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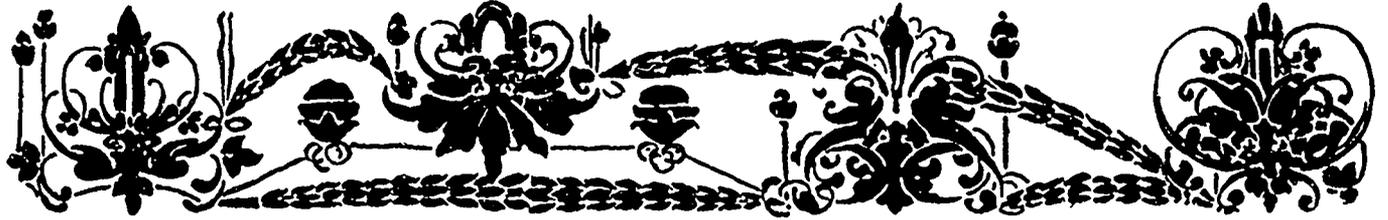
THE COPP, CLARK COMPANY,

PUBLISHERS,

Limited,

TORONTO.

The Bookseller and Stationer



Vol. XVI.

TORONTO AND MONTREAL, CANADA, NOVEMBER, 1900.

No. 11.

THE SALE OF SCHOOL TEXT BOOKS.

Suggestions and Comments by Several Ontario Booksellers on the Subject of Changes.

IN the last issue of THE BOOKSELLER AND STATIONER reference was made to the School-Book Question in Ontario, and to the fact that many dealers were not satisfied with the present system. It was also pointed out that a discussion in these columns by the trade might result in some valuable suggestions which would remedy the present grievance, which is, that the dealer is continually suffering loss from dead stock when changes are introduced by the Department.

We have received letters from several leading booksellers throughout Ontario who do a large trade in school books, and these letters will be read by the trade generally with considerable interest.

It will be observed that Mr. Nelles, of Guelph, offers a working plan which would reduce the difficulty to a minimum.

Mr. Hamly, of Picton, also contributes his views on the present situation and announces his willingness to join with others in conferring on the subject.

Mr. Wilson, of Seaforth, also writes a very practical letter which will stimulate the discussion.

Messrs. Stratton & Co., of Peterborough, are among those who have not felt the difficulty as greatly as others, as their letter shows.

We invite further correspondence in order that the trade may thoroughly ventilate their views before a definite conclusion is arrived at. It seems to us that a meeting of the trade, later on, in some central point, say, London, Hamilton or Toronto (perhaps Toronto preferably, since the Department of Education could be seen

at the same time), might be arranged, and every detail of the question should be gone into. No doubt, as one of our correspondents says, it might be hard to find a plan to satisfy publisher, dealer and public alike, but there is no reason to think that an improvement on the present system cannot be arrived at, if the views of all are exchanged beforehand, and a plan carefully thought out.

We give the following letters, therefore, as valuable and practical contributions to this discussion.

MR. NELLES, OF GUELPH.

"In regard to the question of changes in text books for schools it will be found very difficult to find any means that will solve it satisfactorily to three such different classes as publishers, dealers, and the public so that a loss may not be sustained by any one of the three.

"I do not think the six months' notice of a new book would help anyone, as it would occur, say, in the middle of a school term and it is impossible to clear any stock for some months previous to the Summer vacation.

"However, I offer the following plan, which I think could be made feasible and also work as nearly satisfactorily as it is possible to have it.

"When a new book is authorized for use have the Department of Education authorize it for, say, a period of five years, and, at the end of the term, if satisfactory, have it reissued in terms of, say, three years until a new book should be gotten out to replace

it, each book so authorized to have printed on the title page the following :

Authorized by the Department of Education for Ontario, the twenty second day of October, nineteen hundred, to be used as a text book for the period of five years from the above date.

"Under this system the publishers and dealers, for a year ahead of the expiration of any term, could govern their stocks accordingly and have no excuse for a heavy loss should a change occur, as, by glancing at the first page in any book when ordering their stocks, they could make inquiries of the publishers of near the end of a book's term and find out any changes that will likely take place.

"I would also ask your valuable space and time to suggest that the English Literature be not changed yearly but make it good for at least two seasons, and that the French and German be at least three years, as the greatest loss occurs in these books, no dealer being able to carry a proper stock and not sustain a loss of at least one or two copies annually. I should not say no dealers, but outside booksellers, as Toronto dealers and departmentals should never sustain a loss as they have a telephone and the publishers at their doors to order daily only what they need.

"No wonder they offer 20 per cent. discount to the public of Ontario, when they save all loss on freight, boxing and surplus stock, and receive cash with each order, an item to a dealer 50 miles from Toronto of nearly 10 per cent. Again regretting the length of my letter and hoping some benefit may be derived from this discussion,

"I am, yours truly,

"CHAS. N. NELLES,

"Guelph."

"Guelph, October 22, 1900."

MR. HAMLY, OF PICTON.

"Re school book question. I certainly think that some united action might be taken by the trade, and have no doubt but

that the Department would satisfactorily meet its wishes.

"In most cases, when a change of book takes place, even with notice, some loss is bound to take place or lose sale of books. When the public school geography was contemplated, I was out of the old ones and would tell my customers that a new one would be out beginning with the next term, but invariably they wanted the old one anyway.

"I would advocate a notice of at least a year to the booksellers and publishers only, the second half of the year through which to lessen stock of any book to be changed.

"Also, why change a book so often? The public school geography had a run of, say, 15 years and probably was needed, but the new French and Latin change was sprung on us all without notice and when my stock was particularly heavy; also the German, which is about ready.

"The old stock is of no use, for the teachers know of a new edition to be ready soon, but will not commence a class until it is ready.

"In the case of these last three text books, there was no reason why the change could not have taken place next year and notice given to us. A scholar, as a rule, would only use the above one year and be through with same and so would not feel any personal loss.

"I would be glad to help urge on the Department any changes you think best in order to provide a remedy.

"Yours truly,

"J. W. HAMLY."

MR. WILSON, OF SEAFORTH.

"In regard to the loss sustained by the trade on account of frequent changing of text books in our schools, it's an old sore and one very difficult to cure.

"The Department must maintain the prestige of our educational system, and not allow our boys and girls to be at a disadvantage through the use of inferior books. But, at the same time, they ought to deal fairly with both publishers and dealers.

"I do not think that a public announcement six months before the book is authorized would be at all satisfactory; in fact, that would, I think, simply aggravate the present situation. As I often find it, teachers get the information that a new book is coming out, whether from inspectors, educational journals or publishers, it does not matter, they get it, and the consequence is that (particularly in public schools) promotions in that subject cease, and no more books are purchased. They struggle on with what they have until the new book comes out, which in many cases entails a heavy loss on the dealers, although the trif-

ing cost to each individual pupil would have been doubly repaid by the regular work of the school continuing, each pupil supplied with the text book still in use.

"I think that if the Department mailed a confidential circular to each bookseller, wholesale and retail, in the Province, six months before the new book would be permitted, or secured a permanent space in THE BOOKSELLER AND STATIONER for the express purpose of announcing such changes, giving the name of book to be replaced, title of new book, publisher and price, when it may be used, and when it must be used, then, at the expiration of that six months, the inspectors and educational journals might announce that a new book was ready, and use of it would be compulsory after six months.

"This to my mind would be an improvement, although no doubt there will be objections to this plan. I give it for the purpose of encouraging discussion on the subject, trusting that some remedy may be found that will lessen the evil.

"Yours truly,

"ALAN, WILSON."

"Seaforth, October 23, 1900."

STRATTON & CO., OF PETERBOROUGH.

"Re changes in Ontario school text books, we might say that we do not see that we have any very serious complaints to make, as we have always found that the publishers have been willing to give us any information asked for in regard to forthcoming books.

"We think a great many of the losses are caused through carelessness. We would not be in favor of the Department publicly announcing the changes six months ahead of time, as it would, no doubt, interfere with the sale of the old books during that period.

"Yours truly,

"A. H. STRATTON & Co."

"Peterborough, October 31, 1900."

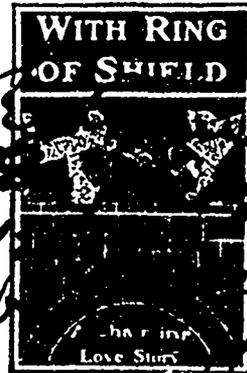
THE NEW WEBSTER'S.

The first Webster's International Dictionary was published 10 years ago, and, notwithstanding its completeness, the numbers of words and phrases which have since come into the English language render it necessary to make additions to it if it is to keep its name of the standard dictionary of the language.

Accordingly, in the new edition there are 25,000 additional words, phrases and definitions, and the illustration plates have been renewed throughout. It retains all the excellencies of the old International, with several new ones. The ideas and principles are the same, and the scholarship and knowledge employed in producing the present edition surpasses even that of the first International.

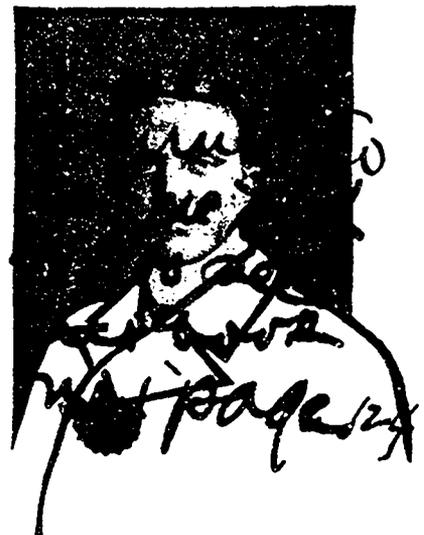
NEW NOVEL BY A CANADIAN.

There are many historical romances in the fiction of to day, and all of them are not well done. "With Ring of Shield," by Mr. Knox Magee (Toronto: Geo. J. McLeod, cloth, \$1.25, paper, 75c.), is,



however, a novel of real dramatic power, entertaining, vivid and picturesque. It is a tale of the days of Richard Crookshank, the last of the Yorkists. The fortunes of two knights, Sir Frederick Har-

leston and Sir Walter Bradley, are traced throughout the stormy reign of the bad king. Fate ordains that they champion the cause of King Edward's widow and her two sons, who ultimately fall into the hands of their murderer-uncle. Bradley is sent to the Tower. His escape is thrillingly told, but he and his lady-love fall into the hands of a bitter enemy, Catesby, one of Richard's creatures, and the persecutor of the Lady Hazel. The finale comes with the fight at Bosworth Field, the lovers are reunited, and the long peace that settles down on England at the accession of Henry VII inspires Bradley, in his old age, to



MR. KNOX MAGEE.

The new Canadian writer and author of "With Ring of Shield."

recount to his sons the doughty deeds of his youth. It was the period of blood and iron, when the sword was seldom sheathed, and men in armor fought in the forests. Mr. Magee has evidently studied his materials with care before using them, and reproduced the terrible features of the time with vigor, but without repelling the reader. The author, who is a Canadian, has, in this, his first tale, given evidence of talent above the ordinary, and the novel is a strong and able piece of work for which, without exaggeration, a considerable success may be predicted.

BOOKS AND PERIODICALS.

NEW CANADIAN WORKS. Among the announcements made by Wm. Briggs are several Canadian books.

The second edition of Barlow Cumberland's "History of the Union Jack" is now ready. It is greatly improved on the first edition, and comprises nearly 100 pages more additional illustrations. Mr. Cumberland has packed into the 324 pages of his book a wonderful store of interesting information about the old flag. It is a book that no school, public or private, in all Canada should be without. The Provincial Government might spend money much more unwisely than in placing this book in the schools under their care. Sad to relate, the average Canadian is as ignorant of the origin and history of his flag as he is enthusiastic about it.

A book of nursery rhymes of unique interest is now in the press and will be ready in good time for the holiday trade. It is entitled "Mother Goose's Bicycle Tour," and is the work of Mrs. M. A. Bonnell, of Bobcaygeon. The unique feature of the book is that the verses are partly in English and partly in French. Many of the familiar Mother Goose rhymes are served up in this form, and the book undoubtedly will be, as its author intended it should, a useful help to students learning French. The illustrations are numerous and cleverly drawn, particularly the humorous ones. It is a book that will delight the children, even though they may not understand the French. The latter difficulty, however, is overcome by a glossary, in which Mrs. Bonnell has entered all the French phrases with their translation into English.

Miss Sara Mickle, who collaborated with Miss Fitzgibbon in the Cabot calendar, and next year issued another Canadian calendar entitled "Historic Days," has prepared one for 1901 that should be immensely popular. It is entitled "In Her Days," and its dates record leading events in the reign of Her Majesty the Queen. In these all parts of the Empire are represented, and each of the calendar pages is devoted to a separate country or colony. Miss Mickle has caught the spirit of the time. Her calendar is a splendid contribution to the new Imperialism. As a work of art it is as fine a specimen of lithographing, in design and execution, as we have seen. The Toronto Lithographing Co. certainly have done excellent work. It is interesting to note that the event recorded for November 5—

the day of the return to Toronto of its quota of the Canadian contingent—is that of the battle of Inkerman. The calendar is a most valuable compend of British history in the last 63 years. Miss Mickle deserves great credit for the happy idea of the calendar itself and the painstaking work of compiling it.

THE COPP, CLARK Co.'s LIST.

Several books in the important list of The Copp, Clark Co., Limited, have appeared and give proof that some of the best-selling books of the season are coming from this house.

The first of these is "Tommy and Grizel," which is one of the most humorous and yet pathetic stories that has appeared in many years, and is in many ways the best book which Mr. Barrie has written. In advance of publication 62,000 copies were sold, and there can be little doubt that the book will go on selling for months owing to its inherent brightness and attractiveness. The author develops Tommy into a brilliant literary man with some of the good qualities of his youth, but also what looks to be a strain of worldliness in his composition. This in the end brings him and Grizel a great deal of unhappiness, and in the last chapter of the book Tommy dies. But there is so much enjoyableness in Tommy's rise to fame and in his wooing of Grizel that the book can hardly be called a sad one.

THE REIGN OF LAW, which is having a remarkable sale in England, as well as in Canada, has reached its 100,000 mark, and may, therefore, be considered one of the reigning favorites.

DR. MITCHELL'S MASTERPIECES.—In "Doctor North and His Friends," just issued, there is something so unique that it is really a class above the ordinary novel. The writer of this paragraph has never read a more charming book of the kind, which embodies the scholarship, the experience and the taste of a cultivated man in a connected story of which the chief features are character-studies and witty dialogues. Imagine a band of well-bred people who discuss every question under the sun, bringing to bear a great deal of light and learning on each subject, with such a spice of delightful humor that you are laughing half the time, and you will get an idea of Dr. Weir Mitchell's new book.

A companion volume to this is Dr. Mitchell's "Hugh Wynne," a new Cana-

dian copyright edition of which has been issued by The Copp, Clark Co. This historical novel has been cordially received as an excellent picture of the Revolutionary War, and it is written with the author's well-known charming simplicity of manner.

The cable news of November 3 announces the appearance in England of Maurice Hewlett's new book "Richard Yea and Nay," and we may be sure that it is creating a stir in London or it would not be spoken of by the cable correspondents. The story deals with the same period of English history as "The Forest Lovers."

THE CRISIS.—The author of "Richard Carvell," of which 350,000 copies have been sold, has written a new book called "The Crisis," which promises to repeat his former success. It is a story of the period of the Civil War in the United States, and such characters as Lincoln, Grant and Sherman figure in it. The work will be finely illustrated.

THE AUTHOR OF "JANICE MEREDITH."—In Canada several historical novels by Paul Leicester Ford and other writers have been notably successful, such as "Richard Carvel," "To Have and To Hold" and "Janice Meredith." Their tone and style are distinctly not "Yankee" or they would never have been so popular. This breadth of view in United States writers makes for success, and Mr. Ford's new novel, "Wanted: A Matchmaker," which is a Christmas story, should have a good Christmas sale.

MARION CRAWFORD'S NEW BOOK.—Mr. Crawford continues to do his best work. His "In the Palace of the King" is a romance of Spain in the days of Philip II, and is full of vivid action, plots and fighting.

COLOR ILLUSTRATIONS IN NOVELS.—What makes H. T. Stephenson's "Patroon Van Volkenberg" of special interest as a selling book is the fact that its illustrations are finely done in color. We have seen specimens of these and they are beautiful. The story is of New York in colonial times when the Dutch element was an important factor. The hero is a notable character who carries on smuggling operations and whose career is a remarkable one, the whole atmosphere being something fresh in fiction. Equally attractive as regards color illustrations is "The Old Gentleman of the Black Stock," the author's most highly-praised story, which promises to be even more popular than "Santa Claus's Partner," the sales of which have reached 25,000. A particularly fine edition is being prepared, and the illustrations in color are by Howard Chandler Christy. The old gentleman and his black stock will figure prominently during the Christmas book sales. The Copp, Clark Co. are to be congratulated on this new

BOOKS AND PERIODICALS—Continued.

feature in popular fiction. It will greatly help sales.

NEW MILITARY BOOK.—Lieut. Winston Spencer Churchill, M.P.'s last military book "From London to Ladysmith via Pretoria" was very popular in Canada, and his new book, "Ian Hamilton's March" is a series of letters reprinted from *The Morning Post*, with a number previously unpublished, and the diary of an officer formerly prisoner of war at Pretoria. This diary promises some interesting revelations. The book contains a portrait of General Hamilton, also colored maps and plans of battles.

THE HOUSE OF EGREMONT.—The Copp, Clark Co. have also just issued this new novel by Miss Molly Seawell. It is a romance of the 17th century, dealing with the friends of the exiled Stuarts, and is full of adventure. It is a period to which Miss Seawell has given special study, and which always exerts a great fascination. The book is a long story and contains good work.

A BOOK ON CHINA.—A timely production is "The Chinese Problem," by Chester Holcombe, who lived for years in Peking, connected with the United States Legation, who knows the Chinese language, and has written another book on China. The present work goes into the present characteristics of Chinese national life, and fully expounds the secret societies which are the active force in the present uprising. It is an informing and practical book.

G. N. MORANG & CO.'S NEW LIST. A WOMAN TENDERFOOT—By Grace Gallatin Seton-Thompson.

will, without doubt, be one of the most active sellers of this season. Mr. Ernest Seton-Thompson, who has taken the public by storm with his "Wild Animals I Have Known," "The Biography of a Grizzly," etc., has the good fortune to possess a wife who is an ideal partner for all his triumphs. The hands of the pair are visible in "A Woman Tenderfoot," for, while the wife writes bewitchingly, the husband draws in the most masterly and entertaining way. They have also summoned three other very clever artists, namely, E. M. Nashe, S. N. Abbott, G. Dift. The volume contains no fewer than 150 illustrations, which are all worthy of inspection by the most demanding of critics. Good type, fanciful page headings, wide margins, decorated with sketches that illustrate the letter press, are among the charms of this remarkably taking work. There are seven full page drawings, each of which is a notable work of art. It is one of the choicest \$2 books of the season, and we understand that the advance orders have been large.

COMMITTED TO HIS CHARGE makes its appearance in cloth at \$1, bearing as a side decoration a portrait of Dulcissima Sweeting, who may be regarded as the heroine of the story. The book is well printed and put out of hand, and it is a bright and attractive story of Canadian practical life. The dialogue is witty, the character drawing is good, and the Misses Lizars, who have already shown their quality in "The Days of the Canada Company" and "The Humors of '37," here display a keen insight into the human nature that circles about a Canadian county town. The book is published in England by Greening & Co., and is having a good sale.

MISS BRADDON'S NOVEL.—The binding of the paper edition of "The Infidel" strikes us as something entirely novel in the output of fiction. It is in sharp contrast to the highly-decorated covers now in vogue. It is, in short, distinctive and high class, and, lying on the counter with other novels, will at once challenge a book-buyer's attention. The binding of the cloth edition is also equally attractive, so that on the outside the appearance of the work gives the author a good introduction to the Canadian market. On reading the book we are pleasantly surprised, and rise from its perusal feeling a great respect for Miss Braddon's powers as an historical romance writer. She has certainly collected her material with the greatest industry and used them with masterly skill. Readers must put aside preconceived ideas of a sensationalism and melodrama, though such were justified by her earlier novels. They may, however, remember that Miss Braddon always wrote good English; that she was admired by Lord Beaconsfield as among the few great women writers of the century, and that she not only in her first attempts "captured the crowd," but had a respectable following of the more discriminating. The fact, no doubt, is that Miss Braddon knew what she was doing, and for years wrote novels with the direct intention of obtaining for them the largest possible circulation. In "The Infidel" there is no diminution of interest, but there is perhaps a more considerable exercise of powers which she did not previously display. It is the strangest thing in the world to find the author of "Lady Audley's Secret" touching the deeper problems of the soul, but she does so in the most interesting way. We predict that when "The Infidel" becomes known it will have a very large sale and be remembered in future years when "Lady Audley's Secret" and "Aurora Floyd" are only misty abstractions.

IN THE LANE THAT HAD NO TURNING Gilbert Parker comes before the public with a collection of short stories that have a con-

necting thread, and which display his complete and comprehensive acquaintance with life in the Province of Quebec. The manners customs, dialect, are all at his fingers' ends, and he deals with the seigneur, the peasant and the priest in a way both masterly and entertaining. There are five or six other stories that surpass anything that has hitherto been produced under these circumstances that are fully equal to anything that has come from his pen. While an atmosphere of romance envelops the book, it is very artistic in its use of the abundant materials it commands. There are in this volume 20 stories, and six shorter ones to which Dr. Parker appends the title "Parables of Provinces." As rounding up the series of novels that he has given us relating to Quebec, this volume will be welcomed by every admirer, especially as it is understood that the author announces this is his last effort in that direction. If, however, he finds any time to spare from the Parliamentary duties he has assumed it will be devoted to another department of life. The book is having a very extensive sale throughout Canada.

SOLDIERING IN CANADA.—Lieut.-Col. George T. Denison's "Soldiering in Canada" is being mentioned with much favor by the English reviewers, who thus corroborate the judgment already passed on this work by the Canadian press. It is steadily making its way, and has afforded many booksellers the opportunity of exploiting the large market that exists in Canada among military men. While it is intrinsically interesting to the general reader, it, of course, appeals to those interested in our militia, and, as there about 60,000 gallant men in the Dominion who either are or have been connected with that organization, booksellers should have no difficulty in placing a few score or hundreds of this

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Another book issued by Morang & Co., which will sell during the Christmas season, is the captivating edition of "Lullabyland," by Eugene Field. That this lavishly illustrated, finely decorated, gilt-topped volume is produced for the low retail price of \$1 is a fact which will commend it to many purchasers. It is a collection of some of the best of Eugene Field's delightful childhood poems.

WM. BRIGGS' NEW LIST.

THE MASTER CHRISTIAN continues to be the most talked-of book of the year,

and flourishes in spite of the critics. Several of the latter have shown themselves very small in their studied attempts to belittle the book. Miss Corelli, however, can afford to let them sneer, while the presses are humming on successive editions of her book. They find themselves up against the problem how to write a story that will sell as well.

A GENTLEMAN FROM INDIANA is now in its third Canadian edition, and is growing in popularity. One of the critics has hailed it as "the" great American novel.

Anthony Hope's new novel, "Quisante," shows Anthony Hope at his best. It has been praised as a novel for election times. We should imagine, however, that the last resource of a politician seeking rest during an exciting struggle would be a story of politics. As a novel to be read after the election, "Quisante" can be honestly recommended. It is a study of certain tendencies in present-day politics, which demands the attention of all thoughtful men. Though Mr. Hawkins is too clever an artist to obtrude a moral, it is here plain enough in his story. Quisante is a political adventurer, a man of great ambition and few scruples, of tremendous self-confidence and pushfulness, and no manners or fine feelings. He is undoubtedly clever, and he has "moments" of political exaltation in which not only his supporters and acquaintances, but his opponents con.c, for a time, under the spell of his personality. With many weak points, without social connections, or even financial solvency, he yet takes a leader's place in "the gentlemanly party," is, in fact, a coming Prime Minister. To the astonishment of society, he is accepted in marriage by the beautiful Lady May Gaston. She sees his shortcomings, but believes that under the influence of her love he will become a man worthy of his prospective great career. She fails dismally. Instead of raising him, she is herself dragged down to be accessory to things which, if not punishable in the law courts, are inconsistent with high principle.

The end of it all must be left untold here. There are many interesting people in the story, among them being Weston Marchmont, the Party Whip; Old Foster, the Methodist "President" of the Party Association in Quisante's constituency; and last, but not least, the adventurer's old aunt. While Mr. Hawkins continues to write novels like this, he is, perhaps, doing as good service outside as inside the Parliament, which, after more than one attempt to reach, he has now become a member of in the late elections.

LIFE IN ZORRA.—Rev. Dr. MacKay, of Woodstock, whose "Pioneer Life in Zorra," issued last Autumn, found many appreciative readers, has written another Zorra book. In this he gives racy biographical sketches of the lives of certain natives of that fine old township who have won honorable distinction. The book is entitled "Zorra Boys A' Road." Zorra, whose contented people complacently believe theirs is the banner township of the banner county of the banner Province of the Dominion, certainly has contributed its full share of men—millionaires, judges, professional men and merchant princes—to the ranks of those who have won distinction in their own and other lands.

TWO RELIGIOUS BOOKS.—Two notable religious works are also announced from the press of Wm. Briggs. One is a work entitled "Messiah's Second Advent: A Study in Eschatology," by the Rev. Calvin Goodspeed, D.D., Professor of Systematic Theology in McMaster University. The other is "Old Testament Sacrifices," by Rev. D. McKenzie, Toronto. Both are timely and dealt with by men well qualified to write on the subject.

As mentioned last month, THE W. J. GAGE & CO.'S LIST. the Fall announcement of this house is attractive in form and strong in the way of first-class authors, among whom may be counted Israel Zangwill. His new book, "The Mantle of Elijah," will be issued this month. As shown in "The Master," in "Dreamers of the Ghetto" and other works, Mr. Zangwill writes with great vigor and energy, and impresses his reader at once. He has the versatility born of his experience as teacher, journalist, editor, essayist, poet and novelist, in addition to that gained as a popular lecturer in Great Britain, Holland, Palestine and the United States. No wonder that he has an abundance of interesting material for a good story, and that the narrative is rich in theatrical climaxes. The heroine is a woman with high ideals and lofty aims in life; there is a charm, even a fascination, in her presence. Her husband is a politician, her father an English states-

man, and her friend a poet. The situations evolved make the story full of life. The book gives a powerful picture of some phases of English political and social life as it is to-day—a picture that is sure to arouse discussion in many quarters.

STRINGTOWN ON THE PIKE is quite a different novel; in fact, as different as possible. In it, Professor John Uri Lloyd has given us a study of life and scenes in northern Kentucky. In and about that village are gathered every type of Kentuckian, each type instinct with the passion and the prejudice that ruled it. They are not phantoms of the brain; they are real people slightly idealized; none of them is perfect in goodness, none of them wholly sunk in iniquity. And when one comes to the end of the book their individuality is so sharply distinct that one views in the village a microcosm of old Kentucky life in which are condensed the history, the passions and the peculiarities of a bygone generation. The heroine, the judge, the professor, the colonel, the minister, the old villagers and Cupe—when we come to look back over them all, we can scarcely find one whom we feel disposed to judge harshly. The passion of love thrills through the whole—the pulsing, passionate love of men and women who do not suspect, in their innocence, that love is a synonym for pagan lust. It is a strikingly-original handling of a theme not often treated in fiction. The advance sales in America are 12,000 copies, and the book bids fair to rival his former work, "Etidorpha," which ran through 10 or 12 editions of as many thousand each.

LORD JIM.—In this book we are off to sea with Joseph Conrad for guide, one who knows the witchery and mystery of the sea as well as any of the masters, such as Maryatt, Kingsley and Stevenson. The vast Pacific is around us as we tread the deck with a splendid young seaman who has a habit of dreaming of the day when a great emergency will arise. We are present at the critical moment and observe exactly the effect it has on the hero. The book is sure to be popular with all who enjoy a vigorous tale of adventure told with all the fascination of Joseph Conrad, who is recognized as the successor of R. L. Stevenson and is placed by the critics at the head of contemporary writers of sea stories.

A KING'S PAWS for a land story of adventure can confidently be recommended to any reader. Few historical novels ever written are more readable than this one which gives a glimpse of the life and times of the famous Henry of Navarre a few years before the battle of Ivry. The wonderful attachment of the two old comrades-in arms and their willing self-sacrifice to save each other's lives are as interesting as

the simplicity with which they disclaim all credit for their heroism. Donna Teresa's dark shadow stalks everywhere, mostly in the distant background, but latterly she steps into the front line where our heroes drink in silence the toast "To the Vengeance of Teresa Saumarez!" The suspense at Chateau Lignac is intense, and at times really terrible, but it is everywhere perfectly sustained. Mr. Drummond will probably never be able to excel some of the pages in the last chapters of the book. Claire de Lignac is as fair a heroine as

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SONS OF THE MORNING.—In *The Morning Post*, a few weeks ago, Mr. Alexander Stuart gave a very extended and extremely candid review of "Sons of the Morning." Of Honor Endicott, he writes: "A woman, pure, humorous, physically and mentally supple and healthy, sympathetic and frank. * * * Honor Endicott, a preplexing, dazzling, annoying creature—but you cannot help loving her." *The London Morning Post* says: "Christopher Yeoland is a masterly creation," and that "These rustics are a wonder and a wild delight." Mr. Phillpotts has written many good books, he is a worshipper of Nature and is familiar with a multitude of her details that are hidden from the mass of mankind. His humor also is a most charming gift because it is so gentle, and subtle and true. His knowledge of human nature and his perception of character are undoubted, and he has never shown them to more advantage than in the minor characters that form a sort of accompaniment to the three leading ones—Churdles Ash, Jonah Cramphon, Henry Collins, Samuel Pinsent, Little Tommy Bates, and the rascally Gregory Libby—who can avoid laughing as he recalls them all?

The second edition in both Canada and the United States of "The Girl at the Half-way House" shows that Mr. Hough's readers are still following him. No other book of the year seems to have appealed more widely, for both young and old find delight in the vigorous sketches of Mr. Hough. There is a sort of velocity about his style that just suits the rapid changes he describes. The pathos is here and there quite touching, and the incidents of adventure are of the kind relished by ambitious young people of robust vigor and with plenty of animal spirit. Every reader will acknowledge in Colonel Henry Buttersleigh a compound of some of the finest qualities of the Irish race. The portrait of him is perfect to the last line. His final success is one in which the reader takes a peculiar pleasure.

A DAUGHTER OF WITCHES.—Miss Joanna E. Wood, of Queenston, Ontario, is becoming well known in the English and American magazines, perhaps better known than in her own country. However, her story in *The Canadian Magazine* has given her an effective introduction to our people who are showing their appreciation of "A Daughter of Witches" since its appearance in book form. This domestic tale appears to meet with general approval from the reviewers on both sides of the sea. Temperance Tribbey and her bashful suitor are

certainly a very amusing pair, and some of her sharp sayings are as pithy as proverbs. The mesmeric machinery of the story might seem rather hard to understand if it were not introduced by skillful stages that make it seem quite natural.

FOOTSTEPS OF A THRONE.—Another successful romance is Max Pemberton's story, "The Footsteps of a Throne," of which the second edition was issued in England immediately on publication. Mr. Pemberton's previous experience with a Russian romance, "Kronstadt," has enabled him to catch the very tone and atmosphere of Russian officialdom and to improve on his former effort. The sleighing, skating, etc., about Moscow remind us pleasantly of our own Winter sports, and the old Doctor is about as good a detective as we can reasonably hope to meet, and the love story is satisfactory from the first word to the last—"Ivor—husband—the night is no more." This book seems to have become as popular as its predecessor.

F. H. REVELL CO'S LIST. What will likely prove one of the most successful books of the year is "China's Only Hope," just published by the Revell Co. One of the New York papers, in a two-page review, says: "It astonished the kingdom, it convulsed the empire, and brought on

the war." Further, it says: "No book, perhaps, since the Bible, has had such tremendous and far-reaching influence on the world, both civilized and barbarous, as this volume by the Emperor of China. It convulsed the Celestial Empire; startled viceroys, mandarins, and the common people alike. It struck at the very root of all that is jealously held dear to the Chinese heart." Another review says: "The viceroy turns the searchlight upon western civilization and finds what are, in his mind, many strong reasons for their leaving China to work out her own destiny. The book is a statement of the Chinese question from the Chinese standpoint, and, being from the pen of a noted viceroy, it will prove fascinating reading at a time when all eyes are turned on China." The book is listed at 75c.

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For the Christmas trade of 1900, The Publishers' Syndicate have a list of artistic and interesting books. Miss Esther Singleton, whose name is becoming very widely known, has sent out another work entitled "Wonders of Nature," containing accounts of the greatest and grandest natural aspects of the world, as described by famous writers. Like its predecessors, it is beautifully bound, and is admirably illustrated with many half-tones. It will, without doubt, be a favorite. Miss Singleton's other books are "Paris, as Seen and Described by Famous Writers," "Great Pictures Described by Great Writers," and "Turrets, Towers and Temples," all of which have been published within the past year, the first named being of very recent issue. All these books are in the Christmas list of The Publishers' Syndicate.

THE WRIDING DAY IN LITERATURE AND ART is a work which takes high rank among the gift books of the season. It is by C. F. Carter, and contains a delightful series of extracts from great writers upon the subject indicated by its title. It is profusely illustrated with half-tones from well-known pictures appropriate to the subject.

No boys' book in years past has exceeded in interest "The Boys' Book of Inventions," by Ray Stannard Baker. Its fascination has been almost unlimited to boys, while its influence has been healthy and good. It opened the vistas of modern science to the eager eyes of youth, and told in graphic manner of what human ingenuity has done for the human race. This book is on the Christmas list of The Publishers' Syndicate, and beside it is a companion book by Tudor Jenks, entitled "The Boys' Book of Explorations," which promises to have an equal success. Both these books, it can be truly said, should be in the hands of every boy in the land, if such a thing were possible.

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11674. The Landlords' and Tenants' Manual: Le Manuel des Locateurs et Locataires. By Robert T. Mullin, B.C.L., and Auguste Lemieux, LL.B. Snow Law Publishing Co., Montreal.

11675. All's Well That Ends Well. Words by Ralph M. Skinner. Music by Warner Crosby. Whaley, Royce & Co. Toronto.

11676. Self-Instructor for the Guitar. Folio No. 1. Herrington Music Co., Kingsville, Ont.

11677. The Song of Sir Giles. Le Bon, Des Barrieres. Words by William Morris. Music by Charles Willeby. Church Co., Cincinnati.

11678. Canadian Catholic Readers Notes on Lessons in Literature for Entrance Examinations, 1901. Copp, Clark Co., Toronto.

11679. Select Poems of Sydney Lanier. Edited with an introduction, notes and bibliography. By Morgan Calloway, jr., Ph.D. Morang & Co., Toronto.

11681. When You Were First a Bride. Words and music by Verner J. Cavers, Toronto.

11683. An Exposition of the Principles of Estoppel by Misrepresentation. By John Skirving Ewart, Winnipeg.

11685. To You, To Me. Song. By Edward Baxter Felton. Music. Church Co., Cincinnati.

11686. The Brook. Song. Words by William Ordway Partridge. Music by Edward Baxter Felton. Church Co., Cincinnati.

11687. My White, White Rose. Song. Words by Oliver J. Booth. Music by Edward Baxter Felton. Church Co., Cincinnati.

11688. Oh, I Will Walk with You, My Lad. Song. Words by James Whitcomb Riley. Music by Edward Baxter Felton. Church Co., Cincinnati.

11689. Lullaby Land: Songs of Childhood. By Eugene Field. Morang & Co., Toronto.

11690. Do You Ever Miss Me, Dearest? Words by W. H. Gardner. Music by W. C. Parker. Canadian American Music Co., Toronto.

11691. Insignificant Thompson. Two Step and Cake Walk. By James B. Glionna. Harry H. Sparks, Toronto.

11692. Sons of the Morning. By Eden Philpotts. W. J. Gage & Co., Toronto.

11693. Our Brave Canadian Boys. Words and Music by Lorne S. Bell, Toronto.

11695. The Charge of Strathcona's Horse. Patriotic Song. By William Richard Boyd, Montreal.

11697. Tommy and Grizel. By J. M. Barrie. Copp, Clark Co., Toronto.

11699. Menuet. By Frank Squire Welsman. Whaley, Royce & Co., Toronto.

11700. Valse Minto. Par Madame Alphonse Leblonde, Levis, Que.

11702. In Memoriam of the Late George Augustus Hine. Edith Frances Hine and Joanna M. Reeve, Toronto.

11703. The Nineteenth Century Series: Religious Progress in the Century. By W. H. Withrow, D.D. Volume I. Bradley-Garretson Co., Toronto.

11704. The Nineteenth Century Series: Literature in the Century. By A. B. de Mille, M.A. Volume II. Bradley-Garretson Co., Toronto.

11705. Public School Book-Keeping and Business Forms. By J. S. Black. Copp, Clark Co., Toronto.

11706. Educational Review Supplementary Readings, Canadian History, Number Eleven, September, 1900. George U. Hay, St. John, N.B.

11709. In Memoriam. Painting. Archibald Wayne Dingman, Toronto.

11710 to 11717 inclusive. Portrait Plaques of the Queen, Sir W. Laurier, Sir John Macdonald, Sir C. Tupper, Sir R. J. Cartwright, Hon. J. I. Tarte, Hon. G. E. Foster, Hon. H. J. Macdonald. W. J. Hynes, Toronto.

11718. In a Manger Rests a King. Song. Christmas solo with violin obligato. By P. A. Schneckner. Church Co., Cincinnati.

11719. Judea. Song. A dream of the Christmas time. Words by Wm. H. Gardner. Music by George Lowell Tracy. Church Co., Cincinnati.

11720. The Perfect Way. Christmas song. Words by R. E. Phillips. Music by Eduardo Marzo. Op. 81. Church Co., Cincinnati.

11721. Formulaire de Procédure de la Province de Québec. Par. O. P. Dorais et A. P. Dorais. C. Theoret, Montreal.

11722. Hurrah for Canada. Patriotic song. Words and music by Mr. Wm. Foran, McKellar, Ont.

WALL PAPER AND DECORATIONS.

EFFECT OF THE NEW WALL PAPER DISEASE.

THERE is another new disease, says Pearson's London Magazine, and this time it has no connection with microbes of any sort. It is the wall paper disease, though that is not the scientific name of it. The discoverer is an American physician,



No. 1020 - The Watson, Foster Co., Limited.

The above is one of the Watson Foster Co.'s French Cretonne Florals. Many dealers will remember it in this season's line. Being a 12-color print it has been easy to produce a delightful shade and color effect. Those who want something choice and out of the ordinary in rich coloring should ask for sample of 1020.

and from his accounts of it there is reason to fear that it is very prevalent, and very disastrous in its results.

The first symptoms of the wall paper disease are gentle and apparently harmless. The patient becomes aware of them as he lies in bed in the morning and looks at the

wall paper. No matter what the figures on that wall paper may be, provided they are not merely geometrical lines, the patient presently discovers that one of them represents a human face. This rather amuses him, and he searches further in the hope of discovering another face. In this effort he is invariably successful, and, without knowing it, he is also in the grasp of the new disease. Every morning before he gets out of bed he tries to find new faces in the wall paper, and he never fails to find them. The discoverer of the disease mentions one patient who in the course of about five months found 78 human and 24 animal faces in the wall paper of his bedroom.

You will say that the habit of looking for faces in the wall paper does not constitute a real disease. But that is because you have not read the learned physician's powerful pamphlet on the wall-paper disease. He shows that this habit becomes so strong as to render the victim a helpless slave. He lies in bed for hours in the morning, simply to look for new faces. He lies down in the afternoon under the pretext of resting himself, but in reality in order to study the wall paper.

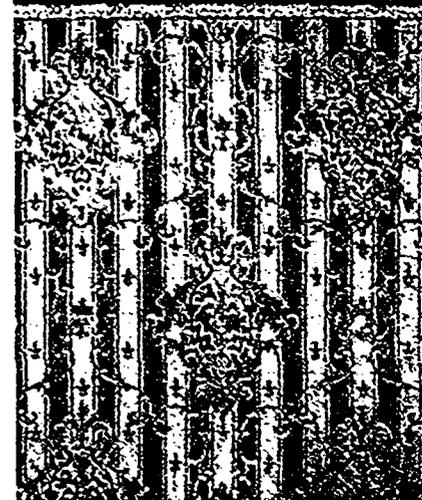
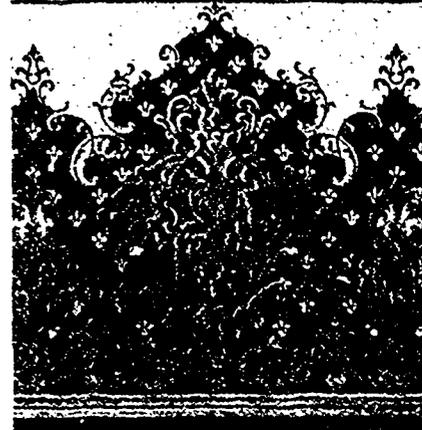
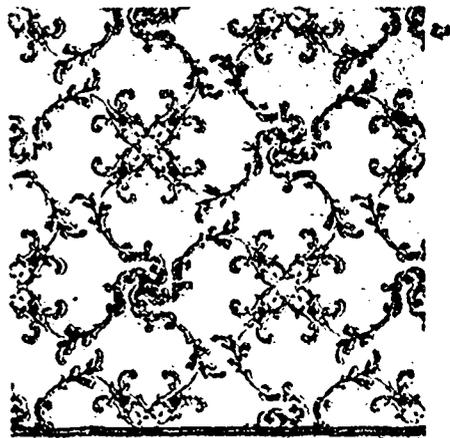
After a time, the faces which at first were only amusing grow to seem terrible to him. He discovers demons and horrible snake-like animals on his wall, and the more he looks at them the more terrified he becomes. Gradually, he finds himself unable to sleep because of the fascination which compels him to keep his gas burning in order that he may look at the faces which he fears. After the disease has run its course for about a year, the patient goes to the lunatic asylum, where he usually ends his days in a room with a plain white wall, on which his perverted imagination nevertheless still continues to paint imaginary faces.

Of course, this disease can be stamped out by the abolition of figured wall paper, and those poor persons who are compelled to live in boarding houses, with wall paper over which they have no control, will probably be delighted with the prospect that wall paper will in a few years be prohibited by the sanitary authorities. A clear wall surface, of no matter what color, can do no harm, whereas the papered wall not only threatens the intellects of those who gaze upon it, but it harbors all varieties of objectionable microbes.

IN EXTENDED PREMISES.

M. Staunton & Co., wall paper manufacturers, have got moved into their spacious new extension. We expected to have a half-tone engraving of it to print here this issue, but there was a slip between the engraving department and Staunton's office and it didn't connect. However, it will

keep till a future issue. The handsome new addition faces on Yonge street, is 50 x 80 ft., three storeys. The ground floor is occupied by spacious and well-appointed offices, and well-lighted and commodious sample-rooms. The first floor is designated the sample book department, and is specially equipped for the showing and making up of the many sample books required in showing the Staunton line. And the rest of the new building is given over as extra space for

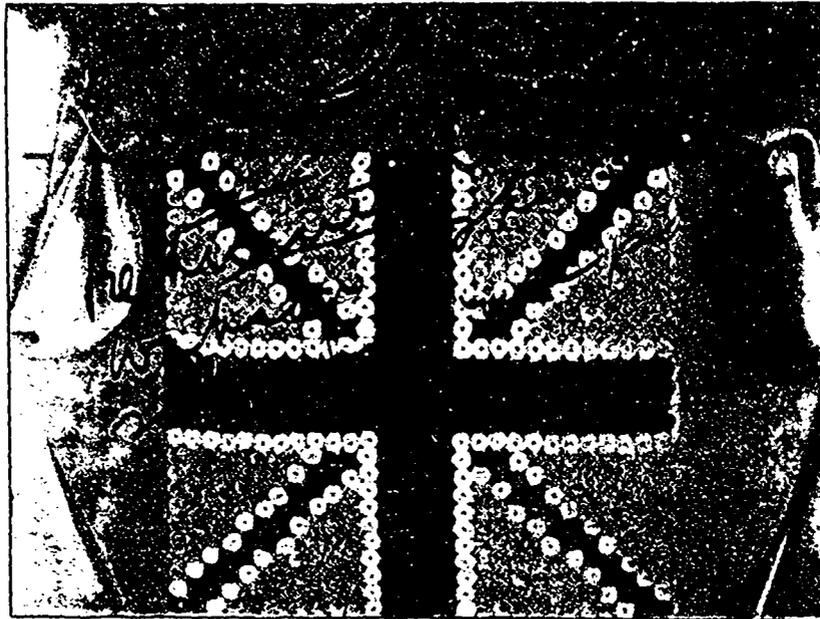


No. 1345 in The Staunton line for 1901.

stock. The new premises reflect credit on Staunton enterprise, is an ornament to the north end manufacturing district, and is a certain sign of the steady growth of this most favorably-known wall paper manufacturing establishment.

THE FLAG IN WALL PAPER

A PATRIOTIC WINDOW DISPLAY
SUGGESTED BY THE
WATSON, FOSTER CO., LTD.



DIRECTIONS TO REPRODUCE—

EREOT FIRMLY BRACED SIDE UPRIGHTS 5 FEET 8½ IN. APART, INSERT THIN WOOD LATHS ON ALL SIDES OF ST. GEORGE'S CROSS, IN ORDER TO KEEP ITS LINES PERFECTLY STRAIGHT. FILL SIDE AND TOP SPACE WITH KHAKI-COLORED INGRAIN AND DECORATE WITH BUNTING.

THE PAPER USED IN ABOVE EXHIBIT IS 10½ OZ. IN WEIGHT.

THE **WATSON, FOSTER CO.,** LIMITED

MANUFACTURERS **WALL PAPERS**

MONTREAL.

THE MONTREAL TRADE.

FROM THE BOOKSELLER AND STATIONER'S SPECIAL CORRESPONDENT

Montreal, October 31.

THE book business has been quiet this month, the trade now being between seasons. The opening of the colleges brightened up the trade for the up-town stores during the early part of the month, but now that the rush for school books of all kinds is over and the tourist demand has almost ceased the down-town stores find the situation quiet. Perhaps, too, the political turmoil; the Valleyfield strike, and the return of our South African heroes have turned peoples' attention from the book to the newspaper. However, there are still quite a number who patronize the bookstore.

"The Master Christain" continues to be the best selling book. Some would have us think that this work will be as popular and as long-lived as "Barabbas." The holiday edition, bound in cloth, with a gilt top, will likely prove to be a good holiday gift book. "Boy" is also selling well. This is certainly Marie Carelli's month. The "Redemption of David Corson" is also meeting with a great success. "Sons of the Morning," by Phillpotts, is selling only fairly well; Phillpotts never did "take" with Montreal book-lovers. "The Girl at the Half-way House" is being strongly recommended by bookmen who ever venture to do such a thing as recommend. "Quisante,"

by Anthony Hope, deserves more attention than is being paid to it. "The Reign of Law" is still finding buyers, nor has "To Have and to Hold" finished its course.

Lieut.-Col. Denison's book is striking a responsive chord in Montreal, particularly in military circles. The author has many friends in these parts who seem to be appreciating his reminiscences. The Montreal News Co. report its sale to be satisfactory and increasing. It is a book that will grow in favor.

Some new religious works are: "The Ways of Men," by Eliot Gregory (\$1.50); "Winning Out," by O. S. Marden (\$1); "Recollections of a Missionary in the Great West," by Brady (\$1.25), and "Studies of the Portrait of Christ" (\$1.50).

A unique novelty is being shown by The Montreal News Co., Limited, in the form of "A Bachelor's Calendar." On a card, of hunter-green color, is to be found a set of bachelor's weapons for a night at the club, including a boot lace, a poker hand, chips, the ante, a smoking outfit, and a mug of foaming beer (what they do with the boot lace at the club, I don't know). The card is a 9 x 12 inch beveled edge panel mount. The calendar is put up in a box and will retail at \$1. It bids fair to be one of the hits of the season, and there is nothing a bachelor would appreciate more as a holiday present. A patriotic calendar, bearing the photographs of six South-African heroes, is shown to retail at 50c.

Mr. C. Theoret is issuing a book dealing with the forms of procedure in the Province of Quebec. It will contain all the forms relating to the code of civil procedure to the

revised statutes of Quebec and the Bar Association. In all, there will be 676 forms. In cloth it will sell at \$5. From the same press is coming forth a treatise on "Habeas Corpus in Civil and Criminal Matters," by Mr. L. Brunet advocate of the Quebec bar.

S. Carsley & Co. have bought the stock of books and fittings of the estate of Wm. Drysdale & Co. on St. James street, and Mr. Drysdale has taken the book debts. The Carsley Co. have been having a special sale this month.

From present appearances animal stories will be popular with both old and young this Christmas. "Mooswa," "Tommy and Grizel," and the different books by Mr. and Mrs. Seton-Thompson will all be suitable for holiday presents. The young folk will revel in animal stories of a simpler nature. Ginn & Co. have issued a beautiful little set of books whose simplicity, elegance, and illustrations will be bound to make them salable. They sell from 50c. up. Among the titles are: "Ways of Wood Folk," "Seed Babies," "Bird World," "Little Wanderers," "Friends and Helpers," and "Wilderness Ways." "Pretty Picture Songs" and "A New Wonderland," by Frank Baum, and published by R. H. Russell, two illustrated books for children are works of a high order. "In and Out of the Nursery" is a book of the same class.

Mr. C. W. Coates, of St. Catherine street, reports that the new enlarged edition of the Canadian Hymnal is meeting with the success that its contents justify.

E. H. C.



Staunton

WALL PAPERS

Dealers who handle the Staunton line for 1901 need fear no competition. The designs are artistic, the colorings are perfect, and there's variety enough to meet almost any demand.

Good goods at a fair price to the customer.

Good goods at a fair profit to the dealer.

Good value shows on the face of every sample from the most expensive down to the cheapest pattern.

See our travellers or write for samples.

M. STAUNTON & CO., Manufacturers, TORONTO.

We Wish Ideas From Boys and Girls.

Thousands of bright boys and girls have tried some or all of our illustrated card games

- | | |
|----------------|--------------------|
| Strange People | Wild Animals |
| White Squadron | Population |
| Flags | Fraction-Play |
| In Castle-Land | In the White-House |
| Nationalities | Authors |
| The Mayflower | Arithmetic-Play |
| Niloe | Artists |
| In Dixie-Land | Yellowstone |
| Poems | Bible Game |
| Flowers | Birds |

Young Folks' Favorite Authors.

We wish to know which games the boys and girls like best and their reasons.

500 Educational Games Free

To the five hundred boys and girls who write to The Cincinnati Game Co. Cincinnati, O. the best reasons for liking their favorite game. One game only to each successful boy or girl, but the game he or she asks for. Contest closes December 31st. Write to The Cincinnati Game Co. Cincinnati, O. for circular telling you what to do. Write your name and address plainly and be sure to mail your letter to

The Cincinnati Game Co., Cincinnati, O.

N. B. Remember that you must write to The Cincinnati Game Co. for circulars, etc., but if you wish to examine the games themselves, you will find them at the store of

(Blank space for dealer's name and address)

Every retail dealer handling our

Educational Card Games,

(Copyrighted by THE CINCINNATI GAME CO.)

should send for a supply of advertising slips like sample shown at left, for distributing among the school children in their vicinity.

We will send a liberal supply, imprinted with their name and address, free, on application.

Send us your name at once.

This will increase your sales.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and promptly attended to by

The Roberts Advertising Agency, WINNIPEG, CANADA.

TURKISH STEEL PEN CO.,
DAMASCUS,
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IN SIX NUMBERS

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Manufacturers of the very finest grades of

Writing, Bond, Ledger, Printing and Blotting Papers, Envelopes, Cards and Correspondence Stationery. Also Gummed and Coated Papers.

Stocks kept by all first-class stationery houses.

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

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion. Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893, and Province of Quebec Exposition, Montreal, 1897

A GOOD BOOK

should be well bound. A dainty booklet or a well-printed catalogue has its value doubled if neatly bound. Our facilities enable us to compete successfully with the best binderies in the world. We will be pleased to show you samples.

Wilson, Munroe & Cassidy,

25 Front St. West
... TORONTO.

FANCY GOODS AND STATIONERY.

STATIONERY WINDOW DISPLAYS.

The use of crepe paper in window decoration is somewhat neglected by stationers, though other trades employ it to good advantage. It is astonishing what a small outlay in this line will do, when a little taste is exercised in the harmonizing of the colors so as to give the best effect.

One very attractive window was made with a background of rich blue curtains, looped up with two gold ropes. Tapestry hung on either side, and blue crepe covered the floor. A piano lamp with a gorgeous red shade stood in one corner, and a vase of Jacque roses in another, a few fancy-dressed dolls with many frills dotted the space here and there, and a filmy canopy overhead completed the picture. This window drew crowds to witness it, and is an example of what may be done in this way.

The window display should be changed as frequently as possible. It takes a good deal of time to change a window every day or so, but others have found it worth while, and the larger places consider it to their advantage to keep a man for the special purpose. The constant changing of windows gives a fresh appearance to the store, and conveys the idea that new goods are continually arriving, and, therefore, that everything is of the latest and most up-to-date order. Besides this, there is less chance of goods being soiled by exposure to the sun. It takes a very little time for some goods to be affected, and, when presenting an untidy appearance, there is little hope for a sale.

PATRIOTIC GOODS.

The sale of election campaign buttons is not as great in this country as in the United States, but stationers who have gone into them have done a very satisfactory business. Local candidates, as well as the party leaders, are depicted on these buttons, and many are wearing them now, and will likely do so for some time after the elections. They are displayed well in conjunction with large photo-engravings of the leaders of each party.

With the homecoming of the Canadian troops other articles could profitably be added to the stock. Souvenir badges and pins are being shown by different dealers, and, by the numbers that are being worn on the streets, there is apparently a fair demand for them.

SENDING BOOKS BY MAIL.

A mailing envelope for books, etc., has been placed on the New York market, which promises to be more of a success than others. A sheet of pasteboard is placed inside the wrapper, the ends of which are turned up over the book, or whatever is being mailed. The wrapper is then sealed, the ends being left open, as the pasteboard holds the contents just as securely without closing the ends. This enables the postal officials to examine the goods without removing the wrapper.

COSTLY STATIONERY THE U. S.

In some parts of the United States, stationery with water-color sketches painted on it has become popular. This stationery was originated by one or two who had the talent to paint their own sketches, until a process was found to paint them on a series. The sale of this paper has been quite large wherever it has been introduced. The price, though, has been so high that only a certain class could afford it. Good work in the sketching has brought \$10 to \$15 per box. The envelopes along the outer edge have a faint line of color. Notwithstanding the price, dealers have found it profitable to handle these goods, and the demand for them is increasing.

THE INK SEASON.

The present mild weather should be taken advantage of by stationers who have not laid in their Winter stock of inks. It is impossible to ship ink in the very cold weather without its freezing, and many stationers are sometimes short in stock. The Copp, Clark Co. are handling the well-known Andrews' liquid slating for blackboards, which they put up in cans—pints, quarts, $\frac{1}{2}$ gallons and gallons. A gallon of this ink covers 250 square feet of board.

A new blackboard brush is on the market—Weber's Noiseless. Its felt pad is an inch thick, and will last longer than several ordinary brushes.

A marking ink that requires no heating and makes a clear impression should be received with favor by the trade. This is a feature of the Melanyh ink. It requires no preparation in the way of heating, etc., makes a good black impression, and does no injury to the fabric.

SPECIALS IN ENVELOPES.

The season of catalogues and calendars will soon be upon us, and sample or mailing envelopes in demand. Nothing is so convenient and economical for this purpose as the "Perfection Clasp Mailing Envelope," made in different sizes by The Barber & Ellis Co., Limited. Samples are furnished to the trade upon application to this company.

The pocket wallet envelopes and document envelopes manufactured by The Barber & Ellis Co., Limited, always find ready sale, being specially adapted for carrying papers, enclosing insurance policies, and for lawyers' and business men's use. They are made of a very durable material and are found very valuable for either carrying or filing papers, documents, etc.

NEW PRICE LIST.

Buntin, Gillies & Co., Hamilton, have issued a new price list of envelopes. This, with samples of leading lines of goods, will be sent on application.

Two new lines have been added to the well-known series of "Acme" typewriter paper. These comprise "Onion Skin," a very light weight and highly-glazed paper, and "Anchor," a light-weight paper of medium finish. Buntin, Gillies & Co., Hamilton, will send samples of these to anyone interested.

NEW GAMES.

A large number of new games for the holiday trade are shown in Copp, Clark Co.'s warehouse, many of which are of a patriotic and military nature, and may be expected to sell particularly well.

Among these is "Pretoria," a 25c. game, dealing, of course, with the Boer War. "Comrades," "Fort" and "Up from the Ranks" are of the same nature, and, with the exception of the last mentioned, all are games of skill, and likely to be very popular. Chessmen in boxwood and bone are shown, as well as a special line in bone with felt bottoms, at \$2 per set. The boxes are all slide covers, and on the best kinds they are nicely stained and varnished.



Whisk Holder
12-0-17 at \$1.10 doz.



"Gordon Highlander"
12-0-561 at \$2.25 per doz.



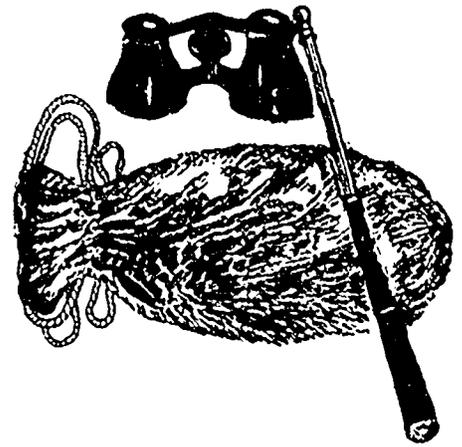
"Strathcona's Horse"
12-0-463 at \$2.25 per doz.



Return Ball
12-0-311 at 40c. doz.



12-0-314 at 60c. doz.



Opera Glasses
125-0-314 at \$1.75 each.

NEW THINGS
IN TOYS.

The H. A. Nelson & Sons Co., Limited, report that, although their large stock of goods is rapidly being transported from their shelves to these of their customers, and the lines imported during July and August are fast running out, many new and interesting articles are replacing them, and advise their customers to place at once any orders they may wish for the lines illustrated in this article.

Two new lines of dolls, "Strathcona's Horse" and the "Seaforth Highlander" are conspicuous by their novelty. The costumes are accurate, a special photograph having been taken of "Strathcona's Horse" and sent to Germany so that there would be no error in the costuming of this brave soldier. Both are 25c. dolls, as will be seen by the prices mentioned under their cuts.

A splendid return ball, in the shape of a globe, with the countries and seas accurately shown thereon, is a striking 5c. retail toy.

A new iron toy is also illustrated below, the clown in white drives his little pony, meanwhile fanning himself in a humorous manner.

Two watches, late arrivals, are also new, and at the price are marvels. The girls' watch has a long neck chain, and the watch is made in imitation of enamel and gold. The boys' watch is a good imitation of an open-face man's watch, is finished in

burnished gold, and provided with a stout chain and has a bell strike at each hour.

A very neat tin whisk-holder, lithographed, is also a good seller, either as an ordinary household article, or as a holiday gift. A new line of dressing cases for gentlemen is compact, neat and complete, the leather is good and the fittings A1.

Two especially good lines of opera glasses, one of which is shown in the illustration, are worthy of attention as the lenses are good and the finish of the best. The cheaper line, 125-0-316, which sells at \$2.75 each is covered with black leather and relieved by fancy bands of gold-plated metal. This comes complete in leather case. The other, 125-0-314, at \$4.75 each, is shown here, and is covered with black leather, has a permanently attached telescopic handle, nickel trimmed, and covered in black leather, the whole complete in fancy plush bag, with drawstring top.

PENS AND
PENCILS.

The H. A. Nelson & Sons Co., Limited, are also showing three new lines of writing utensils as shown in the illustrations. The first, 128-0-40, at 80c. doz. is a nickel-plated penholder, made so the pen can be turned upwards and protected. Each penholder is supplied with a neat nickel-plated case, containing several extra pen nibs. The second line, 128-0-39, at 60c. per doz. is an automatic penholder, being made so that when the spring at the end is pressed

the pen drops back into the hollow holder and is protected from injury.

The cut shows the holder open and closed. The third line, 12-0-581, at 25c. per doz. is a combination pen and pencil holder, being made of black enameled metal, and made so that both pen and pencil can be reversed and put inside the holder dust proof and out of harm's way.

FANCY INKS.

The Copp, Clark Co. are showing some decided novelties in the way of pocket and traveling inks, suitable for small holiday gifts. Last year's Christmas trade was so brisk in this line that several striking styles have recently been added. Noticeable among many varieties are: No. 171, representing commodore cap in white kid with black peak; No. 170, spool of black cotton; No. 172, black beer bottle; No. 163, rugby football, leather covered; No. 173, cigar box; No. 174, music roll; No. 175, match box. These are all \$3.60 per dozen.

A TEST
OF PAINT.

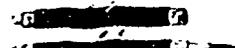
A paint intended for use around railroad stations, on bridges, buildings, etc., must, above all, be capable of withstanding the action of continual sulphur fumes from the engines. A very severe test has been given to Dixon's silica graphite paint, manufactured by the Joseph Dixon Crucible Co., Jersey City, N.J., and the results were perfectly satisfactory to both manufacturer



127-41 at \$2.50 per doz.



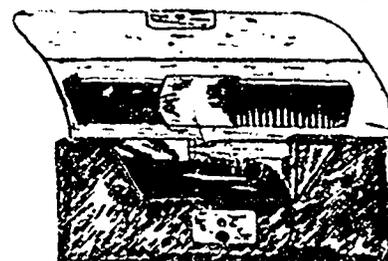
Pen 128-0-40 at 80c. doz.



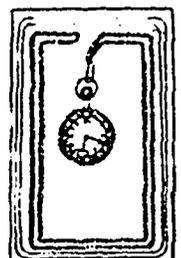
Automatic Pen
128-0-39 at 60c. per doz.



Pen and Pencil Case
12-0-581 at 25c. per doz.



Dressing Case
76-67 at \$1.50 each



12-0-243 at \$1.00 doz.

FANCY GOODS AND STATIONERY — continued
and user. A bridge over the Big Four R. R., at Cincinnati, O., was painted with this graphite, and successfully resisted the action of the engine fumes for five years, notwithstanding that an average of 500 engines passed under it daily. Its covering capacity affords a saving, according to one road-master, of 15 per cent. over other paints, and makes it an economical as well as a satisfactory article.

HOLIDAY SPECIALTIES. The Copp, Clark Co. are showing a line of juvenile papeteries in fancy litho-

graphed boxes, and done up in colored silk ribbon, at \$1.20 to \$1.80 per doz. A new heavy wallet-shaped envelope in cream and white is also shown. They are styled the Epsom and Ascot. They are also putting on the market a new notepaper in three shades, cream, green and white, called the "Strathcona." This will be put up attractively, and sold for \$1 per ream. Envelopes to match \$2 per 1,000.

They have accepted the agency for the celebrated Whitney valentines, and are showing some original and striking designs. The edition of their vest-pocket diary and memorandum book had to be increased to supply the demand, which, from commercial travelers and other business men, has been very great.

Their stock of Christmas and New Year cards is very widely assorted this year. Many new things are shown in flat and box cards, including Dutton's and Davidson's, Castell's autographic cards and Hill's "For the Empire series" (patriotic and military designs). An original line which does this house credit is the national series, for sending to foreign countries. These are made from pressed Canadian flowers mounted on cards. The colors are fresh and attractive, and the cards should be exceptionally well received, as they are somewhat out of the ordinary line.

NEW LEATHER GOODS. One of the newest and best things in leather goods is the new collar and cuff holder. It is a flat and compact article which should be an excellent possession for any traveling man. Brown Bros. are showing it in real seal, real morocco and seal grain, to retail at \$1.50 to \$3.50. They show a fine line of ladies' purses and card cases in real seal, real Russia, real morocco, crushed morocco, and, in fine, polished alligator. The colors are red, green, light blue and other popular shades.

A special line of polished alligator purses is shown, with fine calf lining and an ivory tablet for the shopping list inside. A handsome line of cigar cases is shown with riveted frames. The shopping bags,

chatelaine and reticule styles continue to sell well, and are now shown in the latest designs, some never being seen before.

In this department there are also some khaki goods in the way of glove and handkerchief cases and tie cases. These are the very newest things on the market. They are lined with red satin, with good brass locks. There are also music cases shown in the same goods. The Brown Bros.' pocket diaries will be ready for shipment on November 15, and all orders received before that will be promptly attended to.

A TOY DISPLAY.

F. & E. W. Kelk announce that all their Christmas goods must be cleared out before Spring goods arrive. One looking over their samples cannot help but remark, well their lines are very pleasing and up-to-date, saying nothing of prices which have so far been the very best. If you require a special line of dolls, cups and saucers, or anything else to sell at a special price, you should call and see them. Everything must go and close prices will be the rule.

Their assortment of dressed dolls, cups and saucers are very good. You should see their leader for a 10c. cup and saucer—it's more like a 25c. line. It will pay you to call, even if you do not buy.

AN EXAMPLE IN BOOKMAKING

A book which has for its title, "On the Making of Printed Books," must certainly be an example of correct printing and book-making itself, and the booklet of this name issued by Warwick Bros & Rutter, Toronto, lacks none of the qualities of the best specimens of printed books. The cover design is an old fashioned engraving with lettering to correspond. The body type of the booklet is long primer, with marginal headings for each paragraph. Half tone engravings

of the composing room, press room and bindery in Warwick Bros. & Rutter's establishment are in great contrast to the old engraving of the interior of a printing office in the 14th century which makes up the frontispiece.

Apart from the excellence of the reacting matter, which is interesting and to the point, the booklet should be appreciated on account of its artistic merits, which are above criticism. A copy of it would be valuable to anyone interested in books.

DEATH OF MR. O. B. DOHERTY.

Mr. Charles B. Doherty, senior member of the firm of Nerlich & Co., Toronto, died November 2. He was born in County Clare, Ireland, and came to Canada when a boy. He was connected with the firm of Nerlich & Co. for nearly 40 years. He was also a Justice of the Peace, and served as a License Commissioner for many years. He was a regular attendant at St. Michael's Cathedral, and was connected with many Roman Catholic societies. His illness extended over a period of about four months.

NOTES OF THE TRADE.

George H. Curry has opened a book and stationery store at Windsor, N.S.

James Dorrity, dealer in fancy goods, etc., Niagara, Ont., has given up business.

Davis' Fair, a fancy goods store, has been opened up in Portage la Prairie, Man.

Miss A. L. Norton, dealer in fancy goods, Hartney, Man., has sold out to Miss A. V. Davis.

Johnston & Wallace, wholesale fancy goods dealers, Winnipeg, Man., have dissolved partnership.

The stock of Austin & Robertson, wholesale stationers, Montreal, has been sold at 72½c. on the dollar.

L Lang has been admitted into the firm of Russell & Co., booksellers and stationers, Winnipeg, Man., and the style is now Russel, Lang & Co.

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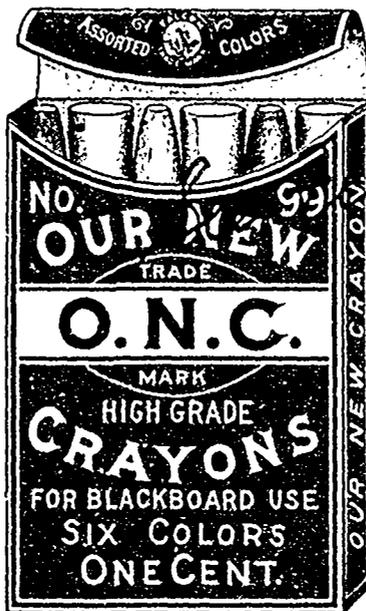
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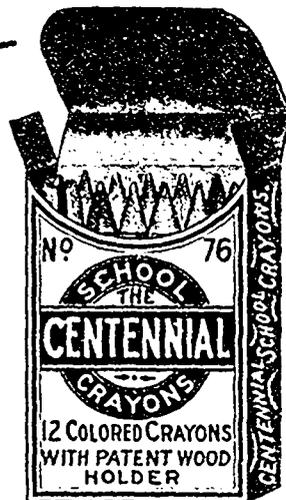
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**THE MONTREAL BOOK AND
STATIONERY TRADE.**

Past and Present.

II.

Another business that was in existence almost 60 years ago is that of C. O. Beauchemin & Fils, which was established by C. O. Beauchemin in 1842, on St. Vincent Street. In 1850, Mr. Payette was admitted as partner, and the name became Beauchemin & Payette. Again, the style was changed in 1863 to Beauchemin & Valois. In 1886, Mr. Valois retired, and the name became C. O. Beauchemin & Fils. In 1887, occurred the death of the founder of the establishment. His son took up the management, and admitted into partnership in February, 1893, two old and trusted employes—Messrs Emilien Daoust and Etienne Roby. The business is now carried on at 236 St. Paul street, whither it was moved in 1878. The binding, printing and blank-book factory is situated at 22-26 St. Gabriel street, and has been in operation 30 years. About 150 skilled hands are employed. Besides doing an immense wholesale and retail business in stationery and office requirements, this firm publish more French books than any firm outside of France. Unlike most Canadian firms, they have an important trade connection in the New England States, where there are more French-Canadians than there are in Quebec.

Of all Montreal book and stationery firms, perhaps the best known to the Canadian public is John Lovell & Sons. Mr. John Lovell was a practical printer, who established a printing office on St. Nicholas street in 1835. One of the most interesting episodes of his early career was his joining the Queen's forces in 1837, and leaving a foreman in charge of his establishment with permission to publish a paper. When he came home, a few days after volunteering, he found his premises seized as a place of publication of seditious literature, and he in the loyalist forces. In 1842 he printed the first Montreal directory. The most important publications that came from his office were Lovell's school books. In the forties he issued a series of the National Institute school books, then in general use, but later, in the fifties and sixties, his own series of school books displaced these. From about 1888-1890 John Lovell & Son published Lovell's Canadian Copyright Series of novels, to retail at 30c. These came out about once a month, simultaneously with an American issue, and, although they were all by prominent writers, they were not a success, and after about 60 issues they were dropped. The international copyright had also much to do with the cessation of their

publication. From 1847 to 1858 the style of the firm was Lovell & Gibson. Mr. John Lovell died July 1, 1893, and his business is now being carried on by his son, Mr. Robert Lovell. Besides doing job work, the firm publish the Montreal Directory and other commercial works. From the office of John Lovell The Literary Garland and Snowdrop once came forth regularly.

It cannot be doubted that The Rolland Paper Co. sell the highest grades of stationery paper made, for they have lately obtained the Grand Prix at the Paris Exposition, and at the World's Fair in Chicago a similar honor was won. The founder of the business was J. B. Rolland, who, by his steady industry, worked himself up from being a practical printer to be a Senator and one of the leading business men of the Dominion. In his youthful days he sat at a type box close to J. D. Beckett and John Lovell. In 1842, he established a business on the corner opposite the firm's present establishment on St. Vincent street, and among other work printed The Morning Courier. His love of books led him later into the book publishing business. He issued a large number of French school books, as well as works of literature and theology. In 1854 he commenced the importation of French books, but 10 years ago the firm decided to quit this line and sold out their stock. Book publishings till continues, however, on a large scale. In 1859, his son, J. D. Rolland, was admitted as partner, and the title became J. B. Rolland & Fils. Hon. Senator J. B. Rolland died on March 22, 1887, and Hon. J. D. Rolland has continued in the management. During his long business career he has dealt with three houses in France whose management has been in the hands of three generations—and he is young and active yet. Two other brothers, S. J. B. Rolland, mayor of St. Jerome, and Octavian Rolland, are members of the firm. The name Rolland has a reputation in connection with high-class papers. In 1883 a paper mill was started in St. Jerome by The Rolland Paper Co. At first only cheap writing paper was made at the mill, although it was built to make the better grades. Soon the making of cheaper grades was discontinued and now they make only bond and ledger papers that have won the Grand Prix at Paris, and stand unrivalled in their class in the world. Needless to say the trade done by this firm is enormous.

Mr. Robert Miller is another name that was displayed on a bookstore sign in 1843. He did business on Place D'Armes Square. In 1849 we find the firm name changed to R. & A. Miller, Adam Miller having become partner. They now had two places

of business, one at 8 St. Francois Xavier street and the other at 19 Great St. James. This firm did one of the largest businesses of their day, and were known throughout Canada. They published a series of National school books and kept a large stock of literature. A good trade was done in plain and fancy stationery. They manufactured blank books and did printing, engraving and lithographing. Adam Miller afterwards went to Toronto and started a business of his own, while Robert Miller continued the business here. He moved to Victoria Square, was burned out, and then went to Notre Dame street. After his death, in 1895, the business was reorganized under the firm name of Robert Miller, Son & Co. Later it became The Robert Miller Co., Limited.

The name Dawson has long been familiar with the patrons of Montreal bookstores. Benjamin Dawson, the founder of the Dawson prestige, commenced business in 1847, succeeding R. W. S. Mackay, publisher of the Montreal Directory. Originally he was on Notre Dame street, then, in 1849, we find him at 2 Place D'Armes; later, he moved to 157 St. James street, and again to 233 St. James. In the fifties the firm's title was B. Dawson & Son, but about 1861 Mr. B. Dawson retired and left the business in charge of his sons, under the title Dawson Bros. For a long time Mr. Dawson had had the Canadian agency for Alex. Cowan & Sons, paper manufacturers, of Edinburgh, an agency that was continued with Dawson Bros. This afforded the establishment of a wholesale stationery, and when, about 10 years ago, Mr. S. E. Dawson became Queen's Printer at Ottawa, Mr. W. V. Dawson decided to sever connection with the retail business and confine himself to the wholesale trade. This he now continues at 16 DeBresoles street, and here he does one of the largest stationery businesses in the city. Mr. C. F. Dawson, son of Mr. S. E. Dawson, is still in a retail stationery business at 226 St. James street. Mr. A. V. Dawson is president of the Manufacturing Stationery Co. at 479 St. Paul street, where he has his manufacturing done.

D. & J. Sadlier & Co., 1669 Notre Dame street, were established in 1842 as a branch of a New York house. Their first place of business was at 179 Notre Dame street. At one time the importation of cheap American reprints of English books was carried on, and there were quite a number of Canadian agencies here. But the American War put a stop to this trade, stimulated publishing here, and encouraged importation from England, where colonial editions were now brought out. J. A. Sadlier managed the place for a long time, but he died seven years ago, and Mr. H. E. Wall is now manager. The firm publish school books and theological works. Their stationery business is also large.

ERNEST H. COOPER.

(To be continued.)

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FLAGS

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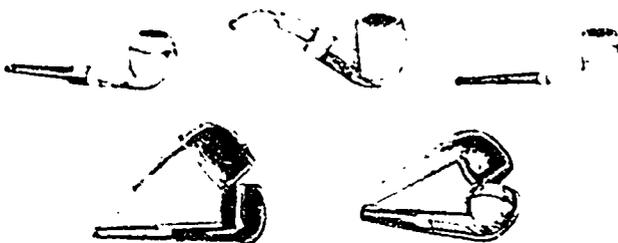
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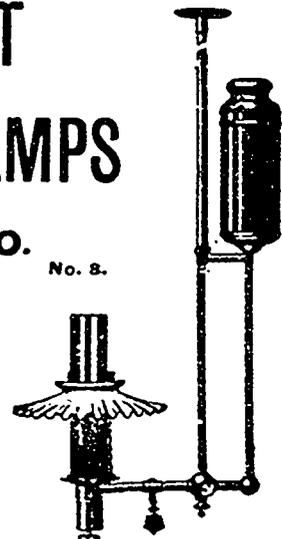
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