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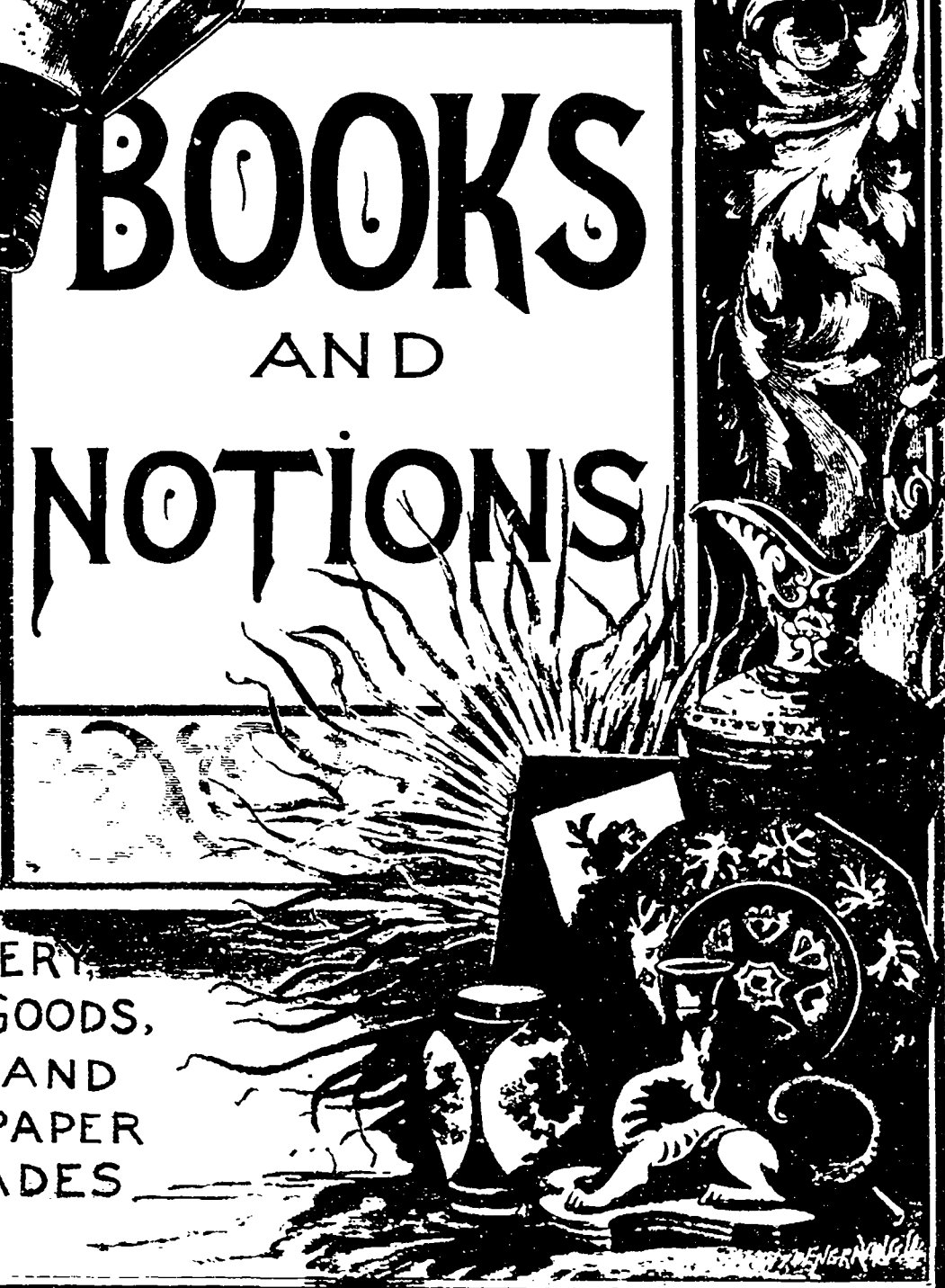
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Vol. IX

TORONTO, NOVEMBER, 1893.

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BOOKS AND NOTIONS, TORONTO.

Vol. IX. Toronto, Nov., 1893. No 11

TRADE TOPICS.



A CLEAR atmosphere is a necessary circumstance when healthy growth is desired. The events of the past year have cleared the wholesale stationery atmosphere in such a thorough manner that those who have managed to live through the fog have now the benefit of a most healthy air. With the number of wholesale stationery houses reduced by two, the rest have already begun to profit by an increased trade. Those that remain are firm as rocks, and ten years buffeting by waves of bad trade would hardly make a noticeable effect on their stability. Margins are close, but the quantity sold lessens the danger of this defect in trade.

But with regard to the city the wholesalers are not doing what they should do. Nearly every wholesale house has one or more hangers on, who canvas the business men for orders much of the detriment of the retail stationers of the city. These hangers-on are often unreliable men, who pay no taxes, are poor citizens, and carry their stocks in their hands. They buy in litters and sell in litters. They injure such men as Stanton & McCrue, Grand & Toy, Blight Bros., etc. That is, they injure the men who have a moral right to the retail

trade of the city, and if they are losing it, they are losing it because the wholesaler has been overly anxious to sell goods. If such a system as this is to obtain, the retail system will be blighted, and surely it has enough difficulties to contend with without being injured by those who should aid it. It reminds one of the class of beasts which bring forth young only to eat them up. The retail trade is the necessary offspring of the wholesale trade, and should be treated as such.

The wholesalers often complain that the retail buyers are too conservative. When new articles are brought out and carefully advertised, many applications are received from men not in the trade for agencies, and the trade will perhaps take no notice of the article. Every new article that a wholesaler gets is worthy of at least serious consideration by every live retailer. The wholesaler by long years of study knows pretty well what the trade can sell and what it cannot. The retailer who is too pig-headed to examine new goods, or descriptions of these, is mighty slow, or else he is in that peculiar summer-fly situation—stuck on himself. The wholesaler may make mistakes, so may the retailer; but for this reason the retailer should not entirely abhor the new things brought out by the wholesaler.

The best retailers of the country get a sample of every new article and they try it. If it goes they get in a small shipment. If these sell, they order again, watching against the overdoing of it. Thus a retailer gains a reputation for having every thing new. Last summer the writer was in a small town, and a retail stationer made a moan to him about a peddler who came into the town and sold a gross of a certain article he had in stock. When asked how much stock he had, he answered a quarter-dozen. Had he ever advertised them? No. Shown then in his window? No. Pushed them over the counter? No. That shows where conservatism lost a number of sales. No matter how small the stock on hand of a new article, show it, explain it and push it. Whether it will take can then be decided, but not until then. Staples need little pushing, but new articles and lines must always be brought to buyers' notice in a thorough and capable manner.

BOOKS AND NOTIONS publishes, from time to time, descriptions of various new articles as they come out. It also publishes notes of the new lines shown each month by the leading wholesalers. It does this gratuitously, and from such notices receives not a cent of revenue. They are inserted as information for the great body of retailers in whose interest this journal is published. Moreover

this journal is willing to stake its reputation on the truth of every description and notice which appears in its columns. Retailers throughout the country have not time to look through the samples of every traveler who comes along and pick the wheat out from among the—to them—chaff. A traveler is misled by absence sometimes. New lines are often neglected by travelers, who make a run on the lines they are more familiar with. Retailers cannot visit the city every month. BOOKS AND NOTIONS tries to render these circumstances less costly, by publishing reliable information concerning what is new. Whether dealers order or not makes no difference to this journal, but it is satisfactory to know that the retailers of Canada depend on this journal for information which is always new, and which is always opportune, reliable and useful.

When a new merchant is placing orders, or when an old merchant is opening a new account with a wholesaler, he should not get angry when asked about his standing and for reference. The wholesaler wants your trade if you are sound; if you are not, he doesn't, and you have no right to ask it. It is simply a business caution which should be admired rather than denounced. False modesty on this question should not be tolerated or harbored. Business confidences should be given in a business-like manner. Hence caution on the part of wholesalers is in the long run for the benefit of the retailer.

Retailers are often induced to place all their orders with one firm on the promise of better terms. A sharp tradesman, the other day, raised the question of whether this end was attained. Suppose a man owes \$2,000 and all to one house; that house will perhaps consider this amount too large to allow of a renewal of some note or some similar privilege. Suppose, on the other hand, that the same man owes \$2,000, but to five different houses. The house to whom he owes \$400 thinks it very small—and there are five of them—and he could get a renewal at any one or all of the five. This is a point which retailers would do well to consider, when concentrating their trade. Dealers who never need renewals need give the case but trivial consideration. These are the lucky ones.

The wholesale booksellers and stationers are strongly in favor of a National Insolvency Law as they are disgusted with the different proceedings which obtain in each of the seven provinces. They find themselves in awkward positions at times. Since the Ontario Act was discredited by a decision of the Court of Appeal of Ontario in June last, the necessity has become more pressing.

AMERICAN BOOKS A NUISANCE.

A CERTAIN Toronto importer declares emphatically that American books—that is books printed in the United States—are a nuisance, and the Canadian public would be better off if their importation were prohibited. He maintains that English books are sufficient for Canadians when supplemented by domestic publications. This may seem a bold and groundless speech, but the statement was backed up by arguments that were almost unanswerable. Here they are:

Suppose a bookseller sends in to a Toronto jobber for an American dollar educational w. k. Some teacher or educationist has seen an advertisement in some American paper and wants this particular book. The jobber looks through his catalogue of American publications, and as the work happens to be a recent one, it is not to be found. Hence he can only procure it through some jobber in New York, seeing that the name of the publisher cannot be found. The New York jobber only gets 25 per cent. discount himself, so he will not give the Canadian jobber more than 12 1/2 per cent. Then the postage is at the double rate, and the duty is 15 per cent. The book arrives costing the jobber as follows:

Net cost in New York	\$.87 1-2
Duty15
Postage05

	1.07 1-2
Jobber's profit22 1-2

	\$1.30

Then the book is sent on to the retailer per post. The retailer figures thus:

Original cost	\$1.30
Postage03
Profit at 25 per cent.32

	\$1.65

The customer thus finds that the dollar American book costs him \$1.65, and he refuses to take it from the retailer, and the retailer and he fall out. Then the bookseller, holding over with virtuous anger, sits down and pours the vials of his anger on paper and sends this saturated epistle down to the jobber, accusing him of being of no account as a book collector. Then the jobber, understanding the situation, sits down and dictates a two-page type-written letter in reply, and tries to calm the troubled waters with the oil of reason, and though he may succeed, he cannot entirely repair all the damage that has been done to the tempers of the two parties who have been disappointed.

"There," said he, "that is only one of the numerous troubles that arise from the trade in American books. I

wish I were in Australia, where they are not bothered with the American publications."

When asked as to American fiction, and as to what would be done without it, the jobber—and he is one of the best informed book men in Canada—declared that in that class of literature the country would be benefited. There was a time when such works as those of Dickens, Scott, etc., could only be procured in cheap editions from the United States, but that day has passed forever, and English editions are now procurable at a price to suit the most penurious admirer of the classic novels of the British Isles.

The day has gone by when the American publications were a necessity; now, he said, they are becoming a curse. They are publishing such enormous quantities of poorly printed and cheaply bound books, that they are destructive of the artistic qualities of the readers as well as being the creators of a large trade for those who deal in occultist supplies. A good book, well printed and neatly bound educates by its appearance alone. A cheap book degrades, demoralizes and destroys.

When asked how would he overcome the fact that all English books were published at first in three volumes at 31s. 6d., he said that this could be overcome by publishing a Canadian edition at 50 cents from duplicates of the English plates. This is done to some extent at present, but with a market limited to domestic and British publications, it would be done to a greater extent. British novels have a much better tone than American, and all really good American novels are published simultaneously in Great Britain and the United States.

At the earnest solicitation of BOOKS AND NOTIONS, the aforesaid jobber has decided not to ask the Government of Canada to exclude American publications until Canadian retailers, and British and American publishers have been consulted in the matter.

C. M. TAYLOR & CO.

AT the first meeting of the creditors of C. M. Taylor & Co., held on the 24th of October a full statement of the affairs of the firm was presented.

The Canadian direct liabilities amount to \$29,251.96, distributed as follows:

Canadian—Buntin, Reid & Co., Toronto, \$2,747.43; Barber & Ellis Co., Toronto, \$1,946.75; Rose Publishing Co., Toronto, \$1,659.73; H. S. Mara, Toronto, \$1,563.56; Estate of Joseph Lee, Toronto, \$1,350; William Briggs, Toronto, \$652.82; Canada Publishing Co., Toronto, \$599.38; The W. J. Gage Co., Toronto, \$526.50; Clark & Co., Toron-

to, \$523.00; Warwick & Sons, Toronto, \$290.01; Brown Bros., Toronto, \$272.63; Grip Publishing Co., Toronto, \$268.64; Canada Paper Co., Toronto, \$229.15; T. T. Chlek, Toronto, \$163.40; McFarlane Shade Co., Toronto, \$153.91; Standard Fuel Co., Toronto, \$137.17; Copp, Clark Co., Toronto, \$132.85; Gendron Mfg. Co., Toronto, \$127.93; John Underwood & Co., Toronto, \$122.29; H. A. Nelson & Co., Toronto; \$112.07; J. E. Chester, Toronto, \$113.88; Aggregate amount under \$100, Toronto, \$5,734; J. C. Watson & Co., Montreal, \$4,483.04; Reinhardt Mfg. Co., Montreal, \$748.31; J. B. Rolland & Son, Montreal, \$723.17; Alexander Buntin & Son, Montreal, \$690.76; Robert Miller, Sons & Co., Montreal, \$250.26; Union Card and Paper Co., Montreal, \$204.40; Austin & Robertson, Montreal, \$113.34; G. A. Odell, Brockville, \$364.05; T. R. Dearle, Simcoe, \$253.21; D. McMaster, Sarnia, \$245.48; Mrs. Jane Hall, Woodstock, \$216.60; S. W. Cross, Wharton, \$206.04; Merchants' Bank, P. E. Island, \$200.00; James Thompson, Newberry, \$165.51; James Marshall, New Westminster, B.C., \$139.96; J. C. Campbell & Co., Hamilton, \$138.85; W. T. Junkin, Fenelon Falls, \$137.83; H. H. Lennie & Co., New Westminster, B.C., \$117.99; E. Spillman, Vancouver, B.C., \$114.65; Alex. Taylor, Winnipeg, Man., \$102.71; James Crawford, Portland, N.B., \$100; J. R. Kerr, Victoria, B. C., \$101.71. Total, \$29,254.96.

The amount owing to United States creditors is \$26,308.36, made up as follows:

American.—National Wall Paper Co., New York, \$20,367.26; Mrs. George Massey, New York, \$1,076.21; McLaughlin Bros., New York, \$659.55; Kock, Sons & Co., New York, \$608.28; The F. M. Lupton Pub. Co., New York, \$536.35; S. Bretzfeld & Co., New York, \$375.30; G. W. Dillingham, New York, \$359.79; Eagle Pencil Co., New York, \$199.95; Hurst & Co., New York, \$188; Worthington & Co., New York, \$160.20; E. P. Dutton & Co., New York, \$144.93; T. Y. Crowell, New York, \$128.80; Wm. Hogelberg, New York, \$115.71; American Lead Pencil Co., New York, \$113.40; Laird & Lee, Chicago, \$670.79; Estes & Lauriat, Boston, \$169.85; Hyatt School Slate Co., Bethlehem, Pa., \$115.60; A. J. Holman & Co., Philadelphia, Pa., \$114.15; R. S. Blank Book Co., Roaring Springs, Pa., \$105.87; Westcott Bros., Seneca Falls, N.Y., \$103.37. Total, \$26,308.36.

The amount owing to other foreign creditors is \$13,763.31, divided as follows:

Foreign.—Eyre & Spottiswood, London, Eng., \$2,068.55; Henry Froude, London, Eng., \$1,431; George Routledge & Son, London, Eng., \$901.83; McMillan & Co., London, Eng., \$819.66; Ward, Lock, Bowden & Co., London,

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PUBLISHERS' AGENTS

Eng., \$678.51; F. Warno & Co, London, Eng., \$651.08; Walter Scott, London, Eng., \$504.73; Dea- & Son, London, Eng., \$460.52; S. W. Farridgo & Co., London, Eng., \$352.70; Marcus Ward & Co., \$248.11; Fenner, Appleton & Co., London, Eng., \$225.60; Hutchinson & Co., London, Eng., \$210.83; A. Black & Co., London, Eng., \$209.83; Griffith, Farren & Co., London, Eng., \$209.26; G. W. Faulkner, London, Eng., \$193.75; Sampson, Low, Marston & Co., London, Eng., \$185.89; Herry & Co., London, Eng., \$135.58; Sunday School Union, London, Eng., \$127.09; Thomas Stevens, Coventry, Eng., \$527.40; Richard Fletcher & Co., Stowellough, Eng., \$161.05; M. Myers & Son, Birmingham, Eng., \$104.59; W. Collins, Son & Co., Glasgow, Scot., \$387.03; Cameron, Ferguson & Co., Glasgow, Scot., \$343.30; David Bryce & Son, Glasgow, Scot., \$243.82; Galt & Inglis, Edinburgh, Scot., \$1,132.43; W. & R. Chambers, Edinburgh, Scot., \$219.50; W. P. Nimmo, Hay & Mitchell, Edinburgh, Scot., \$198.60; David Douglas, Edinburgh, Scot., \$140.61; James Duffey & Son, Dublin, Ire., \$382.43; Johann Faber, Nuremberg, Bavaria, \$298.72. Total, \$13,763.31.

Total Direct liabilities, \$69,326.03.

The indirect creditors are: The Imperial Bank, which has paper to the value of \$50,021.27, on which there will be a loss of perhaps \$12,000. R. Currie & Co., have goods hypothecated, but may realize enough on them to balance advances. A. B. Lee & Co. will probably be \$2,159.84 short, on what he holds to cover his advances of \$5,878.98, and Henry Taylor, of Perth, will probably be \$808 short. The rent due is \$1,044.25; taxes, \$191.33; customs duties, \$580; wages, \$2,501.92. All these total up to \$19,504.34. Total liabilities are thus \$88,830.97.

Against this there is a total assets of \$30,896.33, of which \$6,403.14 is book debts, and the rest stock, fixtures and trunks.

It will thus be seen that the deficiency as per statement is \$52,000. But the stock of \$30,000 is not worth half that sum on a forced sale, and the consequence is that the meetings of the creditors have brought forth the impression that the estate will pay less than 10 cents on the dollar. Some who are supposed to be good judges declare that there will be nothing left for the creditors when the secured and preferred claims are satisfied.

Seeing that the business has been running only nine years, a loss of \$52,000 is somewhat appalling, but certain it is that there has been no dishonesty connected with the management. Whoever may be to blame and whatever may have been the causes of this unfortunate disaster, BOOKS AND NO-

TIONS is of the opinion that the losses have not been due to any practices which would discredit a man of business. The failure was due undoubtedly to lack of close, competent management and to excessive competition.

The stock will be sold by catalogue, copies of which will be ready in a few days.

THE NAPANEE PAPER CO.

At the meeting of the creditors of the Napanee Paper Company on Oct. 17, a statement was presented showing the assets to be \$227,161 and the liabilities \$145,000, as follows:

ASSETS.

The Napanee Paper Mills . . .	\$6,175.75
Newburg Paper Mills . . .	25,000.00
Fenelon Falls Paper Mills . . .	56,801.25
Manitoba property . . .	15,895.46
Timber lots . . .	11,789.00
Raw material, Fenelon Falls	17,000.00
Raw material, Napanee . . .	8,000.00
Raw material, Newburg . . .	1,500.00
Fuel . . .	2,000.00
Book accounts . . .	2,000.00
Sundries . . .	1,000.00
Total . . .	\$227,161.46

LIABILITIES.

Mortgage on mills to Western Canada Loan Co. . .	\$50,000.00
Bills payable, Merchants Bk . . .	21,500.00
Bills payable, Ontario Bk . . .	20,560.00
Buckingham Mfg. Co. . . .	41,908.78
Maritime Sulphite Co. . . .	5,150.61
Winn & Holland	724.00
Hamlin & Ayres	569.28
C. H. Cunningham	1,072.00
Andrews, Bell & Co. . . .	1,219.71
Sundries	1,691.65
Loans	800.00
Wages	4,000.00

Making a total liability of about \$145,000.00

The sense of the meeting as taken was as follows: That the mortgagor sell the Newburg and Fenelon Falls mills, reducing the mortgage to \$25,000; that three creditors be qualified as directors, the business to be continued under their inspection; that the action of the Merchants' Bank be stayed, and that in the meantime an extension be granted of three months. A committee to represent the creditors, consisting of Messrs. Alex. Smith, of the Merchants Bank, and J. H. Madden, barrister, was appointed to control the affairs of the company during this period. It is intended to thoroughly reorganise the affairs of the company, and at the expiration of three months they will be prepared to make a definite proposal with regard to outstanding liabilities. In the meantime the business of the company will be carried on as usual.

CATALOGUES.

Book catalogues have been received by BOOKS AND NOTIONS as follows:

Franz Trubner's first part catalogue of general works on the "Geheimen Wissenschaften." His place of business is at Munsterplatz, 2 in Bonn a.Rh, Germany.

Risser & Co.'s catalogue of new and standard books and also of their rare and ancient books. Their address is 248 Yonge street, Toronto.

Charles Lowe's catalogue of books including books old and new and many books from famous English libraries. His sign is on New street, Birmingham, England.

A catalogue of cheap literature issued by W. S. Trigg, 149 Duane street, New York.

Paul Neubner's Americana. This is from a dealer in antiquarian books at 81 Hohestrasse, Koln a Rh., Germany.

NEW MUSIC.

THE Favorite Folio of Comic Songs is the latest book of music published by the Toronto News Co. All the popular melodies of the day are contained within handsome covers. Over seventy-five songs are tabled, including It's English You Know; Mary's Gone With a Coon; Miss Fogarty's Christmas Cake; Oh, Mamma, Buy Me That; Remember, Boy, You're Irish; Whistling Coon, etc. It should be a rapid seller.

Whaley, Royce & Co. are doing more publishing now than they have ever done. "Sweet Lillian" is a song of which the words and music are by Walter Hawley. It is a love song of rare beauty and deep feeling. "Is Life Worth Living" is a beautiful descriptive waltz ballad by C. K. Harris, author of "After the Ball." This composer may never catch again the popular fancy as he has done; but it is nevertheless a most touching song. "To You" has been reprinted. "Strangers" is another piece by this composer, and is somewhat incomplete in sentiment, but the air is a very taking one.

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SECOND EDITION

The United States,

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PROFESSOR GOLDWIN SMITH. . . .

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FOR 1894.
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THE PAPER TRADE.

THE paper trade is not sufficiently brisk to have many features. Fine papers are quite active and by the use of water-marks and brands, prices are fairly well maintained. In manillas and coarser papers, there is a considerable amount of underhand cutting of prices which obtains in spite of all the "understanding" which is supposed to exist in the trade. The call for news papers is mainly on contract and hence prices cannot vary very much, although some mills are getting higher prices than others for equal quality papers. With the beginning of the new year there will be a large number of contracts which will require renewal, and the fight for these will probably cause a slight drop in prices. Prices cannot possibly lower to any great extent, because they are at rock bottom now, and paper manufacturers are making no more than a living profit.

BOYD, RYRIE AND CAMPBELL.

IT is said that the Government has finally decided to impose the usual fine upon the stationery firm of Boyd, Ryrie & Campbell, of Montreal, whose affairs have been under investigation for some time past. Recently the firm were ordered to pay \$7,900, representing the amount due as customs duties on smuggled goods. In addition, the Government has decided to impose a fine equivalent to three times the unpaid duties, making the total amount \$23,700. Whatever the penalty is it has been paid, and the trouble is over.

The Montreal Star recently published the following concerning the case: "The examination extended back over a period of three years, but it is stated that some most sensational revelations have been the result. The examiners have finished their report and forwarded it to Ottawa. It will be remembered that the trouble arose from the discovery that Gillett's steel pens were being extensively smuggled into the United States and sold there at much less than their full value. This was what led to seizure of the establishment of Messrs. Boyd, Ryrie & Campbell. The customs officials state that the case is one of the worst which has been brought before the department for years. "It is a thoroughly rotten business," said one customs official to a Star reporter. It is claimed that double invoices have been used, goods undervalued or smuggled through without payment of duty. While steel pens formed a prominent item in the undervaluation, still the defrauding of the customs extended over nearly all the lines of goods handled by the firm. The firm, it is understood, have put in no defence at all. To a Star reporter Mr. Ryrie said that the

whole amount, so far as he knew, would be considerably below \$10,000. The principal item was for Spencerian pens, which amounted to about \$4,000. The invoice duty on these pens, said Mr. Ryrie, was placed at the English price, while the customs contended that it that it should have been placed at the New York price. There were also some packing cases and other small matters under dispute. This statement differs from those of the customs officials. It is understood that when Mr. Clarke Wallace was in Montreal he severely reprimanded those customs officials through whose hands the goods of Messrs. Boyd, Ryrie & Campbell passed, and that a charge of gross neglect and negligence has been laid against them."

A NEW CANADIAN POET.

GEORGE C. CURRIE is not a new poet, and yet he is. He is not new to some of the literary clubs of the country, and yet this is his first volume—his first offering on the altar of public opinion. Let him hold his head high. He has produced many poems worthy of attention, and gives promise of a greater future. The trouble with most of our young writers is that they are not persevering enough—they want to write for wealth instead of writing for fame. Fame that is worth getting is seldom found in connection with wealth. Goldsmith could not connect them, nor could Burns, or the host of poets whose names we hold in deepest reverence. Especially in a country with a scattered, even scanty, population, with no extensive wealthy class, with a literature just beginning to be appreciated, with literary tastes trained to the reception of a foreign literature only, what can an author expect? Let him hope and work, and expect not.

It is queer how books are named, and one almost wishes the name of this were less practical and more poetical. How the title "How I once felt," came to be chosen is thus explained by the author: "I do not attempt to claim perfection of either sentiment or versification for any of my trifles. Each particular production is the effect of some particular experience, and, being written, as many were, on the spur of the fleeting moment, it will surely be excusable in me to say that I have outgrown the enthusiasm or callousness which some of them represent. This, therefore, is my apology for calling the collection by the very non-committal appellation of "How I Once Felt."

Mr. Currie has but one patriotic poem and that is not startling, although full of feeling. His poems that show reverence particularly show him to be a true worshipper of God, truth and righteousness—and this worship is breathed

forth in many poems. A poem on "What is Love?" is good, showing that the author, while sentimental, has combined this quality with a philosophic attitude at all times.

Love is the secret of success,
In it alone lies happiness;
No lover ever loved in vain:
A mistress lost was equal gain.
The martyr died that he might live;
His very death new life can give:
For love of truth he singly bled,
And is, by life immortal paid.
The patriot's tomb is hallowed still;
He died, but 'gainst his country's will;
He loved his home, and in return
Men worship now his storied urn.

This poem runs on into similar thoughts. Another excellent production is entitled "Nature's Comforters"; the first stanza is this:

Babies, music and flowers—
Tokens of infinite love—
Coming like soft summer showers,
Fresh from the Heavens above:
These in our moments of sadness,
Temper our sorrows with joy,
Fill our lone hearts with their gladness,
Banish all baneful alloy.

Another poem entitled "Cupid's Rectory," shows that Mr. Currie is not without a sense of delicate humor, which might be, if cultivated, productive of something exceedingly good. His songs of love and travel are distinctively Canadian, and, although the collection is a motley one, it is worthy of the attention of every lover of Canadian literature.

Let it not be thought that this is a volume beyond adverse criticism. It is bound in a deep black cover which recalls one of a church hymn book. The writer showed a copy to a friend, and the title, "How I Once Felt," on a black cloth cover, led him to remark, "Oh, no you don't; you cannot shove any of your Methodist experience books on me." Explanations were then in order, but the moral is that a book must be attractive in title and cover to catch the public eye.

Again there are many of the verses in the volume which should never have been published. The poems of younger days would have been better consigned to the fire and only later productions given to the public. The author's reputation would have been then out of danger from indiscriminate judges.

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Others have found it a paying investment. Why don't you try it?

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SHAW & ELLIOTT, Principals.

THE EXPRESS RATE TROUBLE.

It appears that for some time the Methodist Book Room has had a special express rate on its parcels. This was obtained from the old Vickers' Express Company for many years, and was continued to them by the Dominion Express Co., who took over the Vickers' business. Moreover it appears that last July the Copp, Clark Co. asked for a similar privilege from the Canadian Express Company and got it.

Now the other houses are after the same privileges, or "equal rights." The Star newspaper got into the affair and wrote up the whole matter for the benefit of the public.

The discrimination that was made in favor of the Methodist Book Room and the Copp, Clark Company, had reference especially to small parcels, on which the regular rate is 25 cents. These fortunate people were able to send such packages to their customers for 15 cents. The difference seems small, but in cases where the profits were so close that no reduction in the price could be made, the dime was sufficient to divert trade from the less fortunate people.

The fault lies with the express companies. They should have stuck to what was legal and right and all the trouble would have been avoided. The Canadian Express Co. is the greater offender because their concession was more recent than that of their competitor.

But there arises this point in connection with this rate cutting—that the rates on small parcels are too high. If the express company will not carry small parcels at reduced rates the Government should step in and do it through the post office machinery. There should be a better parcel service than is at present furnished by our post office department. It is not at all equal to that furnished by the United States post office department. One hundred pounds of paper books will come from Springfield, Mass., to Toronto, Ont., for \$1.00. One hundred pounds of books will go from Toronto, Ont., to Guelph, Ont., for \$4.00. The former will not need to be put up in parcels, simply packed in bags. The latter will have to be put up in less than 5 pound parcels and each parcel separately stamped. One pound of books can be sent from Chicago to Toronto for one cent, but one pound from Toronto to Guelph costs four cents. Parcel post is still worse—24 cents a pound—an outrageous charge, and, in fact, almost prohibitory.

The Dominion Post Office authorities have played into the hands of the express companies long enough, and it is time that the people were getting privileges and the post office getting revenue, even if the express companies do

lose. Canada's administration is weak in very few points when compared with other countries. But since the time when a certain Postmaster-General was interested in an express company, the people have been deprived of a cheap parcel post. This should obtain no longer; the people's interest must be considered before that of private institutions.

Rowell's Law Diary is 47 years old and it is again to the front without a peer in its line. The information in it is unsurpassed and complete in every respect. Every Canadian lawyer knows its usefulness, for he has learned to appreciate it before he has served his time as a student. Ontario booksellers should canvas their legal customers for an order; no sample will be needed, as the name will be sufficient.

IMMORAL LITERATURE.

THE news dealers of Toronto and the Morality Department of the police system of the same city are at loggerheads. Robert Cassir, 283 King street east; L. B. Mackay, 60 Yonge street; P. C. Allan, King street west; J. P. McKenna, Yonge street; F. H. Nye, 137 King street west, were recently charged with offering for sale literature of a nature tending to corrupt public morals, and Bernard McEntee, 28 Queen street east, and W. H. Evans, 357 1-2 Yonge street, with exposing pictures of a nature said to be immoral. The paper complained of is "Music and the Drama."

Now *Music and Drama* is a paper which sells well in Toronto, but which is no worse than many French papers which sell in Montreal. The post office authorities have not stopped it on its progress through the mails, nor have they interfered with its sister—Truth. Both these papers are truly loud in their illustrations, especially of women with dresses decollet top and bottom. Still the pictures are no worse than the weekly genuine representation on the stages of Toronto's theatres. If allowable at theatres, it should be no worse in print.

The newsdealers of the city got quite angry over the matter and have declared a war of no small magnitude; but cooler heads are trying to avert a battle.

PATRIOTIC RECITATIONS.

PATRIOTIC Recitations and Arbor Day Exercises form a new volume which will be issued at once from the press of Warwick Bros. & Rutter. This is a volume of poems and prose selections distinctively Canadian, and will fill a want which the teachers of this Dominion have long felt. The poems are selected from the works of Canada's chiefest poets, and the prose selections are from the writings of her greatest authors or from the speeches of her most noted public men. The book is divided into four parts. Part one contains suggestions from teachers for

exercises to be held on Queen's Birthday and Dominion Day, and some suitable remarks on such topics as Parliament of Canada, The Legislative Assembly of Ontario, The First Parliament of Upper Canada, and Sir Isaac Brock's address to the Parliament of 1812; and other suggestions useful to teachers. Part Two contains a selection of patriotic recitations suitable for the use of all grades of scholars. Poems by Roberts, Miss Muehar, O'Hagan, Kernigan, Mrs. Curzon, McGee, Ross, Sangster, etc., and specimens of Canadian oratory from such men as Sir William Young, Lord Dufferin, Dr. Ryerson, Sir Daniel Wilson, Sir John Macdonald, Edward Blake, Oliver Mowat, Principal Grant, etc. Part three contains a selection from the more general Canadian poems, all of which are of high literary merit, and are suitable for public declamation. The Fourth Part contains selections suitable for Arbor Day.

In giving such a book to the teachers of Canada so that they may give the children under their guidance a knowledge of Canadian institutions, and instill into them feelings of patriotism and a strong admiration for native literature, the Hon. G. W. Ross has done one of the grandest pieces of work it has been his good fortune to perform. Hitherto it has been impossible for a purely Canadian entertainment to be given in a country school, a high school, or a collegiate institute owing to the fact that the libraries of Canada, both public and private, possessed very poor collections of native literature, and hence even the teacher had not at hand the books out of which sufficient selections could be obtained. Even had the books been procurable, the trouble of going through a hundred or more volumes to get the necessary selections would be too heavy a task for even the most self-denying teacher. The Ontario Minister of Education has done a good work in removing, at one sweep, all these difficulties, and combining all the necessary literature in a well-filled volume of 374 pages. The book is one which can be as truly appreciated in Nova Scotia and British Columbia as in Ontario, and it is to be hoped it will be brought to the notice of every teacher in Canada. The general reading public will find in it a volume worth perusing and preserving.

The publishers have done their work well, and considering that so large a volume is put on the market at half the usual price, they have produced a splendid book. The cover is especially taking in its chaste simplicity. The retail price will be one dollar.

BOOKS AND NOTIONS has been informed on reliable authority that the Minister receives no money consideration whatever for his manuscript, but has performed the work for the benefit of the teaching profession, for the benefit of Canadian literature, and for the benefit of a patriotic sentiment. This being so, all lovers of national sentiment, national institutions, and national literature must bear him profound gratitude for his careful and painstaking efforts in their behalf.

NEW PUBLICATIONS.

SIFTED AS WHEAT is a novel which is intended to show that the dishonest person is usually sifted with his honest neighbor, and if he lacks in weight, he will be placed among the chaff at last. Elizabeth Neal, its author, knows well how to describe English skies of tender blue, cool and refreshing green fields and babbling brooks. Nor is she unable to depict the monotonous scenery of the Australian plain with less force and truth. The story is very interesting—a colonial story in fact. Ollphant, Anderson & Ferrier, publishers. Toronto: Wm. Briggs.

A pretty little book entitled "Golden Nails," contains several addresses to children by George Milligan, B.D., an Edinburgh minister. These are practical, simple and interesting. (Ollphant, Anderson & Ferrier.)

"A Sheep in Wolf's Clothing" is a new book by Albert Rhodes. French scenery and a mixture of American and French characters are the leading features of a very fair novel published in Rand, McNally & Co.'s Globe Library.

Harry Sharp is a good name for a New York detective, and a detective story may be good or bad. Since Gaboriau's detective novels, some people have concluded that detective novels are all worth reading. This story of Harry Sharp is not the worst detective story in the world—nor is it the best. (J. S. Ogilvie, New York.)

Man seems to have a craving for things that are old. A book of ye olden time with ye olden illustrations gives a thrill of delight to many a book lover. The Book of Old Edinburgh is one of these, and its antique cover and old-time illustrations, executed by modern skill, charm and instruct at the same time. Scotchmen who revere the name of Edinburgh will find this book a treasure. (New edition: Ollphant, Anderson & Ferrier.)

German novels are usually quiet and domestic, and, while interesting and charming, are seldom exciting or dramatic. The "Tell-Tale Watch" is both and will satisfy the taste for a mystery which in the beginning seems almost unfathomable. A rich banker is found dead in a cellar, watch, pocket-book, etc., gone. Who did the deed? The imperial city of Germany talked it over for many, many days, and the solution is interesting reading to Americans. (Robert Bonner's Sons' Ledger Library.)

Cheap literature is abundant in these days of literary degeneracy. "Two Thousand Prize Jokes," are published in

one volume by J. S. Ogilvie, New York; paper, 25c. Another in the Sunnyside Series of this publisher is entitled "The Man From the West," supposed to be written by a Wall street man. It tells of the adventures of a man who came from the "Chaparral" or "the woods" to Wall Street. In other words the adventures of a "greenie" among the financial bulls and bears. Another title in this series is Major Jones' Courtship. This novel is crudely illustrated and the humor is as crude as the illustrations.

The primitive American village is an object of interest to every Canadian who has seen "The Corners" grow into "Smith's Village," and then into the thriving town of "Smithville." A careful study of life and experience in a primitive American village is found in "Hetty; or, The Old Grudge." The characters are simple, strong and adventurous. When moved by strong passion they act with a force and directness impossible to people bred in the complex circumstances and influences of the conventional life and society of cities. There are sweetness and charm in the portraiture of the heroine of the woods and fields. (Robert Bonner's Sons.)

A series of books in uniform binding is always better when considered as such instead of being treated individually. Ollphant, Anderson & Ferrier, of Edinburgh, have a neat series, crown 8vo., cloth extra, illustrated, at 2s. 6d. The books are well printed, strongly bound, and prettily covered. The series contains several books by Evelyn Everett-Gree and "Tib," by George Douglas. "After Long Years, or, Norman's Vow," is a new book by Ella Stone, author of "Ring in the True." Ida Cameron is a pleasant tale by Margaret Parker. "For the Sake o' The Siller" is a taking tale of Elfishire love by Maggie Swan. The last three titles form the latest additions to this series which dealers would do well to have samples of.

Another series by this same publishing house is very similar in form but the covers differ in style, while the price is but 2 shillings per volume. The latest titles are: "Sifted as Wheat," mentioned above; "The Musgrove Ranch," which is a tale of Southern California, by T. M. Brown; "Bush and Town," another homely story of the Pacific Coast, by Catharine Kirby Peacock; and "Swirlborough Manor," by S. S. Homer. The latter is a very interesting tale of an old English manor with its long connected history, its characters of all sorts varying as the generations and the centuries changed. It presents history in its most easily

conceived form, and endows its dry bones with a lively interest which can only be produced by arousing the imagination of the reader to such a pitch that all the characters become players on a stage which is plainly visible to the mind's eye of the reader.

The Covenanters of the Merse, their history and sufferings, forms the subject of a volume by J. Wood Brown. The rise of field meetings in the East of Scotland, the brilliant though brief campaign which gave the forces of the Covenant an decided advantage on the Tweed as Drumclog had gained in the West, the oppressive proceedings of the local Circuit Courts after Bothwell, and the last conventicle at the Greenclench—all these are told with a fullness of detail which surpasses all previous attempts. These were thrilling and exciting times, and the noble self-sacrificing deeds of the period are worthy of all praise, while their effect on the reader of such a chronicle as this is beyond description. (Post 8vo., antique laid paper, cloth, 2s. 6d. Ollphant, Anderson & Ferrier.)

An English cathedral city, the widow of a caupon who has kept his family in luxury, if not affluence, several boys and girls, the eldest boy having just finished his schooling, an uncle's will which was to have left them a volume of wealth but there was no wealth to leave, the consequent disappointment and change of plans, the drop from capital to labor—what possibilities in such a situation. Evelyn Everett Green takes these "Willful Willoughby's" into her mind's life and weaves out a tale of more than passing interest because devoid of all the impossibilities which are palmed off as real on the host of novel readers of the day. The story is admirably suited for the reader with a growing mind and a developing morality. (Ollphant, Anderson & Ferrier, publishers.) Another book by the same author is entitled "Little Miss Vixen," which is intended for younger readers.

No more beautiful or trustworthy volumes ever come to an editor's table than "Leisure Hour," "Sunday at Home," "Boys' Own," and "Girls' Own." These annuals have an enlarged claim on the Canadian dealer owing to the fact that they are bound in a Canadian bindery, that of Warwick Bros. & Rutter. Canadian publications should always receive first consideration, and those that are partly Canadian the second consideration, which is really first in this case, as there is nothing more Canadian to take precedence. The binding of these annuals is truly a creditable work and is not surpassed by that turned out from any foreign bindery. The taste in colors of the cover cloth,

the designs, the gilt stamping, are all done according to latest rules for the best work. The "Girls' Own" is further beautified by being gilt on the edges, and is thus a handsome gift for even the most handsome of Canadian maidens. No other four volumes can be put into a home which will have a more elevating tendency than these four annual volumes. The thoughts are pure and the literature entertaining and instructive. In these days when morals are reaching a lower plane in the great bulk of what is now known as higher society, when the flashy pages of illustrated periodicals are the occupants of gentlemen's breast pockets and ladies' private cabinets to be read at leisure and in privacy, it would be gratifying to know that such elevating literature as is found in "Leisure Hour" was still appreciated by people who watch with dread the advance of American-French journals. When W. Dean Howells and B. O. Flower have ceased to write in behalf of the poor of American cities, they may turn to an inexhaustible field in writing in behalf of the down-trodden morality of "the classes" of these well-same American cities. As long as the Canadian youths and maidens appreciate the value of "The Boys' Own" and "the Girls' Own" so long will the purity of the rising generations be assured.

The United States Post Office department rules that the writer has a right possession of a letter provided he can prove to the satisfaction of the postmaster at the office from which it was sent that he was the writer of it. Even if the letter has arrived at its destination and before it has been delivered to the person to whom it was addressed, it may be recalled by the writer through the mailing office. The reason assigned is that the United States is only the agent of the writer while the latter is in transit. This decision is important to business men and to private individuals.

**The best Inks are
Walkden's.**

Walkden's Blue Black.
Walkden's Copying.
Walkden's Scarlet.

"Melanyl"

Marking Ink for Linen
Requires no heating, mixing or preparation.
Warranted Indelible and harmless.
\$2.00 per doz.

Wholesale agents for Canada
The Copp, Clark Co., Ltd.,
TORONTO.

Don't Fail TO INSPECT OUR Samples of
WALL PAPERS

Before placing your order for Spring of 1894. You will find

**ATTRACTIVE PATTERNS,
POPULAR COLORINGS,
and QUICK SELLERS**

Travelers now on the road.

IN EVERY GRADE.

M. STAUNTON & CO., Toronto,

SHOW ROOMS, 8 KING W.

FACTORY, 960 YONGE ST.

MONTREAL WALL PAPER FACTORY.



First Prize Awarded
wherever Exhibited

COLIN McARTHUR & CO.,
15 Voltigeur St.,
Cor. Notre Dame St.,
MONTREAL.

Samples on application. Don't buy until you have seen our samples.

Prices cheaper than ever before

ENCOURAGE HOME MANUFACTURES

TRADE IN MONTREAL.

THE fancy goods and stationery trades have had a fair month's business, and the former note a reasonable increase in the demand for toys, etc., the turnover of which they say is equal to that of last year. This means that the retailers anticipate a good holiday trade and it will be interesting to note if their expectations are fulfilled considering the course of general trade.

J. C. Watson & Co., the wall paper people, are sending forward goods on orders, and have been doing so for the past three weeks.

Next month W. Foster Brown will place upon the market a handsome volume of sermons by the Dean of Montreal, Rev. Mr. Carmichael.

J. C. Watson & Co. note a good enquiry from the confectionery trade for their line of candy boxes, horns, cornucopias, etc., for the Christmas trade.

The Reinhart Mfg. Co. report a continuation of the demand for plush goods of all sorts. The call for toilet cases and papeteries has been notably good.

R. Hy. Holland & Co. have some cheap lines of pipes and leather goods, such as purses, etc., which they are offering at a considerable inducement in the matter of cost.

Porter, Teskey & Co. say they are having a big run on their lines of English toy books which were described in last month's issue. The call is for assorted lots of the different kinds which they are offering.

The Subston Lithographic and Publishing Co. have been busy all month working overtime in order to get forward contracts on time. They are still working hard on their Toronto Board of Trade Souvenir number.

Porter, Teskey & Co. note a good demand for their special line of enamel photograph frames in various and other sizes. The goods are a decided novelty and their very moderate cost makes them a good selling article.

A walk through Messrs. H. A. Nelson & Co.'s warehouse on St. Peter street shows that they have already on hand a fine array of toys for the holiday demand. Mr. F. Nelson will shortly visit New York and the other American centres for the purpose of securing the very latest American novelties.

Smith's Planetary Almanac for 1894 has just been placed on the market. It is quite up to the usual standard and contains all of Prof. Smith's original and interesting deductions with regard to the climatic features of the ensuing year.

The Montreal News Co. note as a favorable feature enquiries from their patrons already about holiday numbers.

They expect an increased demand also for the Star Almanac this year which it is expected will surpass that of last year, and its merits were generally admitted by the trade.

One of the books of the month got out by Montreal publishers is Sir Wm. Dawson's latest work, entitled "Some Salient Points in the Science of the World." Wm. Drysdale & Co. are the publishers, and it is handsomely got up in cloth and has 40 illustrations. It is on the market at a cost of \$2 per volume.

The work by Mr. D. Gerouard, Q.C., to which we referred in our last, is now on all booksellers' shelves either in paper or cloth, at a cost of \$6.00. It is illustrated with photogravures, and the matter it contains with regard to Lake St. Louis, Lachine, etc., and various historical data makes it well worthy of a place in every library as not only interesting reading but a valuable book of reference as well.

HENTY'S BOOKS.

NO writer is more popular with youthful readers than G. A. Henty. Last year he produced three historical works which were devoured by thousands of bright lads and youths for the reason that Henty gives historical descriptions in such a human and entertaining manner that the reader finds history a different subject from the history taught him in the schoolroom. The titles of last year's volumes were *Beric the Briton*, *Condemned as a Nihilist*, and *In Greek Waters*.

This year three beautiful volumes are again offered to the public, and, as last year, thousands of volumes will be sold this season for holiday gifts to Canadian youths. The writer has perused one of these, *St. Bartholomew's Eve*, and it is a tale of France in the sixteenth century, which is not only delightful reading, but which is wholesome and instructive. No bookseller need fear to recommend these books to any father or mother, no matter how particular he or she may be as to the quality of the reading which is to aid in moulding the character of their offspring.

Henty has a charmingly smooth style which is never too passionate but always majestic. His language is such that any youth can fully understand and appreciate it, yet it is always pure, well chosen and lofty. Information concerning these three books can be had from the advertisement of Wm. Briggs in another column.

W. H. Bone, of T. N. Hibben & Co., Victoria, B.C., was in Toronto last week in company with his wife. They were also visiting friends east of Toronto.

WALL PAPER NOTES.

Robert J. Salisbury has just returned from a trip East, and reports business in wall paper very good. He says his line is taking immensely, and he has added to his regular line selections of pressed goods and varnished tiles. Mr. Salisbury left to visit his North-west friends last Monday night.

Hurst & Cooch, who represent the New York Jobbing Branch of the National Wall Paper Co., are hustling for business in a genuine manner. They have an excellent range of samples and are selling at prices which are surprisingly low owing to the fact that the National is gaining trade this year, not wealth. Their advertisement in this issue is worth reading.

PRESENTATION PAPETRIES.

THE greatest novelty in plush and celluloid goods is the papetrie. The people have become nearly all supplied with cases of brushes and combs and shaving apparatuses, so that something new is desired. The Barber & Ellis Co. have prepared for the holiday trade the prettiest line of papetries ever shown in Canada. The combinations of plush and celluloid, the pure celluloid, the flat celluloid figures, the metal trimmings, the combinations of leather and plush make their lines of boxes strikingly desirable. The quality of the paper contained in these artistic boxes is of the best and suitable in every way for the best society correspondence.

This company are also showing a worthy line of regular papetries. They have a line containing eight varieties and qualities which they sell in lots of 100 assorted for \$8.50. Other better papetries include Abbotsford, Orient, Bartholdi, Tally-ho, Glendower, etc. This company has an excellent reputation for the production of fine writing papers and envelopes, and they have maintained it with their new offerings.

On the 16th of September Dr. Francis Parkman entered on his 70th year. Every student of history in Canada will be glad to know that his eye is less dimmed and natural force less abated than it was fifty years ago, when, through overwork he doomed himself to years of suffering. All who have profited by his conscientious and unwearied research and been charmed by his grace of style will fervently hope that many useful and energetic years are still in store for him.

EAGLE PENCIL CO.'S STEEL PENS.

See Order Slip Offering Special Discount
E. 100—Double Elastic.
E. 10—Falcon.
E. 20—Extra Broad Stub.
E. 40—Bank.
E. 361—Reservoir.

Write for Samples.

CANADIAN AGENTS—

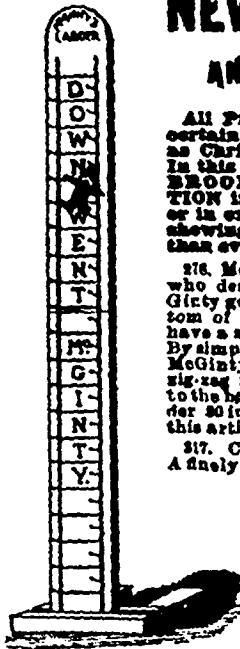
The Copp, Clark Co., Ltd.
TORONTO

NEW TOYS AND GAMES

All Prime Favorites—as certain to sell at Christmas as Christmas is to come. In this line we positively **BROOK NO COMPETITION** in lowness of prices or in extent of sales. Our showing for 1903 is better than ever.

216. McGinty Ladder—Those who desire to see how McGinty goes "Down to the bottom of the" ladder, should have a stock of this new toy. By simply resting on his arms McGinty slides gracefully in a zig-zag manner from the top to the bottom. Height of ladder 30 inches. We predict for this article an immense sale.

217. Columbia Ring Toss—A finely lithographed figure of Columbia, 14 inches high, standing on pedestal 7 inches high and 10 inches square at base. Pedestal finished in red, white and blue. Six rings with each game.



215. Spanish Dancer—Press the lever and the jointed figure will perform the latest dances and contortions. Very amusing. Each in a box.

214. Japanese Dominoes—The largest, most showy, and best cheap game of dominoes lithographed in black and red. Very saleable.

Size of dominoes, 1 1/2 by 3 1/2 ins. Each piece decorated with dainty Japanese design with the domino designs. Put up in wood box, with Japanese figure on cover.



LITTLE GRANDMOTHER ABC BLOCKS

21. This set of blocks contains six 3/4 inch cubes. They are covered with the letters of the alphabet in most brilliant crimson and gilt, and are exceedingly handsome in appearance. The size of box is 8 1/2 x 6 ins and 3 1/2 ins. deep. The box label on this set, as well as upon the two following numbers, are exceedingly handsome and beautifully colored. No hand-somer ABC Blocks have ever been shown. Packed 1 dozen in a package. This is a hummer.

THREE NEW STARTLING "TEN CENTERS"

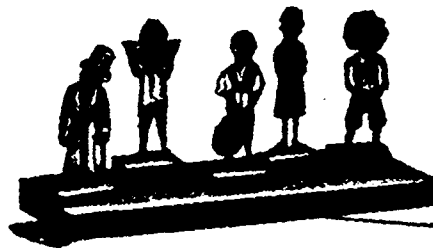
47. The Kicker—A comical spring toy, represents a farmer kicking a savage dog. Lithographed in bright colors.

48. Punch and Judy—A miniature of the well known English side show, in wood, with voice. Two figures.

49. "Why Don't the Cow Blow Its Horn?"—This toy is a comical Kazoo, 14 inches long, sound imitating a cow bellowing. Sells like wild fire.

PICKING BLACKBERRIES.

218. Picking Blackberries—As the name indicates, consists of picking off or knocking over, one at a time, five blackberries or little darbies. Lithographed in a variety of colors. Packed with base board 6 x 12 1/2 inches, of natural wood, varnished. One set in box.

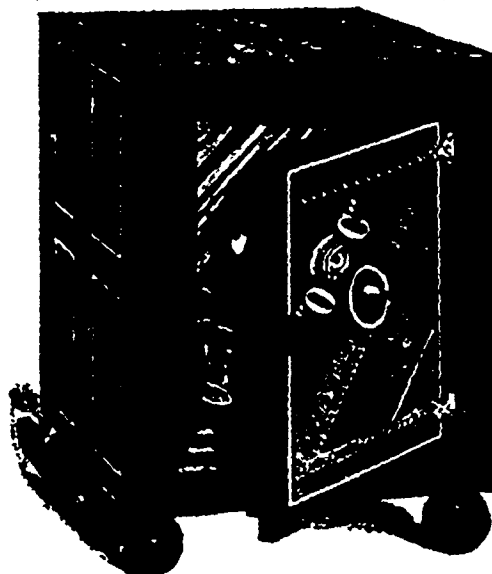


219. The Clown Target—New and attractive ball-tossing game. Figure of clown 32 inches high, on which are placed four nets, 8 1/2 inches in diameter, into which are tossed the four rubber balls accompanying same; clown finished off in four colors, very showy, and sure to sell. Packed one piece in box.



The "OIC" Safe Bank New.—Beats them all...

217. A new extra large safe, made of wood, very neatly and strongly put together and covered with a fine lithograph. Inside the door is placed a light of glass, so that when the safe door is open the coins can be seen through the glass, but they cannot be handled. This is a very attractive feature. The safe can be opened from the back by removing a screw which is carefully concealed, but which can be found easily by reading the directions accompanying each safe. The largest, best made, best looking and attractive toy safe ever made at anything like so low a price. A big seller. The coin is in sight, but out of reach, as the light of glass separates the money from the depositor or looker on.



O I C, but oh, I cannot touch. O I C Safe, size, 5 1/2 x 4 1/2 x 7 inches. The largest toy safe ever offered at so low a price. The coins can be seen and counted by the children, but they cannot touch.

cannot be tampered with or removed until after the safe has been opened by the parents. The woodwork is first-class. The lithographing very fine in black and red, brass hinges and knob.

This is a specimen page showing a few of many startling novelties offered for holiday trade by

HARRIS H. FUDGER

50 Yonge Street.

TORONTO

A WALL PAPER FACTORY.

MANY people imagine that it is impossible to turn out as fine and artistic wall paper in Canada as in the United States. The people who are under this impression should visit the wall paper establishment of Messrs. J. C. Watson & Co., in Grey Nun street, Montreal, to have the illusion thoroughly dispelled. A visit of this kind would thoroughly disabuse them of this, and also demonstrate plainly that the wall paper industry in Canada has not been at a standstill, but steadily marching ahead in line with the in-

room, sample and show rooms, shipping room and the room for the steam power and electric plant, while the remainder of the building is devoted to manufacturing purposes. No doubt everyone in his school days has read and digested the extent and diversity of the process by which a simple plan is turned out. Well that which furnishes us with the hand-ome wall paper and streamers that decorate our residences is quite as interesting. Taking the matter in regular order, the first part of a wall paper establishment to be visited is the color mixing department.

This is Messrs. Watson's factory takes up the greater part of the basement, and the process of mixing the colors required to produce the varied and artifi-

as they come from the paper mill. This consists in giving them a groundwork in whatever shade may be desired, after which the various patterns are printed upon the web so prepared. This part of the work is performed on the second and third flats of the factory. A description of the large double grounding machine will make this portion of the treatment to which the paper is subjected clear. This machine can ground two sheets of paper at one time, and was doing so at the time the writer made his visit. The construction of the machine is much like a printing press, consisting of two rollers with a set of automatically worked brushes to distribute the colors over the surface of the paper. The paper runs from this appliance unto a set of traveling racks which work on a series of small rods attached to the ceiling. By this means it is kept in motion until thoroughly dried. In addition to the machine above described there is another on the third flat of a somewhat similar pattern.

We have now come to that portion of manufacture when the various patterns are applied. Before describing the actual printing, the rollers by which the different patterns are transferred to the paper deserve mention, and it would take a good deal more space than is at our disposal to thoroughly describe them. They consist, in the first place, of a solid mangle block, which has to be cured for at least six years before it is ready for use. On the solid roller the pattern or a portion of it, which consists of a solid brass tracing, is led in, and it depends altogether on the intricacy of the final result as to how many shall be used. Some patterns require only one roller, while others need from ten to twelve before the printing of the entire pattern can be completed. These rollers are principally obtained in New York, some, however, coming from Great Britain and France also. Their cost is no inconsiderable item in the aggregate expense of manufacture, as it ranges all the way from \$250 to \$750 a set. It is easily seen, therefore, that this item is a large one when it comes to procuring the number of sets that Messrs. Watson require. They do not allow the expense to interfere in their calculations, but secure complete all the latest designs. In fact, they have paid as high as \$100 for the simple drawing of one pattern. It is in this department that all the style is procured, and owing to the complete way in which it is looked after, the Messrs. Watson can turn out quite as fine and varied work as any establishment in the United States.

The application of these patterns is the next process. This is carried on in different portions of the building. For instance, on the first flat the largest printing machine in the factory, capable of printing a pattern in twelve different colors at one time, the largest number is at work. This machine consists of an enormous cylinder around which the paper, "grounded" as previously described, moves. Attached to an iron frame are the various rollers required to print the different colors at regular intervals, which do their portion of work as the web of paper passes between them and the large cylinder mentioned above. The paper is fed from a web like the paper in a printing press, and the rollers with the different portions of the pattern do the rest. After it leaves the machine it is dried by a similar process to the one



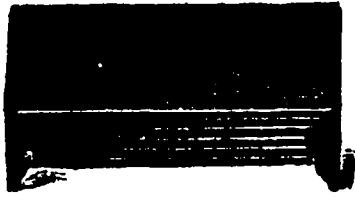
JOHN C. WATSON'S EXHIBIT AT CHICAGO

dusty south of the line. As many of the readers of BOOKS AND NOTIONS, for obvious reasons, cannot make such a visit, the Montreal correspondent did so, and through its columns will convey some idea of how business is carried on in an establishment of the kind. The firm's establishment occupies the premises from No. 86 to No. 94 on Grey Nun street, a four story block of 150 feet frontage. The first or ground floor is taken up with the counting

the flats in a roll of wall paper is a very delicate one, necessitating careful training and long practice. The workmen who have this portion of the work in hand are among the best paid in consequence. After the various colors have been proportioned to produce the requisite shade they are mixed by five steam color mixers, and the color is ready.

The next process is technically called "grounding" the simple webs of paper

Three Important Facts. _____



Celluloid Novelties.

We shall continue making this line until Christmas Day, so will be in a position to **FILL REPEAT ORDERS PROMPTLY.**

Alluminum Novelties.

These Goods are arriving from the factory every week. Our sales on them are very large. Write for our illustrated catalogue.



Toilet and Fancy Cases.

Our travelers are carrying with them a number of odd lines which they are offering at great reductions. Write to us and we will have them call upon you.

THE HEMMING BROS. CO., LTD., 76 York St., TORONTO

Foresight

A New Game . .
Easily Learned

The rules are clearly written and learned at sight.
Game in handsome box lithographed label.

For 4 players, per doz. \$1.35. For 8 players, per doz. \$2.00.

25 ct. Games . 5 cent Games

"Bobbies," "Lost Heir,"
\$2.00 per doz.

READY THIS WEEK.

"Snap," "Authors," "Railroad,"
"Jumpkins," per doz. 45 cts.

... MANUFACTURED BY ...

The Copp, Clark Co., Ltd., Toronto

described in the case of grounding. In addition to this large machine there is another for four and two for eight colors on the third flat, the working of which are precisely the same as the one already described. The paper in passing through each of these is by a peculiar process automatically marked for rolls of seven yards in the case of brown papers and eight yards when in white or gilt.

This completes the process for plain papers, but when it is embossed, as most of the costly patterns are at present to suit the prevailing fashion, it has to be treated by another machine. This embossing machine occupies the portion of a room on the third flat of the factory, and the paper passing into it comes out with the pebbled surface that gives it so attractive a look. This is obtained by two rollers, one of pressed paper and the other of steel. The latter work into the former and produces the result above described. This process complete, the paper has only to be rolled to be ready for the market. This is done by a boy or man, the web running on to a steel bar which revolves rapidly, and the operative cuts it off at the seven or eight yard mark put on it by the printing machine.

The capacity of each printing machine is 6,000 in ten hours, or 20,000 complete rolls per day if there is no change in the patterns.

There are ten stock rooms 100 feet long by 35 feet wide, and they contained at the time of the writer's visit almost two million rolls of paper. There was also a room on the third flat almost full of stock ready for shipment, done up in big canvas covered bundles, and marked for destinations running from Prince Edward Island to Vancouver. Mr. Foster, managing partner of the firm, who had courteously shown the writer around, remarked that it was much fuller a fortnight or three weeks ago, as they just commenced to ship at that time. This firm, it may be remarked, is one of the few Canadian manufacturing establishments which got an award at the World's Fair, a cut of which accompanies this article. The exhibit, as we have already noted, came in for very favorable mention at the hands of the American press which is a reliable indication of its merit.

TRADE CHAT.

THE Port Arthur Herald sets forth at length the advantages of that place for the erection of a pulp mill. Among other things it says: There is an inexhaustible supply of spruce and poplar within easy reach, and we venture to say that this wood can be laid down at a cost of from two dollars to two dollars and seventy-five cents per cord. This wood can be procured at several points along the bay shores, and it would take a long time to exhaust the supply from this source alone. Then for miles and miles back from the shores in any direction the supply is simply amazing in fact, so great are the forests of spruce and poplar that it would take years before any appreciable diminishing of the supply would occur. The mill could be located at the foot of the Current River Falls, from which any desir-

ed amount of power can be obtained for operating the same. A dock can easily be built to deep water to enable boats to land for the purpose of unloading supplies and taking on the pulp.

Bookseller Christie, of Brandon, was in Toronto last week visiting the wholesale houses.

The Brown Bros. have issued a neat four-page circular illustrative of their line of leather goods.

W. Bell, who was formerly with C. M. Taylor & Co., is now out with a line of books for the Copp, Clark Co.

J. T. Sutton, traveler for Warwick Bros. & Rutter, who has been ill for some time in the hospital at St. John, New Brunswick, is now convalescent.

A. J. Dickie has got a large stock of new goods and moved into the store lately occupied by Huckell & Burton as grocery and dry goods store.—Carberry, Man., Paper.

The Williamson Book Co. has secured a compromise at 50 cents on the dollar. The deed has been signed by the principal Toronto creditors, and it is likely that the foreign creditors will sign it in due course.

Cooper & Co., books and specialties, have removed from 75 Yonge street to 11 Front west. They are Canadian agents for the Middleton paper fastener, and for several Chicago publishing houses.

Robert Duncan & Co., Hamilton, have a neat way of advertising. They send out a monthly circular about 21-2x5 inches in size and 12 pages of matter. On the front is a beautifully lithographed calendar of the month.

W. J. McKinley's book and stationery store in Pentanguishene, Ont., was burned out on the night of Oct. 16. The stock was a complete loss, covered by insurance in the Lancashire. The fire was caused by a lamp falling and exploding.

The suit between Robert Simpson and The National Publishing Co. ended in a verdict of damages of one dollar and costs. This will be rather expensive for Mr. Simpson and will make him a non-lover of the intricacies of copyright law.

The dry goods houses of Toronto are selling Peloubet's Notes at 90 cents, and all annuals at prices which make the newsdealers' hair stand with its fingers toward Heaven. The trade price of the former book is 88 cents, and is published by a Boston firm.

J. L. Wideman, of St. Jacob's, Ont., was in Toronto attending the Sunday School convention held last week. In conversation with BOOKS AND NOTIONS he said that trade was very satisfactory in Waterloo county. The farmers have gone in largely for cream-

eries and cheese factories, and have not suffered so much from the low prices of cereals.

The following Canadian manufacturers have been given awards for their goods shown at the World's Fair: Brown Bros., Toronto, blank books, account books, bookbinding; Rolland Paper Company, printing paper, writing paper, colored paper; John C. Watson & Co., Montreal, wall paper.

The Messrs. Hughes, who came to Nova Scotia from the United States, and are operating the pulp factory at Milton, Queen's Co., N.S., so successfully, have got up patterns and drawings for a new line of pulp machinery, and have arranged with the Robb Engineering Co., Amherst, to fit up the machinery for them.

E. S. Caswell, of the Methodist Book Room, spent a few days at the World's Fair last month. So did Mr. Emil Nerlich, who, on returning, remarked that Chicago was a big dirty hole, and that Toronto was away ahead of it in every way. Mr. Caswell is also prouder of his native land and is still unremitting in his earnest efforts in behalf of Canadian literature.

Ferguson & Co., stationers and book-sellers, of Winnipeg, have made an assignment to S. A. D. Bertrand. The liabilities are about \$23,000, of which \$13,000 is secured to the Union Bank. Several writs have been issued against them by Toronto houses. It will be remembered that Mr. Ferguson secured an extension last spring, and the wholesalers now see the folly of their then procedure.

M. Awana, J.L.B., a native of Japan, and for some years consul in British Columbia, is going to establish stores in Montreal and Toronto for the sale of Japanese fancy goods and curios. When they have thoroughly established themselves and their wares they will sell wholesale exclusively. Several tons of goods arrived at the beginning of this month for the firm.

James Bain & Son, King street East, Toronto, report a large sale of crinkled and crepe tissue papers. They keep a large number of rolls in stock of all colors. Messrs. Bain's specialties in the publishing line are the Surrogate Court books and the various sheriffs' blank books, and also Presbyterian requiemes, of which they publish quite a fine line. For a retail house this firm has done well this summer in the book business having sold almost 100 sets of "Prince of India," and over 300 copies of "The Refugees," by A. Conan Doyle. They are pushing at present Edna Lyall's new book, "To Right the Wrong."

Business Changes.—Mason & Frere, stationers, Quebec, have dissolved; J. R. Kerr, stationery, Victoria, B.C., has been closed by a chattel mortgage; Verrett & Marsan, bookbinders, Lewis, Que., have dissolved; the stock of A. Dunlop, drugs and stationery, Madoc, Ont., was sold on the 3rd; Alderic Payettes' stock at Montreal brought 15 cents; the playing card manufacturing plant of Alain & Co., Montreal, was sold on the 25th ult.; L. E. Bachand's book stock in Montreal brought 45 cents.

WALL PAPER

WALL PAPER



“John C. Watson & Co.’s new samples of Wall Paper are the best value in the market,” is the opinion of some of the largest dealers in Canada. If you have not already seen our lines we shall be glad to hear from you.

JOHN C. WATSON & CO.

OFFICE AND WORKS:

86, 88, 90, 92 and 94 Grey Nun St.

Montreal

IT WILL PAY YOU TO
HANDLE OUR GOODS



No. 123

A FINE ASSORTMENT OF

Window Attractions

12

Different Styles of
Most Original and
Comical Character

The Best and
Cheapest Way
to Advertise
Write for Photo-
graphs and prices



Window Tapper



No. 107



Nerlich & Co.,

TORONTO,
35 Front St. West

AMONG THE WHOLESALERS.

WHOLESALERS as a whole have found the past month a most satisfactory one as regards the volume of trade. Two at least of the stationery houses have done the largest month's trade in the history of their respective firms. Another house claims that the total for August, September and October surpasses any other three months' total in its history. Books, stationery, blank-books and fancy goods have all moved freely, with books and fancy goods leading.

On the other hand collections are not what they ought to be. The banks are not anxious to extend their credits and the low prices of cereals have prevented a full and free circulation of money. Retailers find it necessary to renew, and small accounts are neglected. Quite a number of weak spots have been discovered, and will be closely watched.

Warwick Bros. & Rutter are shipping Tuck's goods at present. This has been the banner season in Canada for these goods.

A pen which rules all the lines necessary for a dollar and cents column at one ruling is a cheap novelty shown by The Copp, Clark Co.

The travelers of the Methodist Book Room report a heavy fall trade. The prevailing dull times do not seem to have quite prostrated the book trade.

The Canada Paper Co. are selling large quantities of the small or french sized whist-card. It is slightly narrower than the ordinary card, and finds increased favor on that account.

Alex. Pirie & Sons manufacture peerless lines of note paper and envelopes. The Copp, Clark Co. have just received a shipment of their "Superfine" envelopes in cream.

The Fan Screen calendars issued this year by Marcus Ward & Co., are admittedly the prettiest and best selling lines of this season's calendars. These are controlled for Canada by William Briggs.

The Public School Euclid's Elements and Algebra will be issued shortly by The Ross Publishing Co. The Public School Drawing Books are coming on, and the first number may be issued this month.

The Copp, Clark Co.'s lithographing and binding establishment on Jordan street is now running overtime to keep up with the demand for finished product. A new press is being put in the lithographing department.

An article which is at present a novelty, but which promises to become a staple stationery line, is a glass pen and holder. The lower part is of spiral pattern, the fluting tapering to the point, which, with one dip, will carry sufficient ink and allow it to flow as

readily as a metal pen) to write a page of note paper; nor is this the only advantage claimed; the ink flows so evenly that it is almost impossible to make a blot, and the point, although fine, is so smooth that it will write on the roughest surface paper or on linen as the point cannot catch. Buntin, Gilles & Co. are supplying the trade, and the price leaves a good margin of profit. Each pen comes in a separate cardboard box.

Warwick Bros. & Rutter report a good demand for three of their specialties: The "On Service" tablet, Perfection Laying Card Co.'s goods, and their John Holland Fountain Pens. They have begun to ship out their annuals for the season. These books are as bright and worthy as usual.

Taking advantage of a war in the price of crayons across the line, Buntin, Gilles & Co. have purchased a large quantity, which they offer (while they last) at exceptionally low prices. As the price is 25 per cent. lower than usual and likely to advance at any time dealers will do well to anticipate their needs.

Warwick Bros. & Rutter are doing a great trade in printers' supplies. All their departments are rushed, at present, and October is the busiest October they have ever experienced. It is gratifying to run across a house which can report progress even when trade is not estimated to be at the expanding point.

Rand, McNally & Co.'s pocket maps are known throughout the whole of the North-American continent. They have just issued new maps and shippers' guides to such States as California, Alabama, Arkansas, Florida, Mississippi, etc. They are done up in neat form similar to their pocket maps of the different provinces of Canada.

The Canada Paper Co. have a new sample book of wedding stationery which they are mailing to all their customers who return their old sample book. The lines shown are very tasteful and many of them exclusive. This company report a good sale for their duplex cover papers which are found very suitable for covers, circulars, folders, etc.

The Copp, Clark Co. have a neat little sample book of hand-made ledger, linen, writing and tinted papers, which should be in the possession of every printer. Their special papers are Zephyr, Survey, Blackstone, Bristol Mills, Flax Fibre, Record, and they have already a fair reputation among the men who can tell to a nicety the difference between one paper and another.

The Oaward Way and The Faithful Promise calendars, two old friends with new faces, are more popular than ever this year. The Book Room agents are showing these in their samples, as well

as The Motto and All the Year calendars, and a new one called The Pearl, a pretty design in six panels. All of these are from the well-known house of Hawkins & Co.

The demand for International Bibles has been so unexpectedly great this fall that the Methodist Book Room have had to instruct their travelers not to take any more orders for the present, fearing that the enormous demands made upon the publishers, from the States and Canada, may result in the repeat orders not being filled in time for the holiday trade.

The Toronto News Co. report a brisk trade in toy books of all kinds. They carry a long range. Christmas cards are not very active, the enquiry being sluggish. They have been appointed selling agents for the Countess of Aberdeen's little papers "Upward and Onward" and "Wee Willie Winkle." The Countess, when in Toronto, gave Mr. Irving personal directions concerning them.

Among the new goods received by The Brown Bros. are: Stafford's inks and mucilages; office files; rubber penholders, new shapes; a new style of cash boxes with a flat key; Higgins' paste and wicker baskets. A new line of white square envelopes is being shown at a low price; the number is "Countess." A shipment of leather writing cases and dressing cases is to hand including many new ideas in this class of goods. Their diaries will be ready for shipment about the 15th inst.

The article on the Canadian Flag which is to appear in the Canadian Almanac next month will add to the interest taken in that publication. In the list of the members of the House of Commons will be included, besides the names, their politics, the names of defeated candidates, number of votes cast for each, and the population of the constituency. The Canadian Almanac is fast becoming the Whittaker of Canada. It deserves its popularity.

The Map and School Supply Co. are pushing their maps most energetically. They claim that their map of Ontario is the only one that shows the whole of the Province and its boundaries complete. It is compiled from the latest information and best authorities; is drawn on a large scale, and is most suitable for educational purposes. It shows the lakes, harbors, rivers, canals, railways and other stations in conspicuous lines; also the counties, townships, cities, towns and villages.

The W. J. Gage Co. are holding their own as tablet manufacturers, and have a system of padding which gives good satisfaction. A new 100 sheet tablet of Standard Linen is shown in commercial and letter sizes, plain or ruled, satin or antique finish. They have a



ANNIE S. SWAN

READY . .
NOV. 20th

A Bitter Debt

A TALE OF THE BLACK COUNTRY. A NEW STORY BY

ANNIE S. SWAN

Cloth, Illustrated, \$1.25

Just in the nick of time, with elegant cloth covers, and handsome illustrations, this splendid new story of Miss Swan's is sure of a popular sale in the holiday season.

The Boys' Author Again

Three New Stories by

G. A. HENTY

Through the Sikh War. A tale of the Conquest of the Punjab, \$2.10.

A Jacobite Exile. Being the adventures of a young Englishman in the service of Charles XII, of Sweden. \$1.75.

St. Bartholomew's Eve. A tale of the Huguenot Wars, \$2.10.

These three volumes, each of which is embellished with 12 illustrations, and a map, will be eagerly welcomed by the boys. They appear also at an opportune time.



GEORGE ALFRED HENTY

William Briggs

29-33 Richmond Street West,

TORONTO, ONT.

IF YOU WANT A FIRST-CLASS PURE LINEN PAPER, USE . . .

"SUPERFINE LINEN RECORD"

(Each sheet contains above water-mark)

THIS paper is made from pure linen stock, is the strongest paper on the market, is tub-sized and loft-dried. See that each sheet contains the water-mark, "Superfine Linen Record," otherwise it is not genuine.

SOLD BY THE LEADING WHOLESALE PAPER DEALERS THROUGHOUT THE DOMINION

USUAL
WEIGHTS IN
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The following are the stock sizes (white or azure)

Cap 14x17	Royal 19x24	Dbl. Demy 21x32
Dbl. Cap 17x28	Super. Royal 20x28	Dbl. Medium 23x36
Demy 16x21	Imperial 23x31	Dbl. Royal 24x38
Large Post 17x22		Dbl. Royal (long) 19x48
Medium 18x23		

New York Jobbing Branch National Wall Paper Co.

NEW YORK.

A. O. HURST, H. C. COOCH, Sole Canadian Representatives. Sample Room, 79 York Street, TORONTO.

Our Samples consist of 65 Books selected from the following Manufacturers:—

Henry Gledhill & Co.

Howell & Bro. Co., Ltd.

Keystone Wall Paper Co.

The Robt. Graves Co.

W. H. Mairs & Co.

Wilson & Tannimore Co.

John J. Lindsay & Co.

Leissner, Midlen & Hughes Co.

The F. E. James Co.

Carey Bros.

W. N. Peak.

We are now on the Road, and owing to our having such a large territory to cover, and as we purpose calling on the trade thoroughly, we would ask you to wait and see our line of goods, which is so varied that you need not go outside what we show to supply your entire wants. We give you a line many times more varied (and without the repetition so tiresome) than that of a single manufacturer. It contains no old goods, and is without spot or blemish. From lowest-priced papers to best effects in high grades of hangings. An examination of the line will verify this assertion. Prices will be quoted you that are uniform with those made all dealers buying National goods. We assure you an order given us will be to your advantage, both to assortment as well as price. All goods will be shipped direct from New York at freight rates. We are sole Canadian agents and will be the only travellers showing this line.

Very truly yours,

HURST & COOCH.

handsome ivory paper which is put up in tablets and also in paperies. The tablets are in letter, commercial and octavo note sizes. "The Great 150" retails at 15 cents with a good profit. The Coronet is their special tablet for ladies.

Window figures are carried in quite large quantities by Nerlich & Co. this season. These have sold extremely well, only a few being left. A Turk sitting in an Eastern posture draws smoke from a bowl pipe and pulls it out through his mouth in a natural way, occasionally taking a drink of tea. A negro minstrel makes sweet music on a guitar and his eyes and jaws keep time, while the head moves about in a most natural manner. These figures are \$45 and \$25 respectively. Cheaper tea drinkers and musicians are shown. Then in a cheaper line of window attractions are seen varieties suitable for all classes of merchants.

Carded goods, such as penholders and charm pencil cases, are shown in great variety by the Copp, Clark Co. This firm is offering 25 per cent. extra discount on all opening orders for their new line of Eagle Pencil Co.'s pens. This is a special favor, and orders must be on the special order blanks sent out for the purpose. Willow office desks in different sizes and varieties are to hand. This week they are issuing their five-cent games; also Boholes and Lost Hell at \$2, Foresight at \$1.35, and Snap, Authors, Railroad and Jumpkins at 45 cents. In about a month they will issue a game which is said to be something out of the ordinary. It is a rugby football game and will be of especial merit.

Christmas papers are in great demand and the News Co. has been forced to cable a repeat for one publication. Chatterbox and Pears' Annual were the first Christmas numbers to be issued. The Ladies' Pictorial will be issued November 13, and Black and White on the 21st. Others will follow. Most of these have been issued a week or two earlier in Canada than in England to enable Canadian dealers to secure the orders before the dry goods houses get hold of any copies. This is but a part of the admirable arrangement which

The News Co. has made to secure the whole of this trade to the legitimate dealers. The sale for Christmas papers promises to be double that of any previous season, and in all probability stocks will be depleted before the demand is satisfied.

Nerlich & Co. report a huge trade in fancy goods. Candle shades from 85c. to \$4 per dozen; ice-cream sets; cake plates; musical goods, including violins, mouth organs, etc.; nearly a hundred different kinds of dolls' heads, are among the most successful lines. Indian dolls are new and novel. Embossed and lithographed paper figures are a novelty. Skin rocking horses of most perfect manufacture are shown from \$5.50 to \$12, according to size. Skin horses and drays are taking; the largest size is handsome and costs \$6. Walking dolls have been a taking novelty. One of their best lines is magic lanterns. They show some very reliable and modern varieties, and carry all sizes in slides. Even the World's Fair views are found in their stock of slides.

Mr. Chas. Johnson, the inventor of the famous Johnson padding process, has secured a patent on a new invention for a flat opening account book. The binding consists of webbing and vellum, which is so sewn that the book is perfectly flat opening and almost indestructible. Mr. Johnson has been foreman for Warwick Bros. & Butter's bindery for many years, and he has sold the patent to this firm at a good figure. He is now working on one or two other plans which he hopes will be productive of some valuable inventions in his specialty—binding.

The Brown Bros. carry a full stock of printers' supplies, and their latest offering to the trade is a handsome sample book containing specimens of the latest designs in wedding cabinets, programs, regret, memorial and visiting cards. This is a valuable adjunct to a printing office, as it enables the proprietor to show a handsome range of goods to every customer that calls upon him. They have a shipment of new fine and superfine printers' cardboards which they claim to be selling at prices which make the values 20 per cent. better than any they have ever been able to offer to the trade.

The following letter, dated October 20th, has been sent out to certain customers of C. M. Taylor & Co.:

Dear Sir,—We have pleasure in informing you that our recent difficulties will not interfere with the prompt delivery of the desirable line of Japanese, china and porcelain goods, for which you placed an order with us for your holiday trade. These goods have just arrived from Japan, and have been secured by Messrs. H. M. Nelson & Sons, of Toronto, who will execute your order within a short time, on the same terms, and at the same prices at which you placed the order with us. We remain, yours truly, C. M. TAYLOR & CO.

CANADIAN BOOK NEWS.

FOSTER, BROWN & CO., of Montreal, will shortly publish a new book from the pen of J. G. Bournot, the well known constitutional writer of Ottawa. The title is "Our Intellectual Strength and Weakness," being a review of literature, education and art in Canada. Mr. Bournot has also another book almost ready, but of which the publisher is not yet chosen; this book is a manual for public meetings, municipal councils, shareholders' meetings, synods and conferences.

O. H. Cogswell, B.A., of Victoria, B.C., is bringing out a history of that province.

A review of Canadian literature may be found in the October Acta Victoriana published at Victoria College, Toronto.

Blackwood's have issued a new series of twenty novels to retail at \$1.25. The Copp, Clark Co. are Canadian agents.

The Canadian publisher who set up one-half of Goldwin Smith's new book and then decided to quit missed one of life's golden opportunities.

A new volume of sermons by Canon Farrar on "The Lord's Prayer" is announced for publication by The Methodist Book and Publishing House.

An Official Report of the Ottawa Liberal Convention has been published at 25 cents by the Budget Printing and Publishing Co. A special edition costs \$1.25.

Fast sellers of the day: A Singer From the Sea, by Mrs. Amelia E. Barr; Tragedy of Wild River Valley; The Refugees; Tennyson's Works; Prince of India.

Archibald Lampman, the poet, hitherto third class clerk in the post office department, Ottawa, has been promoted to the second class with the minimum salary of \$1,100.

The Methodist Book and Publishing House are showing a particularly fine line of poets this year, in which their own special bindings of Tennyson figure prominently. The volumes containing etchings are finding popular favor with the trade.

The Silver Library is a neat edition including many standard English books, such as Micah Clark, by A. Conan Doyle; Beggars All, by L. Dougal; Proctor's Works, etc. It is issued by Longmans, and sold by The Copp, Clark Co. and by The W. J. Gage Co.

The Methodist Book and Publishing House will put in press and issue sometime during December a new book by Annie S. Swan, entitled "Courtship and Marriage." Our authoress surrounds these experiences with such a charm in her stories that her readers will be curious to find what she has to say

NOW is the Time to Buy Duckett's Dry Ink

It is packed in small canisters, taking up almost no space. It can be mailed thus saving express and freight charges.

It neither corrodes nor crusts steel pens nor gums up ink wells.
It is not spoilt by FREEZING.

Half-gallon canisters	25c.
One gallon	40c.
Two-gallon	75c.

CANADIAN AGENTS—

The Copp, Clark Co., Ltd.
TORONTO

when she comes to deal with them in these matter of fact pages, shorn of the romance.

The Methodist Book and Publishing House will place on the market this month Volume IV. In the series of Excellent Anthems. The previous volumes have each had a sale of several thousand copies in Canada, and the fourth contains good material, and is likely to have as large a sale.

The Willard Tract Depository have both Pentecost's and Peloubet's notes on the Sunday School Lessons for 1891. They have another shipment of John C. Paton's Life to hand. The latest book by Meyer is "The Way into the Holiest"; but they have also an edition of his works, four volumes in a box. They have been very successful in reducing their stock.

A full line of Walter Scott's popular two and three volume cloth, brocade and red roan sets are shown this fall in the samples of the Methodist Book and Publishing House. Also a new line of white and gold embossed wall texts just received from Hakwins, London, England. These are very pretty, and are sure to find ready sale.

A new book received by the Copp, Clark Co. is People's Banks: a Record of Social and Economic Success, by Hery W. Wolff, \$2.60. They have also secured cheaper editions of Memoirs of Baron de Marbot, Out of Doors in Tearland, and The Ruined Cities of Mashonaland. Their October list is worthy of perusal.

D. Lothrop Company have published in "Archie of Athabaska," by J. Macdonald Oxley, a genuine Canadian story of trapper life in the wild woods of British Columbia, with hunters and Indians. It is stirring, realistic and fascinating, and will just suit "live" boys who enjoy real adventures and novel situations.

So great has been the demand for new public school "Physiology and Temperance" that the publishers have been unable, working night and day, to turn them out fast enough to fill the orders as received. The book appears at an opportune time, and doubtless will do good service in the plebiscite campaign which will soon be raging from St. Clair to the Rideau.

Canadians are beginning to pay more attention to their own literature—and it is time they did. Recently a gentleman called in at the store of the Methodist Book Room, and, seeing their full line of the Canadian poets conspicuously displayed, purchased some fifteen different volumes. "I'm a Canadian," he declared, and, noticing perhaps the look of bewilderment on the face of the astonished clerk, continued, "I am not the first to take the lot, am I?" The clerk, after he had recovered his self-

composure, commenced to reflect that patriotism sometimes entered even the pocket, and had its effect on trade.

The W. J. Gage Co. carry a stock of *Songs of the Great Dominion*, arranged by William Douw Lighthall and issued from an English press. They handle Walter Scott's Union Library, which contains many of the finest of English standard novels. They have also the Dryburgh edition of the Waverley novels, Beaconsfield's works in uniform binding, and Elizabeth M. Sewe's tales and stories in uniform style.

A new Swan book is announced. The Methodist Book and Publishing House, whose Canadian copyright edition has made the name of Anne S. Swan a household word throughout the country, have arranged to add Miss Swan's new story, "The Bitter Debt," to their list. This book will appear about the 20th inst., and it is needless to say is assured of a big reception. There are few writers who so win upon their readers as does the author of "Dora Cheyne" and "The Guinea Stamp."

The Copp, Clark Co. are sole agents for Canada for Goldwin Smith's new book, "The United States," a political history 1492-1891. The book retails at \$2.00. So far the trade have secured very few copies owing to the early exhaustion of the first New York edition. But the second edition is coming forward and will soon be distributed. The few copies that city dealers have had have been picked up rapidly. The book is said to possess great merit, although somewhat anti-British Empire in its views.

The popular book of the year undoubtedly is Lew Wallace's "Prince of India," issued in Canada, as in the States, in a two-volume boxed edition, at \$2.50. The Canadian publisher, William Briggs, announces the first edition exhausted. This in five weeks is good book-selling, and shows a large constituency of readers in Canada who are ready to take something better than the "cheap editions" that have been considered necessary to command a sale. The second Canadian edition of "Prince of India" is selling rapidly.

A long expected book will soon be published by Rowse & Hutchison, who are probably the oldest publishing house in Toronto. It will be a History of Upper Canada College from 1829 to 1892. It has been compiled and edited by George Dickson, M.A., Principal of the College, and G. Mercer Adam, and will contain contributions by old Upper Canada College boys, lists of head boys, exhibitors, university scholars, and medalists, and a roll of the school. The forms an instructive and entertaining memorial of the history and traditions of an institution closely identified with the nation's life, and replete with in-

terest not only to ex-pupils but to every intelligent and patriotic Canadian. The volume is copiously illustrated, and has been placed on the market at a price (\$4.00, in a handsome cloth binding, gilt top) within the means, it is believed, of every old college boy to whom his alma mater is dear.

However much the general reading public may appreciate or depreciate our native poetic literature, the "reviewers" at all events are eager in the demand for them. Campbell's "Dread Voyage," and Roberts' "Songs of the Coming Day," are being extensively reviewed; indeed, the publisher has to call a halt on gratis copies, though much he appreciates, as do the authors, the kindly criticisms. Meanwhile the sales, though not rapid, are such as to encourage. The press are doing good work in awakening interest in our national literature. Are the booksellers doing their duty in this particular?

The Methodist Book and Publishing House has been steadily gaining position as a school book house. Their list now includes ten school books of their own publication, including such popular books as Robertson (W. J.) and Birchard's Algebras and Robertson (J. C.) and Carruthers' Primary Latin Book. To the list they have recently added the new public school "Physiology and Temperance." Into these text-books they have put the same careful and faithful work as characterizes their other publications. The books we have mentioned would do credit to any publishing house in the world.

Funk & Wagnalls will have their already famous dictionary ready complete by January. The first volume will be ready about the last of November. They are publishing "Samantha at the World's Fair," which is having a tremendous sale in the States. Among other new books are: "Recent Explorations in Bible Lands," by Rev. T. Nicol; "Humanities," being comments, aphorisms and essays by John Stephen White; "Life of Beecher, The Shakespeare of the Pulpit," by John Henry Barrows, and "Sleep and Dreams," by H. M. Jewett. The trade would do well to keep posted on this firm's publications.

The newest R.T.S. books received by The Copp, Clark Co. are: The Log of a Sky Pilot, \$1.25; The King's Sword, 50c.; Brave All Round, 70c.; Lord Stafford Audley, 50c.; Vittoria—a Battle cry, 70c.; Forty-two Years Among Indians and Eskimo, 90c. Among their other new arrivals are: A sixpenny edition of It's Never Too Late to Mend, by Charles Reade; Bronte's works in six volumes, bound in green cloth, gilt top; Mrs. Gaskell's works in similar bindings; a neat red cloth edition of a number of books by The Duchess, and by S. Baring Gould; The Bow of Orange Ribbon, by Amelia E. Barr, illustrated, in two bindings, green and orange, \$3 and \$4 respectively. This latter is the popular story of old New York written by a lady who is herself a descendant of one of the old Dutch families of that city. Miss Stewart's Legacy, by Mrs. Steele, is the latest in McMillan's Dollar Series.

CURRENT LITERATURE.

OPENING for November opens with a strangely interesting story called "Imagination," from the pen of Edgar Fawcett. That one's Imagination may become a dangerous thing if allowed too free rein is demonstrated in a highly original manner. Other notable features of an excellent number are: "The Victory of the Vigilant," by Capt. A. J. Kenaly; "Trapping and Home-made Traps," by Ed. W. Sandys, and "Football, Retrospective and Prospective," by Walter Camp.

The November Arena has a French-Canadian story entitled "La Corrievau," by Louis Frechette, a very versatile writer. The other features of the Arena are much the same as usual. The Bacon-Shakespeare case is finished.

The Cosmopolitan claims that as high as \$5.00 was offered for copies of its September number towards the end of

the month when copies could not be had at any price. The December issue will be a World's Fair number, and is guaranteed to run over 300,000 copies.

The "Real Conversation" in McClure's Magazine for November is a dialogue between Frank R. Stockton and Edith M. Thomas. In this dialogue Mr. Stockton tells a great deal about how his stories come to him, and reveals the origin of many of his most interesting plots. Mr. Stockton is not a poet, but he has written a few lines of verse, and these few lines are taken by Miss Thomas as a basis for a collimated poem, which appears in the dialogue.

A magazine is usually satisfied with one strong feature for the month. The Cosmopolitan, however, presents for No-

cented for the first time in magazine history, accompanying an article by Mrs. Roger A. Pryor on "Changes in Women's Costumes." The third feature is "American Notes," by Walter Besant, who was recently in America, and is doing the United States for the Cosmopolitan a la Dickens.

The complete novel in the November Lippincott's is "An Unsatisfactory Lover," by Mrs. Hungerford (The Duchess). It tells, in the style which has charmed so many readers, of an inauspicious wooing and an interrupted courtship, which at length led to a happy result—for the lover did not always remain unsatisfactory. The ninth in the series of Lippincott's Notable Stories is "The Rustlers," by Alice MacGowan. It is a powerful tale of the panhandle of Texas. Other short stories, or sketches, are, "How the Light Came," by J. Armoyn Knox, which narrates a pathetic incident of French-Canadian life, and "Expensive Religion," by Phil. Stansbury, an episode in the experience of a colored brother.

The leading feature of the Review of Reviews for November is its presentation of the "Possibilities of the Great

North-west," in an article by Mr. S. A. Thompson, and in a supplementary article by Dr. Emory R. Johnson, upon "Inland Waterways for the North-west." Mr. Thompson, as secretary of the Duluth Chamber of Commerce, has for several years been actively engaged in searching out and applying effective means for bringing the great states north-west of the Upper Mississippi, and the great Canadian provinces belonging geographically to the same region, into closer communication with the rest of the North-American continent. He is therefore able to write with an enthusiasm born of intimate knowledge of the subject and supported by very important and surprising statistics.

Marion Crawford opens up a new line of thought in his article entitled, "Rome, the Capital of a New Repub-

lic," speaking in the October Cosmopolitan. It is not likely that the October number will have the success which attended that for September. The extraordinary spectacle was presented of a 12 1/2 cent magazine selling for 50 and 75 cents, and many hundreds were even sold at \$1 each. Probably the record

A WORD ABOUT FOUNTAIN PENS.

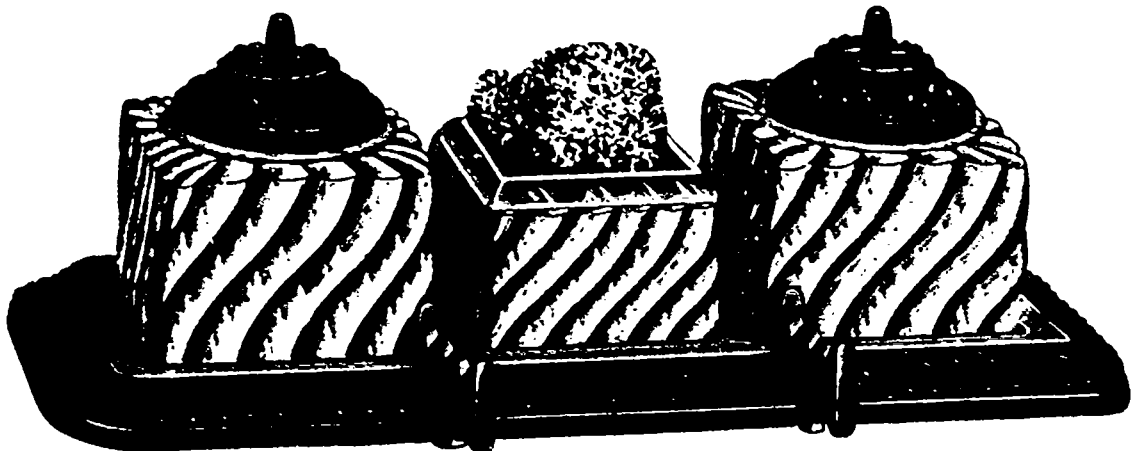
THERE are three lines of fountain pens sold on the Canadian market which stand pre-eminently above the rest. The John Holland is sold by Warwick Bros. & Rutter, The Paul E. Wirt by The Brown Bros., and The Lapham Rival by The Copp, Clark

Co. A new pen called the Rapid Writer is now being manufactured in Canada and will be a new claimant for success. The address of the manufacturer will be found in the advertising columns.

Dealers should distinguish between "The Rival" and "The Lapham Rival," the latter being the only pen sold by The Copp, Clark Co., and the only one for which they supply parts. The accompanying cut shows how this pen is branded.

A NEW INKSTAND.

The accompanying cut shows a beautiful inkstand now shown by the Copp, Clark Co. in two styles, Nos. 4,064 and



4,065. The sponge cup in the centre is useful in itself and also useful in separating the two bottles which contain different colored inks so that the user will not mistake one for the other in his haste. The finish and design of these are excellent and the prices moderate.

4,065. The sponge cup in the centre is useful in itself and also useful in separating the two bottles which contain different colored inks so that the user will not mistake one for the other in his haste. The finish and design of these are excellent and the prices moderate.

BARNES' NATIONAL INKS FOR ALL USES! - - - IN ALL COLORS!

NO ADVANCE IN PRICES! QUALITY BETTER THAN EVER! THESE INKS HAVE COME TO STAY AND NEW FRIENDS ARE BEING MADE DAILY!

P. D. & S. PEN "NO. 117." BARNES' STEEL PENS.

WRITE FOR TERMS.

BARBER & ELLIS CO., Sole Agents for the Dominion of Canada.

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA.



IN SIX NUMBERS.
Graded for all kinds of Writing.

SOLE AGENTS:
WARWICK & SONS, Toronto.

THE FLYING DUTCHMAN PEN



WRITES OVER 200 WORDS WITH ONE DIP OF INK.

THE WAVERLEY PEN



They are a treasure.—"STANDARD."

MAGNIVEN & CAMERON,
Waverley Works, Edinburgh.

TO SAVE TIME

- IS TO -

LENGTHEN LIFE

Then do so by answering your correspondence by using

One of the Best Fountain Pens in the World,

"THE RAPID WRITER."

For a present our No. 6 can not be beaten.

Circulars free.

FOUNTAIN PEN CO.

MANUFACTURERS,
Newton, Ont., Canada

WM. BARBER & BROS.

Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.
JOHN R. BARBER.

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.

CANADA AGENTS

BROWN BROS., Toronto.
BOYD, RYRIE & CAMPBELL, - Montreal.

EVERY STATIONER SHOULD KEEP

Esterbrook's Pens

POPULAR NUMBERS:

Fine Points, 128, 333, 444, 232.
Business Pens, 048, 14, 130, 135.
Broad Points, 239, 284, 313, 314.

A variety of other styles.
All of superior and standard quality.

AGENTS FOR CANADA:

THE BROWN BROS., Ltd., 64 King St. E., Toronto.



Do the leads in your pencils break?

If so you do not use the right kind!

The best are made by the
AMERICAN LEAD PENCIL CO.,
New York, 50 Howard St.

Ask for "Velvet Lead" Glass Finish Pencils.

Correspondence solicited. Sample free to trade

KINDERGARTEN AND School Supplies

SELBY & CO., 23 Richmond St. W., TORONTO.

THOUSANDS OF DOLLARS ARE LOST

Yearly by advertisers who are bamboozled by canvassers and agents and induced to place their announcements in shady trade mediums

OURS IS KNOWN ALL OVER THE GLOBE.

We have been thirty-four years in existence, and are the oldest English trade paper in this line.

We have a large advertising connection and those who once try our columns stick to us fast.

If you want to cultivate a sound British and Colonial trade don't hesitate to give us your advertisement. We are the right sort. The "Stationer, Printer and Fancy Trades' Register" is read by everyone who is anybody in the English kindred trades. It has the largest circulation and is the finest medium for effective and judicious advertising for Stationers, Printers, Bookbinders, Publishers and Manufacturers of Fancy Goods. The terms of subscription, two dollars per annum, postpaid. Specimen copy cheerfully sent, free, on application to THE EDITOR.

"Stationer, Printer and Fancy Trades' Register."
160 a Fleet St., London, Eng.



Trade supplied by Davis Lawrence Co.
Canadian Agents, Montreal.



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7065. Le Medecin de la Famille (exclusive of such portions as are written by American authors). James Walter Lyon, Guelph, Ont.

7066. House of Bishops of the General Synod of the Dominion of Canada, held in Toronto, September, 1893. (Photo.) Frank Wotten, Toronto, Ont.

7067. How I Once Felt. Song of Love and Travel, by Geo. G. Currie, Montreal, Que.

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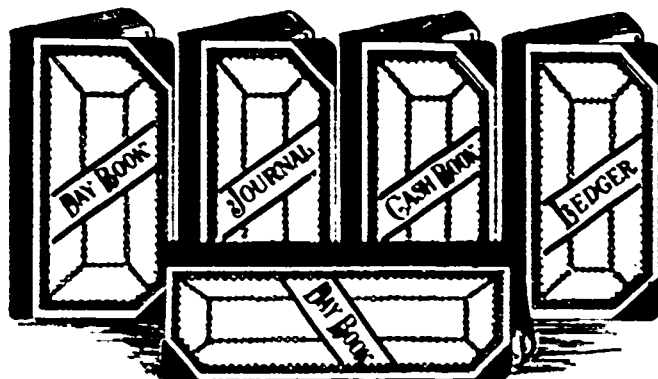
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