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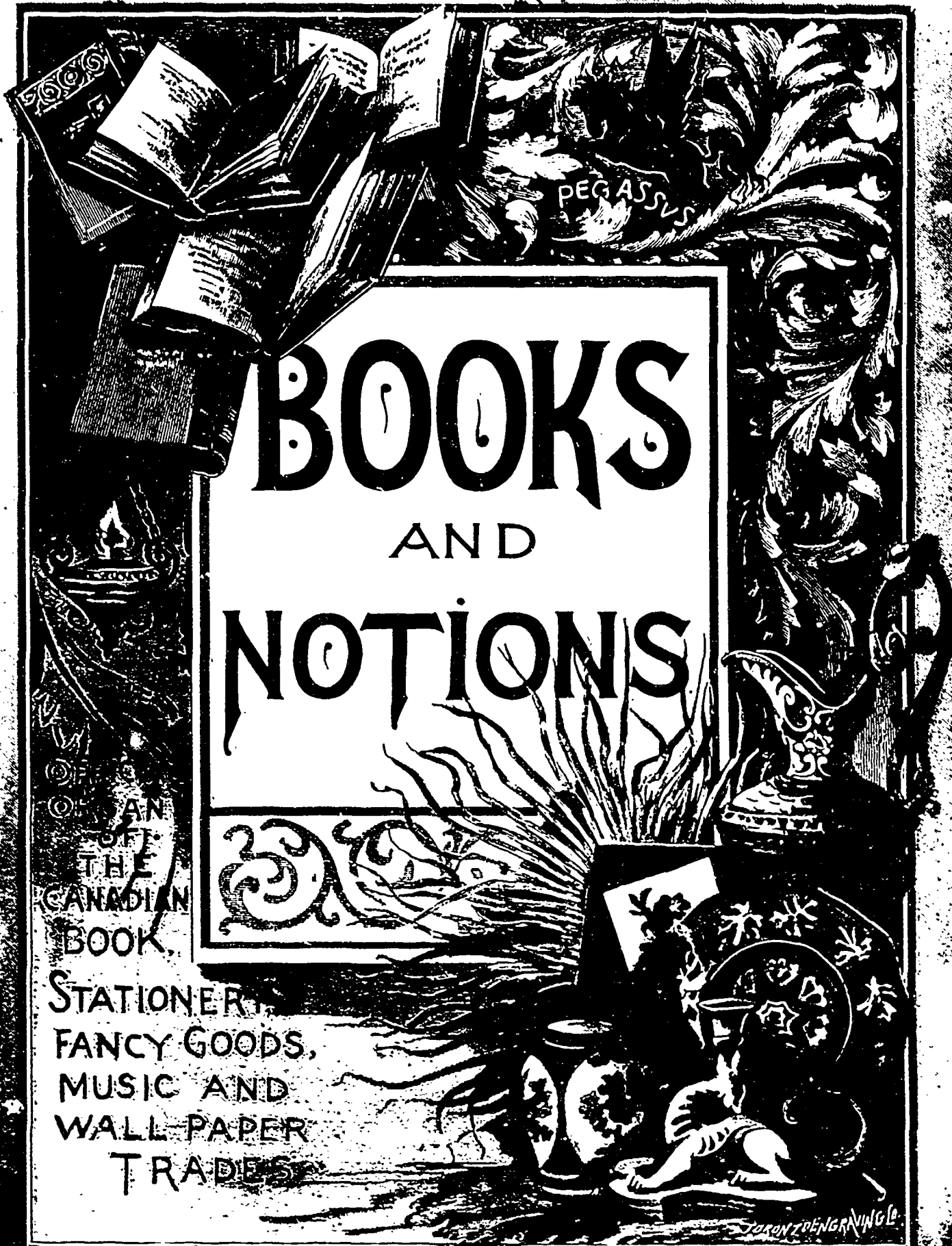
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# BOOKS

AND

# NOTIONS

OFF THE  
CANADIAN  
BOOK.

STATIONERY,  
FANCY GOODS,  
MUSIC AND  
WALL-PAPER  
TRADES

J. J. ZORNZORN

Remainders  
in . . . .

# Envelopes

TO MAKE ROOM FOR NEW  
STOCK WE ARE OFFERING  
CLEARANCE INDUCEMENTS ON

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## Envelopes, not Regular Goods

Drop a Post Card for Samples  
and Prices, Don't Delay as at  
REDUCED PRICE they must  
go quickly. . . . .

### W. J. GAGE & CO.

ENVELOPE MANUFACTURERS AND  
WHOLESALE STATIONERS . . . .

54 Front St. West, Toronto

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A Catalogue Number

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### TRADE NOTICE

**T**HE April issue of BOOKS AND NOTIONS will be a Catalogue Number, and will contain a list of all the **Canadian Books** in print:—That is, books by Canadian Authors or concerning Canada. Every publisher who desires to have his books mentioned in this list is requested to send in the description at once. Each description will contain five points: 1. Title; 2. Author; 3. Binding; 4. Price; 5. Publisher. They will be inserted **FREE OF CHARGE**. The circulation will be special, and there will be no advance in the rates of advertising.

**Books and Notions, - 10 Front St. East, Toronto**

# BOOKS and NOTIONS

ORGAN  
of the  
Book, Stationery  
Fancy Goods,  
Music,  
Wall Paper  
and  
Printing Trades.

Vol. IX

TORONTO, MARCH, 1893.

No. 3

## AIR RIFLES THE "NEW DAISY"

Is the **BEST** in the Market.  
STRENGTH, EASE OF MANIPULATION,  
FORCE AND ACCURACY IN SHOOTING.  
Combined with Beautiful Finish.  
SKELETON STOCK, \$10.80 Per Dozen.  
WOOD STOCK, - \$12.00 " "

Sole Wholesale Selling Agents.  
**H. A. NELSON & SONS.**  
TORONTO and MONTREAL.

## W. H. Bleasdel & Co.,

DIRECT IMPORTERS.

SPRING  
1893



W. H. BLEASDELL & CO.,  
74 York Street, Toronto.

ALL Departments  
replete with Season-  
able Goods and Novel-  
ties. A very extensive  
and superior range of  
Fishing Tackle. Await  
our Travellers calling  
and oblige

## C. M. TAYLOR & CO., Toronto

Our Travellers are now on their  
soliciting orders for Christmas and  
Holiday Goods, and are submitting  
for the inspection of the Trade a  
choice range of samples of

Holiday and Gift Books, Illustrated Books, Toy Books,  
Sets of Standard Authors, Bibles, Prayers and Hymn Books,  
Roman Catholic Prayers, Photo and Scrap Albums, Games,  
Blocks and Puzzles, Leather Goods, Metal and Olive Wood  
Goods, Japanese Porcelain, Stationery and Shell Goods of  
artistic designs.

Hagelberg's and Steven's Christmas Cards  
Dutton's Booklets, Etc., Etc.

PUBLISHERS OF  
The Importer's Guide, 75c. and \$1.00.  
Matte's Interest Tables, at 3 per cent.  
and at 4 to 10 per cent.; \$3.00 per copy.  
Oates' Exchange Tables, \$2.00 per  
copy.

DISCOUNTS TO THE TRADE.

**MORTON, PHILLIPS & CO.,** Stationers, Blank Book Mak-  
ers, Printers and Publishers.  
1755 and 1757 Notre Dame St.,  
MONTREAL.

BUY YOUR

## WALL PAPER

FROM HEADQUARTERS.

We Manufacture all Grades.

Travellers now on the road.  
Samples sent on application.

**M. STAUNTON & CO., 6 KING ST. W.,**  
Factory: 950 Yonge St. **TORONTO.**

Canadian . .

Books . .

The April issue will contain a complete  
list of all Canadian Books in print.  
by Canadian Authors. . . . .

# Suckling & Co.

We have received instructions to offer for sale in detail,  
as per Catalogue, at the

Warehouse, No. 7 Wellington St. West

.. ON ..

Friday, March 10th

Commencing at 10 o'clock a.m. a stock of

## .. STATIONERY ..

AMOUNTING TO OVER \$10,000

Paper Dealers, Printers,

THE STOCK CONSISTS OF:

Box Makers' and

Photographers' Supplies

### PRINTERS' SUPPLIES :

China Boards and Tinted Blanks, Printers' Boards in various weights, Plate and Enamelled Label Papers in all colors, Show Boards in all colors. Translucent Bristol in all colors, R.R. Ticket Boards in all thicknesses and colors, Wedding Stationery, Etc., Etc.

### BOX MAKERS' SUPPLIES :

An immense quantity of Colored Surface Papers in all colors, in Glazed, Plate and Enamel.

### PHOTOGRAPHERS' SUPPLIES :

Large lines of Mount Boards, Nos. 27 and 90 Cabinet Mounts and Carte Visite Mounts, Etc., Etc.,

### MISCELLANEOUS :

Tissue Papers, Flat Papers, Note Papers and Letter Papers, Etc., Etc.

Stock will be on view on and after March 3rd, and Catalogues may be obtained at the Warehouse, No. 7 Wellington Street West, and Catalogues may be had at the office of the Auctioneers, No. 64 Wellington Street West. Every line will be cleared as possession of the warehouse must be given up.

TERMS Under \$50 net cash, over that amount short date satisfactory endorsed notes, bearing interest at 7 per cent. per annum will be accepted against purchase.

**Suckling & Co., Auctioneers**

**BOOKS AND NOTIONS,**

ORGAN OF THE

**BOOK, NEWS AND STATIONERY  
ASSOCIATIONS OF CANADA.**

Subscription, \$1.00 a Year in Advance.

OFFICE.

No. 10 FRONT ST. EAST, TORONTO.

Montreal Office. — 140 St. James St.

E. Desbarats, Manager.

New York Office: Room 91 Times Building

Roy V. Somerville, Manager.

European Branch:

Canadian Government Offices,

17 Victoria St., London, S. W.

R. Hargreaves, Manager

**RATES OF ADVERTISING:**

|                 |           |          |
|-----------------|-----------|----------|
| One Page        | 1 Month   | \$25 00  |
| One Half Page   | .. .. .   | 15 00    |
| One Fourth Page | .. .. .   | 8 20     |
| One Column      | .. .. .   | 10 00    |
| Half Column     | .. .. .   | 6 00     |
| Quarter Column  | .. .. .   | 3 50     |
| Eighth Column   | .. .. .   | 2 00     |
| One Page        | 12 Months | \$250 00 |
| One Half Page   | .. .. .   | 150 00   |
| One Fourth Page | .. .. .   | 85 00    |
| One Column      | .. .. .   | 100 00   |
| Half Column     | .. .. .   | 60 00    |
| Quarter Column  | .. .. .   | 35 00    |
| Eighth Column   | .. .. .   | 18 00    |

Copy for advertisements must reach this office not later than the 25th of the month for the succeeding month's issue.

BOOKS AND NOTIONS, TORONTO.

Vol. IX. Toronto, March, 1893. No 3

**A CHEAP STOCK.**



THE Toronto Public School Board has been making more purchases. This time the needed lines were pens and pencils. All the Toronto jobbers made an attempt to secure a share, but only one was successful. The reason of this was that a firm from New York, called the Eagle Pencil Co., which is well known in Canada, tendered in such a manner as to place the Toronto jobbers at a disadvantage when prices were compared; or, in short, at lower prices. It must be acknowledged to the credit of the American Pencil Co. and E. Faber, the two other New York pencil companies, that they refused to tender against their customers in this city. Whether the Eagle Pencil Co. did what was right, or what was wrong is not for us to say. They have a right to conduct their business in the way which seems to them most equitable. The way the trade of Canada will look upon their action will soon tell them whether they were right or wrong in doing as they did. But they finally secured the bulk of the order, through their traveller. The Copp, Clark Co. succeeded in securing a contract for 600 gross of engrossing pens, No. 292, at 13 cents per gross. The Eagle Pencil Co. will supply 1,200 gross of Eagle pens,

No. 100, at 32c.; 500 gross of Eagle Scholastic pencils at \$1.60, with imprint "Toronto Public Schools"; 12 gross best colored pencils at \$4.70; 7 gross of blue pencils, No. 700, at \$3.20; 50 gross of slate pencils in wood, No. 940, at 60c.; 10 gross of Eagle penholders, No. 320, at 31c.; 10 gross of Eagle penholders, No. 1208, at \$1.04.

It must be acknowledged that the School Board are securing cheap goods, but the opinion of the trade was that they were seriously slighted. They claim that these orders had no right to leave the city. The trade has been taken away from the retailers from whom the jobbers received orders, and thus both classes were injured. Now, even when the jobbers tried to get the supplying of these goods at about ten per cent. margin for handling, the order goes to an outside manufacturer. This is the complaint of the trade. On the other hand, the Board no doubt feel that they should buy in the cheapest market. The patronizing of home industries is not an express part of a trustee's obligation.

**THE WRITING BOOK QUESTION.**

The price of the Ontario Public School Writing Course is still seven cents per copy when sold by a retailer. The price was to have come down to six cents last July. But on account of the advantages given to retailers throughout the country in allowing them to work off the stock of other kinds on hand, there was a delay in putting the new series into actual use. Then, of course, it would be unfair that these prices should be reduced when the publishers had not had sufficient time to recoup themselves for their outlay according to expectations. Hence the reduction has not yet taken place. Publishers, wholesalers and retailers all hope that the price will be kept up, because profits are narrowing in every direction at such an alarming rate that if the present small margin on these books were to be narrowed, it would be another straw on the camel's already heavily loaded back. There is, it is claimed, no urgent reason why the price should be reduced.

**POPULARITY OF HOUSE GAMES.**

During the long winter evenings the young and the old find great delight in the quiet house games. During the past three years the sales have been enormous. Every class of the community seems to have taken to playing games in a greater or less degree. Where a jobber would handle one half gross of Parchessi ten years ago, he now handles twelve gross, that is, the consumption has increased 2,400 per cent. Last year, it is estimated, that Canada alone consumed 100,000 sets of Flips. Games of all kinds sold, and sold well.

But just when the sale reaches a great

volume somebody begins to say that games are beginning to run out, that they have had their day, and that the consumption is decreasing. A careful enquiry shows that at present there need be no fear. Dealers may with confidence and safety buy as heavily as last year. There is nothing to take the place of house games, and the necessities and severities of our climate render indoor amusements absolutely necessary during the winter months. As the North-west Territories fill up the demand from that region for table and floor games will steadily increase, while the older provinces will continue to patronize the game producers with the old-time liberality.

For quiet home enjoyment and refining social influence, this class of amusement cannot be beaten; even Euchre is becoming more popular among the various religious sects. It is not confined to gamblers and lumbermen, but is played in the best of social circles. Of course, this has been so for a considerable period, but it is truer to-day than it ever was before. As gambling by means of Euchre declines so the tendency for people who abhor gambling is to take up the game. The popularity of this game is undoubtedly increasing.

Then when we come to consider such games as Parchessi, Ardra, Enkosis, Flips, Go-Bang, and the long list of favorite box games we find their popularity increasing, especially in rural districts. The modern swain is entertained by his fair one with an interesting game, instead of sitting one on each side of the stove and firing chips at each other for amusement. The young people of to-day have discarded old methods much the same as the commercial world discards old machinery for new. Social life is worked out on the same principles as business life.

The games of to-day are put up in more attractive form than ever before. Every advancement in the art of printing and lithographing leads to an advancement in style of box game decoration. The art that is exercised to embellish these articles of amusement is surprising. One firm at least in Canada has started out to give the people home-made games. Everybody must wish the pioneers success, and games which savor of our national habits and amusement, should take extremely well with the buying public.

**BUSINESS PROSPECTS.**

The month's trade has not been very large. Wholesalers have been taking stock and filling the usual number of sorting orders; but the movement of merchandise is not great. Sporting goods form an exception to this. Import orders for fancy goods are coming in, and the tone of these is very encouraging from whatever point considered. Books are not in strong demand. Payments are somewhat indifferent, but no heavy or serious failures are reported.

## EDITORIAL COMMENT.

OUR statesmen seem to have taken to cultivating the muse. Mr. Edgar's poems have received quite a reception; the Hon. David Mills published a poem in a London newspaper recently; the Hon. J. C. Patterson and others are interesting themselves in a Canadian magazine. Are these omens of a new era in Canadian literature, the commencement of a patronage for Canadian literature, or is it only a cruel and deceitful phantom? Many weary and discouraged writers may take courage from these new signs. Elsewhere will be found an article on the subject of Canadian books, which we hope every bookseller will not only read but study and ponder. It is time there was a general awakening on the subject of whether we are ever going to have a Canadian literature or not.

One of the largest retail dry goods houses in Canada has a rule which requires stock taking once every six months. At such a time all goods which have been on the shelves for twelve months or more are taken into stock at half price. This is the proper way to do business. Goods must be turned over at least once in twelve months, and all goods which have been in stock beyond that period should be marked down and moved out. If kept much longer they are liable to become worthless. Moreover the money is needed to purchase new goods. The store that has always the newest and brightest goods is the store that attracts to itself slowly but surely the best trade that is going. And here goods cannot be placed in stock unless their predecessors are displaced. It is much better that the old goods should be sold at cost, and the money invested in the latest productions of the manufacturers, than that they should be allowed to lie on the shelves and depreciate in value, and at the same time have their cost increased by the addition of the interest on the money locked up in such an investment. There must be some rule for a merchant's guidance in this matter, and we think none better can be formulated than the one stated in the opening of this paragraph. If this rule be laid down and directions given to heads of departments and clerks that it is to be adhered to, no risk of accumulating unsaleable stock will be incurred. The pernickety changes of fashion make the necessity for the adoption of some such rule an unavoidable one.

The investigation into the Reading Railroad combination by a committee has led the public men of the United States to the conclusion that more anti-trust legislation is needed. The Sherman Act of 1890 has been found insufficient to meet the exigencies of the trust cases which arise. Another favorite way of

striking at the trusts is by means of the tariff. Mr. Harter, of Ohio, has now a bill before Congress, which has been referred to the Committee on Manufactures, and if this committee sanction the bill it will come before Congress for a vote thereon. The superiority of the bill over previous measures of the same character is that it suspends duties and patent rights only so long as the trust continues. Persons engaged in a trust combination can have their option, to meet free competition abroad or to abandon combination at home and have foreign competition again shut out by tariff duties. Mr. Harter feels that the tariff provision itself will go a good ways in putting the operators of trust combinations upon the same plane with other business men, and that they ought not to have the protection of the Government while they are attempting to enhance prices by combination. This is a principle which Canadian business men would do well to bear in mind, because there can be no doubt that some day anti-trust legislation will be needed in this country.

A writer to The Book and Newsdealer calls attention to the *Cosmopolitan's* advertisements on page 18 of Lippincott's for February, and it will also be found in the March issue, offering The *Cosmopolitan* and Lippincott's, both for one year, for \$4.00. The newsdealers' rates are \$2.20 each, or \$4.40 for both, but the public can buy both for \$4.00. On page 19 Godey's and Lippincott's are offered together for \$4.50. On page 6 in the February number Outing and Lippincott's are offered for \$4. The letter says further: "The *Cosmopolitan* is a good magazine, and should be ashamed to down the newsdealers after they have assisted in building up the half million circulation which they claim. We are now taking twenty copies a month, but if this is the way they show their appreciation, the number will probably diminish before it increases. It is not fair or just to the newsdealer, for them to give such club rates. I am informed by a gentleman living in our city that he has never paid more than \$2.10 per year for this magazine. How do they, or can they, expect the dealer to get \$3?"

This is an old trouble in principle, at least, and dealers should think over the actions of these magazines and form some conclusion. Such magazines as Harper's and the Century have never adopted such expedients to gain trade, but have relied on the efforts of the news companies and of the newsdealers. The trouble is that competition among these magazines is very keen, and this is one of the results. During the past month several cases have come to light where the publishing houses of such periodicals have refused to allow commissions to newsdealers on renewals, claiming that once a subscription is sent in, that subscriber

belongs to them, and he will be attended to by themselves. This is discouraging to newsdealers, but it cannot deprive them of the two sure ways of obtaining and retaining customers—to send the subscriptions in their own name to the publisher, or secure the copies through the news companies. In most cases the latter is the more suitable method.

A new magazine has appeared in Canada. This makes the third existing magazine in this country. The Dominion Illustrated Magazine is the oldest, then comes the Lake Magazine, and now we have the Canadian Magazine. We wish the new venture all the prosperity it can attain. There is no doubt that Canada is too small to support three magazines, and hence we believe that one of them will go to the wall. It is a pity that one should be forced to such a conclusion, but there is no alternative. The new magazine will succeed for a time under its present management, and then it will begin to go down. A magazine of this kind needs at its head an editor with experience, a man with a large heart, indomitable energy, and a cast-iron will. In the meantime any and every magazine which undertakes to cultivate Canadian patriotism and encourage a Canadian literature shall have our warmest support. The contents of this new magazine makes it worthy of being preserved by every Canadian. The articles are timely, readable and instructive. There is no fault to be found with this number with the exception of the paper on which it is printed. It is not sufficiently a work of art, and cannot compare in this respect with either of its competitors.

One of the worst features in connection with the relation of wholesaler to retailer is the practice of giving men who are not able to pay their full debts, a clearance at so much on the dollar. They put the honest retailer at an enormous disadvantage, and keep the ranks filled with incompetent men. A discharge, after all debts are paid ratably, is not objectionable, but a composition which allows a man to continue in business with a likelihood of slaughter sales, and further failures, and then a still further slaughter sale by the purchaser of the bankrupt stock, is what we are protesting against. The man who asks for a composition and the man who grants it are both doing an unjust act—unjust towards the men who attempt to pay one hundred cents for a dollar's worth of goods. The proposed Insolvency Bill contains provisions for preventing compositions. Let us hope for the sake of an honest trade that it will become law.

Early closing will soon be a topic of interest among retailers. Long hours are being tabooed by the righteous and economical merchant. No argument can be advanced against a general early closing suitable to the circumstances of the district. Shorter hours mean just as much business, less expense, and brighter, more thoughtful and more interested employees. No employees in the land work longer hours than do the clerks in retail stores. The past year has seen advancement; it is to be hoped that 1893 will see even more radical economic changes. Clerks are men and women, not beasts of burden.

## CANADIAN BOOKS AND AUTHORS.

IT is a debated question whether there is such a thing as a Canadian literature, and grave doubts are often expressed as to whether there will ever be such a thing in existence. There can be no doubt that our literature has not reached that development which might be expected. This is said to be partly because Canadian booksellers are a class unworthy of the name, because they are devoid of the patriotism which is necessary for a proper support and dissemination of the purely Canadian books.

Many of the Canadian publishing houses have become so dissatisfied with the results of their efforts to push Canadian books that they have refused to publish anything of the class. One publisher remarked a few days ago to the writer, that as far as his business was concerned he would never publish another work by a Canadian author unless the author would give security for the cost of the edition which he desired to see in existence. Other publishers have again and again uttered the same sentiments.

There is no doubt that to a great extent all efforts in this direction have been a failure. Canada has not given that hearty support to her authors which would even enable them to exist by the profits from the productions of their pen. To be an author in Canada and to have your work published there is one indispensable prerequisite, viz., a fortune sufficient to support yourself and pay for the publishing of your works. It is such a condition of affairs as this which has sent that talented young writer Stinson Jarvis across the lines to win fame for himself by the production of such works as "Dr. Perdue," a work which won the \$1,000 prize offered by Laird & Lee, of Chicago. It is such a condition of affairs as this as has caused Grant Allen and Gilbert Parker to make names for themselves in the literary circles of London, England. It is such a condition of affairs as this that has sent Sarah Jeanette Duncan, John Foster Kirk, Midge Robertson and a score of others to augment the list of brilliant contributors to United States literature. Canada may well go in mourning for the talent she has lost for want of patronage and lack of appreciation.

When we come to examine into the failures of published works of Canadian authors we find the paths of history strewn with broken branches and withered leaves. Some years ago a Canadian house published a book entitled *Geoffrey Hampstead*; a fair-sized edition was put upon the market, and 75 per cent. of it remained unsold. Yet the sequel to it won a \$1,000 prize in the United States a short time ago, and its author, Stinson Jarvis, has found the highway to fame, if not to fortune. Examples like

this exist in such profusion that a consideration of them would be nauseous to say the least. In Ontario, there is a Judge who writes over the non de plume of Christopher Oakes. He has published some works, notable among which is "The Canadian Senator," but from a financial point of view his books have been a failure, and yet he is a clever writer. Volume after volume of exquisite nature-mirroring Canadian poetry has been published for the benefit of an unpatriotic public, and the bulk of each edition will be found in some cobwebbed corner of a publisher's warehouse or lying in blue mouldy heaps in his cellar.

Yet all is not lost. Some books have received the respect of the Canadian public. Goldwin Smith's works have been perhaps the most successful of works published in English-speaking Canada, and yet we venture to assert that he has never yet received any profit from his works. Four or five years ago a novel entitled "Tecumseh," by Charles Malr, was placed upon the market, and it ran through a good-sized edition. But to-day the author, unintoxicated by a success which he never attempted a second time, lives in other labors in western Canada. Some years ago, a book entitled "The Daughter of St. Peter," by Mrs. Conger, ran through a fair edition, and last year "Plum Hollow," by an unknown author named Leavitt was fairly successful. These books and their careers show us at least that there is a possibility that Canadian booksellers and the Canadian bookbuyers may some day be awakened to the realization of the situation to which they are condemning Canadian literature.

Down in the Maritime Provinces the state of affairs seems more promising. They seem there to have a history of which they are proud. They are more generous towards art and literature than the people of Ontario. In Quebec also there is a more refined sentiment, and a broader sympathy with that which denotes culture. Poetry, fiction and history seem in these provinces to receive more attention; and signs of a true literature savoring of the fragrant soil and bountiful natural gifts of Canada are already abundant.

The publishers in Toronto complain that the booksellers will not push purely Canadian books. Perhaps this is due to the fact that booksellers have been forced to take up so many varied lines of merchandise that they have not time to educate themselves as a professional bookseller should be educated. But this would not be nearly so necessary if booksellers would try to make a living from their book-selling. A man must know, understand and appreciate his books before he can sell them. One critic of the trade denies that this country possesses any booksellers. The booksellers of Canada, he claims, are mostly blacksmiths,

plasterers, and other tradesmen. A bookseller must be a man of considerable learning, or at least of broad sympathy with books. Canadian booksellers can make themselves such if they choose. It is to be hoped that a reformation is going on, which will at least give this country a body of booksellers who can appreciate the worth of a Canadian book, and push it in preference to that of some literary prostitute of Chicago, New York or Paris. Then and only then will the confidence of the Canadian publisher be restored, and then and only then will be found editions of books which would be a credit to any nation which takes pride in being a nation. A Canadian literature can only be produced by the combined efforts of all classes of people in this broad Dominion. Nature has given us the materials, such as great lakes, majestic rivers, broad plains, and lofty mountains; and civilization has added thereto by bringing together the Frenchman, Englishman, Scotchman, Irishman, and other nationalities, which should make the study of character easy in the attainment of materials. The inspiration is to hand, the writers are numerous, and why should not the finished artistic product be produced?

A publishing house in Toronto has recently been making some efforts to encourage Canadian books, and has been advertising them. The following is an extract from a letter sent to them by a newspaper man in London, England. "I was appalled to see in a recent issue of *The Week* that in an advertisement you state, 'We have a splendid array of books by Canadians,' etc. It was hard to believe that Canadians had produced a splendid array of what you head 'Literature'; but that I was glad to learn. What staggered me was that a Canadian house should actually keep Canadian goods in stock. I congratulate you. Keep it up." Surely the intense sarcasm of the letter is apparent. The first need of the hour is the awakening of the patriotism of the Canadian bookseller, and through him will come the needed patriotism among the people.

Let it not be assumed that all the successful Canadian books have been mentioned. Hundreds of books have had a good sale—that is, sufficient to cover the cost of publication. Mrs. Edgar's "Ten Years in Upper Canada," Goldwin Smith's "A Trip to England" and "Canada and the Canadian Question," Mrs. Forsyth-Grant's "Scenes in Hawaii," O. A. Howland's "New Empire"—these are some of the most recent works. In poetry, the works of McKenzie, Lamppan, Mrs. Harrison, and others have had a sufficient sale to pay for the outlay on the editions. One of the most successful of the books published by Hart & Co. is "Great Hymns of the Church," by Dr. Morrison. It was published early in 1890, and the first edition is about exhausted. A fair percentage of the edition went to London, England. Among other writers who are worthy of mention are Agnes Maude Macfar, J. Macdonald Oxley, W. W. Campbell, G. G. Bourinot, R. N. Billington, Chas. D. Roberts, Wilfred S. Skents, Cawdor Bell, Achilles Daunt, G. A. Henty, Parkman, W. D. Lightball, Principal Grant, Rev. W. H. Withrow, Sir J. W. Dawson, Rev. T. B. Young, and many others.



## ANNIE S. SWAN.

**M**ISS ANNIE S. SWAN, or rather Mrs. Burnett Smith, as she is now, holds a unique position in English literature. In the north of England she is literally worshipped by a huge constituency of readers, yet not one who meets the quiet, ladylike woman, who seems to be the beau ideal of the British matron, would detect anything of the incipient blue-stocking or fashionable authoress about her. Annie S. Swan was born some 42 or 43 years ago in the seaport town of Leth, her father being a respected merchant in that city. Some of her childhood was spent on a Midlothian farm, where she lived an active life, helping her mother and elder sisters in the housework, poultry yard and dairy. Still, when quite a little girl, she was always making up stories, and when she grew older all her leisure was occupied in writing out short literary sketches and poems. At the age of eighteen she gained a \$15 prize for a story contributed to *The People's Journal*. Her first great success was when she was 24 years old, with "Aldersyde, a Story of



the Border District 70 Years ago." In the following year, "Carlowrie" greatly increased her reputation, and she had already achieved a very fair measure of fame when she met and married her husband, a distinguished medical man, Dr. Burnett Smith, who has lately moved his practice to London. Notwithstanding the cares of a large household, she turns out even more "copy" than before she was married. She writes in the morning immediately after breakfast for two hours, and believes in systematic means of accomplishing good work. Her manuscripts are beautifully clean, and written in a clear, flowing hand. Like most literary women, she has an immense correspondence; scarce a day passes but she receives a letter from some unknown admirer, anxious to consult her about some difficult points in his own love affair or career. She makes a point of always answering each letter herself, and this though she is a very busy woman.

In appearance Mrs. Burnett Smith is an elegant looking brunette, and her broad

forehead suggests intellectual power. She goes but little into general society, but she has a large circle of friends by whom she is much beloved. Although she cannot be said to write with a purpose, all her stories are full of high morality, and she may essentially be said to make for righteousness as few modern writers do. She gives a good deal of her time to the Young Women's Christian Society, and was for some time president of the Musselberg branch.

The wide sale obtained by the Canadian copyright editions of Miss Swan's works, from the press of the Methodist Book and Publishing House, Toronto, has gone far to make the author's name a household word in Canada. The latest issues in this popular edition are "A Batchelor in Search of a Wife, and Roger Marchant's Ward"—two charming stories in one book,—and "The Guinea Stamp" (just issued from the press), a tale of modern Glasgow, into which Miss Swan has woven much of the subtle charm that invariably captivates the readers of her books.

## EARLY CLOSING.

The great objection to an early closing act is that it interferes with public liberty. This is not so; it may be interfering with the liberty of a few employers who would work their employees 24 hours a day if it were possible, but in no other way. In fact, such an act would be granting liberty to a body of workers, a large portion of the public, who require as much liberty as the law can give them. The employed are always at a disadvantage as compared with the employer with regard to the terms of employment. The lack of such legislation as would tend to place the employed in an equal position with the employer is repressive of liberty rather than conserving it. It allows a few grasping employers to draw after them the more liberal and better educated employers in upholding long hours, by preventing a universal shorter hour movement. If one man keeps his store open sixteen hours, his neighbor in the same business is obliged to do so in self-defence, and thus for one man's foolishness many are punished. Nearly all classes of mechanical laborers work fewer hours now than they did ten years ago, and the manufacturing interests are not ruined. Why, then, should not clerks participate in the benefits of the social change, or, as it should be termed—social advancement? No employees in the land work longer hours than do the clerks in retail stores. This is due to the lack of combination among them, which again is due to the fact that they are mostly young; for when a man comes to years of discretion he says to himself that the hours of toil are too many, and he either enters the ranks as a merchant or seeks some other employment. Thus we see very few good men remaining as professional clerks, and their places are taken by boys and girls, among whom combination is not likely to exist. Great credit is due the many employers who refuse to work their clerks sixteen or eighteen hours a day, and who lose a certain amount of trade rather than ruin the health of their helpers; and there is occasion for congratulation that, in spite of the distastefulness or conservatism of legislators the number

of these employers is steadily increasing. It is to be hoped that during the year 1898 a general advance will be witnessed towards a voluntary shortening of the hours of labor of those employed in all retail trades, and this will be beneficial in raising the standard of worth and merit among these employees. Shorter hours mean just as much business, less expense and brighter, more thoughtful and more interested employees.

## AN IMPROVED FORM OF DRAFT.

The Shareholder calls attention to a form of draft which has been invented and copyrighted in Canada by Mr. Benedict of the Cornwall branch of the Bank of Montreal. The intention is to secure uniformity in the acceptance of drafts, in the form of refusing payment, and to render the examination of such documents easier to bank officers. One feature has long seemed to us in such papers as checks, bills, drafts, and sterling exchange as needing a change. It is now the rule to place the amounts of such paper at the extreme left, so that to inspect them in this manner they have to be turned over their whole length when they have been laid in a bundle or heap. The new draft has its amount on the right hand corner, instead of the left, so that the two points of signature and amount can be seen more rapidly than at present. Bank officers, when calling over large numbers of checks, etc., would appreciate this change if it became general. In this draft a place is open with the words, "accepted, payable at—." This is an improvement on the present custom of writing acceptance across the face, which adds to the labor of handling and examining drafts. Another feature is a coupon on which to state reason for refusing to pay or accept, which can be detached, and the absence of this coupon indicates that the draft is accepted. A stub is also placed on the left side or end with the words, "No protest for non-acceptance. Tear off before presenting. If refused please return at once and report answer given." The new form is a decided improvement; it will lessen the work of bank officers, and give to all such documents a uniformity of appearance at their various stages which will tend to avoid errors.

## PEN POINTS.

"What are you reading, Matilda?"  
 "One of Tolstol's books."  
 "A story with a moral, I suppose?"  
 "Oh, no, Susie. It's just the other way. It has an immoral."

School-boy—"I want five cents to buy a pad to do examples on."

Grandpa—"When I was a boy we used slates."

School-boy—(reflectively)—"I guess maybe the school trustees wot owned the slate factories is dead."

A certain bookseller advertises "that he is to be found at the old stand." A mistake, surely. He means the news stand.

No entertainment is so cheap as reading, not any pleasure so lasting.—Lady M. W. Montague.

Auntie—"Did you ever read 'The Ugly Duckling'?"

Caro—"No'm; but I've eaten 'em."

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WHOLESALE STATIONERS  
Paper, Envelope and Blank Book  
Manufacturers,  
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IN THE TRADE.

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Straw Boards,  
Pulp Boards  
and  
Mill Boards.  
Fancy papers  
in great variety  
for Box Makers  
and Printers.  
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Printers, Stationers and Paper Box  
Makers will do well to get our prices  
before ordering elsewhere.

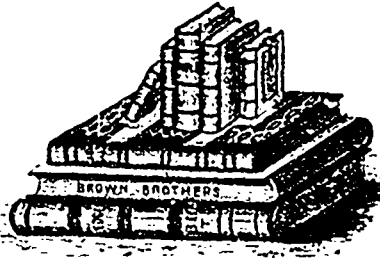
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**TORONTO.**

## NEW PUBLICATIONS.

**A NTOINETTE; or, THE MARL-  
PIT MYSTERY,** by *Géorge Ohnet*, author of "The Ironmaster." This admirably written story, which will be found to add greatly to the already high fame of Ohnet, portrays a wonderful picture of filial love. The inventor's daughter, a charming creation of the author's mind, sacrifices herself, her love, her fortune, everything, to her father's ambitious and unprofitable experiments and inventions. She inspires the reader with such generous and lofty ideas of life and action that this book must be ranked among the most powerful of the day. The plot of the story rests upon a family feud, and is excellent. The story is at times deeply mysterious, and gives with a keen, incisive touch the characteristics of modern society in France. Paper, 50 cents; Worthington & Co.

**THE RAG-PICKER OF PARIS,** by *Felix Pyat*. Translated by Benjamin R. Tucker. This novel, made out of the successful (1,000 nights) drama of the same name, contrasts the lives of the rich and poor of Paris. It also shows, in vivid colors, the influence of the priests, the injustice of civil functionaries, the abuse of the power of the press; in fact, the struggle for existence everywhere. The poor rag-picker, who saved a rich man from suicide, learned a lesson he never forgot of the duty of every created being to do his best just where he has been placed. It is a most fascinating book, even though the author speaks with French freedom of many things generally left unmentioned in English literature. The translation is very faithfully done by Mr. Tucker. Cloth, \$1; paper 50 cents; Worthington & Co.

**VANITY'S DAUGHTER,** by *Captain Hawley Smart* is a well written book by this author, who has so recently died. *Vanity's Daughter* is a flower girl in London. A young man of high social standing falls in love with her, runs away with her, and marries her. In one year he, contrary to the general rule, is deserted, and he dies of grief. Years afterwards a woman is condemned for murder of a man for whom she was housekeeper. In prison she confesses to a young lady, a fiancée of the young man who had fallen in love with the pretty London flower girl that she was the same flower-girl, and that she murdered this man who had been the first man to lead her astray because he refused to tell her where her child was. The story is short but exceedingly unique and detracts nothing from the reputation of this lamented author. Canadian copyright edition; Red Letter Series. The National Publishing Co., Toronto.

**THEY NEIGHBOR'S WIFE,** by *Albert Ross*, is a well written novel, and is having a great deal of attention from all quarters. The scene is laid in Spain, and the story possesses a thrilling and enchanting interest. One cannot vouch that the moral tone of the novel is high, but still it describes life as it is; and, although not wicked, it is not elevating. In its moral tone, unless it can be believed that by revealing danger man will avoid

it. C. W. Dillingham, New York; C. M. Taylor & Co., Toronto.

**A MORAL DILEMMA,** by *Anne Thompson*, is a strongly written novel by a new author. It has been published simultaneously in London, Canada and New York. The Canadian copyright edition is published by the National Publishing Co., Toronto. A young man rests under a cloud on account of the dishonest action of a fellow clerk. He dies and leaves a friend to clear himself. The man who did the wrong wins the love of the dead man's sweetheart, and the chum of the deceased is placed in a moral dilemma as to whether he should clear his deceased friend's memory or blight the happiness of the living and the innocent. The story is very interesting and in some of its features new and decidedly novel. It is not heavy reading.

**TIME AND TIDE,** by *A. S. Roe*, is published in a cheap form, the one volume containing also this author's novel entitled "The Sacrifice," by *C. W. Dillingham*, and is sold in Toronto by *C. M. Taylor & Co.* The paper is extremely cheap, and, while the reading is good, it is lamentable that the public demand such cheap books.

**THE MYSTERIES OF THE COURT OF NAPOLEON III.,** by *Gilbert Augustin Thierry*, is published in paper by *Laird & Lee, Chicago*. The author has shrouded the true characters under unfamiliar names. But those who know how to read between the lines of this story concerning the Second Empire will recognize the great men of that period. The scenes from this period of French history are well drawn, and the French characters are very interesting. The book also contains a great deal of historical information.

**SELF-ACCUSED,** by *Frank Morton*, is an excellent novel, published in paper, 50 cents, by *C. W. Dillingham, New York*. The scene is laid partly in Rome and partly in Honolulu. Intense passionate love and its trials fill the story with a strong fascination. Some illustrations of Hawaiian characters add to the interest of the book. Toronto, *C. M. Taylor & Co.*

**THE SPANISH TREASURE,** by *Elizabeth C. Winter*, is a handsomely illustrated novel from the press of *Robert Benner's Sons, New York*. A treasure was hidden in California, and a man by stealth secured a puzzle which told how and where to find the treasure. He secured it by crime, and was punished in a most thorough and eccentric manner. Love stories are woven in with a thrilling tale of adventure. The characters are above the ordinary in point of clearness and the interest they arouse. The action of the novel is rapid, the phrasing is terse, and the scenes are vivid. It is a novel which leaves one with the impression that the story was true. It is intensely realistic.

**SAINT LEDGER; or, The Threads of Life,** a romance by *Richard B. Kimball*, is a well-known story by a well-known author. Paper edition. *C. M. Taylor & Co., Toronto; C. W. Dillingham, New York*.

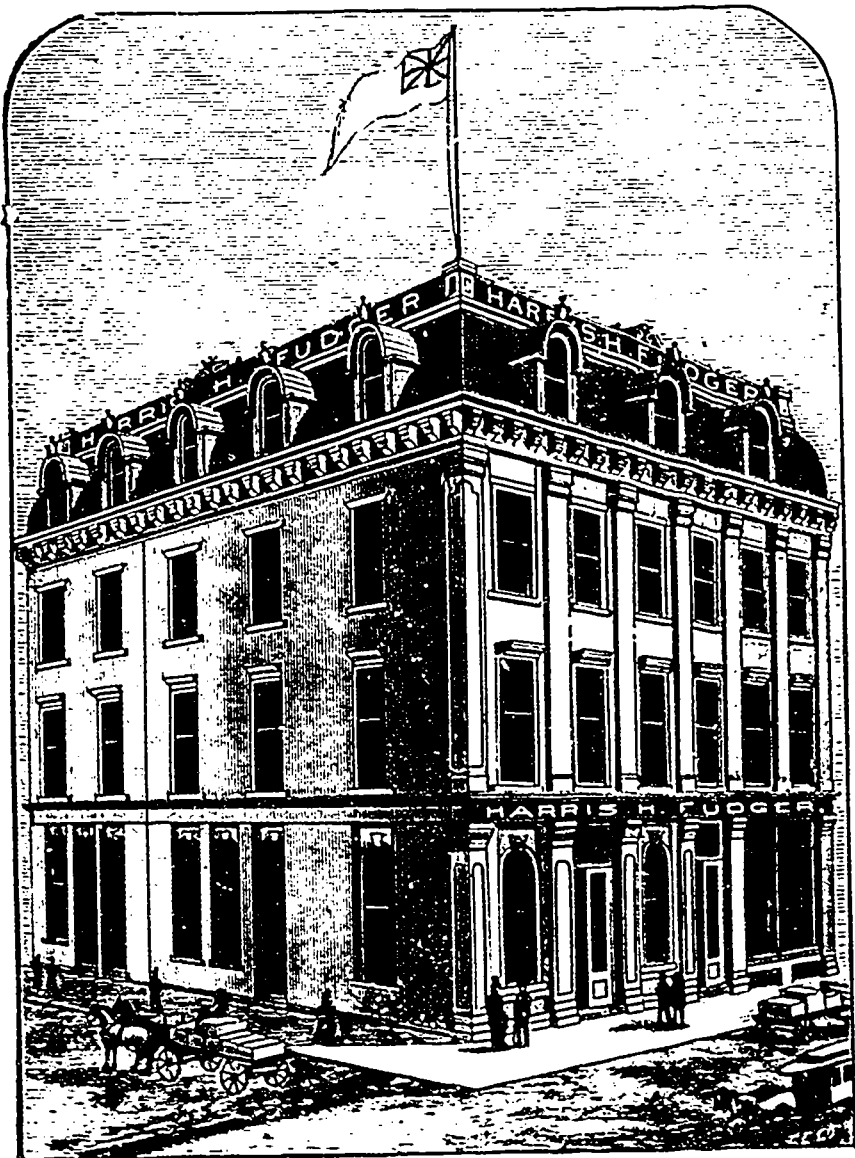
**A SECRET QUEST,** by *George Manville Fenn*, is one of the latest novels published in Canada by the National Publishing Co. An English lord has been in India and has written two love letters to an Indian Princess, and, on returning to England, a colonel threatens him with a denouement if he did not act honorably towards the princess. The lord secures a lawyer who undertakes to get these letters from the colonel. The colonel has a daughter, and the lawyer falls in love

with her. The rest of the story has its scenery laid in Switzerland among the mountains. The lawyer fails to get either the letters or the colonel's daughter, and finally loses his life on account of a treacherous act towards a rival. The experience of the party among the hills of Switzerland are of thrilling interest and the descriptions very vivid and realistic. The characters are well drawn and very striking. The novel considered as a whole is one which will cause a great deal of interest and should sell exceedingly well.

**WHATEVER THOU ART,** a novel by *Wein Wilde*, is published in paper, 50 cents, by *C. W. Dillingham, New York*. This story is light and the style easy and graceful. The book opens with the scene of a motherless young girl leaving a country home, to go to a boarding school, and before she leaves she is told of her disgraceful birth. Crushed by thoughts of her origin she leaves home and begins to bear the burdens of life; but this hangs like a black cloud above her. But at last her lover promises to take her "Whatever Thou Art," and the clouds vanish. *C. M. Taylor & Co., Toronto*.

**DR. PERDUE** is the title of the already famous novel by *Stinson Jarvis*, which won the \$1,000 prize offered by *Laird & Lee* for the best original American novel submitted to them between May 2nd, 1892, and Sept. 30th, 1892. The readers of *Geoffrey Hampstead and Travels in Syria* will be acquainted with the style of this talented young Canadian. Mr. Jarvis is at present in *New York*, and is a valued contributor to many of the prominent magazines and newspapers of the day. *Dr. Perdue*, travelling in Paris, with a poor record, meets and marries a beautiful young girl whom he never loves and who never loved him. Their lives are complicated, and filled with the sadness which results from mistakes. A yachting party fills a large part of the tale, and, although the ending is sad, the story must be said to be very powerful. The conceptions are grand; the characters admirably portrayed, the language harmonious and pleasing. *Laird & Lee, Chicago*.

**LADY VERNER'S FLIGHT** by "The Duchess," is one of the latest books published by the National Publishing Co. This author is well known to Canadian readers, and this authorized Canadian edition will no doubt be favorably received. *Lady Verner* married at seventeen and her husband was a brute, and, as the author says, "Bad husbands are like annuitants—they never die." *Gaston Verner* was a handsome man and a wealthy man, but a gambler. Nature made *Lady Verner* lovely, but her loveliness gained her nothing save bitter regret and ceaseless misery, and a vain, vain longing for freedom from her husband. Finally she is driven to leave him because he planned to stain her fair name by connecting it with that of a man who was not her husband. She takes a position as a housekeeper for a gentleman, but finds it difficult to repress her signs of high birth and culture. Finally this gentleman falls in love with her and she with him. Soon *Lord Verner* dies of heart disease, while the man with whom he had connected his wife's name is declaring to the gentlemen assembled in the club that this pure woman had never any connection with him. *Rhoda, or Lady Verner*, is then free, and freedom means a new life with a man worthy of her love. The story is well told; the diction light and graceful, and the interest is well sustained to the closing paragraph. Paper, 50 cents.



Do you see the Flag  
on the Building?

that means don't buy  
your Muslin Flags from  
anyone or from any list  
till you find out what  
they can be bought for  
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**W**HITNEY'S new styles this year are really wonderful value. And besides we have the greatest bargain in Canadian Carriages ever offered. You can retail at a handsome profit—For Ten Dollars, a full sized XVI Century Finish Carriage, with Bicycle Wheels, upholstered in Damask and Plush, with Satin Parasol, lined and Lace Edge. Send for illustrations.

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CARRIAGE CO.**  
SPALDING'S ATHLETIC  
GOODS.

## A MAGNIFICENT COMPLIMENT.

No event ever described in these columns was more unique and uncommon than a banquet at the Arlington Hotel in this city on Friday evening, March 3rd. It was a magnificent compliment given to the members of the firm of Warwick & Sons by the employees. It was an uncommon affair, because never in the history of any Canadian manufacturing establishment was there an occasion when such a magnificent affair was gotten up wholly and completely by the employees, without the slightest aid financial or otherwise from the firm. It was unique, because employer and employed sat side by side at the festive board without the slightest social distinction and on equal terms. It demonstrated beyond a doubt that the members of the firm have treated their employees as men, and thus won from them the respect and love which should pass from every employee to his master.

Mr. R. Davidson occupied the chair and about one hundred employees and ex-employees occupied places at the long heavily-laden tables. Some of these men had grown old in the service, some having spent twenty-one years in the house. The chairman on rising aptly remarked that "in no firm in the city of Toronto was there such good feeling between the employers and the employees." Mr. Charles Warwick was unavoidably absent, but the three senior members of the firm were present and spoke feelingly of the delicate compliment paid to them by their employees. Mr. Guy Warwick remarked "One of the greatest reasons for our success was the able and painstaking set of employees which we possess." Mr. George Warwick uttered similar sentiments, and said: "Our success is assured so long as we are fortunate enough to retain the services and the good will of our present employees." Mr. Rutter also remarked that "In honoring us, you have honored yourselves; the help of our employees is necessary to our success." These sentences show the drift of the remarks made by the members of the firm, but do not properly indicate the eloquent and feeling speeches made by each of the three gentlemen.

The toasts were as follows The Queen, proposed by the Chairman; Canada—Our Home, proposed by the vice chairman, T Barff, and replied to by Mr. Hathaway in the cleverest speech of the evening; The Departments, replied to by Mr. Rutherford for the Warehouse, Mr. Murray for the Printing Office and Mr. Johnson (the inventor of the Johnson Process of Padding for the Bindery. The Travellers, replied to by Messrs. Imrie and Bryant. The firm by Messrs. Guy Warwick, Geo. Warwick and A. F. Rutter. The Press, replied to by a representative of BOOKS AND NOTIONS, and Mr. Patching of the Globe. The Visitors replied to by ex-employees, six or seven of

whom are foremen in other similar establishments in Toronto; and the Ladies.

It was a successful affair. The feast was bounteous and delicate, the menu-cards artistic and original; the speeches witty and thoughtful, the music lively and plentiful, the recitations bright and well rendered, and the result was an increase of the mutual confidence, respect and esteem in the mind and hearts of both employer and employed.

Among the facts gleaned from the speakers was that the firm was established in 1849, in Woodstock, moved to Toronto in 1869; that they had done the Provincial Government binding for 14 years, and its printing for 8 years; that during all that time not a single strike or lock out had occurred, and that no grievance was long without a remedy; that the Johnson Padding process was the finest in the world; that if the sheets of paper, used in on particular kind of writing tablet manufactured by this house during 1892 were placed side by side they would extend one hundred miles; that there is no need for any firm to have differences with their employees; that the employees of the firm are the finest body of men in Toronto, and that the members of the firm of Warwick & Sons are "jolly good fellows."



WM. CAULDWELL.

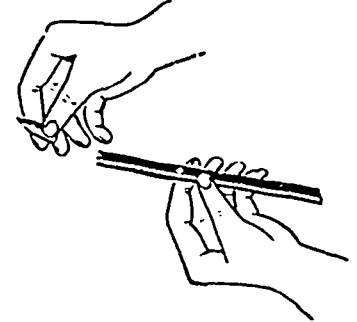
One of the best known travellers on the road is William Cauldwell. The firm of Brown Bros. recognizes his worth as fully evidenced by the fact that he has been nearly twenty years in their employment. This long period was broken by a short engagement with the Skeen & Stewart Stationery Company, Chicago. These two firms are the only ones whom Mr. Cauldwell has ever served in any capacity. Ten years spent on the road has made him well known to Knights of the Trip, and as he has covered nearly every part of Canada at some period of his career he has seen nearly every Canadian stationery and fancy goods house. He is especially well known in Eastern Canada. Since 1884 his usual trip has been from Toronto to Montreal.

Mr. Cauldwell is 35 years of age, tall

and spare, and his hair is beginning to show streaks of grey. But he is still young and energetic, and can sell goods with the best traveller that goes out of Toronto. Somewhat quiet in disposition, he possesses none of the vulgarity or vices that once were the characteristics of travellers. His modesty is one of his natural traits, but one which has made him respected by all who have met him. His customers place the greatest possible reliance in his words and judgment. He is a man, every inch of him.

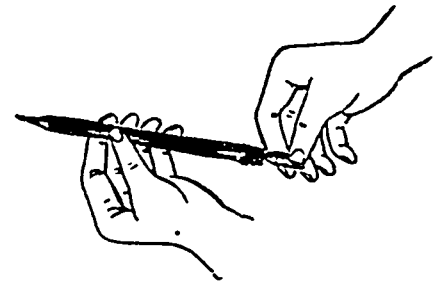
## THE SECTIONAL PENCIL.

One of the latest novelties on the market in the pencil line is the sectional lead pen



PULLING OUT THE OLD POINT.

The pencil is always pointed, there is no sharpening; no soiling of the fingers; a new point given to the pencil in a second of time. Any person who wants to handle this rapid



PUSHING OUT THE NEW POINT.

selling novelty should write to the Copp, Clark Co., of this city. Novelties always sell, and when extremely useful sell more rapidly.

## CONCENTRATION.

The age is too diffusive. Time and force  
Are frittered out and bring no satisfaction.  
The way seems lost to straight determined  
action.

Like shooting star that zigzag from their  
bowers,

We wander from our orbit's pathway; spoil  
The role we're fitted for to fail in twain,  
bring empty measures that were shaped  
for plenty

At last as guerdon for a life of toil.

There's lack of greatness in this generation,  
Because no more man centres on the  
thought:

We know this truth and yet we heed it  
not,—

The secret of success is concentration.

Ella Wheeler Wilcox.



1893

Dear Sir,

It affords us pleasure to advise you that our Franchises will submit to you, as requested, an early date the most and most extensive series of samples of miscellaneous books, suitable for G.D.E. Holiday, Sunday School, Price and Revised purposes, selected in the Trade of Canada, embracing the leading publishers of England, Scotland and America, also the largest assortment of Board Books, produced by Authors, in a variety of Binnings, Illustrated Books for Christmas Gifts, Blocks, Games, and Puzzles, selected from the leading publishers and manufacturers.

Leather Goods. A beautiful range of Writing Desks, Desk Cases, Date Cases, Card and Engagement Cases, Purses, Pocket Books, Writing Portfolios, etc.

Metal and Olive Wood Goods in Frames, Umbrellas, Card Trays,  
Pen Trays, Paper Knives, etc., etc.  
Aluminum Novelties, Choice and elegant effects in Combination Music  
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An opportunity will thus be afforded you of selecting your Christmas Stock  
from an unusually large and appropriate variety, and at prices which will  
enable you to reap satisfaction by remunerative profits.

We will also present for your inspection a magnificent range of the most  
elegant designs and choicest bindings from the Oxford University Press  
and Eyre & Spottiswoode, Gower's Prayers, in Bibles, Prayer and  
Hymn Books, also Hymns and Prayers combined, and in cases, and  
an extensive assortment of Roman Catholic Prayer Books, artistically

bound.  
We invite the special attention of the Trade this season to our values and  
styles in Photograph, Autograph and Scrap Albums attractive,  
elegant and popular prices.

As usual, we submit a select assortment of other Conti-  
nental Fancy Goods, Hugelberg's Christmas Cards, Dutton's Book-  
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and Shell Goods of artistic design suitable for the Holiday Trade.

Soliciting the favor of your much esteemed orders, when our Traveler  
waits upon you, and in return, you at all times of our very best attention  
to your commands.

We remain, yours truly,

C. M. Taylor & Co.

Toronto, 1st March, 1893

AMONG THE WHOLESALERS.

**N**ERLICH & Co. are showing a range of second quality Phoenix solid rubber balls. There is hardly any difference between these and the first quality in regard to the durability and appearance of the ball, and the price is much lower. These are replacing the quality of rubber balls known as the Continental Second, which was formerly much sold here, and which contained less than 5 per cent. rubber.

The Copp, Clark Co. report an enormous run on their scribblers and exercise books. For one week the house's stock was depleted, and their orders were filled by a hand to mouth process. This speaks exceedingly well for their lines. Their two exercise books containing eyesight paper, and designated Cibola and Chicora have been a pronounced success.

Mr. George Warwick, of Warwick & Sons, has returned from a trip to the Pacific Coast. He is much improved in health, and gained 14 pounds by the change of climate. He reports a quiet trade in the North-west and British Columbia.

Tennis Junior is the name of a new dollar floor game which will be placed on the market by the Copp, Clark Co. It can be played on the floor of a room or on a lawn requiring a space of ten feet in length. It is said to be an exciting amusement to engage in playing this game. They have a new flush in their make of that popular game Crockinole.

Mr. James Inrle has returned to the services of Warwick & Sons. Mr. Inrle is a first-class salesman, but he seems to have tired of being in business for himself.

Walkden's Inks in all sizes and kinds of bottles, are being pushed by the Copp, Clark Co. These inks are standard and while perhaps secondary in point of reputation on the Canadian market, are not secondary in point of quality. They also control the celebrated Star and Climax blotting papers which are manufactured at the James River Mills.

Mr. Albert M. Beckers was in Toronto recently representing the National Publishing Co., of 239 Levant street, Philadelphia. This is a new company on the Canadian market. They carry a big range of Bibles.

Mr. T. A. Solomon, formerly with the Methodist Book Room, is now with the Frederick Warne & Co., of New York.

Geo. Doran, formerly with the Willard Tract Depository, of this city, and now with Revel & Co., of New York, was in this city on a visit quite recently.

A very large share of the playing card trade of Canada is controlled by the Copp, Clark Co., who handle Russell & Morgan's goods, which are sold by the United States Printing Co. They make a handsome line of cards. A beautiful medium line is the Texan, a line which a dealer can handle to a great deal of

satisfaction, both on account of its price and on account of the reliability of the card itself. This house carries many other lines; and every quality is represented in their stock.

The staff of travellers for the Methodist Book Room for this year will consist of S. Gundy, W. Brisbane and T. Allan. Mr. Gundy is known to the readers of this journal as the new manager of the trade department, and has just returned from a trip to European markets. Mr. Brisbane was formerly with C. M. Taylor & Co. Mr. Allan is a bright young man who has been trained in the Book Room.

The Copp, Clark Co. have two new text books on their shelves. One is Examination Questions on History and Geography, arranged chronologically by Peter McEachren, of Toronto Jarvis St. Collegiate Institute. This will be a useful help to teachers. The other is a neat edition of Virgil's Aeneid, Book II., with notes and vocabulary by Jno. Henderson and E. W. Hagarty.

Joy & Seliger are placing a huge line of samples in their agency in this city. Dealers should remember this line of fancy goods and novelties.

Perhaps the most successful tablet ever placed on the Canadian market was the City Tablet, shown by Warwick & Sons during the past two months. The sales have been something enormous, and it speaks well for the able manager of this department, Mr. A. F. Rutter. He is now placing on the market a tablet which will no doubt surpass even the brilliant record of January and February. The cover is a beautiful design with a scroll heading containing the name "Our Home Tablet." From this runs down a wreath of maple leaves, and the bottom part is ornamented with the picture of a beaver. The centre of the design is taken up with the name of the town which is printed on the sheets. The imprint of the dealer handling it is placed at the bottom. Thus it will be seen that the superior features of the City Tablet are retained, and "Our Home Tablet" is embellished with a colored national design which is very artistic and striking. The originality here displayed will no doubt meet with merited success. This house reports a general increase of business during the first two months of the year. They also report payments very satisfactory.

Brown Bros. have distributed a neat cloth board calendar among their customers. This house sends out no inferior article and this is as usual equal to the best to be seen in the office of any merchant. Blank books are a specialty with them.

C. M. Taylor & Co. have a neat advertisement in this issue. Dealers would be foolish to allow it to pass without examination. It will please the eye and benefit the profit and loss account. For artistic taste it has never been surpassed by any similar house.

Buntin, Gillies & Co., Hamilton, are of the opinion that there is room on the market for fine paperless (that is, the good goods which are imported and sold for fine trade) and they are introducing a full line. The boxes are unique, the goods first-class, and prices moderate, considering the quality. The first lines to be shown are advertised in this number. The firm reports a big sale for their Head Line Tablet advertised in BOOKS AND NOTIONS for February.

In order to afford increased space for its large and growing trade, the Gondron

Mfg. Co., of this city, will add another story to their already extensive premises on Duke street. The directors have also decided to increase the capital stock from \$15,000 to \$150,000. Mr. Dussen, the manager, reports an excellent demand for the company's various specialties, such as children's carriages, velocipedes, tricycles, toy express waggons, rocking horses, bamboo rockers, steel wire wheels, etc.

The Methodist Book Room and the Toronto News Co. are both showing Easter cards.

The Canada Paper Co. are selling large quantities of green, buff and drab blind papers. They will shortly be prepared to supply an extra strong double faced paper in buff and green. They have adopted a new material for scribbler covers, which is flexible, strong and waterproof. It is to be used on their new Bicycle scribbler.

C. M. Taylor & Co. have an excellent range of Bibles and prayer-books for the spring trade. Oxford and Queen's Printer Bibles lead in the display.

Mr. W. J. Gage has returned from his trip to Great Britain and the continent.

An Odd Situation is the title of a book dealing in a romantic way with the relations of Canada and the United States. The author is Stanley Waterloo. It will be placed on the market at once by C. M. Taylor & Co.

W. J. Gage & Co. are stock-taking, and have a few odd lines of envelopes which they are clearing out. Some retailers will get some snags. They are also shipping their wall paper.

# SPALDING'S

Base Balls . . .  
Bats . . . . .  
Catcher's Mitts .  
Umpire Indicators  
Catcher's Gloves .  
Masks . . . . .  
Body Protectors .

Write for Price List, and get your order in early.

The Copp, 9 Front Street  
Clark Co., West, Toronto.  
LTD.



## WALL PAPER.

**M**R. A. J. ASHTON, representing the National Wall Paper Co., of New York, has been in Ottawa for several days urging upon the Government the lowering of the duty upon wall paper. He has had several interviews with Mr. Clarke Wallace, Controller of Customs, for whose consideration he has submitted a statement, of a portion of which the following is a synopsis: There are in all ten machines in operation in the three wall paper factories in Canada. The total wages paid to employees in these factories is less than \$50,000 per year. The total duty collected on wall paper last year was \$102,174. One dealer in Canada paid in the past three years on \$32,234 worth of wall paper from the United States a tax of \$18,226, an average rate of duty of 77.12 per cent." This is from the Ottawa correspondent of the Toronto Mail.

There has indeed been a great overturning in styles. The useful cartridge or Ingrain paper is regretfully abandoned, but beautiful self-colored striped papers more than atone for the loss. Except for very special requirements the deep tints of large natural flowers and vines has also been relegated to oblivion. Everything is light, airy, delicate. Summer skies, singing birds, rainbow colors, floating cherubs, dream-like fancies in design seem to be all embodied in the exquisitely refined French styles. The ceiling receives much more attention than formerly, and is treated either in fresco or relief, or, as is most frequently the case, in a combination of both. For drawing rooms nothing can surpass the delicate refinement of the empire style with its classical detail and graceful lines. The walls may be hung in silk, plain or richly upholstered, or in the beautiful imitations of silk effects in paper obtainable only in the French imported papers.—Ez.

## AMERICAN WATERMARKS IN ENGLAND.

H. W. Southworth, treasurer of the Southworth Paper Co., Miltonague, Massachusetts, while in this country recently, says The London Paper Maker, made some investigations regarding the conditions governing the admission of foreign-made papers into the United Kingdom. In reply to a letter addressed to a customs house official he learned that it was not necessary that paper imported from the United States should have a water-mark, but if it did it would be liable to seizure and confiscation if it imparted to the paper the character of a British production, unless in connection with the watermark there was a qualification "made in the U. S. of A." or "Made Abroad." In an interview with the writer of the letter Mr. Southworth also learned that if a paper was marked "Linen" and it was not linen it would be liable to seizure. "That "Perd'n Linen" would also be seized, because no paper is made in Persia, and, consequently, it is a false trademark. "Hampshire Bond" could not come in because there is a Hampshire County here, and so it would convey the idea that it is made in England, and, consequently, is a false trademark. "Holyoke, Mass., Linen" would be allowed because there is no "Holyoke" in England, and if "Mass."

was omitted it might, perhaps, be allowed. Such general terms as "Mercantile Linen," "Bankers' Linen," etc., can come in; but if it was shown that "Pure Linen" is cotton, or contains cotton, then it would be confiscated. And if any English dealer, or any one, should have any watermark registered—even if an American had used it a long time in England that man would prevent any future landing of such watermark.

## BEHOLD! AN IDEA.

Here is an enthusiast and a letter written to a Toronto paper:

Editor Star, The profusion of American serial and pictorial literature to the exclusion of our own, prompts the undersigned to ask, is it not in the interests of Parliament to encourage British publications by the remission of the duty? We are pleased to learn of our neighbor's affairs through their writers, but the exuberance of their egotism is only varied by their efforts to remind their neighbors of their dependence on the continent to which they belong. A year's reading of such is tiresome—it is nauseating. Preferential trade in this direction would be granted without interfering with the favored nation clause, a healthier class of literature obtained, a boon to the student and reader granted, the necessity of American reprints obliterated, no infant industry injured, and an educative press that would foster Canadian aspirations established. I humbly commend this as the first step alike to free and preferential traders and as a first step toward the greater Britain that is yet to be.

## IMPERIAL FEDERATIONIST.

Truly, this man thinks for himself; but grand ideas often go to waste because too advanced to be practicable in view of our present day legislators. It will be twenty-five years yet before Parliament will begin to keep out bad books.

## A HINT TO YE GOODE SAINTE VALENTINE.

Dear old saint our fathers worshipped  
Whom we disregard of late,  
You forget that times are changing.  
Bows and arrows out of date.  
Your poor embassy, Cupid,  
Has to travel on the wing;  
Why not give him a bicycle,  
Tricycle, or some other thing?  
Why not get him a revolver,  
Rifle or a gatling gun?  
With these latter day improvements  
There would be just twice the fun!  
Is it that our hearts are smaller  
That he misses oft the spot?  
In these days the mighty dollar  
Seems to be the better shot.  
—Outing for February.

## BUSINESS CHANGES.

R. Duncan, Bookseller, Hamilton, Ont., is dead.  
A. J. Periard, law books, Montreal, has resigned.  
J. J. Greaves, fancy goods, Montreal, has been sold out.  
A. T. Milne, bookseller, Edmonton, N. W. T., is out of business.  
The W. P. Cole Shide Co., were recently burnt out at Montreal.  
N. F. Guertin of N. F. & V. Guertin, bookbinders, Montreal, is dead.  
Mrs. Craig, fancy goods, Brantford, Ont., has sold out to Mrs. E. Cornish.  
Alain & Co., manufacturers of playing cards, Montreal, have been asked to resign.  
J. H. Dobson, books and fancy goods, Bowmanville, Ont., has sold out to D. W. Campbell.  
The Misses Carmichael, fancy goods dealers, Montreal, are advertising a liquidating sale.

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The Montreal News Company,

PUBLISHERS' AGENTS.

## Fancy Goods

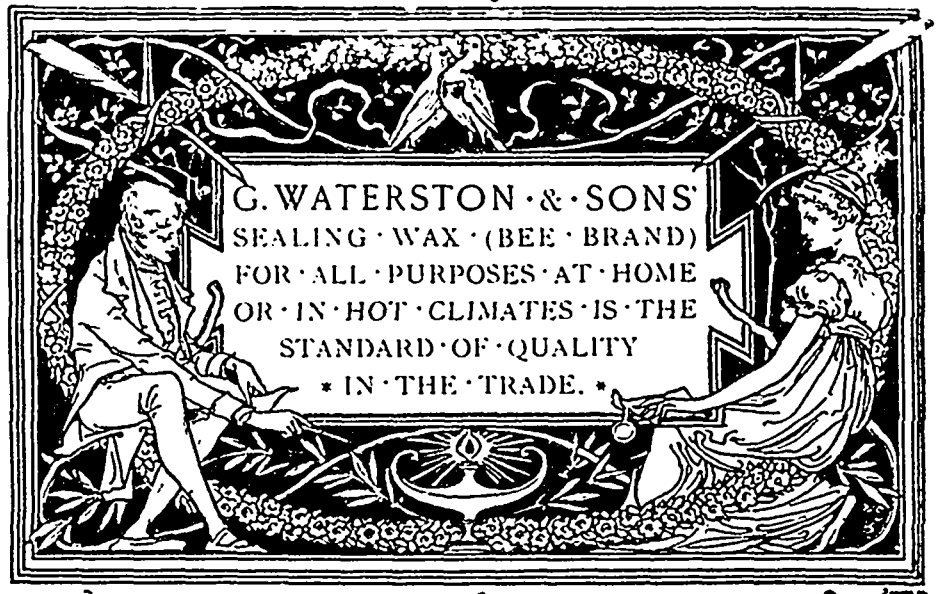
IMPORT orders are now being solicited by the fancy goods travellers. The advance samples have nearly all arrived in such lines as albums, plush goods, leather goods, and novelties; These have all been ticketed, and for the next two months they will be roaming the country, abused by inspecting merchants, hurried travellers and disgruntled baggage men and porters.

Already orders have commenced to come in, and the size of the first orders taken speaks well for the season's trade. Orders are, if anything, ahead of last year. There is certainly no falling off in the demand. Dealers all had a good day trade and a firm and confident feeling prevails.

Those houses who carry fancy dry goods report a fair trade in all lines, but the orders are not bulky by any means. Enquiries for the latest novelties are numerous and continuous, and small orders for these are being executed in abundance.

The Copp, Clark Co. are showing a well assorted line of import samples. In albums I can be truthfully asserted that some new ideas are shown. The Cathedral album is an album which contains on some of its leaves neat illustrations of the leading English cathedrals. These are a considerable addition to the beauty of the pages. A similar one and even more beautiful is the Nonpareil album in leather. This book contains portraits of Shakespeare's heroines done in imitation of steel engravings and with exquisite effect. The Columbian album is a small plush album with silver ornamentation on the cover, and containing colored illustrations of the World's Fair buildings. It is a very taking thing. Another beautiful album has a floral design on a celluloid cover. The tinting of the design is very artistically done, and the whole effect is striking. To enumerate at length their different lines would be out of place, but enough has been said to show that some new variations are shown in linings. In covers the newest thing is the natural wood cover with silver and other ornamentations. This class of albums had a large sale in the United States last season. Some of those shown by this and other houses this season are of German manufacture. A very new thing shown and controlled by this firm is a line of blush woodboxes with round unjointed corners. These are dainty goods.

Among the large stock of new novelties shown by the Boyd, Bower, Brownell Co. is a number of new kinds of glass bottles. They are showing the latest New York fad in these, being a white bottle, a French opal, with hand painted sprays of blue violets. The bottles are of two



shapes, the decanter shape and the Egyptian vase, and are shown in several sizes. Their line of satin finished or ground glass bottles are new, pleasing and exquisitely decorated. Another very new novelty is the Japanese pin ball, which is a new ornament for a lady's dresser. They are showing a silkette cloth 31 inches wide at 16 cents a yard which is used for backing art cushions, and which unless examined by an expert cannot be distinguished from a cheap satin. It is shown in all art shades and is taking well with fancy dealers. Colored matting or duck cloth is a new fabric used for covering embroidered photo frames. It comes in all the art shades. These last two lines are controlled in Canada by this firm. They are showing a novelty in art cushions made of red denim with pattern tinted in black and finished with Japanese gold, giving it the appearance of a handsome Japanese cushion, but at a tenth of the cost. French sateen squares, about 27 inches in length, are shown in great variety. They are decorated with an imitation of hand painting and can be used for large lounge pillows, or when trimmed with the new linen fringe make pretty table covers. Tinted or French painted photo frame covers of a fine white duck for embroidering purposes are a taking novelty. A manufactured novelty is a balloon letter rack made of plush, cane and sack cord. It is a neat decoration as well as useful.

During this month John Macdonald & Co. will show in the fancy goods and haberdashery departments many novelties for the coming season's trade. A special line will consist of art cushions, tea cozies and lead rests. These are made in satin, reversible, embroidered, and combination of satin and velvet, also a complete stock of art, embroidery and sewing silks, chenille cords, pompons and silk tassels. They have also a full line of purses, hair and cloth brushes, soaps, perfumes. The silver service set is also a quick selling novelty. Their extensive stock of Berlin and other wools is in excellent shape for the opening season.

Baby linen stand baskets are shown in great variety by Nerlich & Co. Some very unique shapes are included. One

basket is a new moon or circular shape, and this basket part is supported on three crossed legs ornamented with straw braiding. Other shapes both with and without covers are shown in great variety. A very handsome variety of this class of goods is a work basket on top of a music or book rack. This forms a handsome as well as an exceedingly useful article, and is selling very rapidly. Waste paper and office baskets in long range are exhibited. Baby linen baskets without stands are shown in numerous odd shapes, many of them being variations of the octagonal shape. A shipment of sixty enormous cases of these goods is to hand this month, which includes the lines enumerated above and also many varieties of lunch baskets. They claim to be showing the best value and greatest range in the market in this class of goods. A neat line of toy baskets is shown, and quoted at 90 cents a dozen.

Warwick & Sons do an import trade in fancy goods. They carry no stock what ever either now nor in the fall. Thus having no risk they can afford to sell on close margins. Their travellers are on the road at present with the new goods which includes everything suitable to the Canadian fancy goods trade that can be picked up in England, Germany, Italy, Austria and France. Their line surpasses all previous collections in extent and variety.

Now that the Joy & Seliger Co. have a Canadian agency they will undoubtedly gain a larger share of the fancy goods trade. This house handles no goods but those which they themselves manufacture. They make no trash, and pride themselves on the durability of the goods that issue from their large factories in New Jersey. They design their own goods and register them, so that they cannot be imitated. They lead in the class of goods they deal in. At present the agency here, under the management of Mr. Evans, is doing a large trade in ladies' belts. They manufacture a very extensive line in white metal, gilt, silver, and leather. The designs are new and striking, and deserve their success. A large lot of fancy goods will be shown in a few days. Some stock will be kept here and a full range of samples.

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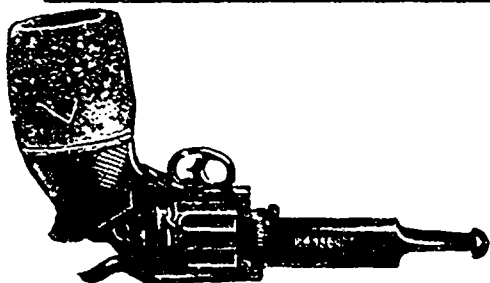
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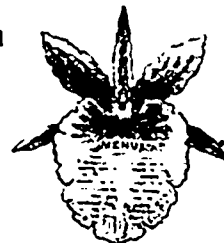
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## BOOK AND LITERARY NOTES.

**S**Ocial problems, the labor question and the theories of Henry George are dealt with in the latest romance, "The Man from Mars," by Hon. William Simpson, of California. Mr. Simpson is a State senator, and a writer of ability. The book is published this month in paper covers, by the San Francisco Publishing Company, of San Francisco.

It is claimed that upwards of 700,000 copies of Mr. Albert Ross's novels have been sold within four years. The book that took Mr. Ross from the editorial chair of a Boston newspaper was "Thou Shalt Not," which has now reached a sale of nearly 200,000 copies. "His Private Character," "Speaking of Ellen," and others, followed rapidly. His royalties have amounted already to \$60,000, and each year his popularity seems to increase.

The impression made by Mr. F. Marlon Crawford in Chicago has been a pleasant one. The novelist looks like a cross between the typical Yankee and the typical heavy swell of the Du Maurier cartoons. Mr. Crawford has been honored somewhat during his sojourn in Chicago.

Mr. W. S. Milner, B.A., recently delivered a lecture on Tolstol and his novels in the University of Toronto. Mr. Milner endeavored to let Tolstol tell his own story, and the paper was not so much a criticism as an interpretation of Tolstol's thoughts. The early mental and spiritual struggles of this incomparable master of fiction, this greatest of all realists, who seems a lonely figure in his story, and whose love of humanity is one of the greatest and most marked characteristics, were traced with the commendatory touch of an admirer and the ruthless acumen of a critical scholar and thinker. In Tolstol's novels the characters were real, but the fallacy of connecting the moral and artistic sense was shown in several of his works. The painful struggle between rich and poor was a fruitful source of thought to one of Tolstol's mind, and this Russian John the Baptist, as the lecturer termed him, preached the simplification of life with a forceful understanding unmet with in the works of any thinker of our times.

Harper & Brothers, New York, have issued a bulletin which contains a great deal of criticism on the defective methods of teaching English in the schools of the United States. The criticism is sound, and just, and might be applied to Canada. They advertise very strongly the new book on English by Adams Sherman Hill of Harvard University, "The Foundations of Rhetoric." This and other works of this author are worthy of a place in every Canadian teacher's library.

F. Marlon Crawford's latest work, "The Children of the King," is being pushed on the Canadian market by the Toronto News Co. It is reported to be having an enormous sale. In fact, all Crawford's novels are selling well in Canada at present.

Hawley Smart is dead. He was sixty years of age.

On March 6th Porter and Coates, Philadelphia, will publish two new books. "Facing the World," or the Haps and Mishaps of Harry Vane, is the title of a new work by Horatio Alger, Jr., author of "Ragged Dick Series," "Luck and Pluck Series," etc. The other one

is also a book for boys, entitled "Two Ways of Becoming a Hunter," by Harry Castlemon a well known writer of adventure fiction. These books will be 12 mo., illustrated, and bound in cloth. The retail price will be \$1.25.

## NEWS ABOUT SLATES.

The following comes from an Ottawa correspondent of a Toronto paper: Messrs. J. G. Whyte & Sons, wholesale stationers, received to-day from Pennsylvania a box of school-slates invoiced at \$30.00 on which they paid a duty of \$20.84. There used to be a slate factory in Danville, Quebec, and this was the only one in Canada. In order to protect this factory a duty of one cent per slate of whatever size and 20 per cent ad valorem was imposed by the Government. The factory is closed and the industry is dead, yet the duty continues, and is found by dealers and consumers to be very oppressive. An example of this is the case of J. G. Whyte & Sons mentioned above. On one case of small slates the invoice price of which was \$3.29, the sum of \$2.52 had to be paid for duty. In the tariff rate there is no discrimination with regard to the size of the slate."

## PAPER COVERED WISDOM.

A certain class of people delight in sports for all kinds. Traders have customers of this kind, and if they do not sell them a magazine called "Outing" it is simply for lack of showing it. The February number is more interesting than ever. The March number is just as good.

The complete novel in the March number of Lippincott's, "Waring's Peril," is by Captain Charles King, the laureate of our little army. No living author is more sure of an eager audience, or more certain to hold and delight his readers. No one knows more thoroughly the matters of which he writes, and no one can describe them with such graceful and natural art. His stories always have a plot, his characters are living men and women, he makes the barracks, the march, the battle-field, as near to us as if we had been there, and he clothes them in something of the light that never was on sea or land,—for he is a poet, whose poetry insinuates itself through practical and most readable prose.

Two Tales for February 11 has two odd stories. One called An Electrical Case deals with a case of insanity based on a delusion based on electricity and cured by most elaborate lying on the part of the doctor, and the other descriptive of life among the Malungers, that queer remnant of Indian-Negro humanity living in the Great Smoky Mountains.

The January Century has been out of print for some time, and of the February number the publishers now have unfilled orders for more than five thousand copies, awaiting a new edition. A large first edition of the March Century, containing the Reminiscences of Napoleon at Elba, will be ready on the first day of March.

Once a Week is a magazine worthy of newsdealers' attention. At present the southern people and their authors are being written about. The illustrations in the journal are well executed.

The Arena for March has three splendid articles on social and economic ques-

tions, one of them being by the able editor of the magazine, B. O. Flower, the subject being "A Pilgrimage and a Vision."

Hawaii is taking a great deal of public attention at present, and the March Overland Monthly contains three illustrated articles on the islands and their volcanoes.

Not often does a magazine venture upon the unknown and almost lurid field found in the wonderfully strong story in the March Cosmopolitan, entitled "The house of the Dragons," a vivid description of life in our great cities, from whose perusal no young woman of social standing can fail to discover a new sense of the responsibilities and duties of society.

## LIVE WAYS TO GET TRADE.

Behold a bookseller with life. He wants trade, and he uses his brains to get it. He advertises every day, and his advertisements contain something which is information to even a learned book-buyer. Here are two of his ads.:

It Will Add to His Reputation.

Albert Ross, the now famous author of the Albatross Novels, has produced an other entrancing piece of fiction under the title, "Thy Neighbor's Wife." Though told with less boldness than the former story, it is quite its equal in absorbing interest. As a tale it is very original, one whose progress never flags, and is very cleverly constructed. The inevitable law that punishment follows sin, dragging down the innocent as well as the guilty, is set forth in a strong hand. John P. McKenna, 80 Yonge street, near corner King, has a full line of the works of this author, so well known in the United States.

He Attacks the Government—A Brilliant Article by D'Alton McCarthy.

Very interesting reading to politicians is found in D'Alton McCarthy's attack in "The Canadian Magazine" on the government's assuming to consider the Manitoba School Question as a judicial body. He holds the course taken as extremely dangerous to our institutions. In this number, which is to be had at John P. McKenna's, 80 Yonge street, near King, bookseller and newsdealer, is a brilliant array of contributions by leading Canadian writers, amongst them Principal Grant, Professor Clark, J. H. Cameron, Pauline Johnson, W. W. Campbell, and others. The magazine is a distinct success in appearance and character.

Do these paragraphs, clipped from a Toronto daily, denote a dead bookseller or a live one? If there is another live bookseller in Canada, let him be heard from at once.

## WHO SELL BIBLES?

Editor BOOKS AND NOTIONS,

Toronto, Canada.

Dear Sir,—Your journal came to hand all O.K. Please give me the name and address of a leading Bible house of your country in your next issue.

Yours very truly,

S. H. CARNAHAN.

(College Place, Wash., U.S., Feb. 6, '93.

(The leading houses who handle Bibles in Toronto are the Methodist Book Rooms, The Copp, Clark Co., W. J. Gage & Co., and C. M. Taylor & Co.)

TRADE CHAT.

**M**R. GEO. D. RICE, of Winnipeg, is reported to be in difficulties; but they are thought to be of a temporary character.

Richard A. Saultfield, music publisher, New York, has failed.

The National Wall Paper Co. lost \$200,000 by a recent fire in a storehouse in New York.

The liabilities of Nathaniel Davis, the Yonge street fancy goods dealer, are \$22,388, and assets \$33,269.

The employees of W. J. Gage & Co. had an outing on the evening of February 3rd. It was a sleighing party.

The Mellish estate in Brantford pays 20 1-2c. on the dollar. Mr. A. F. Rutter was the inspector for the creditors.

T. Chapelle, stationer, Charlottetown, P.E.I., was burned out on the 5th ult. His insurance amounted to \$7,000, but still his loss is heavy.

The Vancouver Board of Trade passed a resolution urging the Dominion Government to establish a fast Atlantic service as soon as possible.

Wholesale merchants in Winnipeg have protested to the City Council against taxation on stocks, stating that it is keeping wholesale men out of the city.

The stock of H. A. Mellish, stationery and fancy goods, Brantford, has been sold at Suckling's in two lots to Mrs. Mellish, at 34 and 33c. on the dollar respectively.

I. C. Overall has been in the stationery business in Belleville, Ont., for over 25 years. His assets are nominally \$9,000 and his liabilities are \$4,000, and yet they do not seem to be equal.

Frank Porter, bookseller, 353 Yonge street, Toronto, complained to the detective department recently that someone had broken his plate glass window and taken therefrom a valuable shot gun.

Mrs. Woodliffe's fancy goods store in London, Ont., was burned on the 6th inst. The loss will be about \$7,000. Mrs. Woodliffe holds some insurance on her stock, but not nearly enough to recoup her in the loss sustained.

BOOKS & NOTIONS is in receipt of a catalogue from Godefroy Mayer, 17 Rue Richer, Paris. It contains names of portraits of over 4,000 French, English, Russian, and other personages, pictures, etc. Portraits and historical prints concerning America are numerous.

The Bentley estate, consisting of stocks in Toronto and Peterboro', amounting \$16,000, has been sold to Mr. Russell, of St. Lawrence Market, Toronto, for 59c. on the dollar. The stock of C. W. Brownell, Cornwall, amounting to \$12,000 has been sold to R. Larmour, Cornwall, for 55 1-2c. on the dollar.

The paper makers of the Dominion, to the number of about 20, met at Montreal on February 8th. The meeting was a private one, but the chairman, Mr. MacFarlane, of the Canada Paper Company, states that the business was of a routine character, and that there was nothing of public interest done.

About two years ago a suit was instituted against the Evening Post by Funk & Wagnalls, of New York, claiming \$100,000 damages for criticisms which appeared in that paper criticizing Funk & Wagnalls as thieves for reproducing the Encyclopaedia Britannica. This, of course, occurred before the passage of the International Copyright Law. On

February 17th, a decision was given in favor of the defendants. The case will be carried to a higher court.

Mr. R. S. Knight, of Brockville, a member of the Royal Society of Literature, has a little daughter, eleven years of age, who has already published a book of poems. Her booklet contains a selection from some sixty pieces written in the year 1892 at the foot of the Thousand Islands.

Failures compared: Week ending January 21st, 39, corresponding week last year, 72; week ending January 28th, 48, last year, 44; week ending February 4th, 54, last year, 34; week ending February 18th, 45, last year, 68. Total in these four weeks of this year are 186, while last year in the same period they numbered 218—a decline of 15 per cent.

At the Toronto police court recently Wm. Mumford was committed for trial on charges of embezzling from Henry Smith & Co., the Bay street fancy goods wholesalers. Wm. Smith, the manager for the firm, by whom the accused was engaged as bookkeeper, produced the books and pointed out several false entries, upon which the crown based its case.

Mr. Justice MacMahon recently finished the trial of the action of Ellis v. Taggart, and delivered judgment, setting aside as fraudulent the chattel mortgage and transfer of stock, made by Allport & Co. to Ellis & Co., Toronto. Ellis is the assignee of Allport & Co., so that this judgment will have the effect of giving the creditors about \$3,000 more than they otherwise would have got.

A new postal car service has been authorized between London and Toronto, by Grand Trunk trains, via Stratford, due to leave London at 7.35 a.m., and returning at 9.20 p.m., and will shortly go into operation. This will be a great accommodation to London and the west, and will bring into direct communication the several offices between London and Toronto along the line of the route named.

The New York World says the directors of the United States Book Company had a lively meeting in Jersey City on Jan. 28th. John W. Lovell, who organized the combination, was ousted from the vice-presidency, and an action will be brought against him. Edward Large resigned his office as treasurer of the concern, and the state of affairs developed at the meeting shows that there is much bad feeling among the publishers, whose combine in July, 1890, with a capital of \$3,250,000, was regarded as a "cheap novel trust."

The chief reason for the influence which trade papers have attained in modern business life is that they enable the manufacturer or wholesale dealer to address himself directly to the men to whom he wishes to sell his goods. They concentrate his fire solely upon those whom he desires to reach instead of scattering it and wasting the greater part of it on people with whom he cannot expect to deal, as would be the case if he advertised in daily papers or other periodicals, in which little or no attention is paid to trade news or interests.—The carpet and Upholstery Trade Review.

Joseph M. Valois, wholesale and retail stationer, 1626 Notre Dame street, Montreal, has assigned at the instance of Messrs. George Borgfeld & Co., New York the liabilities are \$65,000 and the assets nominally \$75,000. Mr. Valois carried on business some years ago under the name of Beauchemin, Valois & Co. Valois retired, taking out his capital, and a

couple of years ago, started in business for himself. He erected a large store on Notre Dame street at a cost of some \$25,000, and the placing of so much capital in this building is given as one reason for his failure.

The Society of American Authors met in New York on February 10, and discussed plans for the protecting of authors in the matter of dealing with publishers. The subject has long been under consideration, and has for its purpose the formulating of some plan by which publishers can be prevented from issuing unauthorized editions of any author's works without paying the author his fixed royalty. The French stamp or seal plan seems most favored. This consists of a private seal or stamp being issued by the author, one of which the publisher must place in each book. The question of model contracts also received some consideration.

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## MR. EDGAR'S BOOK.

FROM the publishing house of William Briggs, Toronto, comes a little book of verse bound in delicate, pale blue covers, and bearing the title, "This Canada of ours and Other Poems," by J. D. Edgar, M.P. Though Mr. Edgar's verse is not unknown in Canada—his "The Song Sparrow" and "The White Stone Canoe" being already well known to readers of verse, the former known to readers of verse, the former being incorporated in "Songs of the Great Dominion"—yet he is an agreeable surprise to lovers of Canadian letters that a leading politician, amid the hard toil and stress of public life, should still find time to cultivate those more sensitive and more refined moods that are necessary to the production of verse.

It might be hard to classify these few poems among the many productions of our past and present literary development. The author of "The White Stone Canoe" and "The Song Sparrow" has made literature a pastime or recreation from the sterner toils and cares of every day life. Such as it is, it shows scholarly refinement and some literary power, with a good deal of the patriotic spirit which this country so sadly needs. "This Canada of Ours" and "Arouse, Ye Brave Canadians" have evidently been written from the heart, and there is terse strength and an awakening power in

Let every man who swings an axe,  
Or follows at the plough,  
Abandon farm and homestead,  
And grasp a rifle now."

"The Canadian Song Sparrow" is a genuine nature-lyric, and the production of one who has a loving eye for our every-day nature, and makes one wish that the writer had done more work in this direction:

When the farmer ploughs his furrow,  
Sowing seed with hope of harvest,  
In the orchard white with blossom,  
In the early fields of clover,  
Comes the little brown-eyed songster,  
Flitting in and out of bushes,  
Hiding well behind the fence,  
Peeling forth his song of sadness."

Such lines, by their genuine, simple and truthful beauty, bespeak for themselves a place in our permanent Canadian literature. "The White Stone Canoe" is finely written and can scarcely be called an imitation of "Havatha," but the long fellian style of stanza and the manner was, to say the least, unfortunate, and takes from the poem even that charm that Mr. Edgar has added to it. Even "Havatha" has suffered from the extreme facility of the verse in which it is written, a kind of verse that does not generally adapt itself to any depth of thought or feeling, and is certainly unfitted for the best kind of nature description. It is a kind of wordy chant, that flows from the mind as fast as it enters. Mr. Edgar's poem, however, shows a fine, pure, choice of language, and a certain vigor of style that makes it more than readable, and leads one to believe that had he taken a less hackneyed form of verse he might have produced an original poem of power worthy of the subject.

There are some good translations in the book, but the other good thing, to my mind, is "Nunc est Bibendum," which suggests a poetical power, even in a

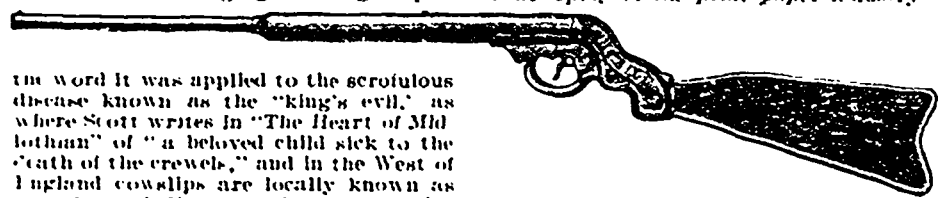
translation, not common in our literature:

"The daughter of a hundred kings,  
She spurned the Roman chieftain,  
And sought to spill the fiery blood  
That swelled her ruby veins.  
"In her ears the charlots rumbled,  
In her ears the shoutings rang,  
Then she bared her snowy bosom  
To the serpent's poisoned fang."

This is not verse to be sneered at, or tolerated merely because it is Canadian. True lovers of verse read for enjoyment and inspiration, and in this little book both will be found, if to a limited extent. Mr. Edgar has done wisely in publishing. And in this simple and unaffected volume he has materially added in a scholarly manner to that rapidly growing store of patriotism and love of nature with which our literature is becoming endowed.—C. in The Globe.

## A CASE OF CREWELS.

Although no particular notice was taken, says an English exchange, at the time of the title of crewels being given to embroidery worsteds, when they were brought again into use some twenty years ago it was a remarkable textile revival. Crewels—or, as the word was written, crule, crewle, cruile, cruele, and crull—had been familiar to English needle-women for several centuries, and were not only used in tapestry making and other forms of needle painting, frequently for ecclesiastical vestments, but were made too, into the small sheries of fashion, such as laces and fringes, as well as into garters and hose. Evidence in abundance can be obtained as to the employment of crewels in each of these several capacities, and the material can be traced as far back as 1491, when "crole" was bought by weight. The literature of this good old stand-fast in smallwares, if it were followed out, would be found often singular, and generally entertaining, from the "cruel garters" in King Lear, to the crewel-made ties with which Frank Walton went a-fishing, with many another interesting reference besides. From a curious rhyming of changes upon



## THE DAISY AIR RIFLE.

Messrs. H. A. Nelson & Sons have been appointed sole wholesale selling agents for the "New Daisy" air rifle. As will be seen in the engraving it is a very good line. It has been on the market long enough for dealers to know that it is good in every respect. All metal parts are beautifully nickel plated. Every gun is tested before leaving the factory. The chief points about the gun are strength, ease of manipulation, force and accuracy in shooting, lowness of price. Messrs. H. A. Nelson & Sons are quoting the skeleton stock rifle at \$10.80 per dozen and the wood stock at \$12 per dozen. At these prices the result should be a very big sale. They have already taken a large number of orders to be delivered out of the first shipment, so that orders had better be placed early. The illustration shows the wood stock.

the word it was applied to the scrofulous disease known as the "king's evil," as where Scott writes in "The Heart of Midlothian" of "a beloved child sick to the death of the crewels," and in the West of England cowslips are locally known as crewels, reminding us of the way in which country children speak of primroses as either plim-eyed or thumb-eyed. We have, however, no intention of writing now a full, true, and particula-account of crewels in all their relationships, but merely wish to ask, while the matter is still well within memory, by whom they were brought up and given a fresh lease of life in trade. At the beginning of this century Berlin wood-work, in all its rectangular hideousness, had begun its reign, and crewels were discarded. The name began to appear in commercial dictionaries as belonging to an article out of use and dropping out of mind, although it was retained in rural districts, and in the northern counties was specially dear to the little ones, for whom balls were covered with it in many colors and patterns. But who was it that brought crewels out into the light again, and is there any history attached to the re-introduction of the material?

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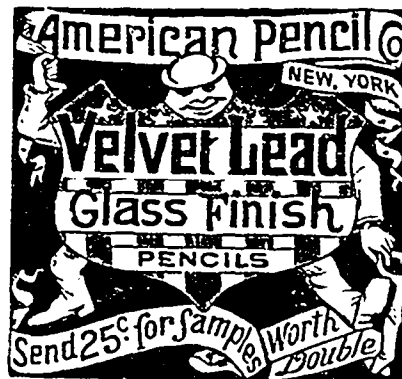
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6763. The Fifth General Council of the Presbyterian Alliance. Convened at Toronto, Sept. 1892. Photo. Josiah Bruce Toronto, Ont.
6764. Combination Photograph of the Santa Maria (Columbus ship) and the Beaver, the Pioneer Steamer of the Pacific. Walter Henry Brown, Vancouver, B.C.
6765. Insurance Plan of the City of Montreal. Volume II Charles Edward Goud, Montreal, Que.
6766. Syllabus of Elementary Mechanics," by James Loudon, M. A., with Suitable Exercises and Examples. Prepared by C. A. Chant, B. A. Rowse & Hutchinson, Toronto, Ont.
6767. Sweet Ethel Waltz. By F. Boscovitz. The Anglo-Canadian Music Publishers' Association, Ltd., London, Eng.
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6771. Main Street Views, Winnipeg, Man.
6772. The Lady of the Sea Song Words by W. H. Bellamy, Music by Henry Smart. E. Ancherberg & Co., London, England.
6773. All That my Heart would Say. Song. Words by A. Horspool, Music by M. Piccolomini. I. Suckling & Sons, Toronto, Ont.
6774. La Fleuse Etude pour Piano, par Joseph Raff Op 517. No. 2. Patey & Willis, London, England.
6775. Missa pro Defunctis quam ad quatuor voces pares. Organo ad libitum cantante. (Messe des Morts.) Cleophas Bourdinas, Pretre, Montreal, Que.
6776. Protes Mercier 1892. Les causes qui l'ont provoqué. Quelques faits pour l'histoire. Par J. Israel Tarte. Louis Joseph Tarte et Eugene Tarte, Montreal, Que.
6777. Secret Confession to the Priest Exposed. By Margaret L. Shephert, Brockville, Ont.
6778. Three Years Under the Canadian Flag as a Cavalry Soldier. By James Gibson Slater, Toronto.
6779. Bell Telephone Company of Canada, Ltd., Hamilton and Dundas Exchanges, Subscribers' Directory, Ontario Department, January, 1893. The Bell Telephone Company of Canada, Ltd., Montreal, Que.
6780. This Canada of Ours, and Other Poems. By J. D. Edgar, M. P., Toronto, Ont.
6781. The Western World, Vol. 4, No. 35, January, 1893 Magazine Acton Burrows, Winnipeg, Man.
6782. The Flower Song. (Le Parlate d'Amor.) From the opera Faust. English version by F. H. Chorley. Music by Gounod. Chappell & Co., London, England.
6783. Students Dance. (No. 9.) Golden Moments. Arranged by Frederic Forest. I. Suckling & Sons, Toronto, Ont.
6784. Reports of Cases Decided in the Court of Appeal for Ontario during parts of the years 1891 and 1892. The Law Society of Upper Canada, Toronto, Ont.
6785. Weep Not, My Mother. Recit. I Dreamt I was in Heaven. Aria. From the Oratorio of Naaman. Composed by M. Costa. I. Suckling & Sons, Toronto, Ont.
6786. With Sheathed Swords. Damascus Triumphant March. Chorus and Solo. From the Oratorio of Naaman. Composed by M. Costa. I. Suckling & Sons, Toronto, Ont.
6787. Semi-Centennial Report of the Montreal Board of Trade. Sketches of the Growth of the City of Montreal from its Foundation. Statistics of Progress and Report of the Council for the year ending 31st December, 1892. The Montreal Board of Trade, Montreal, Que.
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