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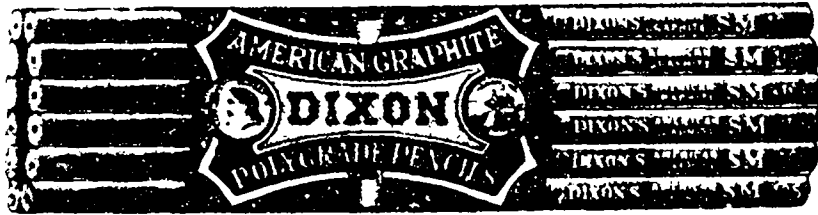
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BOOKSELLER AND STATIONER

FEBRUARY



A FAMILIAR BUNCH OF LEAD PENCILS

Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N.J.

THE
MCLEAN PUBLISHING CO.
TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL

OUR 

"What trade we've got we'll hold,
What we hav'nt got we're after."

Twenty-Fourth Import Season

will find us showing the

Largest and Choicest

assortment of holiday novelties ever carried through Canada.

OUR travellers will be later than usual this year owing to the European factories being unable to complete their advance samples of new designs at the usual time, but you will be amply repaid by waiting until you have the opportunity of inspecting our samples, as we have

NO OLD STOCK TO WORK OFF.

EVERYTHING NEW AND ORIGINAL.

Import Only

Warwick Bro's & Rutter

Importers of
Fancy Novelties

Toronto

Nº 110

1901



I Henry Custell of 39 Clerkenwell Road in the County of London
 a Director of Castell Brothers Limited whose registered office is situated at 39
 Clerkenwell Road aforesaid Wholesale and Export Stationers
 do solemnly and sincerely declare

1. That the firm of Castell Brothers was subsequently
 the above named Company which was formed for
 the purpose of taking over their business supplied
 to The Barber & Ellis Company of Toronto Ontario
 certain paper marked "Plushwater Weir"

2. That the writing paper marked "Plushwater
 Weir" supplied to The Coyne Clark Company
 of Toronto is of the same quality the same
 substance and from the same mill as that
 formerly supplied to The Barber & Ellis Company
 as aforesaid

And I make this solemn Declaration ^{knowing} ~~knowing~~ ~~knowing~~ ~~knowing~~
 the same to be true and by virtue of the provisions of the Statutory
 Declarations Act 1835

Subscribed and Declared at
 39 Clerkenwell Road in the
 County of London

Henry Custell

this 4th day of December 1901

Before me
 R. J. Tetley

A Commissioner for Oaths for England & for the
 Supreme and Exchequer Courts of the Dominion of Canada

Something Exclusive

What No Other
Manufacturer Makes

Particulars and
Prices from
Our Travellers

What Everyone
Will Want

We will have ready this month a line of Goods of Exclusive Pattern,
Registered as the

“Coronation”

— Shown in —

Exercise Books

Writing
Pads

Scribbling Books

OTHER NEW GOODS ARE

... In ...

— Writing Pads —

“New Style,”
“Marlborough,”
“Duchess,”
“Orleans.”

— Note Papers —

“Lingene” Linen,
Boxed Note, in Five Tints,
Grey, White, Pink,
Light Blue, Dark Blue.

— Papeteries —

“Beaumaris,”
“Noyon Linen,”
“Lyon,”
“Lothringen.”

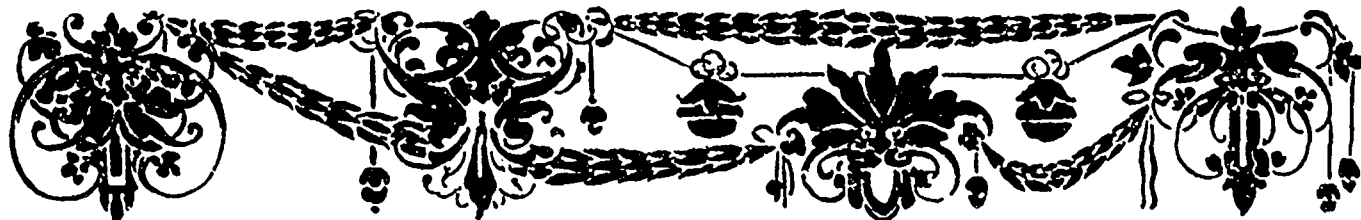
— ALL ARE LINES OF OUR OWN
— MANUFACTURE. —

The Cobb, Clark Company, Limited, Toronto

Manufactory—67, 69, 71 Colborne St.

Warehouse—64, 66 Front St. West.

The Bookseller and Stationer



Vol. XVIII.

MONTREAL AND TORONTO, CANADA, FEBRUARY, 1902.

No. 2.

Topics for the Bookseller.

A NUMBER of letters have reached us lately from readers, who, in renewing subscriptions for 1902, have been good enough to say a friendly word for BOOKSELLER AND STATIONER. These have our hearty thanks. Encouragement does no one any harm. The suggestions made by

A Paper and its Friends.

some readers of long-standing are practical. Those of Mr. Little, of Oshawa, are especially valuable, and we shall endeavor to meet his wishes in future issues. It is only by cooperation between editor and readers in this way that the paper can be made to serve the interests of the trade to the best advantage. We shall be glad to hear from our readers often. If an idea occurs to them let them drop us a post card if they have no time to write a letter. Make the paper the medium of communication between the various branches of the trade and its usefulness to all concerned will be increased.

**

We hope dealers throughout the country will call attention to the experience of the Toronto School Board in relation to their silly socialistic fad of giving text books free to the pupils. One of the trustees, Mr. Hales, at the meeting of the board on February 5, said that "the books now being

Foolish Boards and Dirty Books.

supplied to pupils were, in many cases, filthy from long use. Some had been in daily use for 10 years. Books were put into pupils' hands which were falling to pieces, and books were rebound which were

all marked up and long past usefulness. He produced a number which he had secured that day, some of which fell to pieces when opened, and others were very dilapidated and filthy." Now, isn't this a nice state of affairs for an important city like Toronto, which boasts so loudly about its wealth, intelligence and all the rest of it? Of course, the board has been economizing. It has been attacked for its extravagance, and, desiring to cut down expenses, it has proceeded to cut the item of free text books. The board took the supplying of books out of the hands of the regular trade, a thing they had no business to do, and now we see where it has landed board, parent and pupil.

**

More than once we have spoken of reading clubs as an aid in selling books. A number of these are in operation in different parts of the Dominion, and in Ottawa we observe that Mr. Thorburn, who runs one in connection with his store, advertises it in the daily press. The plan of the scheme is pretty well indicated by the card issued to borrower, which is as follows:

THORBURN'S CLUB LIBRARY

RULES:

Membership, \$1. One Book, 10c.

Books must be returned in 10 days
Books out over 10 days, charged 1c. per day.
Rules must be adhered to.

THORBURN'S CLUB LIBRARY
2 Sparks Street, OTTAWA.

**

The extraordinary success in the Canadian book market of books written by

Canadians during the past season opens up an entirely new vista to the dealer. The fact that successful writers like Gilbert Parker, Ralph Connor, Seton-Thompson and Dr. Drummond are all Canadians gives

A Good Lookout.

them a certain circle of admirers in this country who do not require to be informed regarding the men and their works. It will be all the easier (if Canadian writers can keep up to their present rate of success) to push their books in Canada. The sale of a book now depends as much upon the way it is pushed as upon its merits. Under the new conditions of book selling it seems to us that the day cannot be far distant when the publisher will be obliged by extensive advertising to push his own books. That is done to quite a considerable extent already, but it is pretty sure to increase. The dealer will undertake to handle all books that are wanted, but will mainly devote his time to selling the books that people come in and ask for.

It will be noted that a valued correspondent of this paper at Picton, namely, Mr. Hamly, reports that he has had the best year in his history. Making due allowance for his own abilities, it looks as if the business of bookselling in this country were on the upgrade, and that our friends may look with hope and confidence towards the future. We hear, also, from an important man in the stationery trade that payments due in the month of January were exceedingly well met, and that nothing but an exceedingly good state of trade would have warranted so good a result. Here and there, it is true, the returns were slow, but these were, for the most part, expected, and wholesale firms are well pleased with their last year's business.

THE LIBRARY COLUMN.

*** In future this will be a regular feature of BOOKSELLER AND STATIONER and will contain the latest information of value to libraries.

LIBRARIAN LANCEFIELD, of Hamilton, has left his post, and his accounts are said to be several thousand dollars short. The library board is insured against loss by the bond of a guarantee company, and his family offer, as far as possible, to make up the balance. There is considerable criticism of the board for their loose supervision. There will be sympathy felt for Mr. Lancefield's wife and family and regret that a good librarian and a man who had hitherto borne a good reputation should have acted in this way.

The Carnegie grant of \$10,000 for a library at Smith's Falls has been supplemented by a generous gift of another \$10,000, payable in 20 annual instalments of \$500 each, by two prominent and public-spirited citizens of Smith's Falls, namely, Messrs. C. B. Frost and F. T. Frost, president and vice-president, respectively, of The Frost & Wood Co. Mr. W. H. Frost, of The Malleable Iron Works, has offered \$2,000, and Mr. H. S. McNeill has offered \$50 towards equipment. This generosity should stimulate others.

Orangeville adopted the free library by-law.

A Carnegie offer of \$15,000 has been made to Sarnia, and Gilbert Parker, M.P., offers to build a new library for Belleville if the city will make it a free institution.

Mr. E. A. Hardy, secretary of the Public Library Board of Lindsay, has been notified that Mr. Carnegie had granted Lindsay the sum of \$10,000 for a library building on condition that a free site and \$1,000 yearly for maintenance are provided by the town.

Librarian Blackwell, of London, in his annual report, suggests the duro-flexide binding, as it has worn well; a new catalogue this year, and new registration of members, now numbering nearly 10,000.

Cutter's expansive classification for library books, which is being introduced in more of the up-to-date libraries, can be seen in operation at McGill College library, Montreal, with its 80,000 vols., and at Westmount public library with its 3,000 vols. The librarian of the latter library,

Miss Saxe, is in sole charge, and has studied under Mr. Cutter at Northampton, Mass. She has had several visits from librarians, who express themselves delighted with the method used, as it does away with all bookkeeping.

PEARSON'S MAGAZINE CHANGES HANDS.

The control of Pearson's Magazine is said to have been transferred from London to J. J. Little, former president of the Board of Education, New York, he having purchased the English shares from C. Arthur Pearson. C. N. Greig, manager of the American edition of the Magazine, when seen at the office of the publication, Nos. 43 and 45 East 19th street, said: "While the negotiations are not entirely concluded, it is intended that the control of Pearson's Magazine shall pass from London to New York. Mr. Pearson wishes to concentrate all of his efforts and capital in his Daily Express and branch newspapers which he has already started in Newcastle and Crewe, with Birmingham and Manchester in immediate contemplation.—J. J. Little will purchase the English shares and practically assume Mr. Pearson's place in the business. The active editorial and business management of Pearson's and such other publications as we may issue will remain in my charge, and there is no change contemplated in the present editorial or business staff.—Press.

HALL CAINE'S LAWSUIT.

The lawsuit concerning the serial use of "The Eternal City" has been settled out of court on terms agreed upon by the parties. The Pearsons pay for so much of the story as they used in The Ladies' Magazine, and withdraw any imputation they may have made against the novel. Each party, as is usual in such compromises, pays his own costs. The case "Pearson, Limited, vs. Hall Caine" will not, therefore, be quotable as a leading authority for the determination of any moot points of law.

Regret is felt that H. S. Williams, of Hamilton, has had to assign his estate for the benefit of his creditors and is now out of business. The estate has been bought by A. W. Broderick, of London.

A new novel of Scotch life by George Douglas, called "The House with the Green Shutters," is making a stir just now. Its humor is cynical and its view of things primitive compared to the sentimental view in which Maclaren, Crockett and others write. The publisher is John Macqueen, 49 Rupert street, London.

LATEST ENGLISH NOTES.

SIR D. M. WALLACE, who was the Duke of York's assistant private secretary during the Royal tour, has compiled the official record. There will be many illustrations, and Macmillan will be publisher.

Mr. Morley's "Life of Gladstone" will be published next October.

Three new volumes in the English Men of Letters Series will appear during March. They are "George Eliot," by Leslie Stephen; "Wm. Hazlitt," by Augustine Birrel, and "Matthew Arnold."

Mrs. Cotes ("Sara Jeannette Duncan") will go to England to live in April. Her new novel, "Those Delightful Americans," now running serially in The Ladies' Field, appears shortly by Methuen, in London, and Appleton, in New York.

George Gissing is preparing an abridged edition of "Forster's Life of Dickens" for Chapman & Hall.

Percy White has written a novel dealing with Christian Science, called "The New Christian," to be published by Hutchinson.

The six best selling novels in England last month were:

- "Kim," by Rudyard Kipling.
- "Sir Richard Calmady," by Lucas Malet.
- "The Velvet Glove," by H. S. Merriman.
- "The Benefactress."
- "Count Hannibal," by Stanley Weyman.
- "Herb of Grace," by Rosa N. Carey.

The "Speeches on Canadian Affairs," by the late Earl of Carnarvon, Colonial Secretary, have at last been published by Murray, at 7s. 6d. net.

Fisher Unwin announces a book by Arnold Parker, the champion "Ping-Ponger," entitled, "Ping-Pong or Table Tennis: the Game and How to Play it."

CALENDAR TRADE INJURED.

Complaint comes from dealers in calendars, especially in some localities in the west, that the beauty of calendars distributed free by business houses has reduced the sale of calendars in stationery and novelty stores.

Something of this nature has occurred previously, but never has it been so marked as this season. For the past 10 years the quality of calendars distributed for advertising purposes by business houses has steadily improved until very many of them surpass in beauty the calendars published for sale. The effect is disastrous for dealers in many instances. Even desk pad calendars have been seized and utilized for advertising.

In the east the sale of calendars has been quite as large as last season, on the average, while some varieties of pad calendars have been sold out, and orders have been returned for lack of stock to fill them.

There promises to be a reaction on the part of many business houses. They say that the expense is too great and the return at best uncertain. It is probable that there will be fewer calendars issued for free distribution this year. Many business firms which have previously distributed their calendars free are asking something for them. This will have a tendency to cause those who want calendars to buy of regular dealers and escape the disfigurement of advertising American Stationer.

Notes for the Stationer

and Fancy Goods Dealer.

MONTREAL STATIONERY NOTES

Montreal, February 8.

THE active business of the month is being done in stationery. The holiday trade in extra fine and all fancy writing stationery was a good one, and present business runs more on plain papers, in all grades, from the finest to the cheapest. Scarcely a retail store but has a number of reductions to offer on notepaper. Many of these "knocked down" papeteries are what have been left from such fancy stock as children's picture notepaper, etc., more suitable for the Christmas trade than anything else.

But reductions are also being made in ordinary fine notepaper. The very best goods are not marked down, but good vellum and bond papeteries in white and cream shades (seldom in other tints), are being offered at reduced prices all over the city, and there is a lot of it purchased.

"Dimity" stationery is having a good run. White, perhaps, leads as regards the shades, but cream, grey and blue sell also. The demand for grey notepaper, which, during the past year, has been fairly large, was thought to be due to a great extent to the period of mourning over the death of Queen Victoria. This apparently had little, if anything, to do with it, as now that the mourning year is over, the demand for grey shades in all kinds of good writing stationery keeps fully up to what it has been.

It is not possible to point out any one size or shape that leads in "Dimity" stationery. There are two or three sizes, which are equally popular, and both the square and wallet-shaped envelopes are taken.

The best demand is for white paper. In the smooth finished papers, white and cream are by far the best selling shades, and just now smooth papers are selling best, at least, the very rough fibre papers are not selling as well as they did. Blue is a good shade, if it is not too dark. Several light tints are being taken. Grey is about the only other shade that has any degree of popularity. Pink notepaper seems to be a

thing of the past. Here and there some khaki note is seen. A short while ago there was a pretty fair demand for it, but it is very little used now.

The new linen-finished paper, brought out a few months ago, is still one of the leading lines. It is made in all the fashionable shades, but blue seems to be the best liked.

"Rookwood" is rather an odd-looking paper, which, although decidedly pretty, does not take very well. The tints are in light green, and the paper has a cloudy effect, which is new but not popular.

There are several lines of envelopes with white edges which are selling well. The colors are blue, pea green and dove grey. In the corner of the envelope flap a neatly embossed initial in white produces a very pretty effect. Any initial desired can be had, and the demand for these with paper, of course, to match is very good among the best trade.

Hurlbut's "Old Holland" is a line that takes well, and deservedly so. It is made in all the popular shades. The sheets are oblong. The envelopes are of the popular wallet shape, but not so narrow as some. On each sheet, at the top, there is a small initial embossed in white. It is usually surrounded by a circular design. In this also any desired initial can be had. In some of these papers the initial is in bronze, and the effect is pleasant, provided it matches with the shade of the paper.

It is only the largest stationers, however, who can carry a full line of these papeteries. Many of them have only certain common initials, preferring to order others as needed, rather than keep them in stock.

In wholesale circles the stationery business is very active. There is an increasing demand for bond and ledger paper from our Montreal houses, and it is plain that the trade are recognizing that these papers can be made as well in Canada as in the United States.

Messrs. McFarlane, Son & Hodgson are getting up a new line of tablets, to which special care is being paid. They have not

yet been given a name, but will appear on the market shortly.

Messrs. J. B. Rolland & Fils are making arrangements to put out a new line of writing stationery, for which the demand is likely to be great. Hitherto, their well-known "Record" and "Ernscliffe" papers, which, it will be remembered, were given the Grand Prix at the Paris Exhibition, have been used only in the making of blank books, pads, etc. But some of the leading retail stationers in the city fancied them for notepaper, and promised to buy them if they were put up in writing sizes. Arrangements are being made for fancy boxes, and the papers will be put up in octavo and Empress sizes. The medium finish of these papers, being neither very rough nor very smooth, makes them popular. They are to be made in white and azure.

Not all stationers are going in for valentines, but many of them are. It must be confessed that although there are the usual number of new designs in this year's valentines, there are almost no original ideas. There is, perhaps, not the same incentive to produce new things in valentines that there once was. St. Valentine's Day is not considered seriously by any but a very limited class of people. Formerly the young man sent to the only girl on earth a complicated creation in paper lace, with cupids and butterflies and all that sort of thing, in all earnestness, but if he does it now it is only as a joke. The favorite aunt gets one from the children, and that rarest of human beings, a beloved schoolteacher, gets several, but the average schoolteacher gets the other kind. Apart from this, there is "little doing" in valentines.

Unhappily, those things that are called "comic" valentines must be excepted. They still continue to make life miserable for a large number of people, mostly young ones. There are doubtless a great many respectable, grown-up persons who know somebody that ought to receive one of these nightmares, but they are ashamed to go in and buy them. But scores of angel-faced tots of five or six years troop in to the valentine counter and pick out hideous caricatures of "a dirty plumber" or "a lazy blacksmith," with the usual red nose and ill-trimmed whiskers, which they seem

NOTES FOR THE STATIONER—Continued.

to think particularly appropriate for other angel faced tots of the same age. It is a curious thing that although these valentines are sent in all good humor, yet they never fail to draw forth the wildest wails from the unhappy recipients. It seems that people who receive comic valentines are never blessed with the same keen sense of humor as the senders.

The novelties in stationery are few. It is not the novelty season. Such goods as fancy sealing wax, put up several colors in a box, move well along with the stationery. Dealers who can supply stamps for sealing wax, are still doing a fair business in them, though, of course, the heavy demand for these and other "stationers' jewellery" was for the Christmas season. Now and then a belated calendar appears, and, if it is exceptionally striking or original, it sells, not, perhaps, as a calendar, but as a novelty.

C. G. H.

DESK ARTICLES FOR WOMEN.

It is not the fault of the bookseller and the stationer if women's desks and other household affairs are not kept in exemplary order from now on, says a New York writer. Out of the fad for hand-painted and embroidered knick-knacks, wherein feminine needs in the way of bookkeeping were made known timidly, and not sensibly, have come slightly, serviceable things which may be handled daily with no further damage than the appearance of good usage.

College red, a rich color like ripe cherries, is the hue in which the greatest number of the new booklets and miscellanies are found. The best of them are without attempt at adornment other than lettering, gold or silver touching of the edges of the leaves, and sometimes metal corners. Less than the full set of articles may be picked up in blue leather and in black. Red has been chosen for the greatest number of bindings because it is popular and serviceable.

It is the hope and expectation of the man behind the stationery department that patrons shall buy the entire set of "systematizers" either at once or piece by piece, as toilet tables are furnished with silver. Useful for the housewife who keeps her fingers on the reins of domestic economy is a tablet of leather with a block of paper on it, each sheet of which is marked into spaces for "Groceries," "Market," "House" and "Personal" needs. The outside sells for 50c., and is in line with the

new systematizing of household management.

Telephone books of great elegance have been the choice of more than one woman for some difficult man's New Year souvenir. They are made of the cheerful red leather, long and narrow in shape, with flexible covers and gold lettering. Inside there are pages for numbers used frequently, and many white leaves on which to write the calls.

Any man whose telephone service is at all limited probably would enjoy this thing of beauty in his office. Even he might let his daughter or someone he liked tie it with a red ribbon to some peg near the receiver. The price of the telephone book is \$1.

One may find a visiting list in leather in her favorite color. Visits paid, those received and days at home may be put down in an orderly way in spaces indicated by the lettering.

Leather cases for clippings are more practical than those daintier sorts from white silk embroidered with violets, or white paper blossoming with wild roses, which the dealers in fancy goods of late years have put forth profusely. It is taken for granted now that everybody makes clippings on some subject or subjects. If he or she is not a celebrity, about whose doings the owner may fill the book, then is he or she a faddist on music, painting, photography or what not. And if none of these topics please, the clipping book is just the place for paragraphs out of the papers which tell a woman how to make a bodice, a salad, a complexion wash, a creeping dress for baby or a new variety of Renaissance lace collars.

Leather books, long and wide enough to hold columns from the newspaper folded three times, are made with inside convenient envelopes, 6, 12 or 24. Cheaper ones have the subjects printed on the envelopes. But in the making of the better grade it is recognized that people have their own ideas of how a clipping book should be used, and spaces are left for the writing in of desired topics.

Everything which can be is done by the stationer to help the tourist record his impressions of foreign travel. Not only are there neat books in leather of any color and size you fancy, ticked out with silver or gilt trimmings, with the line, "My Trip Abroad" conspicuous on the cover, but should the title seem in the least provincial, and if one were unaccustomed to foreign travel, there is another caption, more nautical, "Outward and Homeward Bound."

Some of these diaries, which friends beg the pleasure of perusing, are not much bigger than card envelopes, intended to

hold hardly more than the ship's log, with mere mention of cities and sights on the other side. Others compare in size with sheets of foolscap, and so are big enough for that delightful kind of returned traveller's book, one with little pictures here and there, kodak views, letterheads, unmounted photographs of any size, and the endless printed bits which turn up in a tour and are worth preserving.

The golf score, in college red leather, is not unfamiliar, but it is seen in such plenty that the demand for it must be large. The new books are smart and for actual use, without any of the objectionable trimmings, which made the first score books so impossible for the player who respects the game.

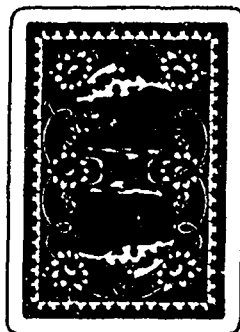
Her theatre book is among the treasures of the matinee girl. It is in any color, usually scarlet, and has places for names of plays, dates when seen, programmes and impressions. Some of the records have envelopes for seat checks. Women who keep in their books pictures of their favorite actors and actresses and newspaper comments on the play, sometimes prefer much larger books with scarlet leather cover for their theatrical remembrances. Such books are made without lettering of any sort, that the contents may be adapted for any desired use. Leather-covered books of this description, if a name were to be given to them, probably would be called scrapbooks.

Post offices for desks tend to insure precision in correspondence. They are neat, red boxes, divided into two compartments, marked in some cases rather obscurely, "Post Office" and "Delivery." But they do separate letters received from those to be sent.

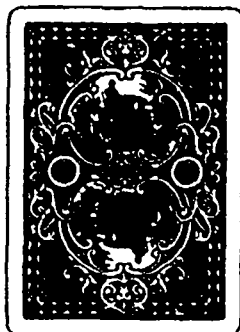
A red leather blotting book is a treasure on a capacious desk. It is filled with sheets of the best kind of blotting paper.

NOVELTIES IN IMPORT GOODS.

Nerlich & Co. have now on view their import samples for the season of 1902. The beauty and "catchiness" of the numerous designs and the splendid quality of the goods is causing the firm to congratulate themselves heartily on their varied selections. In albums, there is a display of dozens of different lines, most of them entirely new in style and effect. The celluloid cover, pictured so richly and daintily, will be, this year, as last, the most sought after. In metal novelties, one would think that the European manufacturer had reached the height of inventive skill and workmanship. The firm are showing some really remarkable results of fancy goods manufacturing, especially in fancy clocks, ash trays, atomizers, etc., all of which they can recommend to the trade as being readily salable.



LOCOMOBILE BACK
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The U. S. Playing Card Co.



MOTORETTE BACK.
Copyrighted, 1921, by
The U. S. Playing Card Co.

We have recently added a large line of motor vehicle backs to our

Bicycle Playing Cards,

which are salable among players desiring up-to-date designs. Write us for samples. Bicycle cards are preferred by players everywhere, because of their superior playing and wearing qualities.

The U.S. Playing Card Co., Cincinnati, U.S.A.

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NOW

While you are WELL, STRONG and INSURABLE.

THE

Confederation Life

ASSOCIATION issues policies on all approved plans of insurance, and is a prosperous and progressive Canadian Company.

PROTECTION FOR YOUR FAMILY.
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

Hon. Sir W. P. Howland, K.C.M.G., C.B.,
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ACTUARY. MANAGING DIRECTOR.

HEAD OFFICE. - TORONTO.

ESTABLISHED 1861.

E. H. Wells

Wholesale Bookbinder
and Publisher of Books
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LARGE STOCK KEPT OF THE FOLLOWING GOODS:

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Kept in about

50 DIFFERENT STYLES

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Can be had illustrated at
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Farringdon Classics

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Of Each Individual Book.

SO TO SELECT FROM.

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and

Sets of Novels

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Minerva Library

Ruskin's Works

Browning's Works

Half-Hour Series

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Shakespeare's Works

Sir Walter Scott's Novels

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Handley Cross Series

Routledge's Popular Poets

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Authors.

All books bound on the premises under personal supervision. Binding orders executed in Roan, Morocco, etc., both limp and padded.

Calf Work, both plain, antique, polished or tree. Testimonials designed and bound.

SEND FOR CATALOGUE.

NOTES FOR THE STATIONER Continued.

They are also displaying a large assortment of brushes, including the famous Loonen's goods. The attention of the trade is called to their advertisement on another page. The merchant making his Spring trip to Toronto will find a look through their sample-room full of interest. Their catalogue is now being "put through" and they invite dealers to have their names placed on the mailing list by dropping a card.

NEW PEN BLOCK.

As a companion piece to the large range of genuine cut and pressed glassware which was partly illustrated in last month's issue, The Brown Brothers, Limited, are now showing a most unique article in the shape of a cut-glass pen block, which is a decided



improvement over the old style of pen tray and is meeting with a ready sale. The demand is also well maintained for the old style of trays. This block, used in connection with any of the "Crystal" inks, makes a very chaste library or office set.

A DEPARTURE IN LEAD PENCILS.

But, by far the most complete departure from the "regular run of things" in the trade is in the matter of lead pencils. Of course, everyone uses a lead pencil, and nearly everyone uses an erasing rubber. Undoubtedly the most convenient place you could have the rubber is on the end of the pencil, and in the past this has only been possible in the cheaper and medium qualities of pencils, and then in one or two degrees only, but this order of things is no more, and now The Brown Brothers, Limited, are showing what is known by the

This new era in the manufacture of lead pencils will undoubtedly prove a great boon to users generally, but more particularly for academic uses, architects and draughtsmen.

ADDITION TO "DIMITY" STATIONERY.

Buntin, Gillies & Co., of Hamilton, report continued popularity of their "Dimity" stationery. The sale for this line has been unprecedented, and shows no sign of waning; in fact, the firm have trouble in keeping up with the orders. A new color of an exquisite azure tint is now being made and will shortly be added to the line.

NOVELTY IN PASTE JARS.

The Brown Brothers, Limited, are also offering a decided improvement in paste jars. This new style is known as Davids'

Perfection; the water well is detachable and can be easily taken out for cleaning or refilling with water. The design of the cap is one of its strong recommendations, for, unlike its many competitors, it is of sufficient diameter to afford plenty of leverage to remove it easily, even though it should become slightly clogged through over careless using. These are made in two sizes, 5 and 8 oz.

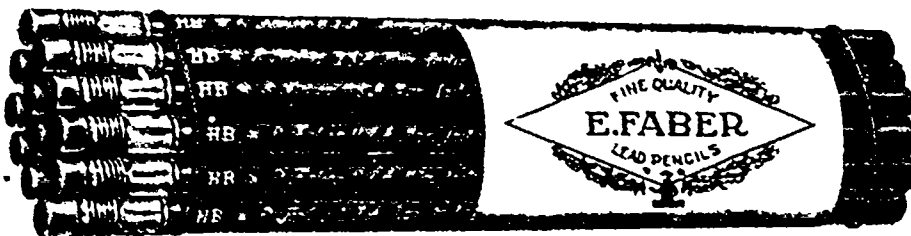
The demand for these recently exhausted the Winter stock, necessitating the bringing on of a quantity per express, that being the only way to ship it safely during the recent severe weather.



be noted this season is that there is a bigger range of articles in the way of presents for gentlemen. This was a point which some dealers had asked to be kept in view, and this suggestion has accordingly been followed out.

CORONATION LINES FOR TOURISTS.

There is likely to be quite a call this year for Coronation goods, and this feature of the trade is to be catered to by Warwick Bros. & Rutter with an attractive and well-gotten-out line of pads, papeteries and playing cards. There is to be a handsome design embossed on each sheet of the pad. The design is a brilliant reproduction of the Imperial Crown of Britain with crossed swords underneath, and done in red and gold, the whole effect being extremely handsome. In the notepaper line, the same idea is worked out, and it can hardly



A NOTABLE IMPORT LINE.

trade generally as a "Polygrade" pencil by the well-known maker, Eberhard Faber, made in 13 degrees, from B to six H, with a handsome gilt tip and rubber, the lead being of a beautifully-smooth, even quality.

As the trade are aware, Warwick Bros. & Rutter always show each year a very fine line of import fancy goods, and they make it a point to wait for the latest things which

**ABOUT
IMPORT
FANCY
GOODS**

**Photo Albums
Photo Frames
Scrap and Autograph Albums
Work Boxes
Leather Tapestry
Celluloid Boxes, etc.**



OUR various travellers are now on the road with Import Samples. We are sure you will be deeply interested in viewing our lines, and that it will be greatly to your advantage to do so. This year our Import Goods are exceptionally fine and choice, and will, without any doubt, prove splendid sellers. Many new, novel and beautiful designs. Everything attractive.

Ornaments and Bric-a-Brac

Mirrors (Hand and Fancy)

Toilet Brushes

Toilet Cases

Rubber Dressing Combs
(With Your Own Imprint)

Japanese China

Leather Travelling Cases

Art Pottery

Purses, Chatelaine Bags

Dolls, Etc.

146-148 FRONT ST. W.

NERLICH & CO. TORONTO.

Opposite Union Station.

NOTES FOR THE STATIONER Continued.

fail to attract a great deal of custom. Part of the Coronation trade, and a very considerable part, will undoubtedly be done in playing cards, and Warwick Bros. & Rutter propose to handle an English line of cards of a decidedly attractive design. They will have the head of King Edward and the head of Queen Alexandra on the backs, and will be either put up in individual cloth boxes, stamped on the outside, or in cases containing one of each design, both in cloth and fancy leather. It may be noted as a significant fact by the trade that already heavy orders have been booked for these cards, especially in quarters where a good tourist trade is done. In fact, from more than one of these quarters orders for cards were enormous. The chances are that practically every American tourist will want to take back a pack of these cards with him next Summer as a memorial of Coronation year.

IMPORT GOODS FOR STATIONERS.

Regarding import fancy goods, The Copp, Clark Co. intimate to the trade that they expect to be ready in two or three weeks' time with all their lines. This year they expect to make a specialty of lines particularly suited for stationers as distinguished from fancy goods dealers, and in accordance with this policy the range of photograph albums, autograph and scrap albums, photograph frames, inkstands, etc., will be found particularly strong. This policy of concentrating effort on stationery goods enables them to show a great many more samples and altogether a better line. For instance, one line of frames which will be new to the Canadian trade are mirror frames, consisting of heavy plate glass decorated with mother-of-pearl, etc. These are mainly 25 and 50c. goods. There will also be noted hand-painted frames and plaques. The ranges of Christmas cards and calendars are bigger than ever, and, in addition to the well-known manufacturers whom The Copp, Clark Co. already represent in these lines, they have also been appointed agents in Canada for the goods of The Art Lithographing Co., of Munich and New York. As to calendars, there will be shown something very special in the way of job lines. The designs are very nice; in fact, quite as good as new designs, but the prices are away down.

CORONATION STATIONERY.

The Copp, Clark Co. announce an exclusive line of Coronation stationery, comprising exercise books, scribblers and pads. These goods will be ready this month, while later on they will show the paper and envelopes under the registered name



DOLL DISPLAY AT ROBINSON & CO.'S, WINNIPEG
Trimmed by P. J. Dillon.

"Coronation," and these will be gotten up with all the usual taste for which this firm are noted. The cover design, which will set off these goods is a handsome cut of the King in robes, with a background formed by the Union Jack and at each corner the shields of one of the most important colonies. The printing in colors will enhance the beauty of the design.

NEW STATIONERY.

Some fresh and artistic papeteries are announced this month by The Copp, Clark Co. This house has an enviable reputation as manufacturers of stationery, and they are not a whit behind their record with these new goods. There is now coming out a fancy-boxed notepaper called "Lingerie." This has a linen cloth finish and will be shown in five tints, namely, white, grey,

pink and two shades of blue. The same firm are also showing four new lines of papeteries in the Salisbury size. They are beautifully boxed, the designs on the cover being embossed. The paper has the "Lingerie" finish just mentioned above, and each papeterie has a distinct tint; for example, "Beaumaris" is dark blue, "Noyon Linen" is white, "Lyon" is light blue and "Lothringen" is grey. Four new lines of pads are the "New Style," the "Marlborough," the "Duchess" and the "Orleans." These come in the different sizes, and the cover design is embossed in gold and colors.

G. W. Staton having retired from the firm of T. J. Moore & Co., books and stationery, Quebec, Mr. Moore will continue business under the same style.

ADVERTISING in WESTERN CANADA
 will be Carefully, Efficiently, and promptly
 attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

The Canadian-American Music Co., Limited,
 No. 15 King Street East, TORONTO, ONT.

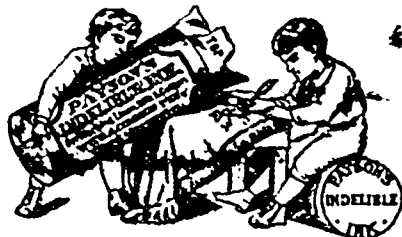
General Canadian Agents for White-Smith Music Pub
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 Harms & Co., F. T. Paull Music Co., L. Spaulding
 F. A. Mills.

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 leges, Convents, or Teachers. Send for Trade
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RUBBER STAMPS
 MONOGRAMS, SEALS,
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 Awarded Diploma at Toronto
 Exposition, 1901.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses
 in the Dominion.
 Received Highest Award Medal and Diploma at Cen-
 centennial, Philadelphia, 1876; World's Fair, Chicago, 1893,
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are to be secured by using the Copying
 Tissues made at the famous Centennial
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 SINGLE 1000 2 1/2 to
 HEAVILY GUMMED DIE CUT.
 Finest Work Any Shape, Style or
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ALEX. PIRIE & SONS,
 Limited
PAPERMAKERS

Mills: ABERDEEN, SCOTLAND.

In existence over a century and a half
 A specialty is

Bond Papers

of the very highest class; unexcelled for
 strength and durability. Stocked in all sizes,
 colors and weights

THE C. G. YOUNG CO.

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 AND SUPPLIES**

No. 1 Adelaide Street East - Toronto

**Andrew Whyte &
 Son, Limited**

**Wholesale, Export and
 Manufacturing Stationers**

Bothwell Works

Edinburgh,
 Scotland.

Also at

Glasgow, and
 London.

Flat Papers
 of all grades
 in Canadian
 sizes.

Printers' and
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**Note Papers,
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 Blank Books.**

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"Annandale Polton" Papers:

**POLTON
 AIR-DRIED
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In
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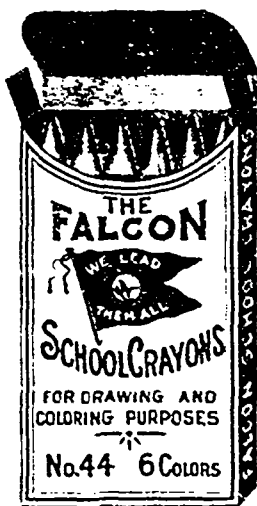
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 PATENT LEDGER
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The Library Note: Our new high-grade
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has been our aim. We
 can please you with more styles
 and varieties than any other manu-
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 of our special leaders. We will
 display from week to week, the
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New York Salesroom,
 341-343 Broadway,
 F. G. THORN, Manager.

509-517 Eastern Ave.,
 Lynn, Mass., U.S.A.

BEST SELLING BOOKS OF THE PAST MONTH.

As Reported by Leading Canadian Retail Dealers.

BELLEVILLE

1. "The Man from Glengarry," by R. Connor Briggs
2. "Right of Way," by G. Parker Copp
3. "Maretta," by F. M. Crawford Copp
3. "Johnnie Courteau," by W. H. Drummond Putnam
5. "Kim," by R. Kipling Morang
6. "The Lion's Whelp," by A. E. Barr Briggs

BRANTFORD

1. "Right of Way," by G. Parker Copp.
2. "The Man from Glengarry," by R. Connor Briggs.
3. "Lazarre," by M. H. Catherwood McLeod
4. "Mark Everard," by K. Magee McLeod
5. "The Young Barbarians," by Ian Maclaren Copp
6. "Road to Frontenac," by S. Merwin Copp

CHARLOTTETOWN

1. "The Man from Glengarry," by R. Connor Briggs
2. "The Eternal City," by H. Caine Morang
3. "The Crisis," by W. Churchill Copp
4. "Right of Way," by G. Parker Copp
5. "Dri and I," by I. Bacheller Briggs
6. "Kim," by R. Kipling Morang

GODEFRICH

1. "The Man from Glengarry," by R. Connor Briggs
2. "Maretta," by F. M. Crawford Copp
3. "Right of Way," by G. Parker Copp
4. "Lion's Whelp," by A. E. Barr Briggs
5. "Graustark," by G. R. McCutcheon McLeod
6. "Johnnie Courteau," by W. H. Drummond

GUELPH

1. "The Man from Glengarry," by R. Connor Briggs
2. "Right of Way," by G. Parker Copp
3. "The Eternal City," by H. Caine Morang
4. "Lazarre," by M. H. Catherwood McLeod
5. "Maretta," by F. M. Crawford Copp
6. "Kim," by R. Kipling Morang

EASTER GOODS.

There is a steady increase in the trade in Easter specialties. Easter cards are more artistic each year with consequent enlargement of the business, and besides these, china Easter eggs in a wide range of designs, are good-selling lines. Easter this year comes on Sunday, March 30, so that there is not much time to delay in ordering supplies. We note that The Copp, Clark Co. have issued a useful price list and circular, giving particulars and prices of all these Easter goods. It might be well to send for it.

In our last issue in reporting the remarks of Mr. W. P. Gundy, of W. J. Gage & Co., Limited, in presenting the resolution on copyright to Hon. D. Mills he was made to speak of 25,000 books imported into Canada from the United States under the head of fiction books and sheets. Of course, this should have been "fiction, books in sheets," and the error was not Mr. Gundy's.

MONCTON

1. "The Man from Glengarry," by R. Connor Briggs
2. "Right of Way," by G. Parker Copp
3. "The Eternal City," by H. Caine Morang
4. "Dri and I," by I. Bacheller Briggs
5. "Sir Richard Calmady," by L. Malet, Dodd
6. "Johnnie Courteau," by W. H. Drummond Putnam

MONTREAL

1. "Sir Richard Calmady," by L. Malet, Dodd
2. "The Benefactress," Copp
3. "Maretta," by F. M. Crawford Copp
4. "Last of the Knickerbockers," by H. Viele McLeod
5. "Angel," by B. M. Croker
6. "T'Raeca Queen," by T. Wilson

OTTAWA

1. "The Man from Glengarry," by R. Connor Briggs
2. "Right of Way," by G. Parker Copp
3. "Shoes of Fortune," by N. Munro Copp
4. "The Benefactress," Copp
5. "In the Forest,"
6. "Sir Richard Calmady," by L. Malet, Dodd

PETERBOROUGH

1. "The Man from Glengarry," by R. Connor Briggs
2. "The Eternal City," by H. Caine Morang
3. "Right of Way," by G. Parker Copp
4. "The Young Barbarians," by Ian Maclaren Copp
5. "Richard Carvel," by W. Churchill Copp
6. "The Crisis," by W. Churchill Copp

STRATFORD

1. "The Man from Glengarry," by R. Connor Briggs
2. "Mistress Barbara," Langton
3. "Dri and I," by I. Bacheller Briggs
4. "The Crisis," by W. Churchill Copp
5. "Young Barbarians," by I. Maclaren Copp
6. "Doom Castle," by N. Munro Copp

ST. CATHARINES

1. "The Man from Glengarry," by R. Connor Briggs
2. "Right of Way," by G. Parker Copp
3. "The Eternal City," by H. Caine Morang
4. "Her Majesty's Minister," by J. Stewart Copp
5. "Maretta," by F. M. Crawford Copp
6. "Brief Biographies," by Rev. J. O. Miller

ST. JOHN, N.B.

1. "The Man From Glengarry," by R. Connor Briggs
2. "The Crisis," by Churchill Copp
3. "Ruling Passion," Copp
4. "The Cavalier," by G. W. Cable Copp
5. "The Eternal City," by H. Caine Morang
6. "Maretta," by F. M. Crawford Copp

TORONTO

1. "The Right of Way," by Parker Copp
2. "The Man From Glengarry," by R. Connor Briggs
3. "Maretta," by F. M. Crawford Copp
4. "Last of the Knickerbockers," by H. Viele McLeod
5. "Kim," by R. Kipling Morang
6. "Tarry Thou Till I Come," by G. Croly Briggs

VANCOUVER

1. "The Man from Glengarry," by R. Connor Briggs
2. "The Right of Way," by G. Parker Copp
3. "Maretta," by F. M. Crawford Copp
4. "Kim," by R. Kipling Morang
5. "The Eternal City," by H. Caine Morang
6. "Circumstance," by W. Mitchell Copp

VICTORIA

1. "The Man from Glengarry," by R. Connor Briggs
2. "Right of Way," by G. Parker Copp
3. "Maretta," by F. M. Crawford Copp
4. "Benefactress," Copp
5. "Kim," by R. Kipling Morang
6. "Eternal City," by H. Caine Morang

WINNIPEG

1. "The Man from Glengarry," by R. Connor Briggs
2. "The Right of Way," by G. Parker Copp
3. "Lives of the Hunted," by E. Seton-Thompson Morang
4. "Maretta," by F. M. Crawford Copp
5. "The Lion's Whelp," by A. E. Barr Briggs
6. "Circumstance," by W. Mitchell Copp

CANADIAN SUMMARY

- | Points. | Points. |
|---|---------|
| 1. "The Man from Glengarry," by R. Connor | 146 |
| 2. "The Right of Way," by Gilbert Parker | 106 |
| 3. "Maretta," by F. Marion Crawford | 63 |
| 4. "The Eternal City," by Hall Caine | 51 |
| 5. "Kim," by Rudyard Kipling | 29 |
| 6. "The Crisis," by Winston Churchill | 25 |

"CROWN VELLUM"

The newest and smartest line of social note-paper bids fair to become a record breaker in sales—snow white—vellum finish—two sizes—small and large. Progressive dealers write us for samples—it will please you.



Spring 1902

F. & E. W. KELK announce to the Trade that all their Spring Lines are ready for sale, comprising

a complete line of the undermentioned goods. Everything new and up to date. Samples and quotations gladly sent on application :

Marbles	I. R. Balls	Base Balls	Cricket Balls	Base Ball Bats	B.B. Gloves
Lacrosse	Tennis, Croquet	Squeak Balloons	Fireworks	Hammocks	
Fans	Easter Toys	Easter Eggs	Easter Novelties	China Egg Cups	
Wood Tops	Boats	Seaside Shovels	Garden Setts	Seaside Pails	Coronation Novelties

See our new line of Seaside Tinware | Cups and Saucers, Water Cans, Pails, Mugs, Banks, all with Coronation Pictures. Made in Tin.

These with Easter Novelties are having a great sale. We would be glad to send you a few samples. All our import DOLLS are now ready, the best line we ever had. When in city would be glad to have you call.

F. & E. W. KELK, ⁷⁶ York St., Toronto

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 BARRISTERS, SOLICITORS,
 NOTARIES PUBLIC, Etc.
 9 Toronto St., Toronto.
 CAPITAL FURNISHED TO AID
 INDUSTRIAL CONCERNS.
 Representatives in London, Liverpool,
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 cago, and New York, and Paris, France.
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 IN SIX NUMBERS.
 Graded for all kinds of Writing.

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ASSURANCE COMPANY

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Capital - - - \$2,000,000.00
 Assets, over - - - 2,900,000.00
 Annual Income - - - 8,000,000.00

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Hos. Geo. A. Cox, President. J. J. Kenny, Vice-President
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We are the oldest Manufacturers of :: **STYLO. AND FOUNTAIN PENS** in Great Britain.

Have been over 20 years in the line and should know something about it. We believe that we can supply Canada with these goods and show an advantage in price and quality over any other house. To this end we solicit correspondence from leading buyers, and should be pleased to arrange district agencies on advantageous terms. If our patterns are not right for your market, we will make up any style or size to suit requirements. The pen illustrated below is our latest success. No. 70, with 14 carat gold nib and double feed.



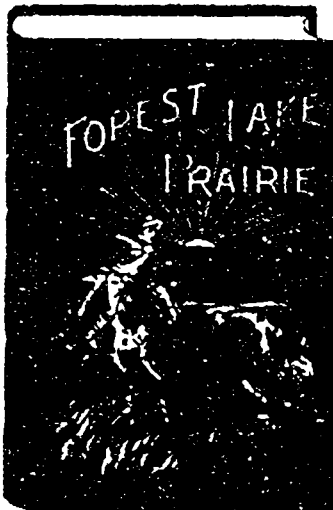
We could supply these to jobbers (in lots of not less than one gross), boxed complete, with your own imprint if desired, at 48 cents each, free London, Eng., less 5 per cent. for cash within 30 days of invoice.

BURGE, WARREN & RIDGLEY, 91 & 92 Great Saffron Hill, LONDON, E.C., ENG.

Books of the Month.

MR. F. CLIFFORD SMITH, author of "The Lover in Homespun," "A Daughter of Patricians," etc., has written another volume of short stories entitled "The Fencing Master," which will be published in London by T. Fisher Unwin. The English reviewers most favorably commented upon Mr. Smith's last story, "A Daughter of Patricians."

A second edition of Rev. John McDougall's "Forest, Lake and Prairie" is in the press. In this volume Mr. McDougall relates his experiences when, in 1860, a lad of 16 he accompanied his father, the heroic



missionary, Mr. George McDougall, to the far West. Mr. McDougall has since continued the relation of his experiences in two other volumes, "Saddle, Sled and Snowshoe" and "Pathfinding on Plains and Prairie," and intends to prepare further volumes. Those containing his experience in the Riel Rebellions of 1869-70 and of 1885 should be of special interest. The records of the pioneers are welcome, and will increase in value as the years go by.

Dr. Chas. Morse, Ottawa, writes: "Mr. J. P. Mowbray took all nature-loving hearts captive in the gentlest possible way by his delightful "Journey to Nature," published in the early part of last year, and, before that year ended, he established his sovereignty beyond challenge by the publication of "The Making of a Country Home." Mr. Mowbray stands alone in the literature of to-day. He is the interpreter of that compelling desire to get back to the land which is even now stirring the minds of men jaded

with the increasing fret and jar of modern urban life, and which is destined in this new century to restore the shattered equilibrium in the correlation of the forces of commerce and agriculture."

Miss Wilkins, the author of "The Portion of Labor" and a dozen other delightful books of New England life, has recently been married to Dr. Charles Manning Freeman, and has gone to Metuchen, N.J., to live. Dr. Freeman, although he graduated from Jefferson Medical College with high honors, does not practise medicine. He is a wealthy business man. He first met Miss Wilkins at the home of Mr. Henry M. Alden, the editor of Harper's Magazine.

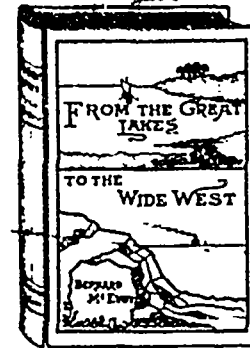
G. A. Henty, the "boys' author," although he has reached the allotted span of threescore years and ten, is contemplating a lecture tour in America. It would be well to limit the admission to boys only, for what boy who has read the Henty stories (are there any who have not?) but would go without his meals for a day rather than miss seeing and hearing the author?

A new Corelli story will appear during the coming Summer. Miss Corelli herself is little known by the public; she has the greatest aversion to being made the subject of personal remarks, desiring to be known through her work alone. Her origin, her family, her religion, are mysteries, and the gossip-loving public are not made acquainted with her methods of work. It may be said, however, that those who have seen Miss Corelli in her home have found her an exceedingly pleasant, unpretentious person, possibly a trifle careless as to such matters as dress, and with a single vanity of liking to display a rather good contralto voice. Miss Corelli recently lectured before the Edinburgh Philosophical Institution, and was described as being "rosy and pleasant-looking, with fluffy hair." We suppose we must be content with this until such time as she ventures to visit the United States and becomes a prey to the American reporter.

A graphically written and splendidly illustrated narrative of the recent tour of the Duke and Duchess of Cornwall and York around the world will shortly be placed on the Canadian market. The title, "The Queen's Wish," is a happy tribute to

the wise thought of the good Queen Victoria that suggested this extended tour of the British dominions.

We are glad to learn that Mr. Bernard McEvoy has put into shape for publication in book form the delightful series of letters contributed by him to The Mail and Empire during his recent extended trip through Western Canada.



The volume is entitled "From the Great Lakes to the Wide West." William Briggs has the work in hand, and will issue it in his best style, illustrated plentifully with picturesque scenes—new

plates from recent photos—along the route across continent. Mr. McEvoy writes with the easy, sprightly style of the practised journalist; he possesses the eye of a keen observer, and the faculty, rare enough, and therefore all the more to be valued, of giving things their proper proportion. As might be expected, the touch of the poet is frequently in evidence, especially in the many exquisite passages descriptive of the scenery witnessed en route. A vein of light humor runs through all the chapters, greatly enhancing the reader's enjoyment. Certainly no volume since Principal Grant's "Ocean to Ocean" was published gives anything like so engaging a picture of Canadian travel. Its value can scarcely be over rated as a capable estimate and description of Canada's great Western heritage.

A book which, since its publication last year, has shown a steady growth in popularity, and bids fair to take its place among the "immortals" of literature, is Croly's powerful historical romance, "Tarry Thou Till I Come." Already it has reached an issue of 170,000 copies in the United States, and the publishers there confidently look for an even larger sale this year than that of last. General Lew Wallace claims it as one of the "six greatest novels in the English language," classing it with "Ivanhoe," "The Last of the Barons," "Jane Eyre," "The Tale of Two Cities" and "Hypatia." Edwin Markham, author of "The Man With the Hoe," declares it to be "one of the greatest historical novels of the world." Hubert H. Bancroft affirms, "There is nothing like it in all literature. It is sublime." The Canadian public have been scarcely as quick to appreciate the worth of the book as their American

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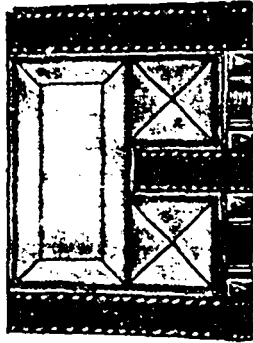
The setting of the story, the time-old English house, its erratic, shrewd and kind mistress, the various English and American guests, and the Marquis, before whom all wish to appear to the best advantage, all are cleverly drawn, and are admirable foils for the simple, unobtrusive beauty of the womanly heroine.

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The Importers' Guide.

A hand book of advances of sterling costs in decimal currency from one penny to 1000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 48 yards; by R. CAMPBELL and J. W. LITTLE. Cloth, 7c., leather, \$1.00.

The Canadian Customs Tariff

Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian Treaty, extracts of Canadian Customs Act, Sterling Exchange, France, German Bismarck, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Caps vs. cloth. Price, 50c.

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BOOKS OF THE MONTH—Continued.

cousins, but the issue here has now reached 3,700 copies, and the publisher, William Briggs, looks upon this as but the beginning of the sale. In the United States, the clergymen are preaching sermons from it, forming reading circles to study it, and urging their people to purchase the story.

A new story by Frank T. Bullen, entitled "The Apostles of the South-east"—a vivid picture of mission work in the slums of London—will shortly be published.

A Canadian edition of Joseph Hocking's new story, "Greater Love," is to appear this Spring.

Among the forthcoming books of this year a new one by Miss Laut, "The Story of the Trapper," will attract special notice. The remarkable success of "Lords of the North" created a large and expectant constituency of readers for any further productions of Miss Laut's clever pen. This new story, or rather collection of stories, of the wild creatures of forest and stream and their tireless pursuers, the hunter and trapper, is now running as a serial in *Outing*.

An exceedingly well written and interesting history of the first Canadian contingent from the pen of a participant, Lieutenant W. Hart-McHarg, of the Rocky Mountain Rangers, and a sergeant in "A" Company of the Royal Canadian Regiment, is now in the press, and will be published in March with the title "From Quebec to Pretoria." The author passed through the entire campaign, and accompanied the detachment that, under its gallant commanding officer, Colonel Otter, visited England and was reviewed by the Queen. He proved himself an intelligent observer, and in his relation of his own experiences and the doings of the regiment writes in an easy, pleasing style that holds the reader's attention from first page to last. A fine series of sketch maps enables one to follow the movements of the regiment and its position in the several engagements in which it took part.

A new story by Henry Harland, author of "The Cardinal's Snuff-box," with the title "The Lady Paramount," will be issued in a Canadian edition this Spring.

Two new stories by Miss E. Nisbet (now Mrs. H. Bland) will be published in March. The one is entitled "Treasure Seekers: Adventures of the Bastable Children in

Search of a Future"; the other, "The Wouldbegoods."

William Briggs has made arrangements to carry an extensive stock of the publications of Messrs. T. & T. Clark, of Edinburgh. This well known house have the reputation of leading in all lines of theological and philosophical literature. Their output of valuable and important works is very large.

William Briggs' travellers will show the trade this Spring samples of the Temple Bible, published by J. M. Dent & Co. in dainty little volumes. The works of Genesis, Leviticus, and St. Matthew and St. Mark (the latter two in one volume), are now ready. Each book of the Bible is edited, with an introduction, by some distinguished Biblical scholar. These useful little volumes will have undoubtedly a very large sale. They sell in cloth at 35c. and in leather at 50c.

The Macmillan Co., New York, announce a new book by Professor Goldwin Smith, of Toronto, entitled "Commonwealth or Empire," in which recent territorial expansions by the United States seem to point to a change in the character, institutions and relations of the republic. Professor Smith takes a birdseye view of recent political, social and commercial tendencies, not confining himself wholly to America. He seeks, generally, for the causes of such tendencies, and also for their results.

Mr. George N. Morang, the well-known publisher, has returned from New York, where he has made an important arrangement with that world-known firm, The Macmillan Co., to have the exclusive control of their books in Canada. For some time, Mr. George P. Breit, the president of The Macmillan Co., has had it in mind to make a considerable extension of the firm's Canadian business, which is already considerable. He has now decided to do it through the firm of George N. Morang & Co. The conclusion he has arrived at is a testimony to the fact that Canada is no longer a negligible quantity in bookselling matters, and to the live energy which has been displayed by Morang & Co. in the publishing business. The Macmillan house publishes a list of books which is second to none, and their catalogue rises to the proportions of a comprehensive volume. Their new arrangement with regard to their Canadian trade will be an assistance to local industries, inasmuch as a considerable number of the books will be printed and bound in Toronto. Practically speaking, the move is in a great measure equivalent to a big New York

house starting a branch business in Canada. Mr. Morang is to be congratulated on this distinctly enterprising achievement.

The King and Queen and the Prince and Princess of Wales have accepted copies of the standard edition of the Book of Common Prayer issued by the Cambridge University Press. This is the large 8vo edition intended for church use, and printed in great primer type. It includes all the recent amendments and the new Accession Service, and is issued in many varieties of choice bindings.

Mary Johnston's "To Have and to Hold" had a fine sale in Canada, and the announcement of a new book by the same author is promise of another success. "Audrey" is its title, and the date of publication has had to be postponed until February 26, owing to the very large edition necessary to supply all the advance demands pouring in. Geo. N. Morang & Co., who will handle Miss Johnston's new book, have just issued an edition of "A Modern Antæus," by the author of "An Englishwoman's Love Letters." This is a wonderfully strong story of a human life, beautifully written, and altogether a literary achievement.

The editions in paper covers issued by the Copp, Clark Co. of the two novels "Marietta" and "The Benefactress" have been welcomed by the trade, who have found them to be excellent sellers. "Marietta" is a story which is bound to take with a wide circle, because it is not only excellent as a story of absorbing interest but its literary workmanship will commend it to the best class of readers. The same may be said of "The Benefactress," which is remarkable for the half cynical humor and keen insight into German social life, which have been exhibited in previous works by the mysterious authoress of "Elizabeth and Her German Garden."

On March 1 the Copp, Clark Co. propose to issue in paper an edition of "The Right of Way," by Gilbert Parker. This book has had an astonishing sale, not only in the United States, but in the native country of the author. Probably it is the most powerful book which Mr. Parker has ever written, and its dramatic intensity takes possession of the reader completely. The remarkable success of the book in the cloth edition points to a very large sale in paper.

A. G. Clarke, photograph supplies and stationery, St. John, N.B., is offering to compromise at 30c. on the dollar.

BEST SELLING MUSIC.

ACCORDING to The Anglo Canadian Music Publishers' Association, Limited.

the musical comedy *Florodora*, book by Owen Hall, and music by Leslie Stuart, is very popular, and the best-selling pieces of music for the month, all of which are contained in that opera, are as follows:

1. "The Shade of the Palm", song.
2. "Tell Me Pretty Maiden", vocal duet.
3. "The Queen of the Philippine Islands", song.
4. Waltz—piano.
5. *Lancers*—piano.
6. March—piano.

And The Canadian-American Music Co., Limited, say that for the month the best-selling are the following:

1. "We Met in Lovers' Lane", song from Dolly Varden
2. "We're All Good Fellows", song from the *Chaperones*
3. "A Little Boy in Blue", song, by Brown.
4. "The Donkey's Laugh", instrumental, by the author of "The Mosquitoes' Parade"
5. "Zamona", instrumental, intermezzo, by the author of "Salome."
6. "In the Good Old-Fashioned Way", song by Harris, author of "After the Ball."

THE IMPROVED PHONOGRAPH.

THE problem of how to reproduce on the phonograph or graphophone the most delicate and sensitive sounds has for years been baffling the efforts of inventors and manufacturers. Various articulate and articulate sounds, it is true, could be reproduced in sufficient variety to enable the machine to talk and sing in an unnatural high-pitched key. Anyone who has heard the phonograph knows that there was room for a great improvement. Thomas A. Edison, known everywhere as the "Wizard" has been experimenting on this question for years and has finally succeeded in exactly reproducing the sounds as spoken. This has involved the getting out of a new set of records of a different pattern from those now in vogue, and also a reproducer gotten up on a new principle. These will reproduce the most delicate sounds. They will be on the Canadian market for the first time about March 1, and will be obtainable only at the R. S. Williams & Sons Co., Toronto, who have also been the sole and exclusive Dominion agents for Edison phonographs for a number of years. This firm also carry a full stock of high-class musical instruments of every style and class from pianos and organs down to violins, flutes and mouth organs. They are the exclusive manufacturers in Canada of guitars, mandolins, and violins. Every part of a musical instrument is carried in stock by this firm.

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FORTHCOMING VOLUMES—Fiction,

(JANUARY—SEPTEMBER, 1902)

- The Mill of Silence.* By Bernard Capes.
The Mission of Margaret. By Adeline Sergeant.
Houses of Ignorance. By Frederic Carrel.
A Daughter of England. By May Crommelin.
The Green Turbans. By J. Maclaren Cobban.
Woman—The Sphinx. By Fergus Hume.
Something in the City. By Florence Warden.
A Beautiful Rebel. By Ernest Glanville.
Dwellers by the River. By Mrs. Campbell Praed.
The Diamond of Evil. By Fred. Whishaw.
A New Novel. By J. E. Muddock.
A Woman's No. By Mrs. Lovett Cameron.
The Courtship of Sarah. By Sarah Tytler.
A New Novel. By Lucas Cleve.
The Investigators. By J. S. Fletcher.
The Court of Destiny. By G. G. Chatterton.
- Zealandia's Guardian.* By William S. Walker ("Coo-ee"). Illustrated.
The Future of Phillis. By Adeline Sergeant.
An Unwise Virgin. By Mrs. Coulson Kernahan.
In the Shadow of the Purple. By George Gilbert.
- Rarely, if ever, has there been such a complete unveiling of the real life of a royal personage as in these authentic annals, in the form of a romance, of the entire career of George the Fourth, from his boyhood to his pathetic death. The book, from its nature, is likely to cause much discussion, and to have a very large sale.*
- As Caesar's Wife.* By Mrs. Aymer Gowing.
Pick-Me-Ups. By Nathaniel Gubbins.
Letters to Dollie. By Keble Howard. With 82 Illustrations by Tom Browne, R.I., R.B.A.

General Literature.

The King's Race Horses. A Review of the Connection of Edward VII. of England with the National Sport. By Edward Spencer (Nathaniel Gubbins), Author of "Cakes and Ale," "The Great Game," etc. With a New Portrait of the King in Colours and Sixteen other Illustrations.
In view of the Coronation and all things appertaining to Royalty this book is certain to be in much request. The Publisher is, therefore, preparing a very large Edition.

Volumes Recently Published—FICTION.

(OCTOBER—DECEMBER, 1901)

- The Curse of Eden.* By the Author of that immensely popular Book, "The Master Sinner."
The Real Christina. By Lucas Cleve.
An Ill Wind. By Mrs. Lovett Cameron.
The Lovely Mrs. Pemberton. By Florence Warden.
The Golden Spur. By J. S. Fletcher.
The Diva. By Annie Thomas (Mrs. Fender Cudlipp)
A Social Pretender. By Winifred Graham.
- The Lords of Life.* By Desso Dill
In the Blood. By William S. Walker ("Coo-ee"). (Sixteen Illustrations.)
A Man of Iron. By J. Morgan-de-Groot
Blue Bonnets Up. By Thomas Pinkerton.
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Papa, Limited. By W. Carter Platt. With Forty Illustrations by the Author. A Book of Humour.

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The Wooing of Monica. By L. T. Meade.
A Difficult Matter. By Mrs. Lovett Cameron.
The Eye of Istar. By William Le Queux.
The Mystery of Dudley Horns. By Florence Warden.
- The Bishop's Secret.* By Fergus Hume
The Crave of Christina. By Mrs. Lovett Cameron.
The Bohemian Girls. By Florence Warden.
The Veiled Man. By William Le Queux.
The Crimson Cryptogram. By Fergus Hume.
A Passing Fanny. By Mrs. Lovett Cameron.
Kitty's Engagement. By Florence Warden.

Forthcoming Volumes, 1902.

- A Cabinet Secret.* By Guy Boothby.
The Sin of Jasper Standish. By "Rita."
The Mystery of M. Felix. By R. L. Farrow.
A Traitor in London. By Fergus Hume.
- Bitter Fruit.* By Mrs. Lovett Cameron.
Mrs. Musgrave and Her Husband. By Richard Marsh.
Our Widow. By Florence Warden.

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Montreal Book Trade.

From Our Own Correspondent

Montreal, February 8.

THE holiday book trade was a most gratifying one from more than one point of view. The quantity of books sold was fully up to the standard of former years, though it can hardly be said to have shown any marked improvement. But the quality gave cause for rejoicing. People seemed to have suddenly acquired a taste for artistically-made books, and the very finest bindings went well.

It is a good thing for the bookseller when the public give attention to the mechanical side of books, as well as to their literary merits. It is to be hoped that this feature of the trade will remain with us. One or two dealers who go in for only a certain class of books, and those of the finest make, had a very merry Christmas in 1901.

The present season is, however, not usually a good one for the sale of books, and this month is no exception to the rule, though a few of the old favorites and one or two new ones are in demand.

"A Fool's Year," by E. H. Cooper, is one of Appleton's Town and Country Series which has taken pretty well. It is only bound in paper. Another paper-covered is "A Man of Millions," by S. R. Keightley, author of "The Cavaliers," etc. It is one of Cassell's Colonial Library. George Moore's "Sister Teresa" is a new book which looks as though it were going to be a more than ordinary success.

A handsomely bound and printed book is "Our Devoted Friend, the Dog," by Sarah Knowles Bolton. It deals with the habits, characteristics and lovable qualities of dogs, all exemplified by many interesting stories. It is well illustrated from photographs from life. The cover design is an exceptionally attractive one, made up of the head of a magnificent St. Bernard, photographed from life, the lettering and the rest of the design being in gold. The price is \$1.50, and all dog fanciers buy it on sight.

"Dames and Daughters of the Young Republic," by Geraldine Brooks, records the striking incidents in the lives of historic women of the United States. Mr. H. A. Ogden, who has long been famous for his pictures of colonial life in that country, has illustrated this book.

A few theological books that might be found successful in other places are mentioned here, not only because they have been selling very well, but because Wm. Drysdale & Co. seem to be the only dealers here who are handling them. One of them,

"What is Christianity?" by Dr. Adolph Harnack, has met with more success than this class of book usually obtains. The book consists of 16 lectures delivered by Dr. Harnack at the University of Berlin. They give a plain statement of the Christian religion as enunciated by Christ, and of the various phases which it has exhibited in the course of history. They embody in a popular form the matured views of one of the best of modern historians. The net price is \$1.75.

An "Illustrated Handbook to the New Testament," by Orello Cone, D.D., is another. All the books of the New Testament are treated as literature, and the explanations of them and the meaning of

to be carried in the pocket, though the contents are complete.

Mr. Renouf has recently published a series of schoolbooks on an entirely new plan. There is a series of graded readers, "Stepping Stones to Literature," that ought to be authorized for use in all Canadian schools. They commence with the alphabet. The illustrations are beautiful, many of them being three-color printings. Besides the printed letters, script in vertical handwriting is taught in these books. Another with colored illustrations is a treatise on English composition, teaching the first principles of English language and composition. Renouf's English Course are beautifully-made books. "Easy Exercises



MR. BERNARD McEVoy.

the authors is arrived at in accordance with grammatical and historical literature.

A much bulkier volume is "Pulpit Power and Eloquence," edited by F. M. Barton, and containing what are considered to be the hundred best sermons of the nineteenth century.

C. O. Beauchemin & Fils have brought out the "Dictionnaire de la Prononciation Moderne de la Langue Francaise," prepared by M. Victor Delahaye. Before this there was no really trustworthy French pronouncing dictionary, and the need of one, not only among students of that language, but also by French-speaking Canadians, who wish to acquire the true Parisian twist of the tongue, was very great. A glance over M. Delahaye's book is sufficient to convince one that it fills the bill. It has been published in small enough form

in English and Grammar" has been pronounced a mechanically perfect book. "Elements de Grammaire Francaise," by L. E. Lawless, and the "Progressive French Reader," by Curtis and Gregor, are also new books. A useful series is Renouf's English School Classics. They are paper-covered booklets, nicely gotten up, containing Lamb's Tales from Shakespeare, selected poems of Longfellow, etc.

Of a more advanced type, there are "Laboratory Manual of Mathematics and Dynamics," and "Elements of Infinitesimal Calculus," both by Prof. G. H. Chandler, of McGill University.

A new arithmetic, by Max Liebich, is an elementary schoolbook not yet authorized, which will be found very useful. It is filled with exercises, and is much different to the ordinary school arithmetic. C.G.H.

Western Trade Notes.

From Our Own Correspondent.

Winnipeg, February 1, 1902.

YOUR correspondent has been rather neglecting "The Bookseller" of late, owing to press of other matters. There has been nothing very striking to note, except, perhaps, the tremendous volume of the Christmas trade. Year by year people buy more books as gifts, and truly of all gifts a good book is the most acceptable. Heading the long list, was, of course, "The Man From Glengarry," by Ralph Connor. All sorts of amusing stories are told of the people, who, getting it as a Christmas gift, fell upon it and literally devoured it, not even the allurements of the Christmas dinner being sufficient to tear them away from it. Hundreds of copies of "Black Rock" and the "Sky Pilot" were also sold, and, in fact, the whole three books are selling right along every day. Winnipeg is immensely proud of Ralph Connor. All the world knows him as an author, but all the world does not know him as the Christian gentleman, taking a kindly interest in the happenings of his neighbors and his congrega-

tion, or taking a high stand on questions of public morality.

Gilbert Parker's "Right of Way" was largely purchased, and met with much favorable comment in the West. Seton Thompson's "Lives of the Hunted," was a popular gift book. An immense number of Hillis' books were bought, and small fancy editions of standard authors.

During the month of January all the bookstores have been more or less busy sending out library books for country Sunday schools and public schools. At most all the schools hold some sort of an entertainment during the Christmas holidays, the proceeds of which are devoted to the purchase of new libraries, and it is surprising the number of books that year by year go out within reach of the country homes. It is especially gratifying to note the gradual decrease of demand for such books as the Elsie series, E. P. Roe, Pansy, and the like, and the increased demand for good biography, travel and kindred subjects.

Judging from the supply of valentines coming into stock, the old custom is reviving to a great extent. There are some very pretty creations among these goods.

Winnipeg lost one of her great booklovers in the death of the late Very Rev. Dean O'Meara, D.D., LL.D. So many inquiries have come in as to what is to be done

with the books that the executors have decided to prepare a catalogue of all the theological, scientific, philosophical and portions of the biographical and historical books, with prices attached, and sell them by private sale, the catalogues being sent all through Manitoba and the West. Dean O'Meara was a scholarly man, and one of unusually broad sympathies, and though an ardent Churchman was often seen on public platforms with clergymen of other denominations, and more than once he has preached in the pulpits of churches other than his own.

Mr. F. Wallace Whitlock, of John Walker Co., London, England, is making his seventeenth annual trip to Winnipeg and the Coast.

E. C. H.

Walter Meal, the American representative of the celebrated Scotch paper making house of Alex. Pirie & Sons, Limited, sailed on January 23 for Vera Cruz and Mexico City. This firm's goods are well known and much in request in the Central American countries. Mr. Meal expects to return about the beginning of March, starting out immediately thereafter for his usual Spring visit to the Canadian trade.

Getting Ready For Business

Import Trade, 1902

Our travellers will take pleasure in showing for your inspection shortly, a splendid line of samples for Import. This year we are giving special attention to goods most suitable for the Stationery Trade.

Our Specialties Will Be :

Photograph Albums,
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Wait and see our new
line of Mirror Frames

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Medalions,
Inkstands,
Calendars.

The Above Lines in Great Variety.

THE COPP, CLARK COMPANY, Limited, 64, 66 Front St. West, **Toronto**

Wall Paper and Decorations.

A NEW WALL PAPER FACTORY.

SOME representatives of a small wall paper factory in the United States have been looking over the ground for a site to establish a factory at Niagara Falls, Ont., and are endeavoring to interest Canadian capital.

In the past five or six years several attempts have been made to organize a company to build a fourth wall paper factory in Canada, but all such attempts have failed, as it was never clearly shown that there is any room in Canada for a fourth factory.

The three wall-paper factories already established in Canada have facilities for turning out 25,000,000 rolls of paper per annum, and as the consumption of wall paper in Canada, including Canadian and imported goods, is under 12,000,000 rolls per annum, it is easy to see that the present factories are only running at about half their capacity. Under these circumstances, we hardly think there is room for a fourth wall-paper industry.

MODERN HOME DECORATION

Wall paper is the clothing of the house, and styles in wall paper change as frequently as styles in gowns, and it is equally true that a house decorated in colors or designs that are out of date is as incongruous as a woman of to-day in the garb of the year before last.

It costs so little now to have new paper put on the walls that neglect in this matter is almost inexcusable. Of course, the wall that was decorated the year before last and is still clean has all the virtues of the "poor but honest" variety, but, after all, it doesn't look as well as it might, and the new wall papers are so cheap and so artistic that the expense is hardly to be considered. The improved appearance, even the satisfaction derived from the change of color, are of much greater importance.

In the decoration of the house, the living room should be taken as the keynote, for there the family spend the most time, and the other rooms should be decorated accordingly, not necessarily in the same colors or style, but merely remembering that rooms opening one into the other should not present harsh contrasts of color. There are contrasts that are most pleasing.

POPULAR WALL PAPERS.

Many dealers in wall papers are already running short in rich-coloring effects be-

cause they did not foresee such a wide demand for these patterns. Stauntons Limited are daily having repeat orders come in for their richest shades and most effective designs, and are advising dealers, who already have reduced stock, to place orders at once while they are able to duplicate them. Shipments are being made more promptly this year than ever. Stauntons are in first class shape for making prompt delivery of all orders placed with them.

A POINT IN CHOOSING.

Mrs. Anne Warner, in *The Scientific American*, says: "Avoid a spotty-look-

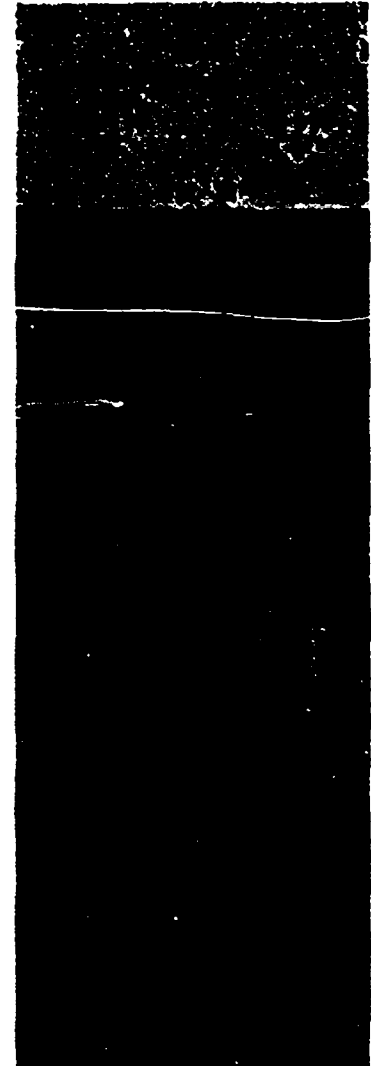
ing wall decoration in all sleeping apartments, one that forces tired and unwilling eyes to follow and count the figures as they ascend with appalling regularity to the ceiling or chase in pair, diagonally from corner to corner, or where the morning greeting is given from countless grotesque and impish little faces, supposed to represent innocent pansy blossoms or rosebuds. The most restful effect comes from walls of one color or of an all-over, flowing pattern in pale harmonious tints. The pictures on these walls should all preach from texts taken from the sunny side of life—positively no tragedy allowed."

At a meeting of the Nanaimo, B.C., School Board, the question of school books came up for discussion. It was suggested that the cost might be very much reduced if the Government printed such themselves. It was decided to communicate with other school boards in the Province, with the object of enlisting help in urging the Legislature, at the approaching session, to take some such action.



No. 893.—The Watson, Foster Co., Limited.

The most successful number of its character in the 1902 line. The stripe—shaded off the ground—gives a depth to the design. Especially on rich colored grounds it is handsome in the extreme.



No. 1182.—The Watson, Foster Co., Limited.

A fleur-de-lis pattern of striking effect, on rich grounds of French maroon, green or blue, with gilt figure. It is a correct and effective decoration for halls, churches, lodge rooms, etc. Dealers should note this design and sample it at once.

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MONTREAL

WALL PAPERS

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**LARGER REPEATING BUSINESS
THAN USUAL THIS SPRING.**

AS YET OUR STOCK IS VERY COMPLETE. ORDERS,
LARGE OR SMALL, RECEIVE SAME ATTENTION AND
ARE PROMPTLY SHIPPED.

BUT MANY OF OUR BEST COLORINGS WILL SOON
BE OUT OF PRINT, WE ASK DEALERS, THERE-
FORE, TO ANTICIPATE THE SHORT END OF THEIR
STOCKS AT AN EARLY DATE.

**SAMPLE BOOKS—ANY GRADE,
AND INGRAINS, SENT ON APPLIOATION**

PRE-PAID

FEB. 1902

* Notes of Canadian Trade *

MR EDWARD A. EVERETT, of St. John, N.B., has been appointed representative in the Eastern Provinces of Buntin, Gillies & Co., of Hamilton, Ont. Mr. Everett is well known to the stationery trade throughout New Brunswick and Nova Scotia, and with the line of goods manufactured and sold by Buntin, Gillies & Co., Hamilton, should do a large trade. He is at present in St. John city, but will shortly be on the road, calling on the stationery trade.

Mr. C. J. Barnes, representing John Dickinson & Co., Limited, manufacturing stationers London, Eng., is calling on the trade in the principal cities in western Canada. Last week, Mr. Barnes was in Toronto and this week is in Montreal. This is his first trip in Canada with Messrs. Dickinson's samples, but he gives a good account of himself, nevertheless.

Arthur Dery, of Quebec, stationer, filed a declaration in the Prothonotary's office, Quebec, that the partnership existing between Isidore Pierre Dery and himself since April 29, 1898, as merchants and stationers, was dissolved on January 17, by the death of the said I. P. Dery, and that the said Arthur Dery has carried on business since January 17, and purposes to carry on business henceforth at Quebec, as merchant and stationer, under the firm name of "I. P. Dery & Fils," and that he is the only member of the said firm.

A first dividend of 25c on the dollar has been declared by J. P. Langley, liquidating The Publishers' Syndicate. From September 18 to January 18, the disbursements were \$37,792.31.

Hugh Fitzpatrick, tobacconist and stationer, Ottawa, has made an assignment to Wm. A. Cole, for the benefit of his creditors.

At Osgoode Hall, Toronto, Mr. Justice Street reserved judgment in the appeal of Dr. W. B. Mallory, dentist, of Spadina ave., from the decision of the Master in Chambers, holding him liable for \$500 subscribed stock in the defunct Publishers' Syndicate. Dr. Mallory held that there was no allotment of stock, and if there was, there had been no notice given of it.

There died in Montreal last month a well-known citizen in the person of Mr. Alexander Murray, who had been a patient for some time in the Royal Victoria Hospital. Mr. Murray bore a name

that was well known and respected in the business community of 20 and 30 years ago. For many years he was in the stationery business, having a store on Notre Dame street, at that time one of the most fashionable shopping districts of Montreal. Later on, having gone out of regular business, he held from the Federal Government the agency for selling stamps at the Montreal post office. For many years he has been a prominent Mason.

In renewing his subscription to "The Book-eller and Stationer" for 1902, Mr. J. W. Hamly, of Picton, says: "I have just finished the best year's trade since commencing business, and have found a growing trade, in this limited population for books, especially the better bindings. Wishing your journal the compliments of the season, etc."

News was received by cable, January 29, of the death of one of Toronto's pioneers, Mr. Henry Nerlich, sr., the founder of the present firm of Nerlich & Co., wholesale fancy goods. Mr. Nerlich had been residing in Dresden, Germany, for some years. A few days after Christmas, he contracted a severe cold, which developed into inflammation of the lungs, and although hopes of his recovery were entertained, his advanced age rendered all medical assistance futile, and he passed away quietly in the presence of his son, Henry Nerlich, jr. Mr. Nerlich came to Canada, from Germany, many years ago, and started in Toronto a wholesale importing business of fancy goods, cigars, etc., one of the first of its kind here. The style of the firm in 1858 was Nerlich, Becker & Co., afterwards Nerlich & Co., when his partners were Mr. C. B. Doherty, and his brother, Mr. Hermann Nerlich, since both deceased. To Mr. Nerlich's well-known business probity the success which he achieved was largely due, his name being synonymous with all that was upright and straightforward in business transactions. Notwithstanding his advanced age he crossed the Atlantic last Summer to inspect the new premises occupied by the firm, opposite the Union Station, where the business, of which he was the founder so many years ago, is now carried on by his three sons, Emil, Henry jr., and Hermann.

Truro, N.S., is to have a new corporate mercantile company in the near future with a capital stock of \$60,000. The new company is to be known as The Smith Stanfield Co., Limited, with power to carry on a wholesale and retail sta-

tionery and fancy goods business in the Province. The capital stock is to be divided into 600 shares of \$100 each, and the company will be composed of Frank Smith, merchant; Frank Stanfield, manufacturer; John Stanfield, manufacturer; Emma M. Stanfield, accountant; and Charles J. Thomas, bookkeeper, all of Truro. Frank Smith, Frank Stanfield and John Stanfield are to be the first or provisional directors. The former is at present manager of the firm of D. H. Smith & Co., Limited, manufacturers of Stanfield's unshrinkable underwear. The D. H. Smith & Co. business will be taken over as a going concern.

At the annual meeting of the Wholesale Booksellers and Stationers' Section of the Toronto Board of Trade, January 20, Mr. W. J. Gage, the chairman, presented a report outlining the action of the association on copyright, a policy endorsed by the council of the board, which will also memorialize the other boards of trade on the subject. In dealing with the transportation question, Mr. Gage, after referring to the success of the section in securing the return of special commodity freight rates in stationery, took up a question which he foresaw would soon attract of necessity more general attention, namely, the discrimination of through foreign freight rates as compared with local rates. The Canadian manufacturers, the report said, had accepted the 33 1/3 per cent. preferential tariff on the Imperial spirit, but saw in it danger when combined with discrimination in freight rates which promises to hand over the Canadian market to the British exporter. For example, on paper from Liverpool to Winnipeg the freight charge is but 85c. per cwt., while from Toronto to Winnipeg it is \$1.43. Early and united action, Mr. Gage thought, is necessary to hold the western market, when already in the small Manitoba towns, British representatives have been looking for orders. Satisfaction was also expressed at the success of the paper industry during the year. Some time ago a prediction was made that in 24 years Canada would supply Britain with paper, and this has been partially realized, one large daily being printed on Canadian paper. Canadian pulp, too, is finding a good market.

Chief Justice Meredith has granted an injunction restraining newspapers from using the Talmage sermons, copyright of which is owned in Canada by Wm. Bailly.

Fire last month partly burned Albert Britnell's bookshop, on Yonge street, Toronto. The flames broke through from the adjoining store at the point where the best and most costly portion of the stock, including splendid editions of the best authors, bound in calf and morocco, and a number of rare volumes were stored, and some \$1,500 worth of books in this class alone were destroyed. The loss was estimated by Mr. Britnell at \$7,000, upon which there was an insurance policy of \$2,000.

The
wheels
go
round
again

And we expect to be busy night and day for the next two months turning out goods.

Shipments will be resumed **at once**, and customers may have every confidence in our ability to fill all orders on time.

If you have forgotten to order anything, please send for samples, and don't forget **Ingrains**.

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NEW CANADIAN COPYRIGHTS

Registered at Ottawa during the month of January, 1902

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

- 12709 Chrysanthemum Waltzes By W. H. Hodgins, Toronto
- 12710 The Ambassador March By A. W. Hughes, W. H. Hodgins, Toronto
- 12711 The Falcon and the Dove Words and Music by Margaret Kingore Arranged by Joe L. Schetter Canadian American Music Co. Toronto
- 12712 The Little Place That I Call Home Song and Chorus Words and Music by Raymond Hubbell Canadian American Music Co. Toronto
- 12713 In the Good Old Fashioned Way Words and Music by Chas. K. Harris Arranged by Jos. Cluender Canadian American Music Co. Toronto
- 12714 Open January, 1902 Sermon of Dr. Talmage, dated 5th of January, 1902 William Baily, Toronto
- 12715 Sweet Wife Waltz Song By E. B. Sutton Bala Falls, Ont.
- 12716 Chances in Canada Publication Bernard McEvoy Toronto
- 12717 Canadian Commercial Case Annotated Edited by L. M. Lyon Volume I Part I Snow Law Publishing Co., Montreal
- 12718 Poems Written at Spare Moments By David Mills, Hon. David Mills, Ottawa
- 12719 Modern Science and the Christian Bible By John Maclean B. F. Austin, Toronto
- 12720 What Converted Me to Spiritualism. One Hundred Testimonies Edited by B. F. Austin Toronto
- 12721 Hymn of the Empire Words by Jennie Minto Music by Maul Steel Muir Montreal
- 12722 A Little Song for Two Words by Edmund Vance Cooke Music by Charles S. Burnham Church Co. Cincinnati
- 12723 El Panama Dance By Homer Tours Church Co. Cincinnati
- 12724 A Fair, White Flower Song By Mary Turner Salter Church Co., Cincinnati
- 12725 I'll Help the Maple Leaf to Live Words by Wm. H. Fifth Music by Harry Herbert Harry H. Sparks, Toronto
- 12726 Artist Guitar How to Play it Without a Master By a German Student R. S. Wilham & Sons Toronto
- 12727 He Extends a Grace Sermon of Dr. Talmage, dated 12th January, 1902 William Baily Toronto
- 12728 Uncle Sam in Quebec By Anson A. Gard Montreal
- 12729 I Oublie Par Louis Gonao Felotte Angers Malbon Que.
- 12730 King William Crossing the Boyne By A. H. Hider Picture Sentinal Printing Co. Toronto
- 12731 Calderon's Tables for Sport Eastern Canada 1902 Card Schedule A. M. Calderon Ottawa
- 12732 Historic Blue Plate of St. John to the Old Chateau House William A. Kain St. John N.B.
- 12733 Birds Canadian Drawing Series Book I Lamer Grack By David Blau Copy Clerk Co. Toronto
- 12733 Baby's First Love Letter Words by William Hauser Music by Charles F.

- Getzinger, Whaley, Royce & Co., Toronto
- 12736 Behave, Mister Man, Behave. Words by George Totten Smith. Music by Warner Crosby Whaley, Royce & Co., Toronto.
- 12737 Oh, Mister Grumpy. Words by Andrew B. Sterling. Music by Geo. Hamilton Whaley, Royce & Co., Toronto.
- 12739 The Law of Interpleader as Administered by the English, Irish, American, Canadian and Australian Courts. By Roderick James Macleenan, Toronto.
- 12740 Canadians. Words by Mrs. T. Troop Messenger Music by Cecil J. A. Bukett Mrs. T. Troop Messenger, Tupperville, N.S.
- 12741 A Song for All the Britons. Words and Music by H. H. Godfrey, Toronto.
- 12742 Brief Biographies Supplementing Canadian History By Rev J. O. Miller, M.A. Copp, Clark Co., Toronto.
- 12743 The Comic History of Tobacco. Harold T. Gagnier, Toronto. (Temporary copyright.)
- 12744 Veterinary Elements. A Manual for Agricultural Students and Stockmen By Arthur G. Hopkins, B.Agr., D.V.M. Arthur George Hopkins, Winnipeg, Man.
- 12745 Arithmetic for the use of Schools. By Max Luehich, Berthier en haut, Que.
- 12747 The Iron Did Swim Sermon of Dr. Talmage, dated 19th January, 1902. William Baily, Toronto.
- 12748 Ave Maria Hear Us, Oh Father Pat Andre J. H. St. Denis, Montreal
- 12749 To Mary. Words by William M. Thackeray. Music by Mary Helen Brown Church Co., Cincinnati
- 12751 Penmanship, With or Without a Teacher By Arthur F. Spriott, Toronto.
- 12752 For the Flag or, Lays and Incidents of the South African War. By Mrs. Macleod, Elizabeth S. Macleod, Charlottetown, P.E.I.
- 12753 Dictionnaire de Prononciation Moderne de la Langue Francaise. Par Victor Delahaye, Victor Delahaye, La Vallée-Perret, France, and C. O. Beauchemin et Fils, Montreal.
- 12756 L'Almanach du Peuple pour 1902. C. O. Beauchemin et Fils, Montreal.
- 12757 Success or Failure. Phrenology. Harry Charles Kemp, Leith, Ont.
- 12758 If You Become a Nun, Dear Words by Leigh Hunt. Music by Oley Speaks Church Co., Cincinnati.
- 12759 When Mabel Sings. Words by Frank L. Stanton Music by Oley Speaks Church Co., Cincinnati.
- 12760 April Rain. Words by Robert Loveman Music by Oley Speaks, Church Co., Cincinnati.
- 12762 The Crown of Wild Olive. Four Lectures on Industry and War. By John Ruskin, I.L.D. Copp, Clark Co.
- 12763 What'er Betide. Song. Words and Music by Edward W. Miller, Whaley, Royce & Co., Toronto
- 12764 The Forfar Kindergarten Music System Circulant James Edward Forfar, Toronto
- 12765 Days of Human Life Sermon of Dr. Talmage, dated 26th January, 1902 William Baily Toronto.
- 12766 Duke and Duchess of York with H.M.S. Ophir Combination photograph Winfred J. Erb, Windsor, N.S., and Lewis B. Foss, Halifax
- 12767 To Thee, Dearest One Words by Marguerite Hetherington. Music by Alfred Solomon Whaley Royce & Co. Toronto.
- 12771 Stock Ledger Cyrille Levesque, St. Henri de Montreal, Que

- 12773. Map of Strathroy, Middlesex County, Ontario. W. M. Manigault, Engineer, Dominion Publishing Co., Hamilton.
 - 12776. A Cheerful Spirit. Sermon of Dr. Talmage, dated 2nd February, 1902 William Baily, Toronto.
- INTERIM COPYRIGHTS.
- 733 How to Live to Prolong Life. By Sir James Grant, M.D., K.C.M.G., Ottawa.

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