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TION GOODS ARE NOT THE NEWEST GOODS, THIS IS TRUE ESPECIALLY OF GERMAN GOODS, VERY MANY LINES OF WHICH ARE SHOWN FOR THE FIRST TIME AT THE LEIPSIK EASTER FAIR, AND CONSEQUENTLY CANNOT BE FOUND IN IMPORT SAMPLES OFFERED ON THIS CONTINENT BEFORE EASTER.

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YOURS RESPECTFULLY,

SMITH & FUDGER.

48 & 50 YONGE STREET,
TORONTO, MARCH, 1885.

BOOKS and NOTIONS

ORGAN OF

THE BOOK, STATIONERY & FANCY GOODS TRADES OF CANADA

VOLUME I }
No. 8 }

TORONTO, MARCH, 1885.

{ ANNUAL SUBSCRIPTION
FIFTY CENTS.

THE COPYRIGHT LAWS.

We are pleased to observe that the Board of Trade of the City of Toronto, a few days ago had under consideration the present state of the copyright laws, as far as they affect Canada, and have forwarded the following petition to Parliament. This document speaks for itself, and we hope the outcome will be that we in Canada will be granted permission to make our own copyright regulation with authors and publishers in countries where no international copyright treaty exists with Britain :

1. That the Imperial Copyright Law, which has jurisdiction in Canada, presents many anomalies in its operations in the Colonies ; is prejudicial to the interests of British authors and publishers, whom it is designed to benefit ; limits the operations and retards the development of the Canadian book trade, and has an injurious effect on all the industries connected with native publishing.

2. That the proximity of Canada to the neighbouring Republic, where there is unrestrained license in reprinting English copyrights, and every freedom in sending them into this country, makes the position of Canada an exceptional one in calling for relief from these anomalies, and in asking the Home Government to concede to Canada the privilege of legislating on copyright in accordance with our special needs, and for the protection of such interests as it is desirable to make provision for, and with the same freedom we now possess in legislating on patents.

3. That while the present copyright law prohibits the Canadian publisher from reprinting English copyrights in Canada, and places him under penalties for violating the Act, it suffers American reprints (which, in the main, pay no royalty to the author or copyright owner) to enter the country, and practically gives the supplying of the entire book market of Canada to a foreign people.

4. That common sense as well as policy dictates that the privileges we give to the foreign manufacturer should be given to the native publisher, while the effect of this would speedily be seen in the development of our own publishing industries, and would enable the English author to derive some benefit from the sale of his works in Canada.

5. That were the Canadian publishing trade free to reprint English copyrights, with due recognition of

the author's rights, he would not only be in a position to supply the wants of our own people (now supplied by the foreigner), but it would be within his power to extend the area of his operations into the United States, and there endeavour to compete with the piratical American reprint.

6. That the effect of this might sensibly aid the efforts made in Congress to do justice to the British author, by the passing of an International Copyright Treaty.

7. That so long as the United States make no reciprocal concessions in the matter of literature to Britain or to British Colonies, Canada should be exempt from respecting the copyright privilege granted by the mother country to American writers, who may produce their works first in England.

That for all these reasons assigned, your memorialists pray your Honourable House to press upon Government the wisdom and policy of securing from the Home Government the right to legislate upon the whole subject of copyright, domestic and foreign, as may be deemed best for all interests concerned, and with due regard to Canadian publishing industries, and the intellectual and social benefit of the Canadian people.

SENATOR HAWLEY's Copyright Bill gives foreigners copyrights here only when their governments reciprocally give us copyright. It is much more concise than the bill introduced last year by Mr. Dorsheimer. It puts the American law on the same footing as the English law. By the latter, the Queen can, by order in Council, direct that foreign authors shall be entitled to copyright in her dominions when the foreign author's country has granted reciprocal rights ; and Senator Hawley's last clause confers the same power on the President ; the proclamation of the President is to be proof that such equality of rights exist. The vexed question of manufacture would thus be left to be settled by the high contracting parties. There seems no hope of anything being done in the matter, and therefore the American author will have still to stand the competition with the English reprints, which pay no royalty, and the publisher whose enterprise secures advance sheets will still be undersold by an active pirate. Meanwhile, the public conscience is being corrupted, and the public mind trained to look on books as so much

paper and printing to be sold at simple manufacturer's profit, with which the author has no concern. Accustomed to buy stolen goods cheaply, the public can see no reason for the prices which must be charged for original American works.—*The American Bookseller.*

BOOK STORES AND THEIR CUSTOMERS.—The book-store should be the most agreeable of places. It should invite those thirsting for knowledge, and those whose appetite needs to be stimulated by a tempting display of books, to come in, and make themselves at home, and buy to the extent that they may please. A customer ought to feel that even if he buys nothing, the bookseller is glad to see him interested in books, and the bookseller ought to feel that every person who enters his store is a possible customer in the future, if not in the present. Books approach so closely to a luxury that the question whether or not a purchase shall be made is often a question whether or not a book-store is an inviting and agreeable place.

The first requisite of a good bookseller is, of course, knowledge of books—although one would not always think it, as one seeks in vain for commonplace information in some book-stores. One of the most objectionable points of the bazaar system has been that popular books has been sold like groceries, without any attempt to furnish to the book-buyer the information he may desire as to books that are not sold by the dozen or pound. It is true that the condition of the book-trade, the small proportionate income to be derived from the great deal of trouble that has to be taken, has not greatly encouraged, of late years, a full and accurate bibliographical knowledge, but that, nevertheless, is one of the requisites of success.

A still more important point is the bearing of employes toward the great public. We hear, again and again, of book-stores, where sour faces drive off intending buyers, or short words cut short any desire to buy. The book-seller who permits an employe to be otherwise than agreeable, even under trying circumstances, makes one of the cardinal mistakes of the retail trade. Attention is, above all, the virtue of the retail bookseller. The ideal of book-selling is not easily to be reached under present discouragements, but it does pay in dollars and cents to accept certain conditions of success, such as these we have named. In the face of all discouragements, a little more attention to these, and a multitude of other details that could be named, would do much to mitigate the evils of which the trade has so much to complain.—*Publishers' Weekly*

Book Notices.

ANNOUNCEMENT.—Houghton, Mifflin & Co. take pleasure in announcing that they have begun the publication of a series of books, to be known as THE RIVERSIDE ALDINE SERIES. The books printed by Aldus Manutius, at the close of the fifteenth and beginning of the sixteenth century, have ever since been regarded as models of elegance as regards the form of type and proportion of page. When Mr. Pickering, in the middle of this century, in company with Mr. Whittingham, of the Clarendon Press, produced books which are recognized as the most graceful examples

of English typographic art, he followed very closely the style formed by Aldus Manutius; he called himself *Aldi discipulus*, and adopted the symbol used by the Italian printer of an anchor entwined by a dolphin.

It is the aim of the Publishers of this American series to give the best which the printer's art in America can produce; and since they believe in following a style which was adopted when printing was most closely connected with the fine arts, and repeated by the most celebrated of English publishers and printers, rather than in attempting something which should affect novelty, they have ventured to give to the series a name which indicates that it is an American variation of the well-known English style.

In the selection of volumes for this series, Houghton, Mifflin & Co. have begun with representative works by those American authors who are at once of established reputation and in close relation with the readers of to-day. Where a work outruns the limits of a handy volume of clear, open page, it will be extended to two volumes rather than offend by being crowded into a single more solid one. The books will carry no ornament, but rely for their beauty upon proportions and excellence of material.

The first six numbers of the series will be as follows:—

1. MARJORIE DOW, and Other Stories. By Thomas Bailey Aldrich.
2. MY SUMMER IN A GARDEN. By Charles Dudley Warner.
3. FIRESIDE TRAVELS. By James Russell Lowell.
4. THE LUCK OF ROARING CAMP, and Other Stories. By Bret Harte.
5. VENETIAN LIFE. In two volumes. By William Dean Howells.
6. WAKE ROBIN. By John Burroughs.

Other volumes will be announced later.

The series will be plainly bound in smooth cloth, and sold at the uniform price of one dollar a volume. The Publishers hope by giving choice literature in comely form at a low price to meet with substantial recognition from the lovers of good books.

Among Canadians the authors named are well and favourably known, while the imprint of the Riverside Press is sufficient guarantee for the excellence of the work.

The announcements of the same publishers for March comprise, MY LADY POKAHONTAS, by John Esten Cooke, who now adds another to the many contributions he has already made to the history and literature of Virginia. Its subject and unique character are indicated in the full title. "My Lady Pokahontas, A True Relation of Virginia, writ by Anas Todkill, Puritan and Pilgrim." Its quaint style and peculiar narrative express much of fact in the romantic story of Pokahontas, dear to every Virginian heart.

PARADISE FOUND.—Wherein President Warren of Boston University, claims to have succeeded in solving the problem as to where the Garden of Eden was, namely, at the North Pole.

A CARPET KNIGHT, a new society novel, by the author of "Cupid and the Sphinx," and "Life of Chief Justice Marshall," by A. A. Magurder, for the series of American Statesmen.

Mr. G. M. Rose informs us that he has in preparation, a new volume entitled, "The Four Great Preachers."

ANNOUNCEMENT.—Porter & Coates, Philadelphia, announce *LIFE AND TRAVEL IN INDIA*, by Anna Harriette Leonowens, author of "The English Governess at the Siamese Court," and "The Romance of the Harem." This book comprises a series of sketches which are now, for the first time—in order to meet an ever increasing demand as to life in India—given to the public. It antedates the author's experience, already set forth in such graphic word painting, in "The English Governess at the Court of Siam" which is a work of much merit, and no doubt this new book by the same authoress will be very interesting.

They also publish this month, in a large paper edition, *INGOLDSBY LEGENDS*, by Richard Harris Burham (Thomas Ingoldsby, Esq.), printed on the finest Holland paper, illustrated with numerous engravings and etchings. The edition will be limited to 450 copies, numbered, \$7.50.

DORIS AND THEODORA, by Margaret Vandegrift, author of "The Queen's Body Guard," etc. A book for girls.

THE LOST TRAIL, by Edward S. Ellis, author of "Ned in the Woods," etc. Being the first volume of the "Log Cabin Series."

T. B. Peterson & Brothers, Philadelphia, will issue in a few days a cheap edition of Mrs. Emma D. E. N. Southworth's new work, *THE BRIDE'S FATE*, the sequel to "The Changed Brides," bringing that admired work to an appropriate and effective termination.

They also have in press, and will issue in a few days, Mrs. Ann S. Stephens' new society novel, entitled, *THE REIGNING BELLE*. Though Mrs. Stephens, its famous and gifted author, has written many superb romances, she has surpassed herself in this. Fashionable society is liberally drawn upon, while lowly life also comes in for its share of treatment. The plot is thrilling, intricate and managed with consummate art, the reader being kept in complete ignorance of what the end is to be until it comes.

We see it quoted that Mark Twain's new book, "Huckleberry Finn," is published as a Canadian edition at \$2.50. We hope the publishers, for their own sakes, have printed but a limited edition, as the sale, at the price, cannot be large, except through the persistence of the indefatigable book canvasser.

SOME of the books of the Rose Publishing Co., Toronto, have had very large sales. "The Royal Path of Life," 50,000 copies; "Physical Life of Woman," 75,000; and the "Home Cook Book," not less than 100,000, the largest, we believe, of any book ever published in Canada. The last named has been issued for about seven years. The others about five.

What promises to have a sale equal to any of them, is Rose's twenty-five cent Hand Book. Only issued about three months ago, it has already run through four editions (24,000 in all), and the fifth is being prepared. For all these books there is still a steady demand.

ONWARD.—The *Century*, always good, and in advance of other illustrated magazines, has made a wonderful stride forward since the commencement of the present volume. The Papers on the War of the Rebellion have been of great public interest, not only in the United States, but everywhere, and the ad-

mirable feature of having the articles written by participators in the struggle, makes them of more than ordinary value. But while they are of interest now, they will be to the historian a clear record of facts, while there are yet living those who can bear witness to their truthfulness. The illustrations have been as usual of a high order of merit.

Novelties.

An ingenious arrangement is a combination paper-cutter and stamp lately patented by a California inventor. The paper is contained in a continuous roll attached to the stamp and cutter. It cuts any size sheet for wrapping up packages and at the same time stamps on the sheet the name of the firm.

NOVELTIES IN ALBUMS.—In the showroom of Marcus Ward & Co. (Limited), Oriel House, Farringdon street, are now exhibiting some of the most novel albums of the period, which are purely in accordance with modern taste. We may instance the "Bric-a-brac"—an album with thirteen pages in gold, silver, and full scale colours,

THE GUEST BOOK.—A United States novelty in illuminated work is the "Guest Book," an improved and glorified form of the album of old days, which claimed a contribution from every friend of the owner. It provides for the "coming and going of guests, with pages for autographs, incidents, and sketches pertaining to pleasant visits, social calls, and other gatherings," and is designed and illustrated by Annie F. Cox.

THE READY BINDER for Papers and Pamphlets invented by J. O. Poor and R. E. Bean is a very handy article—complete for the purposes intended.

WHAT IS SAID BY OTHERS.

WHAT "OLD RELIABLE" SAYS.—We do not say that the gentlemen who have been compiling the new Readers for the Department stand in a position analogous to that of the old Education Office employees. They are not, so far as we know, members of the Central Committee, nor, so far as the public is aware, have they any audible voice on the Authorizing Board of Text-Books. But though the Minister may not officially elect them to place in the Councils of the Department, their work, whatever it may be, was sure of authorization before it was ever begun. To endorse this anomaly, we apprehend, few will deem it either prudent or right. It shuts out all competition, and repeats that economic wrong—Government interference with trade—and leads to the repression of those industries and literary enterprises on the part of the publishers of the country, which it ought to be the duty and pride of the Government to foster and protect. * * *

It was next shown in taking the work entirely out of the hands of the trade, and dealing with the publishers merely as intermediaries between the Department and the public. * * *

What Mr. Ross ought to have done was not to have taken a new series by Departmental protegés, and

opened the door to the inlet of intrigue and party wire-pulling, but to have shown justice to the third set of Readers, the merits of which Mr. Hardy had refused to consider, authorized it equally with the other two, and restricted the use of all to a limited period. With the judgment of the country to help him, he could then have narrowed his choice to the best of the three series in the market, and on the most advantageous terms to the public, given in exclusive authorization. An alternative course was open to him in submitting the three series to a competent and rigidly impartial board of appraisers, ascertained which was the most meritorious and useful for both teachers and taught, honourably and fearlessly authorized it, and given compensation to the publishers of the rejected series that had snatched a hasty and partizan authorization. Instead of taking one or other of these courses we know what has happened.—*The Canada Educational Monthly.*

THE SCHOOL BOOK MONOPOLY IN CANADA.—Quite a furor has been caused in the school book trade in the Dominion by the Minister of Education having authorized a new set of common school Readers, and secured to three publishing houses the exclusive right of publication, at a *fixed rate for ten years.*

BOOKS AND NOTIONS, a clever monthly journal, published in Toronto, by Mr. J. J. Dyas, commented in very strong terms in its January issue on this arbitrary action of the Minister. The leading paper of the Dominion, *The Mail*, took the matter up and devoted considerable space to its discussion. A meeting of the trade was called, and a committee appointed to wait on the Minister, but did not succeed in securing any better terms from him or the publishers. The booksellers complained very justly that the discount—20 per cent. off the selling price, and an extra 5 per cent. on a purchase of \$1000 is insufficient. The Minister replied that 16½ per cent. off the selling price was all that was allowed in New York, but he did not say that there is no fixed retail price here and dealers can add 33½ per cent. on the cost price, and thereby realize the legitimate profit recognized in the trade, while in Canada this is impossible, as the Minister has his retail price so thoroughly known that an increased price cannot be obtained.

At an adjourned meeting of the booksellers an association was formed, of which Mr. T. J. Day was elected president, and a resolution was unanimously passed, by which the trade resolved to have no further dealing with the three firms so long as the monopoly existed. Whether this resolve will prove a success depends entirely on the unanimity of the trade in acting up to it. * * *

Evidently the Minister of Education has placed himself in an unenviable position, and one from which he will have some difficulty in gracefully extricating himself. The retail dealers of the Dominion are to be congratulated on having in BOOKS AND NOTIONS such an able journal to defend their rights.—*N. Y. Newsdealer and Stationer.*

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MONTHLY JOURNAL,

DEVOTED TO THE INTERESTS OF THE

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OF CANADA.

PUBLISHED THE FIFTEENTH OF EVERY MONTH

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do	3 00.....	35
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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.

HARMONY. One of those present at the Executive Committee meeting last week, remarked that since the meeting in January, a change has taken place among the Booksellers in his City. Where before misunderstandings, for after all, that is the word that expresses the cause of most trade differences, were frequent, now, all is harmony, and each man in the trade vies with the others in courteous consultation on objects of interest.

Such is the influence of association. As you get to know your neighbour, he may be only a block off, and yet you didn't know his good qualities, you will begin to understand that other men besides yourself live in this little world, and that you have for years unjustly thought of your townsman as an opponent in trade, not worthy of consideration. Now, you find him to be a rational, companionable man, and a valuable adviser in difficulties.

LOCAL ORGANIZATION.—It is the intention of the Executive Committee as soon as practicable to encourage the formation of local organizations of Booksellers in cities and towns of any size. Or, will not some public spirited man take the initiative, and bring the matter before his townsmen. What say you old time manly rivals, Hamilton, London, who will have Branch No. 1?

TRADE DISCOUNTS.—In making out for various books, estimates as sent to the Minister of Education, it appears from the returns just laid on the table of the Provincial Parliament, W. J. Gage & Co., invariably placed the discount on books sold to retailers at twenty-five per cent. and a further discount of ten per cent. to wholesale dealers, with in all cases a discount of five per cent. for cash, but sometimes six per cent. was allowed.

James Campbell & Son, did the same. In making these statements to the Minister, this twenty-five per cent. was first taken off, and then the ten per cent., not on what was sold wholesale, but off the entire edition, however large, so that not a copy was supposed to be sold by the publisher to the retailer. This, of course, made the sales so much less in amount that it helped with other little matters to shew how very small were the profits.

Campbell & Son and W. J. Gage & Co., by their bond of July 13th, 1883, were to purchase from all holders of the Canadian series of Reading Books, such of them as their customers needed for other places wherein they were still used at a discount of fifty and ten, thus plainly shewing that the terms asked of late by the unanimous request of the Booksellers of Ontario, was well known and recognized in the Department of Education.

An official circular dated February 5th, but posted a month later, says, the Minister has requested the publishers to facilitate the exchange of the Old Readers for New, and of course, the Syndicate's reply is, "we will do so," but here they do not mention terms, such must be an after consideration. Not long since the trade was persuaded into buying a certain Copy Book at 80 cents per dozen, with a pledge to take back whatever old ones might be on hand in a short future time. The old ones were withdrawn and the new ones sold, but when settlement came, oh, yes! we will take them off your hands, certainly as promised, but we can only allow you one cent each for them.

These preliminaries are necessary to shew that a discount of twenty-five and ten has long been recognized by the Department and quoted by the trade, but there are few dealers who do not know that a much greater discount has been given where there has been competition, and in Readers especially so, indeed, off books generally, one third has been given more frequently than twenty-five or thirty.

W. J. Gage & Co, fix their expected sales per year at 100,000 1st part, 60,000 2nd part. If the other two Government publishers sell as many, as they doubtless will, it will be seen that five cents each over and above the usual retail price of all preceding Primers is a tax on parents of Ontario, on their

children's primers only of \$240,000. (Two hundred and forty thousand dollars a year!) Is there no reason for dissatisfaction?

But now let us look at the circular sent to the booksellers of the country, signed, Copp, Clark & Co., W. J. Gage & Co., Canada Publishing Co. This document says, "The Discounts fixed by the Minister of Education, and the only Discounts which we will be able to offer, are twenty per cent. discount to the trade on the usual terms of sale, and on lots of a thousand dollars net at one time, an extra ten per cent. net cash in thirty days."

But the original agreement with the Government reads:

"The said parties shall make sales to any purchaser buying quantities of such Readers of one dozen and upwards at one time, at prices AT LEAST twenty per cent. lower than the prescribed retail price, and that to purchasers of the said Readers in lots of the sales value of one thousand dollars net, the said parties shall make a further reduction of ten per cent. in the price thereof."

It will thus be seen that the Syndicate has full liberty of action to give what discounts they please over twenty per cent. and the circular is therefore a misleading one.

LAST CHAPTER, VOL. I.—The speech of the Minister of Education in moving the adoption of the agreement of the Government with the publishers of the Readers, gives room for much comment.

We only take up those portions that properly affect the Book Trade. The extracts are from the *Globe*, and may therefore be considered as correct:

"Then how were we to dispose of the vested rights of those whose Readers were authorized? We were free to two lines of action. One was to repudiate those rights. If not in law, in equity these men had a substantial claim (and I might point in this connection to the case of Caldwell and McLaren), and we come to the conclusion that we were bound to recognize the vested rights of these men. The Government cannot afford to ignore the rights of the people, and the interests of the commonwealth, and we came to that conclusion accordingly."

"The Government cannot afford to ignore the rights of the people." Three of the people: the many retail Booksellers, with old Readers on hand have no rights.

"I had intended to say a good deal with reference to the discount we have allowed to the trade, but I think the arrangements are at all events acceptable, that is, 20 per cent. off and a profit of 33 1-3 per cent. on the money invested. I would that we could have afforded to give the dealers a better discount, but I think they ought to be satisfied."

Unaccountable blunder! 20 per cent off, is a pro-

fit of only 25 per cent. on the investment. Get for us the 33 1-3 profit. This will quite satisfy.

Further Mr. Ross says:

"I have quoted from the price lists of the largest publishers in the United States, and you will see that the discounts are smaller than in the Province of Ontario."

And this after having been corrected by Mr. Bain, at the Booksellers' interview!

For this erroneous statement there is no excuse. Granting that the Minister still believed himself right, he should not have doubted the word of a man of the standing of Mr. Bain, and he had ample time to have ascertained the facts.

We repeat what we said last month, namely, that the "price lists" are not those of the retail prices of the books, but of the trade list. As though for instance, after our Publishers giving 20 per cent. on the dollar, nett. 80 cents, a discount of 5 to 20 per cent. extra, would be also given.

For corroboration of our statement we refer to extract from *The New York Newsdealer and Stationer*, a competent authority, in this issue.

PROFITS.—We notice that Mr. Croighton, in his speech on the School Book Question, gives the cost of the Readers as 50 74-100 cents, and the gross profits for ten years \$369,376. This would appear to differ from our figures of last month, but, the speaker evidently did not allow for manufacturers' profit, as we did, making cost per set 61 cents. The same proportionate difference would appear in the total.

The only fault we have heard regarding our figures have been, that the profit is estimated too low. We knew this at the time, and so stated it, but desired to give the Publishers the benefit of any possible doubt.

ONE UNJUST DISCOUNT IMPROVED.—Our New York correspondent writes, "The New York Newsdealers have conquered *The Herald*. This morning we were informed that the price to the trade had been reduced, and we are now allowed 50 cents per hundred for selling, instead of 30 cents as heretofore. It is a small thing, but shows that money, even when lavishly spent, cannot succeed against an organized set of men, who know their rights and dare maintain them."

Words of encouragement and hope to the Ontario trade, mark well the words, "An organized set of men who know their rights, and dare maintain them." Remember, Booksellers, that three have organized to deprive you of your legitimate profits on Readers. Surely, a body of more than 800 should, by proper combination, more than outlive in length of endurance the affiliated body of Autocrats.

TWAIN AND CABLE.—Toronto has been twice this winter favoured with a visit from those two writers, who after the fashion set by Dickens and others, are giving readings from their own writings.

It would be hard to find so great a dissimilarity both in person and in the productions of their pens, than these two. Mark Twain, shock-headed and uncouth, with a drawling nasal voice. Geo. W. Cable, a dapper little gentleman, courteous and agreeable in his manner, and with a ready flow of good English that makes you feel at once that you are in the presence of a well educated man.

The readings were successful in a pecuniary point of view, and those who were present went away perfectly satisfied.

Mark Twain has long been before the public as a writer, and as a successful one, though there are but few of his books that can be read through with pleasure. A joke of his in the "funny column" of the paper reads very well, but to commence a book of his and read it through, is somewhat of a punishment. His tale of "Life on the Mississippi," is his most sensible book, and is good reading.

We have read in *The Century* some chapters of his new book "Huckleberry Finn," his latest production, and cannot say that we were charmed.

One great objection to Twain's books is, we put it mildly, his want of reverence, and this seems to be growing on him, as he advances in years. He is credited by *The Week* with possessing a large amount of dry wit, rough wit would be a corrective definition of his peculiar style of poking fun at all that is good and true.

Cable is much later in the field, as it were but yesterday, but has already attained a position as a novelist that is hardly second to any on the American continent. His delineation of character is admirable, and the description of locality very good, while the lessons he teaches all tend to the elevation of humanity.

The book that has gained him most notoriety, "Dr. Sevier," we have already noticed, and it became naturally the subject of conversation when we called to see the author.

We found that like all good novelists, Mr. Cable has a loving regard for the characters he has delineated, and we naturally drifted into a talk on the principal ones. Narcisso, to use Mr. Cable's expression, is his "pet" creation, while he says, and we believe correctly, that the reader who does not thoroughly understand the character of John Richling, does not fully appreciate the book, or comprehend the lesson taught.

OUR GOVERNING BOARD.—The Executive Committee of the Ontario Booksellers' Association, held

its first meeting at James Bain & Son's store, in Toronto, last week, when there were present Messrs. Day (President), Taylor, Bain, Cloke, Middleton and Dyas.

The prospects of the Association, which are bright, were talked over, and plans suggested for furthering its usefulness, and for holding a general meeting in July.

It was resolved to issue a circular to those who had not responded to the former one. The Treasurer reported a good balance on hand.

WHAT EXPERIENCE HAS TAUGHT ME.

Never stand by talking politics in your shop and leave a clerk to wait on your customer. Make it a rule, when possible, to wait on every customer yourself, because you can do it better than your clerk, and your customer is pleased to see you come forward and serve him. He feels he is of some importance, and wants your attention, and if you are careless he will go to some more attentive or better managed store.

Booksellers, weed out of your business the poor paying stuff. Never push any goods that only yield 20 per cent., for your expenses eat up the whole of it. You are carrying a load and have to develop the paying portion of your trade. Develop that part of your business that pays best. Don't mind if your competitor undersells you. Be civil, honest and fair with your customers every time, and you will win, and your competitor fail.

The 40c. song yielding the retailer 20c. profit is now put at 5c., yielding the retailer 2½c. Extra sales, because of low price, three to one, profit on the one, 20c. on three copies of 5c. music, 7½c. The extra cost of selling, arranging, keeping in order is equal to the increase in sale, so that the dealer by being too progressive and pushing 5c music, makes 2½c. instead of 20c.—no money in 5c. music.

The old-fashioned bookseller sold "Handy Andy" and such 2s. novels at 60 and 70cts., at a profit to him of 40 per cent. The modern bookseller sells the same works in the shape of sea-side libraries at 10c. and 20 cents each—profit 20 per cent.—has to pay all the cost of express, shop expenses, theft, bad debts, out of the 20 per cent. Is it any wonder he is poor and likely to remain so?

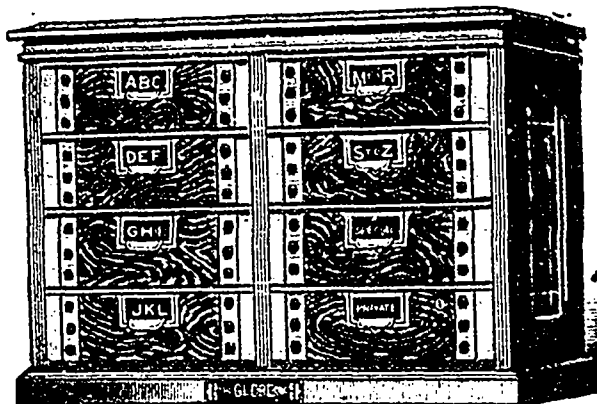
Pay your accounts every thirty days and save the 5 per cent. for cash. This will nearly pay your rent, and, besides, you will buy less and only as you want the goods. One sure advantage the cash buyer has, (if he is a good buyer and not lazy), on the whole 10 per cent. less than the slow, pokey credit man, and, besides, he gets a hold of a job line now and then that sells well at a good profit.

AN OLD BOOKSELLER.

W. J. FOSDICK, for some time travelling for a Montreal house, has returned to his old love, and is on the road for W. Warwick & Son.

Grade Notices.

GLOBE LETTER FILING CABINETS.



(8 FILE CABINET.)

The Globe Letter Filing Cabinet is a combination of letter files, each containing an index of twenty-four divisions, all enclosed in a cabinet, so that the files may be easy of access and in their proper places. Filing cabinets are designed for the purpose of classifying and organizing correspondence and other papers according to the subject matter, such as letters, bills, orders, receipts, salesmen, agents, price-lists, private, &c., or in large cabinets to subdivide the alphabet into two or more files, so that all the letters of one correspondent for a year, or any given period of time, may be found together in a single file of a cabinet, thus obviating the necessity of examining a large number of files to find a desired letter or paper. The cabinets are made of solid black walnut. The drawer pulls or handles of the files are of gold bronze, and combined with a label-holder which allows the label to be easily and quickly changed. Hart & Co., stationers, are the manufacturers of these cabinets and letter filing cabinets, and were first introduced into Canada by their enterprise. They make a large line of them, and keep in stock all sizes from six to sixty files. A few days ago we examined in their establishment a very handsome sixty file cabinet and base, made for a local wholesale grocery firm. It was a very perfect arrangement,—a place for everything. A cabinet this size (sixty files) is capable of filing away a daily correspondence of 200 papers.

To the Editor of BOOKS AND NOTIONS.

DEAR SIR,—I notice in your February issue the figures given by "An Old Bookseller," as the cost of doing business in Ontario. Let me give you the figures as they are in Manitoba. The comparison will perhaps be interesting, and your readers can see, if they are unable to make a profit on Readers, &c., at 20 per cent. discount, how much less able we, in this province are to do so.

Rent.....	\$450
Taxes	50
Fire	75
Light	40
Salary of proprietor.....	900
One clerk.....	500
One boy.....	250
Advertising in papers.....	60



JOHN HOLLAND,

MANUFACTURER OF

GOLD PENS

AND

PENCIL CASES.

SPECIALITIES :

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

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FACTORIES—Nos. 9, 11, 13, 17, 19 }
and 21 West 4th Street, }
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19 West 4th Street, }

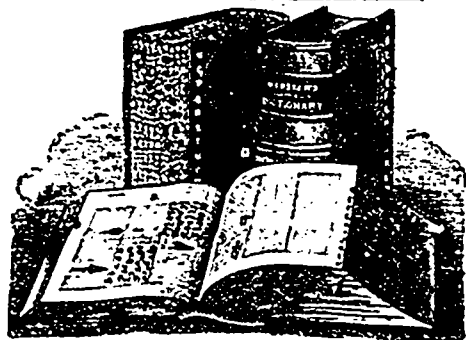
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BEST Add to make a Family intelligent. Best help for SCHOLARS, TEACHERS and SCHOOLS.

Standard Authority with the U. S. Supreme Court. Recommended by the State Sup'ts of Schools in 36 States, & by 50 College Pres'ts. G. & C. MERRIAM & CO., Pub'rs, Springfield, Mass.

Advertising, handbills, &c	20
Insurance on \$3,000 at 3½ per cent.	105
Interest on \$1,000 capital.....	80
Bad debts—say	30
Sundries	25

Total..... \$2,685

against \$1,517, your correspondent's figures for Ontario. As a further comparison, there is the matter of freights, summer rates from Toronto via the Lakes, being at the lowest \$1.88 per cwt., and in winter via Chicago, anywhere up to \$3.00 per cwt. Even from Winnipeg (132 miles), we have to pay 65c. per cwt. Your Ontario bookseller thinks himself badly used if he has to pay more than 30c. for the same distance. We got our "Seasides," &c., by mail in winter, and by express in summer at the rate of 4c. per pound, or about 10 per cent. of their cost.

BRANDON.

JOHN HOLLAND has just filled a fine order for his gold pens in Paris, France. He has for some time been receiving small orders from abroad, but this one is an order that means business.

The Official report on the affairs of Messrs. James Campbell & Son :

The Stock sold for.....\$32134.34

From which was paid, Employees 673.45

1st Dividend, 5 per cent. on 30679 15339.52

Balance left on hand as all the accounts are not yet adjusted.

The liabilities were :

Toronto 188897.25

Canada 12978.21

British 12179.98

United States 92734.97

306790.41

Employees..... 673.45

We are pleased to learn that John Henderson & Co., Kingston, are going to move to more commodious quarters. The Co., Mr. Middleton, has been admiring our Toronto model store, (Hart & Co.) and will doubtless fit up in a great measure after the same style.

Then, J. Eastwood & Co., of Hamilton, are wanting more elbow-room and are going to enlarge.

James Bain & Son, Toronto, have got into their new store, a well lighted, handsome, and attractive place of business.

Particular attention is called to the advertisement of The Methodist Book and Publishing House on the last page of this month's issue.

Two good opportunities, the one for a partner, the other for a competent traveller, are offered in our advertising columns this month.

Letters Patent have been issued incorporating "The Pembroke Printing and Publishing Company (Limited)," with a capital of \$10,000 in 1000 shares.

Notice of application for Letters Patent has been given incorporating "The Echo Printing Company of Amherstburg," for carrying on a general printing and publishing business, with a capital of ten thousand dollars in one hundred shares.

BROWN BRO'S,

STATIONERS, BOOKBINDERS,

Account Book Manufacturers, etc.,

66 AND 68 KING STREET EAST,

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Established 28 Years.

Account Books.

Special attention given to this Department. Large Stock always on hand. Special patterns made to order. Best material and workmanship guaranteed.

Stationery.

A most complete assortment of Mercantile, General and Fancy Stationery always on hand, selected from the first producers of the world, at lowest prices.

Bookbinding.

In every style of the Art—unsurpassed for Style, Durability, and Moderate Charges.

Leather Goods.

Ladies' Hand Bags, Bill Cases, Wallets, Pocket Books, Letter and Card Cases, Portfolios, Silver Medals at last Exhibition for Leather and Plush goods.

Binders' Materials.

Leather, all kinds, Cloth, Marble-Paper Thread, Headband, Mill and Straw boards, &c.

BROWN BRO'S,
MANUFACTURING STATIONERS,
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.

TRAVELLER WANTED.

To represent a Book and Stationery House in the Maritime Provinces, must be well recommended, know the business fairly well, and have had some experience on the road.—Address, "WHOLESALE," Office of Books and Notions, 20, Wellington St. E., Toronto, Ont.

Grade Reviews.

TRADE through Ontario for the past three weeks has been far from satisfactory. January and early February were, in comparison with other years, good, but the falling off of business since then has been great. Collections are hard to make.

THE Wholesale Book & Stationery Trade say their travellers' sales are not up to the standard of former years, though not any great falling off. Stocks are low, and a good demand should soon spring up. The Fancy Goods men report very dull times, but they don't grumble. The head of one leading house in particular commends the caution displayed by his customers in buying sparingly.

Collections are of course materially affected by the stagnation of the retail trade. The house named, however, reports the amounts coming due on the 4th as turning out better than they expected. All except about 20 per cent. being satisfactorily settled.

A demand is springing up for the better class of books, and the sale of papered-covered literature is lessening.

LONDON—Books, Stationery and Fancy Goods are very quiet up this way. Business in general is dull, principally on account of the very cold weather, we are in hopes it will improve when spring comes. Your remarks in last issue of BOOKS AND NOTIONS on the school-book question were very good, but I suppose nothing more can be done in the matter. At the County school meeting held this week, there were several complaints made in regard to the binding of the new Readers; the covers came off very soon on account of imperfect gluing.

I see that the Minister of Education has more rods in pickle for us, in the shape of changes in Geography, History, &c. I hope the arrangements will not be so one-sided as in the Reader case. I do not know how the public will receive the changes; we poor booksellers have to catch it anyhow.

The Ontario Booksellers' Association might do some good by united action, if they would take up the question of the heavy duties we have to pay on everything. The duties on books is especially hard, as we publish next to nothing here, and on account of the closeness of the United States, we sell at publishers' prices.

The Finance Minister did throw us a bone in the shape of placing books published over seven years on the Free List; but the benefit is very small, as people want the latest editions, and will not have old ones, only in the case of very expensive works of reference, &c.

NEW YORK, MARCH 7.—In the Stationery trade, business is picking up considerably with many houses. Larger and more numerous orders are being received than for some time past, and a feeling now prevails that a good spring trade will be had. Travellers in general are sending in encouraging reports. They say that orders are more easily taken, and that dealers are everywhere inclined to talk business. Of course there is yet a conservative feeling to be met with here and there, but not to the extent it was a month ago. The demand for Novelties in Easter

THE ROSE LIBRARY

NOW READY!

"A DOUBLE LIFE"

By ALLAN PINKERTON.

No. 53.

Price, 25 Cts.

No.	Retail Price
1—Tom Sawyer, by Mark Twain (illustrated).....	20
2—Under One Roof, by James Payn.....	20
3—Children of Nature, by the Earl of Desart.....	20
4—Edith Lyle, by Mrs. Mary J. Holmes.....	20
6—Through by Daylight, by Oliver Optic.....	10
7—Working for Wages, by Julie P. Smith.....	15
8—Forrest House, by Mary J. Holmes.....	20
9—The Undiscovered Country, by W. D. Howells....	20
13—Queenie Hatherton, by Mary J. Holmes.....	20
14—Lost for a Woman, by May Agnes Fleming.....	20
15—My Wayward Pardner, by Josiah Allen's Wife...	20
16—Professional Thieves and the Detective, by Allan Pinkerton (Illustrated).....	20
17—The Black Robe, by Wilkie Collins.....	20
18—A Wife's Tragedy, by May Agnes Fleming.....	20
19—A Gentleman of Leisure, by Edgar Fawcett.....	15
25—A Chance Acquaintance, by W. D. Howells.....	20
26—Mrs. Mayburn's Twins, by the author of "Helen's Babies".....	10
20—Under a Shadow, by Bertha M. Clay.....	20
27—Pride and Passion, by May Agnes Fleming.....	20
28—The Detective and the Somnambulist, by Allan Pinkerton.....	20
30—Eve's Daughters, by Marion Harland.....	25
31—Infelice, by Augusta J. Evans Wilson.....	30
32—St. Elmo, by Augusta J. Evans Wilson.....	30
33—Without a Home, by E. P. Roe.....	25
35—Heart and Science, by Wilkie Collins.....	30
36—Peck's Bad Boy and His Pa, by Geo. W. Peck....	15
37—Gabriel Conroy, by Bret Harte.....	20
38—Set in Diamonds, by Bertha M. Clay.....	20
39—A Woman's Reason, by W. D. Howells.....	20
40—His Sombre Rivals, by E. P. Roe.....	25
41—The Grocery Man and Peck's Bad Boy, by G. W. Peck.....	15
42—The Lansdowne Premium Number.—Containing a sketch of Lord Lansdowne's Life, by J. E. Collins; and the Haunted Hotel, by Wilkie Collins, with which a handsome Lithograph of Lord Lansdowne (24 x 30 in) is given.....	25
43—The Vicar's Daughter, by George Macdonald....	20
44—The Spy of the Rebellion, by Allan Pinkerton....	25
45—Kate Danton, by May Agnes Fleming.....	20
46—Bessie's Fortune, by Mary J. Holmes.....	25
47—Claude Melnotte and other Detective Stories, by Allan Pinkerton.....	20
48—The Two Destinies, by Wilkie Collins.....	20
49—The Earl's Atonement, by Bertha M. Clay.....	20
50—A Young Girl's Wooing, by E. P. Roe.....	25
51—An Earnest Trifler, by Miss Sprague.....	25
52—The Monks of Thelema, by Besant & Rice.....	20

LIBERAL DISCOUNT TO THE TRADE

Best Value Library in the Market.

ROSE PUBLISHING CO'Y,

TORONTO, ONT.

goods, so far, is up to the expectations, but it is rather early yet to judge what the extent of this trade will be. Those handling staple stationery in general say that the outlook is bright.

THE ONLY THING we need is the establishment of foreign markets, where the surplus of our productive industry could be disposed of. With such, our great enterprises would soon again be made to glow with life. We have created great industries, and endowed them with a staying power, which a brief season of stagnation cannot materially injure. With a few more years of generous encouragement, these can endure, without much damage, a great deal of such agitation as that which our revenue reformers are now engaged in.—U. S. Stationer.

N. B.—Is not the above as applicable to Canada as to the United States?

PAPERS OLD AND NEW:

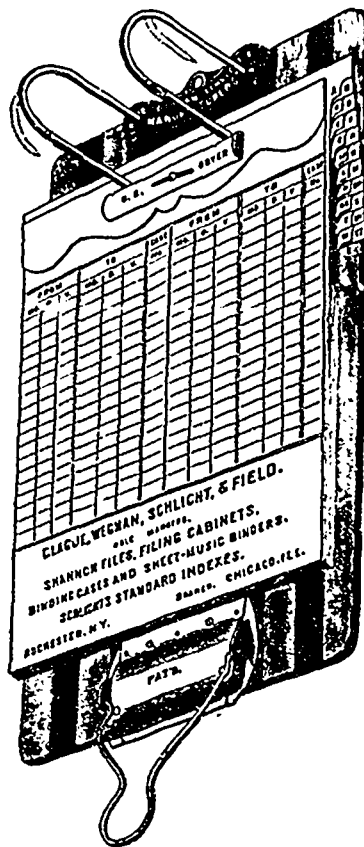
We were right in expressing the opinion that the *American Bookseller* would be improved by the transfer. The enterprise of the proprietor is already shewing itself. A good feature is the publication of the history of the leading publishing houses. The first number in February contained a portrait and sketch of the life of Mathew Carey, and the second has an interesting portrayal of Henry C. Carey, his son. Celebrated as the father was in his day, the son attained to even greater eminence, at least in one respect, as he may be fairly called the father of the principle of protection of home industries.

There is no more interesting religious paper published in Canada than *The Presbyterian Review*. It is well written, both in its editorial columns and its correspondence, and the selections are invariably good.

Business Changes.

- Alexander, Robt., Toronto, Fancy Goods, Failed.
- Craig, W. B., Montreal, Fancy Goods, Assigned and compromised at 30c.
- Dobson, H., Simcoe, Books and Stationery, Partially burnt out.
- Dooling, Wm., Toronto, Picture Frames, Out of town.
- Larman, Mrs. J., St. Thomas, Closed up by Chattel Mortgage.
- Lamalice Bros., Montreal, Wh. Fancy Goods, Offering 50c.
- Overell, E. & Co., Hamilton, Books & Stationery, Got an extension without interest.
- Papst, C. L., Seaforth, Books, Stationery and Fancy Goods, Offering 60c.
- Robinson, T. H., Orillia, Stationery & Drugs, Compromised at 40c.
- Smith, R. J., Arkona, Books & Stationery, Meeting of Creditors called.
- Somerville & Benallick, Montreal, Engravers and Printers, Burnt out.
- Stickney, L. P., Uxbridge, Books and Stationery, Sold out to John McKinnon.
- Wigg, Miss M. A., Caledonia, Fancy Goods, Burnt out.

THE SHANNON FILE.



PRICES OF SHANNON FILES.

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	A Comprises Board, Arch, Index, Perforator, and Compression Cover.....	\$2 25
C Comprises Board, Arch, Index, Perforator, and Manilla Cover.....	1 95	2 10

PRICES OF SHANNON BINDING CASES.

No.	SIZES.	EACH.	PER DOZ
4	Letter regular.....	40c.	\$4 50
6	Invoice or cap.....	45c.	5 00

For Prices of Schlicht's Standard Indexes, see September number.

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 - BROWN BROTHERS
 - BUNTIN, REID & Co.
 - WM. WARWICK & SON
 - BUNTIN, GILLIES & Co., Hamilton.
 - MORTON, PHILLIPS & BULMER, Montreal.
 - BUCKLEY & ALLEN, Halifax.
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ACCOUNT BOOKS IN GREAT VARIETY IN STOCK—SPECIAL PATTERNS MADE TO ORDER.

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A VERY HEAVY STOCK IN STATIONERS' SUNDRIES, AND SOLD AT BOTTOM PRICES.

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