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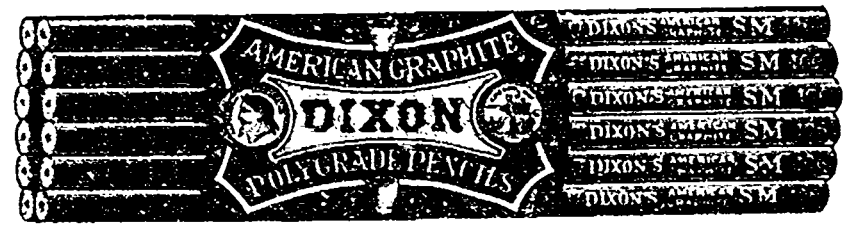
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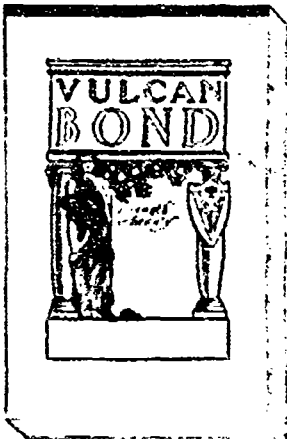
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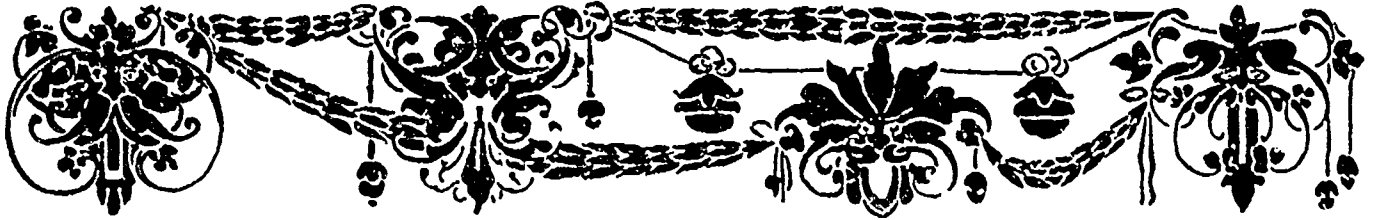
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# The Bookseller and Stationer



Vol. XVIII.

MONTREAL AND TORONTO, CANADA, JANUARY, 1902.

No. 1.

## Topics for the Bookseller.

IN wishing our readers A Happy New Year for 1902 we have to thank them for encouragement and support, and to express the hope that they will find the coming year a good one. Our idea is not so ambitious as to think that the modern trade journal's mission is to teach any man

how to conduct his business. He knows better how to do that than any outsider can tell him. But if he wants to know how others are doing it, and if a knowledge of what is going on in the trade is useful to him, then the trade paper has its placed value. THE BOOKSELLER AND STATIONER, being issued in the interest of the whole trade, aims to be a vehicle of practical information, and not a political or sectional journal of any kind. Its readers are found from Nova Scotia to British Columbia, and while this wide field is not easily covered, the desire is to cater to all, and not to a few only. We invite letters from correspondents on matters of trade interest, and shall be glad to receive suggestions at any time.

THERE has lately been some discussion in the newspapers about the large circulations often enjoyed in Canada by United States books. The point is raised that Canadians should support their own authors rather than foreigners. This is a sentimental, rather than a trade, question, with which we do not

feel ourselves called upon to deal. But some remarks on the subject appearing in The St. Thomas Times suggest a remark or two. Our usually well-informed contem-

porary says: "If a Canadian author was to write a novel, could he get it published in Canada upon as liberal and advantageous terms as American publishers grant American authors? No. When a Canadian work is published, can it be, or is it, put upon the market as cheaply as American paper-covered publications? It is not, at any rate, although the cost of production is not so great in Canada as in the United States. People are willing to pay from 25 to 50c. for a book, but when it comes to paying \$1, \$1.25 and upwards, as is the common price for Canadian-published works of fiction, they turn to the cheaper publications from across the border."

The United States market being so much larger than ours it is probable that some books could be published in New York or Chicago on more advantageous terms to the Canadian author. As regards new copyright books, however, it should be kept in mind that no paper editions are issued in the United States at all. The cheapest are in cloth at \$1.50. Here the same books often appear at \$1.25 in cloth and a paper edition at 75c. or 50c., which United States readers cannot command at all. No Canadian book-buyer can get a new book cheaper in the United States than here. The cheap publications referred to, therefore, are old books, either standard works or English and United States works on which there is no copyright.

As to cost of publication, we imagine it is determined by the number the publisher can sell. The population of the United States being so much larger than ours,

naturally forms a more valuable market, and we cannot, therefore, suppose that a Canadian publisher could issue at so low a price.

his condition will always exist more or less. So that to protest is useless. The time, no doubt, will come when cheap Canadian editions of standard authors may pay, but not at present.

\* \* \*

WHAT a Canadian bookseller can do is to educate his public up to a better class of works. He can stimulate curiosity by getting a news item in his local paper (in which he usually advertises) every time he passes into stock some new book in which much interest is taken. He should

Aiding Sales of Books.

invoke the aid of the school-teachers (a most influential class in training the youthful

taste about books) and get them to speak often to their older pupils about the subject. Years ago a school-teacher said to a class of which the writer was one: "Boys, be sure when you leave this school to begin a collection of books for yourselves. Always prefer good books, and don't go in for cheaply-bound, trashily printed editions. These never last, while a good edition will be a friend for life. If your stock of cash is limited, your parents will seldom be unwilling to buy good books for you." On other occasions this advice was repeated, so that a love of the best books was instilled into the minds of those boys. The school-teacher is the natural ally of the bookseller.

\* \* \*

Will reproduce from The Publishers' Weekly of New York an opinion of the net price system as it has worked during 1901 in the United States. The fact that it does not cover fiction, and that

TOPICS FOR THE BOOKSELLER—Continued  
 so many of the new books in Canada, where cutting is done, do include fiction, renders the experiment of less value to us than otherwise it would be. Still, Rome was not built in a day. If we in Canada are watch

**The Net Price System.**

many years—the trade may congratulate itself upon the happy issue, as a total result, when pros and cons are summed up, of the net price system. The result, we take pleasure in recording, has been due quite as much to the willingness of the public to cooperate as to the vigilance and efficient

breaks were much less frequent than was expected, and obstinate in but one case. In a number of cases, even, the breaks were not due to malicious intention, but were made inadvertently, often by a subordinate, and were corrected by the one in authority as soon as attention was directed to them. A recent tour through the North and West has given convincing proof that the movement has the heartiest support and best wishes of those concerned in selling and buying books.

“Those engaged in publishing books have, on the whole, good reasons to be pleased with the result of their initiative. Though a temporary loss of orders has confronted a number of the members of the American Publishers' Association time and again during the past three months through refusing to sell their books to suspected agents and intermediaries, the loss was borne unflinchingly, and, we believe, has in most cases been practically made good through other channels. Nor have we found, so far as our investigations have reached, that publishers have attempted to take advantage of the net price system to raise prices. The question of series has presented the main difficulty: in most cases where the connection of the books with previous issues accentuated a difference in price, the increase was due to valid and sufficient reasons, and would have been made irrespective of the operations of the net price system. While the inevitable increase in price in the few known cases called forth considerable adverse criticism, the reduction in price of other series and the lower pricing of other books, on the other hand, attracted less specific attention. We think it will be found to be true that on all the books put out this Fall the publishers' net return is no greater than it would have been under the old system, or, rather, lack of system, while the advantage to the bookseller, morally as well as pecuniarily, has been a decided one.



RALPH CONNOR.

ing this system, considering it carefully as a possible remedy for cutting prices here, and are not too impatient in getting it into force, there is no reason to despair. Our New York contemporary says: “At the close of this year—one of the most eventful to the publisher and bookseller in

work of the directors of the two official book trade associations.

“A very large proportion of the trade in books, for the first time in almost a quarter of a century, has since the Summer been done upon a uniform basis of price to the satisfaction of nearly all concerned. The

“Having been inaugurated so auspiciously and maintained with such esprit de corps by the united trade, there is no reason why the measure should not survive, and why it should not at an early date be extended to cover fiction, and thus be comprehensive.”

## Books of the Month.

THE Toronto News Co. are handling "Gillespie's Draught Player's Text Book," a useful little paper-covered manual (50c.) for those who wish to play this game on a scientific basis. It contains instructions for beginners as well as pointers for experienced players.

The Copp, Clark Co. announce that paper editions of several current popular novels which sold so well in cloth for noli day trade will appear this month. They have now ready in this guise Neil Munro's "Shoes of Fortune," which admirers of Scotch novels pronounce a worthy successor to the same author's "Doom Castle" and "John Splendid." On January 17 a paper edition will be out of "Marietta. A Maid of Venice," by Marion Crawford, which has proved itself a remarkably good seller since its appearance in cloth, and is well entitled to the place it has made for itself. Mr. Crawford has done no better work in recent years. His study of early Venice and curious conditions of skilled craftsmanship there is carefully done, and the atmosphere of intrigue and danger which surrounds the hero and heroine makes it an absorbingly interesting story. A paper edition of "The Benefactress," by the author of "Elizabeth and Her German Garden," will be welcome. It will be especially interesting to women readers, who find in the writings of this anonymous author an unending source of amusement and sympathetic treatment of familiar things in home life.

Coming on the heels of "The Benefactress," with its half-cynical treatment of modern society in Germany, is "Cynthia's Way," by Mrs. Sidgwick, a charming tale of an English heiress who conceals her identity and goes to Germany as a governess to some orphan children. The family take to her and she to them. The eldest son comes on the scene and soon displays an admiration for Cynthia. The heroine, who has a strong sense of humor, manages to draw out the best qualities in all these German folk with whom she comes in contact. The pranks of the children, the absurdly sentimental Wanda, the grown-up sister, who is saved from a ruinous elopement by the sense and courage of the English girl and the rich widow who wants to marry the head of the family are all

brought together into an agreeable narrative. And the English reader is quite prepared when Cynthia bestows herself and her immense fortune on the young German count and gives up her native land for his sake. The pictures of German life are altogether pleasant.

"The Fiery Dawn," by M. E. Colridge, is another colonial edition which the Copp, Clark Co. have just to hand. It is a stirring tale of French politics and revolution in the early part of the last century. The author somewhat candidly says it is stolen from several masterpieces of French romance. It is none the worse on this account and reads remarkably well.

The favorite gift book of this year undoubtedly was "The Man from Glengarry." Indeed, the publishers were driven almost beyond their resources to supply the demand. A special binding in limp leather, with a burnt design executed by a local artist, was, although issued less than a fortnight before Christmas, sold to the extent of nearly 500 copies, besides a large number in a very handsome half calf binding. Had these special editions appeared a fortnight earlier, doubtless the sale would have been much greater. The general opinion seems to be that the book has enhanced the author's reputation. There are some who prefer one or other of his previous works, but, in spite of defects that are apparent to the careful reader, "The Man from Glengarry" stands as one of the strongest and best stories of the year, and in Canada, at least, is selling beyond any. Already the issue has reached 17,500 copies, and this within a few weeks of publication. The author is to be congratulated also that the success of his new story has stimulated the demand for "Black Rock" and "The Sky Pilot." All three books will probably continue to sell for years to come. They are of a class that live where many of the popular romances die and are forgotten. It certainly is a satisfaction to Canadians to find that their writers, such as Ralph Connor, Gilbert Parker and W. A. Fraser, are holding their own with the best writers of the other Anglo-Saxon countries.

One of the most interesting books on the South-African War is that entitled "For the Flag," by Mrs. MacLeod, of Charlottetown, P.E.I., author of "Carols of Canada."

It is packed from cover to cover with interesting incidents of the war, deeds of bravery, etc., and is good reading, every page of it. Mrs. MacLeod must have been a constant reader of the newspapers and magazines. No striking incident seems to have escaped her. Several of her own poems distributed through the volume are by no means the least interesting reading it affords. Many of them are very fine—instance the following entitled "Beneath One Flag":

Wave out, Oh, glorious standard!  
To every breeze that blows;  
Thus wave in halycon days of peace,  
Thus front a world of foes,  
Britain! Australia! Canada!  
One speech, one mind, one soul,  
Like aim within the ridge of time,  
Like home beyond the goal.

beneath that flag, that glorious flag!  
No foreign foe, nor loss  
But stirs the soul from Polar Star  
Unto the Southern Cross,  
New Zealand! Ind! South Africa!  
United heart and hand,  
Thy sons have traversed land and wave  
In phalanx firm to stand.

Float on forever, conquering Flag!  
Wave out Red, White and Blue!  
What enemy may dare thy wrath  
Since thine to thee prove true?  
Britannia and her loyal sons  
With Freedom's flag unfurled,  
Out of the din shall dawn in peace  
A far millennial world!

Rev. Dr. Saunders, of Halifax, N.S., Baptist clergyman, and father of Miss Marshall Saunders, the author of "Beautiful Joe," "Hilda Jane," and other popular stories, has in the press a "History of the Baptists of the Maritime Provinces."

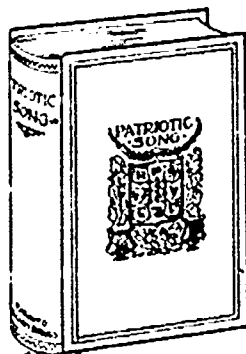
A work of great importance now in the press is that entitled "Christendom, Anno Domini, 1901," edited by Rev. Wm. D. Grant, Ph.D., minister of one of the Presbyterian churches in New York, and a Canadian by birth and education. The introductory note to the book is written by President Cuthbert C. Hall, D.D. The book, as its title suggests, is a presentation of Christian conditions and activities in every country of the world at the beginning of the 20th century. Dr. Grant has secured some 60 contributors; men who are prominent in Christian work in the various countries of the globe, prominent missionaries, educationists, and others. The work is in two volumes, the first of these containing articles on Christian work in these various countries, and the second volume comprising a series of papers on such topics as "Gains of Christianity," by President Barrows; "Church Union," by Bishop Hurst; "Social Settlements," by Robert



## BOOKS OF THE MONTH—Continued.

A. Woods; "Religions Contrasted," by Professor Allan Menzies, D.D., and others. The work will be published in March. The article on Canada is contributed by Rev. Principal Grant.

Mr. Mair's new volume, containing his drama "Tecumseh," together with a part of the contents of his previously published



all to Mrs. Sewell JAN 15 1902

book, "Dreamland," and other verse not before published in book form, is meeting with a gratifying sale. Some 300 copies of the book have been sold, several of these in the half-calf edition. The book is a creditable addition to Canadian literature, and will give permanent preservation to the work of the poet. Mr. Mair is a patriotic Canadian. His volumes are chiefly of his own country, and his verse is marked by more than usual strength as well as beauty and felicity in expression.

The new music books that are having a popular sale just now are "Battle Songs of the Cross," by J. M. Whyte; "Songs of the Century," by Geo. D. Elderkin and others; "Kingdom of Song," by T. M. Bowdish; "Make His Praise Glorious," by E. O. Excell; "The Master's Call," by L. S. Lorerz; and "Songs of the Living Way," by Rev. F. L. Hyde, and others.

A book that to be valued "needs but to be seen" is the anthology of patriotic verse of Britain and her colonies, selected and edited by Arthur Stanley, and entitled "Patriotic Song." There are in it nine sections: England, Wales, Scotland, Ireland, Canada, India, South Africa, Australia and New Zealand. There are in all 233 poems, of which England contributes 118, Wales, 9, Scotland, 33, Ireland, 29; Canada, 14; India, 9, South Africa, 6; Australia, 11; New Zealand, 4. Tennyson is represented by 9 selections, Wordsworth by 8, Burns by 8, Thomas Moore by 7, Scott by 6, Swinburne by 4. Kipling is represented by "The Flag of England," and "The Recessional." In

the Scottish section there is a separate collection of 13 Jacobite songs. In the Canadian section are found the names of William Wye Smith, Duncan Anderson, Mrs. Curzon, Dr. Rand, Annie Rothwell Christie, Clive Phillips-Woolley, Roberts, Campbell, Frederick George Scott, Sherman, Stringer and Stuart Livingston. The volume is bound to have a wide circulation, and cannot fail to be a valued occupant of the

library shelf. The cloth edition sells at \$1.25 and the half calf at \$2.50.

A book that is rapidly winning favor is Tudor Jenks' new story for young folks, "Galopoff, the Talking Pony," with illustrations by Howard R. Cort. It is without doubt the most delightful story of its kind since "Black Beauty," and will please the little folks (and older readers as well) almost if not quite as much as did Mrs. Sewell's charming story.

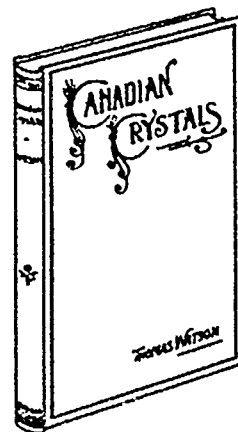
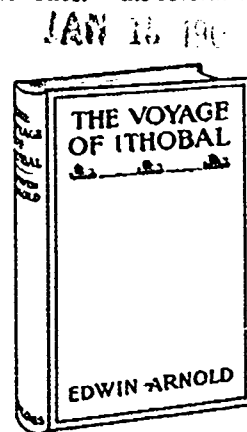
There will be many appreciative readers of "Canadian Crystals," by Rev. Thos. Watson, of Colborne. The Rev. J. Bastow writes. "I am delighted to hear that Rev. Thos. Watson is to publish a volume of his poems. He is a natural poet, and long practice has given him an exceedingly easy flowing style; and with his high order of piety he has furnished us with many hymns that I expect will live for centuries. Some of them, undoubtedly, compare well with the most popular hymns used by the universal Church."

Mr. George Morang, the publisher, has just returned from New York, and states that American publishers are well satisfied with the results of the past year, which was one of great activity. In their opinion the coming year will also be remarkable in the book business and will be phenomenal in all lines of literature. It is evident that

the new fiction is of a higher class and that illustrations by clever artists will be a feature of the best books in the future. For example, "Audrey," Miss Johnston's new novel, which Mr. Morang is to publish in Canada next month, is to have six color illustrations. The novel is highly spoken of, and is said to embody even better work than the same writer's "To Have and to Hold." The first edition in the United States is to number 100,000 copies, so sure are the publishers of its success.

Mr. Morang has also secured the Canadian rights for the new novel by Mr. Major, the author of "When Knighthood was in Flower." Its title is "Dorothy Vernon of Haddon Hill," and it is believed to promise a success equally striking as that secured by its popular predecessor. The Macmillans will issue the edition in England and United States, while Morang & Co. will have it for Canada. It will be illustrated by Christie.

About the middle of February Morang & Co. will bring out a new edition of Dr. Conan Doyle's "History of the Great Boer War," which is creating so marked an impression in England. The author has remodelled his book and has re-written several chapters so that it is virtually a new book. The same author's revival of Sherlock Holmes, the great detective, as pictured in the novel called "The Hound of the Baskervilles," which has been running in The Strand magazine, will also soon be brought out in Canada by Mr. Morang. Dr. Doyle is said to have made his revival of Holmes as wonderful as the



previous famous detective stories which he built around this remarkable man.

An authority on works of fiction has pronounced the new book by Gertrude Atherton to be "the strongest and best historical novel on an American subject ever written." Its title is "The Con-

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## Canadian Crystals

POEMS By THOMAS WATSON, Pastor of  
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REV. J. BASTOW writes: "I am delighted to hear that Rev. Thomas Watson is to publish a volume of his poems. He is a natural poet, and long practice has given him an exceedingly easy, flowing style, and with his high order of piety he has furnished us with many hymns that I expect will live for centuries. Some of them undoubtedly compare well with the most popular hymns used by the universal Church. I have long felt that he owes it to the cause of Christ to put them in the permanent shape which the book will give them."

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BOOKS OF THE MONTH—Continued.

queror, being a true and remarkable story of the birth, life and death of the great Alexander Hamilton." The character of Hamilton is probably more attractive to British readers than any other of the early worthies of the American Revolution. He is believed to have been a monarchist and his views were English to an even greater degree than Washington's. His tragic death in a duel is one of the most striking episodes in United States history. And if the book is written with Miss Atherton's well known vigor of style it cannot fail to create a marked impression. Morang & Co. have been fortunate in securing the Canadian rights for it.

Alexander the Coppersmith did the Apostle Paul "much evil." How much, where, when and how, is a question that

has been asked many times. This and a number of similar topics are fully treated in Dr. Alexander Whyte's "Bible Characters." The fifth volume, just out, by The Revell Company, covers the series of Sunday-school Lessons for the first six months of 1902. Among the characters that receive specially appropriate treatment are Luke, Philip, Cornelius and Stephen, while the great Apostle Paul himself is described in Dr. Whyte's peculiarly vivid style.

A Philadelphia paper, The Record, has an appreciative note upon Louise Palmer Heaven's novel, "An Idol of Bronze," published in Canada lately by Geo. N. Morang & Co. The book has all the finish of the literary artist, and it is not surprising to find The Record saying:

The author gives us a picture of existence in a far-off corner of the Land of the Montezumas

which is highly interesting, and her sombre-hued little romance is written with a deft and artistic touch. The "Bronze" of the title refers to the darker strain which marks the veins of the men and women of the despised peon caste, as contrasted with the lighter Castilian tinge of the land-owning aristocrats. These antagonistic castes are typified in the romance by the dainty Senorita Carmen, and the semi-wild Cosme, the peon for whom Carmen conceives a curious and almost impersonal love. The theme is an odd one, for though Carmen is carried off, not unwillingly, by her daring Cosme, there remains during the brief period in which the two roam the mountains, that insuperable barrier of caste which makes them never forget and never overstep the bounds which have marked their original relative positions of aristocrat and serf. Carmen has idealized and idealized the sturdy Cosme, but it had not been his personality, but rather his Middle-Age persistence in carrying to the bitter end his share in the vendetta, which has caught her fancy. She worships Cosme as a metropolitan maid might worship some fictive knight-of-old, while to Cosme, Carmen is as a patron saint, one too holy for mortal love, but to be adored as a star in the firmament, or as his Aztec fore-runners might almost have worshipped the Sun-god. For its portraiture of Mexican types of that yesterday sun which still shines in the remote interior, "An Idol of Bronze" is well worth the reading even without its romantic story of an impossible love.

**BEST SELLING BOOKS OF THE PAST MONTH.**

As Reported by Leading Canadian Retail Dealers.

**BELLEVILLE.**

- 1 "Right of Way," by G. Parker. Copp.
- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 4 "With Roberts to Pretoria," by G. A. Henty. Copp.
- 5 "The Eternal City," by H. Caine. Morang.
- 6 "Kim," by R. Kipling. Morang.

**BRANTFORD.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Lazarre," by M. H. Catherwood. McLeod.
- 3 "Right of Way," by G. Parker. Copp.
- 4 "Mark Everard," by K. Magee. McLeod.
- 5 "With Roberts to Pretoria," by G. A. Henty. Copp.
- 6 "The Eternal City," by H. Caine. Morang.

**COLEBURN.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Right of Way," by G. Parker. Copp.
- 3 "Lazarre," by M. H. Catherwood. McLeod.
- 4 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 5 "Maretta," by F. M. Crawford. Copp.
- 6 "The Benefactress," by G. B. McCutcheon. McLeod.

**QUEBEC.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Lazarre," by M. H. Catherwood. McLeod.
- 3 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 4 "Mark Everard," by K. Magee. McLeod.
- 5 "Maretta," by F. M. Crawford. Copp.
- 6 "Kim," by R. Kipling. Morang.

**KINGSTON.**

- 1 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "Right of Way," by G. Parker. Copp.

- 4 "Maretta," by F. M. Crawford. Copp.
- 5 "Kim," by R. Kipling. Morang.

**LONDON.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Right of Way," by G. Parker. Copp.
- 3 "Maretta," by F. M. Crawford. Copp.
- 4 "Graustark," by G. B. McCutcheon. McLeod.
- 5 "Kim," by R. Kipling. Morang.
- 6 "Mark Everard," by K. Magee. McLeod.

**MONTREAL.**

- 1 "Johnnie Courteau," by W. H. Drummond. Putnam.
- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "The Benefactress," by G. B. McCutcheon. McLeod.
- 4 "Sir Richard Calmady," by L. Malet. Methuen.
- 5 "Lazarre," by M. H. Catherwood. McLeod.
- 6 "In Spite of All," by G. Lyall. Hurst.

**PETERBOROUGH.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Right of Way," by G. Parker. Copp.
- 3 "The Crisis," by W. Churchill. Copp.
- 4 "The Eternal City," by H. Caine. Morang.
- 5 "The Christian," by H. Caine. Morang.
- 6 "The Young Barbarians," by Ian Maclaren. Copp.

**STRATFORD.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 3 "The Outcasts," by W. A. Fraser. Briggs.
- 4 "Lives of the North," by A. C. Laut. Briggs.
- 5 "The Crisis," by W. Churchill. Copp.
- 6 "In Spite of All," by G. Lyall. Hurst.

**ST. CATHARINES.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "Right of Way," by G. Parker. Copp.
- 3 "The Eternal City," by H. Caine. Morang.

- 4 "Kim," by R. Kipling. Morang.
- 5 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 6 "The Crisis," by W. Churchill. Copp.

**TORONTO.**

- 1 "Right of Way," by G. Parker. Copp.
- 2 "The Man from Glengarry," by R. Connor. Briggs.
- 3 "Lives of the Hunted," by E. Seton-Thompson. Morang.
- 4 "Johnnie Courteau," by W. H. Drummond. Putnam.
- 5 "Maretta," by F. M. Crawford. Copp.
- 6 "Mark Everard," by K. Magee. McLeod.

**WINDSOR, ONT.**

- 1 "The Man from Glengarry," by R. Connor. Briggs.
- 2 "The Eternal City," by H. Caine. Morang.
- 3 "Dri and I," by I. Bachelier. Briggs.
- 4 "The Sky Pilot," by R. Connor. Westminster.
- 5 "Tarry Thou Till I Come," by G. Croly. Briggs.
- 6 "Right of Way," by G. Parker. Copp.

**ENGLAND.**

- 1 "Kim," by R. Kipling. Macmillan.
- 2 "The Eternal City," by H. Caine. Heinemann.
- 3 "Maretta," by F. M. Crawford. Macmillan.
- 4 "Sir Richard Calmady," by L. Malet. Methuen.
- 5 "In Spite of All," by E. Lyall. Hurst.
- 6 "Herb of Grace," by R. N. Carey. Macmillan.

**UNITED STATES.**

- 1 "The Right of Way," by G. Parker. Harper, \$1.50.
- 1 "Lazarre," by Catherwood. Bowen-Merrill, Co., \$1.50.
- 3 "The Cavalier," by Cable. Scribner, \$1.50.
- 4 "The Crisis," by Churchill. Macmillan, \$1.50.
- 5 "Lives of the Hunted," by Seton-Thompson. Scribner, \$1.75.
- 6 "The Eternal City," by H. Caine. Appleton, \$1.50.

**CANADIAN SUMMARY.**

	Points.
1 "The Man from Glengarry," Connor.....	112
2 "The Right of Way," Parker.....	70
3 "Lives of the Hunted," Seton-Thompson.....	50
4 "The Eternal City," Caine.....	30
5 "Lazarre," Catherwood.....	25
6 "Maretta," Crawford.....	27

## NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of  
December, 1901

\*\*\* This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

- 12629 to 12633. Five songs copyrighted by Whaley, Royce & Co., entitled: Where'er Thou Art; The Song of the Cavalry Sabre; Neapolitan Baracollo; 'Tis Love That Makes the Spring; If You Had Known. Words by Henry Tyrrell. Music by G. M. Grant.
12635. Our Home and Its Surroundings: A First Book of Geography. George N. Morang & Co., Toronto.
12636. Sunbeams and Shadows Song. Words by Latouche Hancock. Music by Robert A. Keiser. Arranged by Lee Olean Smith. Whaley, Royce & Co., Toronto.
12637. Sunbeams and Shadows. Instrumental. By Robert A. Keiser. Arranged by Lee Olean Smith. Whaley, Royce & Co., Toronto.
12638. Come Back, Dinah. I've Been Waiting Long. Words by Ben Von Minden. Music by John E. Turner. Arranged by Lee Olean Smith. Whaley, Royce & Co., Toronto.
12639. The Principles and Practice of Medicine: Diseases of the Kidneys and Diseases of the Muscles. By William Osler, M.D. George N. Morang & Co., Toronto.
12640. Allison's Tables for Calculating Seamen's Wages. Compiled by Frank O. Allison, St. John, N.B.
12641. Scotland This Night. Words and music by James Watson. Arranged by Emma E. Whelpley. James Watson, Varney, Ont.
12642. Clorinda. March. Two-Step. By Chauncey Haines. Whaley, Royce & Co., Toronto.
12643. The Two-Century Book with a 24-Year Calendar. W. J. Gage & Co., Toronto.
12644. The Voyage of Itholal. By Sir Edwin Arnold, M.A., F.R.G.S., F.R.A.S. Illustrations by Arthur Lumley. William Briggs, Toronto.
12645. A Modern Antacus. By the writer of An Englishwoman's Love Letters. George N. Morang & Co., Toronto.
12646. Tecumseh. A Drama. Second edition, and Canadian Poems. By Charles Mair, Winnipeg.
12647. A Soldier's Hymn. By Charles Jourdeau Stuart, Montreal.
12648. The Canadian Two-Step. By Frank Jones, Toronto.
12649. For the First Time. Sermon of Dr. Talmage, dated 15th of December, 1901. William Baily, Toronto.
12650. Loi Corporative des Compagnies a Fonds Social. Quebec. Avex les Formules en usage. Par Joseph Boivin, Avocat. Jos. E. Vincent, Quebec.
12651. The Canadian Parliamentary Guide and Work of General Reference, 1901. Edited by Amott J. Magurn, Ottawa.
12652. Driver's Return Form. William H. Gibson, Brantford, Ont.
12653. Glory to God. Song. Words by T. W. McLean. Music by F. H. Burt, Mus. Bac. Whaley, Royce & Co., Toronto.
12654. The New Monthly Premium System. The Crown Life Insurance Co., Toronto.
12655. Tell Me Pretty Maiden. Duet. From the Opera Florodora. Words and music by Leslie Stuart. Anglo Canadian Music Publishers' Association, London, Eng.
12656. Dream Life. Waltzes. By Homer Tourjee. Church Co., Cincinnati, Ohio.
12657. New Game of Rainbow. Rules and Directions. Copp, Clark Co., Toronto.
12658. Sweet Morning Glory. Song. Words by Raymond A. Browne. Music by Theodore F. Morse. Whaley, Royce & Co., Toronto.
12659. The Catholic Almanac of Ontario, 1902. Patrick F. Cronin, Toronto.
12660. Key to Financial and Commercial Ratings, and to Lines of Trade as Indicated by Numerals preceding Names. Charles A. Henderson, Toronto.
12661. Dr. Bean's Chart for Reckoning Time. George Henry Bean, M.D., Holbrook, Massachusetts.
12662. The Canadian Almanac and Miscellaneous Directory for 1902. Copp, Clark Co., Toronto.
12663. Light of the World. Sermon of Dr. Talmage, dated 22nd of December, 1901. William Baily, Toronto.
12664. Veterinary Notes. By Prof. A. Smith, V.S. Third edition. J. A. Carveth, Toronto.
12665. Florodora March. On Melodies of the Opera. By Leslie Stuart. Anglo Canadian Music Publishers' Association, London, Eng.
12666. Canadian Crystals. Poems. By Rev. Thomas Watson, Colborne, Ont.
12667. Uncle Josh. Private post card. Robert James Lovell, Toronto.
12668. Gillespie's Draught Player's Text Book. By Samuel W. Gillespie, Ayr, Ont.
12669. Photograph of the Old French House, owned by P. Campbell, situated on St. Louis street, City of Quebec, and since demolished, and the site of the present Number 47 St. Louis street, Quebec. Frederick Christian Wurtele, Quebec.
12671. Sale Form. Marked A. Phil. R. Smith, Victoria, B.C.
12672. Sale Form. Marked B. Phil. R. Smith, Victoria, B.C.
12673. Canadian Criminal Cases Annotated. Edited by W. J. Tremear. Volume IV. Robert Reid Cromarty, Toronto.
12675. Ma Arabell. Coon Song and Cake Walk. Words by F. E. Brophy, B.A. Music by H. W. O'Flynn. H. W. O'Flynn, Toronto.
12676. Lazarre. Waltzes. By H. B. Blanke. Whaley, Royce & Co., Toronto.
12677. Sabbath School Superintendent's Record. Rev. R. Douglas Fraser, Toronto.
12679. Prang's New Graded Course in Drawing for Canadian Schools. Teacher's Manual. W. J. Gage & Co., Toronto.
12680. The Nineteenth Century Series: Economic and Industrial Progress of the Century. Volume XV. By H. de Boltgens Gibbins, D.Litt., M.A., F.R.G.S. Bradley-Garretson Co., Toronto.
12682. The Far North. Book of photographic views. C. W. Mathers. Edmonton, N.W.T.
12683. Articles of Association and By-Laws of Canadian Mutual Burial Association. Book. William Shelton, Victoria, B.C.
12688. The Wise Soldier. Sermon of Dr. Talmage, dated 29th December, 1901. William Baily, Toronto.
12689. English Literature. By Stopford A. Brooke, M.A., with Chapters on English Literature (1832-1892) and on American Literature. By George Carpenter. Copp, Clark Co., Toronto.
12690. She Lives in Alabama. Song. Words by Edith Willard. Music by Harry S. Miller. Whaley, Royce & Co., Toronto.
12691. Eskimo Cradle Song. Words by Sara E. Branscombe. Music by Gena Branscombe. Whaley, Royce & Co., Toronto.
12692. In Blossom Time. Words by Sara E. Branscombe. Music by Gena Branscombe. Whaley, Royce & Co., Toronto.
12693. Souvenir Waltzes. By Heinrich Zoellner. Whaley, Royce & Co., Toronto.
12694. Grazia Waltzes. By Heinrich Zoellner. Whaley, Royce & Co., Toronto.
12695. Arlene. Melody in A. By Arthur Wellesley. Whaley, Royce & Co., Toronto.
12696. Winona. Petite Caprice. By Arthur Wellesley. Whaley, Royce & Co., Toronto.
12697. Fleurs de Mai. Dance Caprice. By Arthur Wellesley. Whaley, Royce & Co., Toronto.
12698. The Housekeeper's Perfect Account Book, 1902. George Shepard, Toronto.
12700. Lovell's Legal Compendium, 1902. Lovell & Son, Montreal.
12701. Aspirations. For violin and piano. By Nathaniel Spady, Waterloo, Ontario.
12702. Sabbath School Secretary's Record. Rev. R. Douglas Fraser, Toronto.
12703. Manitoba Tax Notices for 1901. Richardson & Bishop, Winnipeg, Man.
12704. The Nineteenth Century Series. British Sovereigns in the Century. By T. H. S. Escott, M.A. Volume VII. Bradley-Garretson Co., Toronto.
12705. The Nineteenth Century Series. Progress of British Empire in the Century. By J. Stanley Little. Volume VIII. Bradley-Garretson Co., Toronto.
12706. L'Ecrin Lyrique. Recueil de Romances, Chansons et Melodies. J. G. Yon, Montreal.
12707. Methode de tenue de livres pour la Classe Agricole. Par le Professeur O. E. Dalaire. Godfroy Langlois, Montreal.
12708. Blessed Trinity. Sacred Song. Words by Major A. F. R. Arndt. Music by Arthur Shelley. A. F. R. Arndt, Toronto.

## INTERIM COPYRIGHTS.

731. The Housekeeper's Perfect Account Book, 1902. George Shepard, Toronto.
732. Craig's A. B. C. Key to River St. Lawrence Channels. Part II. Tourist Edition. Thomas John Craig, Toronto.

## CANADIAN COPYRIGHT LAWS.

A Toronto Deputation Points Out Flaws to the Minister of Justice—Mr. Mills on the Power of Canada to Legislate.

**A**T a recent meeting of publishers, printers and other allied interests under the auspices of the Booksellers and Stationers' section of the Toronto Board of Trade, with Mr. W. J. Gage presiding, the following resolution was passed, on motion of Mr. John R. Barber, M.P.P., seconded by Mr. H. L. Thompson, president of the Copp, Clark Co.:

Under the Canadian law the owner of a patent in Great Britain or the United States who wishes to retain the control of his patent in Canada, must manufacture and continue to manufacture in this country, while the owner of copyright in a book may set up his type in the United States, print his book on American paper and have it bound by American workmen, send half a dozen bound copies to Stationers' Hall, London, England, register them there, and without expending one cent in this country secure a monopoly of the trade here and supply the Canadian market with American sheets, manufacturing in the United States being essential to secure a copyright in this country.

Among the 20 subjects under the ninety-first section of the British North America Act, to which the exclusive legislative authority of the Parliament of Canada extends, are to be found—(22) Patents of discovery and invention, (23) copy-

right. These two subjects being placed precisely on the same plane by this Act, it seems reasonable to suppose that the Parliament of the Dominion should give the Canadian publisher, papermaker, printer and bookbinder, who are conjointly interested in this industry, an equal chance for a livelihood with those workmen engaged under the patent laws.

The Copyright Act of 1886 failed to receive Imperial sanction and the late Sir John Thompson continued until the time of his death to urge the British Government to give its sanction to said Act, with statements and arguments so conclusive in their character that they called from *The Globe* of April 1898 this tribute:—"The Premier makes his points well and occupies an incontrovertible position so far as the general question is concerned."

In November, 1898, Mr. Hall Caine came to this country the duly accredited representative of the English authors, accompanied by Mr. Daldy, representing the English publishers, and after a conference with the Canadian publishers, papermakers, printers and bookbinders, a draft bill was completed, regarding which Mr. Hall Caine announced to the Canadian Government that an understanding had been reached with the Canadian publishers. It was a compromise, and if the lines suggested were followed would meet with general satisfaction, and Mr. Daldy, on behalf of the English publishers, consented to this draft bill.

This bill has never become law, and the important industries represented by the publishers, papermakers, printers and bookbinders of the Dominion are sacrificed to the interests of the American and English publishers, papermakers, printers and binders, and are still subject to disabilities from which the terms of the British North America Act should have relieved them in the same manner as it relieved those industries working under the Canadian patent laws.

Resolved that the Council of the Toronto Board of Trade be requested to make strong representations to the Dominion Government asking their consideration at an early date of this important question, and respectfully urging them to pass such legislation as will give effect to the draft bill already referred to, making it obligatory that a book shall be printed and bound in this country in order to secure Canadian copyright, and continue to be so printed and bound in order to retain such copyright, and that upon failure to print within Canada within a reasonable time, provision shall be made by which the Government may issue to a Canadian publisher

a license to print in Canada, subject to such safeguards as will secure to the owner of such book a reasonable royalty upon his work.

VIEWES OF HON. D. MILLS.

The above resolution was presented to the Minister of Justice (Hon. D. Mills) at a meeting held in Toronto, January 2, when the following gentlemen were present: A. W. Thomas, H. L. Thompson, W. J. Davis, W. P. Gundy, Geo. Spence, D. A. Rose, Atwell Fleming, S. R. Hart, A. W. Briggs, E. S. Caswell, J. A. Carveth, A. S. Irving, J. Ross Robertson, James Murray, A. F. Rutter, D. Rose, Major Horn, T. G. Wilson, F. J. Campbell.

The Minister of Justice, in replying to the deputation, reviewed the subject of Canadian copyright and pointed out some of the unsatisfactory features in present conditions. When in England last Summer the Colonial Secretary had suggested to him (Mr. Mills) that if Canada prepared a measure and submitted it for approval it might be found that, after all, there was no great difference of opinion as between the British and Canadian interest. To this Mr. Mills had answered that Canadians wished only the control of their own affairs; as strong a voice in regard to copyright and publication as they now possessed in proprietary interests in any other kind of industry, and that they could not admit the right of a British author to make arrangements for publication for their own market and deal with them as if they had no right or voice in the matter. He had pointed out that while the publishers of the United States claimed in the market of Canada all the rights that the Dominion would be ready to concede to publishers or authors in Britain, they were not willing to concede to Canadians similar rights in the United States markets. The Canadian publishers, he had urged, felt that some reciprocal or corresponding arrangement in their interests must be made.

Mr. Mills had also objected to stating a case so that the Judicial Committee of the Privy Council might give a decision in respect to Canada's powers upon copyright. He preferred to place the onus of taking legal action upon the British authors, who could, if they thought their interests injured, attack a Canadian Act in the courts. He had not yet consulted his colleagues on the subject and was speaking solely for himself, but the following course of action had occurred to him as feasible: We might,

for instance, pass an Act leaving the Imperial Government to assume the responsibility of disallowance; or we might treat the law as it now stands as an existing factor, and provide that in all cases where the British author had taken a copyright in the United States, and had also disposed to an American publisher the copyright of his works in Canada, that a high duty should be imposed on all such works imported from the United States. That would practically be saying to them, "If you want our market you have got to deal fairly with us." Of course some readers might object to that, but we have got to make sacrifices in the interests of each other with a view to maintaining our own political authority. It seems to me that if we were to provide, wherever we thought we were being discriminated against or unjustly dealt with, that works so copyrighted with a view to being imported into Canada should be subjected to a high duty, we could compel the British author to deal with Canadians instead of Americans for the Canadian market. (Loud applause.)

Mr. W. P. Gundy, in presenting the resolution to Mr. Mills, said that, in 1900, 250,000 books were imported from the United States into Canada under the head of "fiction, books and sheets," and it was safe to say that 200,000 of these should have been printed in Canada.

A NEWSPAPER PUBLISHER'S VIEW.

Mr. John Ross Robertson was sure that all present would agree with him that they were fortunate in having a Minister so thoroughly Canadian as Mr. Mills' address showed him to be. It was a satisfaction to him to find the booksellers, publishers and stationers at last agreeing with the Copyright Association, which had been ignored by some bodies, as to the wisdom of the draft agreement known as the Hall Caine agreement. The crux of the whole situation was that the English author and publisher had the Canadian bookseller and publisher by the throat, and were prepared to keep their hold until the Canadians exercised their right to legislate in their own interests. Every influence was against the Canadian publisher and bookseller, not only in England and America, but also on the part of some men in Canada. He (Mr. Robertson) was intensely interested in the question. In the past he had been interested in the publication of books, and hoped to be again. Mr. Robertson also expressed the hope that the Government might be able to take steps to provide convenient methods to enable newspaper publishers in Canada to copyright special cables, articles or letters obtained by them at considerable expense.

A vote of thanks was passed to the Minister of Justice.

## \* Notes of Canadian Trade \*

**G. S. FORSYTH**, of The Thomas Stationery Co., Limited, has returned to Vancouver from a two months' visit to his parents in Toronto, much improved in health. Mr. Forsyth, while in Toronto, was present at the 50th wedding anniversary of his parents, which was attended by all the members of the family and many friends.

James Murdock, of Neepawa, Man., has sold out to Walter Gordon.

D. H. Smith & Co., of Truro, N.S., are applying for incorporation.

Frank H. Webb, of Leamington, Ont., has sold his business to John A. Barr.

Vaillancourt & Cie. have begun business in the city of Quebec as dealers in tobacco, cigars, and newspapers.

The Whiting Paper Co.'s Canadian representative, Mr. Norton, will be succeeded this season by Mr. Dumont.

R. J. Moore, of The Fenelon Falls Gazette, has opened a bookstore in connection with his publishing business.

J. E. Moir, well-known in the stationery trade, is a new traveller for Brown Bros. He will cover the central Ontario territory.

A. W. Stevenson has been made curator of the estate of The Hood Co., Montreal, art goods and subscription book publishers.

J. H. Woods, late of The Publishers' Syndicate, Toronto, has been appointed business manager of The Toronto Evening News.

W. S. Crone, formerly representing H. A. Nelson & Sons, in the Northwest, will cover that territory this season for Warwick Bros. & Rutter.

The Thompson Stationery Co., of Vancouver, B.C., have made arrangements for the control of their Nelson branch by Messrs. Morley & Lang.

J. G. C. Wood, of Vancouver, B.C., has disposed of his business to J. Wentworth Sarel, and has joined The British Columbia Book Co., of Vancouver.

A. O. Hurst, of Warwick Bros. & Rutter, is staying at Mount Clemens, Michigan, for the benefit of his health, which, his many friends will regret to learn, has not been very good of late.

Hall's bookstore, in Fredericton, N.B., is now lighted by acetylene, the new and modern light. It is a great improvement over the lamps with which the store was formerly illuminated, and was installed in time for the holiday trade.

A friendly contest between two members of the stationery trade took place for the vice-commodoreship of The Toronto Canoe Club, Messrs. Walter Begg, of The Copp, Clark Co., and Norman Brown, of Brown Bros. Mr. Begg was successful.

H. Van Allen Switzer has resigned from Nerlich & Co., to travel for The Wilkes Westwood Co., and Lewis Rose, well known in the trade, has been appointed as his successor by Nerlich & Co., to travel for them in northern and eastern Ontario.

Mr. J. L. Meikle, proprietor of the Bazaar, Port Arthur, intends devoting his whole attention to his wholesale business, and will therefore give up his retail branch. Unless the Bazaar is bought by someone its stock will be sold out. Mr. Meikle has been in the fancy goods and musical business in Port Arthur for over 20 years, and lately started a wholesale department, which has done well.

The sympathy of all is with Mr. Harry Brown, of Brown Bros. Limited, in the death of his eldest son, Harry Reid Brown, who died in Chicago, December 18, of appendicitis, after a brief illness. The remains were brought home for interment and the funeral took place from his father's residence in Toronto. The late Mr. Brown was a young man of great promise and much esteemed by all who knew him. He held a responsible business position in Chicago as local office manager of a large Cleveland firm and his future seemed bright.

### IMPROVEMENT IN ST. JOHN.

E. G. Nelson and J. E. Secord, of the firm of E. G. Nelson & Co., St. John, N.B., are now greeting their patrons in larger and greatly improved premises. They have taken in another of the stores in the building, which is owned by the Secord estate, and managed by J. E. Secord, and now have two stores connected with each other for the better display of goods in their retail departments.

E. G. Nelson & Co. have for years been recognized as leading book-sellers and stationers in St. John. The business was established in 1878, and Mr. Secord became a member of the firm eight years ago. The united energy of the two members greatly increased the business, and the present enlargement was a real and keenly felt necessity.

The two stores on the ground floor have been tastefully painted and decorated. A large part of the stock formerly kept upstairs is now displayed in the new store. It includes cases of new books, standard authors, poets, miscellaneous sets of standard works in presentation binding, and the Bible department. On tables in the centre are shown juvenile books and annuals, society stationery, etc. A department of this store is also devoted to photographers' supplies.

On the second floor is a handsome display of art calendars, games, and novel

ties, and annuals. The third floor is devoted to the firm's wholesale business.

With the changes, enlargement and improvements now completed, the firm have one of the best appointed establishments in their line in the Maritime Provinces.

### A KINGSTON CRITICISM.

Editor "Bookseller and Stationer": The trade here are puzzling their brains over one of your notes on Canadian trade re the desirable opening for a new stationery business in Kingston and where you got such reliable information.

There are now in this city three well stocked book and stationery establishments besides a photographic establishment, with books and stationery as side shows, also two hardware, two drug gists, two dry goods and two newsdealers dabbling in books and stationery.

The oldest bookseller and stationer in this city informs me that no one in his line of trade has retired with 50 cents in his pocket during the last 40 years.

Two of them went into the penitentiary as wardens, three of them into the police court as police magistrates, so you see that booksellers had at least some political influence with the powers that be in the old times. They, no doubt, could tell a good story to Sir John A.

If any stationer wishes to start business in Kingston, I know that two of the going concerns will sell at a liberal discount and I think the third will do the same.

The old bookseller also informs me that he is a candidate for the next police magistracy that becomes vacant in Kingston.

Yours truly,  
VERITAS.

### A HALIFAX ENLARGEMENT.

For 13 years C. H. Ruggles & Co have been proprietors of the Provincial Bookstore, Barrington street, Halifax, and have commanded a large patronage. C. H. Ruggles is the manager of the business and his efforts have aided very materially in building up the firm's large trade. They recently purchased the building wherein their store is situated, the property running as far south as W. J. Power's store, which is included in it. Since purchasing, Ruggles & Co., who found more space an absolute necessity, have added 10 feet to the width of their store, thus giving so much more room to show goods, and have made many improvements. Some of the work of refitting and improving has been delayed till the holiday trade is over. They have what is claimed to be one of the most up-to-date stocks in Halifax, and second to none in Nova Scotia. They keep all standard works, as well as new publications. They also show a splendid line of prayer and hymn books and an immense lot of papeteries, including the latest English tad in stationery, with English, Irish and Scotch views thereon. They also show letter-ette and combination envelope and writing paper. A fine line of fancy calendars is shown and a large collection of Indian work.

### TO LET

THE FINEST BOOK, STATIONERY AND  
Fancy Goods Store in Canada. The oldest stand  
in Kingston. Apply to Devex Bros., Kingston. (12-1)

## Notes for the Stationer and Fancy Goods Dealer.

### THE COMING TRADE.

**J**ANUARY is an important month in the stationer's calendar. Travellers are now waiting on the retail dealers with staple stationery, with valentines and Easter goods. As the trade are probably aware Easter comes early this year—Good Friday being on March 28—so that orders should be put in early.

The holiday trade, we learn from several sources, was unusually good. The sales of stationery were large, and the demand for superior grades satisfactory. The trade in games also has been very active; in fact, some dealers say an unprecedented sale has taken place in this line during the past two or three months. All these facts go to show that the Canadian people are spending more in the goods displayed by stationers and that, in respect to Christmas presents, the tendency to patronize novelties of this class is steadily growing. It is a trade which can be encouraged.

This is particularly true of paper and envelopes. The dealer should leave no stone unturned to cultivate the taste for good stationery among his well-to-do customers. Once in the habit of using superior grades, they will not go back to cheap. The trade will find some nice new goods in the samples now in travellers' hands and can order with confidence, provided care has been taken to work up the local demand for this class of goods.

The Easter cards this year are really works of art. This can be said even of the cheap lines. The publishers of these goods are really helping sales by the beauty of the designs and the workmanship. This is true also of the birthday cards, a trade which ought to have a bright future. Are there not chances for a good sale of high-class humorous cards in this class?

Ping-Pong, from all we can hear, has caught on wonderfully. This is true of both city and country trade. It has not only invaded the home, but has even got

into some men's clubs. It has all the "go" of an out-of-door game. Being practically home-tennis with the dining-room table for a lawn, it requires skill and is quite exciting. The sales did not stop with Christmas, but dealers are confident it will sell during the rest of the Winter.

A prominent Canadian buyer, Mr. A. F. Rutter, of Warwick Bros. & Rutter, has just returned from Europe, where he visited all the chief centres. He states that there are some pretty novelties in import samples for fancy goods, and that the manufacturers seem to have excelled themselves in this respect for the coming season. This is especially true of lines to retail at 25 and 50c. Although trade abroad is not active, there is no talk of lower prices, as manufacturers seem to have pretty well reached their limit in the cost of these goods. Mr. Rutter found a good deal of anti-British feeling in Germany and France, which even invaded trade circles. In Great Britain there is a certain amount of unrest as to the future commercial policy of the country.

### PAPER PRICES IN THE UNITED STATES.

The American Stationer of January 4 says: "All branches of the trade are reported quiet this week. A few of the jobbing houses that handle book and writing papers were fairly busy on small store trade just before the first of the year. Ground wood papers are 'easier.' This applies particularly to No. 2 manila and news paper. But up to date there is no positive change in any way. The feeling in the market on those grades is that they are not going to be as strong in the near future as they have been. Two reasons are assigned for this opinion—the great abundance of water now at the mills, and the passing of the great holiday trade. With production again back to its normal state and the demand not so active, it is prophesied that the prevailing market prices represent the maximum on ground wood papers for some time to come.

"Book papers are firm, and although new business is not so large as it has been,

there is little fear of a decline in the quotations. Coated book has advanced from  $\frac{1}{4}$  to 1c. per pound as a result of the shortage in the market, caused by the burning last week of the plant of the Champion Coated Paper Company, of Hamilton, Ohio. The average advance on coated book is about  $\frac{1}{4}$  of a cent. The American Writing Paper Company withdrew its quotations on coated book late last week on account of the advance, which was general. Writings are reported firm, with large mill orders not so plentiful this week. Manilas are holding their own. No. 1 is quoted at 2 $\frac{1}{4}$  and No. 2 at 2 $\frac{1}{2}$ c. News paper has not changed from the quotations of the past few weeks, namely, 2.35 to 2.45c. As all the mills of the country have a large supply of orders ahead, there is little likelihood of any change in quotations for a number of weeks to come."

### SPORTING GOODS.

The trade will observe that Nerlich & Co.'s travellers are just going out with samples for Spring and Summer trade. Among the goods set down for "immediate delivery" are sporting goods, such as tennis, baseball, lacrosse, croquet, etc., requisites. There should be a good business in sporting goods this season, and, of course, the dealer must stock in order to sell them. Nerlich & Co. are this season showing a line of baseball mitts, the "Crown" brand, which is registered as their own. By reference to the firm's announcement elsewhere, a list will be found of the goods for later delivery, of which samples are now on the road.

### USEFUL STAMPER.

A boon to a busy man is supplied in the self-inking date stamp, recently put on the market. This handy article can be retailed for 75 cents. The dates are easily adjusted and will last for six years. In addition to the date the words "paid," "received" and "entered" can be stamped at one impression. This line is carried by Buntin, Gillies & Co., of Hamilton.

### WEIGHING LETTERS.

The "Ideal" postal scale indicates exactly the exact cost of postage on letters, circulars, newspapers, books and merchandise to any part of Canada and the United States. This scale, which is guaranteed accurate, weighs up to two pounds by half ounces, and will retail, showing a good margin, for \$1.65. The "Superior" which is built on similar lines weighs up to four

# READY FOR SPRING

## — 1902 —

*We take this opportunity* of thanking our many friends and customers who have favored us with such generous patronage and made 1901 the most successful year in the history of this business.

**FOR SPRING** we are ready with the most complete line we have ever been able to show.

Notwithstanding the great demands made upon all departments during the largest Fall business we have ever experienced, no detail of Spring wants has been overlooked.

**OUR TRAVELLERS** start out immediately on their various routes, showing *Spring and Summer Specialties* and the celebrated



*THE Victor*



## SPORTING GOODS

Baseball Supplies  
Lacrosse Goods  
Football Sundries  
Tennis Requisites  
Cricket Outfits  
Health Exercisers  
Boxing Gloves  
Hammocks  
Flags

Celebration Goods  
Paper Lanterns  
Woodenware  
Croquet  
Air Rifles  
Druggists' and  
Tobacconists'  
Sundries  
Smallwares

*The Fancy Goods Company  
of Canada, Limited,*

50 Yonge St., and 6 Wellington St. W.

— Toronto, Canada.



**NOTES FOR THE STATIONER**—Continued.  
pounds and can be retailed for \$2.25. Buntin, Gillies & Co., of Hamilton, are offering these goods to the trade.

**NEW ENGLISH NOVELTY.**

The self-piercing paper fastener is a new invention from Birmingham. In these one of the prongs is longer than the other and has a sharp point, the short prong being rounded as shown in the ad. These fasteners cost little more than the regular line and can be used with much greater rapidity. This line is carried by Buntin, Gillies & Co., of Hamilton.

**"VICTOR" GOODS.**

"Victor" sporting goods are the most satisfactory goods for the players and, judging from the popularity of this line among the dealers, it is also the most profitable for them.

**EASTER CARDS.**

The Copp, Clark Co. are showing Hill's Easter cards, and as the supply is limited, the maker only printing a line once, the trade are reminded that they should order promptly. The designs this year are very fine, some are hand-painted, and will go far to increase the sales. They retail from 1c. to 50c. The Easter eggs this year are shown with either English or French mottoes, a fact of interest to the Quebec trade. In Valentines the firm have exclusive control of Whitney's line which includes cards, easel mounts, lace and comic varieties.

The Copp, Clark Co. are now issuing a catalogue of their various stationery lines and if any dealer desires a copy he has only to drop a post card to the firm for one.

There are a number of special stationery novelties this month which will be well adapted for selling in this market. The Copp, Clark Co. are showing, for instance, a line of glass paperweights with local views. They retail at 25c. The glass is of particularly good quality. There are two views to half a gross and three to a gross. Their fountain pen, "Rex," which is shown in nine different styles, uses the patent feeder so long employed on the expensive pens of the United States, but exclusive rights on which have now expired. This enables a guaranteed exchangeable \$5 pen to be sold at \$1.50, and is quite an event in the Canadian pen trade. This firm are carrying a full line of the "Royalty" perfumed sealing wax. It retails at 10c. per box. The firm have issued a neat and useful circular on this line, giving the long list of shades and the significance of the primary colors when used to seal letters. We advise the trade to get a copy of this

circular. In inkstands, a line of pressed glass, from 2 to 3 in. square sizes, is shown. Another line of Russian cut glass is handsome, and ranges in value from 80c. per doz. up. Genuine cut glass will retail from 50c. to \$1.

**A MAP NOTE.**

A third edition of their new map of the Dominion has just been issued by The Copp, Clark Co. It includes a good many changes, especially in British Columbia and the Northwest, while the older parts of Canada have not been forgotten. These publishers are agents for the Columbia series of maps, in which new editions have just appeared of Africa and Asia.

**BIRTHDAY AND OTHER CARDS.**

Travellers are now out with samples of birthday cards for import business. The Copp, Clark Co. are handling the well-known Davison line which are even prettier than usual. Besides that the firm make up nice assortments of different priced cards, to retail from 2c. to 25c., and pains are taken with the selection. As to visiting cards, a full line in ladies', misses', and gentlemen's sizes, of different qualities are shown, as also black bordered cards.

**GAMES.**

Canadian manufacturers of games, like The Copp, Clark Co., report this the best season for games on record. The demand in some items almost passes belief. In playing cards, they are showing a line of angel backs, much used by devoted card players and clubs, at \$1.90 a dozen. The retail price of these in the United States is 50c. a pack. They have also a nice line of

French-size whist cards, at \$2 a dozen. The firm have been appointed selling agents for the Wallace whist tray for duplicate whist, and which is the same as Paine's tray. They are able to quote \$2.25 for a set of 12 trays, against the American-priced article at \$5. A line of tally cards (Gibson's) are now quoted as low as 40c. per 100, and with 10 different designs in an assortment. The tasteful red and gold varieties are shown in eight designs, at 75c. per 100, while superior goods can be had up to \$3.50 per 100.

As to Ping Pong, or table tennis, a big shipment of this much sought after game is now on the way and the trade can get supplies in about a month. These are English goods, from \$1.50 to \$2, and lines for import trade are being shown at \$2.25 a dozen up.

**A KEY RING NOVELTY.**

The New Century Co., 204 Bleury street, Montreal, are advertising a very useful and convenient novelty in the form of a key ring with an identifier attached. The address is enrolled in a neat case and can be changed if desired. The entire article is nickel-plated, and samples can be obtained by mail. The trade ought to find it a profitable line to handle.

**IMPROVED STATIONERY CASES.**

There is a steady progress in the line of stationery manufacture in Canada, and stationers with the requisite facilities are all the time perfecting their goods. A satisfactory departure in this respect as regards stationery cases and wooden bases for ink stands is reported by Brown Bros., who

## BRIMFUL OF INTEREST

to progressive dealers are our new productions in Society Note Papers, just the selling lines they want with the largest margin of profit:

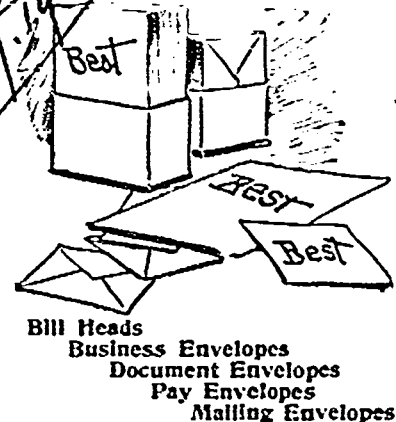
Social Note Papers  
Wedding Stationery  
Commercial Stationery  
Flat Papers

Writing Tablets  
Pads

Papeteries  
Paper Boxes, Etc.

CORRESPONDENCE SOLICITED.

**The BARBER & ELLIS CO., Limited, TORONTO.**



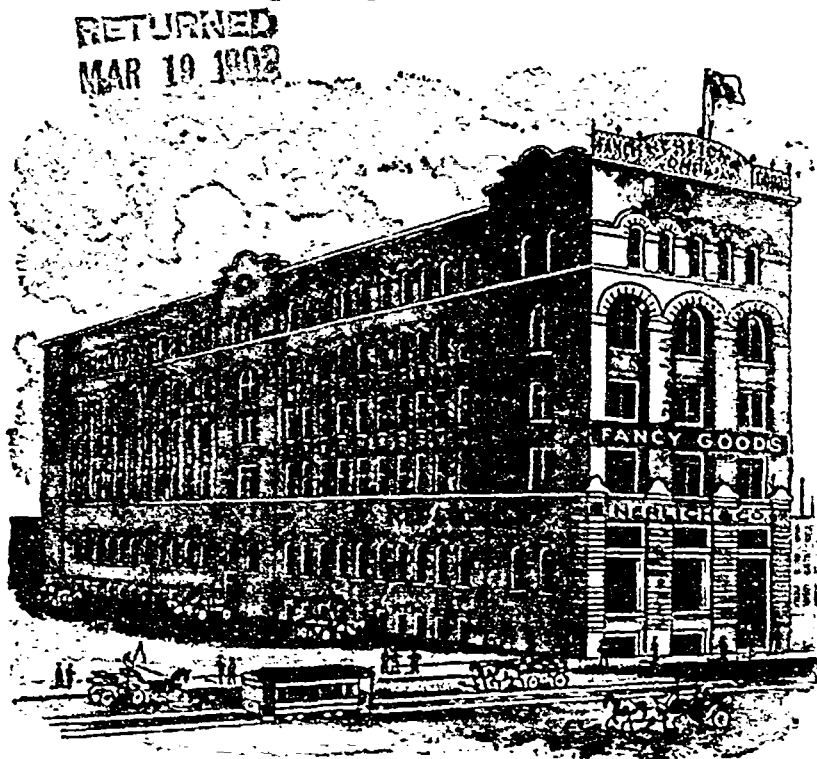
# NERLICH & CO.

## OUR TRAVELLERS

are starting on their respective trips with full lines of  
Samples for Spring and Summer Trade.

**For  
Immediate  
Delivery**

Baseball, Tennis  
Lacrosse Goods  
Croquet Sets  
Children's Wagons  
Hammocks  
Rubber Balls  
Skip Ropes, Tops  
Air Rifles  
Paper Lanterns  
Flags  
China, Glassware  
Combs, Brushes  
Pipes, etc.



**For  
Later  
Delivery**

Japanese China  
View China  
Patriotic Jewelry  
Souvenir Novelties  
Import Combs  
Toilet Brushes  
(Louche)  
Hand Mirrors  
Real Ebony  
Fine Purses

146-148 Front Street West

(Opposite Union Station.)

# NERLICH & CO.

146-148 Front Street West

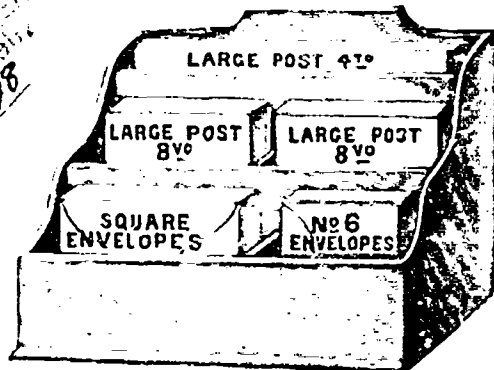
(Opposite Union Station.)

●● **TORONTO.**

NOTES FOR THE STATIONER Continued.  
find that the manufacture of these in Canada avoids the warping which imported woods are nearly always liable to. In addition to this the fitting up of these goods with rubber feet is one of the most marked

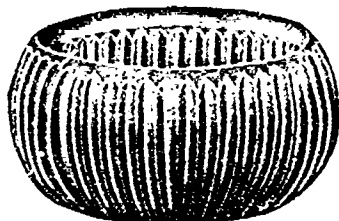
ordinary inks. Another note of interest to the trade is that the old-fashioned clump ink, perhaps the easiest ink of all to clean, is now fastened together by a screw and no longer by plaster, so that we get the tight fastening without the use of plaster.

in most bags of a patent lock book which will prevent the bag from slipping off and firmly attaches it to the belt or dress. This will be appreciated by the ladies. The ornamental designs on the frames this season are very high class and striking. The travellers of Brown Bros. will soon be out with samples of these new goods.



The Brown Bros., Limited

improvements ever effected in this line of stuff. The firm are also making their own gold decorated bases. In connection with the rubber feet it may be said that they steady the cases, improve their appearance, and do away with the scratching of desk

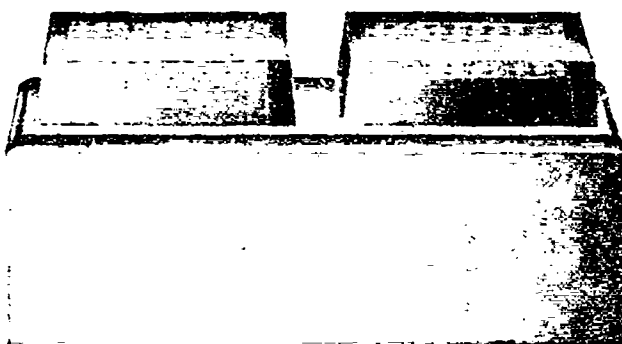


The Brown Bros., Limited

surfaces. All these advantages are seen in the new goods of the present season.

#### GLASS INKSTANDS.

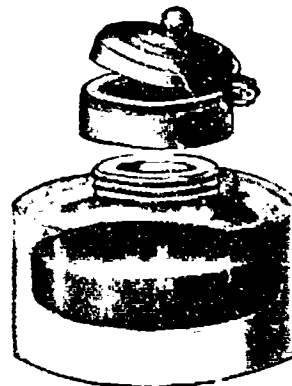
This is a time to talk of inks. Brown Bros. show an interesting range of the clear glass square inks. These are shown in doubles and singles in several styles. The illustration will indicate a large size of the



The Brown Bros., Limited

doubles. There is a line also of the small "practical safety," always a popular favorite for 10c. retailing. The ground-stoppered red inks are also in the illustrations, as well as the Baccaret pattern in

handkerchiefs and inside pocket for change. Round top bags will be more in favor than before and some very stylish designs are shown in these as well as the others. Another decidedly important feature is the use



With glass inks may be mentioned a new glass pen block (retailing at 50c.) which is a capital thing for a desk. It is so made that you can easily pick up the pen.

Brown Bros. also show a big range of waste paper baskets. There are fancy colored styles handsome enough for the finest office. The firm carry a full range of the automatic shading pen (see illustration) with the inks to use with it and the instruction sheet for those who do shading.

#### SPRING LEATHER BAGS.

The new chatelaine bags to be shown the trade this Spring contain some new ideas in the fittings, and the range is ahead of what has previously been shown in this market. The frames are of bright silver, French grey finish in silver, oxydized, leather, etc. They will be made up in real alligator, walrus, Russia seal, real seal, morocco, seal grain, and other leathers. All bags, Brown Bros. say, will have an outside pocket for

#### PENCIL BOXES.

Warwick Bros. & Rutter are showing a novelty in the way of a school pencil box. This box is made in the shape of a baseball bat, and is painted in three colors. It is also filled with articles necessary to the scholar, such as pen, pencil, slatepencil, etc. The retail price is only 10c., which should warrant for this line a ready sale. All the standard favorites in pencil boxes are also



The Brown Bros., Limited.

in stock with this house, and could be supplied immediately. These include the Lock and Key, the round colored box and a variety of the fancy slide boxes at all prices.

#### MADE IN CANADA.

"Victor" sporting goods are now the recognized goods. They probably have more points of merit than any other line. They are guaranteed by the makers in Canada—The Fancy Goods Company, of Canada, Limited.

#### SCHOOL CRAYONS.

With the reopening of school after the holidays the demand for the sundries handled by the stationer comes at a most opportune time, and new and attractive lines to catch the children's eye should be conspicuously displayed. Warwick Bros.

**ADVERTISING in WESTERN CANADA**  
will be Carefully, Efficiently, and promptly attended to by  
**The Roberts Advertising Agency,**  
WINNIPEG, CANADA.

**The Canadian-American Music Co., Limited,**  
No. 15 King Street East, TORONTO, ONT.

General Canadian Agents for White-Smith Music Pub. Co., Oliver Ditson Co., M. Witmark & Sons, J. W. Stearns & Co., Howley, Haviland & Co., H. S. Gordon, T. B. Harris & Co., E. T. Paul Music Co., G. L. Spaulding, F. A. Mills.

To be only supplied—we do not sell to Colleges, Convents, or Teachers. Send for Trade Price Lists and Catalogues.



**BERNARD CAIRNS**  
Leader in  
**RUBBER STAMPS**

MONOGRAMS, SEALS,  
STENCILS, Etc.  
10 King St. West, TORONTO  
Awarded Diploma at Toronto  
Exposition, 1901.

**PAYSON'S INDELIBLE INK**



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.  
Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1891 and Province of Quebec Exposition, Montreal, 1897

**"CRYSTAL"**

This is the name of the  
**NEWEST and BEST**  
CREPE TISSUE on the market to-day.

All up-to-date Stationers and Fancy Goods Dealers, should lay in a stock **NOW** for the ever growing demand.

That sparkling effect is grand. It glitters like the stars. Drop a card of inquiry to

**GEORGE W. KAYE,**  
503 CARLAW BLDG., 28-30 WELLINGTON ST. W.  
TORONTO, ONT.

**WESTERN** Incorporated 1881.  
**ASSURANCE COMPANY**

**Fire and Marine**

Capital - - - \$2,000,000.00  
Assets, over - - - 2,900,000.00  
Annual Income - - - 3,000,000.00

Head Office: TORONTO, ONT.

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C. C. Foster Secretary.



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SINGLE 1,000 \$1.10  
HEAVY GUMMED DIE CUT.  
Finest Work Any Shape, Style or  
Color Any wording or design.  
EXPRESS PREPAID  
**Lovy & Co., Toronto**  
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**Label Makers**



**ALEX. PIRIE & SONS**

LIMITED

**PAPERMAKERS**

MILLS  
**ABERDEEN, SCOTLAND.**

Established over 150 years.

Agencies in all the principal cities of the world. A special feature is the manufacture of

**MOURNING STATIONERY AND PAPETERIES**

of the highest class, in all sizes and selected designs. On sale everywhere throughout the Dominion.

**Andrew Whyte & Son, Limited**

**Wholesale, Export and Manufacturing Stationers**

Bothwell Works. Also at  
**Edinburgh, Scotland.** **Glasgow, and London.**

Flat Papers of all grades in Canadian sizes

Printers and Bookbinders' Material.

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Sole Canadian Agents for

**"Annandale Polton" Papers:**

**POLTON AIR-DRIED VELLUM** In Note and Commercial sizes.

**POLTON PATENT LEDGER PAPER** Supersedes Hand-Made and is 25 per cent. cheaper.

**"The Library Note"** Our new high-grade Parchment Note Paper, with Envelopes to match.

Samples and Prices on Application

To have the Best and Most Complete Line of



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has been our aim. We can please you with more styles and varieties than any other manufacturer. This cut represents one of our special leaders. We will display from week to week, the best taking styles in our variety.

WRITE FOR OUR CATALOGUE.

**THE STANDARD CRAYON CO.**

New York Salesroom,  
341-383 Broadway.  
F. O. THORN, Manager.

509-517 Eastern Ave.,  
Lynn, Mass., U.S.A.

NOTES FOR THE STATIONER—Continued.  
& Rutter are showing several new lines of school specialities, among which were particularly noticed a large box of colored crayons containing 28 sticks, to retail at 5c. per box. This box is exceptional value, and



Warwick Bros. & Rutter

would be especially attractive to scholars. The crayons are made of wax, and contain all the best and popular shades. A complete range of these goods is carried in stock by their house, including lines to retail from 1 to 15c.

EAR SHADES

The demand for eye shades is gradually increasing, and a new shade being shown by Warwick Bros. & Rutter will give a stimulus to the trade which will be appreciated. This shade is made of celluloid, and in place of the stiff brass



Warwick Bros. & Rutter.

wire which usually fits around the head, this shade is fitted with a band of elastic which holds the shade closer to the head and at the same time does away with that uncomfortable feeling caused by the wire.

The price of the shade is also a noticeable feature as it retails for only 15c.

WRITING TABLETS.

Attention is directed to the advertisement of Warwick Bros. & Rutter on the front cover of this number regarding writing tablets. This firm state that the sale of writing tablets has been increasing with leaps and bounds the last year, and every stationer should be prepared to look after and cultivate this very important channel of trade. The firm make a special study of the manufacture of these lines, the process under which their goods are made being patented under the style of The Johnson Process. They are continually issuing new styles and designs to make their series complete and up to date in every detail. A new feature to the advantage of the dealer consists of a series of designs specially gotten up for each particular retailer. The trade should consider this proposition before placing their orders for the new year.

A book that fills a long-felt want is the Pen Carbon Letter Book. This book copies letters while they are being written, and is a great convenience to the office or private individual. Any size or kind of correspondence paper may be used and any



Warwick Bros. & Rutter.

kind of ink or pen, the copy being made from carbon paper specially prepared, which is shipped with the book. Warwick Bros. & Rutter carry these books in all styles and also supply the refills for same at a nominal figure. The Pen Carbon Bill Book is made on the same principle and is a most convenient way of keeping one's accounts, especially for a comparatively small business. Each bill of goods is copied when the invoice is written and saves a large amount of bookkeeping. This book may be used for any style or kind of billing or invoicing required, and any private bill-head may be used with it.

Naturally, the Coronation will be an event for the poets, and of this there are already signs. That old and well-known magazine, Good Words, is to invite odes on the Coronation, and give a first prize of £50 and lesser prizes for them. The odes sent in—and no doubt there will be plenty of them—are to be judged by a small committee of literary men.

IMPORTANT CANADIAN BOOK.

DR. HANNAY'S NEW HISTORY OF THE WAR OF 1812.

An important historical work has lately been published in Canada, one of the most important in recent years and one possessing a special interest for Ontario readers.

This is the "History of the War of 1812 between Great Britain and the United States of America," by James Hannay, D.C.L., the distinguished author of "A History of Acadia," and the "Life and Times of Sir Leonard Tilley." An edition of it has already been printed in St. John for the Maritime Provinces and has been well taken up. It is proposed to issue a special edition for the Province of Ontario and the West embodying some information which will render the book of particular value to the descendants of those who fought for their country so bravely in the campaigns of 1812, 1813 and 1814.

In this preface Dr. Hannay says: "This book has been written for the purpose of placing before the people of Canada in a single volume the story of the defence of our country from foreign invasion during the last war between Great Britain and the United States of America. As this defence could not have been successful but for the hearty co-operation of our ancestors, the people of Canada of that day, this war ought to be regarded as Canada's first and greatest contribution to the work of empire building, for the fervent loyalty which within a year or two has sent so many of the sons of Canada to fight the battles of Great Britain in South Africa received its first illustration on the battlefields of the War of 1812." This is very true and adds fresh interest to the story of this war told so clearly and succinctly in this volume. For reasons which may be imagined English writers have neglected the War of 1812. The period holds for them no event so engrossing as the contest with Napoleon. Secondly, the people of the Motherland—for reasons that appeal to them but which carry no weight with us—are desirous of burying in oblivion as far as possible the second war with the Americans. No Canadian book on this subject has yet appeared, save Dr. Hannay's. The history by Major Richardson deals with only one corner of the theatre of war, that in which he himself figured. There is, therefore, a decided want which the present book supplies.

With respect to the tone of this work, the author himself frankly says: "No doubt it will be said by some critics that in this book I have been too severe upon the Americans who invaded our country, burnt our towns, ravaged our fields, slaugh-

30 2/56  
 (3)

tered our people and tried to place us under a foreign flag. But I maintain that any Canadian author has a right to challenge the motives and the conduct of the men who did these things. I see no reason why any American of the present day should feel offended at reflections on the actions of men who lived 90 years ago. While endeavoring to present an absolutely truthful narrative of the War of 1812, I have not felt it necessary to refrain from criticizing the conduct of the men who were responsible for the contest or who took part in it." Surely this is reasonable? The people of the New England States, who lived at the time, denounced the war in terms more stinging than those of Dr. Hannay, and they refused to participate in it. The more the records are studied the less justifiable does the war appear, and American writers themselves during the past ten years have gone far to reverse the old verdict concerning the events of 1812—that they were rendered necessary by British tyranny and that they were a series of brilliant achievements by the American armies. Both these contentions are utterly false. The War of 1812 was a demagogues' war, a useless, cruel invasion of an unoffending and peaceful country, and it resulted in the most signal defeats on land which the

Americans ever sustained. The conduct of our forefathers was noble. Any Canadian lad who is brought up in ignorance of the war and its results will be a poor Canadian, and as the battles were chiefly on Ontario soil it is natural that Dr. Hannay's work should appeal to Ontario readers especially.

This history is readable and inspiring. It is written, naturally, with some contempt for the "authorities" who have hitherto held forth on the subject without serious contradiction, and some of whose lies have passed current for truth during a generation or two, but it is an accurate vigorous and patriotic volume. It brings into prominence events like the capture of Fort Niagara, which are seldom brought out in the usual books, and it is by far the best and most coherent account of the struggle ever attempted within the compass of a single volume.

Three of the correspondents who went around the colonies with the Prince and Princess of Wales are writing books on the tour. It is understood that Sir Donald Mackenzie Wallace is to write the official account of the journey. This work is likely to have a singularly full and fine series of illustrations.

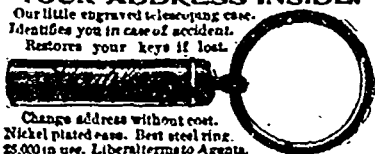
**THE KING'S PRINTER.**

The office of King's printer is an ancient as well as a highly responsible one. Its first occupant was William Caxton, who was succeeded by Wynken de Worde, in the reign of Henry VII. From that date until the present day the dignity has been conferred upon only 31 persons. The firm of Eyre & Spottiswoode, whose imprint appears on innumerable editions of the Book of Common Prayer, originated with the Baskett family, the patent being renewed to them by George II in 1739. Robert Baskett was succeeded by Charles Eyre, the great grandfather of the present Mr. Briscoe Eyre. Not being a practical printer, he obtained the cooperation of Mr. William Strahan, who subsequently represented Malmesbury, in the House of Commons.

In those days Strahan used to receive Dr. Johnson, Sir Joshua Reynolds, Boswell, and others of the same fraternity in what is now the private office of the firm in Middle New Street. One room is pointed out in which Mr. Strahan assisted the Doctor in the compilation of his famous dictionary. Andrew Strahan succeeded William, and he was followed by his nephew, Andrew Spottiswoode, whose son and successor, William, a famous mathematician and President of the Royal Society, was buried in Westminster Abbey, in 1883.

THE C. G. YOUNG CO.  
**RUBBER STAMPS**  
AND SUPPLIES  
No. 1 Adelaide Street East - Toronto


THE LATEST NOVELTY FOR THE TRADE  
**YOUR ADDRESS INSIDE.**  
Our little engraved telescoping case.  
Identifies you in case of accident.  
Restores your keys if lost.



Change address without cost.  
Nickel plated case. Best steel ring.  
25,000 in use. Liberal terms to Agents.  
NEW CENTURY CO. 204 FLEURY ST MONTREAL, P. Q.

CANADIAN ADVERTISING is best done by THE  
E. DESBARATS ADVERTISING AGENCY,  
MONTREAL.

TURKISH STEEL PEN CO.,  
DAMASCUS,  
SYRIA



IN SIX NUMBERS  
Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter  
TORONTO

**The Long Distance Telephone**  
IS THE...  
**IDEAL RAPID TRANSIT.**

Long distance equipment increases the speed, and cuts down overtime charges.

The Contract Department will furnish particulars.

**THE BELL TELEPHONE CO. OF CANADA.**

We are the oldest **STYLO. AND FOUNTAIN PENS** in Great Britain. Manufacturers of ::

Have been over 20 years in the line and should know something about it. We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house. To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms. If our patterns are not right for your market, we will make up any style or size to suit requirements. The pen illustrated below is our latest success. No. 70, with 14 carat gold-nib and double feed.



We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

**BURGE, WARREN & RIDGLEY,** 91 & 92 Great Saffron Hill, **LONDON, E.C., ENG.**

**Wall Paper and Decorations.**

*Back to next office 187*

**EXPERIENCE OF A SUCCESSFUL WALL-PAPER DEALER.**

**T**HE Watson, Foster Co., Limited, having noted the steadily increasing purchases of one of their customers in an eastern Ontario town asked their client for the secret of the successful development of his wall-paper business. The article he was kind enough to

commend the latter to the thoughtful consideration of the trade, believing it contains much to interest and instruct the average dealer.

The writer of this article does not presume that the few remarks he could make in the limited space of a trade journal communication should be considered of more value by its readers than their good sense determines, neither does he seek any notoriety therefrom, therefore the excuse he makes for thus attempting to offer suggestions to those engaged in the wall paper business is that he has been asked to do so by one of the leading manufacturers of the line in Canada.

The buying, the receiving, the caring for and the selling of wall papers each in its turn should receive the careful attention and unceasing activity of all those engaged in the business every working day of the year, proprietors and clerks alike.

Except for large city businesses the dealer should purchase his stock from one manufacturer only, selecting, if he can, the one who offers him the largest range and from whom he can purchase all his wants, an extra advantage being the discount offered for quantities of a coloring by the maker.

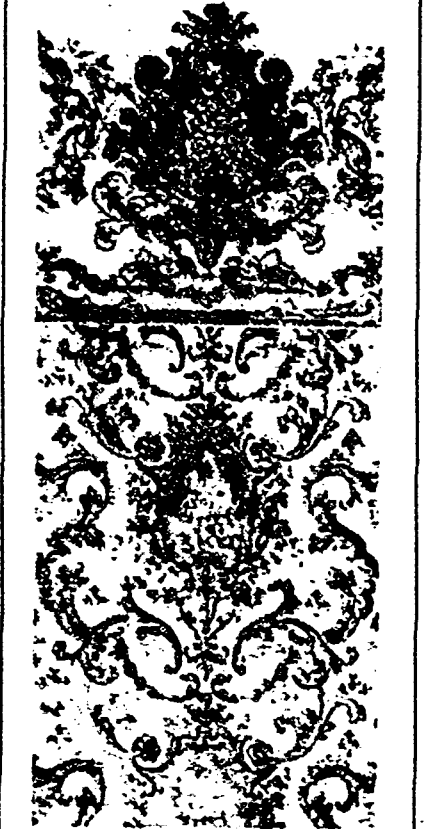
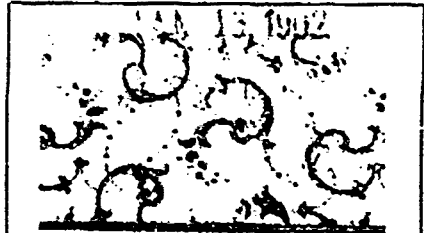
To select goods from more than one manufacturer's samples will invariably result in duplicating the dealer's purchases in many of the grades, thereby increasing his liability without increasing his ability to supply the wants of his customers. This mistake, if discovered at all, will be when it is too late to be corrected.

The very important business of deciding upon designs and colorings while making selections from the manufacturer's samples should be done deliberately by the proprietor, assisted by all the clerks who are to be engaged in the sale of the goods when they come to hand. The proprietor should have a definite object in view as to the wants of his community and be impressed with the fact that he is not buying wall papers for his own dwelling, but for his customers, who have varied tastes as to design, color and quality, to be catered to. The dealer who, when purchasing his stock, fails to set aside in a great measure his individual prejudices and take into account and well consider the varied tastes of his prospective customers will find when his new goods have arrived that there is a monotony and sameness throughout the stock, even though, so far as there is variety, the designs and colors are good.

A great deal of valuable advertising can be secured by a display of the stock on the day the goods are received. Select a fine day when a great number of people are expected to be in town, such as a market day, and have the goods drawn by the carters and piled up neatly in front of your place of business, there to remain the greater portion of the day. If your stock is large, so much the better, as it will impress all who see it with the extent of the stock carried.

The writer having made a few remarks re the buying and receiving of a

wall paper stock will now proceed to the third part of his article, viz.: 'The best way to keep a wall-paper stock.' The writer's experience leads him to the conclusion that the best way to have the goods shipped is in the 50-roll bundles, wrapped and numbered, having ends left open. Previous, however, to receiving the new goods, a great deal of preparation work is necessary. This consists in going over the old stock, dusting and trimming and removing all small lots, which should be tied up in neat parcels, leaving the cost and selling mark on same and placed in a conspicuous position in the store so that they may be disposed of when the opportunity arrives. There is ~~nothing~~ <sup>nothing</sup> important item that can best be done before the new stock arrives.

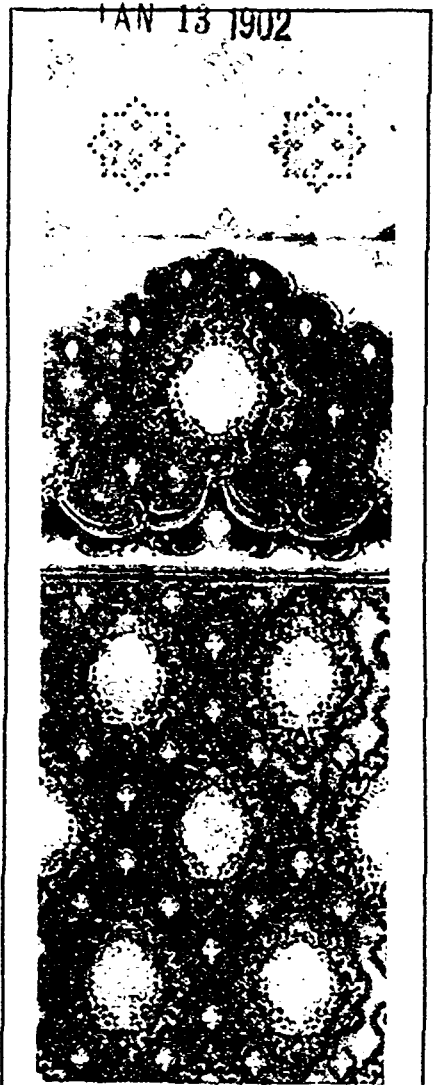


**COMBINATION 919.**

The Watson, Foster Co., Limited.

A parlor design of generous proportions with individuality but without prominence. In varnished gilt and cream shaded in pale pinks or greens. It forms a very rich setting for pictures and the varied furnishings of the drawing room and in warmer tones for the hall or dining-room.

turnish, and which we reproduce below, shows that system, from beginning to end, backed by ability and energy, with courage to freely stock (we are told he does), a full range of high grade effective goods, is the cause of his success. We



**COMBINATION 1106.**

The Watson, Foster Co., Limited.

One of the most successful hall or dining-room patterns of the season. It will be quickly accepted as desirable for many purposes. In design essentially modern, in coloring—especially on pale blue with aluminum treatment and reds and greens with gilt—it is effective to a degree.

and that is to get your sample books from the manufacturers; and from your invoice mark upon each sample of wall, border and ceiling, the quantity of your purchase; and the cost and selling prices. Then, when the goods arrive, you will

WATSON FOSTER CO.



MONTRÉAL

NEW YORK  
CHICAGO

WALL PAPERS

**NOW IS THE TIME**

TO

**EXAMINE YOUR SAMPLE BOOKS**

(THOSE FOR 1902)

AND CONSIDER WHAT CLASS OF GOODS AND COLORINGS YOU HAVE ORDERED TOO LIGHTLY.

OR YOU MAY ALREADY HAVE REDUCED STOCK OF NEW GOODS IN HALLS, DINING-ROOMS, PARLORS, ETC., IF SO, REPEAT NOW.

LATER WE MAY NOT BE ABLE TO SUPPLY.

AVOID BEING SHORT IN RICH COLORED EFFECTS. THERE IS AN INCREASING DEMAND FOR THEM AND A DEALER'S PROFIT IN MEETING IT.

LET US MAKE SAMPLE SUGGESTIONS

**NOW**

JAN. 1902



**WALL PAPER AND DECORATIONS—Cont'd.**

only have to mark the location of the pattern upon the sample books and you are ready for business. Failing to give a pattern a location in the store or neglecting to mark that location on the sample book will lead to confusion, and, perhaps, loss of business. The dealer must have full and proper command of every item of his stock, and a good way to secure this, in addition to what I have stated, is to keep the quantity marked on the sample book from the time a pattern is sold down to 30 or 40 rolls, until it is finally disposed of and the sample taken from the book.

"A word with regard to remnants. As remnants are apt to absorb a considerable share of the profits, therefore the dealer should look well after them and try unceasingly to dispose of them. Keep in as good condition as your best stock, and in a conspicuous place, and sell them at half regular price. Separate your remnants of borders from the papers and ceilings and sell them distinctly separate from each other. Sell remnants to your customers as such, impressing upon them that they are not returnable and that you are not to be expected to supply any more of that pattern. This method is fair to your customers, preserves the reputation of the dealer and will keep remnants down to a minimum.

"Respectfully yours,  
"WALL PAPER DEALER."

The Watson, Foster Co., Limited, have issued a pocket edition of new season's ingrain samples, accompanied by half-tone illustrations of friezes and ceilings to match, all of which are in stock. The book will be sent to dealers upon request.

**PROVIDING AGAINST FIRE.**

Colin McArthur & Co., Incorporated, are installing the latest hot air heating, drying and ventilating plant in their new five-story wall paper factory, and are also putting in The Esty Automatic Fire Sprinkling System, which they hope will make the disaster of October 28 last impossible of recurrence.

**READY TO START.**

A walk through Messrs. Colin McArthur & Co.'s new factory, which has risen so rapidly from the ruins of the old, shows that wonderful results may be obtained in a short time by well directed energy and well spent money.

On October 28, only two short months ago, the fire occurred which left the factory in ruins, and to day, the new building, of five storeys high, with a floor space of 100,000 square feet, is completed and ready to fit up. Work has been carried on day and night to accomplish this. As fast as floor space could be obtained a competent staff of skilled machinists took possession, and began putting up shafting, and placing the complicated machinery into position. Since the fire their pattern makers have been at work repairing and replacing the rollers damaged or destroyed, and to day are thoroughly equipped with the latest and best. Colin McArthur & Co. are again turning out wall paper which means that their customers will receive their goods in ample time for the Spring trade. The firm are certainly to be con-

gratulated on the result of their labors, and that they have the warm sympathy of the trade generally is evident from the numerous letters of encouragement received since the fire occurred.

**STAUNTONS ARTISTIC DESIGNS.**

The neatest ingrain color book ever issued in Canada has been sent out by Stauntons Limited, Toronto. Besides containing the latest, choicest and most beautiful ingrain colorings, it is embellished with unusually rich half-tone illustrations of friezes and ceilings to match the various shades. These books are invaluable in making sales, and will be sent free to any dealer who has not already received one.

**STAUNTONS 1902 LINES.**

Travellers are on the road with Stauntons new lines, making a sort of clearing-up trip to those places where orders have not already been placed. They have a splendid range of patterns in all grades. Dealers should avail themselves of this opportunity of placing orders, or of duplicating previous orders, while the line is still complete. This firm always pride themselves on prompt shipment of goods. In those towns which Stauntons travellers do not reach, dealers should send direct to the Toronto factory for samples, which are forwarded upon application.

**THE CANADIAN ALMANAC.**

The 1902 issue of the Canadian Almanac is out, 416 pp., and may be had in paper at 25c. This valuable compendium of current information (the only one of the kind in Canada), contains this year an abridgement of the Canadian census, the British census, full military lists (including all that relates to our forces in South Africa), British and foreign Governments and officials, and condensed data referring to all countries. The information, especially Canadian, includes the tariff, the post offices, the banks, clergy list (all the principal churches), educational, legal and judicial lists. The facts regarding tides and astronomical changes, usual in an almanac, are recorded. The diary of events for 1901, covering all countries, is well kept. In fact, the Canadian Almanac is a credit to the country. A large sale can be worked up for it in any locality. There are probably many persons who do not know that it fills the field so well. The publishers are The Copp, Clark Co.

**BOOKLOVERS' LIBRARY IN ENGLAND**

The Booklovers' Library, Limited, have taken out letters of incorporation in England, and registered in London as a company on November 4, 1901, by R. A. L. Defries, Toronto street, Toronto, Canada, with a capital of £250,000, in £1 shares. Object: To establish, conduct and maintain reading courses and courses of study by means of the circulation and distribution of printed books, pamphlets, etc.; to deal with any newspapers, magazines or periodicals for said purpose; to publish books, pamphlets, bulletins, magazines and periodicals in

furtherance of the objects of the company; also, if deemed desirable, to carry on the business of printers, binders, engravers and lithographers, and any other business which may seem capable of being conveniently or advantageously carried on in connection with the company's general business. The subscribers are:

	Shares.
S. Eaton, 1323 Walnut street, Philadelphia, managing-director .....	1
J. E. Bryant, 1323 Walnut street, Philadelphia, treasurer .....	1
G. W. Warren, 1338 Walnut street, Philadelphia, professor .....	1
R. T. Eaton, 1323 Walnut street, Philadelphia, general superintendent .....	1
F. W. Spiers, 1323 Walnut street, Philadelphia, educational director .....	1
W. E. English, 1323 Walnut street, Philadelphia, manager .....	1
R. A. L. Defries, 18 Toronto street, Toronto, Canada, barrister .....	1

Messrs. Harper have published a new novel by Miss Mary E. Wilkins, entitled, "The Portion of Labour."

Mr. Christie Murray's new novel, "His Own Ghost," has been published by Messrs. Chatto as a prettily-got-up 2s. volume.

Joseph Hutton's new novel will be published soon by Messrs. Hutchinson. It is called "A Vision of Beauty," which denotes the heroine, while the hero is a young author and journalist.

The somewhat unpleasant prominence recently given to Booker T. Washington by the virulent attack of hysterical Southern editors on President Roosevelt for dining with this distinguished negro should increase the demand for Mr. Washington's recently written autobiography published under the title "Up from Slavery." The book is one of thrilling interest, the story of a life one of the most remarkable of the age, or of any age. A reading of it gives one a startling glimpse into the future possibilities of the long-abused and down-trodden African race.

Candidates wishing to try the examinations for the British civil service, Society of Arts, chambers of commerce, or any others where indexing and precis writing is required, will find much valuable instruction in Mr. A. J. Lawford Jones' book, "Indexing and Precis Writing." Mr. Jones' high standing in the examinations for the civil service and Society of Arts well fit him for the authorship of such a work, and in this book the instructions are given clearly, and in such a manner that no student will have much difficulty in acquiring the accuracy and brevity of expression necessary to make a high mark in these examinations. The publishers are Sir Isaac Pitman & Sons, Limited, London, England.

The  
wheels  
go  
round  
again

And we expect to be busy night and day for the next two months turning out goods.

**Shipments** will be resumed **at once**, and customers may have every confidence in our ability to fill all orders on time.

If you have forgotten to order anything, please send for samples, and don't forget **Ingrains**.

---

**Colin McArthur & Co.,**  
(Incorporated)  
**MONTREAL.**

*A Miss MacFarlane (at her request)  
c/o 4/63 1902*



Travellers now  
on the road.

**Wall Papers**

They will call upon you shortly with values that will convince the purchaser on sight and bear the largest margin of profit to the retailer. Never before have our lines been so perfect and complete. If for any reason you cannot wait for our travellers, or are out of their routes, write for samples.

**STAUNTONS Limited, Toronto, Ont.**

FORMERLY M. STAUNTON & CO.

## THE LIBRARY COLUMN.

\*\*\* In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

**HENRY MOTT**, assistant librarian of the university library at McGill, is retiring on a pension after many years of useful service. Mr Mott was presented by the students with an address and a set of furs.

Montreal's free library, the Fraser Institute, has lately suffered from book thieves. Among the copies taken are two copies of "Hochelaga Depicta," volume I, of Charlevoix, small 8vo., volume I, of Labat's "Isles d'Amerique," small 8vo. All books belonging to the library, in addition to the book plate, are marked on page 9 with an embossing stamp bearing the words "Fraser Institute, Montreal," and most of the French books have the words "Fraser Institute" printed in gold on the back.

The Westmount library has had a most successful year, and now has 3,093 volumes, and receives 10 periodicals. There were in June 1,720 members. August, 1,851, September, 1,991, and in December the number rose to 2,095.

Mayor Campbell has been notified by Andrew Carnegie that he is pleased to grant the town of Cornwall \$7,000 to build a public library, on condition that the town gives a site. The corporation has assured Mr Carnegie that \$700 a year will be contributed to the support of the institution. Cornwall has a public library at present, but its quarters are not suitable.

Mr Andrew Carnegie has offered to give Stratford \$12,000 for a public library on condition that the city grant a free site and provide \$1,200 yearly for its maintenance. The offer has been unanimously accepted by the board. Overtures were made to Mr Carnegie by a member acting entirely on his own responsibility. Under present circumstances the public library quarters in the city hall are decidedly limited. The reading room is large enough to meet the wants of the public, but the stockroom is becoming more and more congested with the arrival of each new lot of books, and there is no way of enlargement unless the reading room is intruded upon. Enlargements have been under consideration for some time, but these were considered impracticable.

Frank Wilson has been appointed librarian of the Perth Public Library, in place of James Smith, resigned.

St. Catharines has a Carnegie offer of \$20,000 on the usual terms.

The McGill travelling libraries have just had set of stereopticon slides added to them, and this is an entirely new departure in such organizations. The idea is that they shall be treated as a book

and lent out to families to take home for a few days, and study at their leisure. Reading matter, explaining the pictures, is sent with them, and also a stereopticon. One set illustrates the South African War, and the principal cities and other features of the country, as well as the military operations. Another gives views of the Dominion from Halifax to Vancouver. A number of books for children on mythology, medieval romances, natural science, and the Duke of Argyll's "Life of Queen Victoria," have also been added to their special collection.

Orangeville electors voted January 6 on a proposition to take over the library and make it free. Hitherto the library has received a grant from the town, all members paying a fee.

As a hint to others in ordering periodicals, we give the list in the reading room of the Chatham, Ont., library.

Ordered from Robert Cooper.

Harper's Magazine,  
Toronto Globe,  
Detroit Free Press,  
New York Clipper,  
Toronto Saturday Night,  
Boys' and Girls' Own (2),  
London Times (weekly),  
Ladies' Home Journal.

Ordered from W. J. Kenny

McClure's Magazine,  
North American Review,  
Review of Reviews,  
Treasure Hours,  
Manitoba Free Press,  
Wide World Magazine,  
Scientific American,  
do. Supplement,  
Century Magazine,  
Cosmopolitan Magazine.

Ordered from Charles Dingman.

Nineteenth Century,  
London Graphic,  
London Punch,  
Victoria, B.C. Colonist,  
New York Times,  
London Saturday Review,  
Scottish-American Journal,  
Harper's Bazaar,  
Canadian Magazine,  
Chatham Banner,  
Chatham Planet.

The finances of the London board show a revenue during 1901 of \$8,922.96 and expenditures of \$7,868.15, leaving a balance to the good of \$1,054.81. The following were discontinued from the reading room: The Mail, London, Eng., Montreal Gazette, Current Literature, Edinburgh Scotsman, New York Tribune, Literature. In their place were ordered: Daily Times, Monthly Review, The Craftsman, Montreal Star, Scottish-American, Newcastle Chronicle, American Field.

Dr A. G. Doughty has been appointed joint librarian of the Quebec Legislature with Dr. Dionne.

Miss Johnston, the librarian, reports that the Stratford library has 6,237 volumes. Of these 516 were purchased in 1901, and the circulation of books in the same year was 10,594 volumes. The receipts were \$1,183 and the expenses \$1,156, leaving a balance on hand of several hundred dollars.

The first book after Christmas is a novel by Mr. Arnold Bennett entitled "The Grand Babylon Hotel." He describes it as a "fantasia on modern themes."

Mrs. Humphry Ward has nearly finished her new novel, but, as yet, she has not announced the title of it. The story is to appear serially in Harper's, beginning in the Spring. Mark Twain will also contribute a novel—if his stories are to be called novels, in the strict sense of the word—to Harper's next year.

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## INDEX TO ADVERTISEMENTS.

	Page
Anglo Canadian Music Pub. Assn.	7
Barber & Bros., Wm.	7
Barber & Ellis Co., Limited	14
Bell Telephone Co.	19
Briggs, William	7
Brown Bros., Limited	7
Buntin, Gilles & Co.	Outside back cover
Burge, Warren & Ridgley	19
Cairns, Bernard	17
Canadian-American Music Co.	17
Confederation Life Association	1
Cooper, Deanison & Walkden	Inside back cover
Copp, Clark Co., Limited, The	2
Desharats Advertising Agency	19
Dixon Crucible Co., Jos.	Front cover
Dwyer Bros.	11
Fancy Goods Co. of Canada	13
Kaye, Geo. W.	17
Levy & Co.	17
McArthur & Co., Colin	23
Mittag & Volger	1
Morton, Phillips & Co.	7
Nerlich & Co.	15
New Century Co.	19
Pavson's Indelible Ink	17
Pine & Sons, Limited, Alex.	17
Roberts' Advertising Agency	17
Standard Crayon Co.	17
Stantons Limited	23
Turkish Steel Pen Co.	19
U. S. Playing Card Co.	1
Warwick Bros. & Rutter	Inside front cover, 19
Waterston & Sons, Geo.	Outside back cover
Watson, Foster Co., Limited, The	21
Western Assurance Co.	17
Whyte & Sons, Andrew	17
Young Co., The C. G.	19

## BANQUET TO PUBLISHERS AND PRINTERS.

Mr. W. J. Gage Entertains a Number of Those  
Prominent in the Two Trades.

A VERY enjoyable banquet was that given by Mr. W. J. Gage to the Booksellers and Stationers' Section of the Toronto Board of Trade and to the publishers and master printers of the city. It took place on December 19, in the National Club, and was attended by about 75 persons.

At the head of the table were Messrs. W. J. Gage, A. E. Ames, Rev. Dr. Briggs, James D. Allan, W. J. Douglas, Hugh Blain, J. R. Barber, M.P.P., E. E. Sheppard, Atwell Fleming, John A. Ewan, J. F. Ellis, and Richard Brown.

Among the other guests were: J. L. Hughes, John A. Cooper, Hugh C. MacLean, A. W. Thomas, Dan A. Rose, W. P. Gundy, Alf. W. Briggs, Geo. Spence, H. C. Thompson, J. S. Robertson, J. T. Horntbrook, J. T. Johnston, Geo. R. Warwick, T. G. Wilson, Albert Maccoomb, John Imrie, F. J. Campbell, R. J. Copeland, S. R. Hart.

Letter of regret were read from Hon. David Mills, Hon. G. W. Ross, Hon. J. R. Stratton, Hon. Richard Harcourt, Mayor Howland, Dr. Parkin, A. E. Kemp, M.P., and E. F. Clarke, M.P.

Mr. Gage first proposed the health of "The King," saying that this was one of the freest countries in the world for publishers. In France, Germany, Russia, and other countries, publishers often had a hard time of it, and lese majeste was a thing to be dreaded. Tolstoi's works were so marred that even when published in The Century they lost a great deal of value.

### THE PUBLISHERS' INTERESTS.

The toast having been honored with the National Anthem and three cheers, Mr. Gage proposed that of the "Publishing Interests." He spoke of the prosperity of the past year in the business, the growth of our paper industries, and the importance of the publishing business as compared with others in Toronto. The only cloud in sight was in regard to the copyright question. The copyright laws were most unjust to Canada. It was no more than a monopoly for foreign publishers, and it was only fair to assume that Canadian publishers should be placed on an even footing with the rest. A Canadian trade magazine had referred to it as a "scandalous state of affairs." We had not the proper men in Parliament to look after these interests. He

connected with the toast the names of Dr. Briggs, E. E. Sheppard, J. L. Hughes and Atwell Fleming.

Dr. Briggs, in a witty speech, spoke of the difference between the old time novel and the present. The characters in modern fiction were more dignified, moral, and true to life than the old ones. The outside of the books were also much improved. He didn't like the difference in the prices of the books. A book sold for one price here and another there, when they ought all to be on the same basis.

### MR. SHEPPARD IS WITTY.

Mr. E. E. Sheppard made everybody laugh all the time. He was glad he knew nothing about copyright. It was the only safe place for a publisher to be on the question. Canadian publishers have often been trying to get something for nothing. The newspapers want free mails, and they have no more right to that than any other factory has to send its goods free. He would be in favor of free mails for the information in the newspapers, but not for the advertisements. If the Government charged for the advertisements and let the information go free it would amount to about one cent a pound. The newspapers have no influence, and they don't deserve any. Providence favors the public in that. He objected to the high insurance rates in printing and publishing offices. As to the American publisher, he was the exemplification of the hog, ancient, modern, and future. American reciprocity consisted in keeping everything but what they didn't have to give. The publishing business in Toronto lacked backbone. Publishers should unite, go to Ottawa and raise a big disturbance.

### MR. FLEMING ON PRINTING CONDITIONS.

"There seems to have been some idea," said Mr. Atwell Fleming, "that there was a close corporation among the printing fraternity of Toronto. This could not be. There are too many large and small printers here for that. But the master printers of the city have tried to get together to defend their interests against organized labor." Mr. Fleming often thought, while listening to discussions of the copyright question, that things looked very blue for Canadian publishers, but he saw light ahead and believed some satisfactory arrangement was not as far off as generally supposed.

In the printing business there were many

vicissitudes. A great feature at present was fake advertising. Advertisements were solicited for everything and anything. A lot of Bibles and hymn books were sent out here in large quantities. He wondered that they didn't put advertisements in them.

Mr. Fleming felt proud of the printing business, and had big faith in the dignity and utility of the calling. The mere printing was nothing; but when the types were used to express the ideas of our leading thinkers, to teach and uplift the public, it was different. He thought that nothing should be printed in the newspapers that was not true; no advertisement that was not moral, or no book not so. Canadian editors and authors, however, he had always considered above this kind of work. We have as dignified and as moral papers as anywhere in the world, and better than "across the line." There was a lot of stuff coming into Canada from the United States that we didn't want at any price. He did not, though, intend to run down cheap printing, for it had done more for the uneducated man than anything else.

Mr. J. L. Hughes had decided from the speeches made that Canadian publishers should be helped by everybody to get their rights. He thought there should not be so much limitation placed on the publishing of schoolbooks in Canada; the present schoolbooks were good, but it would be better if all publishers were permitted to publish the books they thought best, and the people to purchase the books they thought best.

### NO POLITICS IN THE TARIFF.

Mr. J. F. Ellis proposed the toast of "Trade and Commerce," speaking briefly of the rapid increase of our trade and the friendliness displayed between Canadian business men. He called on Messrs. Ames, Blain and Allan to reply.

Mr. Ames thought the tariff and copyright question should be divorced from politics, as the tariff has been for some years. Canada had reached the stage when the businesses should be set upon a strong basis. For this strong men were wanted in Parliament. The time was past when Canada was merely "possessed" by Great Britain. She must be an integral part of the Empire. He thought the highest consideration in Canada was to develop men of right ideas, not to develop trade.

Mr. Blain thought the trade of Canada next year would exceed \$400,000,000. The West was the real source of Canada's trade. The question of railway transportation was a most important one. At present the railway corporations discriminated against certain places, which was a fatal practice.

Mr. Allan spoke enthusiastically of the

possibilities of our foreign trade. Our wealth in undeveloped resources was greater than those of any other country on earth except Russia, and the conditions were much more favorable here than there. He thought the Department of Trade and Commerce, at Ottawa, should be made more valuable. We were not taking full advantage of the advertising Canada was getting at present in the Empire. A great interest was shown in Canada at the Glasgow Exhibition, and there was not proper information given to those inquiring. We were not represented in the business circles of London fully enough. The next 25 years would see great changes in Canadian trade. We were now laying the foundation. Let us make character the corner stone, so that the word Canadian will be synonymous with business integrity.

#### THE PRESS.

The last toast was "The Press," proposed by Mr. Richard Brown, who thought that to reform the press, if it needed it, the public must be first reformed. A vicious people makes a vicious press, and pure readers make a pure press. Mr. W. J. Douglas and Mr. John A. Ewan were called upon to reply.

Mr. Douglas did not think that there was a section of the community that had the interests of the industries and prosperity of the nation more closely at heart than the press.

Mr. Ewan felt sorry that usually the last toast of the evening was the "old press." He spoke admiringly of the old publishers and publications of Canada now no longer in existence. They put up a noble struggle. Present-day publishers owed them a good deal, for they had laid the foundations and prepared the way for the modern publishing business.

A vote of thanks to Mr. Gage was replied to with three cheers and "He's a jolly good fellow."

Mr. Gage replied, saying that he felt fully repaid by meeting his fellow business men in this way. He was proud of his business and of his fellow publishers.

#### EARLY CLOSING IN NORTH SYDNEY

The merchants of North Sydney, N.S., have decided to close their places of business from now until April 1 at 6 o'clock every evening except Saturday. During April they will close at 7 p.m. From May 1 to November 31 their stores will close on Mondays and Thursdays at 8 p.m., Tuesdays and Fridays at 7.30, and Wednesdays at 6.

#### THE BRITISH BOOK TRADE.

From Our Own Correspondent.

London, December 28.

It is curious to note how the state of the weather affects the book trade, even when the approach of Christmas is supposed to make it brisk. If the weather is fair, no matter how cold it may be, book buyers invade the shops. Should it, on the other hand, be wet, they leave book shopping alone, as they would ordinary shopping. A well known London bookseller took the trouble to test how much his receipts fell away on the two driving wet days we had last week. He found that they were less by 40 per cent. than they should have been.

#### ROYALTY AND BOOKS.

Two items about Royalty and books: King Edward has accepted a copy of Mr. Allan Fea's history of "King Monmouth," and the Kaiser a copy of Mr. Walter Phelps Dodge's volume "From Squire to Prince," which tells the story of a German Royal House.

Some little time before his death, Sir Walter Besant wrote a biographical sketch of the King and Queen. It will appear as part of the Coronation literature, which promises to be fairly bulky. By that time we may also get the autobiography which Sir Walter Besant left. As might be supposed, it is most interesting, but not very long.

Mr. W. H. Wilkins is to write a full biography of King Edward and Queen Alexandra, and it will appear first in parts, with a perfect gallery of illustrations. Meanwhile, there is just appearing his study of the life and times of Queen Caroline, the Queen-Consort of George II. He points out that, so far, no life of Queen Caroline having any claim to completeness has been written. Yet, in his opinion, she wielded more authority over political affairs than any of our Queens Regnant, with the exception of Elizabeth and, in quite another sense, Victoria. He says that she was justly called by her contemporaries "The Illustrous," and his book, which has much fresh information, has that term in its title—"Caroline the Illustrous." The work is well illustrated.

#### NEW FICTION.

Miss Ellen Thorneycroft Fowler has finished a novel she entitles "Fuel of Fire." It will appear serially in *The Woman at Home*.

Several novels which were to have appeared in the Autumn have been postponed until the Spring. One of them is Mr. Robert Barr's volume "The Adventures of a Merry Monarch," which largely relates to

the actual life of a Scottish king. It looks as if the Spring publishing season were, in a special degree, to be a "fiction season." One firm has a list of 28 novels for it.

#### WHERE FURS ABOUND.

At the ancient trading post of The Hudson's Bay Company at Edmonton you are away from the modernity of the new town, and are conscious of a certain atmosphere of historical romance. From the front of the massive whitewashed buildings, which have more than once been attacked by hostile toes, you have a fine prospect of river, and woodland, and fertile plains, stretching away to the blue distance. The Saskatchewan runs in a deep gorge below you and on the farther bank there is a diversion of outline and tinge that is very delightful. But I don't suppose the Hudson's Bay people used to think much of the beauty of the scenery in the midst of which their trading post happened to be situated. Their eyes were set on the "main chance" rather too intently for that. When the Indian came for a sack of flour they stood his gun upright and made him pile skins up to its muzzle from the ground as the price of it. Well, of course, it had taken considerable trouble to get the flour there and there was no competition.

The fur trade is still pursued at Edmonton, and on the main streets one sees more than one sign on which is painted on legible letters: "Furs bought here for cash." Bears are to be seen occasionally within a few miles of the town, and it was not long ago that a Gaiquan farmer of the neighborhood, seeing a cub roaming near his shack, fetched his gun and fired at it. Thereupon its mother appeared and ran at him viciously, open-mouthed, and wished to tear his vitals. The man, having powder, but no more slugs, felt that a Galician's house is his castle, and retiring therein, barricaded himself as well as he could. All the day broke tho sho bear clawed all over the place in the endeavor to get at him. But the daylight enabled the hunter to find a couple more slugs, with which he despatched his assailant, afterwards coming up to Edmonton triumphantly with her skin and that of the cub for sale. Only the other day a bear was seen by a townsman prowling around his back yard, though it decamped with rapidity, warned, apparently, by the increasing daylight and by the noise the Edmontonian made in opening his back door, that the environment was unsuitable for an animal of its type. If you go 40 or 50 miles north or northwest you may "load for bear" with reasonable hope of bagging a specimen. Other fur-bearing animals are correspondingly numerous, and many a Mooswa and his companion roam in the vast wilderness.—*Calgary Correspondence Mail and Empire.*

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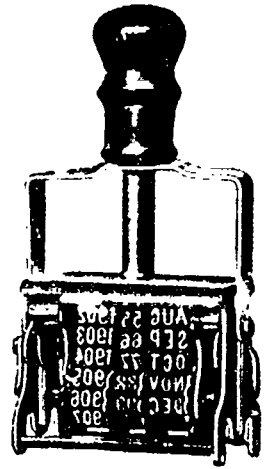
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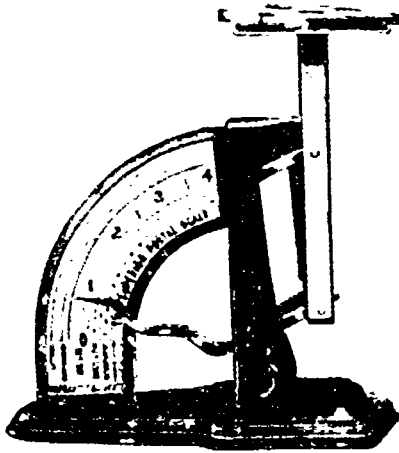
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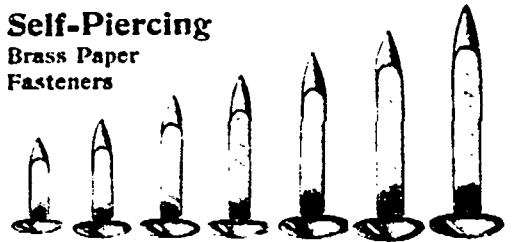
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