern themselves much more about a suggestion from the dealer than they would if the suggestion were made in mid-term. That is my experience. Before I quit business I had learned to be on the still-hunt throughout the term for business with the trustees. I always found it premature to say much of my observations until vacation. I waited for the eclat of the start, and usually I furnished the article that I had taken the pains to discover, and the right opportunity to suggest, the want of. The map of North America may be in shreds, that of Canada may be antiquated, the school-map of Europe may have no Servia or Bulgaria upon it, or may represent Lorraine as the property of France. Asia may be misrepresented in the account of certain divisions and the proprietorship of them. There may be no globe or a misleading or diminutive one. A full geographical equipment may be necessary. Blackboards may need facing with crayon fabric. The school hand bell or finger may be broken. Some lithographic mode of writing examination papers may be wanted. Perhaps the Board could be induced to provide examination paper, ink and pens. Desks may be needed. A school-dictionary, Worcester, Webster, Stormouth, or some such standard, should be easily sold to most schools. All these things and many more, I was in the habit of keeping an eye on, and I extended my business as a consequence of such outlook. Many other things will suggest themselves to the local dealer, who should constitute himself a committee to examine into the needs of the school and report in holidays. Visits to the school, talks with the teacher, etc., during the term are some of the modes of making hay while the sun shines.

The rivalry in prices is something which has no end, and the contest is open to the man who can live on banana skins and grow fat on discarded scraps of meat. It is positively the very poorest kind of a contest, and one in which the poorest and meanest liver has always the greatest advantage. But as to quality, it takes brains and good judgment to obtain and retain the reputation sought for, and is so much nearer the top of the ladder that there is no crowding. Quite a large number of customers desire to have their wants attended to either by the proprietor or the head clerk. They never say so, but they want this attention just the same. If, by chance, the second or third clerk takes the order it may, of course, pass all right for the one time, but never again, except the customer in question has more than a passing interest in the store. In fact, ladies in particular, have been known to withdraw rather than have other than their favorite wait on them. While in a large business it is manifestly impossible for the proprietor to take every order which comes to his place, yet it is evident, however, that by confining himself to the general supervision of his work at the busy part of the day that he can give a portion of his time to all, and, if he be a diplomat, can please all. This point of personal attention on the part of the proprietor is a way of mankind which too many dealers entirely overlook, and estrange people who should be entirely their friends.

The labors of the arbitrators on the question of school book prices have been suspended, owing to the absence in England of Mr. Bain, one of the arbitrators. The daily press has given the matter some attention. All that has been written, however, agrees with the view taken by us, that the trade need expect no relief from the award of the commission. Whatever might have been expected in the way of concession from the publishing firms appears now to have less chance of being realized than before, as it is stated that the personnel of one of the firms has by a recent transaction come to be made up chiefly of the members of the other two firms. This further consolidates the monopoly.

THE RISING MARKET.

For the first time in twenty years the world is treated to an almost universal rise in the price of many manufactured goods. Year after year our importers and manufacturers have experienced the pleasant sensation of being able to buy their finished article and raw material for less money than the season previous, and as a consequence have been enabled—by their opposition compelled—to reduce their own selling prices. It has in fact become a habit of the buyer to expect an annual reduction on almost everything—a habit which has been provocative of most pernicious results; for manufacturers finding that they could not reduce their price on the same quality of article have in many instances resorted to tricks which for a time deceive the eye, but which are soon discovered when the test of "use" has been administered. Perhaps no country in the world is so willing to disregard worth in order to cheapen the price as is Canada. So strongly has this impression imprinted itself in Europe that "Goodenough for Canada" has become a by word, and many and frequent are the complaints sent across the ocean by our agents and wholesale dealers. A change has now come, however, and our advice to the storekeepers of the Dominion is to seek quality first and price afterwards. It would be difficult with the small resources at our disposal to explain the many reasons of the present steady leavening of process, but certain it is that raw materials have increased in price almost universally, and to an astonishing extent. Metal, raised by the Parisian combine of '78 has never again reached its previous low point, and is now on a sharp upward march. While copper with its attendant brass was the article most troubled before, steel has lately dropped into line, affecting to no small extent cutlery of all kinds. Razors and knives are up about ten per cent., while scissors are likely to become almost scarce owing to the extensive strikes in Germany. Rubber, owing both to a cornering of the market and to two light crops in succession, is perhaps the firmest commodity to-day. Instead of falling in price in August in anticipation of the fall crop it has experienced a fourth rise in price since May, and what used to cost 53 cents is now bringing 88 cents. Pure rubber goods, when the material is a more important item than the labor, are of course mostly effected, but even hard rubber lines such as combs have had three changes this year. It is well known how on but small provocation the German hog "got his back up" last fall, stiffening his bristles nearly 100 per cent. It was thought at the time that this was due principally to the fact that pigs were being killed in a large way by packers contracting for the German army, who waste all the bristles, instead of by farmers who save everything saleable. If such a surmise was correct it is at least expected to be a permanent change. Just now Canadians experience

great difficulty in buying any kind of brushes at all, for in anticipation of changes in their tariff the Americans have placed enormous orders in Europe. The silk worm, too, has combined with the rest of living nature to make us pay more for our requisites and has managed to hoist the cost two or three rungs in the ladder. Pure silk is about 20 per cent. dearer, while mixed grades of plush, satin and velvet are firm at 10 per cent. advance. Many lines of fancy glassware controlled in Bohemia are unobtainable at any price owing to strikes, which have lasted for months. Fancy woods, such as cherry and walnut, are daily becoming scarcer, and buyers are glad to obtain second quality for one per cent. more than they paid two years since for prime first quality.

And so the story could be prolonged without, we believe, omitting a single commendable line. Two other important considerations must not, however, be omitted. The Emperor of Germany, by championing the cause of the workman, has strengthened the price of labor the world over; and whether it be a cause or an effect, the Bank of England has raised its rates to five per cent. Money in Europe has as a consequence become scarce, and the cost of manufacturing has become proportionately higher.

A CLOSE CALL.

An old-fashioned merchant doing business in one of the interior towns for many years failed the other day, and when an agent for one of the creditors reached the place it was to find the proprietor working hard to figure it all out.

"Lands! but I can't see why I should fail," he kept on saying. "Mebbe, though, I didn't collect sharp enough."

"You have a heap of old goods here," said the agent as he looked around.

"Yes, more or less."

"When did you take your last inventory?"

"Inventory? Take everything down?"

"Yes."

"And make out a list?"

"Yes."

"And put down the cost?"

"Yes."

"And dust off the shelves and mop the floor?"

"That's it."

"And clean the windows and paint the front of the store?"

"Yes."

"I never went into that. I was going to one day about fifteen years ago, but they had a wrestling match in town and I let the inventory go. Mercy on me, but I can't understand why I should fail."—New York Sun.

Eldorado Waltz, by Popplewell Royle. Price 50c.

Thine Forever. Song. By Leigh Kingsmill. Price 50c.

The Anglo-Canadian Music Publishers' Association are finding wide sale for these two new issues of their press.

AN ADVERTISING ACCIDENT.

Several years ago there was a very large dealer in linen collars in St. Louis. His sales were enormous. As a result he obtained generous concessions from manufacturers, buying on the most favorable terms. Desiring to make a big drive one season, he made unusually heavy contracts at a extra reduction in price, only one firm, Messrs. So-and-So, standing out. For some reason or other So-and-So declined to make any concession whatever. As the dealer wanted every pattern obtainable, he nevertheless made a small order. But he determined to "bring the firm round," as it were. Flaming advertisements were inserted in the St. Louis dailies announcing a reduction sale and saying that any collar made in the United States, no matter what the quality or pattern, could be had "two for a quarter—excepting only So-and-So's, price 25 cents each." Greatly to the dealer's surprise, although a heavy trade followed, everybody wanted So-and-So's collar, and he telegraphed in hot haste for a larger supply. Inadvertently he had taken the very course to create a demand for the collar that he least wanted to sell, but as his profits were good he kept on advertising in the same way.

Messrs. So-and-So, surprised at the sale and learning its cause, caught the idea and determined to improve it. Thenceforth they only made a high-grade collar and adopted the one-price and high-price system, not only themselves, but putting every dealer under a written contract to do so. Then they spent money lavishly in advertising, until their collars became household words. As an actual result of this brilliant business stroke, the partners became millionaires.

This is no fancy tale. The moral is obvious. The possibilities of printer's ink have not begun to be exhausted. There are yet numberless fortunes in it for the live business men of to-day. The moral is plain.—Troy (N.Y.) Press.

NEW SIZES FOR BOOKS.

The associated librarians of Great Britain in convention assembled, realizing that the words folio, quarto, octavo, duodecimo, etc., have ceased to possess any specific meaning, recently agreed to define the sizes of books as follows:

Size.	Abbreviations.	Size in inches
Large folio	La. fol.	Over 18
Folio	Fol.	Below 18
Small folio	Sm. fol.	Below 13
Large quarto	Large 4to	Below 15
Quarto	4to	Below 11
Small quarto	Sm. 4to.	Below 8
Large octavo	La. 8vo.	Below 11
Octavo	8vo.	Below 9
Small octavo	Sm. 8vo.	Below 8
Duodecimo	12mo.	Below 8
Decimo octavo	18mo.	Is 6
Minimo	Mo.	Below 6

According to this scale, the size of the sheet and the number of times it is folded no longer determine the size of books. The foot rule or yard stick settles it. The height and,

in the case of quartos, the width of the cover is measured, and according to the number of inches recorded the book receives its designation. This is by far the preferable way. Formerly nearly every paper-maker had his own standard sizes of sheets. The result was endless confusion in the nomenclature of sizes. Under this rule he can persist in them without confounding the bibliographer.

TO REMOVE SPOTS FROM BOOKS.

Grease spots, if old, may be removed from books by applying a solution of varying strength of caustic potash upon the back of the leaf. The printing, which looks somewhat faded after the removal of the spot, may be freshened up by the application of a mixture of 1 part of muriatic acid and 25 parts of water. In the case of fresh grease spots, carbonate of potash (1 part to 30 parts of water), chloroform, either or benzine renders good service.

Wax disappears, if, after saturating with benzine or turpentine, it is covered with folded blotting paper, and a hot flat iron put upon it. Paraffine is removed by boiling water or hot spirits. Ink spot or rust yields to oxalic acid, in combination with hot water; chloride of gold or silver spots to a weak solution of corrosive sublimate or cyanide of potassium. Sealing wax is dissolved by hot spirits and then rubbed off with ossia sepia,

india ink is slightly brushed over with oil, and after twelve hours, saponified salmiac; any particles of color still remaining must be removed with rubber.

HORN GOODS.

Plush goods, leather goods, oxydized silver goods, etc., have all had their day, nor do we say that that day has passed away. We do think, however, that another article or series of similar articles has made its appearance. So long as the praries were spotted with the remains of the now extinct race of bysons there was a demand for buffalo horns. This, however, never became at all universal, although it left its traces behind it. Polished cows and steers' horns, until lately almost a glut in the market, have suddenly found a steady demand. They are being cleaned and polished in a most marvellous manner, and turned into uses of all kinds for the decoration of houses, arm chairs, picture frames, whisk holders, ink bottles, perfume stands, key racks, hat pegs, etc., are being made in very handsome styles. Of their beauty their can be no doubt, and if properly put together and sold at reasonable figures we would bespeak a steady sale for them. It takes time to introduce a new thing, but the most money is made on the first sales, and it is the courageous dealer who has sufficient discrimination to know a good article when he sees it that reaps the best harvest.

BOOKS AND NOTIONS IN THE NORTH-WEST.

Mr. G. Hector Clomon, representing the CANADIAN GROCER and GENERAL STOREKEEPER and BOOKS AND NOTIONS, meritorious class publications issued in Toronto by Mr. J. H. McLean, is in town in the interest of those papers. We hope he will find our merchants willing to patronize them.—The Herald, Calgary, N.W.T., July 31. The Herald's advice seems to have been taken, for our representative found the enterprising business man of that thriving town ready to patronize him.

The Calgary Tribune, Aug. 1, says: "Mr. G. Hector Clomon besides being an energetic business man can sing a good comic song, as he proved at last night's smoking concert. His grip advertising the CANADIAN GROCER, HARDWARE, BOOKS AND NOTIONS, is a great advertising medium."

Messrs. Staunton & Company, of 4 and 6 King street west and 850 Yonge street, wall-paper manufacturers, Toronto, called a meeting of their creditors for the purpose of taking counsel as to the best course to pursue for the interests of all concerned. The firm has been established over thirty years. The creditors are chiefly in Toronto, Montreal, and New York. The firm claims that the disaster is due to the great cut in prices made during the past three years, and the changes in tariff by the Canadian Government.

BRUSSELS, Ont., July 27, 1890.

DEAR SIR,—Your complimentary copy of book for newsdealers received. I thank you for the same.

Your's truly,
G. A. DEADMAN.

SHAWMURHEAD W. J. HANSON
JAMURHEAD

THE HANSON
ENGRAVING & COY.
117 YONGE STREET. TORONTO.

Illustrations For Newspapers.
Catalogues, Books, Etc.
From Original Drawings.
Engravings, Maps, Portraits.
Machinery, Architectural Plans, Etc.
Our Specialty: Dyeing Type.
Of Plates Engraving.

If cheap work means poor work we do not do cheap work. Our cheap work means big value for little money. We do cheap work.

CIRCULAR AND PAMPHLET ADVERTISING.

A CANADIAN correspondent, in debating the question of pamphlet advertising in PRINTERS' INK a few weeks ago, made the assertion that pamphlets, even though properly addressed, frequently did not reach their destination, but remained piled up in the corners of the country post-offices until they were old enough to sell to the paper mills. This letter came under the notice of the Postmaster General, who considered it a slur upon the postal system and directed the District Inspector to call upon the writer and either clear the Department of the odium or remedy the evil if it was actually found to exist. PRINTERS' INK correspondent now writes: "I proved to the gentleman's satisfaction that the evil was genuine, but not confined to Canadian post-offices, as the same thing was going on just as regularly in Uncle Sam's domain, and I showed him also that it could not be remedied. The emoluments of country postmasters are not sufficient to enable them to have suitably arranged offices, extra clerks, full complement of letter and newspaper boxes, etc., which would be needed for the proper distribution of the flood of books, pamphlets, calendars, almanacs and sample papers which continually pours into every post-office"—Printers' Ink.

The Religious Tract Society

55 PATERNOSTER ROW,

LONDON, - - ENGLAND.

ARE THE PUBLISHERS OF

THE LEISURE HOUR

THE SUNDAY AT HOME

THE GIRL'S OWN PAPER

THE BOY'S OWN PAPER

Each Sixpence Monthly,

AND OF SEVERAL THOUSANDS OF

Books for all Readers

AT ALL PRICES, FROM ONE PENNY TO ONE POUND.

EXPORT TERMS ON APPLICATION TO TRADE MANAGER.

MONTREAL.

July 29, 1890.

This is of course the quiet season among the stationery and fancy goods men, and can be compared to the calmness before a storm—the storm being the coming big fall trade. At least all are preparing for it. Nor are they likely to be disappointed, for most encouraging reports are received from all parts of Canada regarding crops, which in some localities are up to the average and in others above. The failure of the English crops and the light crop in Russia will cause a ready market for our products, and when the holidays come round money will be plentiful and every one in good humor.

The partnership that has existed for over twenty years between Messrs. Henry Morton, Charles Samuel, John Phillips, and Thos. Campbell Bulwer, stationers, bookbinders, and printers, under the style of Morton, Phillips & Bulwer, has been dissolved, and a new firm, consisting of Henry Morton, Chas. S. J. Morton, Hugh Cameron, Major Freeman and Robt. J. Gibson, has been organized and will continue the same business under the style of Morton, Phillips & Co. In connection with their large stationery stock, blank books, relief stamping, job printing, and publishing departments, they have also the sole agency for Quebec and Eastern Ontario for the caligraph writing machine.

While looking through the show rooms of Porter, Kemp & Co., I was struck with the large assortment of fancy goods and novelties entirely new to the trade here. Though this is a new firm the experience shown in the many lines they will offer in a few weeks shows that they have studied thoroughly the wants of the trade and the goods that will sell best. Their railway alphabetical blocks is one of these. It consists of an engine and three cars, which can all be taken to pieces and put together again. The cars are loaded with the alphabetical blocks. Then there is a steam fire engine with horses and driver, built of malleable iron. This can also be taken to pieces and relitted as in a real live one, and will be of great interest to the small boy who has a love for machinery. Another thing they are showing for which there has been an immense sale, is metal beads which either can be used as a bracelet or necklace.

Mr. B. Marcuse's stock of fancy goods and advertising and Christmas cards is of larger and greater variety than ever. He makes a specialty of these advertising cards and fine art goods, and claims to have the largest assortment of chromos in Canada.

A Scarlet Sin, by Florence Matryat, and A True Friend, by Adeline Seargeant, have just been published in Lovell's Canadian Copyright Series. "By Order of the Czar," by Joseph Hatton, published a short time ago in the same series, met with very good sale. "The Smugglers Secret," by Frank Barrett; "The Great Mill Street Mystery," by Adeline Seargeant, and "The Moment

After," by Robert Buchanan, are in preparation and will be issued shortly.

Looking Forward, by Isabel Garison, has just been published by J. Theo. Robinson.

Mr. Hugh C. McLean, of BOOKS AND NOTIONS Montreal staff, won a reporters' race there last week, getting a gold medal.
H. C. M.

STANLEY'S BOOKS.

Bookseller, Pacific Coast writes: "We notice agents here canvassing 'Chas. Scribner's' edition of 'In Darkest Africa.' Can those reprints of a Canadian copyright—see Schedule D, amended tariff—be sold in Canada? Sampson, Low & Co. have taken a copyright (interim number 298 and 303)."

It appears that Sampson, Low & Co. have taken out the copyright for Canada, but its publication in this country is controlled by the Scribners who have sold the right in Canada to the Presbyterian News Co. The latter are selling it on the Pacific Coast through J. R. Kerr, Victoria, who is agent for J. K. Gill & Co., subscription book agent, Portland, Oregon. The samples of the book shown to us contain the imprint of Scribners and the Presbyterian News Co., while on the inside is printed "entered according to Act of Parliament by Sampson, Low & Co."

PROHIBITED PERIODICALS.

The trouble which has arisen over the importation of the New York Mercury has led to the issuing of a circular to collectors of customs in which their attention is called to the provisions of the customs law prohibiting the importation, under heavy penalties, of "books, printed paper, drawings, paintings, prints, photographs, or representations of any kind of a treasonable or seditious, or of an immoral or indecent character." Customs officers are instructed to exercise vigilance in examining all newspapers or other publications suspected of coming within the prohibitory clause, particularly when imported by mail or otherwise. Whenever any book, periodical, paper or other publication is found, which in the opinion of the examining officer, is of a character defined by the prohibitory clause, he is to promptly seize it and report the same to the department. As difficulties may arise by reason that while one issue of a periodical or other publication may contain objectionable matter, another issue of the same periodical may not, therefore in no case is a seizure to be made except of such individual issue as comes within the prohibition. Whenever such periodicals, papers, etc., subject to seizure, are found to have come into Canada by mail, the attention of the postal authorities should, in each case, be called thereto, in order that they may be dealt with by them under the postal law.

SACRIFICING THE EXCESS.

In past years there have been complaints from retail dealers in certain fancy goods, toys, juvenile books, holiday cards, etc., of a

practice that should be unsparingly denounced. The complaint is, that importers of these goods very often make a sacrifice of lots on the eve of the season's demand. The importers accused canvass the trade throughout the country before they forward their order to the foreign market. Their travellers are out months before the trade needs the stock the importers are aiming to place. It would seem, therefore, that the foreign order would be calculated to fit to a nicety the demand that was signified during the travellers' tour. But not always does it do so. Sometimes all the travellers have not been heard from at the moment it is necessary to send the order abroad. Sometimes dealers who have contracted with the travellers for a retail supply of the coming goods fail in the interval between the order and the receipt of the goods. Sometimes importers wait until the bulk of their travellers have reported and then make a guess at the results of the work that will be done by those not heard from. Or, sometimes, after all have been heard from, addition is made to the total of the retail orders that those who change their mind may be stocked at the last moment. All these chances favor the strong probability that every importing house will have a surplus above the stock called for, and that surplus will be more or less a cause of anxiety to the holders. They see the period approaching when the demand for such lines as they hold will be at its height, and see also that after that period the stock will be practically worthless. Too many of them are ill-advised enough then to do what is far from upright. They offer these goods at a cut figure to persons who did not contract for a stock. There is no trouble in getting rid of the surplus by this method. For, there are retailers astute enough to withhold their order until the very verge of the season is reached. Then they go to the exporter and buy at special prices. These retailers understand the situation, and importers recognize them as favored customers by providing an excess of stock for them and selling it to them below the prices straightforward men contracted to pay. This is the wrong way for importers to treat the men who gave them warrant for undertaking an import trade at all. No goods should be sacrificed until the season is past. We think it better for a wholesaler to lose on an excess that may be inevitable than to seek a doubtful gain on an excess that has been premeditated for late buyers.

TWO PIONEERS GONE.

THE LATE MR. JAMES CAMPBELL.

Mr. James Campbell, an old and well-known citizen of Toronto, died about the middle of the month at the residence of his son-in-law, Mr. J. Herbert Mason, 477 Sherbourne street, in the 80th year of his age. Mr. Campbell was born in Edinburgh, Scotland, and when a young man became connected with the publishing firm of Nelson &

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Sons, of his native city. It was a branch of trade for which he seemed to be well adapted, and he showed such capabilities that he was shortly afterwards made manager of their London, England, house. In 1854 he came to New York and opened a branch of the house there, which under his management met with much success. He remained there for six or seven years, then came to Toronto and started the publishing business known as "James Campbell & Sons." The success which attended him here was almost phenomenal, and the house soon became the leading one in Canada. But through ill-health he was unable to keep up the enormous business, and about four years ago retired. He leaves a widow and six children, three sons and three daughters. The sons are Mr. William Campbell, Chicago; Rev. Professor Campbell, of the Presbyterian College, Montreal, and Mr. Thomas Campbell, Prince Albert, N.W.T. The daughters are Mrs. Morrison, Mrs. J. Herbert Mason, Toronto, and Mrs. J. S. Ewart, Winnipeg. Mr. Campbell resided at 27 Bleeker street, but was visiting his daughter on Sherbourne street when his end came. He had been feeling unwell for some time, and it is supposed that death was caused by exhaustion, superinduced by the recent excessive heat. The deceased was a prominent member of the Charles street Presbyterian Church, and was for years an elder in that denomination.

MR. HENRY ROWSELL.

On the 28th ult. as the midnight bells were tolling, the city of Toronto lost one of her most respected inhabitants, in the person of Mr. Henry Rowsell, for many years a member of the firm of Rowsell and Hutchison, the well-known printers and booksellers. Mr. Rowsell, who was in his 84th year, has for some time past been in ill health, and his death was the result of old age. He was born in England, and came direct from that country to Toronto in 1833, where he entered into partnership with Mr. Hutchinson in the book-selling business. Having the good fortune to be possessed of clear and farsighted intelligence, the deceased rapidly developed his business, which at present is one of the most famous and substantial establishments of its kind in Canada. About eight years ago Mr. Rowsell, owing to ill-health, retired from the firm, and since then has led a retired life. The deceased was widely known and respected in the city. He leaves behind him a widow who is in her 81st year, Mrs. Capt. Bruce, the Misses O'Reilly, Messrs. Henry and Miles O'Reilly, granddaughters and grandsons respectively. A peculiar feature in connection with the death of Mr. Rowsell is that Dr. and Mrs. O'Reilly, his nephew and niece, have both died within the last few months. The deceased enjoyed the distinction of being official printer to the Toronto University from its inception. He was also a brother of Canon Rowsell, chaplain to the Queen. His funeral was strictly private.

5439. Come away to Jesus. (Hymn) Judson H. Morse, of Halifax, N. S.

5440. Bartlett's Advertising Base Ball Game. (Chart.) W. L. Bartlett, of St. John, N. B.

5441. Fautes a Corriger. (Livre.) Alphonse Lusignan, d'Ottaw, Ont.

5442. In Love's Divine Confiding. Words by L.A. Morrison, music by Louise Mitchell. Llewellyn Abraham Morrison, of Toronto, Ont.

5443. I dare to love thee. (Song.) Words by Marie Corelli, music by F. Paolo Tosti;

5444. A Song of a Life. Words by Clifton Bingham, music by F. Paolo Tosti;

The Anglo-Canadian Music Publishers' Association, Limited, of London, Eng.

5445. Dot and Dash. Waltz, by Frank E. Fisher. Frank E. Fisher, of Hazel Hill, N.S.

5446. A Woman's Heart, by Mrs. Alexander.

5447. Her Last Throw, by Mrs. Hungerford. John Lovell & Son, of Montreal, Que.

5448. The Two Pauls; or the Way to the Cross and the Worldly Pathway, by M. E. D. Mrs. E. Duncan, Collingwood, Ont.

5449. C.W. Irwin's Hand-Book to the Canada Tariff 1890. Charles Warren Irwin, Toronto, Ont.

5450. Petit Manuel du Cultivateur, par Edmond Rousseau. C. Darveau, Quebec, Que.

5451. Grand March in honor of the Centennial of King's College, Windsor, Nova Scotia, by Robert Grant Allison, Yarmouth, N. S.

5452. Seventy years of New Brunswick Life. Autobiographical Sketches by William T. Baird, Woodstock, N. B.

5453. Briton's Trumpet Call (Poem,) Caleb Platt Simpson, Leamington, Ont.

5454. Reshavan and Ridley College given out under the title of Congregational Tunes, by Angelo M. Read, St. Catharines, Ont.

5455. The Home M. Cook Book, Second Edition. William Bryce Toronto, Ont.

5456. Plan of Leithbridge. Alfred Holloway, Winnipeg, Man.

5457. N. Hayes' National Guessing, Calculating, Estimating, Computing and Enumerating Chart on the Official Census of 1891 and 1901 in Canada." Newlands Hayes, Windsor, Ont.

5458. A True Friend by Adeline Sergeant. (Book.) John Lovell & Son, Montreal, Que.

5459. I whistle and wait for Katie. Words by Michael Nolan, Music by John S. Baker. The Anglo-Canadian Music Publishers' Association (L'd.) London, England.

5460. Thine for ever!" Words by Rosa Carlyle, Music by Leigh Kingsmill. Phillips & Page, London, England.

5461. Bell Telephone Company of Canada, Hamilton and Dundas Exchanges, Subscribers' Directory, Ontario Department, July, 1890. The Bell Telephone Company of Canada, Montreal, Que.

5462. Plan of the towns of Windsor, Walk-

erville and Sandwich, and their vicinity, including a portion of the City of Detroit, State of Michigan, U. S. A., Scale 640 feet to 1 inch, George McPhillips, Windsor, Ont.

5463. Rev. Dr. Talmage's Trip to the Holy Land. Robert A. H. Morrow, St. John, N. B.

5464. Tennyson's Poems so far as regards the following poems namely:—Tithonus, Locksley Hall, Godiva, The Day Dream, Amphion, St. Agnes' Eve, Sir Galahad, Edward Gray, Will Waterproof's Lyrical Monologue, and those under the head of Demeter and other Poems. Macmillan & Co., London, England.

5465. A Federal Parliament of the British People by Arch. McGoun, M.A., B.C.L., Montreal, Que.

5466. Fraternal Endowment Rates of Life Insurance (Leaflet.) John D. Houston, Cornwall, Ont.

5467. Warren Hastings. An Essay by Lord Macaulay;

5468. Notes on Xenophon's Anubasis, Book III, by John Henderson; The Copp Clark Co. (Ld.), Toronto, Ont., 26th July, 1890.

5469. Tontine Rotation Table No. 2 Print;

5470. do do do 3 do

5471. do do do 4 do

5472. do do do 5 do

Raymond Walker, Toronto, Ont., 26th July, 1890.

5473. Glimpses of Canadian Scenery by Boorne & May. (Souvenir album.) William Hanson Boorne, Calgary, Alberta, N.W.T., 26th July, 1890.

5474. Lovell's Montreal Directory, 1890-91, John Lovell & Son, Montreal, Que., 28th July, 1890.

5475. In Darkest Africa, or the Quest, Rescue and Retreat of Emin, Governor of Equatoria, by Henry M. Stanley, in two Volumes, Sampson, Low, Marston Searle & Rivington, (Ld.), London, England, 31st July, 1890.

5476. Jacques Cartier, sa Vie et ses Voyages, par Joseph Pope, Ottawa, Ont., 31st July, 1890.

INTERIM COPYRIGHTS.

306. Canadian Men of the time: A Biographical Dictionary. Henry James Morgan, of Ottawa, Ont.

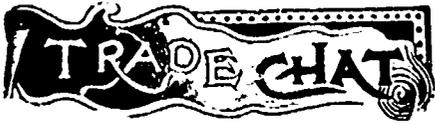
307. The Outward and Visible Sign. A new and attractive method of teaching the Church Catechism. David Johnstone Caswell, of Brantford, Ont.

308. Les Hommes du Jour au Canada. Louis H. Tache, d'Ottawa, Ont.

309. In Darkest Africa; or the Quest, Rescue and Retreat of Emin, Governor of Equatoria, by Henry M. Stanley. Sampson, Low, Marston, Searle & Rivington, Limited, of London, Eng.

Master the whole business and the way to fortune has been mapped out.

Every line of goods embodies a history and a science worth years of study to understand.



Mrs. H. S. Williams, Hamilton, has gone to Muskoka for the benefit of her health.

Mr. T. A. Taylor of the National Publishing Co. is spending his spare time at his summer residence, Jackson's Point, Lake Simcoe.

Mr. Morey G. Hay, of Hay & Youngs, Ridgetown, was in town a few days ago, and stopped at the Elliott with his old friend J. W. Hirst.

Travellers representing English houses were in Toronto during the latter part of July. Spottiswoode's and Marcus Ward's men were here last week.

The Canadian Rubber Co., Montreal, have just put in the machinery for the manufacture of rubber bands. They are now prepared to fill orders from stationers.

Brown Bros. are busy getting out new lines of leather goods for the fall trade, which they say will exceed anything hitherto produced, and equal to any imported goods at much cheaper prices.

Mr. John L. Robertson, of Warwick's, was appointed Deputy Right Worthy Grand Templar of the I. O. G. T. for the jurisdiction of the Grand Lodge of Canada, at the recent meeting in Galt.

Owing to the hot weather, and because many of the trade were out of town, there was no meeting of the city Retailers' Association this month. The Executive Committee did not meet in July. Too hot.

A. McPherson and wife, printer, of Hamilton, and H. S. Williams, the well-known bookseller of Hamilton, and W. J. Watson and wife, editor Dundas Standard, were guests at the Elliott House a week ago.

A representative of this paper now travelling in Manitoba and the North-West Territories, writing from Qu'Appelle, says that crop prospects all through the North-West are remarkably good, and that trade is steadily improving.

The sad accident last month at Winnipeg, wherein the eight year old daughter of Mr. J. B. Ferguson, bookseller, was killed in a runaway accident, is well known to the trade ere this. The funeral was very large. The family have the deepest sympathy of BOOKS AND NOTIONS.

Mr. D. T. McAnish, the popular manager of the Presbyterian News Co., speaks in very complimentary terms of BOOKS AND NOTIONS. He gets a number of leading trade papers and says that this is by far the most valuable to business men.

Mr. H. S. Williams, Hamilton, ran down to Toronto, a couple of weeks ago, on business, and paid BOOKS AND NOTIONS an afternoon call. Mr. Williams has tried the

experiment and has come to the conclusion, that it does not pay a retailer to handle magazines unless he goes into them extensively.

Notices were filed in the Tutelle office the other day of the dissolution of partnership between Samuel E. Dawson, Publisher, and William V. Dawson, wholesale stationer, in the business of booksellers, stationers, etc., carried on by them as Dawson Bros. Mr. Samuel E. Dawson files a notice as president of the Manufacturing Stationers' company stating that the company which was incorporated in 1885 has now started in business in Montreal. Mr. W. V. Dawson files a notice that he intends carrying on business as a publisher under the style of Dawson Bros.

Messrs. Brown Bros. have issued their Daily Journals or Canadian Office Diaries for 1891, being the 27th year of publication. Each year seems to be an improvement on the former. The paper and binding are of the best, and besides the space for every day of the year they contain a vast amount of information of use to all requiring them. It seems rather early to talk of Diaries for next year, but many business people and others have to make entries for matter even maturing into the days of 1891. They combine 17 different styles—one, two, three, and seven days to a page, in a variety of bindings. For sale by the principal booksellers.

The Toronto News Company will follow the course it pursued last year with reference to its trade in Christmas cards, booklets, toy books, etc. That is to say, it will carry a stock of these wares, and not import merely according to the measure of the retail orders received up to a certain date in the autumn. Its holiday stock for the next meeting of the year is now nearly all in its warehouse in this city, all the cards have arrived some of the booklets, and most of the toy-books. All will be ready for the inspection of the trade before the first week in August is passed. All the standard fiction will be in at the same time. Dealers can then have the satisfactory privilege of choosing their orders directly out of stock.

The Toronto BOOKS AND NOTIONS while exclaiming "the era of cheap books is over," remarks with great truth, "prices are easily reducible, but long standing ones are with difficulty put up on books. The retailer will have to pay more, but will the retailer get more? That is for the trade to settle, and as the trade has been remiss in doing what it could to settle the former unsatisfactory condition of the business in American books, it is not a matter of sanguine expectation that the trade will assert itself in this emergency. Prices of all 'libraries' have gone up. Why should retailers not put them up on their customers? The large 'universal' stores are in the way of a unanimous advance, and that is the chief obstacle." Yes, what will the dry good stores say, or do? They can afford to sell below cost, or even give away books to attract customers, what is the retail bookseller to do?—American Booksellers.

The July issue of The British Bookmaker is to hand. It is the first of a new series. If the succeeding numbers are like this one it is a paper that all in the book-making trades should have. It is published at De Montfort Press, Queen street, Leicester, Eng.

Nos. 38, 39, 40 of Lovell's Canadian Copyright series arrived too late for an extended notice in this issue. They are "The Smuggler's Secret," by Frank Barret; "The Great Mill Street Mystery," by Adeline Sergeant, and "The Moment After," by Robert Buchanan. They are all books that should sell well. In fact the Lovell's publications are with few exceptions good sellers.

Recollections of General Grant. This little book is not a biography, nor is it a history of the national events which has been made by the General's contact with the great movements of his time. It is simply a record, preserved in the memory of the writer, of social intercourse that was both intimate and of long standing. It is therefore most interesting reading. Memoirs are always more popular than detailed analytic studies of a hero's personal and public life. They also supplement such works. This sketch is the work of a pen that is most capable, that of the scholar and philanthropist, Mr. Geo. W. Childs. It is published by the Collins Printing House, Philadelphia.

The business, hitherto carried on by the Dominion Illustrated Publishing Company (limited), has been purchased and will be continued by the Sabiston Lithographic and Publishing Company, of which Mr. Richard White is President and Mr. Alex. Sabiston is Managing Director. It is hoped to add to the interest and value of the paper, both from a pictorial and literary standpoint, and to extend and improve the business in its various departments. The business will be carried on in the meantime at the old premises, 73 St. James street, Montreal, under the management of Mr. J. P. Edwards, to whom all communications in connection with accounts due the old company and new business should be addressed.

"The Rag-Picker of Paris," the well-known novel of Felix Pyat, appears in a handsome edition from the Boston house of Benj. R. Tucker. The admirers of Pyat's realistic productions are many, and the translator, Mr. Tucker, has reproduced faithfully Pyat's vigorous description of Parisian life and character. Among the well-drawn actors in the pages, "Father Jean," the most prominent, holds the reader's attention throughout, and wins the sympathy of all in his honest efforts to combat the injustice and the evils of the age. It is a difficult task to reproduce a successful drama into a novel of equal power, but in Pyat's production the author has achieved an unwonted success, and his English readers will thoroughly appreciate the capital translation of Mr. Tucker.

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RECENT PUBLICATIONS.

Owing to the large number of new books issued every month, it is impossible for us to notice them all. Publishers, who are not regular advertisers, desiring to draw the attention of the trade to any publication must mail copies so as to reach this office not later than the 25th of each month to ensure insertion in the current month's issue.

THE HOME-MADE COOK BOOK, Toronto: W. Bryce, is a revised edition of the popular work on home cookery.

A RUSSIAN PRINCESS by Tracy Turnerelli, Toronto: National Publishing Co. Price 30c. An exciting story of Russian Life of to-day. Illustrated.

A BLACK BUSINESS by Hawley Smart, Toronto: National Publishing Co. Price 30c. All of this author's books are readable and this is no exception to the rule introducing as it does the mysticism of cast.

A COPPER CRAWL by Frank Danby, author of *Babes in Bohemia*, Toronto: National Publishing Co. Price 30c. The numerous readers of the latter story will read with pleasure this new story from the pen of this talented writer.

VIOLET VIVYAN, M. F. H., by May Cromuelin and J. Moray Brown, Toronto: National Publishing Co. Price 30c. This is a fascinating story of love and adventure in the hunting field. It is without doubt the best book of the season. It has had a large sale so far.

THE ROMANCE OF SIR RICHARD, AND OTHER POEMS is the title of a volume of verse by Arthur Weir, a rising Canadian poet. Verses of poetry will like this book. It is without that straining after effect that is characteristic of some recent poetasters whose work has been printed and lauded. This book is published by W. Drysdale & Co., Montreal. Price \$1

THE INTRODUCTION TO POOR'S MANUAL of the Railroads of the United States for 1890 has just been issued by the publishers, H. V. & H. W. Poor, New York. It is a compound of the contents of the manual, and although made up of but 16 pages, it contains an immense amount of information, which being chiefly statistical is capable of great compression in tabular form.

A SCARLET SIN by Maryait Florence, Montreal: John Lovell & Son. A characteristic novel by the popular daughter of a famous father. The plot is simple, describing the intrigues for wealth and position of a clever, handsome, and unscrupulous adventuress, who has established herself in the house of a country baronet as companion to his nonentity of a wife. The character is somewhat vividly drawn.

SANITARY AND ECONOMIC COOKING, by Mrs. Mary Hinman Abel. Concord, N. H.: American Public Health Association. This is the essay that won the Lomb prize. Based on scientific, and, what is quite as important, common sense principles, it imparts a fund of

information upon all the matters that pertain to the kitchen, especially indicating in detail how persons of moderate means may live well at small cost. It is in reality a concise cook book, and will be prized by the young housekeeper.

LOOKING FORWARD, by Isabel Garrison (Mrs. W. R. Smith), Montreal: J. Theo. Robinson. The writer appears to have taken hold of the idea that annexation of Canada to the United States is an unvoiced but powerful sentiment in the minds of the Canadian people. Around it she has woven her story, and put it into the mouth of her "Father Bonange" all the glowing rhetoric of the most enthusiastic advocate of continental union.

A TRUE FRIEND, by Adeline Sergeant, Montreal: John Lovell & Sons. An interesting book with a healthy moral tone. The bright courageous little heroine, whose prospects for earning her living have been injured by her gentle aristocratic but selfish friend, takes on her young shoulders the care of her fatherless brothers and sisters, and of her intemperate step-mother. Bravely she guides her bark through troubled waters into a peaceful harbor, proving herself throughout a true-hearted friend.

HIS FLEETING IDEAL, New York: J. S. Ogilvie. Price 25c. This is a romance of baffled hypnotism, a peculiar publication in that it is the joint work of P. T. Barnum, John L. Sullivan, Bill Nye, Ella Wheeler Wilcox, Major Alfred C. Colbourn, Howe and Hummel, Inspector Byrnes, Pauline Hall, Miss East Lake, W. H. Ballou, Nell Nelson, and Allan Dale. It is a continued story in which each of the authors writes a chapter. It is a novelty and as novelties always take, it should find a good market.

THE GIRDLE OF THE GLOBE, London: Authors' Co-operative Pub. Co., Ltd., is a poem of ten cantos recounting the voyage of Mister Mucklemouth, who seems to have visited all parts of the globe. We do not think that the metre the author has selected suitable for so long a poem, but he carries us along with him, sniffing the salt sea breeze as we abandon ourselves to the regions of fancy. Some of the songs which are spread through the volume are very good and show considerable literary merit.

CUSTOMS AND EXCISE TARIFF. Montreal: Morton, Phillips & Company. Price, 50c.—This is a valuable publication, for the use of importers and business men. It contains the customs and excise tariff with a list of the warehousing ports in the Dominion, sterling exchange, franc, German rixmark, and the principal currencies at Canadian customs values; also a table of the value of francs in English money, harbor dues, etc. The whole has been compiled from official sources and corrected to June 25. It is a book that is frequently inquired for in many towns and cities throughout the Dominion, and we think if the retailers placed a sample in the hands of one of their clerks a few

copies could be sold in each place of any importance. The trade price is not mentioned but we presume the usual discount will be given.

ARYAN SUN-MYTHS, THE ORGAN OF RELIGIONS, by Sarah E. Ditcomb. Boston: Published by the author. This is a clever work on the origin of religious belief of a noble race or class who lived in ancient times on the highest elevation of Central Asia. They recognized the ties of consanguinity and held marriage sacred. The Sun was their light, creator, preserver, saviour, god. The Aryans observed various relics, as baptism and the eucharist. This is an intensely interesting book to all who can find delight in examining the various influences which have tended to bring into conformity the religious systems of Europe, Asia and Africa. The correspondence of religious dogma cited by the author are certainly remarkable in the birth and life and miracles of Krishna. The authoress quotes Josephus, Max Muller, Baring-Gould, Chas. Morris, Edwin Arnold, Farrar, Colenso, Stanley and other lights of the world.

The collector of customs at Morrisburg seized a large quantity of wall paper for undervaluation.

The Delmeator Publishing Company has been incorporated in this city by the Ontario Government, with a capital of \$25,000.

The Toronto News Co., reports the trade in light literature—particularly English works copyrighted in Canada—to be very good.

Two sons of the great abolitionist agitator, William Lloyd Garrison, are making a tour of New Brunswick. The yare members of the publishing house of Houghton, Mefflin & Co.

Mr. J. Roberts, bookseller, Missoula Montana, U. S., an old subscriber to **BOOKS AND NOTIONS**, has retired from business. We hope he has amassed a handsome fortune as he certainly deserved one.

The Red Letter Series has now reached No. 100. The title of this issue is *The Man with a Secret* by Fergus Hame the popular author of *The Mystery of a Handsome Cab*. We predict a large sale for this book.

"Curb and Snaffle," by Sir Randall Roberts, and "For one and The World," by Mr. Bertham Edwards, will be issued during the month in the Red Letter Series. The first is a story of the Hawley Smart style, while the latter is by an author well known as a writer of high class fiction.

The toy-books which the Toronto News Co., will supply to the trade are the staple lines that firm has already made well known to the Canadian trade and public, namely McLaughlin's of New York. The name of the publisher answers in this case better than any epithet to characterize the excellence of the books.

The case of the Goodspeed Publishing Company of Toronto against Dr. Fenwick

was tried at the Division Court, London, on the 19th ult., before Judge McKenzie. The company sued for \$15, the price of a copy of the history of Middlesex county, and the defendant refused payment on the ground that it was misrepresented by the agent through whom he ordered the work. Judgment by consent for plaintiffs with costs was given.

The following gentlemen have been appointed by the United Typothetae of Toronto association as their delegates to the annual convention of the United Typothetae of America, to be held in Boston, September 2, 3, and 4, 1890: W. A. Shepard, C. Blackett Robinson, Daniel Rose, H. Bruce Brough, James Murray, A. F. Rutter, John Imrie, W. F. Maclean, Thomas Moore, James Dudley, R. G. McLean, D. A. Rose and Thomas Todd.

Messrs. Hart & Company, Publishers, Toronto, have pleasure in announcing that they have in press, and will have ready early in the autumn a volume of verse by Mrs. S. Frances Harrison—Seranus—author of "Crowded Out," and compiler of the "Canadian Birthday Book," etc. The book will be issued in the best possible style, bound in vellum cloth, gilt top, printed in handsome new type on fine book paper, specially made. The binding will be unique, novel and very attractive. The volume will contain some of the work which has made Mrs. Harrison's name already a distinguished one, together with much entirely new matter.

At the time of General Fremont's death he was engaged upon the manuscript of a paper for The Century's forthcoming series on the California Gold Hunters. It was to be entitled "Finding Paths to California," and was not only to deal with the several exploring expeditions, but to narrate the writer's intimate connection with the events which led to the conquest and occupation of the territory. The work will be promptly continued by Mrs. Fremont. A first draft of the article had been made, and the subject had been so recently and closely discussed by General and Mrs. Fremont that she will have no trouble in completing the manuscript, for which she had already written an introduction, as well as a supplement describing her life at Monterey in 1849. A fine portrait of General Fremont from a daguerreotype of '49 or '50 will appear in the September number of The Century, along with portraits of Commodores Sloat and Stockton, "Duke" Gwin, and Governor Burnett, in an article giving account of "How California Came into the Union."

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EXCURSION AND PIC-NIC OF WARWICK & SONS EMPLOYEES'

The third Annual Excursion and Pic-nic given by Warwick & Sons to their employes' and friends was held on the 1st inst. The place selected this year was Lake Island Park, Wilson, N. Y. and the "Eurydice" conveyed nearly 300 of Warwicks' party to that very pleasant recreation ground. The weather was delightful and the merry strains of Claxton's quadrille band induced several couples to "trip the light fantastic" on the steamer's deck.

Shortly after disembarking tables were spread and a plentiful lunch was served for which the invigorating voyage seemed to provide keen appetite as the good things were appreciated and ample justice done to them. Then followed the games for which the firm supplied a large number of handsome and valuable prizes, the following being the list of events:

Champion baseball match, Printers vs. Binders. Won by Printers.

200 yds. race—1st prize F. Downey, 2nd prize J. Walkem.

Ladies' race, 100 yds.—1st prize Miss Cahoon, 2nd prize Miss Chalmers.

Sack race, 75 yds.—1st prize J. Walkem, 2nd prize A. Rabjohn.

Hop, step, jump—1st prize F. Foster, 2nd T. Flint.

Boys' race (under 18 years) 150 yds.—1st prize A. Rabjohn, 2nd prize F. Foster.

Boat race, 75 yds. and return—1st prize F. Downey, 2nd prize F. Foster.

3 legged race, 75 yds.—1st prize W. Foster & F. Downey, 2nd prize T. Macdonald & J. Walkem.

Running high jump—1st prize J. Walker, 2nd prize Jas Murray.

Girl' race (under 16 years) 75 yds.—1st prize Miss Chalmers, 2nd prize Miss Cahoon.

Championship of house race, for Silver Medal, $\frac{1}{4}$ mile—1st prize T. Flint.

Tug of war, united team of Printers and Binders against Warehouse. Won by former.

Judges—Mr. Guy F. Warwick and Mr. C. Ernest Warwick.

The beautiful pavilion on the grounds was occupied by a merry party of dancers who enjoyed themselves thoroughly until 6 p. m. when the steamer's whistle announced that the time for return had arrived.

The sail home had all the details of a moonlight excursion and the merriment was continued for some time. About nine o'clock a meeting of the employes' and the invited friends took place on the after deck. Mr. John L. Robertson, chairman of committee presided. Mr. Barff, of the bindery department, moved and Mr. Sleuth, of the printing department seconded the following resolution:

"Resolved, that we tender to Messrs. Warwick & Sons the cordial thanks of this meeting for having afforded a most enjoyable daysouting at the annual Excursion and Pic-nic given to ourselves and friends, to Lake Island Park, Wilson, N. Y."

"We are grateful for the provision made for our comfort and happiness and especially for the general interest in our welfare mani-

fested by the presence of the members of the firm and their participation in our amusements."

"Our sincere desire is that the good feeling which has hitherto existed in the establishment between employers and employes' may long be preserved, and it is our opinion that occasions such as this serve to perpetuate that feeling, as they help to promote more effectually those friendly relations which are important factors in the successful co-operation of labor and capital."

"We sincerely wish the firm continued prosperity and hope that their activity and enterprise will place them in the near future, in a foremost position among the merchant princes of Canada."

On behalf of the warehouse, Mr. Austin supported the resolution, and on the part of the guests, Dr. S. P. May, of the Education office, expressed the sincere pleasure they had experienced, and remarked that the party was in respectability and excellent conduct, a credit to the establishment. The resolution was carried unanimously with great enthusiasm.

Mr. Barff was moved to the second chair, and on the motion of Mr. Sleuth, seconded by Mr. Austin a hearty vote of thanks was accorded to Messrs. J. L. Robertson, Jas. Murray, Jr., and C. Johnson, the committee of management, for the excellent arrangements they had made, to which these gentlemen responded.

Mr. Murray proposed, Mr. Robertson seconded, and it was carried unanimously,

"That the best thanks of the meeting be tendered to Mr. P. G. Close, owner of the Eurydice; to the captain and officers; and to Mr. W. N. Harris, the manager of Lake Island Park, for their courtesy and kindness in facilitating the arrangements of the party."

In responding, Mr. Close remarked that the boat had carried many nice excursion parties this season, but for neat appearance and orderly conduct none were up to the standard of Warwicks' people. This assertion "brought down the house," and Mr. Close sought refuge with the pilot.

COMMERCIAL TRAVELERS ABROAD.

We have heard diverse opinions expressed as to the real value of the commercial traveler, or "drummer," in the home markets, and have had well authenticated instances pointed out to us of business built up chiefly by aid of these enterprising agents, and of businesses prospering quite independently of such assistance. However much the "drummer" may be a controversial subject at home, there is no question of his value, when properly trained and properly equipped, abroad. Even were we in this country to refuse so much to his credit, other nations readily concede his usefulness as a commercial adjunct. Indeed, so highly is he valued by leading European countries that certain of the governments have made him a special study, have put the whole consular and diplomatic machinery in motion on his behalf, and have devoted considerable gov-

ernment literature in discussing him, his ways, his trials and his opportunities.

The latest effort of this description is the publication by the British Foreign Office of dispatches from Her Majesty's representatives abroad, giving the laws of the various countries in which they are located respecting commercial travellers. These refer to extra-European countries, and show from the diversity of regulations disclosed how necessary such a comprehensive grouping of the information was. In a number of countries there are no restrictions on commercial travellers; they are as free to pursue their business as any other foreign visitors. Although these countries do not take rank as advanced nations, from a commercial point of view, their liberality in this direction, whether accident or foresight, is undoubtedly advantageous to them. The countries thus distinguished are Chili, United States of Colombia, Ecuador, Egypt, Morocco, Persia and Peru. Japan also might be included, were it not that under existing treaties no foreigners can travel in the interior of the country for trade. In the open ports they are allowed full liberty. In Mexico the Federal Government levies no taxes, but certain of the provincial authorities require commercial travelers to notify their arrival, and to take out monthly licenses. For these the fees vary from two and a half to twenty dollars. In Buenos Ayres, where the enterprising "commercial" must lately have been enduring trials quite outside of their usual experiences, they are compelled to take out a broker's license, "inasmuch as their occupation or business is no other than the itinerant sale of merchandise in consideration of a commission which they receive from their employers." This license does not extend beyond the capital. In the provinces of the Argentine Republic the traveler becomes subject to local regulations, and these are so varied and so difficult to trace that the British Government does not attempt to explain them. Brazil makes little account of the commercial travelers, drawing no distinction, in fact, between the dignified "drummer" seeking orders for cases of goods by the score and the petty peddler tramping the country with his small wares and notions. Nor has the British Government been successful in its efforts to show the Brazilian authorities the difference between the commercial traveler and his less distinguished fellow-trader.

The reports show that the "drummer" in this country has been the cause of much trouble and litigation, even bringing the State laws into collision with the Federal Constitution. The Maryland authorities, for instance, embodied a provision in its State Code that that no person not being a permanent resident could act as drummer without taking out a license which cost three hundred dollars. In Tennessee drummers were either fined or imprisoned when they declined to be taxed or take out a license. The Inter-State Commerce Act, however, pretty well relieved "drummers" of further troubles of the above character. In the report under notice, Texas, of all our States, is named as the only one where a license is required, this being in the shape of annual fees of fifty dollars. —N. Y. Bulletin.

DUNNING POSTAL CARDS.

An Act was passed by Congress less than two years ago making it a criminal offence to mail a postal card containing written or printed matter of a "libellous, scurrilous, defamatory or threatening character, or calculated and obviously intended to reflect injuriously upon the character or conduct of another." The penalty for a violation of the law is a fine not exceeding \$5,000, imprisonment for not more than five years, or both fine and imprisonment.

Under this statute a St. Louis business man was indicted for mailing these two postals to a customer :

Please call and settle account, which is long past due, and for which our collector has called several times.

To this the customer evidently paid no attention, as the following was sent to him six days later :

You owe us \$1.80. We have called several times for same. If not paid at once we shall place same with our law agency for collection.

The United States District Court holds that the sending of the first was not, but that the mailing of the second was a criminal offence. The reason given for the distinction is that the second contained a threat to sue, which was "both calculated and intended to humiliate and injure the person addressed in public estimation," while the first was not open to this objection. Of the first Judge Thayer says :

The language employed is not of a threatening character, and, in my opinion, no jury would be warranted in finding, in view of its contents, that it was obviously intended by the writer to reflect injuriously on the character or conduct of the person addressed, or to injure or degrade him in the eyes of the public.

It is true that it contains a demand for the payment of a debt and says that it is long past due and that a collector has called several times, but it is couched in respectful terms and no intent is apparent to put it in such form as to attract public notice or to make it offensive to the person addressed.

In view of this decision, which the New York Herald thinks is carrying the law to an extreme hardly warranted, business men will find it prudent either to inclose demands for money in sealed envelopes or to be careful about what they write on postal cards.—American Grocer.

"My son," said the father reproachfully, "the fact that I am so well known in town is no reason why you should buy things on credit." "No, father; but it's the reason why I can't buy them on credit."

We will shortly have two sizes of postal cards, which will be a great convenience for many people who do not wish to write a letter and cannot say all they want on a postal card.—American Grocer.

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- | | |
|------------------------|-----------------------|
| Bank of Toronto. | Imp'l Bank of Canada. |
| Can. Bank of Com'erce. | Traders' do |
| Dominion Bank. | Bank of Hamilton. |
| Ontario Bank. | Bank of Ottawa. |
| Standard Bank. | Western Bank of Can. |

QUEBEC.

- | | |
|------------------------|-------------------------|
| Bank of Montreal. | Merchants Bank of Can |
| Bank of B. N. America. | Banque Nationale. |
| Banque du Peuple. | Quebec Bank. |
| Banque Jacques Cartier | Union Bank of Canada. |
| Banque Ville Marie. | Banque de St. Jean. |
| Banque d'Hochelega. | Banq. de St. Hyacinthe. |
| Molson's Bank. | Com'l B'k of Windsor |

NOVA SCOTIA.

- | | |
|-----------------------|-----------------------|
| Bank of Nova Scotia. | Halifax Banking Co. |
| Mer. Bank of Halifax. | Bank of Yarmouth. |
| People's Bank do | Exch. B'k of Yarmouth |
| Union Bank do | Com'l B'k of Windsor |

NEW BRUNSWICK.

- | | |
|-----------------------|---------------------|
| Bank of N. Brunswick. | People's Bank. |
| | St. Stephen's Bank. |

MANITOBA.

- Commercial Bank of Manitoba.

BRITISH COLUMBIA.

- Bank of British Columbia.



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- To Let, apply to
- A House to Let
- Private Boarding
- Store to Let.
- Offices to Let
- Board by Day or Week
- This House to Let
- This House for Sale
- Cottage to Let
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MINNEDOSA, Man., July 11, '90.
GENTLEMEN, - Checking Book to hand for which please accept my thanks. The arrangement is very good. I think it will be a great convenience for the purpose.

Yours sincerely,
J. K. PATTON,

BELLEVILLE, July 10, '90.
DEAR FRIEND, - Enclosed please find two dollars (\$2.00). Kindly place amount to my credit in subscription to BOOKS AND NOTIONS. BOOKS AND NOTIONS is a credit to yourself, and I am certain cannot but be highly appreciated by all who come in contact with it. I am always pleased and proud when handing to a friend so amiable a sheet in the interests of so amiable a profession.

Remaining yours truly,
I am,

C. B. SCANTLEBURY,
Bookseller and Stationer, Belleville.

BUSINESS AMBITION.

The ambitious man does not always succeed in reaching the top. Nervous energy does not always make success, as we are subject to higher powers. The ambition to become wealthy is laudable, but must be held within the bounds of propriety. "By this sin the angels fell," and is undoubtedly the cause of many failures to-day—that is, the ambition to get rich too fast. Success in life may be said to be occupying the position assigned you, and in grasping the situation you are in. Plodding under those conditions invariably something turns up, the condition of the times assuring you success. By this it is not meant that you should wait in idleness, for in that condition our hopes become blasted and we are pronounced a failure. As the times change, under ordinary conditions, we change with them, but the assertion that "I will succeed" in defiance of anybody is often followed by a pitiable failure.

That the human mind brooks no challenge that implies weakness is the foundation of an honest and proud man, and under such circumstances an honest failure is a worthy state of affairs; but is it not often true that a man in pursuing an honest and ambitious course, regardless of his surroundings, oversteps the bounds of propriety, whither his ambition has led him, and in this condition often reverts to tricks, led on, we will say, by this uncontrolled ambition? Better for this man were he to make an honest failure, though looked upon reproachfully by many in business; yet if the standard for which he aims be high, he will come out of it, and find "that truth crushed to earth will rise again," invariably to the edification of the practitioner. Some people, however, will persist and will go deeper and deeper, and, as it were, will juggle with their consciences by telling things which are not true in an indirect way, as if that relieved the act of a portion of its turpitude. No individual who has anything like a fair share of personal pride and self-respect will ever demean himself so far as to be directly and positively untruthful either in speech or act. But there are more casuists than there ought to be, who seem to fancy that it is far from a grievous offense to equivocate and to employ ambiguous language in business with intent to deceive. Truly, their position is a sad one. —American Merchant.

SUSPICION ALLAYED.

The worst case of suspicion and jealousy in the Northwest has just been cured, the patient being the wife of a well-known travelling man. She had noticed that her husband never brought his grip home with him, but always left it at the store when he came in from a trip, and in her jealousy she imagined it to be filled with love letters, appointments of meetings with fair ones, etc. A few days since, while her husband was on a trip through Dakota, she went down to the store and approached the porter, said: "John, you like to make a dollar honestly when you can, don't you?"

"Oh, yes'm."

"You know where my husband keeps his grip, don't you?"

"Yes'm; he throws it down in a corner of the office and leaves it there."

"Well, look here, John. He will be in on the Northern Pacific train to-morrow morning, and if, at the first opportunity, you slip his grip out of the house and bring it up to me I'll give you a dollar. You can bring it back again in half an hour."

The porter consented, and two days later presented himself at the drummer's residence with the grip in his hand. He explained that he had not before had an opportunity to carry it away, and giving him a seat in the parlor the woman carried the prize to the bedroom, and with set teeth and pale face opened it. The first thing she encountered was a well-worn pocket bible, thumbed and showing the marks of much handling. Then she dug out a soiled shirt, some unchaste socks, comb, hair brush, and then she found a letter folded within an envelope. This she opened eagerly and read as follows:

"FARGO, D. T., Sept. 1, 1889.

"Mr. WILLIAM _____,

"Dear Sir, - Your monthly assessment of 50 cents for the support of the Young Men's Christian Association (bible fund) is now due, and the earnest interest you have always taken in the work assures me you will promptly remit the amount. You will be pleased to learn that the good cause progresses rapidly as you predicted it would in your address delivered here a few weeks since.

Yours,

"A. W. EDWARDS,
Secretary."

This drove much of the hard stoney look from her face, but she continued her search. She fished out three or four tracts, a bottle of pop, a Francis Murphy temperance badge, a bottle of Dr. Surepop's corn destroyer, and beneath it all, in the bottom of the grip, a letter, sealed, stamped, and ready for the mail, addressed to "Miss Georgie Gray, St. Paul, Minn."

The superscription was in her husband's well known hand writing, and again the stoney look came into her eyes.

"Oh, the wretch!" she cried in her anguish. "My suspicions are too well founded! Georgie Gray! Oh, this is too much, too much!" and she gave way to a flood of tears.

When she calmed herself she tore the letter open and read as follows:

ST. PAUL, Minn., Sept, 19.

Miss Gray:

Your note asking me to meet you in Rice park Saturday evening was handed me by a District messenger boy this morning. In reply, permit me to say that you have mistaken the man. You may not be aware that I am a married man, and am blessed with the love and confidence of the greatest little wife in America. Rather than betray that confidence or dishonor that love I would suffer ten thousand deaths. In my eyes there is but one woman in the world and she is who greets me with a pleasant smile and a wifely kiss every time I come from a trip.

WILLIAM _____

Then she laid down on the bed and sobbed for a while, and then closed the grip, took it to the porter, and asked him to return it to the store and say nothing of what had occurred. As he entered the store the drummer stepped from behind a pile of goods and asked:

"Did she go through it, John?"

"Guess so. She took it into another room, an' was gone half an hour before she brought it back."

"How did she act?"

"Well, she was smilin' awfully, but looked teary all around the eyes. She gimme another dollar, an' said this would be a happy world if all men were like her husband."

"That's business, John. Here's the V I promised you, and now let's go across the street and take something. When you come back dump that stuff and put my things back in the grip, for I go out to-morrow morning. I'll never forget you, John, for putting me on to this," and they slipped out and disappeared behind the green shade of a convenient saloon.—St. Paul Herald.

Dissolution of Partnership!

We, the undersigned, hereby give notice that the partnerships heretofore existing between us at the City of Montreal, as Bookbinders, Stationers and Printers, under the name and style of MORTON, PHILLIPS & BULMER, are dissolved by effluxion of time. The liabilities of the said businesses will be paid by the new firm of MORTON, PHILLIPS & CO., who are also authorized to receive payment of all debts due to said late firms.

HENRY MORTON,
CHAS. S. J. PHILLIPS,
THOS. C. BULMER,
HUGH CAMERON.

Dated at Montreal, the 16th of July, 1890.

Referring to the above we, the undersigned, have formed a partnership, under the name and style of MORTON, PHILLIPS & CO., as Bookbinders, Stationers and Printers, and will carry on the business heretofore carried on at the City of Montreal, under the name of MORTON, PHILLIPS & BULMER.

HENRY MORTON,
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