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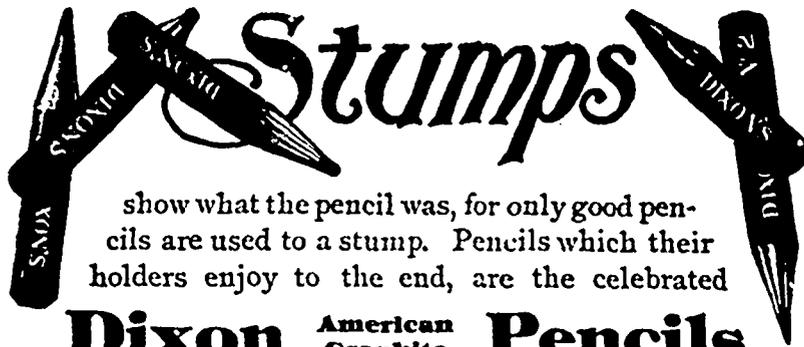
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# BOOKSELLER AND STATIONER

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TORONTO & MONTREAL

**SEASON 1897=8**

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A STRIKINGLY handsome and pleasing memento of the “Diamond Jubilee” of Her Gracious Majesty the Queen's exceptional reign, has been inaugurated by MESSRS. CHAS. GOODALL & SON, London, England, the celebrated card manufacturers and publishers.

They have issued a historic Playing Card, called the “Victorian,” which is singularly beautiful in design and workmanship, highly finished and enamelled, and packed in handsome boxes.

These cards are printed in the finest chromo-lithography, over twenty colors having been used, and are gold-edged. The Court Cards represent the four longest reigns in English History, as follows :

	KING.	QUEEN.	JACK.
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DIAMONDS . . .	Henry VIII.	Elizabeth.	Robert Dudley, Earl of Leicester.
CLUBS . . . .	Edward III	Philippa.	Edward, the Black Prince.
SPADES . . . .	George III.	Charlotte.	George (eldest son), afterwards George IV.

The back of the “Victorian” is an exquisitely colored reproduction of a recent photograph of Her Most Gracious Majesty, one of the best and most faithful pictures of her that has yet been secured. The coloring and style of the card are a long way ahead of anything of the kind ever before attempted.

Every Stationer aiming at a first-class trade should hold this beautiful line.

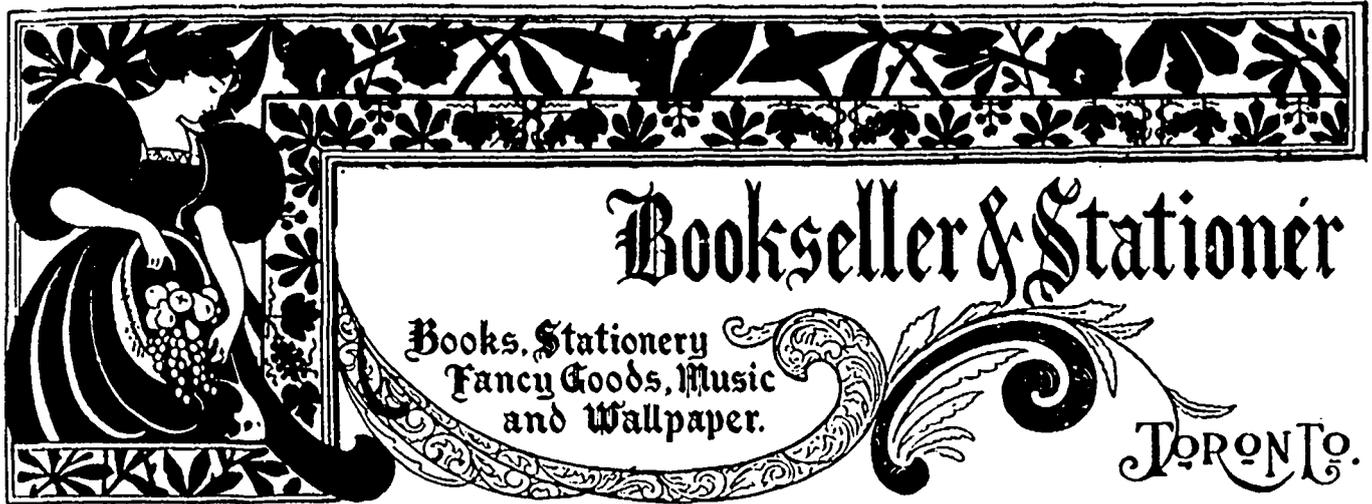
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sends up the Customs' charges on the more expensive, well-bound works. The booksellers, especially the experienced men in Montreal like Mr. Grafton, Mr. Foster Brown and Mr. Drysdale, at once saw the onerous nature of the change, and have done excellent work in meeting to discuss the question and in drawing the attention of the public to the increase by letters and interviews in the daily newspapers. It is doubtful if the ordinary book-buyer has yet realized the position of affairs. A few have, but in the main the general public remains, as it usually does on technical questions, grossly ignorant until the pockets of a sufficient number of individuals have been squeezed, and then what an outcry we will hear! Upon the policy which dictated the new duties we have nothing to say, because it is more or less a political issue, being part of the Government's measure, and the Ministers can hardly have decided on a course of this kind without fully considering where it would lead. If they have, they ought to expound more thoroughly the defence of the new policy.

English works being higher will raise the price on all these. Mr. Chapman points out that cheap and nasty literature can come in more easily, as the better books are directly discriminated against. At the meeting of the trade in Montreal, Mr. F. E. Grafton reminded his brother booksellers that the old rate on books was once 5 per cent.; than it was raised to 15 per cent. which was deemed excessive; afterwards the specific rate of 6c. was imposed and this had, on the whole, worked well. From all we could learn just before the tariff came down, the booksellers as a body supposed that the 6c. rate would be continued. No one in the trade, so far as we know, suggested the present rate.

The clause prohibiting altogether the importation of reprints of British and Canadian copyright works is also much discussed and may have far-reaching consequences. There is a strong article in the May number of *The Westminster* on this subject. The editor complains that English works of educational and literary value must now be purchased in the expensive English editions, which are far more costly than the authorized reprint issued in the United States. He states one case. The authorized United States reprint of Edersheim's "Life of Christ," published by Longmans of New York, sold in Toronto for \$2.50. The price of the English edition, when the present supply from New York is exhausted, will be \$8.40. Another consequence of the new rule is that the Canadian market can no longer be "lumped in" by

**THE NEW DUTY ON BOOKS.**

THE new tariff regarding books bids fair to revolutionize the whole Canadian trade, and persons who are well posted in the business and who are ordinarily able, at a moment's notice, to explain almost any point in connection with the book trade, have a good deal of hesitation now in giving a final opinion on the ultimate effects of the new rates.

These are the two changes which are of vital moment: 1. The increase from 6c. per lb. to 20 per cent. ad valorem (with one-eighth less to Great Britain); 2. The prohibition against importing reprints of English and Canadian copyright books. The first change means a large increase in the price of imported books, especially those of the better class. Roughly speaking, it means that the duty is about double all round. The specific duty formerly in vogue pressed more heavily on the cheap paper-bound books; now, the ad valorem rate

Much evidence has already been given upon the extent of the increase. The *Ottawa Journal* has just paid \$1 duty on a five-dollar book which, under the old rate, would have been 6c. Mr. Wm. Drysdale has stated another case where he has paid \$1.40 on a package weighing 8 pounds and valued at \$7; the old duty would have been 48c. Mr. Foster Brown shows that the duty on the colonial paper editions of expensive

the English publisher when he hands over "America" to the New York or Chicago house. In future arrangements will have to be made for printing an edition here, and our printers, bookbinders and pressmen will get the benefit. It is possible that publishing on a larger scale here will be one outcome. There are, however, many books which it would not pay to issue here, and these the buyer will have to pay English prices for, which, in cases not a few, will mean that he cannot buy at all.

Some comment has been made on the apathy of the Toronto trade, contrasted with the activity shown in Montreal and elsewhere. But it is a mistake to think that men who are thoroughly conversant with the publishing and book trade, like Mr. A. S. Irving, the Copp, Clark Co., Warwick Bros. & Rutter, etc., are not alive to the issue. But the retail bookselling trade, as an extensive business, no longer exists in Toronto as it once did. The department stores, which are little better than junk shops as far as books are concerned, have destroyed the business as it formerly existed. As the new tariff seems to strike a hard blow at these junk concerns, the Toronto trade—if we could analyze their inner consciousness—are probably secretly pleased at the new situation. The department stores will find it difficult to carry on their old tricks. Suppose they go in for colonial editions; it is not so easy to order fresh supplies from London as from New York; and, besides, these editions are not cheap in the sense that so many of the paper-covered books are cheap. Then, many cheap issues in the States are now prohibited. At present a line of cheap books which could be sold by the department stores at 5 cents are coming out in the States. But being English reprints they cannot be imported. What will the department stores do? Well, the duty is off corn, so they can devote the book counters to selling flap corn, a business better suited to the literary and intellectual make-up of the managers.

Where does the ordinary town dealer figure in the new arrangement? If the solid ground be really cut from under the junk stores, the legitimate bookseller should undoubtedly gain. But if cheap books are

actually ruled out the dealer will want a lower duty on cloth books, and the new rate is undoubtedly too high, and injurious to the trade as a whole. Then ordering from London will not be nearly so convenient as from New York. There will not be nearly so many 25c. books as before, and you cannot expect to sell so many colonial editions at 50c., 60c. or 75c. as of novels issued for a quarter. The coming season should see a great clearing out of old books, because the usual supplies of cheap issues will not be forthcoming. The situation calls for energy and enterprise.

Altogether, we think the new rates unsatisfactory and injurious to the trade—as also to the public—and if the booksellers make a united effort modifications will be made in the 20 p.c. tariff, although the exemptions to libraries and colleges will probably stand.

#### THE JUBILEE SOUVENIRS.

A WELL-KNOWN man of literary tastes told THE BOOKSELLER AND STATIONER the other day that he was making a collection of Jubilee souvenirs. "He said: "I am not satisfied with a button or a picture or some other trifle; I want every souvenir I can get hold of. These things make a fine collection, and my children and my children's children will prize them in the years to come. None of them are expensive, and I have already purchased quite a number for a small sum."

This struck the writer as a good idea, and as it also has a direct bearing upon the sale of these souvenirs, the suggestion is passed on to the trade, who can use it with effect. The time will come, in the lifetime of many of us, when a well arranged collection of Victoria souvenirs will be very valuable. They are mere trifles now, and some serious people may pass them by as too childish to notice. But in time they become historical. Anyone who visits a place like Greenwich, for example, where relics of Nelson or Franklin of the most trifling character are gathered together and cherished, will realise how time alters our views of things. This is a memorable year, and men who pass through the celebration of the Queen's sixty years' reign and fail to hand on to their successors some mementoes of the occasion will appear foolish and idea-less.

#### THE EFFECT OF LIBRARIES.

A READER of this journal declares that our opinion of libraries being competitors of the booksellers is not held in the States. "My experience there in visiting both small and large towns was that the trade regarded the free public library as an aid rather than a disadvantage to the book business. The libraries are held to be useful in encouraging the reading habits of the people, and the trade consider this more than an offset against providing free books for the people. Many people do not buy books because they are not readers; once they get interested in a subject they will want some books of their own."

Then he went on to criticise the Canadian trade in a way we cannot quite endorse. "The Canadian bookseller is too much afraid of his shadow. How can he expect to tempt and sell book buyers if he doesn't keep what they want to buy? The book business is decaying, because it is not pushed by competent men in the large towns." This is partly true and partly unjust. We really think, however, that the bookseller of to-day hardly realises how important his calling is, and what a combination of qualities is required to make a successful one.

#### THE CANADIAN "SHEEP" KICKS.

ONE special feature of the new prohibition against importing copyright reprints is worth noticing. Some New York publishers at present hold the Canadian market for certain new books. They bought us, like sheep in the shambles, when they secured the copyright for "America." We fear, in the eyes of some (not all) English publishers, "America" means the United States. Canada as a national entity is not known. They picture this country as consisting of a few wigwams north of the great lakes. In these wigwams are huddled together a shivering band of red Indians and some "colonists," whose chief use for books is to stuff up the holes that let in the snow. Viewed in this light, what rights have we, except a gracious permission to read round a roaring log fire in the freezing July and August nights books printed by other people?

Well, offers made by Canadian publishing houses in the last twelve months: a Canadian edition of certain books have been refused. There are a number of such cases.

Smith, Elder & Co., of London, sold the Canadian market for "With Edged Tools" to Messrs. Harper, of New York, and declined, as they had a perfect right to do, to give us an edition of our own. We could cite other instances, but this will do for illustration. Under our new law prohibiting importation of reprints where do Messrs. Harper stand? It seems as if they resemble the individual who tumbled out of the balloon—they are not in it. They must now arrange for a Canadian edition or we must fall back on the English edition.

#### FEELING IN THE STATES.

The United States publishers who bought this market and now find reprints excluded by the tariff are evidently displeased, judging by a paragraph in *The Publishers' Weekly* of May 8. It says, referring to the Customs order preventing importation of reprints:

The move is a little short of rebellion and may lead to serious complications. Though the question is one that properly falls under international copyright legislation, it undoubtedly also has direct bearing on the law of contracts, and it is, therefore, not likely that American publishers who have made contracts with English subjects to sell their books in a certain territory under the Government of the British crown will quietly submit to any abrogation of rights which the law of Great Britain is bound to respect.

The fallacy in this argument is that the "territory under the British crown" is self-governing and not controlled from London. The American publisher can look to the English firm for redress; that is all. No doubt it is a surprise in New York to learn that Canada has control of her tariff, and can exclude these books if she pleases. As to its being "rebellion," that is absurd.

#### COPYRIGHT.

A meeting of those interested in copyright was held in Toronto on Saturday, May 8th, and the outlook was discussed. The new tariff and its effects upon both the publishing and book trades were also considered. The Government, in reply to Mr. John Ross Robertson, M.P., has already intimated that nothing will be done this session. It is felt, however, that under the new conditions imposed by the tariff some step in advance regarding copyright should be taken speedily. It is believed that Mr. Robertson, M.P., will again bring the matter up in the House of Commons, probably in the next few days, and explain the present position of affairs and the need for action.

#### A OUBIOUS THING.

AT the present moment a phase of the law which enables authors to secure copyright for their books in both Great Britain and the United States is interesting. Under international copyright the author must, by the English law, issue his book in England first; to get the United States copyright, according to United States law, he must issue his book simultaneously with the English edition. How does he fulfil both these conditions, apparently destroying the result desired? It is worked in this way: A day is selected for publication. The book, as American interests demand, is set up, printed and bound in the States beforehand. Copies are shipped to England, and at ten o'clock on the morning of publication it is issued in London. That is held to be prior publication by the British authorities and fulfils legal requirements. On the same day, at three o'clock p.m., the book is issued in New York, Boston, Chicago, or wherever the publishing centre is. The States law holds that to be simultaneous publication within the meaning of the Act, as it is the same date. So both sides are satisfied and international copyright is secured to the satisfaction of publisher, author and reader—the victim being the British publishing interests, who lose the issuing of the works.

The view taken now in Canada—both by the trade and by the Government—is that American books copyrighted in London by this means are "reprints" of British books and must not be imported into Canada. It will be seen, therefore, how many books the new Customs rule excludes. But probably the last word has not been heard on this phase of the matter.

#### A UNION OF FORCES.

The drug, book and stationery firms of Regina are uniting their forces, and the proposal, as a business enterprise and an economic experiment, is interesting and instructive. Messrs. Robert Martin, Peter Lamont, W. G. Pettingell and C. H. Black, are all leading and successful business men in Regina. Mr. Martin graduated from the Ontario College of Pharmacy in 1876, bought out the drug business of Dawson, Bole & Co., in 1888, and has been Mayor of Regina. Mr. Lamont is a Prince Edward Islander who has built up a fine stationery business in Regina with characteristic industry and pluck. Mr. Pettingell is a native of Prince Edward County, Ont., and after a good high school education and the learning of his profession with C. B. Allison & Co., Picton, established his business in

Regina in 1883. He is an ardent sportsman, and was one of the originators of the Pharmaceutical Association of the Northwest. Mr. Black was born in Ontario, the son of a Presbyterian clergyman, and passed his youth in Nova Scotia. He is town treasurer of Regina, and was the first secretary of the Board of Trade. The united concern will be a strong one, and deserves to succeed, as its individual members already have done.

#### THE MAY MAGAZINES.

THE WESTMINSTER has special articles on church music; Ralph Connor supplies No. 5 of the "Tales from the Selkirks"; the home, literary, Sunday reading, etc., departments constitute it a capital magazine for the Canadian home.

The *Hesperian* (quarterly, 15c. each) contains "A Peep at Havana"; there is a trenchant article on Wm. Whitman, and some other excellent literary criticism.

The *Canadian Magazine* for this month is the first of the new volume. Finer paper is used for the illustrations, and a slight change in size greatly improves the magazine. There are several notable articles: *Attorney-General Longley* on "Nova Scotia Premiers since 1867"; *Dr. Webster* on "The English Birthplace of General Wolfe." The June issue will contain many articles and illustrations in connection with the *Queen's Jubilee*. *James Hannay*, the historian, will deal with *New Brunswick Premiers since Confederation*.

*Massey's* contains a finely illustrated paper on Trinity University, interesting to all Anglicans in Canada; a phase of newspaper life is illustrated by A. J. Magurn's article on "The Ottawa Correspondent."

The *Shakespearean* for April 15 (Dawburn & Ward, Ltd., 6 Farringdon avenue, London, E.C.) deals with current critical work relating to the great dramatist. "Henry V" is the chief drama under consideration. The little magazine (annual, 6s.; single copies, 6d.) will please Shakespearean scholars and literary clubs.

"Jason Hildreth's Identity," by Virna Woods, is the complete novel in Lippincott's. *Alva Fitzpatrick* has an article entitled "French Pioneers in America," dealing with settlement in Alabama.

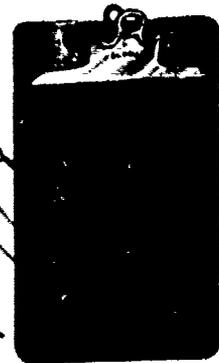
Kite-flying for scientific and photographic purposes, is dealt with in two splendidly illustrated papers in *The Century*. A chapter of secret history, very interesting to Canadian readers, is *General Schofield's "Withdrawal of the French from Mexico,"*

FANCY GOODS AND STATIONERY.

NEW STATIONERY NOVELTIES.

THE new spring styles of belts, bicycle and chatelaine bags now on exhibit at the Brown Bros., Ltd., leather goods department are of artistic design. They are made in the fashionable shades of morocco, seal and calfskin leathers and the trade are respectfully requested to call and examine same.

New goods are always arriving at the headquarters for office supplies, the Brown Bros., Ltd., and as we go to press they are opening out novelties that should be in every office, such as office baskets, inkstands, files of every make, elastic bands by the gross or pound, rubber pencils and penholders, "Best" paper fasteners, and the best lead pencil sharpener in the world.



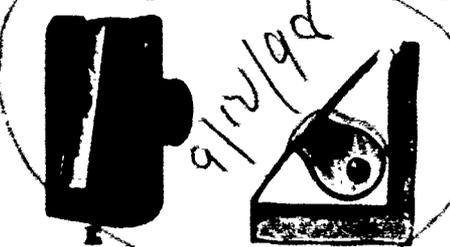
The Brown Bros., Ltd.

At this season of the year wedding and society stationery is much called for and the Brown Bros., Ltd., have some superior lines in wedding note paper and cards; also a fine line of papeteries in the fashionable tints, called the Diamond, which will make a nice present in commemoration of the 60th anniversary of the glorious reign of Her Majesty the Queen.

As people are now making arrangements to visit Europe, the trade should see that their stock of fountain pens is complete, and, if not, should write the Brown Bros., Ltd., for prices of the celebrated Paul E. Wirt pen, which holds its own as one of the best fountain pens in the universe, there being over one million in use.

IMPORTANT AGENCY.

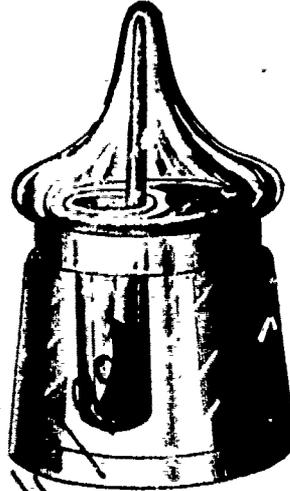
We are pleased to be in a position to announce on good authority that the selling



The Brown Bros., Ltd.

agency for Canada of the envelopes made by the Morgan Envelope Co., of Springfield, Mass., is now in the hands of Buntin, Gillies & Co., Hamilton. The Morgan Envelope Co. is one of the largest and best

known of American manufacturers, their product occupying the front rank, both in regard to quality, style and value. No house in Canada is better fitted to handle such a line and we congratulate both the Hamilton house and the manufacturers on the arrangement. No American envelope makers have heretofore had a Canadian agent, and while different dealers have handled American envelopes in a half-hearted way the enterprise shown by these parties will have a strong effect on the Canadian market. We look for even keener competition than in the past, as this combination is certainly a strong one and will surely get a large share of the trade.



The Brown Bros., Ltd.

THE GARDNER INKSTANDS.

These are for sale by Buntin, Gillies & Co., Hamilton, and the circular describing them says: "You probably think that if there is one thing in the world that has been perfected beyond further improvement it is the inkstand. We thought so until we saw this one. Instead of the opening being on top it is in front, just where the pen would strike when held in the natural position for writing. The observance of a simple law of mechanics prevents the ink from running out. It is impossible to get more than the right amount of ink on the pen. There are no springs or disks to get out of order. It can be used in the pigeon-hole of your desk. It is dust-proof, and non-evaporating."

VICTORIAN PLAYING CARDS.

A handsome memento of the Diamond Jubilee has been inaugurated by Messrs. Chas. Goodall & Son, London, England. They have issued a historic playing card, called the "Victorian," beautiful in design and workmanship, highly finished and enamelled, and packed in handsome boxes. These cards are printed in the finest chromolithography, over twenty colors having been used, and are gold-edged. The court cards

represent the four longest reigns in English history, as follows:

	King.	Queen.	Jack
Hearts	Henry III.	Eleanor.	Edward, I. the Great
Diamonds	Henry VIII.	Elizabeth.	Robert Dudley, Earl of Leicester
Clubs	Edward III.	Philippa.	Edward, the Black Prince
Spades	George III.	Charlotte.	George (elder son), afterwards George IV

The back of the "Victorian" is a colored reproduction of a recent photograph of Her Majesty, one of the best and most faithful pictures of her that has yet been secured. The coloring and style of the card are a long way ahead of anything of the kind ever before attempted. Warwick Bros. and Rutter have a supply for the Canadian trade.

FORTHCOMING EXERCISE BOOKS.

THE BOOKSELLER AND STATIONER has had a glimpse of the new exercise books which are now in course of preparation for the trade by the Copp, Clark Co. the coming season, and they promise to be unique and taking. Some telling designs are being got out, and evidently a great deal of time has been spent in evolving new ideas for covers.

PAPER FLAGS.

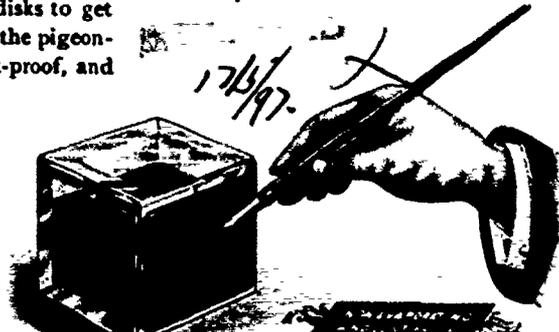
A large supply of paper flags, well colored and suited for summer decorations, are shown by the Copp, Clark Co. The large sizes are \$5 per thousand and are shown in Union Jacks, Dominion and Tricolors. There is a small size Union Jack at \$3 per thousand.

NEW WRITING PADS.

The Olde Saxon and the Super Satin are two new writing pads shown by the Copp, Clark Co., in octavo or quarto sizes. The former is of vellum and the latter cream, and each consists of 100 leaves, ruled or plain.

THE BALL SEASON.

The Copp Clark Co. have in their supply of Antelope, Acme and Globe rubber balls.



Buntin, Gillies & Co.

The manufacturers were late in giving delivery, but these balls, notwithstanding their slightly enhanced price, are so greatly superior in quality that the trade favor them. They do not deteriorate in stock and are

aw. y ahead of the common grade, being properly inflated, so as to last the whole season of use.

#### PAPER LANTERNS.

A very attractive selection of paper lanterns in all the ordinary and new shapes is now in stock at Nerlich & Co.'s. They have been selling well, as the use of them is likely to be more than ordinarily extensive this year, and from now on these lanterns will be in demand.

#### DIAMOND JUBILEE PAPETERIES, ETC.

A line of Diamond Jubilee papeteries, writing pads, exercise books, etc., has been brought out by the Copp, Clark Co., Ltd., Toronto; and has taken well already. The enterprise is a most timely one, and the



The Copp, Clark Co. Ltd.

books will undoubtedly sell well all through the year. Artistic taste has been shown in the get-up. An idea of the cover design may be got from the accompanying illustration which adorns the exercise book, and is used in various ways upon the other articles. This design is printed in two colors and gold, and shows the Queen's head with the arms of Great Britain and the principal colonies, with the English, Irish and Scotch national flowers and the maple leaf in the border.

The exercise book, thus attractively presented, is made of heavy cream paper, and will retail for 5c. The papeterie, with its handsome designed box, is a very salable article, and may be had either in plain, rough paper with fancy banded envelopes, or in smooth cream paper, ruled or plain. It is a one-quire package, and retails for 25c., altogether a popular production. The

note size is done in rough vellum, plain or ruled, and smooth cream.

The writing pads are equally well done, and may be had in smooth cream, 100 leaves, ruled or plain, in 8vo. or 4vo. sizes. There are envelopes to match both these note sizes.

#### TUCK'S CARDS, ETC., FOR 1898.

Of late years the artistic skill and rich designing of Tuck & Son's cards, booklets, etc., have put them ahead of competition, and both in Britain and on this continent they have been recognized as foremost in this class of production. The samples for 1898, which have just arrived at Warwick Bros. & Rutter's, indicate beyond doubt that Messrs. Tuck have surpassed even their own efforts of former years.

This may sound high praise, but it will be fully endorsed by all who see the new lines. In what may be called popular goods, to retail from 15 to 75c., the trade will greatly appreciate the new ideas in calendars, cards, etc. In hanging lattice calendars, for example, the designs and colorings in flowers, birds, songs, etc., are away ahead as to value and appearance, and the retail prices, from 15 to 35c., ensure an immensely increased sale. The lines of booklets, too, are ahead of previous years, and the line of toy books has been doubled in number, so that the selection is now very complete.

The original ideas in calendars are strikingly handsome. Here ingenuity, combined with taste in outline and color, has been given full play, so that movable figures and designs are a feature of the display. One, for instance, is a ship with moving sails, the calendar being upon the sails; there is the dancing girl whose skirts expand with the months upon them when placed on the wall. Another is a large figure of an owl, the calendar in front, and the eyes of the bird move. A parrot has wings which expand and show the months. The see-saw of dogs is another novelty and the Jolly Jack Tars, moving figures, also attract notice. The bicycle calendar is in the form of two wheels, a lady and gentleman together, and the wheels are loaded with spring flowers, etc. These are but a few of the new ideas, which will please the trade mightily.

A line of yellow kids made out of tissue paper and similar to Tuck's dolls last year is also a feature this season.

#### GLAZED AND COTTON FLAGS.

Nerlich & Co. are showing a very extensive and complete line of flags this season, and for the information of dealers who need these for the rapidly approaching Jubilee

and other celebrations, a full list of sizes and prices is subjoined. The glazed cotton are on sticks in the following lines:

Union Jack—No. 2, 2¼ x 4 inches, 70c. per gross; No. 3, 3¼ x 6 inches, \$1 per gross; No. 4, 4¼ x 7½ inches, \$1.20 per gross; No. 5, 5¼ x 9½ inches, \$2 per gross; No. 5½, 6 x 10 inches, \$2.50 per gross; No. 6, 8 x 14 inches, \$4.20 per gross; No. 7, 11 x 18 inches, \$6 per gross; No. 7½, 12 x 22 inches, \$9 per gross; No. 8, 17½ x 27½ inches, \$1.10 per doz.; No. 9, 21 x 36 inches, \$1.75 per doz.

British Ensign—No. 7, 11 x 18 inches, 50c. per doz.; No. 8, 17 x 25 inches, \$1.10 per doz.

Dominion—No. 6, 8½ x 14 inches, 40c. per doz.; No. 9, 21 x 36 inches, \$1.75 per doz.

The range of cotton flags is equally large, as follows:

Union Jack—17 x 15 inches, 75c. per doz.; 25 x 21 inches, \$1.10 per doz.; 24 x 30 inches, \$1.75 per doz. Ensign—24 x 35 inches, \$1.75 per doz.; 30 x 60 inches, \$6 per doz.; 46 x 70 inches, \$8 per doz. Canadian—22 x 35 inches, \$1.75 per doz. French Flag—21 x 29 inches, \$1.40 per doz. German—21 x 28 inches, \$1.75 per doz.

In bunting the following are kept:

Ensign—9 x 18 inches, \$4.20 per doz.; 18 x 36 inches, \$10 per doz. German—18 x 36 inches, \$10 per doz.

#### THE QUEEN'S PICTURES.

Reference was made last month to the commemorative portrait of Her Majesty and souvenir pictures of the reign which Warwick Bros. & Rutter were showing. Copies of these pictures were not in when the last issue of this paper went to press. They have since been seen, and are very fine. One size of the portrait of the Queen, in photogravure, and admirable for framing, will retail for \$2, and is a work of art. The commemorative pictures are just as beautifully done, and must prove very satisfactory for good trade.

#### CELLULOID GOODS.

The new dressing cases, especially those of celluloid, are unusually good this year. There is a big assortment shown by Nerlich & Co. Some have large photographic scenes reproduced on the side and top, and all have illuminated designs. In the same line are toilet cases, glove and handkerchief boxes, shaving sets, etc.

#### NEW CANADIAN PAPETERIES COMING.

A stationery announcement of considerable interest is made by the Barber & Ellis Co., Ltd. This firm is well known for its fine

stationery, and a promise of something new from them is certain to be redeemed. The firm are getting out a line of celluloid and plush papeteries with fancy names and fancy edges. They will be made with first-class papers, and the boxes will be handsome enough to use for gloves and handkerchiefs when the stationery is used up. These goods will be ready to show July 1st, and will sell right up to Christmas. The trade will, therefore, accept the pointer to keep an eye open for this line.

#### DOLLS.

The doll trade with Nerlich & Co. is active, and more have been sold this year than before. The large assortment has, doubtless, helped this. The stock is now coming in.

#### SOUVENIR CUPS AND PLATES.

A wonderful line of souvenir goods has just been opened up by Nerlich & Co. This includes china cups, jugs, saucers, plates, pin trays, etc. The shapes are new and pretty. Portraits of the Queen in 1837 and 1897 are blazoned in colors on the articles, surrounded by a fancy design. These articles will retail at 25c., and afford a fine chance to the trade. There are also some Jubilee plates of opal glass retailing at 25 and 50c. These are ornamented with bright designs and ribbon-trimmed.

#### A FINE THING IN BINDINGS.

Messrs. J. & A. McMillan, of St. John, have bound the address of the New Brunswick Government to Her Majesty and it will be forwarded at once. The address is a beautiful example of the binder's and illuminator's art. The binding is of red turkey-morocco leather, lined with white satin. On the front cover are beautiful scroll designs in gold, with a large crown in the centre and beneath it the inscription: "Address to Her Majesty the Queen from the Legislature of New Brunswick, 1837-1897." On the back is a continuation of the scroll design with the Provincial arms in the centre. The address itself was engrossed on parchment by one of the clerks in the Crown Lands office.

#### A PLEASANT AFFAIR.

A pleasant gathering took place lately at the residence of Richard Brown, Esq., president of the Brown Bros., Ltd., manufacturing stationers of this city, the occasion being the fiftieth anniversary of the foundation of the firm, when the staff to the number of thirty assembled to partake of the hospitality of Mr. and Mrs. Brown. After sitting down to a recherche dinner the usual toasts were given, interspersed with songs, speeches and reminiscences of the early days of the firm, which were very enjoyable.

After a hearty vote of thanks to the host and hostess, a splendid flash-light picture of the entire company was taken. This most enjoyable party broke up at 1.30 a.m. Some of those present had seen over a score of years service with the house.

## BOOKS AND PERIODICALS.

#### A BOOK FOR BOYS.

ALL parents who have wanted a clean, pure book to place in the hands of young children and growing boys will be glad to know that the Vir Publishing Co., 243 Hale Building, Philadelphia, is about to publish a series of such books addressed to boys, young men, young husbands, men at forty-five, and those at sixty-five. This series to men is to be followed by a similar series of five books to women. The series to women is to be written by Mrs. Mary Wood-Allen, M.D., who is widely known as a writer and lecturer on personal and social purity. The series to men is by Sylvanus Stall, D.D., associate editor of *The Lutheran Observer*, who is widely known by his various books, and especially by his "Object Sermons to Children." The first volume, "What a Young Boy Ought to Know," will be ready next week. The books are to sell at one dollar each.

#### CECIL RHODES.

"The Life of Cecil Rhodes," just out, by an anonymous writer called "Imperialist," is a timely book. It is the only sketch of this remarkable man's career in book form. It retails at 75c., and the Toronto News Co. have a supply. Owing to the new tariff the trade price has increased from 50 to 55c.

#### THE NEW TARIFF.

Morton, Phillips & Co. are issuing in handy form the new Dominion tariff, as presented this session. As soon as the House rises the book will be issued with all the amendments up to that time.

#### THE GENEALOGICAL MAGAZINE.

This is a new English monthly magazine, published by Eliot Stock, 62 Paternoster row, London, at a shilling. The May issue, the first, is a most interesting number. The prospectus says: "Arrangements have been made for the serial production in the pages of the magazine of several valuable heraldic works. A series of important historical pedigrees will appear at intervals. Some curious extracts from notable parish registers will be given, and many monumental inscriptions illustrative of family history will be described and explained; while new and notable examples of heraldic bookplates by eminent engravers will be introduced. Biographies of eminent historical personages with portraits will occasionally appear

The magazine is imperial octavo in size, is illustrated and embellished with much artistic taste. The table of contents gives one a good idea of the scope of the new

magazine: "The Surrender of the Isle of Wight"; "The Log of the Mayflower"; "The Sobieski Stuarts"; "Shakespeare's Family"; "A Devonshire Manuscript"; "Nelson and His Enchantress"; "Queries and Correspondence"; "Gazette of the Month." It will thus be seen that heraldry and genealogy are dealt with on the highest plane of interest, and the magazine appeals to historical investigators as well as those versed in genealogical lore.

#### CANADIAN MINERAL WEALTH.

Wm. Briggs has in press a small volume on the "Mineral Wealth of Canada," by Professor Willmott, M.A., B.Sc., of McMaster University. The work is designed as a guide for those desirous of knowing something of the mineral resources of the Dominion. It is written, as far as possible, in an untechnical way, so that it will be easily understood by the general reader. At the same time numerous references to more detailed works will make it a useful guide to those seeking fuller information. The origin, occurrence and uses of the various minerals are clearly stated. Tables are given showing the mineral production and importations, and comparing Canada with other nations. The work is very opportune and should prove valuable to teachers of chemistry and geography and to all interested in the resources of this country.

#### DR. RAND'S POEMS.

Of Dr. Rand's volume of poems "At Minas Basin," the critics have been saying many nice things, but probably none can have gratified the author so highly as the following tribute from Edmund C. Stedman, author of "The Victorian Poets," and "The Nature and Elements of Poetry," in which he declared that "like Opie, the author mixes his colors 'with brains,' and is a man of thought as well as of both imagination and the lyric ear. I fancy him a congener of Emerson, and of Arnold, too. If he can retain his peculiar insight and keep fine his art, their shades need not be ashamed of the relationship. I am sorry his collection did not come out in time to enrich the Canadian section of my 'Victorian Anthology.'"

#### DR. WORKMAN REPLIES TO GOLDWIN SMITH.

Wm. Briggs reports an unusual number of orders and enquiries concerning Dr. Workman's answer to Prof. Goldwin Smith's article in *The North American Review*, in which the professor described the Old Testament as "Christianity's Millstone." Dr. Workman entitles his answer

"The Old Testament Vindicated as Christianity's Foundation-Stone." The book has just been placed on the market.

#### MANITOBA'S EARLY DAYS.

Rev. George Young, D.D., of Toronto, who has been called "The founder of Methodist missions in the Red River Settlement," has in the press of Wm. Briggs a volume entitled "Manitoba Memories: Leaves from My Life in the Prairie Province," announced for publication early in June. Dr. Young passed through stirring scenes in the early history of that country. He was sent out by the Mission Board of his church in 1868, and planted the first Methodist mission in what is now the city of Winnipeg. He and his heroic wife remained there through the troublous times of the first Riel insurrection. He attended the unfortunate Thomas Scott in his last hours, and was a sorrowful spectator of his tragic murder by the rebels. In this volume he goes very fully into the narrative of those exciting times; also describes the famine of 1868-69, the abortive Fenian raid of 1871, and relates the growth and progress of Methodism until his return to Ontario in 1884.

#### A NEW PANSY BOOK.

"Overruled," a new story by "Pansy," will be placed on the market the 15th of this month by William Briggs, in his well-known Canadian copyright edition.

#### SABBATH OBSERVANCE.

The literature on Sabbath observance has been augmented by a treatise on "The Nation and the Sabbath," by Rev. W. H. Jamieson, M.A., from the press of William Briggs.

#### A CANADIAN EPIC POEM.

Mrs. Currie's epic poem "John St. John and Anna Grey: a Romance of Old New Brunswick," is announced for issue during the present month by William Briggs. The authoress, who is a Fredericton lady, has set her story in the old U.E. Loyalist times.

#### GOOD SELLERS.

Among the best sellers of the month past Roberts' "Forge in the Forest," and Mrs. Kingsley's "Paul: a Herald of the Cross," have held a leading place. Few stories of recent years have called forth such general and warm praise as Mr. Roberts' fine romance. It has given its author a place among the great writers of fiction of the day.

#### MORE CANADIAN VERSE.

John Stuart Thomson's "Estabelle and Other Verse," will appear within a fortnight with William Briggs' imprint. The age of poesy can scarcely be said to have passed

when recently this house had five volumes of Canadian verse in course of issue at the one time.

#### DEVIL TREE OF EL DORADO.

No wonder the Toronto News Co. report a large sale for the "Devil Tree of El Dorado." It is an adventure story of absorbing interest. It relates the experiences of a small party of explorers who visit the at present inaccessible mountain of Roraima, on the Venezuela frontier, the ownership of which is now in dispute. They find a race of white men with an advanced early civilization shut up in a city on the table land on the mountain top. The high priests are cruel tyrants and the awful devil tree is one of the most extraordinary inventions of modern romance. It is not a "shocker," but a lively, well-told story, and will be equally suitable to men and women.

#### GOOD BOOK SELLING.

The Bain Book and Stationery Co., 53 King street east, Toronto, have experienced quite a boom in their book department in the sale of two important books published last month—Nansen's "Farthest North" and General Lord Roberts' "Forty-one Years in India." Mr. Hæstis, the manager, thought he had a "good thing," and boomed the sale of these works, the result being that he has sold a large number of sets of these works at \$10 and \$12 respectively. Besides this, they have sold already about seventy-five (75) sets of the "Nansen" book in the cheaper Colonial editions in paper and cloth bindings.

#### DR. HODGINS ON SEPARATE SCHOOLS.

Dr. J. George Hodgins has compiled a valuable record of the Ontario separate school legislation from 1841 to 1876. It is made full and clear by the private correspondence of the late Egerton Ryerson and by Dr. Hodgins' perfect familiarity with the whole subject of school laws. It is a book which all who are interested in our educational and general history will wish to have, being not only valuable material for history, but in itself a striking page from our annals.

#### THE POMP OF THE LAVIETTES.

This is Gilbert Parker's latest novel. It is a powerful tale of French-Canadian life in the days of Papineau's rebellion. The Laviettes, parents and children, have characteristics of the race. The youngest daughter marries an Irishman of noble birth who is living the last years of a mis-spent life in Quebec. Round this strange union the most stirring events of the story circle. The end is tragic and the principal feature of the book to the ordinary reader is the striking picture one gets of the domestic life of an ambitious family with all the local

coloring of the French province. In this respect, it is a faithful delineation of a phase of character which has much interest for English-speaking Canadians. The edition in cloth by the Copp, Clark Co. makes a beautiful little book.

#### A NEW NOVEL OF NOTE.

The critics are praising "On the Face of the Waters," by Flora Annie Steel. It is a tale of the Indian Mutiny, told without exaggeration, and the events of history are accurately adhered to. The authoress lives in India and knows her ground well. The book is to be had in the Colonial Library from the Copp, Clark Co. and retails at 75c.

#### A BOOK FOR CLIPPINGS.

The bookseller is often asked by customers for a good book for clippings. Most of them require heavy and systematic labor in the way of pasting and classifying. Then, without an index, the collection is unsatisfactory. A new book for clippings just being got out by Warwick Bros. & Rutter is ahead of any we have yet seen. It is a strongly bound book, not large in size, with gilt letters on the back, "Clippings." The leaves in front are indexed, and the pages are numbered. Each page is an envelope made of thin but strong manilla paper. The flaps of the envelope are long and of stout linen. They will allow the envelopes to get fat with clippings and still hold on. The book is bound to permit of considerable inward expansion, and you are free of the trouble of pasting. You classify by simply slipping the clippings into the envelopes and the leaves in front with their lettered index supply you with the number of the page-envelope. An enquiry may be addressed to Mr. Ernest J. Hathaway, of Warwick Bros. & Rutter's, and the book will retail at \$2.

#### A BOOK OF THE HOUR.

Just as we go to press there arrives from England a book of which fuller notice will be given later on. It is a timely publication, dealing with a subject that is rapidly becoming the chief Imperial issue of the day: the British Empire's food supply. The work is by Mr. R. B. Marston, and is entitled: "War, Famine and Our Food Supply." It embodies the latest information on the subject, and the accompanying tables and illustrations afford those who wish to comprehend the position of affairs a clear insight into the present abnormal conditions regarding the food of the British people as affected by war. The book contains about 200 pages, with the colored diagrams and tables, and a number of illustrations, and is published at 2s. by Messrs. Sampson, Low, Marston & Co. St. Dunstan's House, Fetter lane, London, E.C. The British Empire League in Canada is taking this question up, and the booksellers should find the volume in demand.

## WALL PAPER AND DECORATIONS.

### NEATNESS IN HANGING WALL PAPER.

**T**HERE are a number of minor points connected with the art of paper-hanging that are apparently of no importance to the average paper-hanger. In fact, many mechanics fail to reach the coveted distinction of first-class workmen through their lack of proper attention to many details connected with their trade. Not only are the workmen themselves to blame for their laxity in this respect, but their employers are, to a very great extent, also; because we consider that it is the duty of every employing decorator to see to it that his employes do not lapse into careless habits, a thing that they will surely do if they are not closely followed. It is not only a duty to the employes, but it is a duty to see to it that the client gets the best possible workmanship that it is in his power to supply.

No employer can afford to depend upon his workmen to do everything up to the highest mark, except by the exercise of constant vigilance in the direction of any error of judgment that may be made by the workman. We think that there is no trade where it is more necessary to be conversant with the technical details than it is in our own. It is for this reason that we hold the employer responsible for whatever carelessness may exist among the workmen of his establishment.

Many so-called paper-hangers never get beyond the rudiments of their trade, which consists in the proper trimming, pasting, joining, and matching of the patterns, and yet they wonder why they make so many failures. In many instances where they are unable to make a perfect piece of work with some special papers they lay the blame on the peculiarity of the paper itself; while, as it will very often happen upon investigation, the fault lies in their own lack of perception or foresight. As an illustration of the results that are sure to follow the pursuit of careless methods, we will relate an instance of recent occurrence.

A room was papered with a fine paper of a brilliant shade of yellow and a simple open pattern almost as difficult to hang as a plain ground. After the work was all completed and the paper had sufficient time to dry (that magic period when all defects are supposed to disappear), it appeared to be damaged, as there was a seeming dark shade running through every breadth of the paper. At first it was suggested that it might possibly be a fault in the printing, but this was soon disproved by comparing the remaining ends of the paper. However, it was finally discovered that the paper-hanger, although perfectly neat in other respects,

had, when pasting the breadth of paper he was about to hang, allowed the paste to run over the edge of the following piece of paper, which lay directly underneath, and this, having become dry by the time he was ready to paste it in its turn, consequently made an extra layer of paste, which made such a projection on the exterior of the paper that it appeared as a shade when hung upon the wall.

Now, to prove the advantage of being constantly on the alert to discover probable defects, let us mention one or two other instances where the paper-hanger was called upon to use rare judgment and was equal to the occasion, too. In one instance he was called upon to hang a deep blue cartridge paper, which turned out to be shaded, and, consequently, it was seemingly impossible to hang it without showing the joints, no matter how skilfully they were made. Upon investigation it was found that the paper was darker on one edge than the other. Now, at first sight, it would seem almost impossible to remedy this defect, but the remedy was very simple. Every other breadth of the paper was hung upside down, the two dark edges coming together on one joint and the two light edges on the next. This is a perfect cure for this defect, which is occasionally met with in cartridge papers. Upon another occasion the same paper-hanger was given a paper with a deep Indian red ground, which he found, upon handling, was very badly shaded. Being of a very open pattern, it was bound to make a bad job. But the workman was determined to make it go, and the method that he pursued was as follows: He cut the paper up, as usual, into the required lengths, and then, after having the quantity cut needed to cover the room, he sorted them all out and placed the darkest shade on one panel or part of the room, and the lighter shade on another part, and so on with the different shades until, when completed, it presented a very good and even appearance. It will thus be seen that it is necessary to give close attention to the details in order to have complete success.

Another important detail which is likely to be neglected by many workmen is the proper method of hanging and centring the border or frieze. The design of the frieze should be centred over the mantel, which is usually the most important point in the room. The one other point which requires the same handling is the pier wall between the windows, our argument in this case being that as it is the custom to have the frescoed or stencilled borders centred at this point, why should it not be so with the paper border? The common objection to

this is, that in a frescoed or stencilled border all mismatching can be avoided by the skilful use of the brush, but that this is not so with paper, as there must necessarily be a mismatch between the mantel and the windows. Our answer to this objection is that in most cases the window tops are so close to the ceiling that a mismatch can be made there without being detected, and if such is not the case, there are two points in almost every room where it will be safe to have a mismatch without fear of its being readily seen. One of them is that point of the wall which is over the door through which you enter the room, and the other point is the return on the mantel breast which is farthest from you as you enter. We would rather have both of these mismatches than the common practice of concealing the mismatch by scalloping the edge of the paper in a zigzag fashion over the doors and windows.

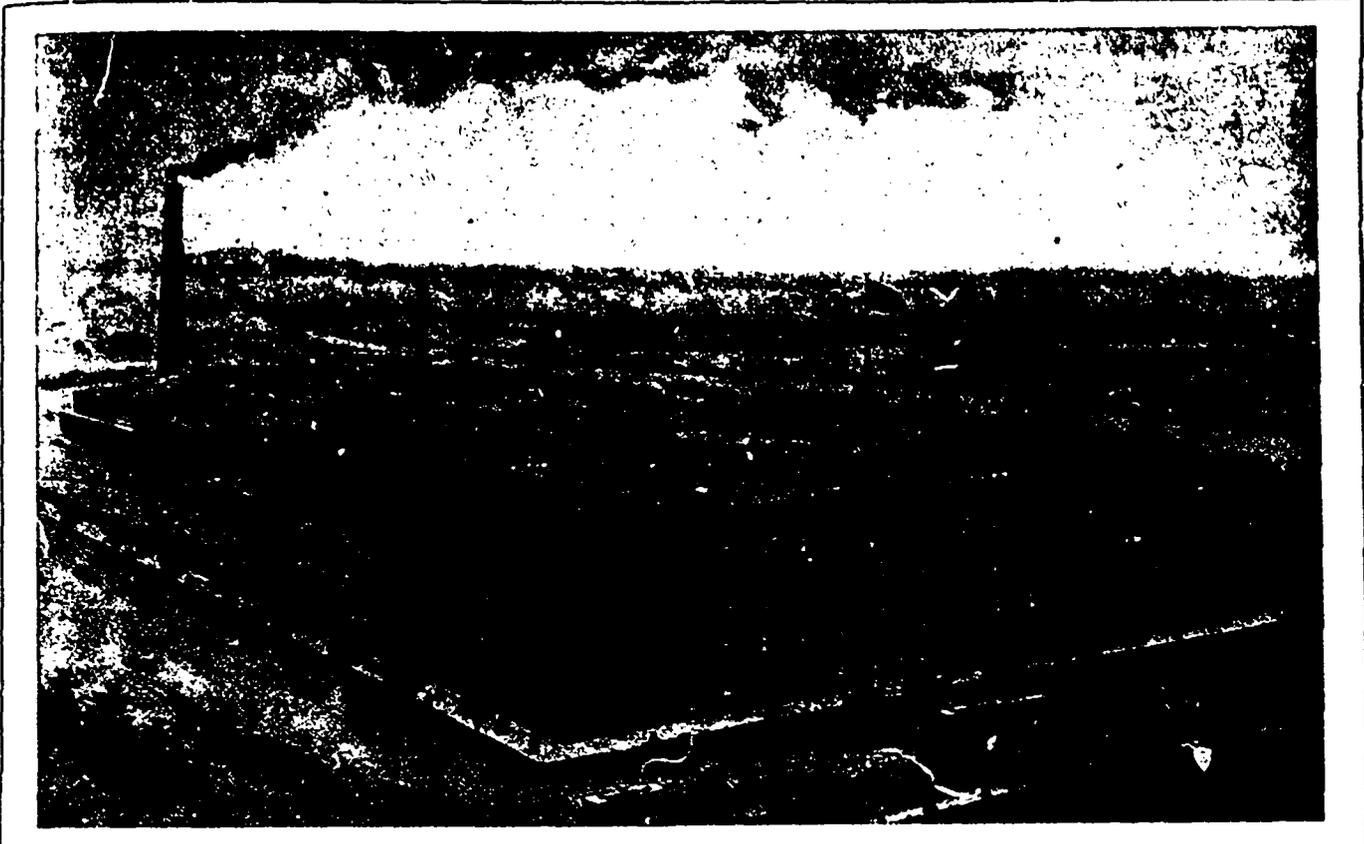
Not only do we contend that the border of frieze should be centred, but the wall paper should be also. These are simple matters; yet, simple and valuable as they are, how few rooms do we find where so much pains is taken to make a complete piece of work. One of the greatest drawbacks that this style of work has to contend with is the little extra time it will take, but to a first-class man this will not stand, as the desire to do good work will be paramount.—Painting and Decorating.

### A HINT TO THE WALL PAPER SALESMAN.

There is as much art in selling wall paper as there is in selling dress material. In both cases the purchasers are generally ladies, and the discreet salesman only offers a limited number of designs so as to limit the invariable yearning after fresh ones. Drapers know well that after they have shown a dozen or so different patterns their work, instead of becoming easier, becomes more difficult. The lady gets confused among the innumerable designs shown her, and at the end of an hour's attempt at making a selection is generally worse off than when she started. The same is true of wall papers, and the only way to obtain a satisfactory result is to first get as exact a description as possible of the room in which the paper is to be used, as to its size, light, etc., and then an idea of the customer's tastes.—The Plumber and Decorator.

### MOST EXPENSIVE WALL PAPER EVER MADE.

The most expensive paper ever used as a wall paper in any room, says an English paper, was that of laud certificates or grants, which represented a value of £400,000, or four-tenths of a million, used in a house in College street, Jackson, Tenn. Gold mine shares of a large nominal value have been used



OUR NEW FACTORY IS ONE OF THE LARGEST AND BEST EQUIPPED IN AMERICA.

WALL PAPERS  
 .. FOR ..  
 SPRING TRADE

We still have a good assortment in all grades, samples of which we will be pleased to supply to the trade on application.

OUR INGRAINS are meeting with great success this season. Full combinations now in stock.

Watson, Foster & Co.

New Samples to be issued in July will be of Special Interest to the trade.

MONTREAL

## WALL PAPER AND DECORATIONS (Continued).

in a similar way, and also postage stamps of the face value of £14,000. Owen Jones made quite £1,500 a year with his wallpaper designs, and Digby Wyatt made a Cinque Cento design for the Paris Exhibition of 1867, for which he received fifty guineas.—Wall Paper News.

### SELECTION OF WALL PAPERS.

The sitting-room and living rooms should partake of a restful, cheerful character. As to the parlor and reception-rooms, as these are distinctly evening rooms, given over in a great measure to the social side of life, the entertainment of guests, and to the enjoyment of those moments of post-prandial leisure, in which we must mainly consider the amusement of our friends, our family, and ourselves, the general aspect of rooms of this character should be gay rather than grave. All that is cheerful and bright may enter in, keeping at the same time a harmony of wall, floors and furnishings; bearing well in mind that glitter is not always harmony, although it may be made to harmonize. Avoid overdoing; restrained brilliancy is not only in better taste, but it shows the trained mind and hand.

Bed chambers should at all times be bright, cheerful and dainty, and tending in

the average cases towards simplicity. In considering wall papers, to avoid confusion look first to your color; styles and patterns are secondary considerations. Do not judge the effects of wall hangings and carpets—especially the former—by their appearance in the store, where conditions of light and surroundings, and the relation to the existing woodwork—which are all important factors—may be wholly different. A sample roll should be taken home, and considered carefully, under the proper conditions, as the brilliancy or harmony of any applied color scheme must be governed in the apartment in which it is to exist.—Decorator and Furnisher.

### EFFECTS IN WALL PAPER.

Self-tones of old gold and yellow walls, with a similar frieze, can be well treated by a pale old red cornice, citron yellow ceiling, mahogany woodwork, with the upholstery of warm olive green, and the draperies of a deeper wall color.—Painters' Magazine.

### CUTTING SHOPS.

A is a buyer of our material: he does a fair business in it; more, probably, than B, C, D and E in his neighborhood. On the

strength of his turn-over he claims a bigger discount than the usual trade one, and when refused is indignant, makes disparaging remarks about the trades of B, C, D and E, and threatens to close the account. But in the town is another decorator named F, who does twice the trade of A, and still another, G, who is above either or both of them. Now, what is the logical result of admitting A's claim? Why, simply to give F a larger discount than A, and G a still bigger margin than either of them, thus prejudicing A's position as competitor of F and G, as he in his turn prejudices the position of his less favored brethren. This is no hypothetical case; it is one that has frequently been attempted, and occasionally has succeeded, but never without being always under the suspicious plea of wholesale dealing.—Painter and Decorator.

### WALL PAPER NOTES.

Watson, Foster & Co. report good progress with their new samples.

Watson, Foster & Co. sent off several good shipments of wall paper to New South Wales last week.

M. Staunton & Co. state that the sampling of their new line for next season is progressing very satisfactorily. It is too early as yet to go into any details, but a full description will be given in one of our later issues.

# A Suggestion to Wall Paper Dealers

Look over your stock of Wall Paper now and see if you have sufficient variety in **style** and **price** to meet all possible demands this spring. You may find a few more attractive patterns are needed; if so, write us for samples of our stock of quick-selling papers—goods that you can make money on. Do this while our assortment is large. Samples delivered free.

**M. Staunton & Co.**

MANUFACTURERS.

944 Yonge Street

**Toronto, Ont.**

# New Wall Papers



... FOR THE ...

## SPRING TRADE

PATTERNS Attractive.

PATTERNS that Sell Quickly.

PATTERNS Correctly Colored.

PATTERNS of Superior Value.

MANUFACTURED BY

### COLIN McARTHUR & CO.

1030 NOTRE DAME STREET

MONTREAL

ANAGLYPTA Agents for Canada.

*If our representative does not call upon you, write for Samples before placing Spring Orders.*

With the new machinery lately introduced, some exceptionally good results are shown in the blended and clouded frieze effects.

An arts and crafts association has been formed in Boston with the aim of aiding designers and artists by spreading the best ideas on designing and decorating.

When Mr. McArthur, of Colin McArthur & Co., was in New York lately he picked up some good designs, of which the Canadian trade will get the benefit.

Sorting-up orders continue to come in to M. Staunton & Co. in more than usual numbers, even for this season of the year. They have a very good assortment still of their best selling patterns.

Colin McArthur & Co. are extremely busy with their new samples. They say there are many new features this year, so that it will take them all their time to get the samples ready for the trade.

A new use for wall paper has been devised in the construction of pasteboard boxes for florists' use. They are covered with flower-pattern wall paper.—The Wall Paper News and Interior Decorator.

Colin McArthur & Co. say that last season they manufactured the largest output they have had since they have been in business. This is extremely gratifying to the firm, as it was an evidence that their efforts in the production of high-class wall paper had been appreciated by the trade.

**THE NEW U.S. DUTIES ON BOOKS.**  
HOW THE DINGLEY BILL DIFFERS FROM THE PRESENT TARIFF BILL.

THE New York Evening Post points out the difference between the Dingley bill and the present (Wilson) tariff bill in regard to the duties on books, beginning the comparison with the McKinley bill, since that is the first of the three in point of time. The differences are found in the free list of the several measures, and are as follows:

McKINLEY	WILSON	DINGLEY
(1) Books, etc. more than 20 years old, free	(1) Same, plus scientific research	(1) 25 per cent.
(2) Books, etc. in other languages than English, and books for the blind, free	(2) Same	(2) 25 per cent.
(3) Books, etc. for colleges and societies, not exceeding two copies each, free	(3) Same	(3) Free except such as are made in the U.S.
(4) Books as household and personal effects of persons returning from abroad, free	(4) Same	(4) 25 per cent., unless included in the \$100 worth exempt for personal luggage
(5) Books for the use of the United States and Library of Congress, free	(5) Same	(5) Free.

"Nothing," says The Post, "illustrates the reactionary and mediæval character of the Dingley bill more strikingly than this tax on knowledge, which, according to the author of it, was adopted, not for revenue and not even for protection, but to save trouble for Custom house inspectors. Those hard-worked people can be required to count the number of threads in a square

inch of cotton or linen cloth and the number of tufts of bristles in a tooth-brush, to measure the 'lines' of pearl buttons, to make intricate and prolonged chemical tests every day, in order to arrive at the dutiable value of a thousand different articles of commerce. No wonder they are tired, poor things, when they have made all these experiments, and have no strength left to tell whether a book is more than 20 years old, or whether it is printed in a foreign language, or whether it is imported for an educational institution, a public library, or a philosophical society."

**MR. FISKE'S LITERARY METHOD.**

PROBABLY nothing has been done in the direction of child-study the results of which will be more interesting to educators than the recent work of Professor C. H. Thurber, of the University of Chicago. Professor Thurber has obtained from some 3,000 children of ages from six to fifteen inclusive in the public schools of Chicago answers to a series of questions, the first two of which are as follows: What books have you read since school began last September? Which one of these did you like best? The answers to the second question paid a high tribute to America's great historian, John Fiske, in that they placed his History of the United States for Schools as No. 15 on a list of 100 books receiving the greatest number of votes.

This book also appears in the first ten voted for by boys 13 years old and in the first ten voted for by boys 14 years old.

Mr. Fiske's object in writing this book was to bring forward in a clear and simple manner the leading facts of our history and their philosophical relationship. In this connection his early experience with the History may be of interest. At first he tried, under the influence of a public school teacher, to "write down" to children, since he was told that he must make his book very simple, and use only language that children could readily understand. He wrote many pages over and over again, although in writing other books he has, as a rule, never been obliged to rewrite his first draft. After several months of toilsome work he threw away his manuscript with a feeling of dissatisfaction and started afresh, saying that he must write in a natural manner or not at all. The great success of his book, as shown by the votes of 3,000 children, and the many commendations of teachers, proves that he was entirely right in his decision to regard his readers as young men and women rather than children.

It is remarkable that the second book on the list is "Uncle Tom's Cabin," and that Longfellow's "Evangeline" stands No. 13, while many books especially prepared for children come in toward the end of the list. It is hoped that all educators will secure Prof. Thurber's report as soon as it is printed, and give it careful study.

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## NEW BOOKS REVIEWED.

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

**A STORY - TELLER'S PACK.**—By Frank R. Stockton. Paper; 75c. Copp, Clark Co., Toronto. Mr. Stockton is famous as a writer of short stories. There are eleven of them in this volume of 380 pages. Capital illustrations, to the number of sixteen, are scattered through the book. The stories are most amusing and in the author's best vein, describing the odd situations and comical accidents for which he is so noted. The last, "My Unwilling Neighbor," relating how the frame house of a bachelor, who kept a vineyard, slid down the hill one night and stuck fast against the house of a widow with a charming daughter, and how the only solution of the situation lay in the marriage of the bachelor and the widow's daughter, is very funny. So are the other stories.

**SPRAYS OF NORTHERN PINE.**—By Ferguson Mackenzie. Antique paper; large crown 8vo.; art canvas binding; 3s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. This book is a series of bright, clever, humorous sketches of Scottish village life and character. Those who are admirers of Barrie, Crockett and Ian Maclaren will admire this book. It has even been sought to show that the writer has imitated Barrie. But he has been writing in this vein for years and began before Barrie, so that this book, like its predecessors, "Cruise Sketches" and "The Humors of Glenbruar," must be taken on their merits, which are very high. In Canada it will take, without doubt, and the dialect and the insight into Scotch character are the product of a true Scot.

**FLETCHER OF SALTOUN.**—By G. W. T. Omond. Cloth; 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. This is the latest volume in the Famous Scots Series. It is one of the best. There is but one biography of Fletcher and it is not altogether accurate. The author of the present life has carefully consulted and digested all the available materials and his book is a faithful picture of a vivid period in Scottish history—the stormy days of the later Stuarts and the union of Scotland with England. Fletcher's part in the Monmouth rebellion is briefly told, and his strange escape from prison in Spain is also recorded. The author wastes no space in describing Fletcher's share in William of Orange's expedition, but takes him at once to Scotland,

where the rest of his eventful career was passed. The reader could, however, have welcomed a fuller account of this earlier period of Fletcher's life. But subsequent events, of course, constitute his right to be a Scottish worthy, so one reads on with increasing interest of the last days of the Scottish Parliament and the unfortunate social conditions of the poorer people at that time. The discussions anent the Union are well outlined, and in them all Fletcher bore a leading part. He favored a federal union and fought for the best terms that could be made, resisting violently the proceedings which finally ended in the Union of 1707. It is a most entertaining volume, and no Scottish-Canadian who wants a telling record of the last days of Scottish independence will care to be without it.

**TALKS TO YOUNG MEN. TALKS TO YOUNG WOMEN.**—By Chas. H. Parkhurst, D.D. Cloth; 16mo., 130 pp. each; \$1 each. The Century Co., New York. These two books are by the noted Presbyterian divine who has done so much for the purification of municipal life by courageous deeds and plain speaking. He speaks in these works some fearless and wholesome truths to the youth of both sexes, especially upon subjects that concern the period when they must take their places in the world. The "talks" are practical, helpful and such as one might expect from a man who knows life, its temptations and its limitations, and gives to young people the kind of advice a father should be—but seldom is—capable of giving his sons and daughters.

**LADY BLANCHE BALFOUR.**—By James Robertson, D.D. Cloth; 1s. Oliphant, Anderson & Ferrier, Edinburgh. This is a brief, pleasant biographical sketch of the good clever woman whose brother is the present Prime Minister of England, and whose son Arthur is the leader of the House of Commons. Her religious work is told by the minister of the Scotch parish where her married life was spent. It is a fine picture of a young widow, deprived of the husband she loved, settling down to educate her eight children.

**MORNING SONGS IN THE NIGHT.**—By Walter Ratcliffe. Cloth; 150 pp. Wm. Briggs. These fine poems, by Mr. Ratcliffe, of Listowel, Ont., are the solace of a man who is afflicted with blindness and deafness.

They are written with much tender pathos and vigor of sentiment; the themes are varied, and are treated with great skill in versification and a true poetic appreciation. Mr. Lighthall, of Montreal, himself a poet of note, writes an introduction.

**HILDA STRAFFORD.**—By Beatrice Harraden. Art cloth cover; \$1.25. Copp, Clark Co., Toronto. This is a beautiful specimen of book-making. Miss Harraden's latest novel is the result of her stay in California. Hilda is an attractive example of selsh womanhood. She joins her husband in California, where he, a delicate Englishman, hopes to make a fortune. A storm destroys his ranche, the wife frets and the heart-broken husband dies. Ben. Overleigh, his intimate friend, admires Hilda but despises her too, and lets her go back to England to her friends. That, in brief, is the plot. The story is told with all the intensity of feeling and charm of style which distinguishes the writer.

**RE-OPEN SESAME.**—By Harlan H. Ballard. L. C. Page & Co., Boston. This is a clever little book, comprising rhymed acrostics in verse, answering Mr. Bellamy's new book "The Second Century," and involving in each answer a new charade. The verses are written with much wit and skill.

**CAP AND GOWN.**—By F. L. Knowles. L. C. Page & Co., Boston. This is a selection of college verse, and is full of gay charming bits, the product of bright collegians who write when the heart is young and the mind prone to the enjoyable side of life. The love lyrics are especially good. It is altogether a very attractive volume and well suited for a gift to the young of either sex. It is finely printed and bound.

**KINGLESS FOLK.**—By John Adams, B.D.; cloth; 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. This is a series of addresses on the animals mentioned in the Bible: the ant, the bear, the dove, etc. The lessons to be drawn from these animals, in the reference to them in the sacred writings, are told with simple force and much picturesque illustration. The devotional character of the work is enhanced by the industrious use of facts of natural history. It is altogether a delightful book for Sunday reading.

### BUILDERS OF GREATER BRITAIN.

In a letter to Mr. Castell Hopkins, Mr. H. T. Wilson, private secretary to the Right Hon. Joseph Chamberlain, announces the appearance of a new series entitled "Builders of Greater Britain." The first volume deals with Cabot, and is by Mr. Raymond Brayley. Mr. Wilson edits the series, which will contain some Canadian names.

**CANADIAN WRITERS AND BOOKS.**

A PAMPHLET on "The Railway Question in Canada" has just been issued by Mr. J. S. Willison, managing editor of The Toronto Globe. Mr. Willison thoroughly understands this question and he embodies in the present treatise his experience and investigation of the conditions in Western Canada two years ago. Mr. Willison writes with conspicuous lucidity and fairness, marshalls his facts with a journalist's skill, and has produced, on the whole, the best monograph on the subject which has yet appeared in Canada.

Miss Marshall Saunders, the talented Nova Scotian whose "Beautiful Joe" scored such an immense success, is issuing another book "The King of the Park," the story of a homeless cat, and appealing, as her other work did, to the humanitarian sentiment of the day. Crowell & Co., of Boston, are the publishers.

Mr. W. H. Holmes has written, and the Copp, Clark Co. will publish in a few days, "A Short History of the Union Jack." This is an admirable literary contribution by a Canadian to the Victorian year. It will give a chronological list of British victories by land and sea from Sluys to Tel-el-Kebir with much carefully compiled information about them. The author deals with his subject concisely. The Canadian vic-

tories, Queenston, Chateauguay, etc., will be dealt with with exceptional vividness owing to the author's familiarity with the battle grounds themselves and his devoted patriotism. Mr. Holmes, who now resides in Nova Scotia, is a barrister by profession and well versed in history. He has many friends in Ontario and the West.

A work, the announcement of which is sure to create wide interest, the "Life and Work of D. J. Macdonnell," late pastor of St. Andrew's Church, Toronto, is to appear about the 1st of June from the Wm. Briggs publishing house. The volume is being edited by Professor J. F. McCurdy, of Toronto University, author of "History, Prophecy, and the Monuments." A considerable part of the biographical matter is being prepared by Mrs. Campbell, of Montreal, sister of Mr. Macdonnell. We understand this volume will include a number of extracts from sermons by Mr. Macdonnell, than whom few preachers in Canada were more widely known, respected and esteemed, or more powerful in their pulpit utterances.

A page of Canadian history hitherto unwritten is that describing the inner life of the Scottish emigrants who were settled along the Red River at Kildonan and other points by Lord Selkirk. The descendants of these sturdy men will be pleased to learn that the Rev. R. G. MacBeth, of Winnipeg,

son of the late Hon. Robt. MacBeth, one of the original settlers, yielding to many urgent requests, has prepared and placed in the press of Wm. Briggs a volume describing in a most interesting way the peculiar phase of life that existed in the early settlement. Sir Donald Smith, the Canadian High Commissioner to England, in consenting to write an introduction to the book, wrote the author: "Your father . . . . was one of my most esteemed friends, and it is indeed well that his life work and that of other Kildonan men who so materially aided in the opening up of the great Northwest should be given to the public, and it is certainly appropriate this should be done by one so fully conversant with the whole subject as yourself."

"Polson's Probation: A Story of Manitoba," by James Morton, a clever young farmer of the Prairie Province, is among this month's coming issues of the busy press of William Briggs. The publisher declares the story to be a genuine Canadian "Hoozier Schoolmaster" in its way. Most of the characters are very droll. Solomon Cragg, and Uncle Nathan, and Mr. Scroggott, the farm cook, are drawn with a skilful pen, and their adventures provide no end of mirth. Gorman O'Neill, the blacksmith, too, is a grotesque figure, who might do credit to Charles Lever's pages. While there are pages of roaring fun, the book has also its chapters wherein tragedy the most powerful is effectively presented. Altogether it is a capital story, and should be widely popular.



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## DEPARTMENT STORES IN ONTARIO.

THE DISCUSSION ON MR. MIDDLETON'S BILL IN THE ONTARIO LEGISLATURE.

SINCE the last issue of THE BOOKSELLER AND STATIONER appeared the Ontario Legislature discussed the bill of the member for Hamilton relating to department stores. It will be remembered that the bill was very short and provided that any city having a population of over 30,000 inhabitants could impose a tax upon any departmental store carrying on more than three distinct classes of business, a special tax to be imposed upon each additional line. Mr. Middleton said that the departmental store had deteriorated the mercantile standard of the business of the country and had brought in a Cheap John system of trade.

Mr. Haycock (Patron) said that he was not prepared to say that he was opposed to the principle of the bill, but he thought that a good purpose would be served if the bill, being thus brought to the notice of the House, be dropped until the next session, when there would be more time for consideration.

Mr. Howland (Conservative, Toronto), pointed out that in Vienna, where a license was required for every trade, permission to conduct a departmental store was refused. He said that he mentioned this to show that the matter was a proper one for legislation. He was not of the opinion that the stores could be prohibited, but they could be restricted.

Mr. Meacham (Conservative) said that the bill was of such importance that it should have been a Government bill. Then if big stores were to be taxed why could not factories be taxed? The House ought to be consistent. If it attacked the stores it should attack the factories. He thought the bill incomplete.

## A SERIOUS MATTER.

Mr. Hardy (the Premier) said that when the smaller tradesman, who was expert at his business, was crowded out by the large businesses it was a serious matter, and it was also a serious thing to interfere with the natural channels of trade. He was not stating, however, that he was opposed to the principle of the bill. He thought that the departmental store destroyed individuality as well as property. He, however, thought that more time should be allowed, so that the matter could be looked into. No one could see the signs of business firms which had been along King street for years come down without a feeling of sympathy. He hinted that a Parliamentary committee to take evidence on both sides of the question and to enquire into the wages of employes, etc., would be appointed before the

next session. He suggested that the bill should be withdrawn.

Mr. Whitney (Conservative leader) said the gravity and importance of the subject was such that it would not be possible to deal with it in an intelligent way with the time or double the time at their disposal. He had strong sympathy with the objects of the bill. Coming from a rural constituency, he knew, perhaps, better than members from cities, that the retail merchants throughout the country were suffering terribly from the system of departmental stores. The Government would have to grapple with the question sooner or later, and adopt some means of solving it. If the bill had been introduced earlier in the session something might have been done.

## HAD HIS SYMPATHY.

Mr. Willoughby (Conservative) said that no measure of greater importance had been brought before the House during the session. Nothing was doing more harm in the community than departmental stores, and the harm would have to be counteracted by legislation. He was in entire sympathy with the bill.

Mr. Cleland (Liberal) defended the departmental stores. They were all over the world, he said, and he did not see how or why they could or should be legislated against. If people could buy their goods better and cheaper from them than elsewhere, there was every reason for their existence. Something had been said about people going there and working for little wages. Why did they go there? The wages in smaller stores were not any better. Lots of the people who went to these stores came from the country. There was land in plenty and work enough for them on the farm, but they wanted to come to the city, and were willing to work for one, one and a half, two, or three dollars per week. He did not think the House could do anything on the matter, or what benefit would result from any steps taken.

Mr. McNichol (Patron) thought it was a question of the greatest good to the greatest number, and therefore there was some justification for the stores.

Mr. Matheson (Conservative) pointed out the great difficulties in the way of dealing with the question.

Mr. Stratton (Liberal) thought the most successful way to grapple with the question was for the city to tax the concerns for all the goods on the premises.

Mr. St. John (Conservative) said that as all monopolies interfered with private rights the House could not deal with the question

unless it dealt with monopolies or quasi monopolies.

## SYMPATHY IS CHEAP.

Mr. Middleton (Liberal) defended the bill. Referring to the sympathy expressed by various members, he said, "Sympathy is cheap, anyhow." He hoped that those who had expressed themselves as in accord with the objects of the bill would keep their promises in mind when it came up next year.

The bill was then withdrawn.

## VIEWS OF THE MONTREAL TRADE.

(From our Special Correspondent.)

MONTREAL, May 8, 1897.

THERE are several things in the new tariff which the Montreal trade object to and which they feel to be an injustice to a trade which has been always held in high esteem by all classes of the people.

The part that gives most annoyance is one introduced by the Conservative Government, and retained by the present Government, by which colleges, free libraries and numerous other bodies are exempted from paying duty. Under the old tariff the booksellers found this very hard, as the privilege was much abused and these bodies did all their own importing, causing a great loss to the bookseller, who, however, was compelled to keep just as large a stock to cover the possible wants of his customers. The hope of the trade was that under a Government professing to favor a revenue tariff only all classes would be treated alike. They accordingly thought that the Government could recognize no exemptions, but that all classes should be treated alike.

The increase in duty from 6 cents a pound to 20 p.c. ad valorem has also caused much dissatisfaction, being entirely in the interests of the publisher, those of the bookselling trade being disregarded. The tendency of this is to cheapen the cheap, trashy books and raise very considerably the price of literary or scientific books.

Among the list of prohibited articles is found: "Reprints of Canadian copyright works, and reprints of British copyright works." With the first part no one disagrees. Nor with the second, if it were slightly modified. As it stands, it prohibits the importation of books from the United States which are published simultaneously in Britain and in the United States. Suppose, for instance, a book were published by Macmillan & Co., who have a publishing house in London and another in New York. Such a book would have to be imported from London. This the booksellers here denounce, and wish to have altered so that all books published under international copyright can be imported as before.

It might be mentioned here that an article

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in the "Westminster" is entirely astray on this question. It says that if a United States house published a book in the United States and it was also published in England, we would have to import that book from England. This is not the case, for obviously that book would not be a reprint of a British copyright, and so would not come under the restriction. Further, the English prices are not so much higher than the United States prices; in fact, many books it is much cheaper to purchase in Britain. Besides, the editing is done more carefully there, a point that is worth a few cents additional. Where the English prices are higher the edition is a much better one than the American edition. If this law is retained the British houses will either publish a lower priced edition for Canada, or publish an edition in Canada. The statements in regard to the English prices are not mere guesses, but are backed by the opinion of everyone who has had anything to do with English and United States editions.

To return to the action of the Montreal booksellers. A meeting was held and the matter discussed thoroughly. Mr. Foster Brown, Mr. Wm. Drysdale and Mr. Brophy, of the Montreal News Co., went to Ottawa and saw the members of the Government. They urged the removal of all exemptions, and asked that if the old duty could not be maintained, the 20 per cent. should be reduced to 10 per cent. In regard to the prohibitory clause they asked that the words "except authorized editions" be added, thus allowing importation from the States of books published under international copyright. Mr. F. E. Grafton and Mr. Robitaille, of Beauchemin et Fils, went up later to urge substantially the same amendments. Whether the deputation will succeed in their requests is not determinable, but all the members express themselves gratified with the Ministers' reception and they are hopeful of a good result following.

It might be added that the prohibitory clause is not displeasing to booksellers. It shuts off the supply for the departmental store to a great extent, and gives the legitimate bookseller a better chance to gain and keep trade, a point not lightly to be forgotten.

### WHAT BROKE HIS PRIDE.

A laughable incident occurred recently in a Boston bookseller's store. A young new arrival approached the proprietor and asked for employment. After putting a few questions to him the bookseller decided to give him a chance and offered him work at \$7 per week. The young fellow evidently set himself at a higher valuation, for he declined the offer. As he went out, however, his eye was attracted by a sign on a counter near the door which read: "Dickens Works for \$5." "Well," he said, "if he does, I can't afford to throw away seven." And he returned and accepted the situation.

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Our stock after the holiday season was never run so low. Since then we have had a large staff making up New Styles, New Designs in New Unique Leathers, Purse, Wallets, Portfolios, Letter and Card Cases, etc.

## Binders' Material

We are giving increased attention to this department. Leathers, Cloth, Wire, Mill and Straw Board, Thread, and all sundries required in a bindery.

## Printers' Supplies

We call special attention of printers to our stock of Flat, Linen, Colored Cover and Fancy Papers, Card and Bristol Board, Cards, Memorials, Programmes, Wedding Stationery, Billheads, Statements, in fact everything required by the trade. Printing Papers at Mill Prices.

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THE NEW TARIFF.

In the following list will be found the items in the new tariff most likely to interest the book, stationery, wall paper, printing and fancy goods trades, compared with the old rates. It should be remembered that the rates mentioned are one-eighth less on all imports from Great Britain.

	New Duty.	Old Duty.
121. Alburnized and other papers and films chemically prepared for photographers' use	30 p.c.	same
122. Books; printed, periodicals and pamphlets, n.e.s., including books printed in two languages, one of which is English or French; freight rates for railways found in book or pamphlet form, telegraph rates found in book or pamphlet form; but not to include blank account books, nor copy books, nor books to be written or drawn upon, nor Bibles, prayer books, psalm books or hymn books.	30 p.c.	6c per lb.
123. Advertising pamphlets, pictorial show cards, illustrated advertising periodicals, illustrated price lists, advertising calendars and almanacs, circulars, tailors and mantles makers' fashion plates, and all notices, chronicles, obitographs, or articles of work of like kind produced by any process other than hand painting or drawing, whether for business or advertising work purposes or not, printed or stamped on paper, cardboard or other material, n.e.s.; labels for fruits, vegetables, meats, fish, confectionery and other goods, shipping prices or other lists or tickets, also tickets, posters, advertising bills and folders, whether lithographed or printed or partly printed, n.e.s.	35 p.c.	For labels 15c per lb. and 25 p.c. 6c per lb. and 25 p.c.
124. Blank notes, bonds, bills of exchange, cheques, promissory notes, drafts and all similar work unenclosed, and cards or other common retail blank forms printed or lithographed, or printed from steel or copper or other plates and other printed matter n.e.s.	35 p.c.	same
125. Printed music, bound or in sheets.	25 p.c.	10c per lb.
126. Paintings, prints, engravings, drawings, building plans, blue prints, photographs, pictures and maps and charts, n.e.s.	20 p.c.	10c per lb. maximum
127. Newspapers or supplemental editions or parts thereof partly printed and intended to be completed and published in Canada.	20 p.c.	25 p.c.
128. Union collar cloth paper, in rolls or sheets, not glazed or finished.	15 p.c.	same
129. Union collar cloth paper, in rolls or sheets, glazed or finished.	30 p.c.	same
130. Mill board, not strawboard.	10 p.c.	same
131. Strawboard, in sheets or rolls, tarred paper, felt or strawboard.	25 p.c.	30c per 10 lbs.
132. Paper sacks or bags of all kinds, printed or not.	25 p.c.	same
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134. Paper hangings or wall papers, borders or bordering, and window blinds of paper of all kinds, n.e.s.	35 p.c.	15c per roll and 25 p.c.
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137. Ink for writing.	30 p.c.	same
138. Lithographic stones, not engraved.	20 p.c.	same
139. Slate pencils and school writing slates.	25 p.c.	same, but slates 30 p.c.
201. Needles, of any material or kind, n.e.s., and pins manufactured from wire of any metal.	30 p.c.	same
220. Type for printing, including galleys, quills and slugs, of all kinds.	20 p.c.	same
221. Plates engraved on wood, steel or other metal, and transfers taken from the same, including engravers' plates of steel, polished, engraved, or for engraving thereupon.	30 p.c.	same
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And matrices or copper shells for the same.	2c per sq. in.	same
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325. Fishing rods, walking sticks and walking canes of all kinds, n.e.s.	30 p.c.	same, but walking sticks and canes 25 p.c.
326. Picture frames and photograph frames of any material.	30 p.c.	same
332. Lead pencils of all kinds, in wood or otherwise.	25 p.c.	same
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Books, Bibles, prayer books, etc. remain on this list. Books for free libraries, colleges, etc., also remain PROHIBITED.  
599. Reprints of Canadian copyright works and reprints of British copyright works.

DEPARTMENTAL STORES AND SCHOOL BOOKS.

Editor BOOKSELLER AND STATIONER:

I HAVE just read "H's" letter and your remarks about these stores in your April issue and am surprised that no mention has yet been made of the abuse as seen from a school-book point of view.

Away up here, in this northwest country, "where it is cold, but we do not feel it," right here in Manitoba, we are undersold in school books by the big Toronto stores, who advertise these at cost price and pay postage. Generally speaking, there are only a certain number of school books to be sold, and should prices be cut, the sales are not thereby increased, but simply taken from one store, town, or district to another, so that at the end of the year the publishers' sales are no greater, therefore they derive no benefit from the cutting.

I cannot see any difficulty in setting this part of the business right.

Certain books are authorised and must be used. Certain publishers are awarded the contract of supplying these books, and they cannot be got unless through them. The school-book trade is practically controlled by

two Toronto firms. Now surely it would be an easy matter for either or both of the publishers to refuse to supply their book to any persons or firms who are known to sell at less than published prices, who advertise the fact in every possible way, and who use school books as bait for bigger fish.

Certainly it would be an easy matter for the publishers only wanted to do it; at least, that is how I see it. Talk about combines? Why, here is where one is badly needed. Are these two publishers so much at loggerheads that they cannot combine to protect their legitimate customers or are they on such good terms with the big stores that they will not?

We in Manitoba who are distributors of these school books for and on behalf of the two publishers in question, hereby call on them to protect us, and put a stop to the abuse of the school-book business, or show cause why they cannot or will not.

I would point out that only the leading lines are taken up by these stores, lines having the largest sale, while the almost endless number of small lines are left to be picked up by the bookseller. We feel we are entitled to the protection we ask, and that it might be to the general interest of these two houses to help rather than hinder us in distributing their books.

You would help us very materially, Mr. Editor, by submitting a proof of this letter to both houses, so as to afford them an opportunity of answering in the same issue. Thanking you in anticipation,

I am, yours respectfully,  
JOHN RIDDELL.

Neepawa, Manitoba, April 17, 1897.

P.S.—The new Presbyterian hymn books will be made more bait by the stores. Can the selling agents not act in that matter right now? They can if they only want to.

On being shown the above letter the answer of the Copp, Clark Co. was, in substance, as follows: "The Oxford Press, publishers of the Presbyterian hymnal, will not allow cutting of prices. It is announced that retail prices are fixed; any retailer who gives discounts to churches will not be supplied with any more copies; any jobber who supplies retailers giving discounts is to be similarly treated. If this rule be carried out, as announced by the Oxford Press, the cutting of prices will not be possible with the hymnal. The prices are put low on purpose; there is some margin for the retailer in the sale of hymnals at the stipulated figures, but the jobber gets little more than a commission."

Now as to the school books. The publishers have a contract with the Government binding them to sell to the trade. At first

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no accounts were opened with department stores for the sale of these books. But these stores always managed to get a supply from some other jobber. It is possible that the publishers of school books could refuse to open an account with the book department of a city department store, but under their contract they would have to sell to a house doing a regular book business and coming with the money to pay for a supply. The difficulty is to prevent the stores from getting a supply either directly or indirectly. If the Oxford Press can do so in the case of the hymnals—and results will show if it be practicable—perhaps a similar way can be found in the sale of school books.

The W. J. Gage Co., Ltd., said, in effect, that it was very unfortunate the dealers had to submit to this cutting of prices, but the publishers of text books were bound by their contract. They sold to the trade on equal terms. If department stores did not buy from them they would from someone else. There appeared to be no way of keeping a supply away from them, even if the publishers' contract with the Government permitted such a thing to be done. The trade got the same discount as the department stores. The department stores, in other lines than books, had shown how extremely difficult it was to keep supplies from them. The regular dealers certainly deserved great sympathy in this matter.

**TRADE NEWS.**

At a meeting of the Advisory Board Committee at Winnipeg, it was decided to recommend the acceptance of two readers each for the public schools from the Copp, Clark Co. and W. J. Gage Co., of Toronto.

Alderman Rutter, of Warwick Bros. & Rutter, Toronto, sails for Europe from New York on the 12th and will be absent several weeks.

Mr. Wm. Copp, of the Copp, Clark Co., leaves shortly for a trip south, partly for the benefit of his health. Mr. Copp will be absent for some weeks.

Lane & Co., stationers and booksellers, Halifax, have bought out John F. Power, job printer, and will carry on the job business, with Mr. Power as foreman.

**MR. OXLEY'S BUSY PEN.**

The special summer number of The Boys' Own Paper will contain a story by Mr. J. Macdonald Oxley, of Montreal. Its title is "The Gratitude of Crazy Colin," and the scene is laid in Nova Scotia. Mr. Oxley is writing a long serial for the same paper. His Quebec story, "In the Babaugon," will shortly appear in The Youth's Companion.

**Morning Songs in the Night**

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By WALTER A. RATCLIFFE.

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**Paul: A Herald of the Cross**

By FLORENCE M. KINGSLEY.

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From THE HAMILTON TIMES:  
 There is not a dull sentence in its 450 pages. The average reader of the New Testament can glean but an imperfect idea of the state of society, either in Jerusalem, in Rome, or in the cities of Greece and of Asia Minor, which are mentioned in the text, at the time of our Saviour's birth, and during the succeeding century. Mrs. Kingsley, by drawing upon Josephus and other historians, fills in the details of the story, revealing the depth of depravity in Rome, under the Caesars, the horrors of slavery, the corruption of magistrates, the prevalence of idolatry, and its effects upon the minds and the lives of the people of high and low degree.

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A distinguished American critic's opinion of Dr. Rand's book:

Edmund C. Stedman, the well-known critic and author of "Victorian Poets," and the "Nature and Elements of Poetry," etc., writes: "Like Ople, the author mixes his colours with brains, and is a man of thought as well as feeling, and of both imagination and the lyric ear. I fancy him a congener of Emerson, and of Arnold too. If he can retain his peculiar insight and keep fine his art, their shades need not be ashamed of the relationship. I am sorry his collection did not come out in time to enrich the Canadian section of my 'Victorian Anthology'."

**The Forge in the Forest**

By CHARLES G. D. ROBERTS.

Paper, 60 cents, Cloth, \$1.25, postpaid.

From THE LITERARY WORLD:

It is not mere bloodshed alone that gives the thrill to the "The Forge in the Forest." Bloodshed there is in plenty, and sickening risks and hairbreadth escapes, but it is, after all, the simple thread of love story that gives the book its really pulsing life. In the fresh atmosphere of the true Acadia, with forest and rivers, camp-fires and canoes, against the sombre background of old French and Indian warfare, the scene is laid. History, romance and nature! What more can a clever writer need for a strong, fascinating novel? "Canadian" is getting to be a synonym for vigorous, exhilarating thought, and Mr. Charles G. D. Roberts' book is like a cold draught through the stale, vapour atmosphere of modern novel making.

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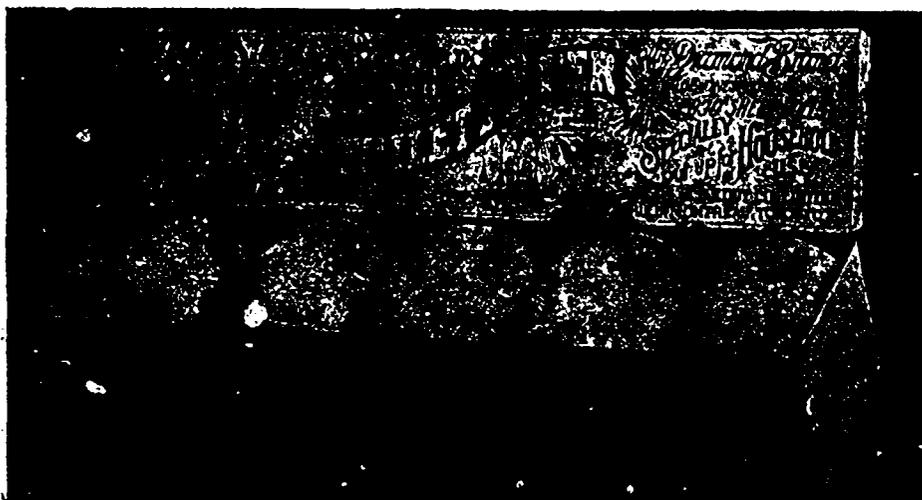
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