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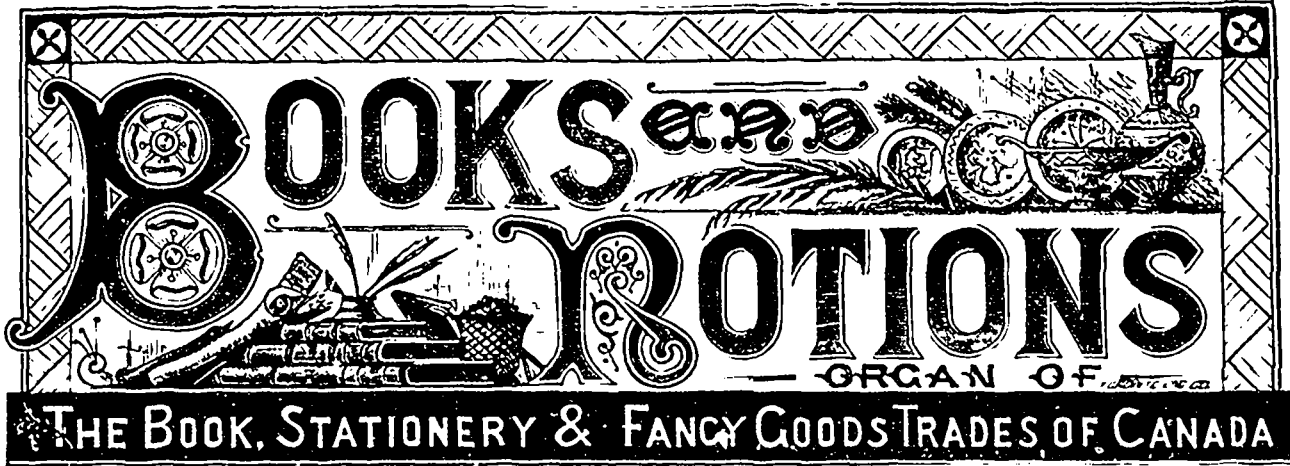
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AUGUST, 1885.



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FANCY GOODS DEPARTMENT,
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ALBUMS.

There is a marked reduction in the price of Photograph Albums, and buyers who have reserved their orders for the opening up of Fall Stocks have been wise. Perhaps the newest thing is an Album, the back cover of which forms a stand, so that the book lies on the table at about the slope of a reading desk. One very pretty cover is of perforated leather through the incisions of which are seen diamonds of silk plush in various bright colors. In Leatherette Covers the ALLIGATOR and Imitation Calf in new shades are very effective. Some of the best patterns of American Albums have been reproduced in Germany at about half their original cost. All the better books are for Cabinet and Panel Pictures, but there are a few small sizes to retail at 25c. and 50c. which are phenomenal value.

TOILET ARTICLES.

White goods in Combs and Brushes continue to have a large sale both in cases and in bulk. Besides the "Celluloid" and other composition brushes there is a line of wood back goods covered with a white enamel. These are less liable to break than rubber, are well made, have good bristles, and can be retailed at popular prices. There are a few new designs in Nail sets and some very pretty low priced Pocket Toilets for ladies and gentlemen. Without much noticeable change in style there is quite a variety of Dressing Cases—portable and for the Toilet Table.

Odor Cases to retail at 50c. and \$1.00 and several novelties at about the same figure are acceptable additions to a line of Fancy Goods in which it is somewhat difficult to obtain attractive articles at a moderate price.

LEATHER GOODS.

The depression in the Pocket Book trade has resulted in the importation of Solid Leather Portmonies and Pocket Books at about the figures usually paid for imitation goods, and while the demand for Street Satchels is still large in the United States and Canada, there can be little doubt but that a considerable trade will be done this fall in the pocket articles. There might be specially mentioned some very tasteful Miniatures suitable for Misses' and Children's use. In addition to the Staple line of Street Bags there are a few new shapes "with Necessaire" which cannot fail to be in good demand toward the holidays.

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BOOKS and NOTIONS

— ORGAN OF THE TRADES OF CANADA

VOLUME II }
No. 1 }

TORONTO, AUGUST, 1885.

{ ANNUAL SUBSCRIPTION
FIFTY CENTS.

ONTARIO BOOKSELLERS.

FIRST ANNUAL MEETING OF THE NEW ASSOCIATION.—The first Annual meeting of the Ontario Booksellers' Association was held on Wednesday, the 4th inst., in Philharmonic Hall. The Association was formed on January 14th of this year at the Queen's Hotel, for the advancement of the interests of those engaged in the bookselling trade. The chair was occupied by Mr. T. J. Day, of Guelph. The following members were present during the meeting:—James Bain, sr., S. R. Hart, J. F. Ellis, S. G. Beaty, W. J. Gage, A. G. Lee, George Warwick, A. F. Rutter, George Spence, Chas. Robertson, A. R. Lorimer, C. W. Small, Alxr. Middlemiss, Saml. Wallace, S. E. Briggs, and J. J. Dyas, Toronto; T. J. Day, J. A. Nelles, Guelph; H. Fred. Sharp, St. Mary's; Chris. Dickson, Clinton; A. G. Elmslie, J. K. Cranston, Galt; T. Clappison, Hamilton; W. Bryce, London; D. W. Bixby, St. Catharines; Isaac Huber, Berlin; John Butler, Goderich; A. Robinson, Belleville; D. M. Brown, Strathroy; R. C. Burpee, Pembroke. H. J. Clark, of Copp, Clark & Co., and others, were present as visitors. Letters and telegrams were received from E. A. Taylor, London; J. Eastwood, J. G. Cloke and E. Overell, Hamilton; John Hart, Perth; W. Middleton, Kingston; B. H. Rothwell, Brantford; A. Scott, Barrie; Abel Land, Drummondville; and E. M. Law, Victoria Harbour, expressing regret at not being able to be present.

Mr. James Bain delivered an address of welcome to the representatives of outside places, to which the chairman made an appropriate reply.

Mr. J. J. Dyas, secretary-treasurer, presented his report, showing that the balance in the treasury was \$34.10. The report was adopted.

The following committee were appointed:—Constitution,—H. F. Sharp, A. G. Elmslie, John Butler, A. Robinson and James Bain. Finance,—J. K. Cranston, T. Clappison, and A. R. Lorimer. On Officers,—C. Dickson, Isaac Huber, and D. W. Bixby. On Resolutions (afterwards appointed),—D. W. Bixby, A. Huber, W. Bryce.

MATTERS AFFECTING THE TRADE.

Several matters affecting the bookselling trade were discussed. The first discussion was on the

policy of buying goods six months or more in advance. The general opinion was against the import orders which are, at present, largely given by the trade. Under that system goods are ordered from foreign countries, many months in advance by retailers, and if the fashion changes they have to suffer. This was thought to be injurious, as it also took the trade from local wholesale houses and prevented them buying in large quantities and at cheaper rates.

The necessity of having a uniform price for periodicals was then considered, and a committee was appointed to draft a standard of prices, and furnish each bookseller in the Province with a copy.

The association then adjourned till eight o'clock.

EVENING SESSION.

The Committee on Constitution presented their report, recommending that the Association be named the "Booksellers' and Stationers' Association," and be composed of booksellers, stationers, and news-dealers, the annual meeting to be held in Toronto on the last Wednesday in October. The constitution was adopted, clause by clause, and left over for final action till the next morning.

A communication was read from Mr. N. T. Wilson, of London, stating that the Canadian postal laws injuriously affected the booksellers. American periodicals and publications were mailed to Canada for two cents per pound, while the Canadian booksellers had to pay four cents per pound. Under these circumstances it was unwise to do a mailing business in Canada as the American dealers had the advantage.

The Finance Committee report that they had audited the books and accounts of the Secretary-Treasurer, and found them correct. The report was adopted.

RESOLUTIONS ADOPTED.

The following Resolutions, submitted by the Committee on Resolutions, were adopted:—

Resolved, That it is the duty of the retail trade to discourage, as far as possible, the ordering of any goods in advance of the requirements of their trade.

Resolved, That the average profits should be from 30 per cent. to one third, and that we should discourage, as far as possible, the sale of all goods that do not carry a profit of at least 30 per cent. on the cost.

Resolved, That the retail trade in buying goods

ought to buy, as far as possible, at net prices, as large discounts are always deceptive.

Resolved, That it is the duty of the wholesale and manufacturing trade to restrict themselves to selling to the legitimate wholesale trade, and that any wholesale or manufacturing house persisting in selling to the consumer is unworthy of the support of any member of this Association.

The Association then adjourned till morning.

MORNING SESSION.

The Ontario Booksellers' and Newsdealers' Association resumed business at the Philharmonic Hall, the next morning. Owing to the illness of the President, J. A. Nelles, Guelph, occupied the chair. The Constitution was brought up for final consideration. A clause was inserted appointing the President, Secretary-Treasurer, and Executive Committee, a Board of Arbitration to adjust differences in the trade. The Constitution was then adopted. We give it elsewhere.

On motion of Mr. Clappison, seconded by Mr. Elmslie, it was determined to pay the rent of an office for the Secretary.

Mr. Isaac Huber moved: "That any member of the Association report to the Secretary all cases that they may discover of wholesale or manufacturing houses supplying consumers direct. The following instances to be excepted:—Supplying Railroads, Telegraph Companies, or purchasers of 100,000 lots of envelopes. Such reports to be read at the following meeting of the Association."—Carried.

A resolution was passed authorizing the Executive Committee to organize branches of the Association in cities, towns, or groups of towns and villages.

The following were appointed a deputation to wait on Hon. Mr. Carling, with reference to the desired change in the Canadian postal law, so as to reduce the rate for second class matter from four cents per pound to two cents:—Messrs H. F. Sharp, A. S. Irving, James Hope, W. Bryce, and R. C. Burpee.

Mr. H. F. Sharp, moved, seconded by Mr. Isaac Huber, "That the Ontario Booksellers' Association recognise BOOKS AND NOTIONS as its official organ."

ELECTION OF OFFICERS.

The election of officers resulted as follows:—President, Mr. H. F. Sharp, St. Mary's; First Vice President, Mr. S. R. Hart, Toronto; Second Vice President, Mr. W. Middleton, Kingston; Secretary-Treasurer, Mr. J. J. Dyas, Toronto; Executive Committee, Messrs T. J. Day, Guelph; J. Bam, Toronto, W. Bryce, London; J. Hope, Ottawa; and J. T. Hornibrook, Toronto.

Votes of thanks were then tendered to the retiring officers, after which the annual meeting adjourned.

PLEASURE EXCURSION.

The visiting members of the Association were entertained by the Toronto Booksellers yesterday afternoon and evening to an excursion on the steamer "Kupert." The boat left Yonge Street wharf about half-past two o'clock. There was a large party on board. Music was furnished by the band of the Queen's Own Rifles. Tables with refreshments were provided in the cabin for the excursionists. The visitors were shown the water front, the scene of the great fire, and other points of interest. The party returned after having had a very pleasant outing.

CONSTITUTION OF THE BOOKSELLERS AND STATIONERS ASSOCIATION OF ONTARIO.

ARTICLE I.

This Association shall be known as the Booksellers and Stationers Association, and shall be composed of the Booksellers, Stationers and Newsdealers, doing business in Ontario, having for its object the promotion and protection of the interest of its members. Any one wishing to join this Association, shall be recommended by two members thereof, and on payment of the membership fee of one dollar, shall become a member of the Association with full privileges, and any one engaged in the bookselling and stationery trade, either as proprietor or salesman, who is over eighteen years of age, shall be eligible for such membership.

ARTICLE II.

This organization shall have power to make laws for its government, alter, amend or rescind those already made. Propositions to amend, rescind or add to any Article of this Constitution or By-Laws must be made in writing to the Executive Committee, at least two months previous to the Annual Meeting, and on receipt of such notice, each member shall be notified of the proposed change, when, if three-fourths of all the members present shall vote in favour, they shall stand as the law or laws of this organization.

ARTICLE III.

SEC. 1. The elective officers of this Association shall consist of a President, two Vice-Presidents, Secretary-Treasurer, and an Executive Committee of five members, to be elected by the members of this Association at its annual meeting. The officers shall be ex-officio members of the Executive Committee.

SEC. 2. No member shall hold two elective offices in this Association at the same time.

ARTICLE IV.

SEC. 1. The Annual Meeting of this Association shall take place in Toronto, on the last Wednesday in October, in each year, for the election of officers and other necessary business.

SEC. 2. Candidates for office shall be voted for by ballot, and must receive a majority of the votes cast, to be entitled to an election.

ARTICLE V.

SEC. 1. It shall be the duty of the President to preside at all meetings of the Association, enforce a due observance of the By-Laws and Rules of Order, and appoint all committees not otherwise provided for; he shall be ex-officio a member of all committees.

SEC. 2. It shall be the duty of the Vice-Presidents to perform all the duties of the President in his absence.

SEC. 3. It shall be the duty of the Sec.-Treasurer to keep a faithful record of the proceedings of the meetings of the Association, and issue notices for meetings of the Association. He shall prepare, previous to the annual meeting, a minute statement of all important matters or other useful information to the Association, and perform all other duties appertaining to his office not herein mentioned. He shall collect all the dues, admission fees, pay all bills

passed by the Board of Audit for payment and countersigned by the President, and keep an accurate account of all moneys received and expended in a set of books belonging to the Association, and to render at the annual meeting a detailed statement of all receipts and expenditures, with the balance on hand. He shall, at the expiration of his term of office, deliver into the hands of his successor all moneys, books and property belonging to the Association.

SEC. 4. The duties of the Executive Committee shall be to meet at the call of the President, to transact all business of the Association between the annual meetings, and shall have the power to call a general meeting of the Association if deemed necessary.

SEC. 5. The President, Secretary and Executive Committee shall form a Board of Arbitration, two members thereof to form a quorum.

Book Notices.

THE NEW ILLUSTRATED GEOGRAPHY AND ATLAS, by W. C. CAMPBELL, author of "Modern School Geography and Atlas" with colored maps, prepared by J. BARTHOLOMEW, F. R. G. S. : Toronto, C. Blackett Robinson.

This book which we believe has been in preparation over a year will be ready to supply to the trade about the first of September. A look at an advance copy enables us to gauge of its merits which are not a few. A good comprehensive geography has been much wanted for Canadian schools. This one will we believe fill the void. The book is well edited and the execution of the maps—they are large, clear and accurate—is good. The physical maps and views, of which we believe nothing of the kind was ever attempted before in such a work, are particularly valuable. The book is suitable for the advanced classes in the public schools and all classes in the High schools. The maps are executed on what the publisher calls "the commercial plan" giving the various lines of railways and other reason of trail, even the leading caravan routes in Africa and Asia, also showing the products of the various countries. In addition there is a map of the World as known to the Ancients, and sufficient of Ancient Geography to answer the requirements of the High school scholar. The book is well printed and sold to the scholar at the low price of one dollar,—the best dollar's worth in the market.

THE CANADIAN NORTH-WEST: its History and its troubles, from the early days of the Fur Trade to the era of the railway and the settler, with incidents of travels in the Region, and the nature of Three Insurrections. By G. MERCER ADAM. Toronto, Rose Publishing Co.

As Mr. Adam says in the preface, the scope of his work—he has "told the story from the beginning,"—enables the reader "to trace in the past history some of the remote causes of the present rebellion," and this alone, coupled with its timely appearance, materially enhances the value of the book, otherwise most interesting both for its subject and for the mode in which the story is recited. Mr. Adam can be congratulated on his success in investing even the heavier

portions of his book with considerable interest, and his publishers are complimented on its handsome appearance.—*The Week*.

CHAS. SCRIBNER'S SONS announce the America's Cup: How it was won by the Yacht *America* in 1851, and how it has been since defended. By Capt. ROLAND F. COFFIN, author of "Sailors' Yarns," etc., etc. 1 vol., 12mo. With Illustrations. Paper, 50 cents. Cloth, \$1.

LAWN TENNIS AS A GAME OF SKILL: With the Latest Revised Rules, as played by the best Clubs. By Lieut. S. C. PEILE, B.S.C. Edited by RICHARD D. SEARS. 1 vol., 12mo, flexible cloth, 75 cents.

Mr. Peile's little volume appeals directly to that large class of tennis players who are anxious to become proficient in the sport. Mr. R. D. Sears, who holds the championship of America, has added much that will interest American readers.

A CANTERBURY PILGRIMAGE: Ridden. Written and Illustrated by JOSEPH and ELIZABETH ROBINS PENNELL. 1 vol., square 8vo. Paper, 50 cents.

The publishers say Mr. and Mrs. Pennell furnish an exceedingly entertaining story of an unconventional journey from London to Canterbury. They made the pilgrimage, not by rail, as the latter-day pilgrims usually travel, but on a tricycle. It was a merry spin through a glorious country, following the road of the famous company of by-gone days. The history of the ride is most charmingly told, and the illustrations which crowd every page are in Mr. Pennell's happiest vein.

The *N. Y. Commercial Advertiser* says, that Charles Scribner's Sons, will next year commence the publication of a new magazine, *Scribner's Monthly*, to be of the same high order as *The Century* but with fewer pictures; the illustrations to be the very best.

Houghton, Mifflin & Co., Boston, says of Gordon's Diary lately issued: General Gordon, while at Khartoum, was perhaps the most conspicuous person on the globe. For the months he was there, no emperor attracted the world's attention or sympathy as he did. The story of those months, as told in his Journals, is now before the public, and, as was to be expected, is read with intense eagerness. It is such a story as has rarely, if ever, been told before, as the character of the writer has hardly been paralleled in history. It is altogether probable that the general estimate of Gordon's wisdom and prudence will be modified by reading his Journals; but the splendor of his unselfish devotion to duty, of his unsurpassed courage, and of his sublime trust in the Infinite Goodness is manifest throughout. The book is made additionally attractive by a fine etched portrait of General Gordon, two maps, and numerous illustrations made from Gordon's own sketches.

They state that George Edward Craddock's books are selling well. "In the Tennessee Mountains," in its eleventh edition, and "Down the Ravine," is taking well with young people.

MESSRS. LONGMANS & Co. announce the publication of "The English Historical Review," the first number to be issued in January next. With Canon Creighton as editor, and Mr. Reginald Lane Poole as sub-editor, we should think it secure of a long and

prosperous career. Germany manages to keep up several reviews of this kind, and English scholars have long wanted space for the discussion of problems which no magazine or newspaper has been able to afford them.

A CURIOUS INSTANCE of literary co-partnership has just occurred. Mr. Philip May's "Love, the Reward," has been written in fellowship with Mr. S. Aubrey Byrne, the American journalist, and by this means, copyright on both sides the Atlantic has been secured. The possibilities thus opened up are boundless. Mr. Whittier might write a few lines for Lord Tennyson's new play, and Mr. Browning's next "Dramatic Studies" contain a dozen verses of Mr. Oliver Wendell Homes, and authors and publishers alike, find their account in so doing. The new novel describes Russia under Alexander II.

HISTORICAL WHITEWASHING goes on. Henry VIII. having been subjected to that pleasing process by Mr. Froude, we can hardly be surprised at Messrs. Williams & Newgate's announcement of a new life of that much misrepresented monarch, Herod the Great. It is said to throw fresh light on the subject. Why not? Should not our publishers issue a popular shilling series of calumniated monarchs? Herod, Nero, Pontius Pilate, Alexander VI., Richard III., Henry VIII., Catharine de Medicis would surely give ample scope for new and daring treatment.

ENCYCLOPÆDIA BRITANNICA.—The nineteenth volume, just issued by Messrs. A. & C. Black, ends with "Proxy." Its longer articles, such as Physiology, Pianoforte, Pottery and Porcelain, Protozoa, are complete treatises occupying many pages, and are, as usual, by writers of such assured competence that their names suffice to indicate the thoroughness of their work. Turning to the shorter unsigned articles, we find the information accurate and brought down to date with the same unvarying care which has been bestowed on the longer and more ambitious contributions. Wood engravings are given with greater freedom than, we think, has been the case in any former volume.—*The British and Colonial Printer and Stationer.*

THE AMOUNT OF LITERARY ACTIVITY in India, can, to a certain extent, be gauged by the number of publications registered in the different provinces. From the recently published returns for 1883, it appears that in that year in Madras, 763 books and pamphlets, and 55 periodicals were registered, an increase of 77 over the previous year; in Bombay 1,484 works were registered, an increase of 253; in Bengal the number of works was 2,218, an increase of no fewer than 650, the greatest increase being in books of Bengali, in which, moreover, a higher standard of excellence is noted. In the North-Western Provinces the publications decreased from 1,193 in 1882, to 960 in 1883; but in the Punjab they increased from 1,198 to 1,786.

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do	3 50	35 00
do	2 00	20 00

All Letters and Communications intended for publication must be sent in not later than the 8th of each month. Subscribers will oblige by informing us at once of any irregularities in delivery.

J. J. DYAS, Publisher.

OUR SISTER ASSOCIATION.—The second annual meeting of the Newsdealers' and Stationers' National Association of the United States was held in Philadelphia on the 13th and 14th July.

In fighting the American News Co. for that now is the great object of their being, they have a most formidable foe; a company that has been victorious in every fight with its rivals, and is to-day a solid corporation holding in its hands the keystone of the trade.

Still the promoters of the Association are full of hope and vigour, and claim that they are already making inroads on the monopolist.

The officers for the ensuing year are President, C. W. Zeiber; first Vice-president, C. M. Drake; second Vice-president, W. B. Seeger; Recording Secretary, C. B. Swift; Financial Secretary, W. C. Edwards; Treasurer, G. W. Bell.

The late President, Stephen Richardson, of New York, is President of the new News Co. in connection with the Association.

We notice with pleasure the reappearance of H. K. Cockin's verses in *The Week*. Missed for some time until the last couple of numbers, his versatile pen again charms and brightens the page of our con-

temporary. "The Tramp," in last number, has a merry jingle.

THE BOOKSELLERS' AND STATIONERS' ASSOCIATION OF ONTARIO.—Such is the new and more comprehensive name adopted at the meeting of Booksellers in Toronto on the 4th and 5th. The addition of the word Stationers is a just recognition of a rapidly growing class of dealers, particularly in our cities—men who sell only stationery for the counting house and the boudoir.

The meeting of the Association was but poorly attended by those outside of Toronto, but though the attendance was small, the actual work was well done.

For the first time a constitution was adopted, which in very simple terms, presents the claims of the Association to the Booksellers and Stationers.

Resolutions were passed affecting the welfare of the trade, which must have, if loyally adhered to, beneficial effects, and measures were taken to present to the Postmaster General grievances as to postage on periodicals, in comparison with United States dealers.

A LARGE NUMBER of those who expected to be at the meeting, were unavoidably absent. On the first day of the meeting, letters and telegrams were received from no less than ten of those, while we know of at least as many more who were likewise disappointed. Unfortunately, seemingly the worst week in the year was selected. Merchants or their assistants were, in many cases, away for the holidays.

THE ANNUAL MEETING for the future, has been fixed for the third week in October, and as it would be too long to wait until October, 1886, in all likelihood a meeting will be held in two months from now. Please make a note of this, as sometimes during the Fall, many wish to visit Toronto, and this will be a good opportunity.

THE SECRETARY reported the membership at 89. After the report was made a number joined, so that now it is a little over 100, and as from conversing with those present at the meeting, and a large number of others in the Western part of the Province, we are convinced that fully three-fourths of the trade are in sympathy with the aims of the Association, the increase during the coming year should be considerable. An erroneous impression regarding the number of Booksellers in Ontario is, that there are some 700. The actual number is about 350. The others who signed the petition to the Minister of Education in January were general store-keepers who dealt in school books.

OUR REPORT.—The report which we give in another place of the meeting of the Association is taken in great part from the excellent account in the *Mail* of the 5th and 6th inst.

We prefer, from the close connection of this journal with the Association, to give the words of others in describing the meeting.

We have added a little that would have seemed of small importance to a daily paper, but to the trade is important.

TORONTO'S WELCOME.—The reception given by the Toronto trade (including the leading Fancy Goods Houses) was something unique, and reflects the highest credit on the Committee that so successfully carried out the affair. A sail to Lorne Park, on the Rupert with the Band of the Queen's Own on board, after taking a glance at our "burnt district," and aided in forming many an acquaintanceship of brothers in the trade, who otherwise would know nothing of one another. The air from the water makes one hungry, and when lunch was announced all were ready to partake. The choice of a caterer was a happy one, for even ladies praised the tea and coffee as superior, and appreciated, as only a woman can appreciate, the cleanliness and neatness of the serving. When nearing Toronto, the newly-elected President called on D. M. Brown, who, in a felicitous speech, proposed the thanks of the company to the entertainers. The motion was briefly seconded by W. Bryce, and was carried with the enthusiasm that a well satisfied man only can testify. Speeches followed from representative men, J. F. Ellis, S. G. Beaty, W. D. Taylor, G. M. Rose, S. R. Hart, and George Warwick. By no means the least appreciated were the few manly words of the heroes of the Rebellion, Captain Thos. Brown, Lieut. Irving and W. H. Smith.

To record the reception, and not to mention the very handsome invitation cards and programme of music handed to each visitor, would be like describing a lady's dress, and saying not a single word about the dear duck of a bonnet. Both cards are very handsome specimens of lithography, designed expressly for this occasion. The invitation card contains in the upper right hand corner the emblems of our trade in chaste colouring. On the left hand corner, the word "complimentary," on turned-down corner. A sample inscription on the card is "The Booksellers, Newsdealers, Stationers, and Fancy Goods Dealers of Toronto, request the pleasure of the company of Mr. T. J. Day and ladies to a complimentary excursion on Wednesday, Aug. 5, 1885. Chas. Robertson, secretary." The programme is even richer and handsomer than the other,

with a good sketch of Toronto on the first of the four pages.

You who did not come missed one of the pleasantest afternoons that could possibly be spent.

POINTERS OF THE MEETING.—Not many present, but though few very enthusiastic.

Speeches short, practical, and to the point.

Plain and positive testimony that import orders are not for the benefit of the dealers.

Plain talk on the naughty wholesale man who sells to the consumers direct.

A good past President as good a man as his successor.

Low postage our desire and hope.

Will the Board of Arbitration be needed?

THE WISDOM O' IT.—The fable of the tree that refused to let the rain through its leaves to moisten the earth and thus so hardened the ground that it withered and died, has found an apt illustration in the action of the Publishers of the School Readers in refusing to allow the retail dealers a fair paying discount.

They do not deny, they cannot deny, that 20 per cent. is too small, but adopting the motto "might makes right," they refuse to listen to the pleadings of the retailers, and demand ALL that the bond possibly allows them. The old story of 20 per cent. being the most they were allowed to give is long ago exploded—they must come down to the naked fact that they won't do more than they are compelled to do. To what will this lead? None know better than the publishers themselves. They are perfectly well aware, they know it from their own books that many of the dealers are not in an independent position. They are under obligations at the least for extended time and renewals, and that which makes a man no longer his own master, the bond of mortgage, consequently they cannot remonstrate and must continue to buy at whatever prices are demanded. Not being able to buy any line of goods at an advantage the profits are materially reduced, and to add to their troubles, school books, which had a certain fixed margin, are deprived of that difference and must be sold at little or no profit. And these men are expected to pay 100 cents on the dollar. How can they? The very life is taken out of their business by small profits and competition in their proper line by other branches of business.

They lose heart, and life, with its exacting requirements of dollars and cents, becomes a burden. They surrender, themselves penniless, their hopes blasted. These are the men who are being ground down—these are the men struggling for the bread they eat, who find-

ing all their time has been spent in making money, not for themselves, but for those who have been exacting the last cent, at last give up. Who suffers? The very men who have been hard and exacting, the very men who would not, willingly, let others live, they who must not only live but be "merry withal." They are the branches of that tree that, denying the ground the nourishment of a refreshing shower, suffer in consequence from the drought.

AND THE STRANGEST PART of the whole story is this. The individual houses, Copp, Clark & Co., W. J. Gage & Co., and the Canada Publishing Co. have the reputation of treating their customers fairly. So much is this the opinion that one man, a determined opponent of the monopoly, speaks of the first-named as a "grand old house." And yet what they do individually they are not willing to do in combination.

What demon is there in the bond of monopoly that men otherwise fair and just are so exacting in their dealings with the self-same people.

THE NEW VOLUME.—The cordial approval of our course during the past year, as evinced by the unanimous recognition by the Association of BOOKS AND NOTIONS as its organ, with the very hearty support we have received since our last issue, has indeed been gratifying to us. We feel that we need make no promise for the future—as we have done in the past so it will be the coming years—frank and outspoken in all matters pertaining to the trade, and to the best of our ability advocating justice and equity in all things.

HOME AGAIN.—"My boy comes to-day." How many mother's lips and hearts repeated this phrase o'er and o'er again, as the news came that the veterans from the Nor'-West were nearing home? How the pulse beat, and the eye dimmed with the tear of joy, as the mother revelled in the thought that her darling son, may be her only one, was returning safe and well from his arduous journey! She had steeled her heart when he went away. Glad of his proud courage and high idea of devotion to his country, she bid him "Good-bye," with a Spartan mother's pride—a beaming eye, but with a doubtful, quivering heart. Every day she read with anxious eyes the news from the Rebellion. Every line she scanned with fearful trembling, lest her loved one's name might be among the slain or wounded,—and now the agony is over, and knowing that her offspring has nobly done his duty, her heart gladdens with the thought that all danger is over.

The meeting—we draw a veil over this sacred scene—'twere sacrilege even to steal a glance at the

THE ILLUSTRATED WAR NEWS.

Numbers 1 to 18 inclusive.

We have re-issued the back numbers of this paper, and now offer them to the public in book form. This volume is one of intense interest, as it contains all the numbers issued from the outbreak of the Rebellion of 1855 up to and including the return and disbanding of the troops. It will form a lasting memento of Riel's second revolt.

The Illustrations are from Authentic Sources, and have secured an excellent reputation for the paper. We have had a special artist with Gen. Middleton's division from the first, and correspondents and artists with all the other divisions. The intense interest which has naturally been shown by the people of Canada in the Rebellion, and the numerous requests we have had for the bound volume, warrants the belief that there will be an enormous demand for this work.

Live Canvassers can make more money selling this volume than they can with any other book in the market. We want good men and will pay them well.

Apply at once, stating first and second choice of territory, to

The Grip Printing and Publishing Co.,
26 and 28 Front St., West,
TORONTO.

We are prepared to bind back numbers in same styles as above for parties who have complete files, and can also supply any missing issues, at retail price, to those whose files are incomplete. Prices on application.

EMBOSSING AND ENGRAVING FOR THE TRADE.

HART & COMPANY,
TORONTO,

Remind the country trade that they have the very best facilities for executing, with promptness, all orders for Embossing

Crests, Monograms, Initials,
ADDRESS DYES;
AND ALL KINDS OF BUSINESS DIES.

WEDDING STATIONERY.

They also keep in stock a large line of the latest and best styles of
WEDDING INVITATIONS,
AT HOME CARDS & VISITING CARDS
And engrave them to order in the very best manner
AT SHORT NOTICE.

They also print from type, all kinds of Wedding Cards, from special fonts that were made specially for this class of work; these nicely embossed with monograms look very well.
It will be a convenience to the trade to have this class of work done in the best style and at prices that leave them a margin for profit.

Samples and Estimates Submitted.

HART & COMPANY,
Stationers, Engravers, Embossers, etc.,
31 & 33 KING ST., WEST, TORONTO.

greeting of the brave boy and the mother who bore him.

And did not those Canadian boys do nobly? Where under the sun will be found a more devoted people, and a more heroic soldiery?

Our boys of yesterday are the men of to-day.

On the graves of those who died fighting for Queen and Country we drop a tear in memory of the manly fellows, and in silent sympathy press the hands of those who were near and dear to them.

"In the days far onward" the names of those who fell shall be as household words, and the youth of the future will be incited to noble self-sacrificing action by the recitations of the deeds of the heroes of '85.

WHEN the history of Canada will be penned by the future historian, no brighter names, no nobler examples of heroism will be found than in the namesakes of our time:

Williams, of Kars;
Williams, of Batoche.

A DISAPPOINTMENT.—We regret to see by the last number of the *War News* that the Grip Co. have determined not to publish the proposed illustrated paper. They consider that they would not be warranted, at the present time, in taking such a risk as a first-class paper would be. We regret it the more in that in the latest numbers of the *War News* we see promises of faithful and artistic work that would be creditable to any land.

H. FRED. SHARP,

President of the Booksellers and Stationers' Association of Ontario, is a Canadian of English parentage, having been born in Woodstock, Ont., on the 16th Sept., 1837. At the age of 13 he left school and home to commence the world for himself. His first situation was as errand boy in the establishment of Mr. John E. Tisdale, then doing a large and successful general business in Woodstock. He remained in this establishment for eight years, working gradually up until he filled the position of head salesman. It was while in Mr. Tisdale's employment he received that thorough business education that fitted him to so successfully conduct his own business in after years. Leaving Mr. Tisdale's employment he was two years head salesman with the late Thos. Oliver, M.P., then doing a large Dry Goods business. In 1860 he started in business for himself at Lakeside, opening out a general store. For four and a half years he carried on the business, but for lack of sufficient capital and the long credit that was given in those days, he was not successful in making any money, so concluded to sell out and return to Woodstock, where he learned the photography business. He then removed to Clinton and worked at photographing for 2½ years, but not having any particular liking for the business sold out and went to St. Mary's, where he bought the "Argus Book Store" from Mr. A. J. Belch. This was 17 years ago, and

NEW ONTARIO READERS

AND ALL OTHER

SCHOOL

REQUISITES.

COMPLETE STOCK

AT

BEST PRICES.

WM. WARWICK & SON,

TORONTO.

from a small Book Store Mr. Sharp has, through energy and diligence, succeeded in building up a large and profitable Book and Stationery business. Since his residence in St. Mary's he has always taken an active part in municipal matters, having sat 10 years at the Council Board, and is now serving his second year as Mayor of the town. As already noticed some months ago, he is publisher of "History Notes" and other books for the use of schools. At the meeting of Booksellers in January he was present and took a prominent part in the meeting. He was elected member of the Executive Committee of the Association. His absence in Europe, however, prevented his taking any active part. The late President having declined re-election, the Association unanimously elected Mr. Sharp as his successor. His well known ability as a good practical speaker, his experience in presiding over the Council of his town augurs well for a successful year for the body over which he has been elected to preside.

SCHOOL SUPPLIES.—We are favoured by a Toronto wholesale house with the following letter from the four booksellers in a western town.

DEAR SIRS,

The undersigned Booksellers & Stationers of _____ have combined together and agreed not to supply the public schools here with school books or school supplies by *tender*, as they have been doing for the last number of years. We have been losing money, and wish to protect ourselves by selling direct to the families, or to the scholars; we will ask you not to give any figures to trustees should they submit any tenders for your consideration. The books they must have, and can get them from us in the regular way. We will take it as a favour should they write you in the matter to kindly refer them to the trade in _____, consider our interest and we will reciprocate.

Toronto, O.

Yours truly,

We commend the above to the trade, as it is a move in the right direction; there is no doubt that in places where the Board of School Trustees is supplied by tender that prices are cut so close as to leave no room for profit. The proper and legitimate way is for the scholars to buy their books from the stores direct, without the intervention of any Board of Trustees. While the aggregate loss to the dealer is large, the saving to the individual is practically nothing. There are some other towns and cities in Ontario, to the dealers in which we would say, "Go and do likewise."

Grade Notices.

BROWN BROS., send us one of their handsome Country House Diaries for 1886. They make 14 varieties, and about 150 for pocket use.

GRY F. WARWICK (W. Warwick & Son), has just returned from his European trip. His purchases for the house have been large and varied.



JOHN HOLLAND,

MANUFACTURER OF

GOLD PENS

AND

PENCIL CASES.

SPECIALTIES:

Gold Stub Pens, Falcons, Oblique, Barrel and Stenographic Pens, Business Pencils, and the Climax Stylographic Pens.

Elegant Assortments for Jewellers and Stationers in handsome Show Cases and Trays. Quality THE BEST, and prices moderate.

FACTORIES—Nos. 9, 11, 13, 17, 19 }
and 21 West 4th Street, } CINCINNATI.
OFFICE & SALESROOMS—No. }
19 West 4th Street, }

Wholesale Agents for Canada:

The Barber & Ellis Co.,

TORONTO.

THE NEW YORK

Newsdealer and Stationer

STEPHEN RICHARDSON, Editor.

It contains a review of the market, keeps its readers posted on all matters of interest, gives valuable information for the business, personal notices, etc.

The price of subscription is fifty cents per year. Sample copies mailed free to any address, upon application.

PUBLISHED MONTHLY BY

THE NEWSDEALERS & STATIONERS' PROTECTIVE ASSOCIATION

OF NEW YORK AND VICINITY,

AT 442 NINTH AVENUE, N.Y.

WM. H. KUYKENDALL, BUSINESS MANAGER,
525 DeKalb Avenue, Brooklyn, N.Y.

JULIAN SALE & CO.,

MANUFACTURERS OF

Ladies' Satchels, Purses, Pocket Books, &c.

To the Wholesale Trade only.

169 BLEEKER STREET, TORONTO.

John Walker & Co. have just secured an extensive piece of vacant land in Warwick Lane, Paternoster Row, with a frontage in Warwick Square, on which they are preparing to erect a warehouse and factory specially designed to meet the requirements of their business. The situation is most advantageous, as it is in the centre of the trade, and easily accessible from all parts of the metropolis. Several times already the firm have been compelled by the rapid increase of their business, to enlarge their premises. First they annexed as much of the adjoining building in Farringdon Street as they were able to obtain, which nearly doubled their floor space; but the relief was only temporary, and they shortly afterwards removed the whole of their manufacturing department to a separate building in New Street Square. The state of congestion has now become worse than ever, but the ample site which they have acquired will at length enable them to erect a building sufficient for their needs.—*Stationery Trades Journal, London, Eng.*

LAST MONTH we had the pleasure of an interview with James McDonald, of the firm of John Walker & Co., London, Eng., at the Queen's Hotel in this city, and were favoured with an inspection of his really wonderful line of Fancy and Staple Stationery, among which we could not help but be struck with a novelty in writing sets consisting of a combination of decorated art china with plush or leather stands in triangular and Davenport shapes. The effect is very rich, the china being of the celebrated Crown Derby pattern. These goods will doubtless meet with a ready sale and be found a very good substitute for brass and ormolu work, the novelty of which has somewhat passed away.

We also notice a very good line of new leather goods known as the bamboo leather, the pattern and colour being something very novel and altogether different from anything [we have seen. We were pleased to have some time to devote to looking over their splendid series of Bibles, Prayer and Hymn Books. In this department alone, the samples are well worth a visit.

In answer to a question addressed to a dealer in a Western town, we have the following:—

"SIR,—Your favour to hand, *re pens*. Would say I am the man. This man came to store and offered ex-agency for the pens, provided I bought 25 gross, he agreeing to take orders for 12 gross for me before leaving town (to introduce them). I bought 25 gross and foolishly paid for them before receiving the promised orders. He in the meantime was selling all he could for cash. I was green (but not blind), and soon saw the drift. Secured a constable and warrant and tapped him on the shoulder when ready to board the train for west. He was glad to refund money and get away, but not till brought to court. The pens were good, but price exorbitant, viz., \$1.50 gr."

He played the same game in a Canadian city, and has been doing the same for a couple of years. Look out for him. Surely this must be one of the members of the ten lost tribes—no good Jew would be guilty of such a trick.

WITH the second number of the souvenir volume of the *War News*, ready about September 1st, will be a plate in eight colours,—The Volunteers' return. There were five colours in the plate with number one.

TRADE NOTICE.

PLAYING CARDS.

I would inform the Trade in Canada that I have lately started the manufacturing of American Style of Playing Cards and that the first edition is now ready. Round Corners. Packed in boxes.

—A—10% Card

Retail Trade Price, \$9.00 per gross.

Discount according to quantity.

All my own made cards will be

ROUND CORNERS,

Indexed. Each pack in a box. It is my present intention to make only Round Corner Cards and pack only in boxes, but the Trade if they so desire can have in paper wrappers.

New Designs and Nos. each month.

I have in stock at present a large supply of fine English made Cards from the celebrated house of De La Rue & Co., and which will be offered to the Trade at

SPECIAL LOW PRICES TO REDUCE STOCK.

I will fill Sample Orders, one pack each time, in stock at dozen rates to enable the Trade to see goods.

Send for Samples.

W. BRYCE,

Publisher and Fancy Goods Importer,

LONDON, ONT.

WE are pleased to chronicle the fact that added to his many other enterprises—W. Bryce, of London—has commenced the manufacture of a really good class of playing cards. The sample sent of his "Round Cornered Indexed Playing Cards" is neat and well finished, and recommends itself favourably to one who has some knowledge of the "paste board." Some cool evening soon we will try their merits at the whist table.

WE learn from the *American Stationer*, that C. M. Ward, the New York agent at the Globe Field Co., has kindly arranged that his office, 28 Bond Street, may be used by stationers visiting the city as their headquarters. Award him the prize for thoughtfulness. In connection with this announcement we may state that the Booksellers' and Stationers' Association having engaged an office at 20 Wellington St. east, Toronto, it will be the pleasure of the Secretary to shew attentions to any of the Trade, not only from any point in Ontario, but also those from a distance who have occasion to visit the Queen City of Canada.

THE illness which compelled the absence of T. J. Day from his duties as President of the Booksellers' Ass'n., on the last day of the session, happily proved to be but temporary. After three days' indisposition he "is himself again."

N. T. WILSON, in his letter to the Association was in error, in naming 2 cents as the United State rate of postage—it should be 1 cent. This makes the difference still more glaring.

B. & J. F. MEEHAN, Bath, England, send us a new catalogue of rare, valuable and useful works, which they say have all been bought within the month.

W. C. HOLLAND, of Bothwell, has purchased the Post Office book store in Ingersoll, and has moved to that town. He still continues the Bothwell business, having a manager to represent him.

W. H. Bleasdel & Co., Toronto, hand us their very complete Fall Catalogue of Fancy Goods.

A complete catalogue of Sheet Music, dated this month, has been forwarded to us by Strange & Co., Publishers, Toronto.

TRADE Collections are reported by the Toronto Wholesale Trade as slow. Some are grumbling in good earnest. Prospects for the Fall Trade are good. There is every indication of more than average crops in Ontario, while reports from the North-West speak of overflowing granaries; of the Eastern Provinces we can say nothing. Good crops mean good business and the buying to some extent of luxuries. Fancy goods, of which retail dealers are holding but very limited stocks, should be in good demand.

Now is the time when those immense profits on school readers are going to fall into the laps of the fortunate retailer!

TRADE.—"Trade in August," said an out of town dealer, "does water run up a hill?" No, but sometimes you can pump it up. Still no amount of for will bring much business to the bookman outside the centres of trade. In Montreal and Toronto and such places tourists buy more or less of nick-nacks; through them book purchases seldom exceed a cheap novel.

SEND

—FOR OUR—

CATALOGUE

—OF—

Standard Books.

~~~~~

BEST LINE OF

British Poets and Standards

~~~~~

ROSE PUBLISHING CO.,

TORONTO.

KEEP A FULL LINE IN STOCK.

THE AMERICAN LIBRARY.

None but the most popular and best selling books are published in this series.

The American Library is printed in large, bold type, and is by far the most attractive in appearance of any Library published.

The American Library is on sale, and dealers RUN NO RISK in keeping a full stock on hand.

A LIBERAL DISCOUNT TO THE TRADE.

1. A NAUGHTY GIRL'S DIARY, by the Author of "A Bad Boy's Diary."	Price, 15 Cts.
2. THE ADOPTED DAUGHTER, by Eliza A. Dupuy.	" 25 "
3. HIS SOMBRE RIVALS, by E. P. Roe.	" 25 "
4. FROM JEST TO EARNEST, by E. P. Roe.	" 25 "
5. A HAUNTED LIFE, by Bertha M. Clay.	" 25 "
6. LOST FOR A WOMAN, by May Agnes Fleming.	" 25 "
7. AN AMBITIOUS WOMAN, by Edgar Fawcett.	" 25 "
8. MAUDE PERCY'S SECRET, by May Agnes Fleming.	" 25 "
10. THE ACTRESS' DAUGHTER, by May Agnes Fleming.	" 25 "
11. PASSION AND PRIDE, by Eliza A. Dupuy.	" 25 "
12. THE EARL'S ATONEMENT, by Bertha M. Clay.	" 25 "
13. A YOUNG GIRL'S WOOING, by E. P. Roe.	" 25 "
14. '49, THE GOLD SEEKER OF THE SIERRAS, by Joaquin Miller.	" 15 "
15. SWORN TO SILENCE, by Mrs. Alex. McVeigh Miller.	" 25 "
16. A GOOD BOY'S DIARY, by the Author of "A BAD BOY'S DIARY."	" 15 "
17. LADY ISABEL'S ATONEMENT, A Sequel to "EAST LYNNE." (In Press)	" 25 "
18. PUT ASUNDER, by Bertha M. Clay.	" 25 "
New Selections For Autograph Albums.	" 10 "
Notes on Ingersoll, by Rev. L. A. Lambert.	" 25 "

THE TORONTO NEWS COMPANY, TORONTO,
AND NIAGARA FALLS, ONTARIO, AND
THE MONTREAL NEWS COMPANY, MONTREAL,
PUBLISHER'S AGENTS.

NEW EDITIONS.

RICHARDSON'S

NEW METHOD FOR THE PIANO.

GETZE'S

New and Improved School for the Parlor Organ.

JOUSSE'S

CATECHISM OF MUSIC.

NEW AND REVISED EDITION, WITH KEYBOARD.

Howe's Piano without a Master.

Howe's Organ without a Master,

Howe's Melodeon without a Master.

SYDNEY SMITH'S

PIANO TUTOR.

THE TORONTO NEWS COMPANY,
PUBLISHERS' AGENTS

JOHN WALKER & CO., Publishers and Wholesale Stationers,

96 FARRINGDON ST., LONDON, E.C., ENGLAND.

SOCIETY NOTE PAPERS AND WALLET-SHAPE ENVELOPES.

In Regina and Princes sizes, boxed in 100's; also in Papeteries. Now the fashionable Note Paper and fast becoming the most popular size for ladies use.

THE SOCIETY MOURNING NOTE PAPER, With Envelopes to Match.

THE ATHOLE NOTE PAPER.

Smooth Vellum.

Boxed in 5 quires with Envelopes to match in boxes of 100.

THE WARWICK NOTE PAPER.

Rough Vellum, done up similar to Athole.

The Athole and Warwick are considered the best value in cheap Vellum papers yet produced.

CRAPE MOURNING PAPER,

With Envelopes to Match, in all Borders.

An extra Cream Laid paper of good quality and finish, with edges embossed in imitation of crape.

THE OLD SAXON NOTE PAPER,

With Envelopes to Match (Rough Edge).

The cheapest Rough Edge Note Paper in the market.

CORRESPONDENCE CARDS.

A complete line, with Envelopes to match.

Uniform in style and shape with our well-known Society, Athole, Warwick, and Old Saxon Papers.

THE NEW

PERSIAN NOTE PAPER AND ENVELOPES.

In the following rich colours:—

Cardinal Red,
Royal Blue,

Ripe Apricot,
Peacock Green,

Tan Brown.

Also Papeteries, containing Note Paper and Envelopes to match, in any one or assorted colours.

NOVELTIES IN XMAS AND NEW YEAR'S CARDS.

THE NOVELTY OF THE SEASON.

ORYZA CARDS.

A NEW MATERIAL FOR HAND PAINTING.

(Patented.)

A new and charming effect is produced in the ORYZA CARDS, and Hand Painting on this material possess the nearest approach to nature ever yet attained.

"It would be difficult to praise them too highly." - *Scotsman*.

PEARL CARDS.

The success of our PEARL CARDS last season has induced us to improve and greatly extend this line, and some striking effects are now introduced.

ETCHINGS

ON LEATHER-GRAINED CARDS AND PAPER.

The taste for this delicate and artistic class of souvenirs is evidently on the increase, and customers who last year purchased stock of our Etchings had quite a successful sale. This year we have added New Etchings and New Styles.

NEW COMBINATION CARDS.

A nice selection of Lithographed Cards, mounted in a new and elegant manner and intended to take the place of fringe mounting; a novelty being much sought after in this department.

Mr. MACDONALD visits Canada in the Spring and Fall with full lines of Samples in all Departments.

RESIDENT FINANCIAL AGENTS:

Messrs. THOS. LEEMING & CO., MONTREAL.