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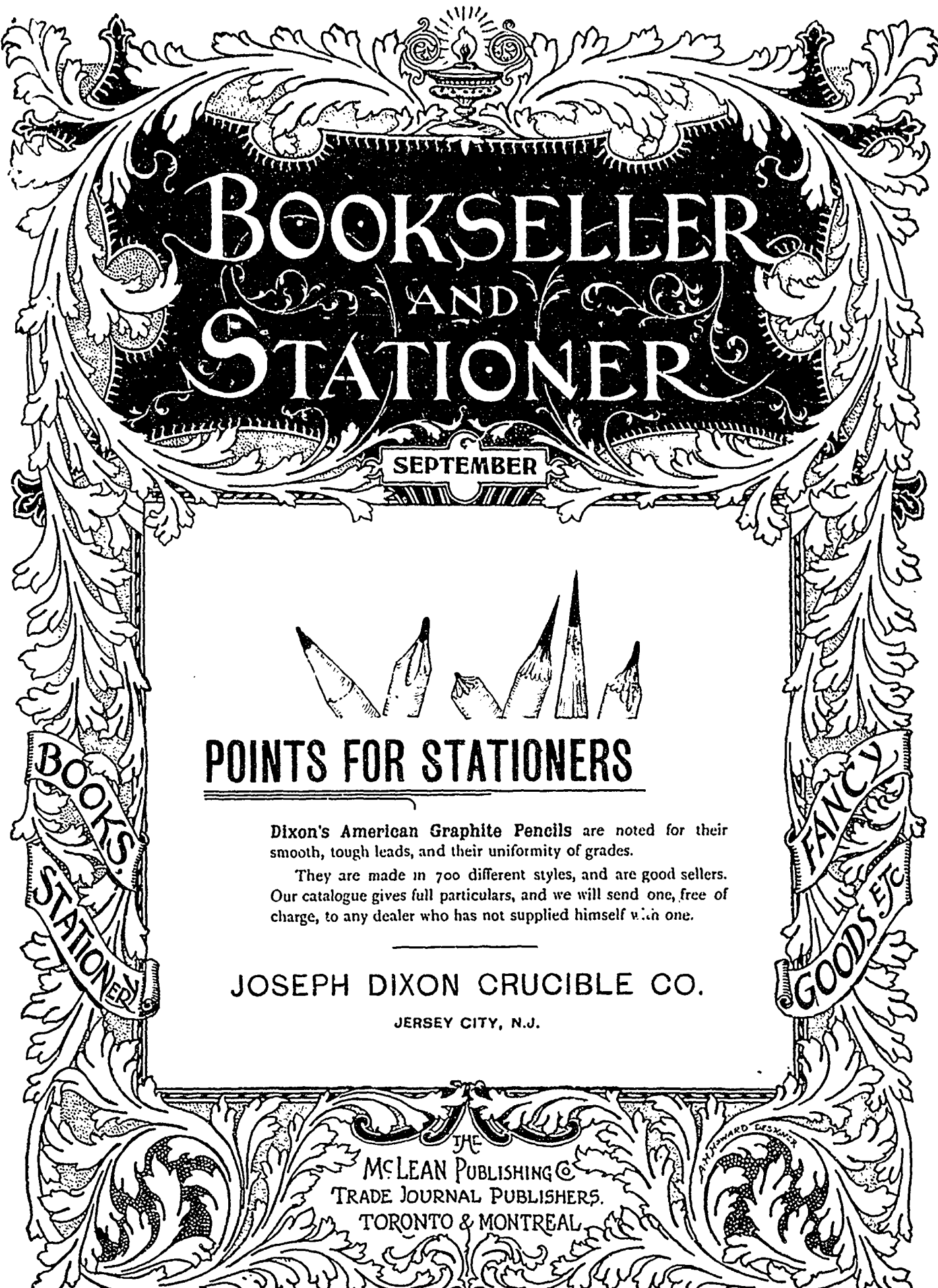
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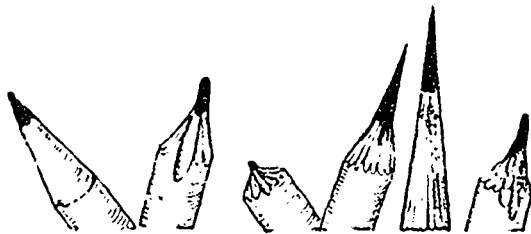
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BOOKSELLER AND STATIONER

SEPTEMBER



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Dixon's American Graphite Pencils are noted for their smooth, tough leads, and their uniformity of grades.

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TORONTO & MONTREAL

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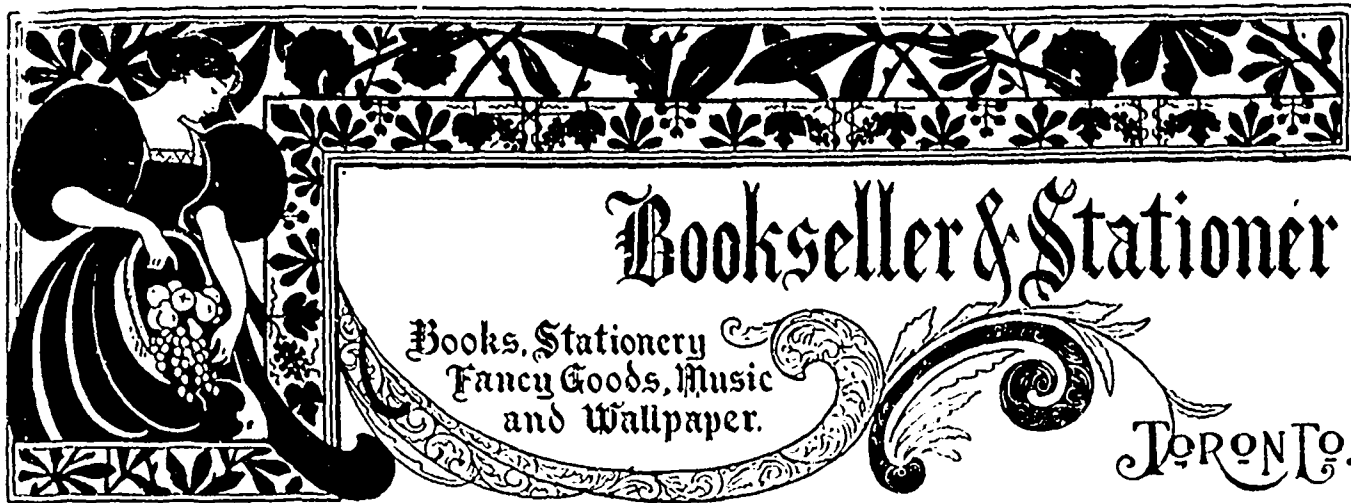
Tom Thumb, etc.

POKER CHIPS

In Rubber, Celluloid, Papier Mache, etc.

Warwick Bros. & Rutter

Manufacturing and Importing Wholesale Stationers - TORONTO, ONT.



VOL. XIII.

TORONTO, CANADA, SEPTEMBER, 1897.

No. 9.

J. BAYNE MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

THE MacLEAN PUB. CO.
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Fine Magazine Printers

and
Trade Newspaper Publishers

TORONTO: 26 Front St. W. Telephone 2148.
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John Cameron, General Subscription Agent.
Major A. G. Campbell, General Subscription Agent.

CONSULTING NATIONAL FEELING.

It is seldom—and the seldomer the better—that national feeling, usually of a quasi-political character, interferes in matters purely commercial. Still, there are times when it does. At present there is a decided impression in Canada that the rulers of the United States—not necessarily the people of the republic, but the politicians—have been acting in a very unfriendly fashion towards this Dominion. We need not recite the facts as to the Dingley tariff, the Behring Sea question, etc., because our object is not to stir up feeling or to talk politics, but to discuss the present tendencies in their direct relation to the book and periodical trade.

It seems to us that the bookselling trade should keep a watchful eye upon the opinions of their regular customers and endeavor to meet Canadian feeling in the matter of Canadian or British books and magazines as against those from the United States. There are apparently many Canadians just now who are in no mood to patronize United States productions. An incident occurred in a city store the other day which illustrates

what we mean: An old customer wanted an English review, and was offered one from the United States. The dealer, apparently, had no intention of starting an international discussion. The plain truth was that he did not keep the English review for counter sale, only ordering special copies for customers, but usually he kept one or two of the United States review for casual demand. The customer said vehemently he would not buy that Yankee thing! The dealer, instead of humoring this little display of national feeling, began to argue. One word led to another and the customer departed, vowing that in future he would buy from a bookseller who stood up for his own country. Of course, the dealer was just as stalwart a Canadian as his customer, but, in a hasty moment, forgot that a number of Canadians are in no mood to patronize United States publications.

While this is, in a commercial sense, regrettable, the bookseller and newsdealer should keep it in view. If temporarily there is this national feeling abroad, it should be catered to just like any other demand. If you do not happen to have the Canadian or British book or magazine wanted, alacrity should be shown in offering to send for it promptly. This is only business at any time. Just now it is doubly good policy.

CUTTING PRICES.

The trade will await with much interest the result of the attempt to maintain the prices of the new Presbyterian hymnal. There has been a large sale all over Canada, as this church, next to the Methodists, is the most numerous Protestant body in the

Dominion. So far we have heard very few complaints of cutting. The publisher, Mr. Frowde, of The Oxford Press, was in Toronto a few days ago and said that it was the aim of his company to protect the retail trade against cutting. Those who cut the price will get no more copies. Some people think this cannot be done, and it remains to be seen whether such a policy can be carried out with determination. If the Canadian trade will co-operate with the English publishers we believe it can. Those who are sceptical always say that the large department stores, for instance, will get a supply some way. Assuming that the English publishers stand firm—and no doubt in this case they propose to do so—those who sell cutting firms will be unable to repeat the performance. A little firmness, therefore, should work wonders. At least we hope so.

MAGAZINES.

WE return to the subject of the cheap magazine. Autumn sales are, as usual, likely to be large, and it is a practical question how far the dealer should encourage them. In the case of the better magazines, such as The Century, The Canadian, Lippincott's, etc., the profit is large to those who handle them. The Century is a very fine magazine of the very best class and really stimulates a demand for books. In the case of The Canadian Magazine, it has strong claims to favor as a literary venture, while, besides, it nets 10c. a copy to the trade. Its illustration work is now comparable with any. Lippincott's is a thoroughly deserving magazine, and the complete novel in each issue by well

known writers helps the sale of other works by those authors.

Some of the cheap magazines are undoubtedly popular, and one or two are meritorious from the literary point of view. But some of them are mere trash and should be discouraged. The dealer may take it into his head that a complete range of cheap magazines on the counter looks enterprising. The sooner he gets rid of the notion the better. There is no money in this trade. The better magazines should be pushed with persistence and tact at the expense of the cheaper ones. That cannot be done, of course, when they are both cheap and good, but this only applies to a very few.

SPECIAL SALES.

Now that the daily press has made so much of Klondike, nearly everyone is interested and many will be going in the spring when the weather allows of travel. Dealers should see that they have a supply of literature and maps to meet the demand, which is sure to come. Several good guides have been prepared and are obtainable from any news company.

As elsewhere reported, the sales of Nansen's book are satisfactory. It is probable that Nansen will lecture in this country some time during the autumn or winter, and his presence on this continent will revive demand for his book. The dealer will do well to keep an eye on this and be ready for that demand. If Nansen's lecture is announced his book should be put in the window with a special card of inducement to buyers.

The new Canadian history by Mr. Clement is primarily for school use. From a perusal of it we are inclined to think that some judicious pushing will obtain for it a general circulation. The book certainly deserves it, and parents as well as pupils should read the only compact, comprehensive story of all the Canadian provinces which has yet appeared or is likely to appear for some time, anyway.

The war with the northern tribes of the Indian frontier should occasion some demand for maps, atlases or popular books about India. This can be met and fostered if the dealer will consult his catalogues and provide what he deems necessary for the occasion.

Everywhere the talk is of better times. The holiday and Christmas trade should be very good in books, stationery and fancy goods. If the dealer advertises in the local paper he should prepare a list of articles suitable for presents. A neat circular sent to all customers in the vicinity is also a means of stimulating trade. Unless we take every advantage of better times, we shall not reap much fruit from them. Trade does not come if we simply sit down and wait for it.

THE LATEST GERMAN NOVELTIES.

A NEW nib is the steel-rubber nib. It consists really of a very short steel nib, which is not, like in the ordinary way, inserted into a penholder, but is bent in such a manner that it can be fixed on a piece of flexible hard rubber tubing which resembles a quill, the elastic properties of which are thus secured for the modern writing utensil. To the already enormous number of paper fasteners a new one has been added and is called "Excelsior," a name which threatens to become as collective in meaning, in the case of industrial products, as Smith or Brown in that of human beings. Excelsior, the paper fastener, we are told, need not fear competition. It cannot very easily be described without a sketch, but one of its main advantages is that it does not necessitate the perforation of the papers it has to keep together. Consisting of an easily bending little metal plate with a tongue cut out in its centre, it is passed through this opening over the corners of the leaves it has to bind, and then narrowly bent over several times.

A very ingenious paste or gum-pot has just been put on the market, which will be found very useful where a great deal of pasting has to be done. It is best suited for gum or dextrine, and possesses three vertical sections. The middle one is connected with the one on the left by a little opening which can be closed from above by a bolt. This side compartment is the receptacle for the gumming matter, of which as much as is likely to be required every day is allowed to enter the central chamber. The third division on the right contains water in which the brush is to be kept while out of use, and will thus always remain clean and soft. If properly used this pot, made of tin plate, prevents waste, promotes cleanliness, and makes it possible to keep the gumming matter always in proper condition.

Among the new toys being sold by our stationers one called "Aquatic Sports" is very pretty, and has caused quite a sensation, as nobody has yet been able to explain

the secret of its nature. This toy is sold in three sizes, and consists of an enamelled basin or water receptacle, and a number of miniature steamers, yachts, rowing boats, fish, swans, etc. There is also a bottle containing some rapidly evaporating liquid and two tools. One consists of a piece of wire with which single drops of the liquid can be taken from the bottle, and the other is a wire fork for lifting the objects on the water. Each of the latter is supplied with a tiny piece of felt at its end, and on this a drop of the mysterious liquid is placed. As soon as they are then put in the water they begin rapidly to swim about for a good long while. The bigger ships move quite majestically round the basin, while the smaller ones race about like torpedo destroyers, and run against each other but only to separate again immediately. Their movements are at the same time most eccentric, and never continue long in the same direction, and the toy is therefore not a monotonous plaything, but will even attract more than the passing attention of grown up people. This novelty is being very well received by the trade.

Gelatine lanterns are likely to effectively compete now with such of paper or glass. A new kind consists of a frame work with interchangeable gelatine panes. These lanterns will not break like those of glass, and as any pane can immediately be replaced by a new one, rain will never do as much damage as in the case of Japanese lanterns, which cannot be repaired, but have to be thrown away if once injured. The interchangeable slides also make special color arrangements very easy.—Berlin corr. Stationery Trades Journal.

THE STORE STATIONERY.

The stationery of a store should have careful attention. All those articles of stationery which go into the hands of the public, such as letter paper, envelopes, bill-heads, etc., should be of a neat character and good quality. People quite frequently judge the business methods of a store by the stationery which it uses. If your stationery looks shoddy and conveys the appearance that it was carelessly gotten up, the person who receives it is very likely to think that it comes from a shoddy and carelessly conducted store. Again you cannot afford to throw away money on your stationery. All those articles of stationery which do not go out of the store, but which are used by yourself and by your clerks, need not be of as fine quality as you have for the stationery which goes to the customer. You can afford to economize in that better than you can in that which you present to the world.—Chas. F. Jones.

CANADIAN BOOKS AND WRITERS.

PROF. GOLDWIN SMITH has completed his "Political History of England," and is touching it up here and there before handing it to his publishers, the Macmillan Co. His "Guesses at the Riddles of Existence" has called forth many criticisms. In reply he has written an essay, separately issued by the Macmillan Co. Although in his seventy-sixth year, Prof. Goldwin Smith is hale and hearty, and finds time, in addition to much literary activity, to contribute largely to *The Weekly Sun, of Toronto.*

Canadian journalists seem to be rather prominent contributors to *The Canadian Magazine.* James Hannay, of *The St. John Telegraph,* recently wrote of the New Brunswick Premiers, and the announcement is made that W. L. Cotton, of *The Charlottetown Examiner,* John S. Willison, of *The Toronto Globe,* and Nicholas Flood Davin, of *The Regina Leader,* will contribute articles before the year closes. This is one of the proofs that Canadian journalists are broad-minded and cultured.

W. M. MacVicar, M.A., headmaster of Annapolis, N.S., County Academy, has published, through the Copp, Clark Co., Toronto, a short history of Annapolis Royal, with Port Royal of the French, from its settlement in 1604 to the withdrawal of the British troops in 1854. The work is bound in paper, and contains about 125 pages. There is a map of Fort Anne (built 1643), and a portrait of Samuel Champlain, the first European to ascend the Annapolis River (June 17, 1604.) Mr. MacVicar has given the history of the county very careful study and has succeeded in producing in a concise and really fascinating style an excellent work.

Messrs. L. C. Page & Co., of Boston, announce for immediate publication a new edition of "Golden Dog" (Le Chien d'Or), by Wm. Kirby, F.R.S.C. This splendid romance of Quebec has been out of print for a good many years, and the publishers, in making arrangements with Mr. Kirby for an authorized edition, are undoubtedly rendering a service to the many admirers of his book. It may be of interest to state that a previous American edition was published entirely without the consent or approval of the author, who reaped nothing from its very large sale. The new edition is from a fine new set of plates, is printed

on fine paper and is illustrated with twelve full-page illustrations from original drawings and from photographs from scenes in and about Quebec.

Miss Blanche MacDonnell, of Montreal, a young lady whose contributions to the periodicals and daily press have already won her some reputation, has written a novel embodying scenes in the early French period of Canadian history. The few who

the "Sword of Islam," his work on Armenia, 6,000, and the "Life of the Queen," 8,000. These were not sold through booksellers, but by publishers' agents, although it is conceivable that the regular booksellers could, with effort, make books of this class profitable to themselves.

The poems of Jean Blewett are to be collected and published in book form shortly by Mr. George Morang, Toronto. This lady's contributions, both in verse and prose, to *The Canadian Magazine,* *The Toronto Globe,* etc., are equally creditable to her industry and talent.

Rev. Dr. Workman, whose "Old Testament Vindicated" created such remarkable interest this year, is engaged on a work to be entitled "The Servant of Jehovah." The work above named, with his first volume on "The Text of Jeremiah" have given the author distinguished standing among the Biblical writers of the day.

A new volume of stories for boys by Mr. E. W. Thomson, "Petherick's Peril and other Stories of Adventure" will be published in October by Wm. Briggs.

SELLING BOOKS BY POST.

A French trade review has solved the problem of the superiority of the German book trade over that of other countries. The secret lies, it says, in the co-operation of the postal service. It is the custom in Germany for booksellers to circulate among the public postal cards of special design, which, being inscribed with the name and address of a would-be purchaser, and with the title of a work, may be mailed for the modest sum of about half a cent. The bookseller, upon receipt of this card, consigns the book required to the postal authorities, who, for a very small amount, deliver the book, receive its price from the purchaser, and forward the money to the bookseller. It is said that for the sum of about 2½c. a large volume may be sent from one end of Germany to the other.

Thomas Y. Crowell & Co. have received from England a package of valuable autograph letters written to Dean Farrar by Tennyson, Browning, Lowell, Holmes, Dean Stanley and others. These will be reproduced in fac-simile and published in Dean Farrar's forthcoming book, "Men I Have Known," which will be ready in October.



MR. LYMAN CLIFFORD SMITH
The Canadian poet; author of "Mabel Gray and Other Poems."

Mr. Lyman Clifford Smith, of Montreal, whose portrait is given above, is a Canadian writer of verse of great promise. His volume, "Mabel Gray and Other Poems," has been received with cordiality by the reading public and by the critics. A new edition of it has just been issued by William Briggs Toronto, in paper covers, for supplementary reading by students in the schools. The new edition which is sold to the reader at 20c., makes a pretty book for the pocket. It contains a new poem by the author, not appearing in the former edition, and entitled "Our City Cousin." This is a charming lay of the country sights and sounds that strike a girl who

Leaves the city dust and heat
To walk among our meadows sweet.

and is a very true and lifelike picture of Canadian rural scenery. A slight story runs through the poem.

have seen it speak in warm terms of its style and its treatment of an interesting subject.

As an example of the circulation which is obtained for Canadian books of merit when canvassing is relied upon, it is of interest to know that the books written by Mr. J. Castell Hopkins, of Toronto, have secured nearly thirty thousand readers in this country. This author's "Life of Sir John Thompson" obtained a circulation of 11,000; the "Life of Gladstone," 4,000;

FANCY GOODS AND STATIONERY.

NEW TOYS THIS SEASON.

METAL jumping jacks, painted to represent grotesque individuals, are new things. They are operated from behind, instead of by strings.

A new return ball is covered with bright colored worsted, and contains a mechanical contrivance that gives forth sweet strains on its return trip.

A mechanical doll represents a bathing master holding a boy, who is learning to swim, on a pole. Both figures are prettily costumed in fancy suits. It makes a neat plaything.

A mechanical engine is being shown that is modeled after the famous Lehigh Valley locomotive that runs a mile a minute. As it goes along a gong rings. This latter is a new feature in such goods.

A toy school-house shows a teacher and several pupils. In the foreground is a wire counting board, such as is used in kindergartens. The idea is to amuse the child and to teach it to count at the same time.

For the youth who would "ride a cock-horse to Hanbury cross," a horse's body on a long stick is provided. At the lower end is a colored tin mechanical music box that jingles merrily. This is a novel feature in these goods. It is strongly made.

A toy that, while not new, is still selling well, is a top that is spun by the fingers, after which a small piece of steel wire is placed near the base of the top. The latter, which is magnetized, attracts the wire, causing it to dance around the base of the top.

Dolls to represent negros, Indians, Dutch maids, Pierrots, etc., are shown in great variety. A pretty one is attired in white polar bear skin and is called the Esquimaux. Zulu dolls are offered that are warranted to strike terror into any but the stoutest hearted little maids.

A pretty novelty is an exact representation of a Trouville bathing house. As in the original, it has a swinging roof, which lifts up, allowing the light and air to enter the house. The doors open and close, and the interior contains a doll, with complete wardrobe, bathing suit, etc.

Some new talking toys are life-like representations of lions, cats, etc., all of which utter sounds similar to those made by the animals they are supposed to represent, in most truthful manner. The quality of the "voice" is in every case different, and cleverly simulates the cry of each animal.

There appears to be no end to the ingenuity of the makers of mechanical toys. A Paris novelty shows a gymnast, in clown's

garb, balancing on a ladder; he turns his heels up and his head down, then balances on one hand, then on the other. As an automatic toy for boys it will prove an indubitable success.

A French novelty is a brown snake, so constructed that after being curled up, it slowly unwinds and moves its body from side to side, much after the manner of the snake that led Eve to fool around the forbidden fruit. It has no machinery, is very realistic, and is a formidable rival to the Keely cure.

A new doll represents a clown. By pushing its legs together and pulling them apart, the hands work a concertina, which gives forth such music as all similar instruments of torture make. When three of these dolls work together it sounds like Hogan's Alley, and only a Hamburger "Yellow Kid" is needed to make the illusion perfect.

Scroll-carving sets, neatly put up in boxes that contain a saw holder, six saws, flint paper, tracing paper, etc., will greatly please all boys. They are strong and well made, and the figures that can be cut by means of the saws are in themselves pleasing playthings.

Have you ever seen a mechanical cat, covered with a real cat skin, that walked, wagged its head and "meowed!" Importers have them, and it is no stretch of the truth to say they are works of art. They are beautiful pieces of workmanship. Pigs, poodles, etc., are shown also, all being equally well made and crying in a life-like way.

The assortment of steam, electrical and mechanical toys is wider than ever this year, and any boy of tastes in these directions can be made happy by their means. Every machine nearly that is operated in factories is reproduced, and can be used to practically teach the principles of mechanics. The elements of danger in these goods have been practically eliminated.

The Robinson Crusoe toy tea sets will be sure to attract attention. The cups, etc., bear colored representations of incidents in the life of Daniel Defoe's hero, from his first landing on the desert isle to the time when he returned to Old England. The man Friday is duly portrayed, and boys and girls will find an infinite amount of amusement in it. The book, "Robinson Crusoe," goes with the set.—American Exchange.

NEW GAMES THIS SEASON.

Four new games are being shown this year by the Copp, Clark Co., Limited. They are all popular in price and seem likely to prove favorites in the family circle. One

is the "Farm and Fireside" picture block. There are twelve blocks, each block being a two-inch cube, and six pictures are formed by the blocks. They are tastefully illustrated in five colors, varnished and solid. The blocks being solid is an advantage. Those made of cardboard are so easily destroyed. The game retails for 50c. Another game is the "Pillow Fight," which retails for 25c. The game is played with balloons which are inflated. In playing a whole company of people are amused, as the two teams sit on opposite sides of the table and toss balloons back and forward. Eight balloons are given for 25c. The third new game is called "Racquets" which is termed a twentieth century game, and is somewhat similar to "Draughts," being played with round men like checkers. It also retails for 25c. The fourth new game we would also call a twentieth century game as it is intended to be played on Sunday. It is called the "Fruits of the Spirit" and is played like "Authors" with scripture texts taking the place of the authors' works. The retail price of this is also 25c. Another game is "The Donkey Party" an old game re-issued and very popular, retailing at 25c. All these games are handsomely labelled and attractive in appearance.

A PRICE LIST PREPARING.

Buntin, Gillies & Co.'s annual price list of wedding stationery, announcement folders, ball programmes, invitation cards, etc., etc., will be ready in a short time. The new lines contain many striking novelties, and fine goods predominate.

FINE GOODS IN HOLDERS.

The Copp, Clark Co. are carrying a large line of fancy pen-holders and pencils suitable for the gift season. The goods are English and German gold plate and real silver. The dealer will bear in mind that English hall marked goods are necessarily what they profess to be, as there is a penalty in England if such goods are stamped real silver when they are not silver. Consequently the gold plate and silver pen and pencil holders are very fine articles and bring a good price.

A GREAT RANGE OF SCRIBBLERS.

From all quarters come reports that the sale of scribblers and school exercise books this year has been larger than ever. This is no doubt due to the ingenuity and artistic skill with which selling lines have been prepared. This remark applies particularly to the line of Warwick Bros. & Rutter, who have done a large trade in these books. Reference has already been made to one or two of their notable scribblers, and in this issue illustrations are given of copies of two very striking and original designs, which

have had an immense sale and have greatly pleased the youthful purchasers. The illus.

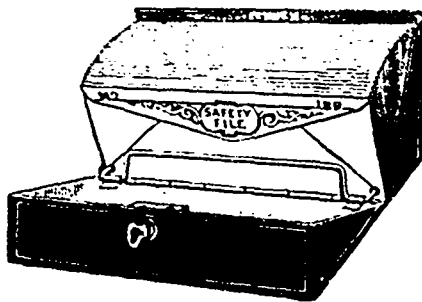


Warwick Bros. & Rutter

trations are given for the benefit of any in the trade who have not seen these attractive books.

THE SAFETY DOCUMENT FILE.

A large business has been done by dealers who took hold of the Safety document file. Buntin Gillies & Co. carry



Buntin, Gillies & Co.

these in stock in both the present sizes, and will shortly be able to show a new file, No. 30, which will contain fifty pockets, the file itself being 7 1/2 inches high and listing at \$2.50. The No. 20 is 4 1/2 inches high and



Buntin, Gillies & Co.

lists at \$2, and the No. 10 is 3 inches high and lists at \$1.80; a generous trade discount being allowed.

FOR UNMOUNTED PHOTOGRAPHS.

In celluloid albums the Copp, Clark Co. are showing some very cheap as well as expensive articles, the price running from \$4.80 a dozen upward. A novel line this season are albums for unmounted photographs. These are quite tasteful, substantial books of various sizes, and range in price from \$1.80 per dozen to \$7.20 per dozen. This firm are also carrying a full and good line of stamp albums.

A NOVELTY FOR CHILDREN.

Two new kinds of playing cards are being put on the market by the Copp, Clark Co., and are called "Boston" and "Whist." They are whist size cards, and the price is \$3.60 per dozen. The firm have a complete stock of whist and bezique markers, cribbage boards, etc., and make a specialty of this department. A novelty for the children is a lock-box with a bank for pennies at one end. The bank may be locked as well as the box, and the whole thing makes an attractive novelty.

THE DEMAND FOR PAPETERIES.

There seems to be an excellent demand this year for papeteries, and the firms which have gone to great expense and trouble in stocking a large line report that they have been well repaid for their enterprise. Warwick Bros. & Rutter are showing the finest line of these goods ever displayed during the existence of the firm, and the line comprises every kind of papeterie, including the fine makes of Goodall, Whiting, Hurlbut and others down to the moderate priced but artistically boxed ones. The trade will find that every class of customer can be reached by some item in a large range like this.

WARWICK'S FOUNTAIN PEN.

Another fountain pen has been put on the market. The new pen is Warwick's fountain pen, and is a good article for ready sale. In order to hold the trade these pens are put up in fine oak and plush stands for counter display, holding half a dozen or a dozen. The pen is made in half a dozen different styles with assorted points. Warwick Bros. & Rutter are also showing some fine goods in gold pens with pearl handles. These are also being put up in plush cases.

CREPE TISSUE.

Warwick Bros. & Rutter have laid in a complete line of crepe tissue. This is shown in all single colors and also rainbow

TRAVELERS GOING OUT.

The travelers of Warwick Bros. & Rutter are starting out immediately at the close of

the Toronto Exhibition on Sept. 10 with all their different lines represented in samples, and the trade are invited to see their latest novelties before deciding to buy.

A FINE CATALOGUE.

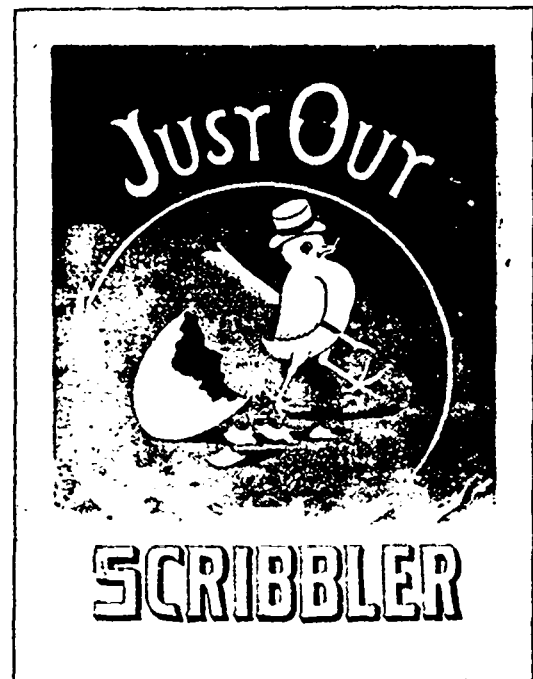
The catalogue of school books and supplies issued by Warwick Bros. & Rutter is not only an extremely useful and practical list for the trade, but as a specimen of printing is equally noticeable. It is fully illustrated. A copy will be sent to any dealer desiring one.

A NEW PLAYING CARD.

As the season for playing cards is now at hand, Warwick Bros. & Rutter are showing a full line of American, Canadian and European cards in a great variety as to price and finish. A new card is the "Winners," which will retail for 15c., and is an extra fine card, linen stock, in tuck boxes. Nothing like this has ever been shown in Canada before at the price, and those who do a good business in playing cards should write for a sample.

THE ORIGIN OF MOORE'S POEM.

Mrs. Amelia Kohler died a few days ago. In her life are several interesting passages. The public may thank Mrs. Kohler for Moore's poem, "'Tis the Last Rose of Summer," which is so well known and has given real enjoyment to many. The first line is hers, and hers, too, was the sugges-



Warwick Bros. & Rutter.

tion to write the poem. She was a close friend of Moore's sister, who kept a private school in London, and thus saw much of

RETURNED BY MAIL
20c. 10/10/1905
J.M.A.

Moore. While walking in the garden of the school with the poet one day, Mrs. Kohler, so the story runs, plucked a rose, remarking: "'Tis the last rose of summer, why not write about it, Mr. Moore?" The incident suggested the thought that was afterwards so beautifully woven into verse, and the poem was dedicated by Moore "To Amelia," which is Mrs. Kohler's first name.

THE LATEST FADS IN STATIONERY.

STYLES in visiting cards and note paper might almost be said to change with the seasons. The latest card has not changed in size, but it is neither the very thick board of long ago nor the recent very thin material; it is of moderate thickness and pure white. Block type is growing in popularity every day and promises to oust the script, which has held its own so long. Script of a rather larger and heavier style is still good form. Addresses are put either in the lower left or the lower right hand corner, and bolder and larger lettering is also used for this purpose.

When the fashionable woman goes abroad it is necessary, as well as convenient, that she should carry a traveling card. It is of ample size and quite thin. Across the top of the card is given in black type her full name. Just beneath this her city address in America is given, while in the right-hand corner is the name of her banker in London or Paris and in the left-hand corner her cable address. This is a lot of information to put on a visiting card, but those who have already traveled in foreign countries readily see the advantage of the plan. Cards designed for country use have the name and address of one's country place in the left-hand corner; otherwise they are exactly like those for city use.

The latest note paper for out-of-town use is of a vivid Mephistophelian red. It is of heavy linen and is much in vogue for informal mountain and seaside entertainments. This fad comes from London, where red paper was the rage last season. People with more conservative taste prefer some of the thinner papers in the beautiful rich shades of violet and buff. All shades of blue remain popular, and pearl and gray tones are in greater demand than they have been for several seasons. Very small monograms stamped on a gold, silver or colored circle or other set design are the favorite embellishment. The paper for country use is plainly marked with the address, railroad station and telegraph or telephone station of the owner.

The latest shape in fashionable note and letter paper measures fully one-fourth of an inch more in width than in length. For instance, the size used for notes is five and one-quarter inches across and only five inches up and down. That used for letters

is a trifle longer, but of the same shape. The extra width gives the paper rather a "land of the wooden shoe" look, which, however, disappears when it is folded and placed in the long, narrow envelope, with its square-cut flap; then when your note finally makes its appearance in public it has quite a slender, well-bred air. As for color, delicate tints of bluish tone are the favorites. There are "azure," a new pale gray blue; "sapphire," which somewhat resembles the robin's egg in color; "silver gray," or, if your taste is something more decided, ask for "bleu du roi."

The monogram, fashion decrees, shall be enclosed in some small device, circle, oblong or what you fancy, so long as it is quite small. This is placed in the centre of the sheet, about half an inch from the upper edge. If you wish your residence also on the paper, the monogram is moved to the left and the address stamped on the sheet. These little monograms are veritable works of art, so fine and dainty are they. All are made from dies, which gives the raised appearance. Those which are illuminated are first stamped on the paper without color. The ground color is then laid on by hand, after which it is again stamped with the required bronze or color.

For use on man's stationery come monograms of very different character; the designs are much bolder and are not enclosed. Bronze is here the favorite medium also. The paper is more conservative in form. A specimen of note size measures six inches in length and four and one-quarter inches in width. It will readily be seen that envelopes for this paper will be nearer square in shape, as it is allowable to fold paper but once. The envelopes in all cases remain unstamped with the monogram, although if you so desire the residence address may appear thereon without seriously compromising you, but the seal must be a reproduction of the die used for the monogram, and the wax match the color used in it.—Geyer's Stationer.

CHANGE IN BUSINESS.

Mr. D. B. Wallace disposed of his telegraph and stationery business to Mr. C. P. Rason, well known in Simcoe. Mr. Rason was for years in the retail business in St. Catharines and represents the wholesale firm of Buntin, Gillies & Co., Hamilton. Mr. Wallace gave up possession just after completing an even ten years in the business. He will go at once to Toronto where he will become manager and secretary of a manufacturing company. Mr. Rason, in turn, sold the business to Mr. W. B. Tomlinson, well known as a representative of the Gould Bicycle Co. Mr. Tomlinson is to be married shortly to Miss Ida Palmer-

ton, one of Simcoe's favorite young ladies. W. B. Tomlinson & Co. are going to conduct their business in first-class style and deserve every encouragement. The BOOKSELLER AND STATIONER wishes the new firm success.

TITLES OF BOOKS.

J. S. Laurie writes to The London Daily Chronicle: "Your interesting article on 'Titles' raises a number of curious points not resolvable under existing law. In the case of trade-marks, 'colorable imitation' plays an important part as an argument for designed fraud; but the mere title of a book, if similar to or even identical with one already published, might be a reasonable subject for application for an injunction, though with a doubtful issue.

"Take, for instance, 'Ecce Homo.' Last month I ordered a copy from a second-hand bookseller, and was surprised to receive a work so entitled bearing the date 1813. On getting Professor Seeley's work, I noticed a reference in the preface to his choice of title, but none whatever to the volume alluded to. This being, according to the sub-title, 'A Critical Inquiry into the History of Jesus Christ,' it is singular that the learned professor had seemingly no knowledge of the plagiarism. Now, therefore, the title is absolutely claimable by any writer.

"If a title ought to be a key to the object or contents of a book, the rule certainly does not apply to a considerable number of recent fictions, including 'Jude the Obscure.' Of course, when the title is merely figurative, it is for the buyer to decide, by reference to the author's name, whether the work is of the kind wanted or not. For instance, the ladies who rushed to purchase 'Took's Diversions of Purley,' and the farmers who eagerly bought up 'Ruskin on the Structure of Sheepfolds' had no ground of reproach except their own ignorance."

PAPER DRINKING CUPS.

A paper manufacturer of Elberteld, Germany, has recently patented quite a novelty, which has a great future, particularly for drinking purposes. It is a substitute for a drinking glass, and may be styled a cup made of paper. The idea is well executed. The drinking cup is so small that it may be carried in the pocketbook, and it enables the traveler on foot or on a wheel to always have his own clean drinking glass. It is so cheap that it may be thrown away after having been used but once, or when it has served its purpose. The paper drinking cups are of a strong yellow paper, provided with a leather-like surface, and are absolutely water-tight. The outer surface may, of course, be used for advertisements.

NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it to me it is always a source of lively satisfaction. Gladstone.

SHAKESPEARE: PURITAN AND RECUSANT.—By Rev. T. Carter; cloth, 208 pp., 2s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. Mr. Carter has added a most entertaining volume to the writings dealing with the family history of the Shakespeares. He attacks the two theories held by many Shakespearian students: first, that John Shakespeare, the poet's father, became poor and was dropped from the Stratford Town Council on account of his poverty; secondly, that he was a Roman Catholic. Mr. Carter quotes from the Stratford records and draws upon the history of England during that period to prove that John Shakespeare was a strong Puritan and that William Shakespeare's knowledge of Scripture was derived from the Geneva Bible and none other. We have read the book from the first to the last page and consider it a most delightful and well-reasoned argument. Conjecture may form a larger element than the critics will approve. But are not all the students of Shakespeariana groping in the dark? Mr. Carter maintains his theory with warmth but with very great clearness and has shown much ingenious industry in handling the facts. The volume will please the student of literature and the average reader alike.

THE CHRISTIAN.—By Hall Caine. Cloth, \$1.50; paper, 75c. George N. Morang, Toronto. Certainly no other novel of the day is more notable than this. Both in England and on this continent the literary critics are busily discussing it, and whether they agree with Mr. Caine's views of modern social and religious life or not, the book is being advertised as scarcely any other work has been since Mrs. Ward's "Robert Elsmere." The story in brief is this: A young and beautiful girl is thrown into London life, first as a professional nurse and then as an actress. All the temptations incident to both careers are fully brought out. The central figure, however, is John Storm, a young clergyman, with the fervor of a first century Christian. He is the nephew of the Prime Minister, but his social prominence avails him little in a fight against the conventionality and worldliness of the modern church. His love for the heroine is a torment to him, as he watches her surrounded by all the temptations of a stage career. His radical and reforming zeal is contrasted with the hard and fast conditions of modern institutions in an evident attempt to expose

what the author believes to be the evils of our time. As a mere story, "The Christian" is absorbing; its power is also undoubted. Whether Mr. Caine's attack is true to fact or not is scarcely a matter to discuss here. The probability is that the book will be very widely read.

THE CHILDREN'S STUDY: FRANCE.—By Mary C. Rowsell. Cloth, 2s. 6d. T. Fisher Unwin, 11 Paternoster Buildings, London. This is one of a series of national histories for young people. It is brightly and vividly written, and gives one a good idea of the greatness of the French nation. Controversial issues are avoided, and the aim is apparently to entertain the child and leave a strong impression of the whole history upon the mind. For Canadian children, who ought to know French history better than they do, this little book is admirably adapted.

PRINCE OF THE PIN ELVES.—By Clara Lee Sleight. Art linen covers, 50c.; 160 pp. L. C. Page & Co., Boston. This is a charming fairy story. The boy who wondered where all the pins go to finds out that a nation of little elves living under the ground get them. He makes friends with one of them, and his adventures in the land of the elves and gnomes are quite exciting. As a Christmas book for the young it is delightful.

OLE MAMMY'S TORMENT.—By Annie Fellows Johnston. Art linen, 118 pp., 50c. L. C. Page & Co. This is a humorously told and interesting story of colored people for the youngsters.

THE FARRIER'S DOG AND HIS PILLOW.—By Will Allen Dromgoole. Art linen, 75 pp., 50c. L. C. Page & Co., Boston. This, like the two preceding books, is to be highly commended as wholesome and diverting reading matter for children.

THE STORY OF THE UNION JACK.—By Barlow Cumberland. Cloth, \$1.25; 231 pp. William Briggs, Toronto. Mr. Cumberland is the son of the late Col. Cumberland, one of many loyal Englishmen who have made Canada their home. He is also the supreme officer in Canada of the Sons of England. So both by ancestry and by his present affiliations he is well qualified to write the story of the British flag. The work, considering its size, is a most elaborate one.

There are over 40 illustrations and 9 colored plates. Mr. Cumberland traces the history of flags and gives a clear recital of the formation of the Union Jack. This is a book for every Canadian boy. It is patriotically written, but will give offence to none.

CAMP AND LAMP.—By Samuel Mathewson Baylis. Cloth: 316 pp.; \$1.25. Wm. Drysdale & Co., Montreal. This is an attractive volume of Canadian stories, verses and sketches. The talented author has collected his writings and they make a very suitable book for the hammock in summer or the fireside in winter. For variety it is hard to excel, as a partial list of contents will show: "Tent, Rod and Pen," a series of sporting sketches; "Annexed, a tale"; "Ballads and Poems"; "A Coward," a tale; "Sonnets, Villanelles and Rondeaux"; "Rebel or Patriot," a story of '37; "Rhymes, Verses and Jingles." The edition is limited and the author signs each volume. The book is quaintly and tastefully bound and printed, reflecting much credit on the well-known publishers, Messrs. Wm. Drysdale & Co.

A LUCKY RESCUE.

An enthusiastic bibliophile entered a humble East End of London tobacco shop in order to be directed to a street in the vicinity he wished to find, when he was horrified to perceive the proprietress tearing wrappers from a black leather book. He snatched the mutilated volume from her and found that it was the "Goode Huswife Jewell," published in the reign of Elizabeth. He eagerly bid a shilling for the the book, and his offer was accepted. The storekeeper explained that she had bought the treasure from an itinerant waste paper merchant. Only three leaves were missing, and she fortunately remembered who had got them. On a promise to give the owners a pint of beer each the missing sheets were speedily recovered, but the fly-leaf had a narrow escape, the owner having twisted it into a pipelight.

THE DIAMOND JUBILEE SERVICE.

Messrs. Raphael Tuck & Sons, Limited, publishers of The Queen, announce the publication in their popular platinotype panel form, of this memorable scene of national rejoicing in St. Paul's Cathedral on June 22, the picture having been specially taken from a commanding position by the London Stereoscopic Co. The subject is published in two sizes. The trade in Canada may obtain a supply from Warwick Bros. & Rutter, Toronto.

WALL PAPER AND DECORATIONS.

THE NEW MONTREAL FACTORY.

WE give this month two more illustrations of the new factory of the Watson, Foster Co., Montreal. One illustration shows the engine room with the power and electric plant. The engine is of the Corliss pattern, 125 horse-power. It was built for the Watson, Foster Co. by the Laurie Engine Co. and combines the greatest economy with the highest efficiency. The

and airy and of sufficient size to accommodate the large staff of clerks necessary to handle the ever-increasing trade of this most enterprising concern.

AN INTERESTING EXHIBIT.

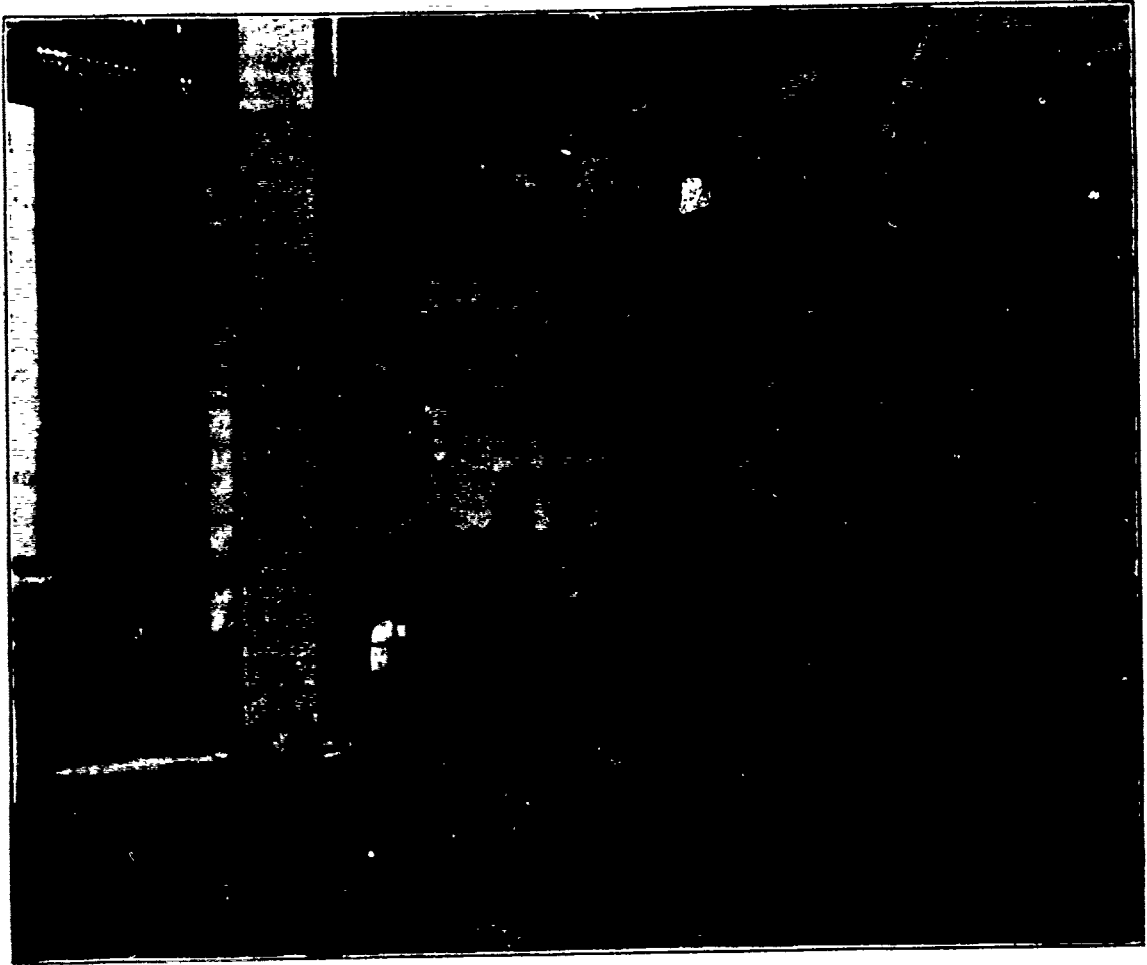
The wall paper trade who visit the Toronto Exposition this week will be pleased to see the collection of fine gold hangings with friezes and ceilings to match shown by Colin McArthur & Co., of Montreal. This

follow in regular order, and are printed as far as possible, in the colors of the paper the card is describing. The firm reports excellent results, and it is paying, although the system costs money.

APPRECIATION OF CANADIAN WALL PAPER.

The following items are taken from The Montreal Witness, and have reference to the display made during August by Messrs. M. Staunton & Co. at the Montreal Exposition.

The exhibit of the Dominion Paper Stamp



THE WATSON, FOSTER CO.—Plate 6.

electric plant supplies 400 16-candle-power lamps and four arc lights. Good work cannot be had without good light and the latter has been amply provided.

Leading from the power-house is the boiler room, and adjoining this the tank-house, where an artesian well has been sunk to the depth of 600 feet, the water from which is as clear as crystal and entirely free from vegetable or animal matter and is consequently of the best nature for mixing with colors.

Plate No. 7 illustrates the general offices of the company; these are situated in the warehouse adjoining the factory; they are beautifully finished in cottonwood, are light

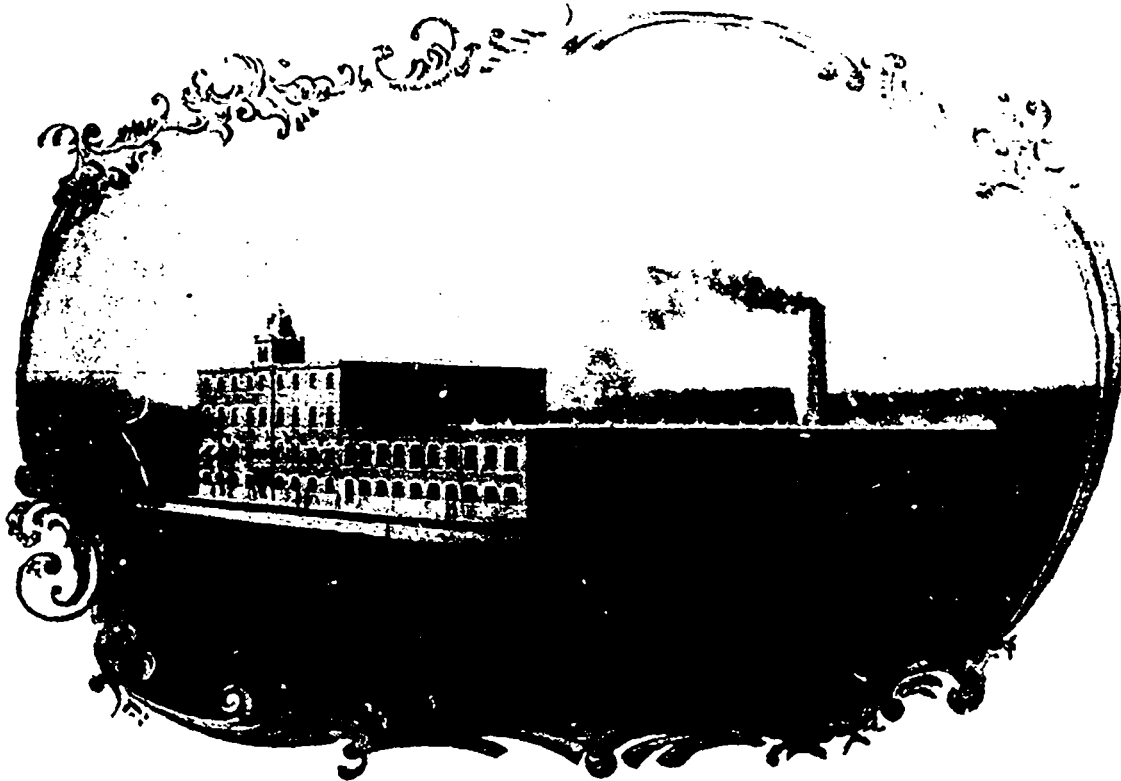
display invites the attention of those interested in high-class decoration, and is proof of the high standard maintained by this firm, placing them in the first rank of wall paper manufacturers on the continent. One exhibit is a very fine piece of decorative Anaglypta, the Royal Coat of Arms, with the dates inserted, "1837-1897." It was presented to them by the Anaglypta Co., of England, and is the only one in Canada.

PUSHING BY POSTCARD.

Benton, Heath & Co., wall paper manufacturers, are pushing their goods on the Ohio market by means of a series of postcards sent to possible customers. The cards

ing Factory, Toronto, in the north-eastern corner of the main building will repay a visit. Their space had been transformed into an apartment, making a separate and distinct room, which at night is lighted from an arc light hung in the centre. The walls have been taken advantage of to display, in separate panels, some of the beautiful designs in wall papers manufactured by the firm for the present season's trade. There are many very beautiful designs in deep, rich colorings, such as greens, old blues, deep reds, etc., which at once attract the eye. Surmounting the panels is a wide cove on which is displayed, with splendid effect, a handsome ingrain frieze, the colors beautifully

*Sent to J. Meekison
Stearns
Sept 17/97*



Our New Factory is one of the largest and best equipped in existence.

Our New **Wall Papers**

For SEASON 1897-98

are now complete. The highest talent in designing and coloring, perfect machinery and unsurpassed manufacturing facilities have combined to make our New Samples the most desirable and popular line ever submitted to the Trade.

We offer BETTER GOODS than ever
 and at LOWER PRICES.

Don't be persuaded into buying till you see our Samples. It will pay you to wait.....

The Watson, Foster Co'y. Limited

20 NEW
 SHADES OF INGRAINS.

MONTREAL

WALL PAPER AND DECORATIONS (Continued)

blended. The floor space is occupied by a display of choice designs, suitable for parlors, halls, dining rooms, and, in fact, for every style of room either in public or private buildings, and in most extensive variety, wherein even the most fastidious must find something to please. In this handsome collection of wall papers, not only has beauty of design, brilliancy of execution, and excellence of workmanship been manifested, but ideas of economy have not been overlooked, and there is everything to please

sideration has been kept in view in placing this season's patterns upon the market, the lowest possible price being the desideratum striven for, without reducing the intrinsic worth of the production. The Dominion Wall Paper Factory is the pioneer factory in Canada, having been established in 1856, and is now conducted by M. Staunton, assisted by his two sons. In the early years of the firm's history one or two travelers sufficed to attend to the sales, whereas now twelve men are required to carry their

having made the finest display of wall paper ever shown in Canada.

ORDERS FROM AUSTRALIA.

Colin McArthur & Co. are in receipt of their first orders from this season's set of samples from Australia. This is a tribute to the energy shown by them.

NEW MACHINE ADDED.

Messrs. M. Staunton & Co. are extremely well pleased with their sales so far this season. Everything points to a large business,



THE WATSON, FOSTER CO.—PART 7

the most luxurious connoisseur, and the most moderately disposed. One of the aims of Messrs. M. Staunton & Co. is to produce popular goods at popular prices, and their really fine display of wall paper of all styles and grades is an evidence that they have succeeded in their object. This exhibit will be of particular interest to the trade, who, by corresponding with the firm, can always arrange to have samples forwarded by mail or submitted to them by the firm's representatives. In these days of keen competition the question of price is as great a factor as that of quality in building up a reputation for a line of goods, and this con-

samples into every province in the Dominion.

The directors of the Montreal Exposition have awarded a special diploma to Messrs. M. Staunton & Co., of Toronto, for the very handsome display of wall paper made by the firm.

The beauty of the designs, excellence of workmanship and artistic colorings of this very extensive display of wall papers, together with the tasteful arrangement of their exhibit, was very generally commented on by visitors to the Exhibition, especially by those in the trade, and the firm is to be congratulated for their enterprise in

and to meet all possible demands the firm are putting up a new printing machine, together with the auxiliary machines which this entails. All are of the most improved patterns. Time has been taken by the forelock, so that all orders can be delivered in ample time for spring.

HANGING DECORATIVE FABRICS.

The practice of covering ceilings and walls with fabrics of various textures and qualities has now passed the experimental stage and is a regularly accepted mode of decoration for the walls of certain rooms and apartments. Hardly a house is now

Sent to J. D. Preckson
Sept 17/91
M. Staunton

NEW SAMPLES
WALL PAPER



For Fall and Spring Season

.. 1897-98 ..

— NOW ON THE ROAD.

See our representatives before placing your orders. We have the finest line ever produced and at prices that defy competition.



Colin McArthur & Co.

1030 Notre Dame Street

Sole Agents for

.. **ANAGLYPTA**
In Canada.



 **MONTREAL**

WALL PAPER AND DECORATIONS (Continued.)

decorated without some of the rooms being hung with some such fabric as burlap, denim, cretonne, tapestry, etc. There are various methods of applying these materials. It depends entirely upon the surface upon which the texture is applied, and also upon the texture itself. If the walls are hard finished plaster, it is possible to hang burlap, denim or cretonne with paste. The surface is, of course, first sized with the proper mixture of glue and water. If the material to be hung is burlaps, the wall is covered with a layer of paste immediately before each piece of material is to be hung. (It is advisable to procure the burlap as wide as the size of the room will economically allow.) The burlap is then cut to fit each space in which it is to be placed, and then placed upon the wall and pressed thereto with the hands. All blisters must be removed in a uniform manner. Joints are made as follows: Allow one piece of the material to overlap the other about one inch, place a straight edge upon it and cut through both pieces at the same time. Both selvage ends are then removed and the clean cut edges of the material will be found to make a perfect joint.

If it is intended to stain or color the burlap after it is applied to the wall, the following method of preparation and application is followed: When the material has become thoroughly dry it is then sponged off, in order to remove all of the paste that may have oozed through the coarse weaves of the burlap, after which it is then coated with a very thin solution of common ceiling varnish and turpentine. This preparation is intended to take the place of sizing for a surface to stain upon. If glue size were used it would cause the material to curl and shrink in an alarming manner. The staining color is made very thin, indeed, as follows: $\frac{1}{4}$ turpentine, $\frac{1}{8}$ oil and $\frac{1}{8}$ driers is used as a liquid, while a small quantity of whatever coloring matter it is desired to have the burlap stained, such as Prussian blue for blue coloring, deepened perhaps with a little black, and turned a little toward the greenish shade by the addition of a little chrome yellow. White lead should never be added while using staining colors for burlap, as it will make the effect too solid and painty-looking. The somewhat mottled effect which is attained by staining is to be preferred to the flat even effect of ordinary painting. Good stencil effects can be had by using ordinary stencils arranged like fleur-de-lis. But the same care must be taken that no white lead is used in the mixture. For illustration, a description of a recent piece of work will be in order. The

burlap was stained a dull olive green, the color being obtained by the mixture of Prussian blue, light chrome yellow and lamp black, thinned down with the liquid above described. The color was used very thin, so that not too dark an effect was obtained. The pattern was one which we especially designed for the purpose and was rubbed on with two colors in a blended fashion. These colors were light chrome yellow and orange chrome yellow. They were used quite thin, and the brush which was used to put it on with was used almost dry, so that the stencil was not always distinct in outline, an effect which is desirable in this class of work. The brushes which are used for this work must always be of the best heavy bristles and quite stiff, the size being regulated by the work in hand.

Denim or cretonne is handled in quite a different manner. Both of these materials being close woven, it is better that the joints should be sewed by machine instead of in the manner advised for the burlap. The seams should always be pressed with a hot iron by the seamstress before it is pasted. Denim should always be hung with the so-called right side against the wall, the reverse side having for decoration purposes a much better effect.

The method of pasting is exactly the same as in pasting ordinary wall paper; that is, it is placed upon the usual paste-board in the usual manner and then covered with paste with a large brush. Care should always be taken when handling it that not enough pressure should be brought upon it to cause the paste to come through to the surface when hanging it upon the wall, as it is liable to stain it.

R. N. HUNTER.

NEW MACHINERY GOING IN.

Colin McArthur & Co. are now busily engaged placing in their factory more new machinery. This will enable them to keep up to the very large increase of orders received from the samples which are now being submitted to the trade by their representatives.

RUNNING OVERTIME.

The Watson, Foster Co. report that orders are still pouring in, and that as a consequence the factory has to run overtime, beginning Monday of this week.

A BOOK AGENT ROBBED.

A hold-up in true wild-west style is reported from Mill Creek Road, near Kingston, King's County, New Brunswick. About

9 o'clock at night Alvin Graham, a book agent, was driving home with his sister when three masked men sprang out, seized their horse, and, at the point of the revolvers, compelled them to disgorge the sum of nearly \$200. There is no clue to the desperadoes.

LONDON LITERARY NOTES.

LONDON, Aug. 28, 1897.

A NEW edition, thoroughly revised and brought up to date, of Mr. G. W. Rusden's "History of Australia," is now through the press, and will be published immediately in Melbourne and London by Melville, Mullen & Slade. The book will be in three volumes.

John Knox's "History of the Reformation in Scotland" is being transcribed into modern spelling by Mr. C. J. Guthrie, for publication by Black.

Fisher Unwin announces a book on Greece by Mr. Lewis Sergeant, the secretary of the Greek Committee. It is entitled "Greece in the Nineteenth Century," and that title very well expresses its aim. Mr. Sergeant sketches the history of the Greece of our times with a knowledge in which few Englishmen could rival him. He gives especial attention to the boundary question, which has been such a thorn in the flesh to the little state. There is an appreciation of modern Greek literature, and there are maps and some unique pictures.

Walter Redmond, M.P., is about to make his debut as an author. Sketches from his pen, written during his recent trip to Australia, are now appearing in *The Irish Weekly Independent*, under the title of "A Shooting Trip in the Australian Bush." When the series is completed the sketches will be reproduced in book form.

Jarrold and Sons have concluded an arrangement with the popular Hungarian writer, Maurus Jokai, for the publication in *English* of a series of his best works, which have not as yet been translated into English. The "Lion of Janina; or, The Last of the Janissaries," translated by Mr R. Nisbet Bain, will appear in September.

FORTHCOMING FICTION.

"Gabriel Setoun's" new novel will be published in September by Messrs. Bliss, Sands & Co. It has for title "George Malcolm."

Madame Sarah Grand, who has returned to London after some months' stay abroad, has brought with her the MS. of the new novel upon which she has been long occupied, and has placed it in the hands of Mr. Heinemann for publication.

The same publisher announces a volume of four stories by the late Mr. Hubert

New . . .

Wall Papers

for 1898

Our travellers are on the road; they are carrying a fine lot of samples, in more popular papers, at lower prices than ever have been shown. It will pay you to delay ordering until you've inspected our lines.

♦ ♦ ♦
M. Staunton & Co. Manufacturers
TORONTO

Crackanthorpe, with an introduction by Mr. Henry James.

Mrs. Craigie (John Oliver Hobbes) has finished the novel on which she has been engaged during the past two years. The story refers to political life in England during the middle of the century. One of the characters is said to be modelled on an eminent politician who figured at that time. As has already been stated, the title chosen for the volume is "The School for Saints." The novel will be published in the early autumn by Fisher Unwin.

In the September number of The Pall Mall Magazine Mr. Quiller Couch continues the late Robert Louis Stevenson's unfinished story, "St. Ives."

W. E. Norris' new novel, "Marietta's Marriage," will be ready early in the autumn.

A new story by Rita is to be published shortly by Messrs. Hutchinson. It is named "Good Mrs. Hypocrite," and is a Scotch story, which is said to contain a very fine character study. A Scotch tale is unusual from Rita's pen; indeed, she has written so many and such vigorous Irish novels that she is popularly supposed to be Irish herself. She is, however, a Scotch-woman who has married an Irishman.

NEW EDITION OF KIPLING.

A uniform limited edition of Rudyard

Kipling's works is to be published by Macmillan. A volume will appear every month, beginning probably in October, and the price will be half a guinea net. As there are to be twelve volumes, that will make the whole cost of the edition six guineas. Clark, of Edinburgh, is doing the printing, and the paper has been specially made by Dickinson. The number of copies in the issue is 1,050, and already many of these have been taken up.

Mr. Kipling has arranged his writings for this edition, and it will probably be found that he has introduced certain new general headings. The first volume will be his "Plain Tales from the Hills," and two volumes are to follow, containing "Soldiers Three" and "Military Tales." The book in which Mr. Kipling collaborated with Mr. Balestier, that is, "The Naulahka," is to be included in the edition. Mr. William Strang has etched from life a portrait of Mr. Kipling for the first volume. The portrait is said to be an uncommonly good one.

BEST SELLING BOOKS.

THE BAIN CO., TORONTO.

The following are the six best selling new books, in order of demand, up to Sept. 1.

1. "The Christian." Hall Caine.
2. "In Kedar's Tents." H. S. Merri-man.
3. "Farthest North." Nansen.
4. "Equality." Bellamy.
5. "The Martian." Dumaurier.
6. "Quo Vadis." Sienkiewicz.

THE BAIN CO.'S READING CLUB.

Editor BOOKSELLER AND STATIONER,—
 Thank you very much for all the good things you have said about us in your notice in last issue of our "reading club."

Since that issue of BOOKSELLER AND STATIONER has appeared we have had many enquiries as to the working of our reading club—some from the trade outside of this city. We wish to say that we have no objections at all to any other firm using our reading club idea, and will furnish a circular we have issued, which explains our system, on application.

Of course, no doubt many other book-sellers have employed similar means of working up trade, but in detail we think our system is about right.

We are now already on the home stretch towards 100 subscribers and so far have no reason at all to regret having organized the club.

Our book sales are very much in advance of any previous year, and we find many of the subscribers to the reading club often decide to keep a book after reading it.

The reading club, or lending library idea we think is well within the range of legitimate bookselling.

Yours truly,

A. E. HURSTIS,

Manager the Bain Book
 Toronto, Aug. 31. and Stationery Co.

BOOKS AND PERIODICALS.

NEW WORKS IN FICTION.

IN chatting with Mr. Copp, of the Copp, Clark Co. (who has returned from his vacation in renewed health), THE BOOKSELLER AND STATIONER heard this week the current news of the trade in fiction. It is gratifying to learn, in the first place, that these publishers are just going to press with another, the sixth, edition of Gilbert Parker's "Seats of the Mighty," so successful has this Canadian story by a Canadian writer been in the Canadian market.

A second edition of Davis' "Soldiers of Fortune" is coming out, and the book is going well, as it is also in England. Dumaurier's "Martian" is selling steadily, and while it may never have the rush sales of "Trilby," yet the probability is that in the long run as many people will read it.

A new novel called "Scarlet and Steel," by E. Livingston Prescott, a military tale full of lively incident, is much in favor just now, while popularity is predicted for "Lazarus, A Tale of the Earth's Great Miracle," by Lucas Cleeve.

Grant Allen's "African Millionaire" continues to be a favorite with Canadian readers. "Beyond the Pale" is another charming book, by Mrs. B. M. Croker, whose stories of Irish and Indian life are appreciated in Canada. A book that seems to have a future is "Mr. Peters," by Riccardo Stephens, author of "The Cruciform Mark." Mrs. Campbell's Praed's "Nulma," her latest novel, is in paper at 50c. On the whole, the season is marked by some good strong novels.

SOUTH AFRICA AND ARMENIA.

Two books dealing with questions of international interest are just in the Copp, Clark Co.'s. One is "Boers and Little Englanders; the Story of the Conventions," by John Procter, barrister-at-law, London, (cloth, \$1.25.) The other is "Letters from Armenia," by Rendel Harris and Helen Harris (cloth, \$2), a work that has been highly spoken of by the English critics.

CLEMENT'S HISTORY OF CANADA.

The new school history of Canada written by W. H. P. Clement, of Toronto, and authorized by the Dominion History Committee, is now being sold throughout the country. The principal publishers are William Briggs and the Copp, Clark Co., Toronto, with the following publishers for the other provinces: J. & A. McMillan, St. John; W. Drysdale & Co., Montreal; Consolidated Stationery Co., Limited, Winnipeg, and T. N. Hibben & Co., Victoria. The book is now in much demand, being used in

British Columbia, the Northwest, Manitoba, Ontario, Quebec and New Brunswick. Ultimately it will be used also in Nova Scotia and Prince Edward Island. From the literary standpoint it is a lively narrative of the history of all Canada, and displays a unity of design not conspicuous in previous school histories of the Dominion. Although much condensed it never degenerates into mere dreary recital of facts. As a specimen of book-making it is a creditable production, there being numerous illustrations and maps. There is a capital index. Apart from the sales for school purposes, it seems to us that Mr. Clement's little book will also be much prized for family use, as no other work of the same scope and price is equally valuable for reference. The dealer should make a point of reminding parents whose children are not yet old enough to require the book at school, that its use at home will help them later on. In fact, every Canadian home should have its talks on national history.

CATALOGUE OF HYMN BOOKS, ETC.

The Copp, Clark Co., have issued a very neat catalogue on stiff paper of hymn and tune books, giving the various hymnals of all the churches in all editions and bindings, with net prices, so as to make up a catalogue of 12 pages. Those dealers who have not received one should write for one.

SOME NOTES FROM BOSTON.

Houghton, Mifflin & Co. will shortly add to their list of students' editions Thoreau's Walden and Cranch's translation of Virgil's "Æneid," complete, each, crown 8vo, \$1. Bryant's translation of Homer's "Iliad" and Palmer's "Odyssey" are also published in the students' editions.

Houghton, Mifflin & Co. are publishing in their Riverside School Library, Poems and Essays by Ralph Waldo Emerson, with copious notes and an introduction to the poems by George H. Browne, a biographical introduction to the essays and a portrait and view of Emerson's home. Bound in half leather; 60c.

NANSEN'S "FARTHEST NORTH."

The Bain Book Co., 53 King street east, report having sold, up to date, about 150 sets of Nansen's "Farthest North" in the various editions. They have bound up a very handsome edition in half-calf, gilt top, 2 vols., which retails at \$4 the set. As Nansen is likely to lecture here this winter a much larger sale is expected. The Bain Co. keep always in stock all of the numerous editions of the Nansen book, as follows: English edition (42s.) at \$14.70; American

edition at \$10, the Colonial editions at \$1.50 and \$2 per set, and their own half-calf edition at \$4. American tourists appreciate very much these colonial editions.

ELEMENTARY DRAWING.

"The Little Folks' Drawing Book," just issued by the Copp, Clark Co., Toronto, is one of the best and most original aids to the smaller pupils in drawing that we have seen. Each page is divided into nine square spaces. The three top spaces are filled with figures, spheres, cubes, squares, circles, cylinders, etc. The pupil is to copy the figures in the next row of spaces. On the third or lowest row he is to invent some new combination with the given figure as a basis. As the pupil progresses he finds combinations cleverly worked out for him. It is surprising how much variety can be worked out of very simple geometrical figures. The book is at once an incitement to the pupil's drawing talent and a pleasure. For kindergarten and private school use nothing could be more comprehensive and useful.

CANADA'S MINERALS.

A timely work on "The Mineral Wealth of Canada," by Prof. A. B. Willmott, B.Sc., of McMaster University, has just appeared, bearing the imprint of William Briggs. Prof. Willmott spent two years in the preparation of the work and has put into compact, convenient form a very full presentation of the mineral resources of Canada.

A BOOK OF TRAVEL.

Mr. Arthur Campbell's "Ride in Morocco and Other Sketches" is announced by William Briggs to be ready within a week or two. Mr. Campbell wields a graceful, clever pen, and has given here a contribution to the literature of travel (by no means scanty) that will receive more than ordinary attention. His sketches include also Rome, Naples and Monte Carlo. He seems to have contracted a fine scorn of the guide-book and its devotees, and, adopting his own methods of sight-seeing, he has in his sketches also got away from the guide-book style. His descriptions are especially fine, and a strong vein of humor brightens still further his always interesting pages.

THE SUB-ARCTICS OF CANADA.

William Briggs has issued a prospectus circular of Mr. J. W. Tyrrell's "Across the Sub-Arctics of Canada," now in the press, which gives an extended table of contents. The following chapter headings indicate the character and contents of the book: "Toronto to Athabasca Landing," "Down the Athabasca," "Running

the Rapids," "Chippewyan to Black Lake," "Into the Unknown Wilderness," "The Home of the Reindeer," "A Great Frozen Lake," "On the Lower Tilzoa," "Meeting with Natives," "The Eskimos," "Eskimo Customs," "Down to the Sea," "Adventures by Land and Sea," "Encounters with Polar Bears," "Life or Death," "Fort Churchill," "Homeward on Snowshoes," "Crossing the Nelson River," "On Trail Through the Forest," "The Home Stretch." Mr. Tyrrell supplements his narrative with a glossary of Eskimo words and a list of plants (233 in all) collected by him on his adventurous journey through the Barren Lands. The book will appear about the middle of October. The drawings by Mr. Arthur Heming and engravings from photographs taken en route will add alike to the appearance and interest of the volume.

MR. MORGAN'S CANADIAN BIOGRAPHY.

Mr. Morgan's "Canadian Men and Women of the Time," a work on which the industrious author has expended long years of arduous labor, is promised within a month or so by the publisher, William Briggs. No man living is better equipped for the compilation of such a work than Mr. Morgan, and possibly none with the courage and patience to undertake it. Mr. Morgan has strenuously resisted the advances of moneyed mediocrity. His pen has sketched only those who have won prominence and eminence. Herein lies its value as compared with those compilations where the open sesame is a five or ten dollar bill.

THE HUMORS OF '37.

[Unpublished extract from the forthcoming work by the Lizars sisters.]

The authors of that exceedingly clever bit of fireside history, "In the Days of the Canada Company," have placed in the hands of their publisher, William Briggs, the first consignment of "copy" for their forthcoming "Humors of '37." The book is promised to be ready before the close of October. Those who have had the good fortune to read the first will, without doubt, be eager to open the covers of this second work from the pen of the Lizars sisters. The opening chapters give rich promise: "Baneful Domination," "More Baneful Domination," "The Canadas at Westminster," "A Call to Umbrellas," "Le Grand Brule," "Gallows Hill," "Autocrats All," etc. The piquant, forceful style of the writers shows admirably in the opening paragraphs of the initial chapter, which we are permitted to quote:

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"Now, God be praised, I will die in peace," and Wolfe expires.

"The fiercest of the conflict ever rages round a bit of bunting on the end of a stick. The lilies of France come down; up goes the Union Jack, to usher in the birthday of the Greater Britain, and Horace Walpole says 'We are forced to ask every morning what victory there is, for fear of missing one.'

"Voltaire gives a fete at Fernay to celebrate the deliverance from fifteen thousand leagues of frozen country; the Pompadour tells her Louis that now he may sleep in peace; and outsiders ask of Pitt that which a celebrated novelist a century later did of his hero—what will he do with it? 'The more a man is versed in business,' said the experienced Pitt, 'the more he finds the hand of Providence everywhere.' But Providence would need to have broad shoulders if generals, kings and statesmen are to place all their doings there."

STANDARD LITERATURE ABRIDGED.

The University Publishing Co., New York, have issued an edition of standard works in condensed form for use in schools. They are bound in paper and neatly printed. Each single number costs 12½c. and the double number 20c. They are issued fortnightly, except during July and August, and the yearly subscription is \$2.50. The principal works of Sir Walter Scott, Dickens, Victor Hugo, Washington Irving, Hawthorne, Hooper, Swift, Lord Byron, and other lights of British and United States literature appear in this edition. It doubtless supplies a want or the publishers would hardly go to the trouble of abridging literary masterpieces.

MAP OF THE KLONDYKE.

A map of the Alaska region showing the Klondyke, with all the newer places marked upon it, is being issued for the Canadian market. It will be pocket size, and was prepared by Rand, McNally & Co., Chicago, the well-known map publishers. The Toronto News Co. are providing it for Can-

ada. The trails and routes by which to reach Dawson City and other points are marked in red lines.

POOR'S RAILWAY MANUAL.

Poor's Manual of the Railroads of the United States for 1896 has been issued. It is a well-known work of reference in one volume, 1,600 pp., and sells for \$7.50. The publishers are H. V. & H. W. Poor, 44 Broad street, New York.

THE MONEY QUESTION.

"The Money Question; a Handbook for the Times," is the title of an elaborate treatise by Mr. Henry V. Poor, of New York, a writer of authority on financial issues. It is well printed, 202 pp., and sells at 50c. in paper. Besides dealing with money generally, the work summarizes clearly the monetary history of the United States. Mr. Poor advocates a far-reaching change in the money system now in use in the republic. His work will be desired by all who keep posted on the money question or who are collecting books or pamphlets relating to it. The book is published by H. V. & H. W. Poor, 44 Broad street, New York.

MONTREAL NOTES.

"The Christian," by Hall Caine, has certainly had a phenomenal sale, and the demand is as strong as ever. "Equality," by Edward Bellamy, which recently appeared, has also met with great success. Both of these books are issued in a special Canadian edition by the Montreal News Co.

The Montreal News Co. has a book coming out next month, "The School for Saints," by John Oliver Hobbes. The edition is a 50-cent paper one.

The British Medical Association meeting in Montreal created a good demand for many lines of books. This was quite noticeable.

In a few days the Montreal News Co. will have the following books in stock for distribution among the trade. Blackmore's new novel, "Darial"; "The Two Captains," W. Clarke Russell; "Shrewsbury," Stanley J. Weyman; "Wayfaring Men," Edna Lyall; "The Tragedy of Korieska," Conan Doyle. All these will be issued in special paper editions.

Among the books for the coming season are "Simond Dale," by Anthony Hope, and "Lochinvar," by Crockett. Both are being published by the Montreal News Co. in special paper editions for Canada.

The removal of the duty on fashion publications has already caused a decided increase in sales of such publications. The retail trade and public should both take advantage of this, as these periodicals can now be obtained at publishers' prices.

READY ON THURSDAY

September 9th.

SECOND EDITION

Hall Caine's Greatest Story

"THE CHRISTIAN."

This is a drama of frail human nature striving to perfect and struggling to attain the highest ideal. The story opens in the life of Man, but the action takes place for the most part in London, and the author's artful preparation for this book is suggested by the success of moving and dramatic scenes from a strange and unknown life in the world's metropolis. His mystery of the human drama has never been shown so forcibly. The romance thrills with life, and the emotional force of these pictures of temptation, love, and tragedy reaches a height which will make a lasting impression upon the literature of our time.

"His greatest work. The Christian, is really a great novel. It is evidently the result of some of the problems of modern society, which it is the business of the Church to solve which it has been long attempting to solve, but the solution of which, unfortunately, seems to be as far off as ever. Toronto Mail and Empire.

"In 'The Christian' Mr. Hall Caine depicts the types of mind and character, of race and culture, of social effort and religious progress which he sees in the life of England and America which it has been long attempting to solve, but the solution of which, unfortunately, seems to be as far off as ever. Toronto Mail and Empire.

"From start to finish 'The Christian' is of absorbing interest. It is undoubtedly his greatest work, and, dealing as it does with the vital questions of the day, will afford much food for earnest thought among those who have the welfare of their fellow-beings at heart." Toronto World.

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New Customs Tariff

Alphabetically arranged and revised and corrected from the official copy as presented to by the Governor General, June 15, 1897, including the old Tariff by way of comparison. Also comparative rates of the Dingley and Wilson (United States) Tariffs. **15 cents.**

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THE MAGAZINES.

In The Genealogical Magazine for August (the new monthly by Elliot Stock, 62 Paternoster Row, London,) there are several articles of much general interest. There is a note on the Earldom of Selkirk; a good paper on the Taking of Washington in 1814; and the continuation of Mrs. Stokes' article on the Shakespeare family. There is a full list of all the Jubilee honors. Those who are attracted by historical and genealogical studies will like to have this new shilling monthly brought to their notice.

The Canadian Magazine for September is very carefully printed, and the illustration work is quite equal to the best that is shown in any of the current periodicals. The article on the Premiers of Manitoba with accompanying illustrations is a good example of this and shows really good Canadian work. There is a story by Thomas Swift entitled "Aelfhryth." This writer is taking rank as a story teller. Prof. Rand contributes a sonnet, and the second part of Fergus Hume's new story is given. Mrs. Atkinson continues her character sketches illustrated with a pen and ink sketch by Fred. Bridgen. The article on Contemporary Fiction by David Christie Murray deals with Marie Corelli. There is a short literary department in the French language, which will be appreciated by English readers. The sporting department is also a valuable addition to this flourishing magazine.

The Antiquary is a sixpenny monthly (Elliot Stock, 62 Paternoster Row, London), filled with much to interest the student of old things and old times. The contents of the September number include: "Notes of the Month"; "Domestic Mortars"; "A Tour in Italy in 1792-3"; "Inventory and Sale of Goods of St. Peter's church, Cornhill, in the time of Henry VIII.," etc. The illustrations are very tasteful, and the magazine admirably gotten up.

The September Century has a charming article on "Royalists and Republicans," by Pierre de Coubertin, a glimpse of latter-day leaders in France, from the pen of one who knew them personally. "Glimpses of Gladstone," by Harry Furniss, will please many readers. There are two good stories: "What Stopped the Ship," and "Adventure with a Dog and a Glacier in Alaska."

"The Westminster," which has amalgamated with "The Canada Presbyterian," now appears as a weekly at \$2 per year. It appears to have the same general features as the monthly number, and is a bright, creditable and high-class religious paper, superior to anything which has hitherto appeared in Canada. The monthly number is issued one week in the month, and takes the place of the weekly issue for that date. Rev. Mr. Macdonald continues to be the editor.

Valuable Books...

The Mineral Wealth of Canada:

A Guide for Students of Economic Geology. By ARTHUR B. WILLMOFF, M.A., B.Sc., Professor of Natural Science, McMaster University 1 00

The History of the Dominion of Canada

By W. H. P. CLEMENT, B.A., LL. B. With maps and illustrations Cloth, price 0.50

IN THE PRESS.

A Ride in Morocco and Other Sketches

By ARTHUR CAMPBELL, Racy, humorous and cleverly written notes of travel. Cloth 1.00

Haliburton: A Centennial Chaplet

A tribute to the memory of Hon. T. C. Haliburton, author of "Sam Slick," etc. Contributed articles by R. G. Haliburton, Esq., Q.C., F. Blake Crofton, Esq., H. P. Scott, M.A., and J. P. Anderson, Esq. Cloth, illustrated 1 25

Across the Sub-Arctics of Canada

A Journey of 3,200 Miles by Canoe and Snowshoe through the Barren Lands. By J. W. TYRRELL, C.E. With illustrations from photographs and from drawings by Arthur Heming 1.50

Canadian Men and Women of the Time

A Biographical Dictionary of Prominent and Eminent Persons belonging to the Dominion of Canada. Edited by HENRY JAMES MORGAN. Price to subscribers, \$2.00 to non subscribers 2.50

"Mr. Morgan has a vast store of information about Canadian public men, which he has been collecting for years, and he has shown great ability in putting such facts into readable shape for handy reference."—Montreal Star

Humours of '37

Grave, Gay and Grim. By ROBINA and KATHLEEN MACFARLANE LIZARS, authors of "In the Days of the Canada Company" 1.25

WILLIAM BRIGGS

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27-31 Richmond Street West

TORONTO

AN ENGLISH PUBLISHER'S VIEWS.

HIS ALLUSIONS TO DISCOUNTS OR CUT PRICES—THE COUNTRY RETAILER AND MODERN CONDITIONS—IS THE BOOKSELLER RETROGRESSING?

THE discount question in England has, in one sense, no direct interest for us in Canada, though it is not far removed from the cutting of prices by the trade. Yet a talk with Mr. Hodder, the veteran English publisher, will interest our readers, because he deals with other features of the bookselling profession. Mr. M. H. Hodder, of Messrs. Hodder & Stoughton, is probably the doyen of English publishers. For fifty-three years he has devoted himself to one firm, beginning as junior assistant, ending as senior partner. To a London reporter, speaking of discounts, he said:

"To give discount is a tendency of the age. It is not confined to the publishing business. Traders of all kinds find that it attracts customers to allow a rebate off the nominal price of their goods. Numbers of people buy a shilling book for ninepence who would never pay ninepence for it in the first instance if that were the nominal price. To my mind there can be no question but that the discount system has had a most beneficial effect on the circulation of books. More books are sold to-day than ever before, and though a bookseller has to do with a smaller profit on each volume, he sells far more. I, for one, doubt the desirability of interfering with the present discount system.

"There is the strongest repugnance among many booksellers to permit any publishers or union of publishers to coerce them. They feel that it would be an encroachment on their rights, and a thing alien to the spirit of their trade that the publishers should dictate to them as to how they are to conduct their business. This feeling is shared by many publishers, who doubt the right of coercion. But even allowing that coercion is right, we must ask ourselves is it practicable? I do not believe that it is, and the whole history of the publishing trade in recent years bears me out. Publishers have tried before to-day to bring pressure to bear on discount traders, but it has hurt the publishers most. Some time ago my own firm issued a book, at the author's request, at a net price. One large house would persist in allowing a discount on the book, and we felt ourselves obliged, in order to keep faith with other retail traders, to close that firm's account. The attempt was not successful. The sale of the book was hurt, the retail trader was not benefited, and it will be some time before we try a similar experiment. The experience of other publishers who have taken a similar step, has, I believe, been very similar."

"That might not apply, Mr. Hodder, if all the publishers united in coercing?"—

"All the publishers are not likely to support the 2d. in the shilling discount; and the leading discount booksellers of London will undoubtedly resist any change. A very large part of the trade in London is in the hands of a few firms, who buy largely and are able in many cases to obtain special quotations, and can, by their facilities for displaying and advertising their stock, materially affect the sales. One firm alone has nine shops in the city. Publishers have to think well before they offend these large traders. But even if we all agreed not to serve them, they would be able to get what they wanted through the wholesale houses. These wholesale houses are strong enough to resist any attempt on the part of the publishers to dictate to them whom they shall serve."

"But what of the poor country bookseller, Mr. Hodder?" "I do not want you to think that I am indifferent to the troubles of the country bookseller. His profits are small, for he cannot usually afford to buy even the smallest number of a book in order to get special terms. The way for the country booksellers to alter matters is not by a general scheme which will apply to the whole country, but by local unions and agreements. Let the booksellers in one district form a league, agreeing among themselves to sell no new books at a greater discount than 2d. in the shilling. This has been done in some parts, and might well be extended."

"But supposing, Mr. Holder, that one house stood out in a country district and insisted on the 3d., would you agree then to the publishers coercing that house?"—"Experience has proved that it cannot be done. You need only take the recent case of Dublin, where one firm has insisted on giving 3d. as against the 2d. of the others. For months efforts have been made to compel that house to yield, without success. It has been the same in Glasgow."

"I do not believe," Mr. Holder continued, "that an alteration in the discount in the country will greatly help the booksellers there. On the contrary, I believe it will take trade from them. The discount system in London cannot be altered, you may rest assured of that. One great result of there being a less discount in the country than in London will be that many country buyers will patronize the metropolitan rather than their own shops."

"If I could be shown any workable scheme that would permanently benefit the trade, I would join in it," Mr. Hodder said. "We publishers recognize that it is to our own gain to help the retail traders to our very utmost. For instance, my firm

often gets offers from colleges to take considerable quantities of books on special terms, but we make the arrangement through a local bookseller, and allow him his profit. While I do not believe that any alteration in the discount system generally is workable, it might be possible to try selling books over six shillings at only 2d. discount, and, after a book had been published twelve months, booksellers would be free to increase the discount if they desired. You can quite understand that it is often to the interest of a firm to sell books at a lower rate after a lapse of time."

"It has been said that the country bookseller is unenterprising, and that he has largely only his own lack of energy to blame for his present parlous position?"—"That statement requires modification. You will find active, progressive, and enterprising firms in various parts of the country, as well as in London. But, speaking generally, it does not pay the country bookseller to speculate in new books. The limits of his business are so plain that he has no room to do so. The market for new books is a very confined one, and the number of new books being issued is very large."

"Looking back, Mr. Hodder, with your long experience, do you think that the bookseller has degenerated? We are told that fifty years ago he was a bookman, who knew and loved his wares; to-day he is a mere trader, who takes no more interest in his stock than the grocer does in his sugar. Is that so?"—"Certainly not. You must remember that there are very few now who devote themselves wholly to bookselling. The bookseller in the country has usually to be also a stationer and fancy dealer, and will still have to be so. His chief energy is absorbed in selling a variety of fancy articles, and he has neither much time nor opportunity to be a bookman. But there are still many book lovers and bookmen left among our booksellers, and those I know are mostly among the discount booksellers. Why? Because, devoting themselves wholly to books, they have to master the knowledge of their wares if they are to carry on their trade successfully."

A CHINESE DINNER.

Prof. Chas. G. D. Roberts was the guest of honor at a rather peculiar dinner in New York a few weeks ago. It was a Chinese dinner in a Chinese restaurant in the Chinese quarter of the city. The dinner was given by Robert Mitchell Floyd, in the restaurant of the Hong Low. The table and surroundings were decorated in true Chinese fashion and were gay with color.

Those at the dinner were: Prof. Charles G. D. Roberts, the guest of the occasion;

John Jerome Rooney, Vincent S. Cook, Fairfield Osborne, Robert Wentworth Floyd, William Carmen Roberts, Joseph Ryan, Whiddie, Graham, Stephen B. Stanton, John Find and Patrick O'Mara. These made up the jolly crowd who attempted to handle the chop sticks as if they had been accustomed to them all their days.

John Find, a Chinese merchant, explained the various dishes, which no doubt added something to the comfort of the guests. The dinner consisted of twelve courses, as usual in China. The menu cards were printed in Chinese, with an English translation.

INDIAN INK.

MR. FRASER, British Consul at Wucu, on the Yang-tze, in his last trade report, gives an interesting account of the manufacture of the so-called Indian ink, which is made only in the Anhui province. It is more correctly called China ink (encre de Chine), and from Anhui it goes to every part of China and all over the world. In 1895 about two tons of it, valued at £564, were exported from Shanghai to foreign countries. The materials with which this beautiful black ink is made are sesamum or colza oil, or the oil expressed from the poisonous seeds of a tree extensively cultivated in the Yang-tze valley, and also well known in Japan. To this varnish and pork fat are added. The lampblack made by the combustion of these substances is classed according to the materials and the grade of fineness, and also according to the time taken over the process of combustion. The paste made of this lampblack has some glue added, and is beaten on wooden anvils with steel hammers. Two good hammerers can prepare in a day eighty pieces, each weighing half a pound. A certain quantity of the musk of the musk-deer, or of Baroos camphor, for scenting, and gold leaves, varying from twenty to one hundred and sixty to the pound, are added to give a metallic lustre. The materials thus prepared are molded in molds of carved wood, dried, which takes about twenty days in fine weather, and adorned with Chinese characters in gilding. About thirty or thirty-two average sized sticks go to the pound. The price varies from 2s. or less per pound to as much as £7, there being over a dozen different grades. Nearly all writing is done by the natives throughout China, Japan, Korea, Tongking and Anam with this China ink, rubbed down on a stone ink-slab, and applied with a paint brush of sable, fox or rabbit hair, set in a bamboo holder, and when not in use carefully covered with a protecting brass cap. The superior kinds of this ink appear to be used in China and not exported.

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The steamer Corean is bringing out from England a lot of new books for the Citizens' Library worth some \$400. They are chiefly works of fiction, to replace volumes worn out. Chairman Geldert has also received the invoice of a \$75 lot of books coming from New York, a list mainly made up from the requisition book kept at the library to show books asked for and not on the shelves.—Halifax Herald

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