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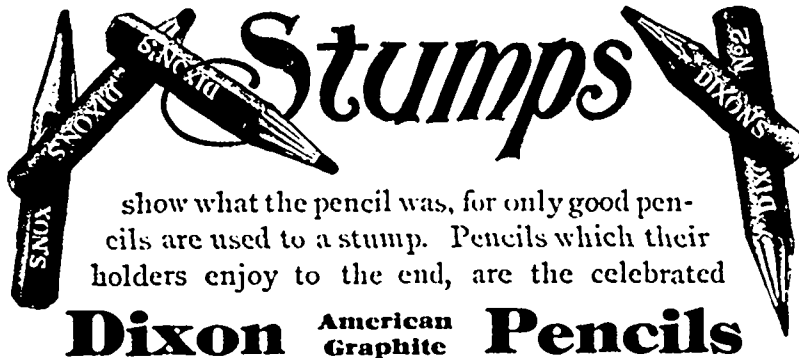
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CANADA
**BOOKSELLER
AND
STATIONER**

OCTOBER



show what the pencil was, for only good pencils are used to a stump. Pencils which their holders enjoy to the end, are the celebrated

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Invitation

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to their numerous friends in the

Book and Stationery Trade

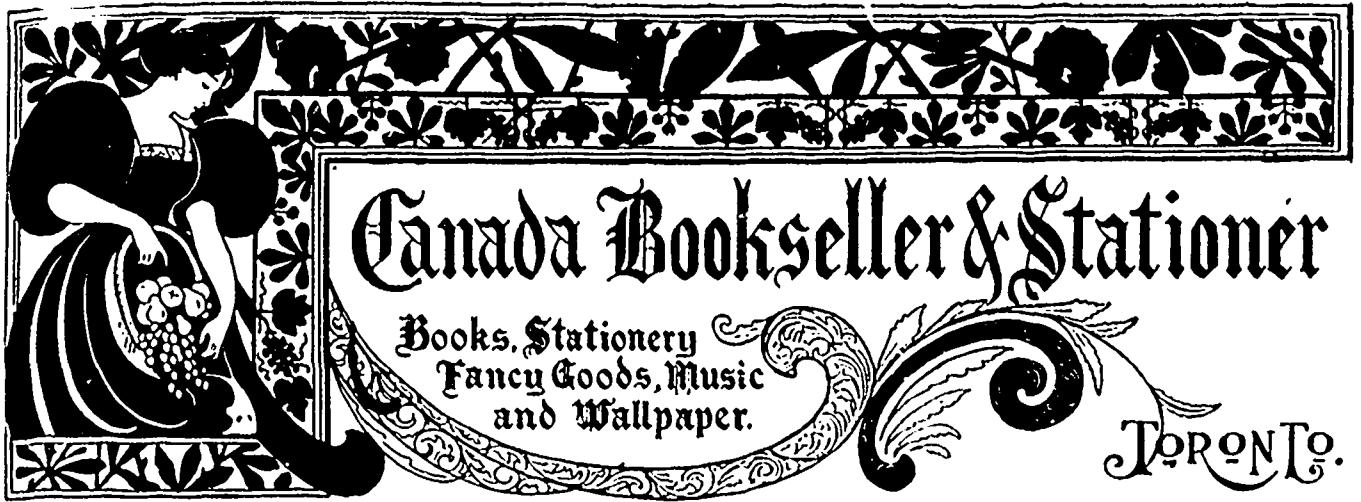
who will visit Toronto during the Fall,
to call and make their warehouse

HEADQUARTERS

while they stay in the city.

WARWICK BROS. & RUTTER

TORONTO, ONT.



Vol. XII.

TORONTO, OCTOBER, 1896.

No. 10.

THE MACLEAN PUBLISHING CO.

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Telephone 1235.

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THE TRADE TO MEET.

THE chairman, Mr. A. S. Irving, of the Booksellers' and Stationers' Section of the Toronto Board of Trade, is calling a meeting of the section to meet about the 15th. This is done in accordance with the wish of the Minister of Trade and Commerce that the trade should consult as to means of improving business, and make suggestions to the Government.

It is probable that the trade will discuss, amongst other matters, possible tariff changes, and some members will favor the substitution of ad valorem for specific duties upon imported books.

The copyright question may also be considered. It is the best practical scheme now proposed for brightening trade, as it would give publisher, dealer and printer the control of the Canadian market.

DU MAURIER.

DU MAURIER, while not a young man in the ordinary sense of that term, was apparently on the threshold of a remarkable success in novel writing. Few books in recent times captivated popular fancy more completely than "Trilby." The death of this talented man who, as

author and artist, seemed to have so prosperous a career yet before him, is sad. Possibly Du Maurier could not have equalled "Trilby" as a popular triumph. The sudden death of the writer of "Called Back" some years ago recalls to the mind another book which was for a time all the vogue. "Trilby" has more enduring qualities than Hugh Conway's success, but neither of them has the genius which will keep "Pendennis" or "Copperfield" in favor as long as the English language lasts.

A CANDID POLICY.

MR. MUNSEY announces that with the November number of his magazine the advertising rates will be dropped 20 per cent. His reasons for this course indicate a bold temperament not often witnessed in a magazine publisher. He says: "The advertiser is not getting the returns just now he would if business conditions were normal. It is to meet these abnormal conditions that the present concession is made. My circulation is just the same, and my reduction in price comes out of the profits. In other words, while the circulation remains the same, the power of an ad. to produce results is diminished in accordance with the prevailing hard times." Whatever may be thought of the business soundness of Mr. Munsey's policy, all will admit that it is courageous. A publisher acting so is open to the charge that his periodical is on the decline, but from local inquiry, at least, we cannot find that Munsey's sells less readily this year than last.

IS THE STATIONER ENTERPRISING?

IN spite of what you say about department store competition and bad trade, I continue to affirm that there's more money in stationery than in any other line." So said a man of experience to BOOKSELLER AND STATIONER.

Asked to defend this argument he went on. "Well, stationery requires less capital than the ordinary business, and there is a better chance to sell goods. The whole stock is attractive. There are many novelties, and if the dealer is alive these can be pushed and good profits realised."

"Of course, the department stores cut the life out of cheap stationery, but the dealer is apt to lose courage at this, and hesitates to carry a stock that will keep trade at home. He should always be careful to keep the novelties in stationery and be up to date."

"Then, why doesn't he change the stock about frequently? It is a habit with too many of us to leave the goods in their places month after month, and then wonder why it doesn't sell? A dealer will get a good thing, and then marvel that it doesn't sell. It will lie concealed. He will forget about it, and he has only himself to blame if it remains on his hands."

"Another vital point is salesmanship. I don't believe it is equal to the emergency in many cases. You go into a store and ask for writing paper, and will be met with the query: 'Do you want plain or ruled?' That's not sufficient. The customer's taste should be got at and catered to. Then, as to novelties. The regular customer should

be kept posted. Say to him: 'Here's a new thing I want to show you.' Don't even hint at a sale. Interest him in all the new things. He may not buy, but he tells others, and when he finds the dealer a live man he likes to drop in."

"In selling games the dealer should know the game. Who is to explain it to the customer if he cannot? Yet, I believe it is very common for the dealer to have merely a passing knowledge of new games. That is neglecting opportunities to make sales."

THE BOOKSELLER AND STATIONER is a good deal struck by some of these remarks. They are from a successful man, and while they may not apply to you, Mr. Stationer, who are reading these words, just consider whether you do not know some man or other to whom they may fairly be applied. There is talk of better trade. We hope so. The holiday season offers a chance to recoup after a dull summer when tourist travel has been poor. Keep and push novelties in stationery. It's a safe rule.

REQUIRES REMEDY.

A DECIDED grievance of the bookselling trade is being brought to the attention of the new Government. It arises from the duty on magazines in bulk, which, however, pass through the mails free in single copies when ordered through a United States dealer.

This works unjustly to our own dealers. Take the case of English periodicals like *The Young Ladies' Journal*. In quantities they enter the United States free, and the agents there get subscribers in Canada and send them, in single copies, through the mails. This deprives the Canadian trade of a legitimate source of revenue, and cuts away business which they ought to be in a position to handle as well as any foreign dealer.

The United States took off this duty on magazines, as they found it impossible to work in practice. It looks as if the same course would have to be followed here. This is only one of several anomalies connected with the Canadian duty on books, which, with other duties, will probably undergo revision at the next session of Parliament. The matter will not be allowed to drop into forgetfulness. Mr. Irving, of the Toronto News Co., has called attention to it, and the whole question will be brought before the proper authorities speedily.

THE PRESBYTERIAN HYMNAL.

THE Committee of the Presbyterian Church have awarded the publication of the new book of praise to Mr. Frowde, the Oxford Press, London. Messrs. Frowde and Wilkinson, the manager of the house, have lately been in Canada, and this is their first colonial contract. Some feeling has been created by the fact that Canadian printing houses have been passed over. The committee claim to have, however, exceptional advantages. Several editions, one for Sunday schools without the music score, will retail for 8 cents. The dearest will be 90 cents, with full score. Several editions at intermediate prices have been arranged for. The publisher is also at liberty to issue other editions, and it is supposed will bring out editions to bind up with the Oxford Bibles, a large number of which are sold to Presbyterians in Canada when bound with the metrical version of the Psalms.

A feature which will give the local dealer a chance is that the retail prices are to be fixed, and no supplies will be given to departmental stores to sell at cut prices.

KATE CARNEGIE.

THE Fleming H. Revell Co., of Toronto, announce that this new book of Ian Maclaren will be ready about the 20th inst., and they have taken out interim copyright in Canada to protect their rights. The introduction of the American edition into this market will not be allowed. One or two of the trade in cities are, we notice, advertising the book as ready "in a few days" at \$1.25. This doubtless refers to the American edition, which will not be permitted here. In our column of copyrights, just recorded at Ottawa, will be found the granting of interim rights for "Kate Carnegie" on the 9th inst.

THE OCTOBER MAGAZINES.

THE first magazine so far received this month to utilize Lord Wolseley's remark regarding the Indian army is Lippincott's D.C. Macdonald has a eulogistic article on "England's Indian Army." A complete novel in twenty-five chapters, "The Crown Prince of Rexania," by Edward S. Van Zile, is very good. Lippincott's price continues 25c., and is worth the money.

A ten-cent American edition of *The English Illustrated Magazine* is now being is-

sued. Its fiction, illustrations and general articles are modelled somewhat after the fashion of *The Strand*. The latter, so far, in our opinion, is brighter and more original. It continues to meet with a large sale in Canada.

The Westminster, the home magazine published by the Westminster Co., Confederation Life Building, Toronto, has now reached its fifth issue with October. It is a good 15c. worth, and always has an attractive cover. Rev. J. A. Macdonald, the editor, is turning out the best magazine of this nature ever produced in Canada. There are plenty of illustrations, and the fiction, poetry, general reading matter and other departments are attractive.

Outing is a most readable number and carries many fine illustrations. A strong, complete story of the old south, by the brilliant pen of Sara Beaumont Kennedy, will please all readers. Other notable features include "Football," by Walter Camp; "Trotting Road Teams and Their Drivers," by E. B. Abercrombie; "A Day on the Uplands," by Ed. W. Sandys; "Racing Schooners," by R. B. Burchard; "Bear Hunting in British Columbia," by W. E. Coffin, and "American and English Boats and Oars," by Chase Mellen.

The Canadian Magazine has articles by Sir Charles Tupper, Martin J. Griffin, Thomas E. Champion, a poem by Arch. Lampman, stories by good writers, etc. It is a first-class number, one of this periodical's best.

Massey's has a special article on the Governor General's Body Guard, by T. E. Champion. The illustrations accompanying it are fine, especially the frontispiece, which is a work of art. The mechanical get up of Massey's is equal to any periodical.

THE QUEEN'S REIGN.

"The Gentlewoman's Record of the Glorious Reign of Victoria the Good," just to hand, is a large 32-page issue with profuse illustrations on every page. Its features include a series of marginal sketches illustrating the chief event of each year since 1837 in most of which the Queen took part: fac-similes of old portraits of Her Majesty, her father, mother, etc.; a group of the five Queens of England, etc. As a compendium of illustrations relating to the present Sovereign's reign it is unsurpassed.

NOTES OF BRITISH BOOKS.

London, Oct. 3, 1896.

SEVERAL of the magazines have secured serial rights to new novels by noted writers. The Windsor for December will contain the opening chapters of Hall Caine's latest, which is called "The Christian." The Idler announces for next year Stanley Weyman's new story, "Shrewsbury."

The title of the Christmas number of Marcus Ward's magazine will be "Under the Mistletoe." It will be ready early in November and will contain three colored pictures and other illustrations.

The first number of Hutchison's new monthly, "Lady's Realm," contains an article by the Duchess of Somerset.

The latest volume in Methuen's University Extension series is "The Greek View of Life," by G. Lowe Dickinson, and furnishes a general introduction to Greek literature.

Another volume of the "National Dictionary of Biography" is out, and brings down the list to the name Robins.

A leading theme just now is "Nansen." He has not selected a publisher yet for his own book, but will do so on his arrival here shortly to address the Royal Geographical Society. Meantime Longmans, Green & Co. have in the press a timely biographical work entitled "Fridtjof Nansen, 1861-1893." The authors, countrymen of the traveler, are Prof. W. C. Brogger and Nordahl Rolfsen, the translation of the work having been undertaken by Mr. Wm. Archer.

Some books to be out soon which will find Canadian readers are: "The Flight of the King: a Full, True, and Particular Account of the Escape of his Most Sacred Majesty King Charles II., after the Battle of Worcester," by Allan Fea, with 12 portraits, and other illustrations. (Lane); "The Black Watch, the Record of an Historic Regiment," by Archibald Forbes, announced for early publication by Cassell, who also promise a cheap edition of the celebrated war correspondent's last work, "Memories and Studies of War and Peace;" the first part of a new illustrated work, entitled "The Church of England; a History for the People," by the Very Rev. H. D. M. Spence, D.D., Dean of Gloucester. (Cassell). This work in parts should do well in Canada, where the church element is large.

William Andrews & Co. announce an illustrated volume under the title of "The Cross in Ritual, Architecture and Art," by the Rev. G. S. Tyack, B.A. It forms the first of a series of books prepared under the direction of Mr. William Andrews for churchmen. Mr. Tyack has in hand other

books for the series, and Mr. Andrews is engaged in writing one on "Church Bells in History and Legend."

Mr. Justin McCarthy has written an introduction to a book entitled "The Inner Life of the House of Commons," which is a record extracted from the writings of William White, to which is prefixed a note by his son, "Mark Rutherford." T. Fisher Unwin will publish the book shortly.

Constable & Co. are about to commence an illustrated series of volumes intended to represent English history as it has been portrayed in fiction. Among the authors whose works are to be laid under contribution will be Scott, Thackeray, Kingsley, Lytton, Leigh Hunt, Daniel Defoe, John Galt, Oliver Goldsmith, Charles Dickens and Lord Beaconsfield. The first volume will be Lytton's "Harold," which will be published in October.

Methuen will publish the volume dealing with the private and personal life of Napoleon Bonaparte, upon which Mr. Baring-Gould has for some time been engaged.

IN THE DAYS OF THE CANADA CO.

THIS fascinating work, issuing from the press of Wm. Briggs, will be the despair of the reviewer. He is sure to be embarrassed by the profusion of good things that, each seeming better than the other, he will want to quote. From end to end of Canada and across the seas we predict the book will create an interest that few sprung from Canadian soil have ever stirred into life. Principal Grant, in his introduction, refers to the "unmixed delight" afforded him in thus being allowed "to sit beside one of the cradles of our national life and hear some of the first attempts at speech of the sturdy infant," and his delight will be shared by many thousands of readers.

We cannot here attempt a review of the work, but are privileged from the advance sheets to give our readers a dainty or two plucked from the generous feast provided by the clever ladies who are giving us this really brilliant book.

Here is a sample of its humor:

"It is told how, on a hot summer day, John Langworth, one of the 'Kings,' came to the company's warehouse, 'looking as fine as a dillie.' Inside the big door, in the shed, sat John Crowley, one of the company's men. The latter were all Irish, the saying on the Colborne side being that none other need apply; equally, on the company's side, it was averred that Dunlop had vowed the Scotch should drive the Irish out of the country.

"What are you doing, John?"

"Nothin', sorr."

"Gallagher, another employe, was upstairs, also in the shade, and also idle.

"Are you there, Paddy?"

"Yes, sorr."

"And what are you doing, ye spalpeen?"

"Helpin' John Crowley, sorr."

"And where are you?"

"Above you, thank God, sorr."

The following is too good to miss, being the account of a visit by Tiger Dunlop to

the equally eccentric hero of the London district, Col. Talbot:

The first time Dunlop visited Talbot on his six hundred and fifty thousand acre grant, in the early period, over Erin—Lake of the Cat, he went the man who accompanied him back to the nearest inn, bidding him wait for his return there, proceeding up the famous elm avenue alone. But the man knew host and visitor too well to miss what might be coming; so he took the liberty of remaining in hiding. He saw the Tiger turn his coat and bonnet inside out, cut himself a huge stick, and go up the avenue to the long, rambling log dwelling which the autoocrat of the forest called home. Dunlop gave the door a terrible thump. The general factotum, Geoffrey—who, by the way, had orders to admit nobody—answered the summons quickly, for a knock was a rare occurrence. In answer to his query as to who was there, a roar came out of the darkness wherein loomed the gigantic, queerly dressed figure, "Go to the devil and shake yourself." Geoffrey flew to his master, who was in a room above the door. His report made the colonel lean out from the balcony and demand who was there, "Go to the devil and shake yourself," roared Dunlop again.

"Show him up, Geoffrey," said Talbot, quietly. "It is either Dunlop or the devil."

The whole book sparkles with the richest fun. We could quote to fill pages, and as the fountain of laughter is closely allied to that of tears, there are many passages to be found in which the note of almost tragic pathos is sounded. The following, quoted from the account of the death of grand old Tiger Dunlop, and the bringing of the remains back from Lachine for burial in the family cairn at Goderich, illustrates this phase of the book and at the same time exhibits some of the many pleasing descriptive touches, which here and there brighten its fascinating pages:

He grew so ill that Lou was sent for. She came, and his eyes followed her as she moved about the room, bewildered, and, searching. He knew something was wrong, "but ah! he did not know it was death." His words had come true, his bones had fallen, and Lou had found them out. . . .

It was autumn, the signs of Indian summer were all about, when, six weeks after Lou had reached him, the good old Tiger took his silent farewell look. And she, poor soul, the last of the remarkable three, sealed him up in a lead coffin and went on board one of the slow-going vessels of the time, to take him to that inner place reserved for him on the Galtrahd hill side. They passed villages and farm houses, bright tiled roofs of French churches, stubble fields, meadows, rustic cottages and log huts, sheep and kine feeding, and side lines striking up through the river-bordered forest in a far-away perspective, the waters dimpled and riddled with currents stronger than those of the Minnewating, carrying the drops hither and thither, grumbling and rippling, while the fringe of autumn color, like a giant iris on the banks, cut the blue of sky from the blue of water, as a ribbon border divides award from swart. But Lou saw nothing of this. Near that tightly sealed coffin she kept a constant vigil, fierce in its constancy, for she had reason to suspect that the people she left behind her, and some of the literary and scientific men on board, wanted a coat of the big, clever head which had stopped forever its thinking, thinking for the good of mankind.

It was a dreary journey, spite of the excitement of the reasons of its accomplishment. Yet the point de Venise of June's alder blossoms was never more beautiful than were the details of this snow-capped landscape. The swamp was touched by an enchanter's wand, which gave more wonderful effects than the fragile white grace that clothed it later. There was delicate tracery, spartelous as Daguerre's experiments with ferns; and through the glittering whites and opals were touches of olive and russet left by the "Autumn hand of God" upon the maples. The last night was spent in Munros Inn, on the Huron Road by the Goderich outskirts, William Clark still keeping his watch, but Lou going on to Galtrahd. A number of old friends and residents went to meet the small procession. Next morning the school children were given a holiday and they trooped out behind the sisters to Munros and again back to the brow of the Goderich cliff, where they remained to watch the train as it fled over the much-maligned Colborne bridge and up the Galtrahd hill. . . . So his friends gathered round him; and no doubt as he would have best liked it, the hands and arms of pioneers, his own friends, carried him.

FANCY GOODS AND STATIONERY DEPARTMENT.

NEW CARD GAMES.

SEVERAL new card games just put on the market by Warwick Bros. & Rutter are among the best and most attractive for a jolly home circle that could be devised. They are all finished in artistic style, and, from their nature, well suited to home use. All are in stiff cardboard boxes in bright colors. They retail cheap.

No. 1100. This is the "Game of Strange People," and the cards are backed like the usual pack, while the face of each card is a picture of some foreign type of men or women, or a group of people from strange lands. Every card is different. The pictures are very pretty. The rules are pasted in each box, and the cards are numbered with figures and letters, so that young children who cannot easily read the titles of the pictures can name the card by its letter-number. The pictures are correct representations of the various types of nationality, so that the game is quite instructive.

No. 1111. The "Game of Flags" is another striking idea. Each card is a flag of some country and is printed in the most brilliant colors. This game, from its name, will go well, and the mode of play is simple. For young people it will prove a marked attraction.

No. 1112. "Fraction Play" will take well with school children, and makes attractive a portion of arithmetic which is not in itself popular. It requires a little skill in adding, but to pupils handling the subject every day is easily acquired, and possesses the merit of imparting fun to an otherwise dry subject.

No. 1110. Is the "Game of Population" and borrows geography to make a highly interesting pastime. Each card shows a colored map of some country. The population is given in figures. The feature of the play is accuracy in giving the population of the country on the card called for. Games of this kind are approved by parents and teachers apart from their interest to youthful minds.

STATIONERY TO SELL.

A line of papeteries chosen from the most striking productions of the season by European and American manufacturers is now shown by Warwick Bros. & Rutter. They include cards and envelopes of different sizes and shades, and are put up in boxes that are very tasteful, but not calculated to scare a customer off by their expensiveness. However, the boxes are attractive, with embossed lettering that gives a fine appearance.

One line of English correspondence cards used for invitations, for answers to notes,

etc., seems particularly adapted to present trade. They have been much in demand, and are well suited for even small town trade during the social season, retailing at 50c.

PEARL AND GOLD PENHOLDERS.

For the Christmas trade Warwick Bros. & Rutter show a selection of fancy pearl and gold penholders. The handles are of exquisite taste in design and workmanship, and are shown in a style to exhibit well their qualities, being mounted in sets on a plush board. This sets them off and catches the eye. Each set of penholders comprises a varied assortment, and are a superior selection specially suited as to grade and price for the holiday season.

FINE PAPETERIES.

A new line in papeteries is just being got ready for the trade by Barber & Ellis. It is one of the most boldly original and handsomely embellished boxes now being shown, brilliant in design and coloring, and promising to sell at sight. It is called the Ceramic. Large and small sizes are shown and envelopes to match. A five-quire package will retail for 50c., and is about as attractive a line as a stationer could have.

DUPLICATE WHIST, NEW METHOD.

The national method of playing duplicate whist is a big feature in games this season. Warwick Bros. & Rutter are showing this new improvement in a famous game. The national method presents several features which adapt it better to domestic purposes. It does away with the use of boards, so that the game can more conveniently be played in the home, and as to cost, considerably diminishes the price. In fact, the game now costs no more than the board in the older game. The cards are sold in 8, 12, 16, 20 and 24 pack sets, and already a good demand has sprung up for the national method, which commends itself both to the trade and to the individual purchaser.

NEW IDEA IN MEMO. BOOKS.

The trade will "catch on" to the new series of memo. books, known as "Minerva," and shown by Warwick Bros. & Rutter. The leading feature of the line, outside the excellence of the books, is the original way in which they are shown, making, as it does, quite an attraction for the dealer's counter.

The books are in assorted sizes, and a complete set is fitted into a box, so that the whole has the appearance of a pipe organ. This presents the whole range and proves

effective in making sales. As the books are sold the sizes disposed of can be filled up at will. The books are on good bond paper, and retail all the way from 15 to 35. They are bound in smooth leather, gilt edged and ruled for accounts or not as desired. Some are indexed. The line is one of the most salable and shown in the most novel manner.

WRITING TABLETS.

It pays the dealer to keep a superior line of writing tablets, at least this is what is reported from various quarters. The fine tablets shown this season by the Barber & Ellis Co. are on superior paper, made in Canada, and for their Canadian excellence alone deserve a word of praise. But in addition they compare with those imported, and American makes do not throw them into the shade. They are shown in large and small sizes, and with many there is a tendency to use them instead of note and letter paper. Fine envelopes go with each kind, and the trade can make a good profit on the line.

NEW DIARIES AND MEMO BOOKS.

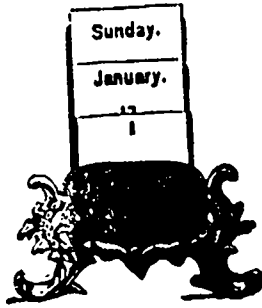
The public have become hard to satisfy in the matter of memorandum books and pocket diaries. They want something handy, of nice appearance and combining several features which daily life requires. The diary put out this season by the Copp, Clark Co. and called "The Combined Dominion Diary and Memorandum for 1897," and which did so well last year, has qualities that ought to ensure success. It comes in size for the pocket (2½ by 5½) in cloth and morocco bindings, rounded corners, and gilt edges. Its various features indicate some careful study of popular needs. Opening it out at the side labelled in gilt, "diary," you find postal information, then a complete diary for 1897 including Sundays, one week to each page. Then there is a cash account for each month, and a cash account summary. Then several pages or addresses, with the printed indicators "name, street No., city, etc." The diary is thumbed out so as to be readily got at.

Then you reverse the book, and opening it the other way you start the "memorandum" half, so that the combination is handy and effective.

The Copp, Clark Co.'s "Dominion Pocket Memorandum Book" will also please the trade. At the beginning are yearly calendars up to the year 1901, so that the book does not expire with a single year's use. Its features are addresses, notes and bills receivable, cash account, and cash summary. In size, appearance, arrangement and prices these books are up-to-date and will prove satisfactory.

PORTER, TESKEY AND CO.

Porter, Teskey & Co., of Montreal, are very strong this year in silver, celluloid and leather goods. Their increasing trade and



No. 755—Porter, Teskey & Co.

the fine set of samples with which each of their 8 travellers is equipped, testifies to the ability and experience of this enterprising firm in obtaining and placing before the trade those goods which meet their requirements. Among their most striking lines are smokers' sets, match boxes, frames, trays and jewel boxes in silver.

PHOTO HOLDERS.

A very taking novelty is the silver photo holder, No. 1480, gilt embossed, and very prettily tied at the end with ribbons.

JEWEL BOXES.

Porter, Teskey & Co. have various new designs in jewel boxes. No. 525 is a very handsome one, to retail at 75c.; another taking design is their No. 551, which retails for 50 cents.



No. 525—Porter, Teskey & Co.

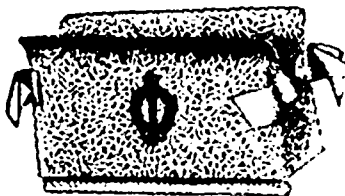
A silver lamp, No. 1406, standing twelve inches high, with brass and bronze finishings, is a very attractive ornament and retails at 90c.

A silver calendar, to retail at 50c., should be a seller.

CELLULOID NOVELTIES.

There are novelties in celluloid coming out all the time, and this line promises to be very much in demand.

Porter, Teskey & Co. have made careful selections in celluloid goods, and we would mention their letter holders, reticules, handkerchief and glove boxes, etc., to retail at from 30c. to \$1.00.



No. 1487—Porter, Teskey & Co.

PINCUSHIONS.

The new silver pincushions are particularly attractive, and retail at from 10 to 50c. We give two cuts, Nos. 1431 and 1435.

CHRISTMAS GOODS.

H. A. Nelson & Sons, of Montreal, report that holiday goods are finding a ready sale this season, notwithstanding the hard times, and no doubt the reason is that they have so many good novelties to show. Silver goods, boxes, ornaments, etc., are selling very rapidly. Fine celluloid goods are very popular.

H. A. Nelson & Sons control the sale of Carom Boards, which is one of the best games ever brought out. It is similar to Crokinole in construction, but an entirely different game. Crokinole is also selling rapidly, and customers should place their orders at once for Christmas trade. Duplicate whist is out in a very compact form this season.



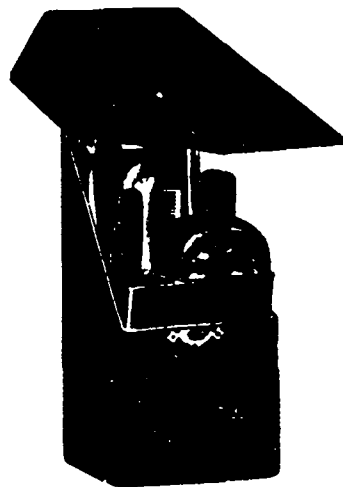
No. 1435—Porter, Teskey & Co.

We would call special attention to Paul's writing ink, put up in the new patent safety bottle; this article sells at sight. The bottle is so constructed that the ink cannot be spilt. Paul's muclage, put up in the same style, is also having a good sale. Every storekeeper should send for a sample box of three dozen.

With the football season Messrs. H. A. Nelson & Sons have put upon the market an A1 boys' football; case made of strong leather, linen lined, which prevents a Rugby ball from changing to an Association shape. This is made in No. 5 size only, in both Association and Rugby patterns.

BROWN BROS.' INKS.

Be sure and buy your stock of inks before the cold weather comes. The Brown



No. 981—Porter, Teskey & Co.

Bros., Ltd., are in a position to supply the trade with any of the first-class inks. The demand for Arnold's celebrated fluids is increasing every day, especially the copying fluid, which has no equal on the market. Stephens inks have arrived, and can be had in all sizes at the Brown Bros., Ltd.,

who have just received the largest importation they have yet had of these celebrated inks. It is not necessary to say much about Stafford's inks, as they are a standard line, but the trade are respectfully requested to look at the line of David's inks carried by the Brown Bros. Ltd. This ink is one of the oldest made in the United States, and is used very extensively at Washington, and, on account of price, could be sold by the trade to good advantage. As this is an ink notice, we had better let the trade know that Higgins' celebrated drawing inks for architects' and surveyors' use is increasing in demand at an extraordinary rate and what is called their "General" has been adopted by the public schools of Toronto, and should be used by every public school and collegiate institute in the Dominion of Canada.



No. 1406—Porter, Teskey & Co.

PENS AND INKSTANDS.

The Brown Bros., Ltd., have just opened out stocks of Gillott's, Mitchell's, Waverley, Pickwick and Perry's celebrated pens, and their stock of Esterbrook's pens is, as usual, complete. The Economic inkstand mentioned in last issue is having a very huge sale, and if the trade have not been supplied with same, they should be.



No. 511—Porter, Teskey & Co.

TISSUE PAPER IN 85 SHADES.

A full stock of colored tissue paper is now in stock at the Copp, Clark Co.'s. The trade will be interested to know that there are 24 new shades in this season. The company claim to carry the largest stock in the market, and the range includes altogether 85 different shades.

TUCK'S CARDS.

An advance shipment of Tuck's Christmas cards and calendars is reported by Warrick Bros. & Rutter, as the makers are shipping in instalments owing to the immense demand this season for these goods. The sales altogether exceed previous years. Some will be ready for delivery as early as November 1, and the trade will thus be able to show the new lines early.



No. 1431—Porter, Teskey & Co.

SEALING WAX.

Buntin, Gillies & Co. have just received from the manufacturers in Scotland a large stock of the celebrated Bee Brand sealing wax. The wax comes in different qualities in colored letter wax, and in each grade are several sizes, beside the letter wax, a good grade of parceling wax can be sold at 12c. per lb. of 8 sticks. The bottling wax (4 sticks to the pound) comes in several colors at 8c. per lb.

A SALABLE PASTE.

"Stickphast" paste, manufactured in London, Eng., is one of the best preparations in office and library paste on the market. It is transparent, will not mold or sour. Neatly packed in 6 and 12 ounce bottles (brush with each), and is guaranteed to stick. Buntin, Gillies & Co., Hamilton, carry both sizes in stock. They retail at 20 and 35c., and show good margin.

Stickphast Paste.

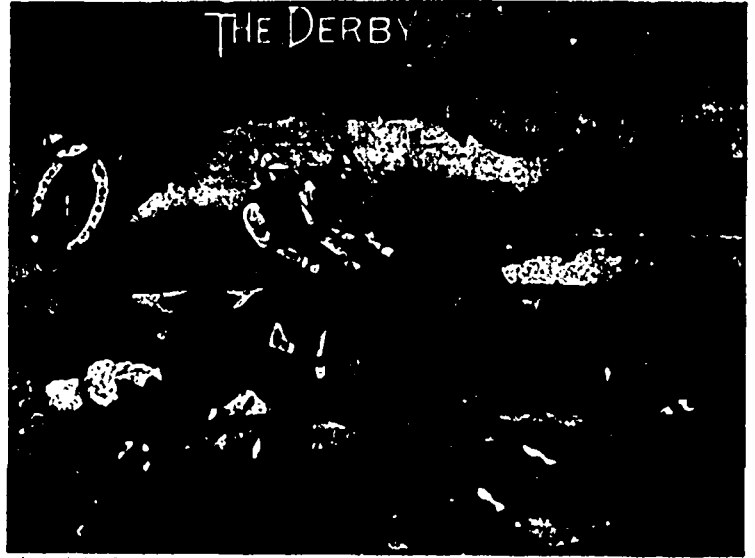
NERLICH & CO.

A walk through the large sample-rooms at Nerlich & Co.'s this week revealed some special lines worth looking over. In false faces the range includes very original designs in clowns, negroes, Indians, animals, old men, old women, etc., and offers some

majolica flower pots and pedestals, glazed in beautiful tints, especially in reds. In jardinières, a special line in dark blue and gold to retail at \$1 is very attractive.

Nerlich & Co. report also that they have just received another shipment of kid dolls. These are scarce articles, but the range includes lines to retail from 25c. to \$5. The

will take. It is of strong white wire, and does several things. Firstly, it keeps the book open. It is very useful for music books, which can easily be kept firm when on the piano rack. It may be adjusted either at the side of the page, thus serving as a bookmark, or at the top of the two leaves to keep them firm and open. Papers may be



No. 519—Nerlich & Co., 50c. Game, 11x14-in.

long curls and closing eyes are features in kid dolls this season.

In dressed dolls it does one good to look at the samples. The faces are pretty, the dresses tasteful to the smallest detail. The range is strong in leaders at popular prices—25 and 50c.

Dealers who want some soldier, fishermen, firemen, etc., suits, will find them full in stock. The Queen's Own and Grenada

are tied together with it also. In all cases it is readily adjusted. The retail price is 10c., and the Copp, Clark Co. expect a good demand for them.

WASTE PAPER BASKETS.

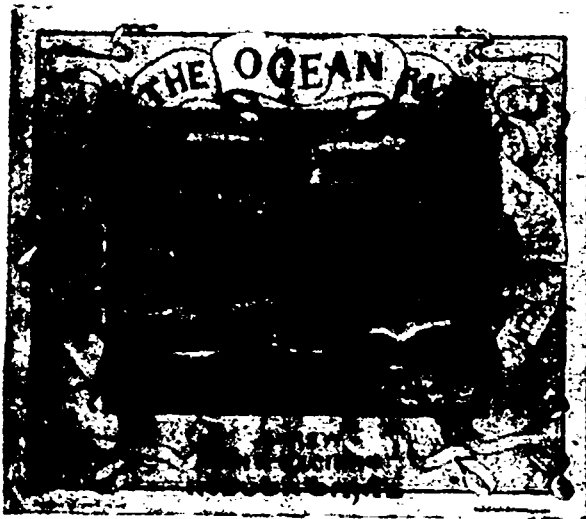
An attractive range of waste paper baskets was observed this week at the Copp, Clark Co's. It is no longer an absolute rule to have a hideous looking basket for the business office now-a-days, a cross between a clothes basket and a coal box. Offices are nicely fitted up now, and the new wicker baskets, with their artistic designs, are what will take. They are of all sizes, and useful for office, parlor, library, schoolroom, etc. They retail from 25c. to \$1.

A NOVELTY IN TISSUE.

The Chromatic tissue, lately put on the market by Buntin, Gillies & Co., Hamilton, is having a large sale. The paper is of the well-known Dancing Girl Brand, but the edges are tinted; this gives an infinite variety of contrasts in color, aiding the makers of fancy decorative articles to a remarkable degree.

LAPHAM'S FOUNTAIN PEN.

Time is a good test for the qualities of a fountain pen. For over ten years the Copp, Clark Co. have been handling Lapham's fountain pen, and the trade have always expressed satisfaction with it during that period



No. 364—Nerlich & Co., 75c. Game, 10x14-in.

seasonable lines to increase the amusement at young people's Christmas parties.

Fancy ornaments are shown in great abundance quite a feature this season are

diet uniforms are, as usual, taking well.

A TAKING NOVELTY.

A new music or other bookholder just out

and find that customers are invariably pleased. It is a better pen than those offered at departmental stores because it can be relied upon. A great advantage is that if the pen does not work well, or, after some time in use, gets out of repair by accident, the company can repair it. Every pen is guaranteed, so that there is no risk in buying one. A cheap fountain pen which can't be depended on is infinitely inferior.

A MARITIME STATIONER.

The Toronto World's correspondent, who has been visiting North Sydney, C.B., says: Mr. A. K. Forbes, J.P., has the principal book store and a very neat and complete job printing office in connection, where printing in all forms and styles of types is promptly and artistically executed. Mr. Forbes buys his stationery direct from Toronto and is agent throughout Cape Breton for envelopes and paper of the well-known firm of Barber, Ellis & Co. He also represents leading piano and organ manufacturers and supplies all kinds of musical instruments. He is ably assisted in his business by his sons, and with his entertaining wife and family occupies a nice and comfortable residence on the main street along the waterfront, directly facing a picturesque arm of the sea, which runs up into Salmon River. I may just here add that Mr. Forbes is not only possessed of unlimited information, but is always ready and willing to impart it as well, and visitors to North Sydney desiring to be posted will find him courteous and obliging in every way.

HIS REPRESENTATIVE IN CANADA.

Mr. Hunter, representing Alex. Pirie & Sons, Ltd., paper manufacturers, Aberdeen, Scotland, has just completed his half-yearly journey to Canada in the interests of his house, and states that they have been very busy at their home mills, their last year's output being by far the largest in the history of the firm, and all high-grade papers. Mr. Hunter's headquarters is in New York, and he states that business of every description throughout the States is very poor. He has found business in Canada good, his sales being ahead of former trips. He says Canadians are complaining a little about dull trade, but they had little to complain of compared with the States during the past three years, and business will not mend there until the money question is put upon a solid gold standard same as we have in Canada and other European countries.

The sales of their new lines of fancy note papers lately put upon the market are rapidly increasing. These are: Pure Alabaster, Pentelic, Antient Scottish, Old English and Old Irish vellums, Claudian, Augustan, Liviana and Qu'Appelle; also

their new paper for ledgers and general correspondence, which is watermarked "Official, 100 A1." This paper is made from the very best new cuttings and is remarkably strong, with a very pleasant writing surface and specially made for bankers and high-class commercial purposes. This firm are always adding new papers to meet the wants of the high-class trade both for notepapers and for general commercial and mercantile stationery. They make nothing but the highest grades of papers, hence their world-wide connection and reputation.

THE LAUGHING CAMERA.

Just as we go to press, this late novelty appears in the market. It is capital. Looking through it the eyes behold short, squat figures of people where tall ones are expected. By refraction of the light objects are elongated or shortened, according to the end you look through. The result is human monstrosities, which create shouts of laughter. It is the most mirth-provoking little novelty out for a long time. It is a pocket article, retails at 25c., at which price there is a handsome profit to the retail dealer. Nerlich & Co. have sold quantities at one or two points, and the laughing camera is going to take.

A WORD FOR BOOK-BUYING.

London, Ont., Daily News.

COMPLAINT is made by THE BOOKSELLER AND STATIONER, of Toronto, that the falling off in the purchase of the better class of books which has been noticeable in recent years is interfering materially with the success of the business of book-selling in this country. It is urged that the establishment of free libraries has had the effect of educating the book-buying public to borrow their books from libraries instead of purchasing them for themselves, as they used to do in the good old days.

The explanation of the falling off is probably the true one, but it is not the explanation so much as the fact itself that is deplorable. It is all very well to borrow books from the public libraries, but borrowing is never the same as ownership. It should be the ambition of every man to have a little library of his own, not necessarily a bulky affair where books of "all sorts of soul, all sorts of age and all sorts of face" are kept, but a modest collection of his favorite authors and poets, the books dear to his heart, which have been his companions through many quiet hours when the fire is crackling cheerfully in the grate and the smoke wreaths rise from the peaceful pipe.

There is something else to read in the world than newspapers and magazines, although both are good as far as they go. The

newspaper is the epitomized history of the day in which we live, and the magazine is almost anything, but both magazine and newspaper are ephemeral in character. They are read to day and tossed aside and forgotten to-morrow. They contain many beautiful word pictures, many exquisite poems. Much of what appears in both magazines and newspapers now-a-days is genuine literature, and the more we have of it the better. But it is not prepared in permanent form, and at the best can hope for no better fate than a corner in an occasional scrap-book.

With books, however, it is different. A house without books is like a home without a baby or a flower garden. It lacks one of the refining influences of life. Everyone who can afford it should have at least a small library. It is an ambition that is not at all impossible to realize. The improvements in making paper, in illustrating, in printing machinery and in methods of binding, have so cheapened the cost of books of late years that it is a comparatively easy matter now-a-days for people of modest means to acquire a very respectable library at small cost.

NEW MUSIC.

MARCH RENDEZVOUS. For piano. By Otto Henneberg. Whaley, Royce & Co., Toronto. 40 cents.

A very bright march in F. Made up of four good melodies, easy yet effective. It is a really interesting number.

MY LOVE AND I. Waltz, by F. J. Hatton. Whaley, Royce & Co., Toronto. 60 cents.

This is an imposing collection of waltzes, written in varied moods, which form a number of considerable length and much interest, too.

YOUTHFUL FANCIES. Whaley, Royce & Co., Toronto. 25 cents.

A most charming little album containing ten pieces by various composers. The numbers are edited specially with a view to supplying the needs of young players, and are carefully fingered throughout. This is the first of a series of three, and well deserves the attention of the trade.

FISCHERLEID. Valse Hongaricaine. By Siska Hammond. Whaley, Royce & Co., Toronto. 25 cents.

A characteristic waltz, consisting of an elaboration of several Hungarian melodies and folk songs. It is certainly a very pleasing suite, possessing more than ordinary merit.

TROQUAIS MARCH. By Vincenzo Gilfonia. Whaley, Royce & Co., Toronto. 40 cents.

This is a most inspiring and fascinating two-step, which gives evidence of the composer's knowledge of what is required for dance music. It cannot help becoming popular.

WALL PAPER AND DECORATIONS.

LATE IDEAS.

FROM THE PAINTER AND DECORATOR.

A DIRTY wall paper is always untidy looking, besides being very unwholesome, and the following recipe for cleansing has recently been given:— Mix four pounds of common wheat flour with two pints of cold water. Knead this into a stiff dough, and form it into two or three balls. Wipe the paper all over with it, and as the dough becomes dirty, work the soiled parts into the middle and the clean parts outside. This quantity will be found sufficient to clean a very large room. Begin at the top of the paper and work downward till all is cleaned.

Old rose is one of the most popular colors of the present day. Nearly every fine fabric is shown in one or more shades of it, and even in the cheap grades of goods it is often to be found. Empire green is another color that is being much sought after. With the exception of decorations after the oriental style, there is a notable tendency towards self-toned and two-toned effects, a multiplicity of tones and colors employed together that ten years or so ago were regarded as necessary in order to obtain

striking and rich effects, are now rarely used. And yet, as a matter of fact, there is more harmony of combination to be gotten out of these new dainty shades than was the case with the old-fashioned, crude, staring blues, reds, greens, etc.

A NEW FACTORY.

Watson, Foster & Co. are in the midst of their big move. Several double team loads of machinery have already been sent from the old factory to the new, besides which two large shipments of new machinery from the United States were received last week and more is on the way. The old factory is still running with the machines that have not yet been disturbed. The firm inform us, says The Painter and Decorator, that they expect to have their new factory in full swing in November, and that there will be no delay in the delivery of goods on account of the move. The capacity of the new factory will be so much greater than the old that any lost time can be easily made up. Besides which, they have already manufactured nearly half a million rolls more than at this time last year.

A number of excellent wall paper designs

were secured by Mr. T. A. Staunton and his brother on their recent visit to New York, and several other designs specially drawn for them have been added since their return home. A large staff of print cutters are now at work preparing the rollers, and in due time the patterns will be sampled and will appear in M. Staunton & Co's next new line. Their travelers are still on the road, and continue to send in good big orders.

The CANADA BOOKSELLER AND STATIONER'S attention has been drawn by M. Staunton & Co. to the growing popularity of wall paper of Canadian manufacture, as evidenced by the continued decrease in imports of foreign goods. For the year ending June 30th, 1896, the total imports were only \$120,000, a decrease of \$19,000 from the value of imports as given in our issue of January last for the previous year. The amount of wall paper imported decreases yearly; five years ago the value was \$188,662. M. Staunton & Co. appear satisfied with the increase of business coming their way.

Colin McArthur & Co. report an exceedingly busy time just now. Many of the travelers are in and have booked rather more orders than usual.

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Our '97 Line is a Good One.

TASTEFULLY Coloured
EXCELLENTLY Designed
CORRECTLY Priced

Our Salesmen are Now on the Road. If they do not reach you by the time you are ready to place order, drop us a line and we will arrange to have samples shown you.

SAMPLES ON APPLICATION.

M. STAUNTON & CO. WALL PAPER
MANUFACTURERS

950 YONGE STREET

... TORONTO

Artistic Paperhangings

TO THE TRADE

WALL PAPERS

Examine our popular samples before placing orders.

DECORATIVE DESIGNS

in great variety by the leading designers of New York. The

COLOR EFFECTS

shown are studies in House Decoration, and result in

QUICK SALES and general satisfaction.

SAMPLES SENT TO THE TRADE.

ANAGLYPTA---Agents for Canada

COLIN McARTHUR & CO.

1030 NOTRE DAME STREET MONTREAL



THE NEW NEGRO POET.

THE literary discovery of the month—if he may so be called—is the young negro poet, Paul Laurence Dunbar, who has in press with Messrs. Dodd, Mead & Co. a volume of poems entitled "Lyrics of Lowly Life." Mr. Dunbar is one of nature's surprises. He is only 23 years of age, and comes of very humble parentage. His father was a slave in Kentucky before the war, and escaped by the "underground railway" to Ohio, where he met the young poet's mother, who was an emancipated slave. Young Dunbar went to the public school for a time, but after the death of his father—which occurred while he was still a young boy—he gave up school and worked in the public buildings of Dayton to help support his mother. For some time past he has been in charge of an elevator, and engaging his leisure moments in experiments in verse. After knocking in vain at the doors of various editorial offices, he brought out, with the pecuniary assistance of a friend, a little volume of poems entitled "Majors and Minors." This attracted considerable attention. Mr. James Lane Allen became interested in him, and that ever-faithful friend of struggling authors, Mr. W. D. Howells, noticed him kindly in the columns of Harper's Weekly. This brought the young poet to the attention of Major Pond, who has now made arrangements with him for a course of readings. The volume "Lyrics of Lowly Life," to be ready in October, will contain all the verses in Mr. Dunbar's privately-published volume, "Majors and Minors," and many additional poems. His verses are remarkably fresh and natural, at times Wordsworthian in simplicity, and are likely to win the favor of a large public.—Book News.

GILBERT PARKER.

Mr. Gilbert Parker, says a London correspondent, has been sunning himself at Westgate-on-Sea, that quiet resort dear alike to authors, artists and actors, but starts for New York very shortly, carrying plenty of good wishes with him. His Canadian novel, "The Seats of the Mighty," is going well, both at the libraries and over the counter. In fact, it heads the list of novels sold during the last month. Sir Walter Besant is holiday-making near Whitley, and Mr. S. R. Crockett is still hidden away in the Netherlands, busy with "Lochinvar."

TO MAKE COPYING INK.

A writer in a recent French scientific paper gives the following formula for manufacturing copying ink, by means of which a number of copies can be obtained without the aid of a copying press: Logwood ex-

tract, twenty-eight grammes; soda crystals, three and one-half grammes; chromate of lead (neutral), one gramme; gum acacia, three and one-half grammes; glycerine, twenty-eight grammes, and a sufficient quantity of distilled water. The logwood extract, in the powdered form, is to be put into a porcelain vessel with the soda; then add two hundred and thirty grammes (one thousand grammes equals one kilogramme) of water, and boil until the extract is dissolved and the solution has a reddish tint. Then take off the fire, add the glycerine, then the chromate and the gum, which must be dissolved in a little water.

PARIS NOTE-PAPER NOVELTIES.

"INSTANTANEOUS PARIS" is a novelty especially pleasing to the mind of the patriotic inhabitants of the gay city. The box containing note paper, each sheet of which has a lithographic print of Parisian life, must have made the fortune of the originator, but it is already superseded by colored printed note with typical illustrations of street scenes, from the *prettily dressed girl in a pompadour skirt*, down to the hungry beggar who enviously regards the rich display in the shop windows. The gentlemen's specialty is "A bird's-eye view of Paris," with corner design placed across, of now and then an offensive style. The background of the picture is of a very loud color thrown down in patches, as if by accident, and may represent clouds or whatever else one may fancy. Cloudy paper of a darkish grey is altogether "en vogue" and also often seen on "menus." As to the latter, makers are almost at their wits end to find something new. Their genius has produced so much in this direction that it is particularly difficult to improve upon previous achievements, but the French insist upon novelties, as they get easily tired of old styles, like floral patterns, landscapes, birds or animals. The only thing still appreciated by the Parisian is the humoristic genre, and in this respect the most peppery subjects are especially in favor for gentlemen's banquets. "Balletteuses" well nigh without any dress at all, performing impossible dances with champagne bottles and excelling in attitudes of very questionable taste, such designs play the first role. Long and narrow cards of coarse yellowish paper are likewise "comme il faut." They show, for example, three smart maid cooks, each holding a corner of a large brilliantly glazed white table cloth, plain or in damask, upon which the menu is printed. Frequently the linen cloth seems to come just from the laundry, in which case a kitchen maid is seen rolling, whilst a number of other girls are smoothing it.—Stationer, Printer and Fancy Trades Register.

NOTES.

A MOST attractive series of little volumes have been issued by Macmillan & Co., New York. They contain Tennyson's poetical works in neat binding. The Copp, Clark Co., Toronto, are agents for Canada.

Mr. T. Lamont, stationer, and Mr. R. Martin, chemist, Regina, have united as a limited liability company, with Mr. D. J. Young, journalist, of Calgary, to represent them in the west, where he will open a branch at Kaslo, in the Kootenay.

Mr. Albert E. Winship, of Boston, editor of The Journal of Education, president of the American Institute of Instruction, has been in Montreal arranging to have that body hold its next annual meeting there on July 5, 6 and 7, 1897. He has been assured of a hearty reception from the educational bodies.

IT HITS HOME.

The Boston correspondent of The New York Bookseller and Newsdealer quotes our article in last issue on the disregard of Canadian interests in the copyright law, and says: "I take the following from THE CANADA BOOKSELLER AND STATIONER, as it well sets forth the feeling that underlies all copyright discussions in Canada. This feeling is likely, unless some satisfactory *modus vivendi* can be hit upon, to seriously complicate our own endeavors to secure just copyright legislation when the matter comes up again in Congress."

THE BOOKSELLER'S COMPETITORS

In a speech at Ottawa Hon. Geo. W. Ross gave some comparative statistics of the circulating libraries of Ontario. There were, he said, 301 libraries. Four years ago they issued 931,000 volumes; last year 1,687,000. Four years ago there were 57,000 readers; last year, 100,000. Of the 1,687,000 volumes issued last year 810,946 were fiction, or 48 per cent. In the United States the percentage was between 65 per cent. and 70 per cent., in Edinburgh 42 per cent., in Glasgow 14 per cent., in Leeds 55 per cent., and in other cities of England 60 per cent. It was a bad thing for Ontario to have so large a percentage of our total fiction. We could not make strong men and women on that diluted kind of food. He believed a certain amount of good fiction was good reading, but he was glad to know that the percentage of fiction, though large now, was 8 per cent. smaller than it was four years ago. The number of other volumes issued last year were: Science, 80,000; biography, 43,000; voyages and travels, 104,000; literature, 141,000; religious literature, 32,000; poetry, 18,000; tales and essays, 352,000, and works of reference 48,000.

WATSON, FOSTER & CO.'S

NEW line of

Wall Papers

Is now complete.

... COMPRISING ...

the largest collection of **new** and
stylish designs ever offered
in Canada.

ART COLORINGS

by three of the best colorists
known to the trade

OUR PATTERNS have the reputation among the trade of
being the quickest sellers. The **new samples** surpass
all previous efforts in **design, coloring** and **finish**.

SEE THEM BEFORE YOU BUY

OFFICE AND WORKS:

86 to 94 Grey Nun St. - - Montreal

TRAVELLERS NOW ON THE ROAD

DEPARTMENT STORE COMPETITION

THE National Newsdealers' and Booksellers' Association, which met in Boston, Oct. 7, adopted the following resolution regarding competition:

Whereas, Owing to the policy of the large department stores in making a leader of some popular book or magazine, generally selling the same for a price less than regular dealers can purchase at wholesale, and

Whereas, It being our experience during the past year that many old-established and reliable dealers have been forced to make assignments, owing to this unfair competition, and

Whereas, The alliance of publishers and dealers in Germany, which protects the regular dealer for a period of one year from date of first issue of new books, has proven successful in stopping all unfair competition; therefore be it

Resolved, That this national association, in convention assembled, does hereby call upon all publishers to join with this association in an effort to maintain prices; and be it further

Resolved, That we call upon the following publishers, viz., Messrs. Harper Brothers, D. Appleton & Co., Scribner & Co., Houghton, Mifflin & Co. and Lippincotts, to take the initiative in organizing a union for our mutual protection.

Commenting on these resolutions, The American Stationer says they "will amount to nothing if their principle is not persistently urged on those whose co-operation is essential to carrying out their purpose. We think that publishing houses could sell a greater number of their publications were they to unite to prevent the department stores from cutting into the business of those whose sole interest lies in the sale of printed matter. There is undoubtedly a large proportion of buyers who take advantage of the cut prices at which books and the like are offered at the general stores; but there is a much larger number of people who do not visit such stores, and who would make purchases if books were offered to them by the retail booksellers and newsdealers at prices low enough to be attractive. Perhaps it would be well for those who are engaged in the retail trade to form a syndicate to buy from publishers at as low a rate as the dry goods establishments, and then enter into competition with the latter."

CANADIAN HISTORY.

"The Jesuit Relations and Allied Documents," recording the travels and explorations of the French Jesuit missionaries among the Indians of Canada and the northern and northwestern states of the

United States, is an issue by Burrows Bros. Co., who are justly proud of their achievement, since the volume will be an exact reprint of rare French, Latin and Italian originals, manuscript and printed, accompanied by translations. The work is being done under the editorial supervision of Reuben Goldthwaites, secretary of the State Historical Society of Wisconsin.

MR. ADAM'S NEW POSITION.

George Mercer Adam has succeeded Dr. E. C. Towne as editor of *Self-Culture*, published by the Werner Company, of Chicago. Mr. Adam, who is well known to the book trade through his connection with John W. Lovell, the United States Book Company, and the Macmillan Company, has for many years been identified with numerous literary undertakings in the United States and Canada. He founded, with Prof. Goldwin Smith, in 1879, *The Canadian Monthly*, and was its editor for five years. In 1880


he became editor of *The Canada Educational Monthly*, established by himself some time before. He is an extensive author, having written or edited over thirty volumes in history, biography, education, belles-lettres and fiction, besides contributing much to American and English cyclopedias, histories, and works of a biographical, topographical, and descriptive character. — *Publishers' Weekly*.

The Oxford University Press begin the publication soon of a new Historical Atlas of Modern Europe in parts, which will be issued periodically at a popular price. This atlas will consist of ninety colored maps, on paper 15 by 12 inches, and each map will be accompanied by a page of descriptive and historical letter-press. Mr. R. L. Poole, M. A., is the general editor, and he has had the assistance of Professors Bury, York Powell, Prothero and Tout, Messrs. R. Dunlop, F. Haverfield, C. Oman, G. H. Orpen, W. H. Stevenson, and other scholars.

PORTER, TESKEY & CO.

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NEW BOOKS REVIEWED.

BLACK DIAMONDS.—By Maurus Jokai. Bell's Colonial Edition; paper. The Copp, Clark Co., Ltd. This Hungarian novelist has become quite popular with English readers. The present story is full of social and financial intrigues at Vienna, and run wrought by flooded coal mines. How these mines are freed from the water, fortunes restored, and lovers united is all well told with much wealth of incident. It is an exciting tale.

A KNIGHT OF THE NETS.—By Amelia E. Barr. Wm Briggs, Toronto, cloth. —. Altogether one of the most charming Scotch stories that has appeared for some time. The writer has given us some attractive pictures of Eife men and women before. The fisher folk are skilfully delineated. Sophy jilts her true lover, Andrew, and marries above her station with the master of Braclands. Her mother-in-law makes her life miserable, destroys confidence between husband and wife, and Sophy flees from her home to die. Interwoven with her sad fate are the loves of others and the tale is, on the whole, refreshing, vigorous and satisfactory.

AIR CASTLE DON, OR FROM DREAMLAND TO HARDEAN.—By B. Freeman Ashley. Cloth, \$1, gilt top, artistic binding. Lard & Lee, Chicago. One of the "Young America" series, a healthy and interesting book for lads, and likely to please grown-up people as well.

GORDON IN CHINA.—By A. Egmont Hake. Bell's Colonial Edition, paper. The Copp, Clark Co., Ltd. Two current events revive popular interest in "Chinese Gor-

don—the advance of the British up the Nile toward Khartoum, where this hero was murdered by the Arabs, and the recent visit of Li Hung Chang. Gordon's career, besides, has a romantic interest, which is perennial. This book is a full narrative of his strange and active life and a sympathetic view of his courageous character.

FOUR WOMEN IN THE CASE.—By Annie Thomas. Bell's Colonial Edition; cloth. The Copp, Clark Co., Ltd. A lively and pleasing story of a fine young English-woman, Jenny, who comes to London from the country to stay with poor but fashionable relations. She meets her fate, not knowing he is already married. Through trying circumstances she bears herself well, and eventually she is united to the man of her choice.

AT THE GATE OF THE FOLD.—By J. S. Fletcher. Macmillan's Edition; cloth. The Copp, Clark Co. An English country tale of a fine lass who has to choose between the miller and the gamekeeper. Her selection of the latter inflames the other with the passions of rage and envy. He is arrested and tried for a murderous assault on the keeper, but his innocence is proved, and the curtain falls on an idyllic love story.

THE GIPSY'S PROPHECY.—By Mrs. Southworth. Paper. M. J. Ivers & Co., New York. One of this fertile writer's many sensational novels. The scene is laid in England, a man is tried for a murder he doesn't commit, and the real criminal is exposed by a woman who walks in her sleep. The incidents are all exciting, and

it is a book one reads into the early hours of the morning.

THE RAINPROOF INVENTION.—By Emily Weaver. Cloth, illustrated. The Congregational Publishing Society, Boston and Chicago. The invention is a patent for water-proofing cloth, and its owner and her daughter are characters whose faults furnish plenty of incident and instruction. The book is wholesome and readable.

HIS BROTHER'S KEEPER.—By Charles M. Sheldon. Cloth; illustrated. Congregational Publishing Society, Boston and Chicago. A mine owner realizes his duties to his employes, works in the interest of common brotherhood and finally marries a Salvation Army lass. The tone is religious, the story full of the struggles of labor and capital.

WALTER GIBBS, THE YOUNG BOSS.—By E. W. Thomson. Cloth; illustrated. Wm. Briggs. We have read Mr. Thomson's new story with great pleasure, and it is certain to be popular amongst his Canadian fellow-countrymen. The story is based on the trying situation faced by a young Canadian lad, whose father, a contractor, is taken ill and unable to fulfil a contract he has undertaken. The youth has practical knowledge and gets backing. He resolves to carry out the contract and save his father from ruin. Innumerable obstacles are met with, but self-reliance, pluck and integrity conquer them all. There are several short stories in the volume beside "The Young Boss," all in Mr. Thomson's happy style.

AROUND THE CAMP FIRE.—By Charles G. D. Roberts, M.A., F. R. S. C. Cloth; illustrated. Wm. Briggs. Prof. Roberts is chiefly known to Canada as a poet. This book shows he can write lively entertaining

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adventure stories. There is not a dull page in it. The yarns are specially good when they deal, as they nearly all do, with the personal danger of a single individual from some wild animal. The book can be commended for thoroughly natural, vivid, and credible adventure tales.

DENONCED, A ROMANCE.—By John Bloundelle-Burton; paper, 50c. The Copp, Clark Co. This is a story of the Stuart Rising known as "The Forty-five," or rather founded on events which followed the battle of Culloden in 1746. We get glimpses of the Young Pretender, of Jacobite refugees, of the intrigues of courts, and, when the scene is transferred to Paris, a vivid page from the awful history of the Bastille. It is more a story of people connected with notable events than of the events themselves, and a thrilling narrative it is. Both men and women readers will like "Denounced"—the title implying the betrayal to the Government of Jacobite rebels after Culloden, by one of their own ranks.

THE IDOL-MAKER.—By Adeline Sergeant; paper, 50c. Toronto News Co. One of the very best of this lady's popular novels. Stephen Lydiatt's ward, during his absence in India, takes up her abode with her step-grandmother, whom Lydiatt believes to be elderly, mercenary and frivolous, and to

have done his ward out of the family property. Upon this misconception an attractive story of English middle-class society is based. Lydiatt finds himself mistaken in every particular. The step-grandmother is a charming young widow, who is only holding the property till Nora, the ward, is of age. Lydiatt and the widow hate one another, with the usual result, marriage. The Idol Maker is a rich old vulgarian, who makes idols for the heathen. He furnishes the fun. The dialogues are witty and clever. It is, on the whole, the best novel of the month.

FOR BEREAVED ONES AT CHRISTMAS.

A very neat little book, entitled "Gems of Hope," compiled by Miss Fanny Bate, has just been issued by William Briggs in white vellum, gilt edges and enclosed in box, selling at a dollar. A cheaper edition, in maroon cloth, plain edges, sells at 75 cents. It is intended for those who have suffered bereavement, and makes a very acceptable gift book.

A ROAD RACE.

The first annual handicap road race of Warwick Bros. & Rutter, was held on Saturday, Oct. 10. The following conducted the race: Official starter and timer, A. F. Rutter; judges, G. R. Austin, C. E. Warwick, E. J. Hathaway; judges at turn, W.

Mowat, W. Worthy; committee, W. J. Gill, E. Rugg, W. Chambers, H. Britton, R. J. Plaskett. The race was on the Kingston road, and resulted as follows: Time, R. Leech 1, A. G. Silverthorn 2, 1st prize, J. Ragen 1, H. Ruben 2, S. Hess 3, G. Cleave 4, J. Jeffs 5, E. Rugg . . . C. Connors 7, J. Mannel, 8. At the conclusion the prizes were presented by Mr. A. F. Rutter.

THE EFFECT OF SUCCESS.

Bavius (who has at last achieved quite a decent literary position). "Do you know, I used to assert that the mere fact of a book's reaching a sale of 50,000 copies was enough, of itself, to stamp it as being an utterly vile and worthless production. Somehow I no longer feel quite so convinced upon that point!

Mævius (who has at last produced a dramatic work which has already run a fortnight, and is even running still): "Perhaps you're right. Anyhow, I myself am no longer of opinion that a man is necessarily a genius just because he has written a play that was hissed off the stage the first night. —London Punch.

Mr. Patterson, secretary of the Dominion History Committee, says that the work is progressing rapidly, and the new history will be given to the publishers in the near future. As yet the publisher has not been chosen.

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BOOKS AND PERIODICALS.

VICTORIA'S REIGN IN VERSE.

MR. J. CREIGHTON has undertaken a somewhat unique publication—a complete history in verse of the reign of Queen Victoria to 1887. It is founded on McCarthy's well-known "History of Our Own Times" and will consist of 1,437 stanzas of four lines each. The title is "Alexandrina." It is the only Canadian or English epic poem on Victoria's reign. It brings in also a large portion of important Canadian history under the British North America Act and other matters particularly interesting to Canadians. Mr. Creighton's address is 28 Toronto street, Toronto, and the trade may get particulars from him of this unique publication. The price of the volume in half morocco, gilt edges, will be \$3. A couple of stanzas from the dedication to the Queen may be quoted :

The orb of day doth always shine
On the lands which own thy sway,
On every country, every clime,
It goes not down from day to day

But every turning of the day
Doth reveal some new domain
On which the British flag doth play
With sportive breeze upon the fan

From far-off Africa's burning sand
To Parry's distant frozen Cape,
From every country, every land,
Come tokens for thy virtue's sake

WHO HAS A COPY?

A reader of THE BOOKSELLER AND STATIONER has an order for a copy of the "Life of Edwards, the Scottish Naturalist." Any subscriber having a copy in stock, please write, stating price, to Montreal editor, THE BOOKSELLER AND STATIONER, Board of Trade building, Montreal.

A JOB LINE.

The dealer often finds a few very cheap books handy as a bait. They bring a customer in, and that is always a good thing. The other day this journal happened to notice in stock at the Toronto News Co.'s quite a number of Franklyn Square Library editions. These were great favorites on the market some years ago and comprise novels, books of travel, history, etc., but chiefly novels from the best pens of the day in England, including standard names in Harpers' list of British writers. The books are in first-class condition, and a selection of twenty or thirty novels would make a tempting cheap table. They are being jobbed at a low rate.

THE SONGS OF BURNS.

One of the finest books now being put on the market is a handsome volume of the "Songs of Burns," by John Kenyon Lees,

giving the music and the words of the poet's best known songs. The book, however, is something more than one of music. There are numerous illustrations, full page and smaller, of the historic scenes connected with Burns, and many pages devoted to reading matter concerning the life and work of the poet. It is essentially a book for the home and there are many Scotch families in Canada. As a present it is taking, and the price is likely to be under five dollars. It is artistically bound, and the paper, type, etc., is of a standard high enough to induce the preparation of an edition du luxe, which latter, however, will not be seen in this market. It is published by a well-known Glasgow house, and the Toronto News Co. are the agents for Canada. A dealer with a few well-to-do Scotch families in his neighborhood could safely handle it.

50 GEMS OF SCOTCH SONGS.

The 2nd series of the well-known "Fifty Gems of Scotch Songs" which has been out of print for some time, and is one of the best selling 50-cent books of music is again in the market, in a new edition. The Toronto News Co. have a supply. The trade who have been asking for this book will note its arrival.

THREE OF HENTY'S LATEST.

From the Copp, Clark Co., Ltd., come three of the handsomely bound historical and adventure tales by G. A. Henty, who has completely distanced all other contemporary writers in this line. The publishers report a large steady sale for these books in Canada, where they are copyrighted, and the cheap American edition cannot come in. They are always a safe investment for the Christmas trade. There are now 20 titles in the Henty books to select from. The three new ones are: "On the Irrawaddy; a Story of the First Burmese War" (\$1.50); "At Agincourt; a Tale of the White Hoods of Paris" (\$1.75); "With Cochrane the Dauntless, a Tale of the Exploits of Lord Cochrane the Dauntless in South American Waters" (\$1.75). Paterfamilias likes buying Henty's books for the young folks because he can read them himself. The new volumes, like their predecessors are most beautifully bound, that of "At Agincourt," being especially fine.

EMPIRE PAPERS.

The Rolland Paper Co. have lately put on the market a linen paper called Empire Bound. It is especially for lithographers and printers. Many of the lithographers who have used the Empire Bound, prefer it

to the imported American make. Though business in the paper line has been dull in the past few months the demand is once more on the increase.

THREE BOOKS IN PRESS.

The Fleming H. Revell Co. have three books in the press: the copyright editions of Stalker's "Life of Christ" and "Life of St. Paul," and Ian Maclaren's "Kate Carnegie."

THE CHRISTMAS PAPERS.

Orders are coming in well to the Toronto News Co. for the Christmas papers. So far as the advance hints concerning their literary and artistic features are procurable the papers will be exceptionally good this year.

To the list this year is added Marcus Ward's Christmas number, the company having been appointed agents for Canada. This number, from the several pictures shown THE BOOKSELLER AND STATIONER, should prove a good seller. It retails at 25c., and though the literary part is a smaller sized page than the others, its attraction to the reader is not less. One brilliant picture of a lady bicyclist is bright and up-to-date. The chairman of Marcus Ward & Co. has just been in Canada and has given the agency to the Toronto News Co.

THE ANNUALS ABOUT READY.

The bindery at Warwick Bros. & Rutter is now busy getting ready the Annuals, in which a good many orders have been placed. The new arrangement to regulate the selling price so as to protect the small dealer is now working for the first time, and is reported thus far to be quite satisfactory. It is certainly very fair to the town and country trade, and their sales should be augmented by it. The Annuals will be ready about Nov. 1st.

THE FRENCH CANADIANS.

"The Growth of the French Canadian Race in America," is the subject of a monograph by Professor John Davidson, of the University of New Brunswick, recently published by the American Academy of Political and Social Science. The issue is No. 180 of this well-known Philadelphia series of scientific and historical pamphlets; pp. 24. 8vo., paper, 25c.

NEW BOOK BY GOLDWIN SMITH.

Professor Goldwin Smith will shortly issue through the Macmillan Co., New York, two volumes: one, a volume of essays on the religious problems of the age, and the other, "A Political History of England." If his "Political History of England" equals in point of brilliancy and accuracy and sin-

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serity of criticism his "Political History of the United States." English literature will have secured a new masterpiece.

MUSIC BOOKS IN DEMAND.

There has been quite a trade this past month in music books, and the list of the Toronto News Co. has proved quite attractive. They have had to reprint three or four of the issues owing to the demand, and besides, every one in the list has done well. The trade find that there is a good profit at present prices in these popular books.

A LEADING SERIAL.

Dr. S. Weir Mitchell has for many months been gathering material for his romance, "Hugh Wynne, Free Quaker," which is to be the leading serial of The Century during the coming year. The novel is a story of the Revolutionary War and of Philadelphia society during the period from 1753 to 1783. The Historical Society of Philadelphia gave Dr. Mitchell free access to its great collections of family letters, deposited in its fire-proof rooms by nearly all the older Philadelphia families—the Shippens, McKeanes, Logans, etc. Among these family archives, with their intimate revelations, and in the old gazettes, Dr. Mitchell found much of his material. He also visited and studied all the localities of his story except Yorktown.

AN EDITOR TAKEN IN.

London has had a good laugh at the expense of The Pall Mall Magazine and its editors and proprietors. The most boasted feature of the August number is a so-called unpublished poem by Wordsworth. It is described as "a literary curiosity" and "a well-authenticated prize." It is only a few lines printed in fac-simile and illumined text, and behold the so-called prize consists of the first six lines of Wordsworth's well-known sonnet, beginning, "The most alluring clouds that mount the sky." They had been written by the poet on the fly leaf of a book of his verses which he had presented to a young lady.

THE BOOK AGENT SETTLED.

A book agent camped a couple of miles east of town the other day, and after starting a camp fire, began to prepare his noonday meal. In some manner the grass ignited, and in a moment the fire was beyond control. Help was soon at hand, but the flames were not extinguished until some 90 stooks of wheat belonging to Mr. Dodds were burned. The book man settled by handing over \$20 in cash and an I.O.U. for \$5.—Melita, Manitoba, Enterprise.

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8721. *Christ our Governor; or, A Message of Peace unto All Men Whosoever They may be, and An Election Warning Cry, or, God the Ruler over All Things. By Donald McLennan, Amberley, Ont.*

8723. *The Veterinary Science. The Anatomy, Diseases and Treatment of Domestic Animals. By J. E. Hodgins, V.S., and T. H. Haskett, Toronto.*

8724. *Dreamland. Lullaby. Words by H. H. MacNamara, music by Chas. R. Palmer. The Anglo-Canadian Music Publishers' Association, Ltd.*

8725. *The Rock-a-by Lady. Words by Eugene Field, music by M. Irene Gurney. The Anglo-Canadian Music Publishers' Association, Ltd.*

8726. *Select Poems of Goldsmith, Wordsworth, Scott, Keats, Shelley, Byron. Edited from authors' editions, with introductions and annotations. By Frederick Henry Sykes, M. A., Ph. D. The W. J. Gage Co., Ltd., Toronto.*

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8728. *Cesar, De Bello Gallico. Books H. III. and IV. With introduction, notes, maps and illustrations, appendices with hints and exercises on translation at sight and on re-translation into Latin, and a complete vocabulary to Cesar. By J. C. Robertson, B.A. The W. J. Gage Co., Ltd., Toronto.*

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8759. *A Farewell to Ireland. Words by David Battle. Music by Helen M. Moore. David Battle, Thorold, Ont.*

8760. *Now I'm Only a Tramp; or Now He's Only a Tramp. Descriptive waltz song. Words and music by Alfred C. Traher, London, Ont.*

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504. *Alexandrina. Being a historical poem of 1,437 stanzas of the reign of Queen Victoria down to the year 1887 founded on facts. John Creighton, Toronto.*

505. *A Treatise on the Insurance Law of Canada. By Charles M. Holt, LL.D., Montreal.*

506. *Kate Carnegie and Those Ministers. By Ian MacLaren. Hodder & Stoughton, London.*

Mr. Ernest William Thomson, author of "Old Man Savarin, and Other Stories," formerly of Toronto, but now of Boston, lately visited Toronto.

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BOOK NOTES.

A THIRD edition of "The Seats of the Mighty" is in the press by Copp, Clark Co. English advices state that Mr. Parker's book has done equally well in England, and secured the best September sale of any recent novel.

In four months the whole of the first edition of Ian Maclaren's "Mind of the Master" has been exhausted, and the Fleming H. Revell Co. are getting out a new edition. Ian Maclaren's visit to Canada this month will help the sale.

C. Theoret, Montreal, reports having in press a new-treatise on the insurance law of Canada. The book deals with all kinds of insurance, fire, life, accident, guarantee, etc. The author is Chas. M. Holt, a prominent member of the Montreal bar. The volume is a substantial 8vo. of about 600 pages, bound in half calf.

The smallest book in the world is a Konversations Lexikon, published in Berlin and prepared by Daniel Sanders. The volume occupies the space of only six cubic centimeters—0.366 cubic inch—although it is claimed to contain 175,000 words. The book must be read through a microscope especially prepared for it.

A second edition of "Select Poems," by Prof. Alexander, of Toronto University, has been found necessary by the Copp, Clark Co., to meet the demand for this book. The work is intended to prepare students for the junior matriculation and leaving examinations. The introductory essay on poetry by Prof. Alexander is highly spoken of.

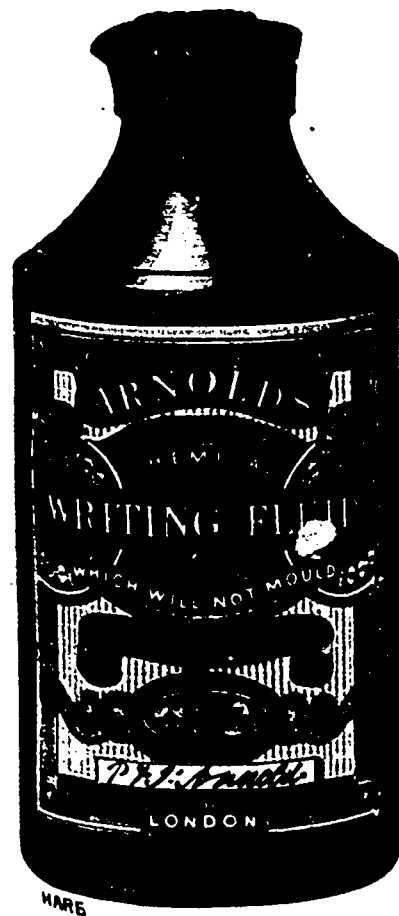
The Toronto News Co. have received the special Queen number of The Gentlewoman from London. It is fully up to expectations, and should sell well any time between now and Christmas. The retail price is \$1. The company had more orders than the supply ordered could fill.

The second edition of Clifford Smith's "A Lover in Homespun" has just made its appearance.

William Briggs has just issued a very neat set of books in uniform binding and enclosed in box for the reading course of the Epworth League for 1896-7. The books are: "Life and Conduct," by Dr. J. Cameron Lees; "Modern Missions," "Torch-bearers of Christendom," by Dr. Doherty," and "Barbara Heck: A Story of Early Methodism," by Dr. Withrow.

The fourth thousand of Mrs. Kingsley's "Stephen: A Soldier of the Cross," is going on the press. The publisher, William Briggs, announces for issue early in the next year another volume by the same writer, "Paul: A Herald of the Cross." "Titus" is still keeping up its remarkable sale.

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- Illustrated London News
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- L'Illustration
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- Life
- New York Dramatic Mirror
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