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Vol. VIII

TORONTO, MARCH, 1892.

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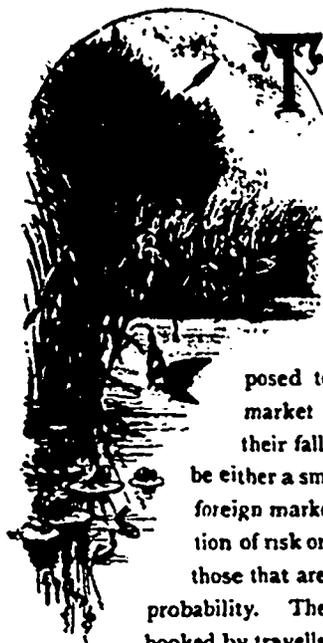
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Vol. VIII.

TORONTO, MARCH, 1892.

No 3.



THE wholesale houses report a decline, as compared with other years, in their travellers' returns of import orders for fancy goods and sundry notions. The falling off is observable both in the extent and the number of these invoices, but more particularly in the former. Retail traders

appear to be less than ever dis-

posed to subscribe to the joint guarantee market that jobbers go upon in gauging their fall importations. There will therefore

be either a smaller volume of goods ordered in the foreign markets, or there will be a larger assumption of risk on the part of jobbers to dispose of those that are ordered. The latter is the stronger probability. The smaller and fewer orders now booked by travellers do not signify a lower estimate

of the fall trade by retailers, but an increasing unwillingness among retailers to anticipate wants so far ahead of the season and occasion for them. Jobbers cannot but interpret the shrunken demand in

this way, and will be likely to provide for calls from stock when the time for selling comes. It is better that it should be thus; wholesalers ought to share with retailers in the chances that lie in the future. If there is a bad season to be encountered it is probable that it will fall as heavily on the wholesale trade to meet it with book debts of goods that are on the shelves of retailers, as to meet it with the goods in stock. If the goods are not sold, it makes little difference where they are; they will be a cause of loss, direct or reflected, that must reach the wholesaler, but the wholesaler can better adjust the direct loss than the retailer can. It seems at any rate that there is an increasing number of traders who go in for "picking up" goods from stock every year. This must lead to jobbers letting out their sails a little beyond the limits of their import orders and venturing somewhat upon their own enterprise.

**

Customers make a big mistake in not coming oftener to the wholesale houses to do their business. They miss many a bargain that can be caught only by a visit to the warehouse. Home-keeping traders are likely to get out of the current of business ideas, for as iron sharpeneth iron so does the contact of buyer and seller sharpen men's business talents. A retailer must be careful that he does not become spoiled by being always a seller. He must buy, and he has the problem of buying fully unfolded before him only when he is in the presence of the stock he wants to choose from. Travellers carry only the lines of the season. Depreciated goods, broken lots, remains of the past season, etc., furnish sources of good bargains that the sharp retailer should be on the watch for, and he must go to the house to get them. There is another thing in connection with this visiting of the wholesale house; the retailer should not fail to make himself known. It is not enough that he should tell the clerk or salesman who receives him that he is Mr. So-and-So from such a place, but he should ask to see one of the principals, or the head of the department in which he wishes to buy. When he makes himself known to either of these he may be turned over to another salesman, but he may count on being well used by the latter, if for no other reason, because he has been introduced by the principal or a head of a department. Let a man come in and without introducing himself proceed to buy from the first person he meets; he will be likely to be 'stuck,' as the phrase is, for a lot of goods and at prices that would not be imposed upon him if he were known and had got placed in the right hands. When a man names himself to some responsible person in the house, he gives a clue to his standing that will guide the salesman in favoring him with bargain or terms.

**

The present condition of the trade in games in this city exemplifies the difficulty in the way of native manufacturers restricting their supply to notion jobbers and retailers only. One firm of manufacturers were offered a large order from a big department store, but declined it as a matter of justice to the regular jobbers. The regular jobbers temporized until the department store referred to brought in a large stock of games from the United States. This at once determined local jobbers and retailers against putting in stocks of games to any extent, as it was felt that the city trade would be cut all to pieces by the department store. The home manufacturers were therefore compelled to witness the city trade being handed over to foreign rivals, simply because the former had too much principle to sell to an irregular trader. Their prices

were lower than those paid for the imported goods, and there was nothing in the way of their games finding the same central outlet here as the imported games are now being sold through. Naturally this house feel like selling here after when they have a chance, irrespective of the point whether the offer comes from a recognized or a non-recognized member of the notion trade. The same firm did a very large business in Montreal in the goods that were crowded out here by imported ones through the firm's concern for the interests of the regular trade.

* * *

Goods on their way from the manufacturers or importer's hands to those of consumer's more frequently than ever jump one of the intermediate stages in the distributing series. Sometimes the wholesaler is ignored and the manufacturer sells directly to the retailer; sometimes the retailer is ignored and the wholesaler sells directly to the consumer. There appears to be an increasing pressure upon the higher levels of distribution to make these departures from normal trade usages. United States paper men will come here and load up all the jobbers that will buy, and then sell big orders to the department stores. English houses are forced to sell such lines as pass books directly to retailers, because United States and native goods are being handled by jobbers in place of the large quantities of English goods formerly bought by the jobbers.

LEAP FROG ON THE ROAD.

The "advised" visit is rarely on time. The calendar and the map of a given route may be gone over in joint conference between the head of the house and the traveller who is to cover that route, places and dates may be matched, and notice sent to each trader in that particular circuit of the day where the traveller is to call. But he doesn't call on that date, at least hardly ever. The reason is, that he departs from the course staked out for him and goes chasing after other travellers whose whereabouts he hears of. That is what deranges the plans of the advice cards are tokens. A, representing one fancy goods house is in a certain town today and learns that B, the representative of a rival house is to be in another place the day after to-morrow. Two or three towns intervene between where A now is and the place where B is to be, and A is booked for every one of those towns before he is to go to the more distant place. That however, does not dissuade him from leaping over the intermediate towns and making his way to the place where B is heading for, and getting to that place to-morrow, or one day ahead of B. If he can have the trade of that town in the condition of a squeezed orange for B, he feels that he has amply recompensed his house for the extra expense necessitated by retracing his steps to take in the omitted towns. But there is no saying when he will

take in the omitted towns. He is like a luminary without a fixed orbit, and prides himself upon his unexpectedness. His aim is to checkmate his rival, not to carry out the plans of his house. A general does not plume himself more upon the fullness of his intelligence as the enemy's movements than does the traveller upon his thorough knowledge of what his rival's plans are. All this requires sharp observation, alertness and promptness, but there is equal room for the application of the same qualities to the business of selling goods. There is such a thing as becoming so deeply absorbed in the game of forestalling competitors as to neglect the real objects of travelling. As some men are cleverer at checkers than others, so some travellers are cleverer at effecting combinations than bringing several points into line where a series of jumps can be made, each one over a rival. But it is not always the man who gets ahead of his opponents that sends in the largest sheaf of orders. The best travellers on the road are men who keep the even tenor of their way as "advised."

The trouble with this leap-frog business is that it disappoints the retailer. Traders frequently complain to wholesalers that, relying upon the "advice" of the traveller's visit, they allowed the travellers of other houses to go through without giving them in order. In this way opportunities to make an advantageous purchase probably were let go by, because the notice of the traveller's visit was depended on. In some instances the six weeks, or whatever other set time the traveller is to be on the road, slip away before he has had time to catch all the places he has missed. In one case, a retail merchant reports that he had not been called upon for a year by the traveller of a house he dealt quite extensively with.

THE DUTY ON BOOKS.

The Employing Printers' Association of this city has again presented its petition for an increase of 6c per lb. in the duty on books. The arguments presented in the May number of BOOKS AND NOTIONS against this increase are as valid now as they were then. Such an addition to the present duty would be at the expense of the trader or the poor man. Upon the cheaper class of books published for people of slender means the increase would amount to as much in many instances as 70 per cent. of their former value. Upon dearer books the increase might be as light as 2½ per cent. of their value; this the trader would lose. Manifestly therefore the weight of the increase would fall upon the trade and the people who buy cheap editions. On the other hand what interests would it benefit? Would it give more work to our type-setters? If it would, a very strong plea on that ground alone could be made for it. But the petitioners evidently do not want that to be one of the fruits of the change, though they ap-

peal in the name of the type-setters of Canada for the increase. The extent to which the petitioners are swayed by consideration for our type-setting industry can be better gauged by their attitude on plates and moulds. If the interests of our compositors are to be further secured, then we need a higher duty on book plates and moulds. But the deputation from the Employing Printers' Association asks that the duty on plates be reduced by one-third of what it is at present; that is, it asks that outside competition against our type-setters shall be less hindered than it is.

Who therefore is to be benefited by the adjustment of the duties sought by the petition? Not the public, not the trade, not the type-setting industry. The employers of the type-setters, the publishers and the paper makers are the persons who would reap the advantage, and surely that is not a sufficient distribution of public good for the Government to be persuaded to grant the prayer of the petitioners. At all events, it would appear to be against the policy of the Government on other grounds to do it. Benefit to all the publishing interests of this country—to the labor and skill as well as the capital—is aimed at by the Canadian Copyright Act of 1889, and will be realized by that Act, unless Imperial obstruction is more persistent than it seems likely to be. The Government is not likely to weaken the pressure of conditions which call for that radical measure, by making any tariff changes with any similar bearing. These would be calculated to have the effect of diverting public interest from the Act, and that it is not Sir John Thompson's object to do.

The petition was published in our May issue after it was submitted for the first time to the Ministers of Customs and Finance. The deputation which presented it on the 3d inst was composed of the following gentlemen:

Messrs. W. A. Shepard, Mail Job Printing Co.; Jas. Murray, of Jas. Murray & Co.; Daniel A. Rose, of Hunter, Rose & Co.; A. F. Rutter, of Warwick & Sons.; W. F. Maclean, of the Toronto World.; John R. Barber, of the Toronto Paper Co.; George Challice, of the Napanee Paper Co.; J. B. Rollan, of the Rolland Paper Co.; S. Frank Wilson, of Toronto Truth.; Richard White, of the Montreal Gazette.; R. L. Patterson, of Toronto, agent for Miller & Richard.; F. Diver, Central Press Agency.; D. Rose, of D. Rose & Co.; E. Trout, of the Monetary Times, Toronto.; C. W. Young and T. H. Preston, representing the Canadian Printers Association.; W. K. McNaught, of Toronto.; Walter Blackburn, of the London Free Press.

Raphael Tuck & Sons, London, Eng., are about to publish in a form suitable for framing a fac-simile of the letters addressed by the Queen to the Nation, in reference to the death of the Duke of Clarence.

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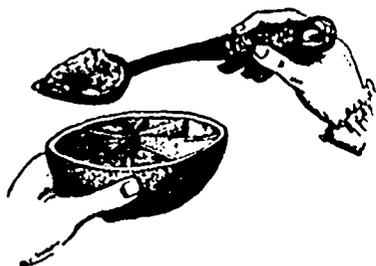
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A large tree is found in Mexico, but more especially in the State of Tabasco, known as the Jocolin (*elæocarpus Americanna*) Majagua, or pea-tree. It grows with such rapidity that it is really dangerous to fields living waste. Hitherto, the fiber obtained from the bark of this tree has been used for merely making cordage, its power of resistance being equal to that of hemp. Of late, however, trials have been made with this fiber, by the paper-mill at Belem, near Mexico, to use it in the manufacture of paper, and a successful result was obtained. In texture and color, "Jocolin" paper very much resembles parchment, and is far superior to rag-made papers. In all probability, "Jocolin" will soon be included in the raw materials used for making paper, and, thanks to its polish and fineness, it will, doubtless some day play an important part in the manufacture of tissues.

On a space of one hundred and five acres, 29,086 trees can be cultivated. Each tree produces five pounds of fiber, making a total of 145,430 pounds, which, sold at the rate of \$32 per 2,000 pounds, bring in a sum of \$2,300, which shows a profit, after allowing ten per cent interest upon a capital of 2,000 piastres (\$1,600), working and transporting the fiber to San Juan Bautista (for exportation), 1,886,36 piastres (\$1,500.) The cultivation is exceedingly simple, consisting merely of two or three weeding per annum. At the end of two years the tree is ripe for the market; it is cut down, the bark taken off, and steeped in water. After soaking for eight days, a simple washing suffices to lay bare all the fibers.—Geyer's Stationer.

RETAILERS' COMPLAINTS.

It is hard for the wholesalers to avoid giving offence to everybody, but some houses might go farther than they have done, in courtesies to the retail trade.

They make their living from the retailers and hence should treat them squarely, that is, as generously as possible.

The Rose Publishing Co. publish a line of Copy Books that will sell to the public at \$4c. a dozen, and to retailers at 63c. per dozen. Now consider that each copy book must be sold separately, wrapped up, and change made. All this for 21c. profit on twelve copy books, perhaps twelve sales! Then, of course, there is the freight to be considered, the packing, drayage &c., and moreover there is no cash discount on these goods. Wholesalers who expect retailers to make a profit at such discounts, must be very short sighted. It is very unfair for a wholesale firm to take all the profit from the retailer just because the line of goods is authorized by the Education Department, and consequently, the dealers must have them.

Another instance seemingly more unjust, is the new line of Drawing books, published

by the Canada Publishing Co. The wholesale price is 45c. per dozen, and they retail at 5c. each, leaving a margin of 15c. per dozen. These profits are too small, to expect merchants to pay their just debts. But the plan on which many wholesale houses seem to work is to get all they can from every body, in order to make up for the losses on account of the failure of those who are squeezed out by small profits.

The book firms, last fall, began to give the retailers 25 per cent. discount on readers instead of 20 per cent., an advance which must certainly be placed to their credit.

Some dealers are complaining of some of the actions of that enterprising concern, the Methodist Book and Publishing Co. This firm advertises largely, especially through its own publications, and it invariably adds to the body of the advertisement "Send direct to Wm. Briggs, Toronto." Now this concern is making large profits out of the retailers, and if they would change this stereotyped form, by adding "for sale at all booksellers" or "order through your bookseller," they would command a greater respect among dealers generally. But on the contrary, they take and receive retail orders, which is fair enough in a way, but they also seek retail orders which is unfair. For example, by ordering a bible direct from Wm. Briggs Toronto, you may have your name stamped on in gilt letters, but the advertisements say nothing about the possibility of the same privilege being obtained by ordering through the retailer. Again on their Sunday School publications, they allow a discount of 8 or 9 per cent.: while American firms selling similar publications give about 20 or 25 per cent.; the firms referred to are such as David C. Cook, Chicago, and the Sunday School Times, Philadelphia. Then

the retailer has generally to half up this discount with the Sunday School from which he receives the order.

A number of other instances might be cited where wholesale firms are dealing somewhat unfairly, but these are the most prominent examples and the sooner the wholesales remove the beam from their eye, the better for their reputation.

OUR TRADE EXCHANGES.

The Fancy Goods Graphic, New York, is one of our new exchanges. Its articles are well written and instructive to the fancy goods dealer.

The United States Paper Maker is a live weekly, published in New York in the interests of paper dealers, paper makers and dealers in wood pulp. Its editor never sleeps.

The American Paper Trade and Wood Pulp News, New York, is a welcome visitor. Its columns are replete with news and information.

The American Stationer is growing in size and improving in its matter. It contains a vast amount of information and seems to have found high favor among its patrons.

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Zepo is without a doubt a most wonderful novelty. The object is by blowing through a small tube to send *Zepo* on to a swing suspended a few inches above him. *Zepo* revolves at an alarming rate, and can only be caught by very skilful handling, or rather, we should say, blowing. Anyone can see at a glance how beneficial this is to a person affected with weak lungs. It is a great lung strengthener, and at the same time is highly amusing.

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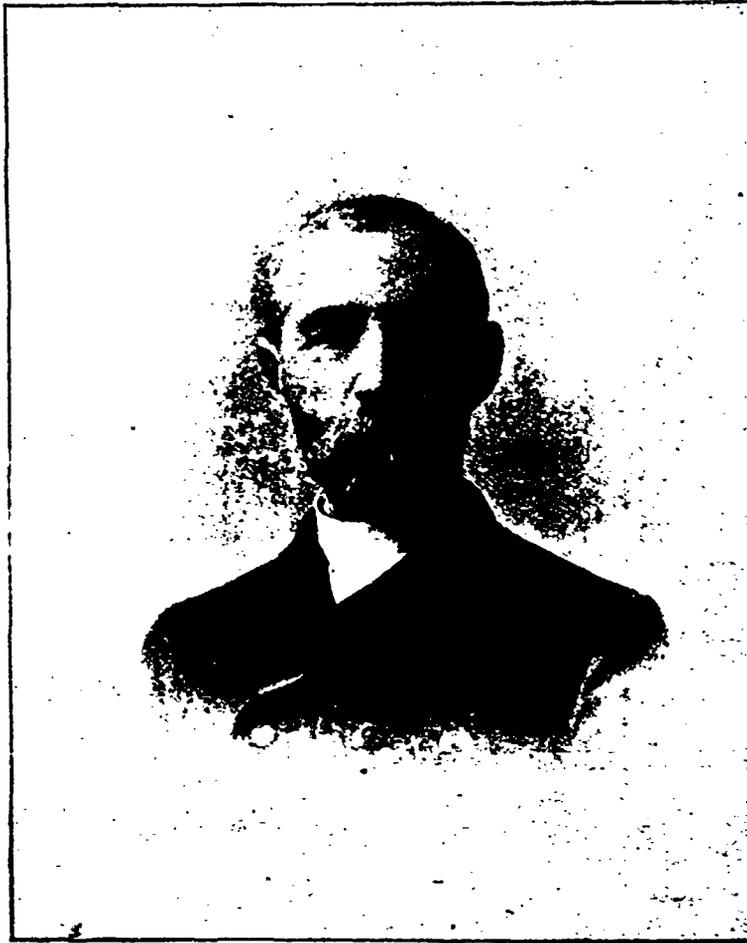
In his years were seen.
A youthful vigor and autumnal green.

A man who is trained in one particular branch of business throughout a long life often lags behind in the onward march of progress. His ideas, if at all narrow, cease to develop, unless the man takes pains to cultivate a broad-minded liberalism, which can discern clearly the progress and change of business and business methods. Some men have, naturally, this broadmindedness and clear prescience which enables them to anticipate and prepare for progressive changes, and even to help in advancing the ideas and methods of the business in which they are engaged. Men who have not this talent by nature or by culture often find their business after twenty years' run to be sadly in the rear of modern improvements.

Mr. Andrew S. Irving is a man, though founding his business about thirty-three years ago, is now in the lead of all departments which he manages. The Toronto News Co., of which he is the President, is one of the most enterprising firms in Canada, and its success is due almost solely to the progressive business talent, to the prescience and breadth of mind of the man who is head of the company. Mr. Irving was born in Scotland, the land which has contributed to Canada many of her greatest men, but emigrated with his parents at an early age to the United States. While yet a young man he came to Hamilton, Ont., and went into business with W. E. Tunis, and finally had charge of the Hamilton branch of Tunis's business. He then came to Toronto and began business for himself, opening a store on the corner of King and Jordan streets, where the Bank of Commerce now stands in the fall of 1862. From the first he began to do a wholesale business, but at that time it was necessarily on a small scale. He soon had two stores, one where P. C. Allan now does business and another known as the post-office store, situated near the post-office. About sixteen years ago Mr. Irving formed the Toronto News Co., which has ever since been managed by him. It can be truly said of him, that he is the pioneer of the Canadian news business. He has watched its growth from the tender plant to the vig-

orous tree, and by careful watching of the growth, he has succeeded in developing a business consonant with the requirements of the Canadian news business.

He is thoroughly acquainted with the newsdealers in Western Canada, but has also been always well acquainted with the newspaper business of Canada and the United States. A good many years ago, he founded Canada's comic paper, Grip, but sold it out on account of other business requirements. During the early part of his business career Mr. Irving undertook a great deal of publishing, but has gradually restricted this, and the only remaining pub-



MR. ANDREW S. IRVING.

lishing now undertaken is "Irving's Five Cent Music," which is well known to the trade.

The Toronto News Co. confines itself now to the wholesale trade in periodicals, books and stationery. Their trade is enormous in this line of merchandise, and the system with which the business is managed is admirable. For distributing periodicals, their arrangement is much like a huge post-office, each of their customers having a labelled box into which all his papers and periodicals are placed as soon as received, and then taken out and shipped as often as the respective dealers desire. Their book business is very extensive, and they carry probably the

largest stock of paper-bound books found outside of New York. They carry all the various series of novels published, and when the Seaside Library was at the height of its popularity carried an enormous stock of that series.

The extensive growth of Mr. Irving's business has been due to his very great energy and the brilliancy of his methods. He has always been a hard worker, and if all the work cannot be done by the light of the sun, he believes in doing it by artificial light. When he first started business in Toronto, he sought to control the trade in Canada and in order to do so initiated some novel methods. The

New York train used to arrive at 4:30 a.m., and while other dealers waited until ordinary business hours before they attended to the morning arrival of goods, he had men attending to business, and American publications were in his store, distributed, packed and shipped before 7 a.m.—that is before other houses had opened their doors. In this way Mr. Irving soon secured the Canadian trade. He made special arrangements with the Express Company at Montreal, who, as soon as the English shipments arrived, secured several of his bales and shipped them at once to Toronto, instead of waiting until the whole shipment was transferred. He would then go to the custom house in Toronto and get a suspense entry made and have his goods in stock and shipments made before his competitors' goods left Montreal. Thus the increased facilities which he brought to bear on his business and the prompt dispatch with which these publications were distributed, led to an

increased demand for them. His enterprise led to a distinct growth in the capacity of his trade, and this was further increased by the extreme care he took in acquainting himself with the goods he handled, the time to get them, the price and other details.

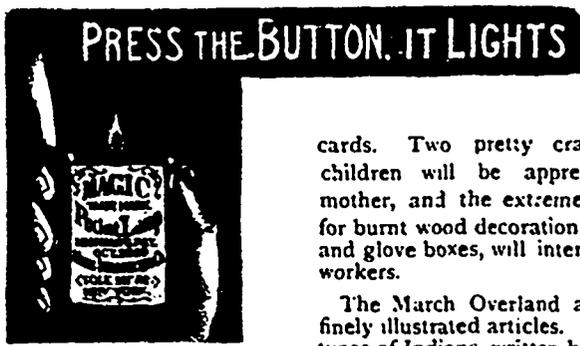
A distributing agency such as this is of great benefit to publishers, because it obviates the necessity of subscription agents. When a publishing house sees that it can place its publications before the people at once, without any very great expense, it uses this means alone, and thus the distributing agent becomes a necessary and constant feature of the news business. It is by

the use of such methods as these that Mr. Irving has come to concentrate the distributing of periodicals in Canada in his own hands, and no one will deny that such indomitable perseverance and enterprising energy is deserving of all the reward which it can procure.

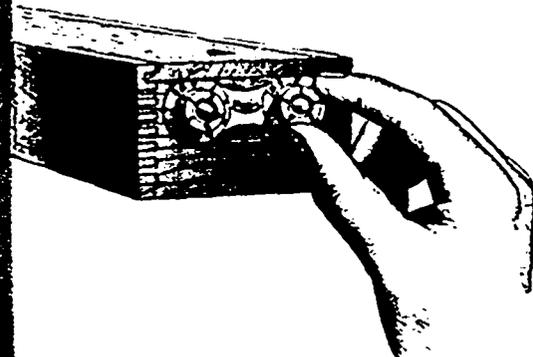
Mr. Irving is yet a comparatively young man. Although fifty-three years of age, he is bright and sprightly and retains in his eye the energetic sparkle of youth.

A NEW CATALOGUE

Messrs. H. A. Nelson & Sons have issued their illustrated spring catalogue. Besides their regular lines of sporting goods, childrens vehicles, etc., all of which have been supplemented with new varieties and the latest styles, we notice several novelties now placed for the first time before the Canadian



trade. The Magic Pocket Lamp and cigar Lighter is a novelty, very convenient to smokers and will be undoubtedly a profitable article to dealers. It is an invaluable article, where an instantaneous light is wanted and its convenient size, allows of its being carried in the vest pocket. As the igniting disks can be purchased and the lamp refitted it is not the toy of a moment, but rather a useful and always desirable article. Another article which will undoubtedly take well



the Magic Scholars' Companion, which is fitted with a combination lock, thus obviating the difficulties arising from the loss of keys. Several hundred combinations are used, so that one scholar cannot open another's companion, and besides thus being convenient, it is an attractive novelty and consequently should be a profitable seller. This catalogue contains a description of many other articles which it would be well for retailers to consider carefully.

PERIODICAL PUBLICATIONS.

The Century for March contains a portrait engraving of Paderewski, the famous Polish pianist, who recently visited Canada and the United States, and also two articles and a poem on him. The other articles are interesting and as intellectual as usual with this great magazine.

The January number of the Art Interchange is an admirable example of what an art journal should be. Its most showy features are the three beautiful pictures in color: In Rose Time, a rich study of pink and yellow roses; When Love Plays, a charming fan decoration, showing gaily dressed couples engaged in dancing, etc.; a sheet of Dresden Designs in color for China Painting. There are copies of famous paintings by Henner, Lefebvre, Lenboch and Leibl; charming designs of cupids and little figures of menu

cards. Two pretty crayon sketches of children will be appreciated by every mother, and the extremely clever designs for burnt wood decoration on mirror frames and glove boxes, will interest all decorative workers.

The March Overland announces several finely illustrated articles. One will be upon types of Indians, written by Captain Dougherty, an army officer who has spent many years among them and made a special study of their ethnology; the article will be illustrated with portraits of the various types. Another is the account of a surveying party in repeating Powell's exploit of making its way through the gorge of the Colorado in boats, illustrated chiefly from photographs of the expedition; the article will be by a member of the party. Another is a continuation of Mrs. Bandini's accounts of riding to hounds on the hills of Southern California, and will be illustrated from the paintings of Whiteside.

The second number of the Dominion Illustrated Monthly is to hand. Its contents are breezy and interesting, as well as native to the soil. Charles G. D. Roberts continues his story, the "Raid from Beausejour," Wm. Wilfrid Campbell, the talented young author of "The Mother," has a very amusing little piece of fiction, "Deacon Snider and the Circus." "Jamaica Vistas," by Dr. Wolfred Nelson, and "Historic Canadian Waterways - The St. Lawrence," by a well known writer, J. M. LeMoine, are worthy of notice. A useful article just now, is one descriptive of

the new Quebec Ministry, with portraits of its members, while T. Blake Crofton gives expression to some comical thoughts in "Scraps and Snaps." An article upon "Curling in Canada," will interest sportsmen.

A new weekly magazine is about to be published in Boston, Mass., called the "Two Tales." Each copy will contain two short tales (4,000 to 6,000 words each) by the best fiction writers of the day. Every story will be new, and the price is to be \$4 per year or 10c. per copy. The publishers claim to have secured some very fine literary productions for issue in their new venture.

The contents of the March Arena are sufficiently varied to interest all lovers of serious literature. The Rev. Minot J. Savage, the eminent liberal divine of Boston, contributes a remarkable paper on psychical research, giving many thrilling stories for the truth of which he vouches. This paper is as interesting as fiction, although it is prepared in the interest of science. The other articles embrace a rich variety of interesting subjects, and are striking and thought stirring by able and fearless thinkers.

BUSINESS CHANGES.

J. A. Hanratty, stationer, Ottawa, has assigned to J. H. Gordon.

Chas. Clements, stationer, Treherne, Man., has sold out to S. L. Taylor.

W. R. Walton, dealer in paper patterns, Toronto, is asking for an extension.

J. N. McDonald, publisher, Moosejaw, N. W. T. has been succeeded by I. H. Lang.

The stock of J. E. Calvert, fancy goods dealer, Petrolia, Ont., was sold on the 1st inst.

The Novelty Manufacturing Company, of Newmarket, has effected a compromise with its creditors.

Aime Trudeau's liabilities at Windsor Mills amount to \$18,000, with assets nominally the same.

R. Neville of Rorer, Bissette & Neville, printers, Montreal, has retired and the firm is now styled Poirer, Bissette & Co.

The insolvent stock of C. J. Wilson, stationer, 205 Parliament street, has been sold under the assignee's order at 39 1/2c. on the dollar.

The firm of Timms & Co., printers, Toronto, has been dissolved and G. Y. Timms continues the business with the firm name unchanged.

The old established firm of R. Henry Holland & Co., wholesale fancy goods, St Paul street, Montreal, have made an abandonment of their estate and an assignee was named provisionally. The unsatisfactory nature of business for some time past, coupled with heavy expenses and bad debts, was the cause of the stoppage. Liabilities about \$100,000.

WILLIAM BRIGGS Publisher and
TORONTO. Importer,

Desires to notify the Book Trade of Canada that their Travellers will shortly be on the road, soliciting orders for Import. As heretofore, Mr. John A. Solomon, will cover Western Ontario and the Maritime Provinces; and Mr. Frank H. Anderson, East and North Ontario, and North West and British Columbia.

Kindly await their coming, and examine Samples before placing orders elsewhere.

WILLIAM BRIGGS,
 29-33 RICHMOND ST. WEST. 30-36 TEMPERANCE ST



Some very pretty albums, with oxidized silver letters of large size and striking designs, together with beautiful silver corner ornaments, are seen in this season's importations.

Baskets in fancy designs and for fancy purposes are on the down grade of popularity. They have run three seasons and have now lost favor along with many lines of bric-a-brac, which are also being tabooed by the ladies.

The combination photo frame and stand will be a feature of this year's fancy goods. Brass and silver floral designs predominate, and are shown in great variety. The designs are various, and these articles should find a ready sale.

A neat little wall-ornament will shortly be placed before the trade. It consists of a very pretty winter scene, with a glass cover and a chain frame and hanger. These are designed and manufactured by C. M. Taylor & Co. This firm is also selling a very artistic line of oil painting studies, floral sketches, and pencil designs, which are very useful to amateur artists and students of the aesthetic art.

A very nice line of albums is shown by Copp, Clark & Co. Plain leather bindings seem to be numerous and are neat in their simplicity. A very pretty line, the Victoria, narrower than the ordinary album and about the same length, is a new and suitable size, and is shown in several very pretty varieties. A double album of this style, opening from the centre both ways, makes a very neat article, and it is well fastened with two clasps, one at the top and one below. An oblong variety with two photos to the page, and an "Imperial" variety with four to the page, are among the new styles. These albums show what can be accomplished by varying the size and still retaining the former bindings of plush and leather, with celluloid and oxidized ornamentations.

VIENNESE ART GOODS.

Every country and every manufacturing center throughout the civilized world possesses a distinct individuality in the nature of some, if not of all, of its productions, says a writer in the British Stationer. Those who study the imports of fancy goods of all classes cannot fail to be struck by the marked way in which the productions of the different continental centers may be said to correspond to certain distinct and classes of trade. Foremost among the geographical aristocracy of Europe stands Vienna. The very atmosphere seems impregnated with the refinement and luxury which seems to

be inseparable attributes of the bright and genial Viennese. The architecture that meets the eye during a casual stroll through the streets gives evidence of artistic perception of a high order; the works of art in the galleries and museums are witnesses to the genius of the nation, and the extent of their commercial relations is the best comment on their industry. The same features are characteristic throughout and it is therefore not surprising that Vienna places a cachet on her fancy goods of all kinds which secures them an entree wherever excellence is appreciated.

In many cases articles manufactured in neighboring countries are sent to Vienna to receive their finishing touches in decoration, and this is especially noticeable in the higher class basket ware. The Viennese leather goods are celebrated all over the world for a finish which is not equalled elsewhere on the continent. The bronze and other metal work is also remarkable for the extreme beauty of its execution, and there is an evident disregard of expense in the working out of models of designs suitable for the different markets of the world. The same spirit is noticeable in every grade down to a simple wooden paper knife, and has given rise to an expression of opinion that the first consideration of the Viennese manufacturer is excellence and originality both in design and execution, and the secondary one that of price. This is true to a great extent, at least in the genuine fancy trade, where the article should create the demand and govern the price, and not the consideration of making a line to sell at a certain figure and, to some considerable extent, control and limit the degree of work put into the article. In fancy creations—in the true sense of the word—this is undoubtedly correct, as when they strike the eye and appeal to the fancy as being out of the common the price will always be paid by a certain class of customers as a matter of course.

AMONG THE WHOLESALERS.

Messrs. Brown Bros. have taken the Ontario agency for the Caligraph. This typewriter is fast becoming a favorite, and it is a necessary adjunct to every business man's office. It is made in three sizes, selling at various prices, and is very highly recommended by type-writing experts. Brown Bros. are also handling Littel's ribbons, carbon papers and other type-writer supplies, from the best manufacturers.

Messrs. Copp, Clark & Co. have just published a second edition of M. F. Libby's "Questions in Grammar." They report a very large sale of the "History of David Grieve," and undoubtedly the sale has not reached its highest point yet. They have just received a consignment of J. M. Barrie's new book, "The Little Minister," which retails at \$1.25, cloth, and will, no doubt, have a large sale in Canada. This firm is selling a nice line of autograph albums with bronze oxidized lettering and corner ornament, but the sale is confined principally to the lower province.

Messrs. C. M. Taylor & Co. have made some very decided and extensive improvements in their warehouse. Being extensive dealers in wall paper they have decorated the

ceiling of the first flat with several complete sets of the newest designs in this kind of decorations, and it thus serves a double purpose. The whole building has been thoroughly renovated and now presents a very cheerful and pleasing appearance throughout. The front part of the first flat is fitted up with new counters and tables and is now used only as a sample department. This firm besides handling a full line of Dutton's Easter Booklets and Hagelburg's Easter Cards, have placed before the trade this season, a most artistic line of Birthday cards, which in point of variety, and in newness of design, is the best which has been placed before on the Canadian market for some time.

William Briggs, of the Methodist Book and Publishing House, Toronto, has again secured the control of the series of Mildmay Art Calendars, somewhat similar to that of last year. The demand for these last year was so great that the supply was totally inadequate, and it would be well for the trade to order from their travellers as early as possible to insure their getting a complete supply. Their job lines of Christmas cards and booklets this year are bright and catchy and of splendid value. They have also assumed control for Canada of the finer bindings of the Presbyterian Hymnals and Psalter and Hymnals and Bible Combinations, and will show some fine lines this year.

As we go to press we learn of the death of Mr. Henry J. Clark, of the Copp, Clark Co., which occurred on Saturday. The deceased was one of the original firm of Copp, Clark Co., who purchased the business from W. A. Tunis.

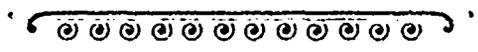
It is expected that a change will shortly take place in the business of Hickson, Duncan & Co., owing to the recent death of Mr. Hickson. But their customers may rest satisfied that all orders will be filled and their interests will not be prejudiced by any probable changes.

The Toronto Type Foundry Co., is applying for incorporation at the hands of the Dominion government. J. I. Johnston, H. A. Massey, John Bain, W. E. Massey, L. Livingston, S. C. Calvin, John Marder, R. Thomson, are the gentlemen who make up the company which is to replace the business now carried on by J. I. Johnston, under the name of the Toronto Type Foundry.

Did you ever pick up your pen dear reader to write a letter, and on the insertion of it into the inkwell bring it out covered with a coagulated mass of dirt? It is very annoying, and to a business man whose every minute is golden a loss of precious time never to be made up again. "Cleanliness is next to Godliness." This time worn saying is very applicable to the present topic as almost invariably the fingers are dirtied in removing the objectionable mass from the point of the pen. The moral of this is to exercise great care in the purchase of the most suitable inkwell, one that excludes all dirt and dust, that prevents evaporation, and that keeps the ink always fresh, no matter how long in disuse will undoubtedly give the greatest satisfaction. The patent non-evaporating inkwell made in six varieties, and thus giving a good range in price, fills the bill. The trade is supplied by The Copp, Clark Co., (Ltd.), who are the sole agents for Canada. Send for illustrated price list.



IMPORT JOURNEY FOR 1892



Dear Sir,

It affords us pleasure to advise you that our Travellers will submit for your inspection at an early date the finest and most extensive variety of samples of miscellaneous Books, suitable for

GIFT, HOLIDAY, SUNDAY SCHOOL,
PRIZE AND REWARD PURPOSES

ever shewn to the Trade, of Canada, embracing the leading publishers of England, Scotland and America; also the largest assortment of



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Illustrated Books, for Christmas Gifts,
Blocks, Games and Puzzles,* SELECTED FROM THE LEADING
AMERICAN PUBLISHERS AND MANUFACTURERS

An opportunity will thus be afforded you of selecting your Christmas Stock from an unusually large and

appropriate variety, and at prices which will enable you to reap satisfactorily remunerative profits.

We will also present for your inspection a magnificent range of the most elegant designs and choicest bindings from the

OXFORD UNIVERSITY PRESS AND
EYRE & SPOTTISWOODE, QUEEN'S PRINTERS



IN Bibles, Prayer and Hymn Books, also Hymns and Prayers combined, and in cases; and an extensive assortment of Roman Catholic Prayer Books, artistically bound.

We invite the special attention of the Trade this season to our values and styles in Photograph, Autograph and Scrap Albums. Our assortment is unusually attractive, and our prices will be found interesting.

We purpose, as usual, to subdivide our Import Journey into two sections, on the latter of which we will submit a splendid assortment of Continental Fancy Goods, Christmas Cards, Booklets, etc., etc.

Soliciting the favor of your much esteemed orders when our Traveller waits upon you, and assuring you at all times of our very best attention to your commands,

We remain, yours truly,

©. M. Taylor & ©.

Our Christmas Fancy Goods

will **not** be shown until May and June.

We would ask our customers and the trade generally to remember :

1.—That Plush goods shewn before May cannot possibly be new lines for the latest novelties used in fitting and trimming them cannot be obtained until April.

2. That Imported Fancy Goods bought so early last Fall that they have already come to hand can only be of 1891 styles.

We can promise without any diffidence that our line of plush goods and other fancy goods will far surpass anything we have ever shewn in the past and that almost to a line we will be the only house shewing these goods. All we say is :—**WAIT FOR OUR TRAVELLERS BEFORE LOADING UP.**

THE HEMMING BROS. Co., LTD.,
Toronto.

B. MARCUSE, MONTREAL

**M
A
R
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FINE FANCY GOODS,
TRAVELLERS ARE NOW OUT
with new lines of
PHOTO ALBUMS,
JAPANESE NOVELTIES, ETC.
while I am in Europe selecting new
goods for the next Holiday Season.

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It is my aim to import principally
such lines of goods as are not sold by
everybody.
ORIGINALITY AND VARIETY
are the chief characteristics of my
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VANCOUVER, B.C.

Direct Importers of Every Description
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JAPANESE GOODS.

Wholesale Lowest Cash Prices.

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Fine Fancy Goods

New, fresh and distinctive in all leading
lines for Fall and Holiday Trade.

Full varieties of Plush, Oxidized and Leather
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Extensive lines of Pocket Cutlery, Stereo-
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Tassels, Sponges, etc., etc.

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—MANUFACTURERS OF—

Papers, Envelopes, Cards, Gummed and Enamel Box Papers.



FINE PAPERS A SPECIALTY:



To be had of all Wholesale Stationers. Ask for these goods.

RECENT PUBLICATIONS.

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

HOW TO MANAGE A HUSBAND, containing the opinions and experiences of more than a hundred women, is published in the Sunnyside Series by J. S. Ogilvie, New York. Price 25 cents.

The practice book for use with the new public school drawing books has just been issued by the Copp, Clark Co. (Ltd.), and is called the "Ontario Practice Drawing Book, 1 B." See advertisement.

A BARGAIN IN SOULS, by E. De Laucey Rierson, is a strange tale written for the benefit of newly-married couples who are inclined to have certain frictions, before they can "agree to agree." Laird & Lee, Chicago.

ONE TOUCH OF NATURE, by Margaret Lee, author of "Divorce," "A Brooklyn Bachelor," a tale of two young lovers, written with a plot exceedingly interesting, is published by John A. Taylor & Co., New York. Price 30 cents.

AUNT PATTY'S SCRAP BAG, by Caroline Lu Hentz, is published in Peterson's Series of Choice Fiction. This book is full of quaint sayings and homely advice of true Southern character, and is a really fascinating story. Price 25 cents. T. B. Peterson & Bros., Philadelphia, Pa.

The latest addition to shorthand note books is Isaac Pitman & Sons elastic bound note book "Scribe Series No. 6," and is published by the Copp, Clark Co. (Ltd.) This book like all other of the well known Scribe Series is specially prepared for use with Pitman's Shorthand Text Books.

JASON EDWARDS, an Average Man, by Hamlin Garland, is dedicated to the Farmer's Alliance. This writer tells us of life in the Western prairies, and his sympathy with humanity, and his power of making his characters real make this story a fascinating one for the ordinary reader. Price 50 cents. The Arena Publishing Co., Boston, Mass.

Messrs. Copp, Clark & Co. have just published the *Bellum Gallicum* Books III and IV in one volume, and Book IV in a separate volume, both with notes by John Henderson, M.A. They are also handling the Social Science series of Swan, Lounewschein & Co., which contains a large number of excellent books. Cloth 25. 6d

A number of new books are announced in our advertising columns by the celebrated Edinburgh firm, Messrs. Oliphant, Anderson & Ferner. As these are standard works and

excellent editions, the trade should consider them carefully. Among them are such works as "Tatters," by Hermione, and "The Wooing of Christabel," by Mrs. Neal.

WHO LIES? an Interrogation, by Emil Blum, and S. B. Alexander, is a criticism of modern society. It is ably and plainly written, no deeply concealed purpose, but open and forcible. The careful study of the modern business man reveals his faults, and here they are prominently portrayed. Price 50 cents. Arena Publishing Co., Boston, Mass.

DOLLAROCRACY is published in the Broadway Series by the John A. Taylor Co., New York and Toronto. By describing the experiences of one of "nature's nobility," the author endeavors to show the distinction between a gentleman and a snob, and he succeeds in cleverly hitting off the shallowness of modern wealthy society in some of its aspects.

The justly celebrated map-publishers of Edinburgh, Messrs. W. & A. K. Johnston, advertise in this issue some new publications of great interest to the Canadian trade. "A World Wide Atlas," a new edition of the "Half-crown Historical Atlas," "Natural History Plates," "A Treatise on Heraldry," and other new publications by this firm are works which are of undoubted merit and can be recommended to all dealers.

"**THE LEAGUE OF THE IROQUOIS**," is the title of a beautiful edition of Benjamin Hathaway's poems. The cover is artistically designed in cloth and gold, while the letter press is excellent, the whole book being a rare piece of printer's art. The poems of this famous writer are well known and highly appreciated and those who like to read the Mythologies of the primitive races of America, will find them in this work in pleasing form. The edition is got out by the author in Chicago.

TALES OF THE HEATHER, by Emma Rose Mackenzie, published by A. & W. Mackenzie, Inverness, Scotland. Crown 8 vo. in cloth gilt. This is a volume of Highland tales and legends. The writer is the wife of Alex. Mackenzie, of the Scottish Highlander. Though an English lady by birth she is as enthusiastic a Highlander as her husband, who is probably the ablest writer of the present day on Highland history. The book is a collection of thrilling Scottish legends and stories told in Mrs. Mackenzie's usual graphic style. Booksellers who have a large number of Scotch customers need have no hesitation in recommending them to buy this book.

THE MERRY BACHELOR, translated from the French of A. R. Le Sage, with designs by R. De Los Rios. This is an amusing story of Spanish life, describing the free manners, morals and modes of living of a past generation. Le Sage's writings are invariably entertaining, but one of his best characters is his "Merry Bachelor," who passes

through innumerable adventures and contests nearly all beneath the banner of love. The novel is narrated in a most agreeable way, direct and simple, but withal brilliant in coloring as well as charming in scenes and conversations. Price, cloth, \$1; paper, 50 cents. Worthington & Co., New York.

CONSCIENCE, by Hector Malot, translated by Lita Angelica Rice, is fully illustrated. This fine study by one of the leading French novelists, whose books are well-known for the high moral tone that prevails in them, is considered by the author one of his best works. It is a careful and consistent delineation of character, the hero being a young Auvergnat who goes up to Paris and becomes a doctor. His devotion to his profession, his love for a beautiful girl, his trials and temptations, and his faith in his own strength, are depicted with the author's customary skill and vigor. The love scenes are beautiful, strong and tender, and the whole plot is carefully worked out. Price, half rox., \$1.25; paper, 75 cents. Worthington & Co., New York.

THE LOST COLONY, by James F. Raymond, is one of the most singular as well as exciting stories that we have seen lately. The narrative hinges on the fortunes of a Southern family, who pass through a startling succession of fortunes and changes of lot. With their fate is also bound up that of a young officer in the army, who distinguishes himself by his bravery. This history gives an opportunity for the introduction of some admirable descriptions of Southern life. The most novel scenes of the book, are laid on a desert island, and centre round the account of the Lost Colony, a history so astonishing as to suggest the belief that this part of the novel has, as the author intimates, some foundation in fact. The Lost Colony is handsomely bound in morocco cloth. Publishers, T. B. Peterson & Brothers, Philadelphia. Published in 12 mo. cloth, unique style. Retail price \$1.50.

A PAPER'S TROUBLE.

Geo. P. Rowell & Co., New York, publish a little paper called "Printer's Ink." The United States Post Office Department have concluded that it is an advertising sheet, and have classed it so, to which the publishers object. Several of the American papers seem suddenly to have discovered that Geo. P. Rowell & Co. have been imposing on the newspaper men throughout the United States and Canada long enough. The St. Louis Interstate Grocer, says they "had fattened on the credulity of the newspaper publishers of the United States." Printer's Ink was given in exchange for the insertion of a standing advertisement in any local paper which would do so, and on this account the Post Office Department claims that it has not a genuine paid circulation. It would be well for the newspaper men of Canada to find out whether Geo. P. Rowell & Co. have been dealing fairly with them.

Buntin, Reid & Co.

WHOLESALE STATIONERS,
Paper, Envelope and Blank Book
Manufacturers,

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FULL LINES OF

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Straw Boards,
Pulp Boards
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Mill Boards.

Fancy papers
in great variety
for Box Makers
and Printers.

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Writing and
Printing Inks,
School Books,
etc., etc.

Printers, Stationers and Paper Box
Makers will do well to get our prices
before ordering elsewhere.

BUNTIN, REID & CO.,

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BASE BALLS

THE STANDARD BRAND,
And a FULL ASSORTMENT of BASE
BALL SUPPLIES.

Easter Cards and Booklets
NOW READY.

FOUNTAIN PENS

FROM 75 CENTS AND UP.

Anglers' Outfits,
At \$2.40, \$4.80., and \$6.90. Per Dozen.

PLAYING CARDS

From 42c. to \$6.80 Dozen Net.

NOVELS & LIBRARIES,

We carry the largest assortment
in the Dominion.

Note Papers, Envelopes, Pass-
Books, Lead Pencils, Pen-
Holders, Pens, Automatic
Pencils, Games, Etc.

MUSIC BOOKS,

Send for Price Lists.

THE TORONTO NEWS CO.,

42 Yonge St.,

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Irving's Five Cent Music pays 100 Per Cent
Profit. Keep a full line of it in stock.

A. C. GUNTER'S

NEW BOOK

"A FLORIDA ENCHANTMENT"

Retail Price,

50 Cents.

Trade Price,

30 Cents.

The National
Publishing Company

PUBLISHERS.

Exclusive Trade Agents

The Toronto News Company,

TORONTO.

The Montreal News Company,

MONTREAL.

CANADIAN BOOKS OF 1891.

Canadian literature is growing, in spite of the adverse criticism on our literary productions and the seeming neglect of the Canadian reading public. The year of 1891 has seen a large number of worthy books published in Canada as well as in the United States. In this age of widely diffused intellectual attainments, we seldom hear of an author who surpasses his fellow-countrymen to such a striking extent as Spenser, Shakespeare or Milton did theirs. Thus while we have many good books, we have to record no publications which have towered into solitary greatness over all contemporaneous works. Canadians are often unaware of the Canadian origin of the works they read, because most of our leading books are published by American and English publishing houses. On the 1st of July, 1891, there came into operation the International Copyright Act which has affected English and American publications in such a manner as to incur both praise and blame, but as yet it has not affected Canada.

A writer in *The Publishers' Weekly* of Jan. 30th says that "no novel by an American writer, unanimously pronounced great by the leading critics, was added to American fiction during 1891." To attempt to say what Canadian publications are great, and which is the greatest, is beyond the scope of this article. One Canadian author, at least, has produced a novel which has been widely read in the United States and Canada. "An American Girl in London," by Sarah Jeanette Duncan, has been published in three different editions by three American firms. But this author has, seemingly, sought other sources of inspiration than that of Canada and its native charms. That eminent scholar, Prof. Goldwin Smith, busy always, has published several well-written books: "Canada and the Canadian Question"; "Canada First," a memorial of the late William Foster, Q.C.; "A Trip to England"; and "The Moral Crusader." "The New Empire," by O.A. Howland, has produced a great deal of discussion and is undoubtedly a thoughtful and meritorious work. "Constitutional Documents of Canada," by William Houston, and "Le 38me. Fauteuil," par Joseph Tasse, are two prominent works, containing a great deal of information on Canadian historical events; while three works on the life of Sir John Macdonald also throw much light on historical topics. Another work of this kind is "My Canadian Journal, 1872-78," by Lady Dufferin. The fourth volume of Kingsford's "History of Canada" met with a pleasing welcome.

When we come to the lighter class of works we find a greater variety. "Beggars All," by L. Dougall, has been published in London, New York and Montreal. "The Keeper of the Lighthouse" by Maud Ogilvy; "Lady of Fort St. John," by Mary Hartwell Catherwood; "When the Shadows Flee

Away," a story of Canadian society, by 'Bernard'; "The Canadian Senator, a Romance of Love and Politics," by Christopher Oakes; "The Story of Laura Secord," by S. A. Curzon; "Alma—a Romance" by A. C. J.; "Hemlock," a tale of the War of 1812, by Robt. Sellar; "Canadians of Old," by Phillipe Aubert De Gaspé, translated by Chas G. D. Roberts; "Ten years of Upper Canada in Peace and War," by Mrs. Matilda Edgar, are works which show that Canada will some day have a literature distinctly her own.

Many dainty volumes of poems have been published, though our greatest poets have not aided in making the list. "Verses and

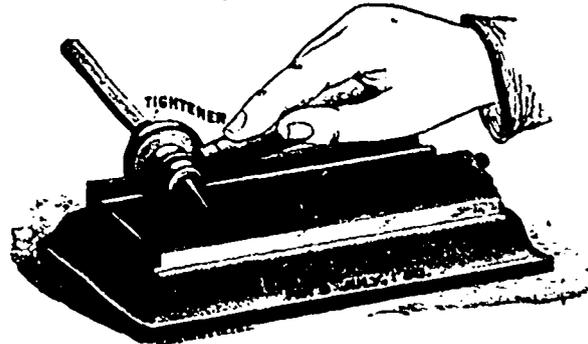
Versions," by George Murray; "Songs and miscellaneous Poems," being the second edition of John Imrie's productions, revised and enlarged; "Lays of Canada and other Poems," by Rev. Duncan Anderson; "Songs of the Human," by William P. McKenzie; "Poems, Grave and Gay," by Albert E. Smythe; "Rhymes, Afoat and Afield," by William I. James. Our best poets seem to have contented themselves with contributions to magazines, but perhaps, they are preparing something good, which will come before the reading public in due time. Among the miscellaneous works are: "Jesus the Messiah," by E. H. Dewart, a refutation of the Messianic Prophecy doctrine; "How to read the English Bible," by Rev. John Burton, B.D.; "Canadians in the Imperial Service," by J. Hampden Burham; "The Story of the Rear Column of the Emin Pasha Relief Expedition" by James S. Jamieson.

To give a list of the educational works published would require more space than is at our disposal, for they have been numerous. Our list at best is incomplete, but those enumerated show distinctly that Canadian publications are growing. A very large number of reprints of English and American novels have been published in Canada and find a large sale. Dealers should be partial to Canadian literature and Canadian publications. The only method by which we can retain our best writers and support our best publishing houses, is by systematically encouraging Canadian publications. Until a greater patriotism is engendered in the hearts and minds of the Canadian reading public, we must expect the advance of Canadian literature to be necessarily slow, but dealers can accomplish a great deal by incessantly keeping home publications under the notice of their customers.

NEW GOODS.

THE DOLLAR PENCIL SHARPENER.

The Sam'l. C. Tatum Co., of Cincinnati, O., are selling quite largely their "Dollar" Pencil Sharpener, as shown below. The price is so low as to place it within the reach of schools and others who cannot afford any fancy figure, and it is said to do most excellent work. It is so simple that a child can operate it, and the sharpener will be found a great convenience in business houses, and by artists, as well as by schools. The illustration shows quite well the make up of the Sharpener, the flat file (on which the pencil



is worked backward and forward) is of steel and held in the iron base, the upper part of the base being nickel plated; the chuck, or holder for the pencil, is of anti-friction composition metal which will last a long time and requires no oiling. The parts are few, no gearing, springs nor sand paper to wear out, and all parts liable to wear are readily replaced at minimum of expense. With this Pencil Sharpener the finest point can be put upon pencil crayons, which as every artist knows, is very difficult to secure by any other means, and the old stone sill at the school house can now be kept clean from the dust of slate pencils, which the "Dollar" Sharpener will tackle in good style.

THE SUPPLY CO.'S SPECIALTIES.

R. C. Eldridge, representing the Supply Co. of Niagara Falls, Ont., is showing a few specialties entirely new. We note a key chain in aluminum, and also in links of various metals intermixed—oreide, brass, nickel silver, etc.—and having an ingenious puzzle snap. Also, a dog collar having the same curious intermixture of bright metals, which gives a very pleasing effect. Mr. Eldridge is Canadian agent for the Kelley & Woolworth harness hardware, of which a very handsome, newly-patented safety check hook seems about perfect. The check rain can be instantly detached by the hand, but cannot possibly be released by the horse; it is a fit ornament for the finest harness. Then he has a class of harness hardware entirely new to the trade, both in material and manner of making. It is made of the best rolled sheet metals, steel, brass and nickel silver. The parts are first cut out in powerful presses, then shaped in dies under drop presses of enormous weight. It is much stronger than the ordinary ware, and takes a fine polish. It is put up in all finishes.

"TURKISH STEEL PEN CO.,



SOLE AGENTS:

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The "Lion" Brand Sealing Wax

Has secured the FIRST HONORS

Wherever Exhibited.

Sealing Wax, Parcel Wax, Express Wax, and Bottle Wax for all purposes.

Free Lists and Samples from all wholesale houses or from the Manufacturers.

GEO. STEWART & CO.,

57 Farrington Street, London, England.
Works—Edinburgh.

THE GOODRICH HARD RUBBER CO.,
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Manufacturers of

Hard Rubber Stationers' Sundries.

PEN HOLDERS, Finely Finished.

RULERS, Flat, Round and Flexible.

INK STANDS, Round and Oval.

VEST POCKET INK STANDS.

MATCH BOXES, in Unique Designs, etc., etc.

Send for Illustrated Catalogue and Discount Sheet.

THE B. F. GOODRICH CO.,

Akron Rubber Works,

AKRON, OHIO.

Manufacturers of

Soft Rubber Stationers' Sundries.

Sterling Shell Erasers, Fluted Erasive Rubbers, Crown Erasive Rubbers, Pointed Erasive Rubbers, Akron Improved Ink Erasers, Type Writer Erasers, Etc., Etc.

Sling Rubbers, Copy Press Shoots, Key Foot Balls, Bladders for Foot Balls, Lawn Tennis Racket Handle Covers, Elastic Bands, all sizes and of Pure Rubber.

Send for Illustrated Catalogue and Discount Sheet.

Do the Leads in your pencils break?

If so, you do not use the right kind;

The best are made by the

AMER'N LAED PENCIL Co

NEW YORK

Send TWENTY-FIVE Cents in stamps for samples worth twice the money.

SPENCERIAN STEEL PENS

Are the Best,

IN THE ESSENTIAL QUALITIES OF Durability, Evenness of Point, and Workmanship.

WORKS: Birmingham, England.

ESTABLISHED 1880.

Over 35,000,000 of these pens sold in United States in 1889.

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ESTERBROOK'S



Steel Pens

Fine Points, 333, 128, and 444.

Business Pens, 048, 14, 130.

Blunt Points, 122, 280, 1743.

Broad Points, 239, 313, 284.

FOR SALE BY ALL STATIONERS.
ROBT. MILLER, SON & CO., AGENTS,
MONTREAL.

THE FLYING DUTCHMAN PEN



WRITES OVER 200 WORDS WITH ONE DIP OF INK.

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They are a treasure.—"STANDARD."

MAGNIVEN & CAMERON,
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WM. BARBER & BROS.

Paper Makers,

GEORGETOWN, - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

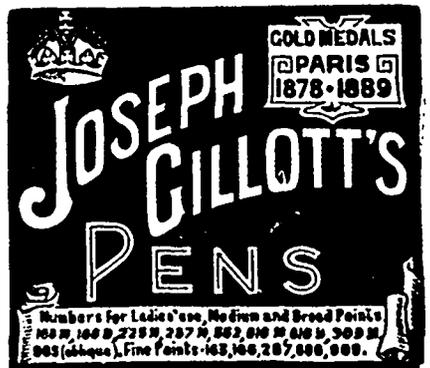
STATUARY

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PLASTER GIFTS for Artists and Schools, 250 Designs, Descriptive Pamphlet FREE

C. HENNECKE CO., MILWAUKEE, WIS.

2ND 207 WABASH AVENUE, CHICAGO.



KINDERGARTEN AND School Supplies.

SELBY & CO., 42 Church St., TORONTO.



The stock of R. U. Low, bookseller, Ottawa, was badly damaged by fire in a neighboring store, on the 28th ult.

About fifty cords of pulp wood are shipped in daily to the E. B. Eddy Manufacturing Company. It is used almost entirely in the manufacture of paper.

The Northumberland Paper Mills Co., Campbellford, Ont., are contemplating putting in straw presses in Lindsay in order to procure a sufficient supply.

Messrs. James Bain & Son have removed to better quarters at 53 King St., E., Toronto, where they have now a very neat and cheerful store, and which contains many new improvements.

La grippe laid its unrespecting touch upon Mr. A. S. Irving about three weeks ago. We are glad to see that it is relinquishing its hold, and that Mr. Irving once more can get down to business for a short time every day.

The National Publishing Co. (Ld.) is applying for incorporation for the purpose of publishing newspapers, books, etc., with headquarters at Montreal. Louis Tache, J. Mignault, Edouard Rodier, and Arthur Clement are the applicants.

The British American Book and Tract Society, Halifax, has purchased the building formerly occupied by Mr. Cook as a fancy store at 115 Granville street, and intend making a number of improvements in the building in order to facilitate their work.

Mr. W. B. Baikie, Barrie, Ont., desires to sell out his stock of Stationery and Fancy Goods. He says rents are high and business too expensive for him. His stock valued at \$1500 is well assorted, and any person desiring such an investment, would do well to correspond with Mr. Baikie.

Two fancy goods stocks in the St. Lawrence Market building, Toronto, were seriously damaged by a fire which broke out in the flat above them one day last week. Mr. Blong, the owner of one stock, loses about \$2000, and Mr. Russel, the owner of the other, will lose about \$500, but both had their stocks insured.

James Bain & Son are leaving the premises they occupied for several years past, and are moving four or five doors further east on King street. The reason is that R. Walker & Sons are going to extend the limits of their dry goods store so as to include the building occupied by Bain & Son, which belongs to the Walker property.

The newly elected trustees of the Stationers' Board of Trade organized in New York recently by electing the following named officers: President, George L. Pease; vice-president, Charles T. Dillingham; second vice-president, Frank Squier; treasurer, Alexander Agar; secretary, W. W. Davis; counsel, J. L. Bishop; arbitration committee, Frank Squier, chairman, J. Val. Knoch, A. M. Lyon, John McLoughlin, Iwan Von Auw and D. S. Walton; executive committee, C. T. Dillingham, chairman, H. C. Bainbridge, A. J. C. Foye, E. G. Williams and Edwin

Young. Henry K. Dyer, who was elected a trustee, declined the election, and C. T. Dillingham was chosen to fill the vacancy.

Rudyard Kipling, the novelist, has returned to the United States, and is about to visit Brattleboro, Vt., the home of his wife's family. Although Mr. Kipling prides himself on being quite English, you know, it is said that he is an American by birth and began work as a reporter on a Quaker City newspaper. Be that as it may, Mrs. Kipling is without a doubt an American, being one of four children of Mr. and Mrs. Walcott Balesier, of Beachwood, near Brattleboro, Vt. Carolynne, who married Kipling on Jan. 20, 1891, had an elder brother Walcott, who was joint author with Rudyard of the novel "Nanlahka," and died a short time before the marriage. Mrs. Kipling's grandfather, Joseph Nere Balesier, who died in 1888, was born in Martinique, W. I., and early came to New York, where he lived in the family of an elder brother, whose wife was the daughter of Paul Revere. From 1835 to 1868 Joseph practiced law in Chicago, returning in the latter year and buying some elegant property near Brattleboro, Vt. Here he built Beachwood upon English lines of generous dimensions and splendid finish.

A CHAT WITH NEWSDEALERS

Different men adopt different plans for the marking of daily papers to be delivered to customers over the counter. Here is one. The dealer takes his Morning Empire and numbers them one to seventeen, that is the number of his customers; leaving out seventeen to twenty-five for expansion, he numbers his Evening Empires twenty-five to thirty-five. He does the same with Morning and Evening Globes, Mails, etc. Each customer knows his number and calls for it thus: "Globe- 24," the words morning and evening being unnecessary. Then he has a ground glass slate, in a frame. Below the slate is a card on which are written the numbers in this way:

| | |
|-----------------|------------------|
| Morning Globes. | Morning Empires. |
| 1----- | 1----- |
| 2----- | 2----- |
| 3----- | 3----- |
| etc. | etc. |
| Evening Globes. | Evening Empires. |
| 25----- | 25----- |
| 26----- | 26----- |
| 27----- | 27----- |
| etc. | etc. |

Then on the glass, opposite the number, which can be distinctly seen through the glass, is written the name of the customer whose paper has that number. The idea of this is that when a customer, stops his paper his name is easily erased from the slate, and the next new customer has his name inserted opposite that number, the numbers as we have said being written on the paper below the slate.

Every dealer knows how important it is to regulate his supply of daily papers as closely to the demand as possible. This is especially necessary since the rate for extra copies has been raised. Here is one dealer's method: he keeps a small pass-book, a daily time-book being used, and in it the clerk marks the numbers of papers received each day from the Empire, Globe, Mail, etc., the morning and evening editions being kept separate. Then on the next page opposite a similar list of papers, a record is kept of the number of copies of each paper that is left after the previous day's sales. In this way the dealer can tell at a glance what

papers he is receiving too many of, and so regulate his supply. It should be consulted at least twice a week

The newsdealers are accommodating their business to the new rates of the Toronto dailies, and most of them are charging 65c per month, but customers fail on this rate, because it amounts to \$7.80 per year—that is, \$1.80 above the regular yearly rate—and they think that the newsdealers should give it to them at the yearly rate if they pay monthly in advance, or at least they cannot see where the 15c. a month difference comes in. But many wideawake dealers will make money this year by having taken advantage of the old rate at the last minute and ordered as many as 20, 30 or 40 copies of each daily for a year at the old rate. Nevertheless they seem to realize the unfairness of the 2c. rate and denounce it in no faltering manner.

The Delineator, a monthly fashion book, is becoming widely known to the Canadian trade. It is valued as much for its timely and efficient hints on fancy work as for its fashion notes. There is no difference between the wholesale and retail prices, or its circulation would be much increased, every and any person being able to buy it for \$1 per year. But some newsdealers are making money out of it by ordering a few copies for a year at the dollar rate and selling the copies at 15c. each, thus making 6 $\frac{2}{3}$ c. on each copy. Nevertheless many of them are discouraging its sale by refusing to take yearly orders, and for this reason it would seem advisable for the publisher to allow a small trade discount. About four copies a year gives an ordinary woman a sufficient idea of the prevailing fashions, and four copies at 15 cents each are cheaper than the Delineator for a year. Here again the publishers lose.

2

NEW LINES IN Drawing Books.

Ontario Practice, 1 B for use with New Public School Drawing. Retail, 5c

"Landscape," press-board covers, cloth back, size 8x11, for pupils in advanced classes. 10 Cents.

**The Copp,
Clark Company**
(LIMITED)

9 Front St., West,
TORONTO.

BUSINESS CHANCE.

FOR SALE—BOOK, STATIONERY AND FANCY goods business, stock \$1,500, established six and a half years. Apply to W. B. Baikie, Barrie, Ont.

WANTED, IN A WHOLESALE OR RETAIL Stationery store, by a person of many years experience, a situation as traveller, sales man or useful man. Best of references, salary moderate. Stationer, office **BOOKS AND NOTIONS** Toronto.

We Please Them All!

We deduct from prices the cost of traveling men, and all allowances for bad debts. We sell Shears, Scissors, Pocket and Table Cutlery, Silver-Plated Flat and Hollow Ware, Gold Pens, Watches, Clocks, Jewelry, and a great variety of Show Case Goods. Send for Catalogue.

THE SUPPLY CO.,
Niagara Falls, Ont.

PRINTER WANTED.

One who can edit the Employing Printer and Publisher Department of this journal. Apply **BOOKS AND NOTIONS**, Toronto.

RUBBER STAMPS!

STATIONERS:

Send your orders for Rubber Stamps to the undersigned. The low prices will allow you a big margin.

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SHORTER HOURS.

The following article from the "Inland Printer" should be carefully read by all live printers, especially among the Typographical Unions. "It is admitted by nearly all employers of labor who have studied the short hour question that eight hours will be a day's work in the not distant future. At present, a bitter war is being waged in the printing trade, both in Germany and America, between employers and employes, and the contention is for the same object in both cases—a shorter workday. The German printers have been preparing for four years for the general strike throughout the empire, which began November 5 last, and which they aver was only entered into after all conciliatory overtures to the employers for a peaceful settlement of the matter had been found of no avail. As a result, 16,000 workmen have been out of employment, their base of supplies, £30,000, at their bankers. Recent advices state that over one-half of the German printers have secured the nine hour day which was contended for, but the funds have become exhausted and subscriptions

are being raised in various countries to replenish the treasury. The German printers, it is said, have full confidence that they will finally be successful, despite the intervention of their government, which has infused into the rancor of the contest additional venom by the requirements of military discipline. The German printer in the army must set type, to defeat his civilian brother who is out on strike. It is a question if the German unionists calculated on this element.

Apparently the Pittsburgh strike may be ranked as almost of equal importance and as far-reaching in its results as that in the German empire. The confidence of the union in ultimate success has been strengthened by good generalship, although the conspiracy law has been invoked against them by the employers. The contest is now between the National Typothetæ and the International Union, and should the latter be successful the nine-hour day at least will be an assured fact in a comparatively brief time, for it will be remembered that the vote on the nine hour day would have passed and brought in its train a strike of a magnitude completely dwarfing that in Germany, but for the circumstance that the phrasing of the terms of the vote was misconstrued by Typographical Union No. 91, of Toronto, Canada, which voted solidly against the resolution, though fifty four hours per week is the rule in that city, arranged for a Saturday half-holiday in the greater number of offices. A presumed interference with this arrangement caused the adverse vote, and consequent postponement of a general struggle for shorter hours until, possibly, next autumn, for it is not to be supposed that the next International convention will not submit the proposition once more to subordinate unions, and certainly in a form which will need no interpretation."

All Canadian employers and employes who are interested in this movement should prepare themselves carefully for the next move of the International Union.

REUNION OF TORONTO TYPOGRAPHICAL UNION 91.

The members of Toronto Typographical Union No. 91 held their annual at home in Webb's parlors on the evening of the 22nd Feb., which were prettily decorated. When Chairman George W. Dower took the platform and announced the commencement of the musical and literary portion of the evening's entertainment there were over 200 members of the "art preservative of all arts" present, including their guests. Among those in attendance were many old-time "prints," such as Messrs. James Coulter, of the Methodist Book Room; William Bonnell, of Dun, Wiman & Co.; W. A. Shepard, president of Toronto Typothetæ; and R. Hinds, president of Hamilton Typographical Union. The programme commenced with a piano solo by Miss F. Brown, and this was followed by a rollicking sea song by Mr. J. H. Winters. Miss Bessie Bonnell, Miss A. M. Harford and Miss Maggie Huston displayed signal ability and showed themselves possessors of excellent vocal powers in their solos. Messrs. F. Wright, T. G. Soole, A. L. E. Davis, gave humorous songs, and two engaging quartettes were sung by Messrs. Putland, Booz, Oliver and Stephens. Mr. George Smedley delighted the assemblage with his harmonious mandolin solos, and no little praise is due Mr. George McBeth for his elocutionary contributions. Most of these gentlemen are members of No. 91.

After a couple of hours spent in mirth and song Ball's orchestra took up its position. The floor of the main parlor was cleared of its incumbrances, and the gathering gave itself up to the dance. Eyes sparkled, faces beamed, forms glided and music swelled and died away again, for a time that was all too short.

Supper was served in the second parlor, which was artistically decorated with flags, evergreens and flowers, garlands of them festooning the walls. The supper was in

Webb's own style, and was thoroughly enjoyed. At the conclusion of the repast the younger people returned to the ballroom.

Everyone said the "at home" was the most successful ever held under the auspices of No. 91.

NEWSPAPER GOSSIP.

A daily paper is to be established in Nanaimo. It will be called the Nanaimo Daily Mail.

Another French paper has been started in Windsor. It will make the third published in that city.

The Morning Chronicle, Halifax, N. S. now finds its way to this office. It is a remarkably well edited and newsy paper.

Mr. Sam Hughes of the Victoria Warder, has won a hard-fought battle in North Victoria, and will go to Ottawa next session.

Mr. George Newton for eight years and upwards on The Victoria Warder staff has decided to establish a newspaper and job office in the town of Campbellford Ont.

H. P. Moore, proprietor of the Acton Free Press, is about erecting a handsome publishing house, which will become one of the striking features of that village.

The Daily News Advertiser, Vancouver, B.C., is a neat daily from the far west. Its editorials are exceedingly well written and its appearance prepossessing.

Joseph P. Downey, formerly of the Guelph Herald, and Joseph Rickaby have purchased the Mount Forest Confederate from H. J. Benner.

A company, to be known as the Morning News Company, is being formed in Victoria to publish a newspaper to be known as the Morning News.

The initial number of the Palmerston Reporter is at hand. It is creditably gotten up and contains a large quantity of reading matter.

Mr. R. L. Patterson, the able manager of the Toronto agency of the famous Edinburgh type-founders, has been elected chairman of the Toronto High School Board.

Rivalry is so keen in the newspaper publishing business in Vancouver that one of the city newspapers tendered to do the official advertising for nothing, and got it and now the other papers have raised a storm.

E. H. Hutchinson, formerly editor of the St. Catharines Daily Standard, has transferred his interest in the paper to W. B. Burgoyne, who was business manager of the Star for a number of years.

Mr. F. J. Jewell, formerly Editor and manager of the Northumberland Enterprise, published at Colborne, Ont., and lately Editor and proprietor of the Stayner Sun has been engaged as Managing Editor of the Glen-garry News.

Mrs. Mitchell the mother of James Mitchell, proprietor of The Godenb Star and of Charles Mitchell, proprietor of The Ottawa

Free Press, on her way from Goderich to Windsor was seriously injured by a runaway horse at London.

Mr. Alf. Dixon has left Vancouver, B.C. to reside in Victoria. Mr. Dixon has received an appointment on the Victoria Morning News, the new paper about to start there. He is a clever newspaper man and will do much toward making the News a success.

Joseph Pulitzer, of the New York World, offered J. W. Scott, of the Chicago Herald, \$100,000 per year for five years to manage the World. The offer was declined, as Mr. Scott could not relinquish his Chicago properties. But it is the biggest offer ever made to a newspaper man.

Mr. William Baillie, of New Westminster, B.C., has been in Toronto renewing acquaintances, after an absence of several years. Mr. Baillie was formerly a Toronto pressman, and has been most successful since he took up his abode in the Pacific province.

The Toronto Printing Pressman's Union, No. 10, held a largely attended meeting in room 7, Richmond hall, on the evening of the 2nd inst. Mr. Bailey presided. A deputation from the Brotherhood of Printing Pressmen's Assistants was received, and the question of indenturing apprentices was discussed at considerable length.

R. W. Shannon, of Kingston, has taken possession of the Ottawa Citizen having paid \$30,000 for it. He has thus shown courage and if his known ability as a writer is backed by success as a manager in making the paper pay, he will have won the red button degree of journalism. Some men would as soon tackle a smelting works as a morning paper in a Canadian city under 50,000 people.

A fire occurred in The Vindicator office, Betts' block Oshawa, on 3rd. while the weekly was being run off. The press is run by a coal oil engine, and the oil catching fire ignited papers lying about and spread rapidly. The alarm was quickly sounded and the engine soon was on the spot, but the flames had made considerable headway before they were checked. A good deal of damage was sustained from fire and water. Covered by insurance.

The retirement of C. H. Mackintosh, M. P., from the editorship of the Ottawa Citizen is a distinct loss to Canadian journalism. Mr. Mackintosh has been in harness for thirty years, having began his career in Toronto in 1862. He is a native of Middlesex county. It is stated that Mr. Mackintosh, will become the Canadian representative of an important mining company which is being formed in England and comprises many very wealthy capitalists, who are already interested in Sudbury and in British Columbia, principally in South Kootenay.

The annual dinner of the Province of Quebec Press Association took place on Saturday evening at the St. Lawrence Hall,

Montreal. Mr. James Harper, president of the Association, occupied the seat of honor, and beside him sat Messrs. Walsh, superintendent of the Canadian Pacific Railway Telegraph Company; Powell, of the Great Northwestern Company, Ald. Rolland, Ald. Villeneuve, Dr. F. W. Campbell, dean of Bishop's College, and ex-Ald. Martineau. Some seventy guests were present. The only toasts offered were those to the Queen and to "Our Guests." The latter was proposed by Mr. Harper, who recalled the names of great journalists in Canada and abroad, and Messrs. W. H. Lynch, of Vancouver. A. C. Wurtlele and Dunbar Browne replied. Dr. F. W. Campbell, who has been connected with newspapers for half a century, also related some of his experiences at length. Between speeches the guests were entertained with stereopticon views of Egypt, Ireland and Scotland.

A CANADIAN ABROAD.

The Idler is the latest claimant for popular favor among the illustrated six-penny monthlies, and the first issue is full of crisp and bright writing. This will not be wondered at when it is stated that the joint editors are two such well known humorists as Jerome K. Jerome and Luke Sharp, or Mr. Robert Barr as he is known in England; while among the first contributors are Mark Twain, J. H. Goring, Andrew Lang, Bret Harte, and James Payn. To Canadians the magazine has a special interest from the fact of Mr. Robert Barr's intimate association with the Dominion. Born in Scotland, Mr. Barr went to Canada when only five years of age, and his early writings in the Toronto Globe, London (Ontario) Advertiser, and Grip soon caught the taste of the Canadian public. Canada, however, was not the choicest of literary fields in those days, and in 1876 Mr. Barr crossed the boundary, and soon made for himself a name in North American literature by his writings under the nom de plume of "Luke Sharp"—a name suggested by the sign over the premises of a Toronto house of business. Eleven years ago he started the London edition of the Detroit Free Press, and his writings in that journal and in other journals and magazines here have brought him well-merited favor among the English reading public. Messrs. Chatto & Windus are bringing out in March a volume of stories by him, to be published simultaneously in London and New York, and he has now taken a further step forward in assuming equal editorial and proprietary interest with Jerome K. Jerome in the Idler. Mr. Barr is, by the way, still an owner of land on the Detroit River in Canada, and has many friends in the Dominion.—[London Canadian Gazette.

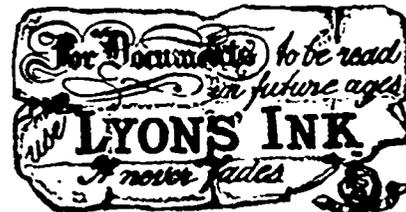
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