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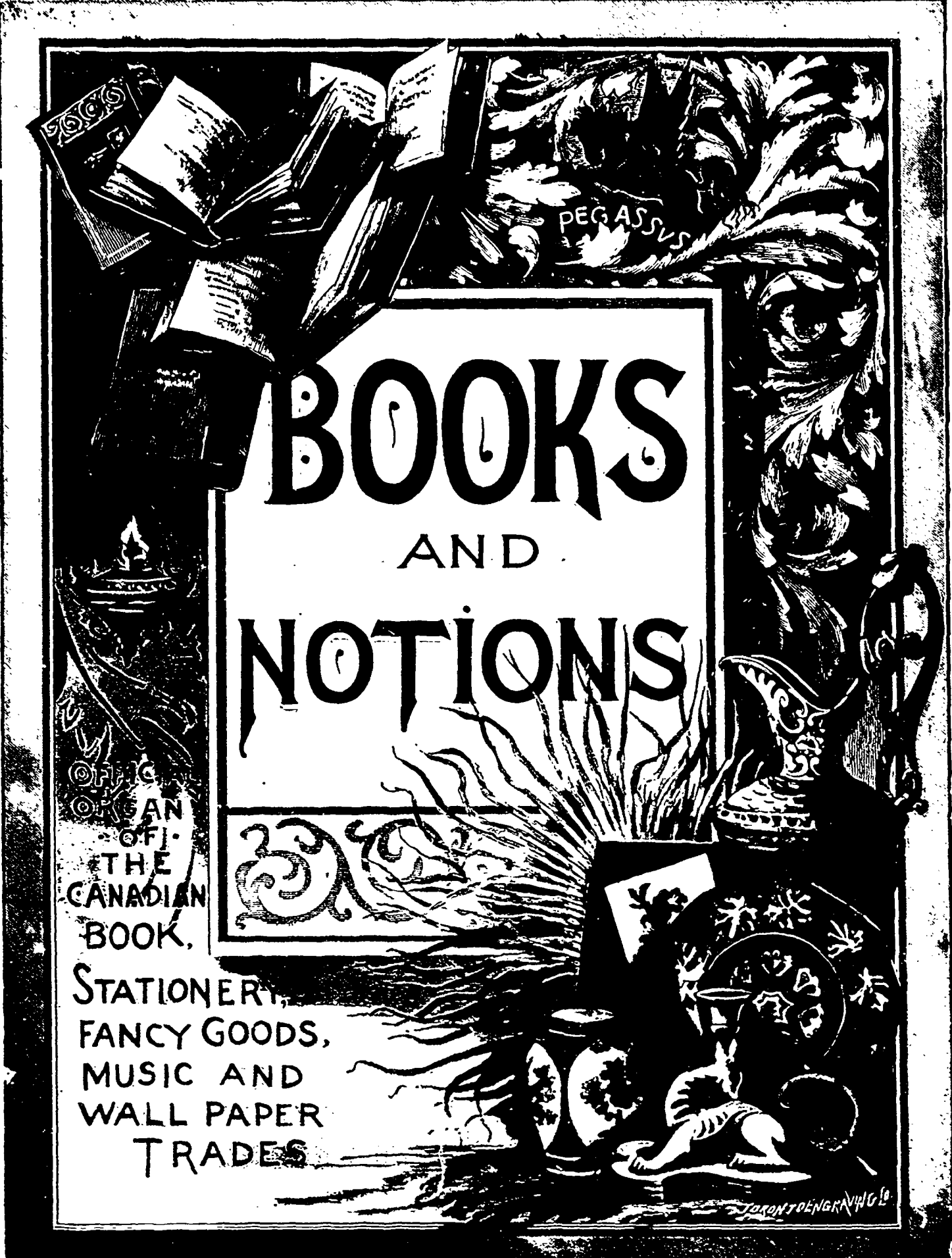
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Vol. 7

TORONTO, SEPTEMBER, 1891.

No. 9

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THE correspondence between Sir John Thompson and Lord Knutsford, together with the reports of the former to the Governor-General, upon the subject of the Canadian Copyright Act of 1889, was presented to the Canadian Parliament on the 24th ult. It shows that Sir John Thompson has left no stone unturned to secure to Canada the concession of some control over the copyright privileges that British authors enjoy in this country. Notwithstanding the activity of the Minister of Justice, the question has made little progress towards solution, the last

communication from the Colonial Secretary, dated March the 18th, stating that, though the whole subject of Canadian copyright has been under consideration, her Majesty's Government thought that it would, on the whole, be desirable to delay replying to the despatch until it was seen how the copyright question would be finally dealt with to the United States. Great Britain has conceded to United States authors the benefit of copyright upon substantially the same terms as to authors who are her own subjects. Those United States writers who take out copyright in London are protected here. This increases the number of authors who have absolute power over the presses of this country to prevent the publication of books copyrighted in London. If English authors or United States authors

have their works registered in London they can prohibit the publication of them here, and this country has no power until our Act is allowed to license the publication of such works and fix the compensation which should be paid to the holders of the copyright. If it is true, as British authors say, that they never receive the royalty our customs department is supposed to collect in their behalf from United States reprints of their books imported into this country, then they should support the Act which is now awaiting royal sanction. There is all the more reason since international copyright has been arranged between Great Britain and the United States. British copyright holders who have taken the prescribed precautions to obtain protection in the United States, will naturally desire that all their books which reach this market shall be distributed from England, since, as they allege, they get nothing on such as reach us from United States presses. But if the British edition continues, as it has done, to be too expensive for general sale here, then there will be nothing gained from the Canadian trade, which will get the books by the back-door way. Wherefore, the British author ought to be a supporter of the Canadian Act, which assures him of protection.

* * *

It is a question whether newspapers are aids or hindrances to the selling of books. There is no doubt about it they fill a place in the leisure of the public, a considerable part at least of which was taken up with reading, for which books had to be bought. Even well-educated men and women whose tastes incline them to a good class of scientific or literary reading, complain that they find no time for books after they have read the newspapers and one or two of the numerous periodicals that get into the homes of the people. Magazine reading takes up much time that would be otherwise given to more or less expensive books. On the other hand, the newspaper has made readers of more people than books of themselves ever did, so that probably there are more book buyers as a consequence of the daily papers. As periodical literature has become a substitute, to some extent, for books, the trader ought to go in to make all there is to be made out of the former.

* * *

Failures in other departments of trade are attributed to various causes, such as insufficient capital, bad management, speculation, etc., but failures in the book and stationery trade are almost invariably accounted for by the one cause, namely, price-cutting. It is just possible that too much may be laid at the door of this evil. That it is prevalent there is no denying, but to say that the other causes are not operative among the book and stationery trade is going too far. Such a statement involves the supposition that the class of men in this trade is superior to the temptations of speculative buying, overstocking and dissipations outside of business. All this might be believed if it were not commonly acknowledged that a very large proportion of the trade can descend to price-cutting, and the latter is fully as bad a fault as any of the others. The man who cuts prices is also guilty of bad managing, shows a lack of the right kind of experience, etc., and if he fails his failure ought to be assigned to bad managing, lack of experience, etc. Overbuying is still a cause of failure. New men who begin with light stocks, for which probably as unknown men they have to pay cash, are the better of that restriction. They have only what they can pay for, income from their capital will keep them but a short time, and they go in for turning their capital as often as possible. Against such competitors, who aim to make profits frequent rather than large, a cumbrous stock is at a disadvantage, and often the stronger man is driven to the wall by the more active one. He is then said to be the victim of price-cutting. But if his opponent stands the campaign it will not be manifest to everybody that price-cutting is the true cause. In such case the cause will be inability, on account of excessive stock, to do business on certain conditions. The conditions are determined by the circumstances of the man with the small capital and the light stock. He can keep his stock fresh because he needs to recruit it often to make up for his limited means.

MEN OF THE TIMES.

MR. JOHN YOUNG REID.

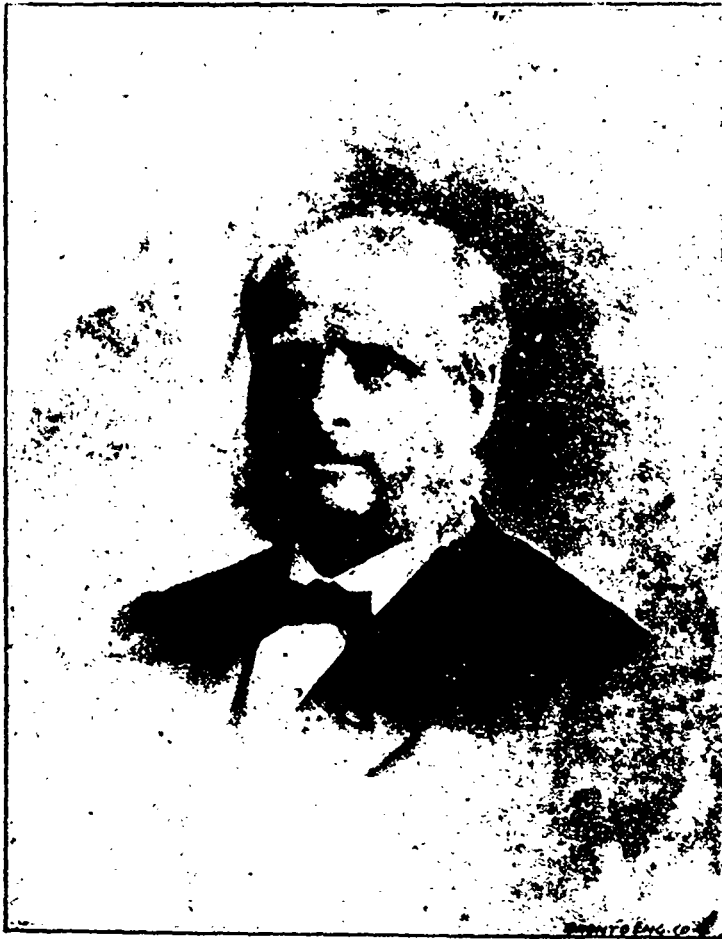
In the wind and tempest of her frown,
Distinction, with a broad and powerful fan,
Puffing at all, winnows the light away;
And what hath mass or matter, by itself
Lies clog in virtue and unmingled.

From 1845 to 1891 is a long time to be spanned by a single business career. It is given to few to fare so long on the highway of trade without halting or turning from the direction in which they set out. The limits of life itself usually confine men to a much shorter period of independent business experience, and men's shortcomings as managers of their own affairs make the average duration of commercial enterprises a small fraction of forty-five years. Given a score of men starting at the same age in variously unequal circumstances of fortune, health, habits and character, how many would be affluent or eminent at the end of forty-five years? Perhaps not one. It would speak well for their moral habits and the strength of their constitution if half a dozen of them should be alive. It would testify to a rare principle of progress and tenacity of purpose in them, if two of these men should reach commanding positions in commerce or any other department of human activity. For, though forty five years is a long spell, and one in which vast accomplishment is possible, it is also one in which many adverse vicissitudes are possible.

It was in 1856 that Mr. John Young Reid, after holding the position of manager in Hamilton for two years, became a partner in the house of Buntin Bros. & Co., now well known under the style Buntin, Reid & Co. In the same year they opened an office and warehouse on the corner of Colborne and Yonge streets, in this city, where their Toronto business was transacted for about thirty-three years. Two years ago they moved to their present handsome quarters at 29 and 31 Wellington street west. The composition of the firm has not been modified by any addition since Mr. Reid began his connection as a member of it. James Buntin died in 1861, leaving Alexander Buntin, Mr. Reid and George Boyd surviving partners. In 1877 Mr. Boyd retired, and in 1881 the house took its pre-

sent style. Mr. Alexander Buntin lives in Montreal, where he looks after the eastern branch of the business and the mills, which have been established at Valleyfield as long as the house has existed. His associate partner, Mr. Reid, has directed the Toronto business for many years.

Buntin, Reid & Co. stand in the very forefront of the stationery trade of the Dominion. They do an enormous and widely-extended business. They are one of the wealthiest concerns in the country, as they rank at the very top of the commercial agencies' rating.



MR. JOHN YOUNG REID.

This financial and commercial position, one of the proudest in the country, was not reached at a stride. It was developed from a comparatively small beginning, and is the consummation of a steady series of efforts. The course of the business was widened as it advanced. Branch after branch was added, and the firm never ceased to hold its own, or for a moment to pay less than 100 cents in the dollar. As wholesale stationers, paper makers, blank book manufacturers, envelope makers, their success has been uninterrupted.

The cardinal principle on which this record of success hinges is integrity. In that Mr. Reid is a firm believer, and his life's

work illustrates the soundness of his business creed. As well as contributing so much to the building up of a great house, his sterling worth has won him a place among the most honored citizens of this country. By his own example, too, he gave abundant evidence of his belief in what Carlyle calls the "gospel of work." A healthy and vigorous constitution enabled him to carry it out.

Mr. Reid is a Scotchman, he was born in Berwickshire. He joined the house he is connected with the very year he came to the country, that is, in 1846. His apprenticeship had been served in the old country. He is the Nestor of the stationery trade in this country, being in years the oldest man in it, and probably the longest connected with it. He is a director of the Globe Printing Company, of the British American Assurance Co. and a member of the Board of Trade.

The lesson which Mr. Reid's success teaches to those who have their future before them, as he had his half a century ago, is that solidity is the thing to work for after all, not display. Perhaps the success of his first five years would have been the ruin of the majority of young men. There are plenty of people who can stand the treadmill of arduous work long enough to attain to a competence, but who, when that is realized, want to display it, either in the expensiveness of their habits or in embarkation upon some enterprise too great for their puny financial strength. With such men success is the precursor of failure. Many of that kind have risen and fallen since Mr. Reid began his career. A meteor-like existence in the world of commerce is not only short in itself, but is usually final. The failures that are

caused by success, to use a seeming paradox, are not often repeated in the life of the same man. They dishearten him and spoil him for further effort. Evolution, not revolution, is the process in stable fortune-building. It is not easy for some people to take to and stick at commonplace plodding even when the spur of need is applied. It is harder when their circumstances have become easy and appear to exempt them from the necessity of working. Those in whom a sense of duty and responsibility suffices to keep them busy are the kind that will make headway, for a moral basis underlies their efforts. Mr. John Young Reid is such a man.

A WHOLESALER ABROAD.

Mr. A. F. Rutter was the principal whose turn it was this year to make the summer trip for the house of Warwick & Sons to the Pacific coast. He was away about four months. Believing that the experiences and impressions of so wide-awake a man over so extensive a field would be interesting to the trade generally, most of whom know Mr. Rutter well, a representative of BOOKS AND NOTIONS called upon him to get a few notes about his observations.

In the first place his trip agreed with him. That his looks show, and his feelings accord pretty well with his looks, for he reports a big business as the results of his amiable calls upon friends in the trade. Those visits were pleasant affairs, as not uncommonly his customer would take him for a drive through the fine agricultural districts, where the grain was in its most interesting stage. And Mr. Rutter rubbed his hands over the prospect which the fields spread before his appreciative gaze. Those fields have been mostly reaped since, and the yield realized from them does not at all surprise Mr. Rutter. He saw it growing. The business he did, though large, did not mar his pleasure. It rather enhanced it. It brought him in contact with some of the most live men he has run across in the trade. As a rule the book and stationery men of the west are great pushers he observes. They are also, and consequently, well to do to a very large extent. They are fine, smart fellows, he says; they keep good stocks, and keep them well regulated as to quantity and season. The peculiar conditions of life in the North-West tend to nurture a sharper class of business men. The booksellers and stationers there have grown up with the respective towns to which they belong, expanding their business as the town developed, and all the while adding a little to their business insight. Outsiders would find themselves at a disadvantage. A feature he observed with satisfaction was the prevalence of good prices.

Mr. Rutter met many old friends, only some of whom we have space to mention. At Brandon his stay was made agreeable. Mr. Christie took him out on a drive of 30 miles to show him how the wheat looked. It was wonderful. The observer felt that if the crop got safely past the 20th of August the North-West would make up for all backwardness in the past. Of the Toronto men he met, Mr. Marshall is in the stationery business in Vancouver, and with many more old fellowships were renewed. With Mr. Sifton, the Attorney-General of Manitoba, an old school-fellow, he put in a pleasant time. Among newspaper men from the east he ran across Mr. McLagan, now connected with the Vancouver World, and Mr. Houston, late of the Toronto Globe, and now of the Victoria Times.

He returned through the United States by the Denver & Rio Grande and Southern

Pacific railroads. This route brought him through the greatest number of States, in all of which he made a halt of longer or shorter duration. He stopped in Seattle, Tacoma, San Francisco, Salt Lake City, Denver, Chicago. In the latter city he remained three days, and was a spectator of the wild excitement on 'Change over the great wheat flurry of the summer.

Of the many railroads he travelled upon the C. P. R. took the palm in all points of comparison. Its comforts, attendance and care of the passenger's interests could not be excelled. The porters and conductors were most courteous and prompt in their attention to everybody on board. The prairies were alive with color as he sped through them, and Banff Springs, he says, was phenomenal in its beauty. The Rockies baffled description. The epithets 'magnificent' and 'grand' had to content him, but they did not do justice to his feelings about the mighty range.

INCREASED DISCOUNT ON READERS.

After hanging long in doubtful balance, the petition of the Booksellers' Association for a larger discount on the Ontario Readers, has been granted. Upon the bulk of the readers sold for the term that opened on Tuesday, the retail trade were given a discount of 25 instead of 20 per cent. This is a good ending to a long and vexatious suspense. It is the outcome of the award of the arbitrators who had to decide whether the prices of the readers were fair or excessive. Only upon the Fourth Reader did they report their opinion that the price was too high, as its make-up involved no outlay for cuts. It now retails at 45c. instead of 50c., as formerly. The increase of the discount to 25 per cent. was an indirect rather than a direct outcome of the arbitrators' award, as what the discount should be or whether it was a fair one, was not the question they had to decide. They had to say whether the prices were fair or not. The discount was a matter that was fixed at a minimum point in the contract between the Department and the publishers. The raising of the minimum from 20 to 25 per cent. seems to be purely a concession on the part of the publishers, but, as they could not be directly forced to make it, they probably did so as a compromise, preferring to concede it rather than have the price lowered two or three cents on each book.

The Association had recommended in its petition to the Minister that \$250, instead of \$1000, be the amount on which 10 per cent. for cash should be allowed, but that was not granted. The really important point, the one vital for all classes of retailers, has been gained. This result of the arbitration is a very satisfactory one, and the publishers have shown a liberal spirit in the matter. The members of the trade cannot too highly appreciate the value

of the association, which has done signal service to them, by its intercession with the Minister. The increased discount means about six or eight thousand dollars per annum to the trade. Booksellers ought to send along their fees and join the association out of gratitude for that one turn. The terms now are:

On all readers 25 per cent. and 5 per cent. for cash.

In quantities of \$1,000 worth and upwards taken at one time, the discount will be 25 per cent. and 10 per cent. for cash 30 days.

The price of the fourth reader will be 45c. instead of 50c. as heretofore.

MAKING SPECTACLE LENSES.

The bit of glass to be formed into a lense is fastened by means of pitch to a small block of hard rubber, so that it may be more readily handled. It is ground by being pressed against a rapidly revolving metal tool, whose curvature is equal and opposite to that desired in the lens. This is known as the "rough tool" and is made of cast-iron. It is mounted on a verticle spindle, and is kept moistened with emery and water. Several grades of emery are used in succession, changing from coarse to fine as the grinding proceeds. As a result of this process the glass has a rough surface and is no longer transparent. It is now transferred to the "fine tool." This is made of brass and has its surface as true as possible. It is compared from time to time with a standard curve, in order to insure accuracy. In this second grinding the abrading material is rouge (carefully calcined sulphate of iron). Finally, the lense is polished by being pressed against a piece of cloth powdered with rouge and fastened to the rotating tool. The glass is now loosened from its block, turned over, and the reverse side of the lense ground. When this has been accomplished, the lense must be cut down to the proper shape for mounting in the spectacle-frame. It is placed on a leather cushion and held firmly in position by a rubber-tipped arm, while a diamond glass-cutter passing around an oval guide traces a similar oval on the glass below. *The superfluous glass outside of the oval is removed by steel pincers, the rough edges are ground smooth on Scotch wheels and the lense is ready for mounting. The glasses for small telescopes, microscopes, burning-glasses and the like, are ground in the same fashion. From Glass in Science, by Prof. C. H. Henderson, in the Popular Science Monthly for September.

A feather duster disperses but does not remove the dust from the store.

Goods conveniently located save time, money and temper in showing.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

THE HISTORICAL NOVEL.

Within the past two or three years, it seems as if everybody possessed of a little leisure, a pen and a few quires of paper, has written a historical novel. Most of these productions, as was to be expected, are worthless, and speedily find their way to the rag-shop. There is one marked peculiarity in this class of fiction, from which hardly a half dozen specimens are free, namely, the labored, archaic style, declamatory conversation and pervading turgidity of thought. The language in every case is simply that of the King James' version of the Bible, or at least a more or less successful attempt at an imitation of it. Whether the scene be laid in Persia, under Darius, or in Rome, under Augustus, the tone is the same, and personages separated by thousands of miles of territory, or living a thousand years apart in time, always speak in the same style, a sort of dislocated blank-verse, as it were, Shakespeare and water—mostly water. Why should a citizen of Memphis in the reign of Rameses II., and a centurion of Julian the Apostate speak in the English of Sir John Mandeville? Ultra-realism is no doubt objectionable in fiction, but it is certainly preferable to a mode which has no likeness whatsoever to nature. Why go back only to the 16th century? Why not imitate Chaucer? Historical fiction will never possess any real value in imaginative literature until authors will cut loose from the error which has rendered most novels, whose scenes are laid in the past, little more than pretentious bores. There is no reason why such fiction should not possess the highest interest and beauty, but it never can so long as it follows a false model. To be natural is not necessarily commonplace, and, if a writer cannot be one without being the other, he has missed his vocation and should sign his place.—*American Bookseller.*

THE PERFECTION BOTTLE STOPPER.

This Stopper is manufactured by The Perfection Bottle Stopper Co., 315 Wabash Ave., Chicago. It is a perfectly satisfactory invention for retaining the gases in apollinaris and other aerated waters, and all bottled liquids where the retention of carbons is a



FIGURE 1.

desideratum. All mineral waters, wines and malt liquors, when exposed to the air without corkage, soon lose their sparkle and

become dead. This is overcome by the use of the Perfection Stopper. The Stopper is a necessity in every private family, and in the sick room where mineral waters and wines are prescribed by the physician. It

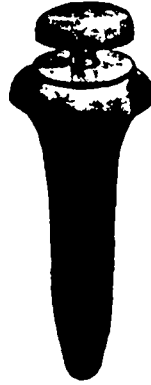


FIGURE 2.

can also be used in bottles containing the most delicate wines. The Stopper being made of pure gum does not impart the rubber odor, and enables the user to retain the bottle bouquet for days after being uncorked. It is invaluable to druggists, doctors, dentists, etc., for corking ethers, ammonia, acids, perfumes and all volatile products.



FIGURE 3.

In order to do justice to the trade in Canada, and produce the best results, the goods should be made here. The manufacturers have in their possession letters patent covering same for the Dominion of Canada, which they would sell to some party here, who would promote its interest, consideration of which can be arranged by correspondence with the Secretary Mr. Edward Brooks.

DIRECTIONS.

Fig. 1. Shows the improved self-adjusting bottle stopper in its normal condition.

Fig. 2. A side elevation of the stopper in an extended condition, ready for insertion in the mouth of the bottle.

Fig. 3. A vertical section of same in position in the neck of bottle.

The Buckingham Manufacturing Company (limited), with a capital of \$80,000, has been incorporated, a number of Montrealers being the promoters. Their objects are to deal in wood pulp paper.

A DAY OF SMALL THINGS.

The liberal and large spirit of trade in great centers and large establishments is apt to leave the impression upon the mind of the superficial observer that there is an immense unnecessary waste going on all the time. That appears to be the case. No account seems to be taken of little things, and the refuse heap is supposed to be a costly pile by the end of a year. This is as the fact seems, not as it is, for there is a very careful collection made of the odds and ends that are accounted waste in a large business house. Small dealers are not usually so careful, though to them the extravagance of doing business on a large scale seems greatest. The bits of string, the scraps of paper, the fragments of old packing cases, and the numberless remains or ruins of damaged stock, do not go to the pile of debris that is to be carried and deposited out of sight at cleaning up time. They are not swept up. They are very carefully gathered up, assorted, and made into neat looking collections whose value will tell in a few weeks. In all the big stores of the cities there is a boy employed solely to gather bits of string, paper, etc., whose duties warrant his employment at a fair rate of pay, quite as much as a boy would earn in any other capacity. If this is true of large stores it is no less true of small ones. If a boy can make his pay and something for his employer, by saving such scraps from the refuse pile in a large store, it surely will pay storekeepers of all degrees to practise the same economy.

The lavish ways of some merchants, their sovereign disdain for the bits of paper and string that fall on the floor, etc., are not typical of the time, and the maxim that "money saved is money gained" is held to even more firmly than in the more primitive days of trade when that maxim was coined. The greater stir and bustle of business create a cloud of dust through which the observer cannot always penetrate into the details, but those details are on principle what would be considered quite petty by those not well grounded in commercial economy. Certain frugal and careful habits of this description may be designated as "small" by people who have not the rudiments of a business training, but they are the means whereby the leakages are soldered up, and whereby the solvency of the trade is maintained in the face of the severe competition that meets him everywhere.

Daniel Gunn, grocer, Inglis street, Truro, N. S., has a book of very ancient date. The following is the inscription on the fly leaf; "A practical Exposition of the Ten Commandments by the learned labors and faithful servant of Jesus Christ, James Durham, late minister of Glasgow. Printed by Robert Sanders at Glasgow, Scotland, in 1675." The book was brought to this country by Mrs. Gunn's uncle, George McKenzie. The typographical make up of the book is peculiar to that age when the present small "f" did duty as the "s" of to-day. Mr. and Mrs. Gunn are also the possessors of a china service, and a book on Freemasonry nearly 100 years old.

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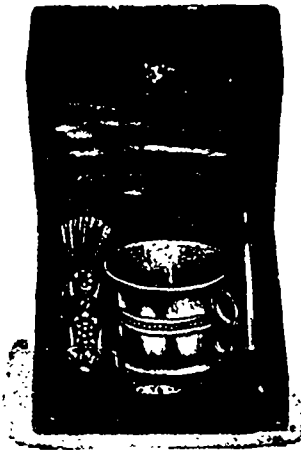


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Owing to the large number of new books issued every month, it is impossible for us to notice them all. Publishers, who are not regular advertisers, desiring to draw the attention of the trade to any publication must mail copies so as to reach this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

Apocalyptic drama, 12 mo., 248 pages. Cloth, paper. Fleming H. Revell Company. New York and Chicago.

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Miss Dupuy's *THE HIDDEN SIN*, or, *THE MYSTERIES OF ARDEN HALL*, is issued by her publishers, T. B. Peterson and Brothers, Philadelphia, in their popular Twenty-five Cent Series. In this book the consequences of an evil deed are brought home to the perpetrator, complications arise which make the story very interesting, and the heroine is an exceptionally charming creation.

Mr. E. D. E. N. Southworth's *THE HAUNTED HOMESTEAD*, or, *THE BRIDE'S GHOST*, has just been published by T. B. Peterson & Brothers, Philadelphia, in their popular New Twenty-five Cent Series, and as it has always been one dollar and fifty cents it will have a very large sale. Mrs. Southworth's books take the front place in

American literature of their class, as they have great merits as fiction; for she has written nothing but good novels for the fireside and furnished an amazing fund of pure and healthy entertainment to thousands of readers.

The Fleming H. Revell Company have been called on for many thousands of copies of the works of Professor Henry Drummond, while we understand the English editions have been sent in great numbers to Australia and New Zealand and other distant English colonies. The new volume containing the six striking addresses, three of which have not been issued in separate form, is proving to be a much sought-for volume.

LA PERLE NOIRE, by Sardou; *LE VOYAGE D'UN TOUR DE MA CHANDERE*, by De Maistre: edited and annotated by E. J. McIntyre, B.A., and F. H. Sykes, M.A., Toronto: The Copp, Clark Co. (Ltd.) The two works are published in one strongly bound volume. The text is carefully edited, the notes are neither too full nor too meagre, the vocabulary is capacious. The study of these two works on the lines of this edition for High School pupils cannot but greatly advance the students' knowledge of idiomatic French.

SELECTIONS FROM TENNYSON, with notes, by A. W. Burt, B.A. Toronto: The Copp, Clark Co., (Ltd.) These selections make up the English poetical literature for the University matriculation and departmental leaving examination of 1892. Mr. Burt has done his work well. It is aesthetic rather than intellectual culture that he considers to be the proper effect of public study, and in his introductory chapter on *The Study of Poetry* he makes clear the objects that ought to be in the teacher's plan of instruction. The Editor has placed the study of Tennyson in a light that cannot be otherwise than refining and elevating to those who follow it. The publishers have made a handsome, serviceable book of *The Selections*.

MEN AND WOMEN OF THE TIME, by Geo. Washington Moon. London. George Routledge & Sons, Limited. This is the 13th edition of a very useful book, which was first published in 1862. It is a dictionary of contemporary biography, an indispensable book in newspaper offices, and valuable in general libraries, as nearly all readers like to know something about the famous people of their own time. For the first time noted women are included in the list of great ones. The work which in its first edition contained but 300 biographies, now contains 2450, and some 1520 have been dropped as edition followed edition and contemporaries joined the great ones of the past. The article given in connection with each name does not partake of criticism nor is there any attempt made to estimate the place a writer will fill in the literature of the language. The book is well bound and the type and paper continue to be up to the high character of past editions. Williamson & Co. are selling it here.



Silver ear tweezers fold over safely between the arms of a curved handle covered with repousse work.

A very elegant card receiver is of mother of pearl shell, there being a bronze bird with natural colored plumage just stepping over the edge.

The Stationer has already mentioned the fact that the line of musical albums will be increased, as some of the houses which last year did not handle such novelties will do so this season.

Penwipers—those dear old penwipers, whenever shall we hear the last of them?—are coming up again, and most of the fancy goods salesmen will carry a line for the coming season.

Then there are sachets without number and one can find a large variety of glove and handkerchief sachets made up in the most elaborate and artistic styles, silk and satin and other fine materials being used in their construction.

I notice that a less quantity of bric-a-brac is used by some of the fancy goods houses than formerly. Crockery, however, is beginning to show its head in places where it has been heretofore considered unremunerative to handle it.

Musical boxes are becoming very cheap, and one of the wags in the fancy goods trade predicted yesterday that they would be sold for use in pillows for the bed, so that the one who wants to be wadded into the arms of Morpheus by strains of melody or sweet cadences could do so.—Culled From *The Stationer*.

The Christmas card makers have stretched out their lines this year very much. There are cards, booklets and novelties in profusion, and one can find a host of odd conceits very readily. Some novelties which are made in white kid, decorated in colors by hand, are exceedingly dainty and attractive. This leather has been used in a variety of forms very successfully.

Some of the French trade journals are discussing the etiquette of envelopes—how, for example, they ought to be closed or when and under what circumstances they should bear sealing wax, what shade the wax ought to be, how far the contents should affect the taste displayed on the outside of the envelope, etc., all of which, in my opinion, is good enough for the fastidious Frenchman to get angry over, but not sufficiently important for Americans to get excited over this muggy weather.

The tanning of elephants hides is comparatively a new industry. The method employed is practically the same as in the tanning of cows' hides, except that a stronger combination of the tannic ingredients is required, and a greater length of time, about six months, is necessary to perform the work. When the hide is taken out of the vat it is about one and a half inches thick. Articles made of elephants hides are expensive luxuries. A small pocket book of elephants leather without any silver or gold ornaments cost about \$40. A small satchel made of the same leather costs anywhere from \$300 to \$400. Cigar cases, card cases, and similar articles vary from \$25 to \$100. In finishing the hide no attempt is made to glaze or polish it. Everything is done to preserve its natural color and appearance. It is very enduring leather. Several years wear having very little effect on it.

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TORONTO.

The Montreal News Company,
MONTREAL.

Publishers' Agents.

DISCOUNTS AND UNDERSELLING.

After long and careful thought we do not understand how men are to be helped out of difficulties into which they have deliberately thrown themselves, and for reasons that still exist, and will continue to exist for a longer period than we can define, except by an entire alteration of conduct. The competition of business men has been widely lauded as the producer of all kinds of trade excellence, economy, and civility, but, of course, there are drawbacks on the other side, especially when the contest has been keen, the capital unequally distributed, and recklessness has entered the arena. Underselling of all kinds is a product of Competition and it is only reasonable, therefore, to argue, that if the product is of such a growing character that it has at length run away with all the profits, say, of the Stationers and Booksellers, that Combination should be resorted to as the antidote. Traders in antagonism bring out each other's pluck, endurance, energy, skill, ingenuity, etc., the consumers getting side benefits in the shape of lower prices and greater civility; but traders in antagonism know no mercy, and so they kill each other, the weak going to the wall, and the stronger living only as before, all the resultant profits being given away to the almighty public.

Combination alone, faithful and true, will hold the fort safely.

We have heard very much lately about the evils of the Discount System as respects Books and Magazines (and Stationery might well be included), and all kinds of remedies are proposed, many of which seem to us unsuitable. If retailers choose to give away all or nearly all their profits to purchasers of their goods, whatever these goods may be, we cannot understand what it has to do with the men who sell to the retailers, nor why they should be asked or presume to act as judges or umpires by charging higher prices to reduce the profits of retailers, and compel them to keep up their prices to the public (i. e., filching from Peter and Paul may be the gainer.) Nor do we know by what right the wholesale house or manufacturer, having once sold his goods, is deemed to have a voice in deciding what profit shall be placed on them by the retailer; nor that it should be asked that the large purchaser be charged exactly on the same scale as the smaller purchaser. These are each in contravention of sound principles; is, in fact, doing evil that good may come, which it probably never will in such a connection.

A correspondent in a contemporary journal is convinced "that if the publishers and wholesale trade will simply charge the retail trade one certain price per copy for all books, whether purchased singly or in large numbers, and allow no odd books," discount practices would soon cease, "the wholesale

trade at the same time entering into a bond not to supply any but the retail trade at less than the published price, allowing five per cent. for cash." Another correspondent asks for extra discount to firms out of England. And we are also favored with the statement that we ought to ignore published prices altogether, and charge what we like—just about what we have been doing, and getting so rich on it! In the North the opinion is said to be unanimous and emphatic that net prices will not and cannot become general, except in the case of a certain class of books—so that Edinburgh is evidently not a haven of rest yet for booksellers.

What we say is, that as retailers have brought this discount evil on themselves by unrestricted competition, they must get rid of it by as perfect a combination as possible. Even if you adopt the plan suggested by a contemporary, and unite for the purpose of supporting a large distributing agency, so as to get your goods cheaper, you will have to fight the wholesale houses before long, and the members must certainly bind each other successfully not to go beneath the 3d. in the shilling. Why not act as our workman? Form a society, or hold a Booksellers' Conference, or utilize the present London Booksellers Society (a short notice of the outing and dinner connected with which, on June 11, will be found elsewhere), or the Retail News-agents' and Booksellers' Union (the Secretary of which, Mr. E. G. Scopes will be pleased to give full particulars as to what the Society is doing in the way of remedying trade grievances), and thus influence and work the trade from some large and important central spot, taking in the smaller towns and neighbourhoods. Scour the country for members, and then at your regular meetings you will be able to discuss what discounts will really enable you to live, without frightening purchasers by the bugbear of net prices. The discounts might possibly be lessened a little without making it worth the trouble of book buyers to order from Leudon of the large discount houses. With a little from the purchaser, perhaps some favor shown by the publisher, and the removal of the insets in magazines (which have reached a point at which the trade may justly remonstrate), retailers may yet be able to live, especially if they will try to ascertain what their working expenses really are,—say 12 to 18 per cent., as the case may be.

Men are always on the strike in these days for less hours of work or mere wages. Booksellers and Stationers cannot strike, but they can combine, and get more profits if they choose, and especially as they would then only take from the public just a little of what they ought never to have given them. Of course, as among trade unionists, there will be plenty of non-members, but you must put up with this, and seek to bring them within the fold at every possible opportunity, working upon their love of fair profits. All book-buyers

do not live in London, or even in the great towns, and it surely will not pay them too take too much trouble over saving say 1d. in the shilling.

It is far better, in our opinion, to lessen the present discount slightly, by act of combination, than to keep it as it is, and then to seek to purchase on better terms by a large distributing agency, and by the assistance of the publishers in any of several ways; because these will still be left open for future calls when, perhaps, all has been done as above referred to, and still the balance is on the wrong side because of new and yet unknown difficulties. If you cannot keep the public in ignorance of published prices, we do not quite believe that the discount system is to be prevented by reducing the booksellers' profits. Suppose it should do so in the large towns: how is the very small purchaser to sell at even published prices, as he cannot take advantage of the premiums offered to the large buyer:—5d. for a 6d. magazine will not show him the way.—The Stationer, Printer, and Fancy Trades' Register.

A HUSTLER.

The Michigan Maccabee gives a lengthy sketch of David Swinton, formerly a clerk with Walpole, bookseller, of Kingston. He is now a wholesaler in East Saginaw, Mich. The journal says: "In February, 1883, he removed to Saginaw, and with George A. Reynolds, of Detroit, established the well-known wholesale and retail book and stationery firm. At the time, the trade journals referred to this firm as the "youngest" wholesale firm in the country. Mr. Swinton was 24 and his partner 23 years of age. The business was a success from the start. In October 1883, Mr. Swinton was married to Belle Florence Wilson, eldest daughter of ex-mayor Stewart Wilson, jr., Picton, Ont., and since then four children, all fine girls, have been born to bless their home.

"David Swinton is usually identified with all meritorious, new and public enterprises, and he was one of seven who incorporated the People's building and loan association. He served for three years as vice-president of this, the largest loan Association in the state. In politics, he is a staunch republican, and, although often invited to do so, has never yet been a candidate for office, yet, while shrinking from public elective positions, he is always on hand to do his share of the work and help his friend along. He believes in life insurance, and has often said that he is "worth more dead than alive," financially; he believes in beneficiary insurance societies and in fraternal orders.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a clone worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

BLOTTING PAPER.

Professor Lauboeck is going to produce in the *Journal Technologique du Musee de l'Industrie de Vienne* an essay upon the power of absorption of various blotting or unsized papers.

Our contemporary, the *Revue de la Papeterie*, gives some interesting particulars about the experiments made during this research. Professor Lauboeck measures the power of absorption by the height to which water rises in bands of paper of 15 millimetres in length, which he suspends by small metal pliers.

The experiments were made at a temperature of about 65° Fahr. for the water and a relative temperature of 60° Fahr. for the air.

The samples of paper submitted to examination were made of pure cotton material and their thickness varied between .09 and .6 of a millimetre. The results of the experiments give the heights to which the water ascends after 1, 5, 10, 15, 20, 25 and 30 minutes' intervals of immersion. The average results are 40 millimetres for yellow blotting paper of German make and 72.5 millimetres for white blotting paper of English make, after an exposure of ten minutes.

The following are the main conclusions of Professor Lauboeck's experiments;

1. The height to which water rises is independent of the thickness of the paper.
2. The weight of the paper has no influence upon its power of absorption.
3. The power of absorption is in inverse ratio to the quantity of ash left by the paper after incineration.
4. The power of absorption is greater in the strips of paper cut parallel to the motion of the machine than in those cut transversely.

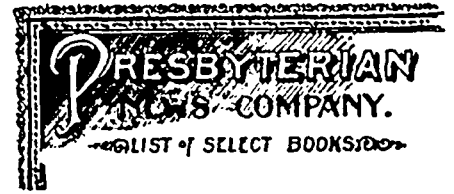
These deductions are important to blotting makers and are also full of interest generally. One of the great features of English blottings is its bulk. We are supposed to judge of blotting paper to a slight extent by its bulking capacity. The popular idea has been that the thicker a sheet of blotting paper is the more water or ink it will absorb. Consequently blottings have been made as thick as possible without increasing their weight. Our readers will see that Professor Lauboeck's first conclusion is contrary to

any advantage to be gained by the paper being bulky. If this be so—and we make no remark either for or against the probability of this view being quite correct—we think that blotting makers will be very pleased. No doubt the great anxiety to make a bulky blotting seriously interferes with the strength of the sheet. At present many good blotting papers crumble and fray to pieces upon the least friction. If these papers were submitted to more pressure in manufacture they would last longer, and therefore be more economical.

The second conclusion is also of great consequence. Some people won't use a blotting paper unless it is of a certain thickness or bulk. Professor Lauboeck here again tells us that this is of no importance whatever. In fact, Nos. 1 and 2 conclusions are practically the same.

The third deduction, relative to the amount of mineral matter, or ash, in blotting paper, is of course quite easy of belief, as mineral matter chokes up the pores of the paper, and would, therefore, not only add to the ash of the sheet but seriously interfere with its absorptive properties. The essential features of blotting paper is to present a mass of fibre to the fluid, which will be immediately absorbed by it.

The last conclusion of the learned professor once more impresses upon us the fact that the tension of the paper machine is sure to be present in the sheet of paper made. We should say that the tension has the effect of drawing the fibres lengthways, or compelling the fibres to follow the course of the sheet according to their length. We gave some tables some time ago which proved that the strength of a sheet of sized paper was greater in its width than in its length, owing to the pull of the machine. In blotting papers the absorptive property runs in the other direction, and Professor Lauboeck mentions this, but unfortunately we have no figures relative to the comparison. This would seem to point out that the fibres are pulled by the machine, and the sheet of good blotting paper consists practically of fibres placed longitudinally, thereby enabling them to absorb more fluid by presenting a larger surface for capillary attraction. Whether our blotting paper makers will agree with Professor Lauboeck's conclusions we cannot say, but his researches are interesting and well worthy of close and attentive consideration.—*Paper Making, London.*



Theological Publications.

The Presbyterian News Co. respectfully call the attention of the trade to the fact that they are Canadian agents for the Theological Publications of Messrs. T. & T. Clark, Edinburgh, and are prepared to supply their Principal Books from stock. Liberal discounts. Catalogues on application.

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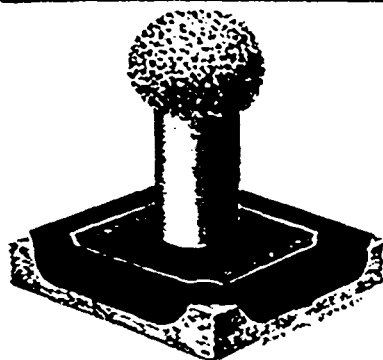
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BOOK NOTES.

The Life of Lawrence Oliphant is finding a large sale.

McLaughlin's new toy books, and gift books, are now in stock. They are a very fine line.

Funk & Wagnalls have published The Life of Abraham Lincoln in their American Reforme Series.

The Toronto News Company in three sales this summer disposed of 150,000 volumes of cheap fiction.

The Presbyterian News company offer for sale their fixtures in the Post Office store. Possession will be given on the first of November.

The Fleming H. Revell Company, New York and Chicago, have added another brochure to their Popular Vellum Series entitled "The Dew of Thy Youth," a message to endeavorers by Rev. J. R. Miller, D. D., author of "Week Day Religion." It is promised for the next week.

Rev. F. B. Meyer's little works "Christian Living," "Shepherd Psalm" and "Present Tenses," will shortly be brought out in a new binding by the Fleming H. Revell Company, New York and Chicago. This is due to their popularity and large sales, which have reached nearly nineteen thousand.

The Eastern department of the Fleming H. Revell Company is receiving numerous congratulations upon their elegant and convenient new quarters at 30 Union Square. Facing this small but beautifully kept park the situation both without and within is a harmony of attractive delight. This gives a pleasure to the business hours which becomes an inspiration. It is hoped that calls from visiting friends may be frequent. Mr. S. Edgar Briggs, managing director, extends a cordial invitation and an assurance of welcome.

BUSINESS CHANCES.

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THE POST OFFICE BOOKSTORE TORONTO: Owing to the removal of the undersigned to larger premises they offer for sale all the fixtures in position in the old and favorably known premises, the Post Office Bookstore. Occupation can be given Nov 1st., in good time for the Holiday trade. Satisfactory arrangements may be made as to lease. The Presbyterian News Co., (Ltd.) Toronto.

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It is understood the Manitoba Paper Company, of Portage la Prairie, are asking for articles of incorporation.

Messrs. Horrocks & Co., Vancouver, B.C., are offering some special bargains in Japanese goods to the fancy goods trade.

The schooner Kate Eccles has a season's contract in carrying pulp wood from Weller's Bay to the Riordon paper mills at Merriton.

The new paper mill at E. B. Eddy's is turning out tissue manilla now. The last two carloads of machinery arrived about the middle of August.

Mr. William Hewarson, a thoroughly practical paper maker, will assume the management of the mills of the B. C. Paper Co. as soon as they are erected.

The marriage of Mr. W. T. Slavin, books and stationery dealer, Kamloops, B.C., to Miss Dalles, of Victoria, on the 5th of August, is an event we note with much pleasure.

A work by Thomas a'Kempis is said to have been recently discovered and is almost ready for publication. It is entitled "De Vita Cristi Meditationes," or, "Meditations on the Life of Christ."

Mr. G. K. Patton, Minnedosa, Man., paid the office of BOOKS AND NOTIONS a visit on the first of the month. Mr. Patton is an appreciative subscriber, and the sort that knows when a paper is doing its duty.

Some days ago William Shea, of the stationery house of Henderson & Co., Kingston, Ont., picked a pimple on his finger. Blood poisoning set in and he has been a severe sufferer. He had to have his finger lanced several times.

E. B. Nixon, formerly of St. John, N.B., and who conducted a successful wall and ornamental paper business in Fredericton, for two years, has sold out to McMurray & Co., and will accept a position as traveler for a Montreal house.

The following gentlemen have been elected provisional directors of the B. C. Paper Co. recently organized at Victoria, viz.: W. P. Sayward, president; Joshua Davies, vice-president; H. Carmichael, general manager and secretary; W. P. Sayward, Joshua Davies, Thomas Shotbolt, J. Thomson and J. S. Yates, directors.

A company has been formed to assume the business of the paper mill at Portage la Prairie, and incorporation has been applied for, for this purpose, by the following persons: Robert W. Paterson, of New York, merchant; John W. Paterson, of Montreal, merchant; John C. Patterson, of Portage la Prairie, manufacturer; John T. Wilson,

of Montreal, merchant; Geo. A. Merrick, of Winnipeg, merchant, and Thomas A. Anderson, of Winnipeg, merchant. The name will be The Manitoba Paper Company. Capital stock \$70,000. The head office will be in Winnipeg.

The stock, fixtures and goodwill of the business known as the "Japanese Art Store, 616 Hastings street, Vancouver, B.C., is offered for sale. This business has been established several years and is in good shape. No special training required to conduct it. About \$5,000 capital required. Full particulars will be furnished upon application to J. F. Galbraith, on the premises.

Among the new inventions that are expected to make considerable change in telegraphy is the telegraph pen. The operator at one end of the line moves a stylus, making letters in the air. The motion is transmitted along the wires by electric action and communicated to a pen at the other end of the line. This pen writes upon a paper of itself the words traced in the air by the stylus at the other end. The message is thus ready to be sent off at once. Thirty words in a minute have been written in this way.

Mr. Chas. Tilley has been admitted as partner in the stationery store of his father, Mr. S. T. Tilley. Charles held a position with the telephone service in this city from its inception, holding the position of manager. He was recently transferred to Westminster as manager, and resigned that position to engage in business. He is an estimable young man, having many good social and business qualities. The firm will be known as S. T. Tilley & Son.—Vancouver Telegram.

Very satisfactory results are now being obtained by some of the English paper manufacturers in bleaching paper by electrolysis, the process rendering the paper perfectly white, without in the least injuring its strength. This process in question depends on the use of a solution of magnesium chloride, which is decomposed by the action of a strong electric current into chlorine and oxygen on the one hand, and into magnesium and hydrogen on the other. Plates of platinum are used as electrodes.

Russell Cranston, the 7-year-old son of J. K. Cranston, bookseller, Galt, met with a painful accident a few days ago. While amusing himself with a grindstone, in a neighbor's workshop, the handle came off and the little lad's right hand was caught in the cogs of the machine. His elder brother released the imprisoned hand, when it was found the two middle fingers were so badly mangled as to necessitate amputation at the knuckle joints. This was accordingly done, the little fellow bearing up bravely, and at last accounts he is rapidly recovering from the mishap.

Credit is often too cheap and overbubbling far too common. Don't be guilty of the one, and don't abuse the other.

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6043. The American Commonwealth, by James Bryce. In two volumes (second edition revised.) Macmillan & Co., London, England.

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6045. Anecdotal Life of Sir John Macdonald, by E. B. Biggar, Montreal, Que.

6046. Portrait of Sir John Macdonald's Mother. E. B. Biggar, Montreal, Que.

6047. Assault-at-Arms March, (for the cornet), by A. W. Hughes. Whaley, Royce & Co., Toronto, Ont.

6048. High School History of England and Canada, by Arabella B. Buckley and W. J. Robertson, B.A., LL.B. The Copp, Clark Co. (L'd.), Toronto, Ont.

6049. Geographie: a Pusage des élèves de la Congregation de Notre-Dame, Cours Primaire et Intermediaire. Les Sœurs de la Congregation de Notre-Dame, Montreal, Que.

6050. Geographie: a Pusage des élèves de la Congregation de Notre-Dame, Cours Supérieur. Les Sœurs de la Congregation de Notre-Dame, Montreal, Que.

6051. Notes on Selections from Tennyson, by A. W. Burt. The Copp, Clark Co. (L'd.), Toronto, Ont.

6052. Salve Regina. (Praise Ye the Lord.) Solo for Contralto or Bass, by J. A. Fowler. I. Suckling & Sons, Toronto, Ont.

6053. Guide Illustré du Sylviculteur Canadien, par J. C. Chapais, LL.B. J. A. Langlois, Quebec, Que.

6054.—Bell Telephone Company of Canada, London Exchange, Subscribers' Directory, Ontario Department, August, 1891. The Bell Telephone Company of Canada, Montreal, Que.

6055. A Botanical Note Book for the use of Students of Practical Botany; by F. W. Merchant, M.A. The Copp, Clark Co. (L'd.), Toronto, Ont.

6056. Notes and Vocabulary, by E. J. McIntyre, B.A., and Fred. H. Sykes, M.A., re La Perle Noire, by Victorien Sardou, and Le Voyage autour de ma Chambre, by Count Xavier de Maistre. The Copp, Clark Co. (L'd.), Toronto, Ont.

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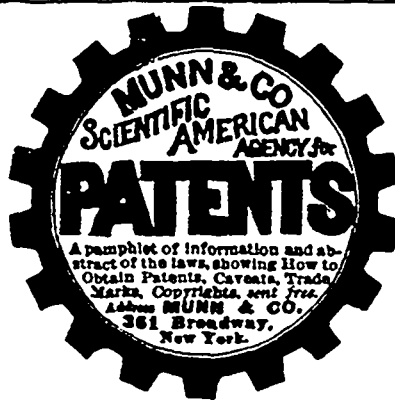
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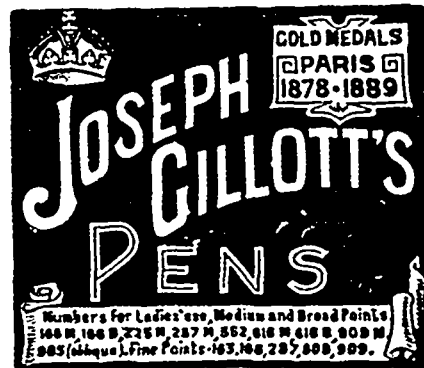
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Business Changes.

Messrs. A. B. Canning & Co., booksellers and stationers, of North Bay have assigned.

H. B. Canning & Co. (Annie M. Canning only) book and stationery dealers, North Bay, Ont., are offering to compromise.

Francis Reynolds, dealer in books, fancy goods and groceries, Cobourg, Ont., has sold out his book and stationery business to Geo. Archer.

S. T. Tilley, book and stationery dealer, Vancouver, B. C., has admitted his son Charles into partnership, under the style S. T. Tilley & Son.

The wall paper firm of McGregor & Chrysler, Queen street west, Toronto, has assigned to John Ferguson. The liabilities are about \$5,000, and assets about \$3,000. Andrew Muirhead, 82 Bay street, is one of the principal creditors.

MAGAZINES.

Canada is well represented in the September number of *Outing*. The leading article, "On the Plains of Assinibon," by "Nomad," describes lively sport with antelope, wolf, etc., in the western ranching country. "Trouting in the Metis Lakes," by C. J. Colles, M.D., covers a trip with rod and birch on waters seldom visited in the Province of Quebec. The second part of Rev. Wm. C. Gaynor's "Canoeing on the Miramichi," completes the description of a long trip on the New Brunswick river, and, last but not least, the musical Mohawk songstress, Miss E. Pauline Johnson, contributes a charming little poem, "The Camper."

The *Century* for September has many salient points of interest. The subject which will probably attract the widest interest is the discussion of the "Treatment of Prisoners at Camp Morton," Indianapolis, during the war, a discussion begun by Dr. John A. Wyeth's article in the April *Century*. The present number contains a reply to that article by Col. W. R. Holloway, who during the war was private secretary to Governor Morton, and the reply has the indorsement of a committee of the Grand Army of the Republic appointed to investigate the subject. The article consists largely of personal statements of officers officially connected with the Camp, systematically grouped by the writer to meet Dr. Wyeth's charges. An interesting table of "subsistence stores issued to rebel prisoners at Camp Morton in 1864," is part of the article. Room is also made for a rejoinder by Dr. Wyeth, in which he quotes additional statements to substantiate his previous article. On *The Century*

theory of holding the scales even in controversial matters, the same number of pages have been allotted to each side. Col. Holloway's article contains pictures of the gate at Camp Morton, and the old city hospital of Indianapolis, together with a ground plan of the Camp.

MUSIC NOTES.

Local trade has been quite active on account of the re-opening of the various music schools, seminaries, etc., and it has also, to some extent been benefited by the opening of the dramatic season. There has not been much done in the way of getting out new pieces this month. In the course of the next few weeks the various publishers will issue a considerable quantity of new sheet music.

I. Suckling & Sons have recently issued:

CONSTANCE, waltz, by Adelyn Torrance. Price 50c.

HAPPY THOUGHTS, waltz, by Charles Johnstone. Price 40c.

STATIONERY NOTES, ETC.

Walker's Age Cabinet is in increasing demand for office and library use.

Opening orders indicate that the wall paper trade of the season will be a large one.

There are some fine one-pound vellum and cream note papers on the market to retail at 25c.

A wire-bound slate in two sizes, 5 x 7 and 7 x 11 is now got up to sell at 5 and 10c. respectively.

The Toronto News Company is putting a new line of toilet paper on the market, as well as some very cheap note books.

Hurd's Linen Note in boxes is selling well. The following are the varieties: Satin Wave, Coquille, Linen Cloth, Kid Finish, in four tints.

The All-Round scribbler has gone through an edition in the short time it has been on the market. Good paper and a strong cloth back are its strong selling points.

Queen City and Irish Linen, two of the lines in the Chester Series of writing pads, have gone through an edition in little more than a month. Monastery and Ivory White are likewise selling well.

Ferguson & Co., stationers, Winnipeg, have issued a very neat envelope, which is rapidly being taken up by Winnipeg business men. It is an ordinary envelope, on the back of which is printed a well gotten up map of the city and suburbs.

An invalid writing pad is something new. It consists of a tray fitted with blotter and other necessaries, which can be supported at will upon four short legs, called into use by means of a spring. When not in use the legs fold close under the tray.

The demand for school findings, such as note-books, exercise books, scribblers, pencils, pens, etc., has been unusually large

since holidays. The wholesale stationers say that they do not remember a fall term which opened with so strong a demand.

The Copp, Clark Co. have got out a line of toilet papers that cannot but take well. They are named Pickwick (put up like a volume of the immortal Papers), White's Tar, Cashmere (perfumed), Rainbow, Century (medicated). They make a beautiful assortment to exhibit in a case.

The Copp, Clark Co. have got up a very attractive device for exhibiting samples of a new line of letter stationery. The samples are shown upon a series of folding panels, each about 8 or 9 inches in height and 3½ inches wide. On one panel is a picture of the design of the cover of the package in which the paper is put up, and on the adjoining one is a picture of that on the envelope package. What the designs are will be indicated in the following names of the papers in the series: Wistaria, Soleil, Purty, Antique. There is enough diversity in these designs to make a beautiful screen-like extension of eight panels, which will look well on the stationer's show case or counter. The fine effect of all these lines of paper in a case is of selling value.

The Copp Clark Company's Daily Journal, for 1892, is a model office diary. The paper is excellent, it is beautifully ruled and on exactly the right scale, the space given to each day is ample and extending clear across the page. Each day, in addition to the label of date and name, is numbered from both ends of the year. The 26th of July, for example, is the 208th day from the beginning of the year and the 158th from the close of it. In other words, the book indicates the year day, as well as the month day or week day, of each diurnal unit. A mass of valuable information, which is most appropriately affixed to a diary, fills several pages. These pages contain a calendar, a table of sterling exchange, with equivalents expressed in decimal currency, the Canadian tariff of customs admirably arranged for quick reference, the Canadian banks and their agencies, sittings of the courts, postal information, mercantile law.

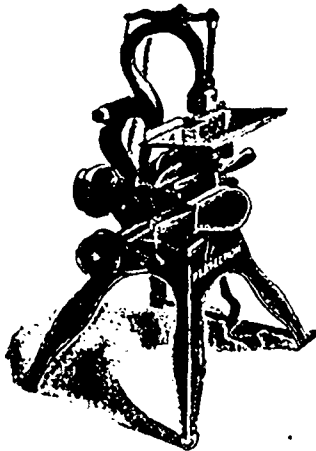
An American went into the book establishment of Chatto & Windus, and asked for Hare's "Walks in London." In the United States it is printed in one volume, in England in two. "Oh!" said the Yankee, as he looked at them, "you part your Hare in the middle, do you?" "I, sir?" said the clerk, with a bewildered look. "Oh, no, sir!" "I saw he didn't see the joke," said the Yankee, "so I didn't explain, but bought the books and went away. A week later I entered the same shop. As soon as the clerk saw me, he approached me, exclaiming, 'Good! Capital! Part your Hare in the middle'—that's capital, sir! capital."—*Boston Journal*.

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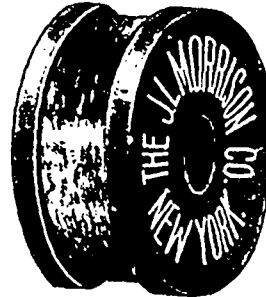
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