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# THE BOOKSELLER & STATIONER\*

AND FANCY GOODS REVIEW

JULY MONTREAL TORONTO WINNIPEG 1906

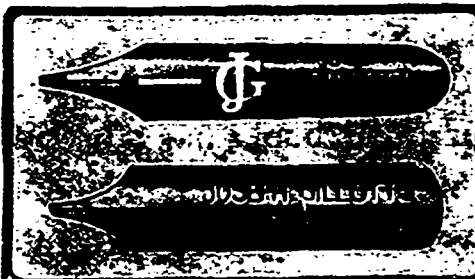
## Distinctive Signs, Price Tickets and Show Cards

give character to your store. A sort of Trade Mark, as it were. Why not adopt as nearly a perfect style as possible?

We are specialists in this class of work and our ideas are free to anyone meaning business.

Our folder, WHY SIGNS PAY, can be had for the asking.

THE MARTEL - STEWART CO.,  
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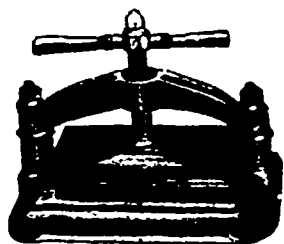


TWO ONLY of the Many Varieties of

## Joseph Gillott's Pens

Every stationer should stock these, the premier pens, by the premier pen makers. Joseph Gillott's pens have long held an exclusive reputation for variety in make and shape and point, and for their perfection of finish. The founder of the firm of Joseph Gillott & Sons took out one of the original patents for the making of steel pens.

For all particulars, samples for distributors, show cards, etc., apply JOSEPH GILLOTT & SONS, 27, Gracechurch Street, London, E.C.



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ALL SIZES  
from Quarto Post to largest Waybill.

WRITE THE  
**JAMES SMART MFG. CO.,**  
LIMITED  
Brockville, Ont., or Winnipeg, Man.  
ESTABLISHED 1854

## YOU ARE INTERESTED IN SOMETHING.

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	\$ 5.00
250 "	12.00
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Send for our Booklet, which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to these at any time.

THE CANADIAN PRESS CLIPPING BUREAU,  
232 McGill Street,  
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## Holiday Papeteries

The series of Fancy Holiday Papeteries we are showing contain the choicest variety of boxed stationery we have yet made. Popular price goods are most prominent, while novel and attractive lines for fine trade have not been overlooked. You will be pleased with the variety, we are confident.

## School Goods

The advance orders booked up to the present for school practice books have been most gratifying, and lead us to think we have just the styles and covers the children want. Do not omit to see our range. Travellers are now making displays.

## Post Cards

Write for a sample set of our new Indian and Fancy Heads Series of Picture Cards. They are just off the presses and have instantly jumped into favor. New series of Muskoka, Georgian Bay, Kawartha Lakes, and Thousand Islands views are just published.

**Warwick Bros. & Rutter**

Wholesale  
Manufacturing Stationers

Limited  
**TORONTO**

# FINANCIAL FACTS

*Accurately, Completely and Conveniently Presented*

## The New York Times Weekly Financial Quotation Review

**EVERY MONDAY**

### Sales of Stocks, New York Stock Exchange

Complete details of sales of stocks, number of shares sold, first, high, low and last price, high and low prices during current year, and range for previous year. Amount of each issue of capital stock outstanding, with par value.

### Timely Quotations on Inactive Stocks

Stocks which have not been traded in during the week are placed in a table by themselves, with date upon which they were last dealt in and price of sale, range for the year, and dividend and capitalization statistics.

### Bond Transactions on the New York Stock Exchange

Total sales, high, low, closing and last bid and asked prices for both active and inactive bonds as well as Government and State bonds.

### Outside Securities

Latest quotations, with capital and dividend rates of the greatest New York banks, trust and surety companies, gas companies, ferry companies, insurance companies, street railways, and shares of many industrial and mining concerns, and of railroad and industrial collateral trust notes, with dates of maturity, interest, and approximate yield.

### Declared Dividends

Standing and continuous record of dividends declared during each week, with date of opening and closing of books, date of payment, amount and date upon which stock must be held in order to secure the dividend.

### Out of Town Stock Exchanges

Reports of transactions of Stock Exchanges of Philadelphia, Baltimore, Chicago, Boston, and other cities.

### Railroad Earnings

Monthly returns of all the great railroads and industrial companies carefully tabulated.

### Bank Clearings—New York and Out of Town

Tables of clearings of New York City banks, New York bank statement; clearings of banks of principal cities of the country for preceding week; statements of the banks of England, France and Germany; table giving daily quotations for call and time money through the week, and rates of sterling exchange.

### Chronology of the week

Record of events in the financial markets of special interest to those who owing to the nature of their business, must follow the course of these markets.

*Sample copy on request.*

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LACROSSE DESIGN.

THE BEST VALUE  
IN THE MARKET.

ONE OF MANY  
VARIETIES.

Leaders in a second  
grade — GOOD  
LUCK and ST.  
LAWRENCE.

SPECIAL CARD FOR  
WHIST PLAYERS

### Colonial Whist

We are headquarters for PLAYING CARDS

MADE IN CANADA.

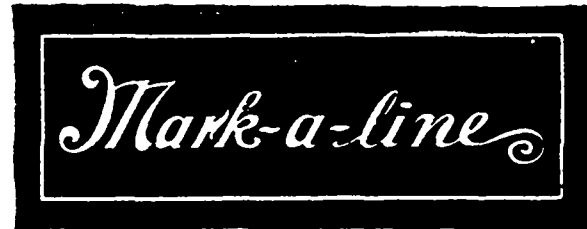
Style and finish equal to Imported Cards.

Advertising Cards of all sorts—Novel Designs.  
FOR SAMPLES AND PRICES APPLY—

**The UNION CARD & PAPER CO.,**  
Limited  
**MONTREAL.**

## New Carter's Show-Card Ink

A water-color for use with pen or  
brush in marking price tickets  
and show cards \* \* \*



Seven Colors—Blue, Black, Green, Red, Purple,  
Yellow and White

Each color dries with a bright, smooth enamel  
finish that *does not crack.*

Order an assorted dozen of the roc. size and a  
trial will prove that

**"Mark-a-Line has the call."**

THE CARTER'S INK COMPANY

Boston

New York

Chicago

Montreal

RETURN  
SEP 15 1906  
To Hudson  
Records  
at Bank  
Page 2  
A.C.

BOOKSELLER AND STATIONER

# BROWN BROS.

LIMITED

## WHOLESALE and MANUFACTURING STATIONERS

### Our Stock

is thoroughly well assorted and complete.  
Orders filled promptly.

## Account Books

All sizes and patterns of rulings.

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Largest assortment "Made in Canada."

### 1-P. Loose Leaf Price Books

Also larger sizes for catalogue  
and other uses.

### Stationery and Office Supplies

We are the acknowledged leaders for variety, large stock  
and close prices.

### Ink Stands, Stationery Cases

### Date Cases

Our own make, designed to suit the Canadian trade.

### Library and Office Baskets

Large range in both wicker and wire.

### Ophir: The New Pencil.

Drawing: H.B. H. H.H. B.  
Copying: Compressed Lead.

### Ledger Pencil

Special 2 $\frac{1}{2}$  grade.

### Crepe Tissue

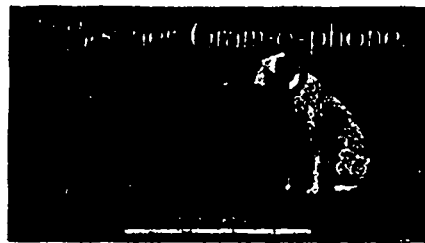
### Napkins and Lunch Sets

### Visiting Cards

All sizes in white, also black bordered.

**Canada's Most Complete  
Stationery House.**

BROWN BROS., Limited, 51-53 Wellington Street W., TORONTO



### SELL ON EASY PAYMENTS

You can make more money by selling Berliner Gramophones and Victor Talking Machines on instalments than for cash.

A great many sales can be made on the easy-payment plan to people who are good pay, but who would be scared off by a cash transaction.

Thus you increase your sales of machines.

Then every time your customers come in to pay another instalment you get an opening to talk about, show off and sell the new Records which are issued every month.

In this way your Sales of Records are also much increased, and you keep in close touch with your customers.

We are presenting this month a new and exclusive feature:

### EIGHT-INCH RECORDS at 40 cents

Much superior to the seven-inch, on account of the larger circles of sound waves. Twelve of these Records are being issued this month; more will follow.

Distributors for Berliner Gramophones and Victor Talking Machines:

Nova Scotia and P. E. Island—Maritime Gram. Co.—Truro, N.S.

New Brunswick—J. & A. McMillan—St. John.

Manitoba, Alberta and Saskatchewan—Clark Bros. Co., Ltd.

—Winnipeg.

British Columbia—Dyke, Evans and Callaghan—Vancouver.

Ontario and Quebec—Berliner Gram. Co.—Montreal, P.Q.

Send to nearest distributor for full lists of Instruments and Records, with terms to the trade.

**The Berliner Gram-o-phone Co. of Canada, Limited**  
2315 St. Catherine St., MONTREAL.

### THE KELK-SUTCLIFFE CO.

**WE** beg to formally announce to our customers and the trade in general that Mr. H. H. Edmison has been admitted to the firm, which will now operate under the style of

## The Sutcliffe-Edmison Co.

LIMITED

and we ask for the continued favors we have received in the past and can assure our customers of better service in the future.

Mr. Edmison will take charge of the Office and the Druggist Sundries Department, where his very practical knowledge will materially assist in the advancement of these lines, which will be given special attention in our business in the future.

New lines for Fall Trade are arriving daily, and we ask to be favored with a look through our range before placing your order elsewhere.

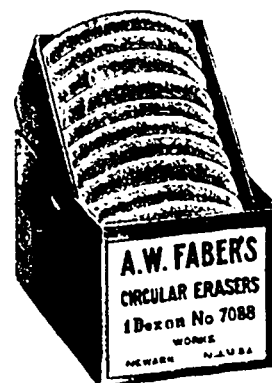
**THE SUTCLIFFE-EDMISON CO., LIMITED**  
(Formerly THE KELK-SUTCLIFFE CO.)

76 York St., next to Crompton Corset Co.  
**TORONTO**



# A. W. FABER'S

## Pure Rubber Bands Rubber Erasers



*For Sale by all Leading Stationers*

## The "UNION JACK" Series

(Made in England)



### of Christmas Cards, Calendars, Private Greeting Cards

and Fancy Stationery Novelties.

has a reputation in England second to none.

This Season's Collection exceeds 500 absolutely new designs.

Every card is of English Design and manufactured by us here, our equipment being the most complete and up-to-date.

We invite correspondence from Canadian wholesale houses or agents.

**G. DELGADO Ltd.,** 55 East Road, City Road, **London, England**

Established 1887

## BOOKSELLER AND STATIONER.

Is recognized throughout Canada as the authority on Books, Stationery and Fancy Goods

# SUMMER ADVERTISING

FOR

## Waterman's Ideal Fountain Pen

The pen with the Clip-Cap

These cards will serve two purposes—they will not only sell Waterman's Ideal Fountain Pens, but they will help your souvenir postal card business.



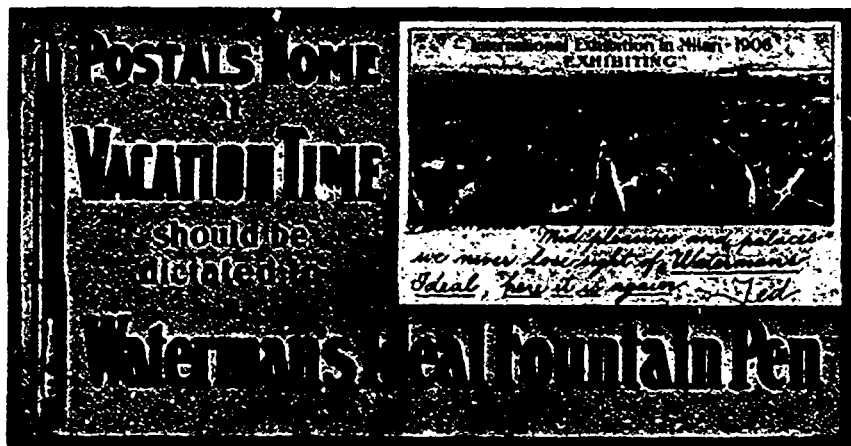
### Country Scene

Fac-simile of a souvenir postal card shown in colors in upper right hand corner. Size, 10 x 20½. Space for imprint.

Write for as many as you can use, giving us enclosure instructions.

### Milan Exposition

Fac-simile of a souvenir postal card shown in colors in upper right hand corner. Size, 10 x 20½. Space for imprint.



THE JUNE-JULY ISSUE OF OUR HOUSE ORGAN

*The Pen  Prophet*

is out. If you fail to receive it, write to us.

## L. E. Waterman Company of Canada,

136 St. James Street, Montreal

Limited

173 Broadway, NEW YORK

12 Golden Lane, LONDON

## DAVIDSONS' CHRISTMAS CARDS

We are at our best this season. There is no limit to the variety of design and beauty.

Every taste is catered for, and every purse is studied—almost as well as if we knew your individual customers.

The attractiveness of the "Celluloids" is compelling very large orders. These cards are cut out, embossed, and hand colored. With ribbon bow, or cord and tassel.

Our other lines are popular too. Every card is a winner. The BEST for you and your customers.

If you haven't ordered yet, please hurry.

## DAVIDSONS' POST CARDS

Always something new. The latest are the "Tom Browne" comics, sets 2586 to 2591.

2586 Seaside	2589 Johnny's Ma
2587 Cycling	2590 Overworked Clerk
2588 Johnny's Pa	2591 Art of leaving one's Purse at Home

There's more fun in this new half dozen sets than in a score of comic papers.

There's good money too,—(supplied to the trade in sets of six.)

Our line of Glossy Actress Post Cards is growing rapidly. New poses of all the popular stars. Bro-mide, glossy, plain colored, tinselled and jewelled.

## DAVIDSONS' CALENDARS FOR 1907

These Five and Ten-Cent lines are easy sellers and good money makers. There are 27 numbers, all told. Beautiful designs and choice colorings.

They are unquestionably the most attractive calendars on the market. Above competition and beyond imitation.

Orders are coming in faster than ever, but our works are keeping well up and deliveries will be prompt.

Have YOU ordered?

These lines are admittedly the finest on the British market and our reputation as card and calendar publishers has been greatly enhanced by this season's publications

**The Copp, Clark Co.,  
Toronto**

have complete lines of all our publications. Be sure you examine them carefully, when traveller calls, and

**ORDER EARLY**

**DAVIDSON BROTHERS,**  
Basterfield St., Golden Lane, LONDON, ENG.



BOOKSELLER AND STATIONER



# C. F. Rumpp & Sons

Established  
1850

MANUFACTURERS OF

## FINE LEATHER GOODS



Bridge Whist Sets

WRITING CASES, HAND BAGS, MUSIC ROLLS,  
PHOTO FRAMES, CIGAR CASES, POCKET FLASKS, etc.. etc.



Collar Rolls

PHILADELPHIA, U.S.A.

New York Salesroom : - - - 683 and 685 Broadway

### YEARS OF EXPERIENCE

in catering to the most exclusive trade enables us to give our customers an exceptionally strong line, including a large variety of handsome papers in ream goods, wedding invitations, cards with envelopes matching, a large variety of staple and novelty papeteries, also tablets and everything required by a first-class stationer.

Write for samples of our celebrated fabric finished papers, Highland Linen, Berkshire Linen Fabric and Twotone Linen in the latest sizes.

EATON-HURLBUT PAPER CO.,  
Pittsfield, Mass.

## DIANA

Pencils

HB. H. HH.

The popular 2c. Retail Pencil

Also HB Rubber Tipped

## JUNO

Pencils

B. HB. H. HH. and HHH.

Retail at 5c. with nice margin of profit.

Samples on application from

**McFARLANE, SON & HODGSON**

Wholesale Stationers

**MONTREAL**

## HIGGINS' TAURINE MUCILAGE



THE demand for a clean, tenacious, and pure mucilage, secure against the corrosive influences affecting the average product in this line, induced us to put upon the market Higgins' Taurine Mucilage. It avoids the defects of the cheap and nasty dextrine and the dear and dirty gum mucilages. It is stronger, catches quicker, and dries more rapidly than any other mucilage, and is perfectly clear, clean, non-corrosive, non-sedimentary, and pleasant to sight and scent. It is put up in both bottles and safety shipping cans, and will be found not only convenient for use, but entirely satisfactory so far as its working qualities are concerned. It will please your trade.

HIGGINS' AMERICAN DRAWING INKS  
BLACKS AND COLORS

The Standard Liquid Drawing Inks of the World

**CHAS. M. HIGGINS & CO.,** Manufacturers

NEW YORK CHICAGO LONDON

Main Office and Factory : BROOKLYN, N.Y., U.S.A.

# Remember

**The Special Fall Number of  
The Bookseller and Stationer**  
**WILL GO TO PRESS ON AUGUST 1st**

Every Progressive  
Manufacturer and Wholesaler  
will be using space.

HOW MUCH  
SHALL WE  
RESERVE  
FOR YOU?

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**C. Brandauer & Co.'s - Limited**



SEVEN PRIZE MEDALS.

**CIRCULAR  
POINTED PENS**

These series of Pens neither scratch nor spurt. They glide over the roughest paper with the ease of a soft lead pencil. Assorted Sample Boxes, 6d., to be obtained from all Stationers. If out of stock, send 7 stamps to the Works, BIRMINGHAM. Attention is also drawn to our Patent Anti-Blotting Pens.

**London Warehouse : 124, NEWGATE STREET, E. C.**

Canadian Agents: SMITH, BRICCS & HOWE, 21 Richmond St. W., TORONTO

## Swiss Lawn

VERY satisfying to those who desire an agreeable Fabric Finish Paper at a moderate price. A little lighter in weight than our Holland Linen. Carried in White and Azure in different sizes in Ream goods ; also in Papeteries and Tablets.

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## Maple Leaf Linen

A NEW line of Stationery in White Fabric Finish. The name is very appropriate, as the paper used is watermarked with Maple Leaves, giving it a distinctively Canadian effect. Carried in Oxford and Royal sizes in Ream goods and Papeteries.

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**W. J. GAGE & CO. LIMITED**  
**TORONTO**

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82-94 SPADINA AVE.

SAMPLE ROOM  
54 FRONT ST. WEST

Paper Mills: ST. CATHARINES

# THE Bookseller and Stationer

Subscriptions, One Dollar a Year.

Single Copies, Ten Cents.

Vol. XXII.

MONTREAL AND TORONTO, CANADA, JULY, 1906.

No. 7.

## AMONG THE PUBLISHERS

An invaluable book for the lover of birds is Chester A. Reed's "Bird Guide," in two parts, bound separately. Part I takes up water and game birds east of the Rockies, and Part II land birds east of the Rockies. The two are pocket size and can be carried about without inconvenience. Each bird is illustrated in colors and a full description given of its habits, its song, its nest and eggs and its range and breeding range. A complete index and a general introduction add to the usefulness of the book. It is published by the Musson Book Co., price 50 cents for each part.

Fitchett's "Wesley and His Century" displays the same brilliancy of style, picturesqueness of treatment and clear insight that have marked his previous volumes and secured him almost a unique place among present day writers. In John Wesley, it must be said, he had a personality that lent itself peculiarly to the author's style of work. The biography will undoubtedly rank as the most readable of all the lives of the founder of Methodism, and as one of the most attractive works of its kind in literature. (William Briggs.)

It is expected that Mrs. Henshaw's "Mountain Wild Flowers of Canada," announced for issue some time ago but inadvertently delayed in the press, will be ready early in July. The work is strongly endorsed by Prof. Macoun, who writes the author: "It was the one book needed. That the work should have been done as you have done it is more than I could have hoped. The beauty of the photographs, the absolute correctness of the grouping of the flowers, the concise and yet complete descriptions, make it easy for even the visitor of a day to identify all the plants he is likely to see." The book will be illustrated with 100 superb plates, and will be handsomely printed and bound.

A very fine poem in one hundred and twenty stanzas, entitled "A Vision of Immanuel," by Rev. John Johnstone, a Presbyterian clergyman at present resident in Winnipeg, has just been published in neat book form by William Briggs. It is a thoughtful study, expressed with great beauty of language and form, of the matchless life of Christ of Galilee.

With commendable enterprise and in a very short space of time Laird & Lee, the Chicago publishers, pre-

pared a book on the San Francisco disaster, which was published about June 1, with the title, "The Doomed City." The story is written by a resident of California, Frank Thompson Searight, who is thoroughly acquainted with the topography of the ill-fated city. The book is illustrated with over forty half tone reproductions of actual photographs and should prove a valuable memorial of the great historical event. (Cloth, 50 cts.; paper, 25 cts.)

Laird & Lee, of Chicago, have issued a book of views of the San Francisco disaster, containing 116 half tone reproductions from original photographs, describing graphically the scenes which followed the havoc wrought in the beautiful city. These vivid pictures, with the realistic descriptions, constitute a complete and accurate history of the great catastrophe. Numerous general views of the ruined city are given, both during the progress of the conflagration and close after the quake. Detailed snap-shots of different sections and important buildings, landmarks, parks, refugees in flight and in camp, soldiers feeding the hungry and relieving the suffering, are among the interesting scenes in this tragic panorama. The book is printed on heavy enameled paper. (Cloth, 25 cts.; cloth, boxed, 75 cts.)

A popular revised edition of "The Life of John Wesley" by John Telford, B.A., has been issued by Charles H. Kelly, 26 Paternoster Row, E.C., London, bound in paper boards at one shilling net. The book contains 406 pages and is well printed and indexed. This is undoubtedly the authoritative life of the great founder of Methodism and should find a ready sale in Canada.

T. Fisher Unwin, the London publisher, who is represented in Canada by Mr. George Smith, is sending advance information regarding a number of interesting volumes now on the press. Among them is a new book by Jerome K. Jerome, the title of which is not yet announced; a new novel by Silas K. Hocking, and a novel entitled "London Lovers," by the author of "Saints in Society." There are also interesting numbers in preparation, with which the names of Florence Warden, Horace Vachell, Mrs. Burton Harrison, Annie E. Holdsworth, Alice and Claud Askew, and others, are associated. A splendid cheap edition of "Lhasa, the Thibet Expedition 1903-04," by Percival Landon, is just ready,

and is of exceptional interest on account of the fact that it will be sold for about one-fourth the cost of the original edition. It contains an introduction by Colonel Younghusband, with 55 illustrations and four maps. This is a very handsome volume in spite of the great reduction in price. "In Search of El Dorado," by Alexander Macdonald, comes well to the front in a specially cheap illustrated edition. This volume is handsomely bound in decorative cloth and is in the 5 shillings list. The Canadian trade will be supplied, as formerly, by George Smith, Richmond street west, Toronto.

An edition of *Pletharch's Lives*, in four volumes, has been added by George Bell & Sons, of London, to their York Library. The translation is by Aubrey Stewart and George Long, and was first published in Bohn's Library in 1880-1882. It has since been revised and frequently reprinted. It is now presented in a convenient and cheap form, selling in cloth at 2s. net per volume and in leather at 3s. net.

Washington Irving's "Sketch Book," which includes the story of Rip Van Winkle among its contents, has been added to George Bell & Son's York Library.

George Newnes, Limited, announce for immediate publication in their sixpenny series, Mr. David Christie Murray's "A Martyred Fool." By a strange coincidence, this novel, which, as is so well known, deals with the adventures of an anarchist who brought about his own destruction in a moment of desperation, was already in the press when the Madrid outrage occurred. This story, therefore, is of particular interest at the present moment.

"Thurtell's Crime," the story of a known tragedy, by Dick Donovan, is one of the new publications of Werner Laurie, Clifford's Inn, London. It deals with one of the tragedies of modern times, that aroused the interest of press and public to a high pitch some years ago. The book is sensational throughout, and is obviously intended for a class of readers whose literary tastes lie in the direction of criminal adventures.

Announcement is made that the publishing house of Fox, Duffield & Company, from which Mr. R. K. Fox has retired, will hereafter be known as Duffield & Company. This corporation, organized a little more than three years ago under the laws of the State of New York, has now some three hundred books in its catalogue, including titles acquired by the purchase of the business of Herbert S. Stone & Company, of Chicago. Pitts Duffield is president and treasurer of the company, Frederick A. Richardson is vice-president, and Kenneth G. Duffield secretary.

"The Subjection of Isabel Carnaby," by Ellen Thorneycroft Fowler, is now ready in a Canadian edition with the imprint of William Briggs.

Marie Corelli's new novel to be issued by William Briggs on August 1 is entitled "The Treasure of Heaven." It deals with the problem of wealth.

The new McCutcheon book, "Jane Cable," will be ready in a Canadian edition early in September. Colored illustrations by Harrison Fisher add greatly to its interest. (William Briggs.)

"The Roosevelt Bears," by Seymour Eaton, is a picture and rhyme book for the young, which William Briggs will issue about August 1. It contains 16 colored plates and numerous black and white drawings. Cloth, \$1.50.

"Count Bunder," by the author of "A Lunatic at Large," will be published by William Briggs early in July.

"Sir Nigel," by Sir Conan Doyle, will be published by William Briggs late in September.

The third edition of "The Scarlet Pimpernel," published by William Briggs, is nearly exhausted.

"The Call of the Blood," by Robt. Hitchins, will be published in August by William Briggs.

The Macmillan Co. of Canada are illustrating their new fiction with pen and ink drawings of leading characters and scenes. The effect is decidedly pleasing.

A new book on Socialism, by Spargo, author of "The Bitter Cry of the Children," will be published by the Macmillan Co. at an early date. Price, \$1.25.

The Macmillan Co. are publishing a \$1.75 line of travel books, illustrated with numerous three-color plates, the printing of which are first-class. "Oxford," "The Norfolk Broads," "Cities of Spain," "The Land of Pardons," and "A Wanderer in Holland," are the titles ready.

"Elizabeth and Her German Garden," A new edition has been published by the Macmillan Co. It is beautifully illustrated with three-color plates by Simon Harmon Vedder. Price, \$2.

"The Life of Animals," by Ernest Ingersoll, illustrated with three-color plates, is published by the Macmillan Co. The price is \$2.

Kipling's new book, "Puck, of Pooks Hill," will be published in Canada by the Macmillan Co. in October. London critics say it is Kipling's best since "Kim." The price will be \$1.50.

A Canadian edition of "The Curious Career of Roderick Cameron" is to be published by the Macmillan Co. in July. The book was originally published in the United States in 1901, and has had a big sale in that country.

A complete edition of Tennyson's works will be published by the Macmillan Co. at an early date. Price, 75c.

The Macmillan Co. are publishing a New Classical Library, to retail at 90c. The books are well printed and are bound in flexible leather. Several authors are ready, including Plato and Plutarch.

"Highways and Byeways in Dorset," by Sir Frederick Treves, has been added to the Highways and Byeways Series published by the Macmillan Co.

William Le Queux's "The Invasion of England," which has caused such a sensation in England, will be published at an early date by the Macmillan Co. of Canada.

OUR PORTRAIT  
GALLERY

REV. A. G. MACKINNON.

It is not often that Canadians make their home in the Old Land, but it can be said of the few that do so that they make themselves felt in the life of the Mother Country. Among the sons of the Dominion living in Scotland is a young Presbyterian divine, Rev. A. G. Mackinnon, who has attained considerable prominence in the councils of the church and who has recently published a book that has been most favorably received.

Rev. A. G. Mackinnon was born at Hopewell, Pictou County, Nova Scotia, in 1871, the youngest son of Rev. John Mackinnon, minister of the Union Presbyterian Church of that village. He studied at George Watson's College, Edinburgh, graduated from the Edinburgh University, and afterwards from the Free Church Theological Hall of that city. For some months he was assistant to Rev. Dr. Ross Taylor, of Kelvinside Church, Glasgow, when he was called to Victoria Church, Lochmaben, a royal burgh in the south of Scotland, and the ancestral home of the Bruces of Scottish fame.

Three years ago he was the commissioner of the United Free Church of Scotland to the Canadian general assembly, which met at Vancouver, and on that occasion preached before the assembly. While on that trip



Rev. A. G. Mackinnon.

he wrote a series of articles on the advantages which Canada offered to Scottish emigrants, for the Weekly News, of Glasgow. These articles contained carefully collected facts and attracted some attention in the Old Land. They have helped to turn the eyes of Scottish farmers and artisans to the possibilities of the Great West.

His recent book, "Spiritually Fit," contains a num-

ber of popular addresses on practical religious topics, dealing with a young man's spiritual equipment. They are not theological in their structure, but meant for the aid of the average man in the pew, and are lit up with breezy and apt illustrations. These addresses were delivered last Winter on Sunday evenings in his own church, were printed in the local press, and met with such general commendation that it was thought advisable to put them in more permanent book form.



Arthur Stringer.

ARTHUR STRINGER.

ARTHUR STRINGER, the author of "The Wire Tappers," which reveals a phase of metropolitan life little known to most readers, was born in Canada, and educated at the University of Toronto and at Oxford University. He has already published three novels and two volumes of verse, and has been a frequent contributor to the magazines, but in "The Wire Tappers" he has made a new departure. For a hero and heroine he has taken an electrical inventor and a beautiful girl of English birth, both of whom become for a time associated with a man who attempts by wire tapping to beat the New York pool rooms. The efforts of the girl to uplift the man she loves and to extricate him and herself from evil associations, together with some absorbing adventures which they share, make an unusually entertaining story which is filled with surprises.

Mr. Stringer still gives much of his time and attention to his Canadian fruit farm. He has also made two trips into the remoter portions of the Canadian Northwest, roughing it in the midst of trappers and Indians. Indeed, Mr. Stringer embarks on one of these expeditions once every year. Last year it was to Sicily and Morocco; the year before it was an extended canoe trip through the Lake Temagami district—for, although addicted to the writing of novels, Mr. Stringer still lays claim to being an athlete.

BOOKS OF THE  
MONTH

**BAIRD, JAMES.**—"Nyono at School and at Home: The Story of an African Boy." Edinburgh: Oliphant, Anderson & Ferrier. Cloth, 1 shilling net. Mr. Baird is connected with the Church of Scotland mission at Blantyre, British Central Africa, and to arouse the interest of the young people at home in the mission, he tells the story of one of the pupils—how he spends his time and what his future is to be. The book is well illustrated.

**CHURCHILL, WINSTON**—"Coniston." Toronto. The Macmillan Co. Cloth, \$1.50. In the person of Jethro Bass, political boss, Winston Churchill has painted a remarkable type of man and his portraiture is most convincing. The book may well be described as the life story of Bass, even though many another character crosses its pages. How his powers are called into play by the love of a woman, how they reach their zenith in a perfectly organized system, how the daughter of his old love comes into his life and calls out all that is best in him—these are some of the outstanding features of the story. Humor and pathos are mingled throughout its pages and a rare human interest pervades every chapter.

**CORNELL, HUGHES.**—"Kenelm's Desire." The Musson Book Co., Toronto. Cloth, \$1.50. A pretty love story, the scenes of which are laid in British Columbia. The hero, Kenelm Fraser, an Alaska Indian, is adopted and educated by a Scotch family. Possessing mental gifts with ambition he becomes a political and social success. Meanwhile he meets and falls in love with Desire Llewellyn, a beautiful girl with musical tastes and ambitions. The only bar to their happiness is race prejudice on the part of the young lady's mother. This is eventually overcome and a happy consummation is reached. The writer shows familiarity with the natural features and also the political and social conditions existing in the western province.

**FOSTER, R. F.**—"Complete Bridge." Toronto: The Musson Book Co. Cloth, \$1.50 net. This admirable compendium on the popular card game should have many purchasers. It is complete in itself, not simply an exposition of one man's theories but a general explanation of all theories. Each is illustrated by a hand which is played completely through and the arrangement is excellent. A bibliography and glossary complete the book.

**GRAY, MAXWELL.**—"The Great Refusal." Toronto. The Copp, Clark Co. Cloth, \$1.25. A novel dealing with the evils arising out of the commercial spirit of the present day and the remedy along the lines laid down by Ruskin. The subject is treated academically by a bright group of young Oxford men who later reduce their theories to practice in the slums of London and finally by establishing a colony in East Africa. Adrian Bassett, the hero, seeing in himself the modern representative of the rich young man in the parable, literally obeys the Master's command and gives not only his possessions but also himself to the poor. He finds in Blanche Ingram a kindred spirit and eventually a partner in carrying out his philanthropic schemes. There are other characters of

much interest and also many touching and pathetic incidents in this brilliantly written book.

**HAGGARD, RIDER.**—"The Way of the Spirit." Toronto. The Musson Book Co. Cloth, \$1.25. As a story many of the incidents in this book are highly improbable. As a study of faith and renunciation as principles of life attaining to victory over every trial and temptation it is intensely interesting. Rupert Ullerslaw, a man endowed with the finest qualities of mind and heart and withal a mystic, has in his youth unwittingly sinned. He is henceforth under a vow of renunciation. Then Job-like he suffers loss and fiery temptation, yet to the very end he maintains his integrity and sins not. His wife, Edith, and the beautiful eastern maiden, Mea, are at once the sources of his greatest joy and his greatest sorrow. The scenes are laid in London and the Soudan. The book has much of the usual mysticism of the east that characterizes this well known and popular writer.

**HAINS, T. JENKINS.**—"The Voyage of the Arrow." Toronto. The Copp, Clark Co. Cloth, \$1.25. As a sea story this new romance by the author of "The Black Barque" presents some novel features. Apart from the nautical flavor which permeates its pages and lends character to its incidents, there is worked out a somewhat unique plot. A convict ship is made to drift in a dead calm near to the Arrow, on board which the writer holds the berth of first mate. The convicts mutiny, burn their prison-ship and take possession of the Arrow. The mate, in order to save the heroine, who is niece to the captain of the Arrow, makes a compact with the mutineers and navigates the ship. The story of how he escapes with the girl is thrilling. Several typical sea characters figure in the tale.

**LECLAIRE, ALPHONSE.**—"Guide Along the St. Lawrence." Montreal: Montreal News Company. For a long time there has been felt a need for some book which would make it possible for the traveler along the St. Lawrence to understand and appreciate the great river and the villages and historical spots along its shores. This is, in a few words, just what this book is, an historical, legendary and topographical guide along the St. Lawrence from Montreal to Chicoutimi on the Saguenay, and to Cacouna. The book is profusely illustrated, there being no less than two hundred and thirty-five engravings and some seventeen charts of the river. For tourists and travelers along the St. Lawrence it will be found invaluable as a guide, describing at the same time so adequately as it does the many historical places on the route.

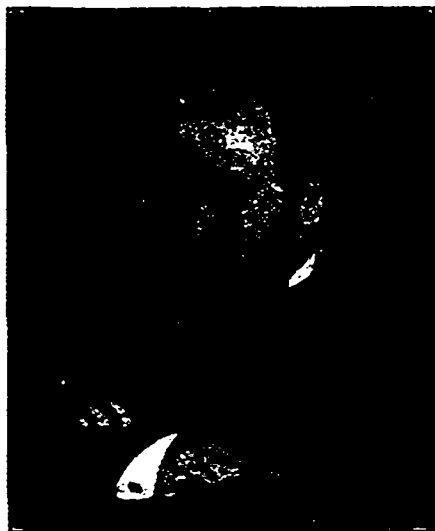
**McMANUS, BLANCHE.**—"Our Little Scotch Cousin." Boston: L. C. Page & Co. Cloth, 60 cents. Still another addition to the "Little Cousin Series," which now embraces books about the children of nearly every nation on earth. The book about Donald, Sandy, Janet and Marjorie is full of educative material, cleverly concealed in the form of a story. Historic places are visited and quaint customs explained, so that by the time the book is finished the child is quite familiar with Scotland.

**NICHOLSON, MEREDITH.**—"Poems." Indianapolis: The Bobbs-Merrill Co. Cloth, \$1.25. Mr. Nicholson is probably better known as the author of "The House of a Thousand Candles" than as a poet. Yet magazine readers will doubtless have noted occasional poetical contributions from him in the Century, Harper's and other periodicals. In this volume of verse

are collected many of these poems. The work is characterized by a charm and distinction that place Mr. Nicholson well to the fore among contemporary poets. He writes with ease and grace and there is a simplicity about his verses which makes them very pleasing.

**PHILLIPS, DAVID L.**—"The Fortune Hunter." Indianapolis: The Bobbs-Merrill Co. Toronto: McLeod & Allen. \$1.25. In this, his latest book, Mr. Phillips has made a new departure. Leaving the fields of politics and finance from which he has been accustomed to select his subjects, his facile pen has produced a charming sketch of middle class German life in New York City. The reader is introduced to the Branners, a typical family, simple, industrious, prosaic, whose philosophy of life is summed up in the three words, work, love, and home. The serenity of their lives is invaded by Mr. Feurstein, actor and dead-beat, whose melo-dramatic career and tragic end divide the interest with the sweet innocence of Hilda Branner. There is a certain freshness and naivete about this story that is quite captivating.

**ROUTHIER, A. B.**—"Quebec at the Dawn of the Twentieth Century." Montreal: The Montreal News Com-



**DR. ANDREW MACPHAIL**, of Montreal.  
Author of "The Vine of Sibmah." (Macmillan.)

pany. Judge Routhier, of the Superior Court, has in this volume given to the public a most complete history of the beautiful and quaint Canadian City of Quebec. The old city is described in its every aspect. Its topography, history, legends and historical treasures are dealt with in a manner which shows that the author knows whereof he writes. One chapter deals with the many churches to be seen in the ancient capital, another is given up to the monuments; the public buildings are brought before the notice of the reader in another part of the book. The legends of Quebec are written most entertainingly, and hold one's attention throughout. Historical facts are related in a manner which is anything but dull. The social life of the city is the title of one chapter and the subject is given full justice. The book is well printed on excellent paper and contains over two hundred and fifty illustrations. It should be in the library of every person interested in Canadian literature. The first edition, by subscription, was entirely sold before it was off the press.

**SMITH, GOLDWIN.**—"In Quest of Light." Toronto:

The Macmillan Company of Canada. Cloth, \$1.25 net. The light of which the author is in quest is that appertaining to man's existence after this life is ended. The traditional and the supernatural in religion he dismisses. The Mosaic story of the fall of man he declares has been dispelled by scientific research and with that dispelled so must also the doctrine of the atonement and the belief in the resurrection be discarded. Reason, he maintains, must rule, and Bishop Butler is quoted to sustain his argument. He scouts the idea of propounding any theory of his own and while he asserts that nothing positive is known in regard to the future life he leans rather to the belief that this life does not end all. Indeed, he asserts that without a belief in future life "interest in the future of our own race would lose its force; reason would bid each man aim simply at a comfortable passage through life." But he holds that it is not on the old ground that the doctrine of a future life can be sustained. He suggests that in the process of time evolution may prove its existence and that the germ-plasm may terminate in spiritual life. Destruction, Goldwin Smith declares, is far from his object. "We seek amid these troubled waters to find if possible some anchorage for a reasonable faith."

**SNAITH, J. C.**—"Henry Northcote." Toronto: The Copp, Clark Co. \$1.25. A book of remarkable power and originality. Its interest is not based on the usual requirements of the mere story. It has, so to speak, neither time, action nor location. Even its characters are subordinated to its great theme—the eternal principles of law and justice. Henry Northcote is a genius after the order of Faust and although the book is more than a mere imitation it is constructed largely along the lines of Goethe's immortal drama. Bold and dashing in style and abounding in paradox, the author dares to follow arguments to their logical issues. The special pleading in the murder trial and the after scene in the judge's private room possess high literary merit. Caviare to the ordinary reader, this book cannot fail to elicit diversity of opinion from the reading public.

**THORNE, GUY.**—"Made in His Image." Toronto: The Copp, Clark Co. \$1.25. A new book by a popular author, which in quality and treatment is equal to any of its predecessors. Two young men, equipped with all that social influence, wealth and political power can bestow, turn their attention to the solution of the difficult question of "the unemployed." Equally animated by patriotic motives, they are diametrically opposed in their methods. Charles Bosanquet, agnostic, inaugurates a process by which the unfit are to be gradually eliminated, with disastrous results. John Hazel, Christian, illustrates in his own person the divine way of self-sacrifice as the only effective means of reinstating the lapsed masses.

**VON HUTTEN, BETTINA.**—"Pam Decides." Toronto: The Musson Book Co. \$1.25. A sequel to "Pam," an earlier novel by this clever authoress. The heroine, who is not conventional and who has neither name, position nor inheritance, finds herself at the age of twenty-seven confronted with the problem of making a living for herself and her aged attendant. Just at the moment when her brave spirit has been tested almost to its limit Prince Charming appears in the person of Jack Lensky, and a competence is provided through a bequest from an old friend and admirer. From this point the story moves on through a number of charming and romantic incidents until the usual conventional ending is reached.





## THE MAGAZINE COUNTER

### FEATURES OF CURRENT ISSUES.

**F**ICTION will take a foremost place in the August number of the Atlantic Monthly. A number of well-known story writers will contribute. Among other features will be "The Humor of the Colored Supplement," "A Dissolving View of Punctuation," and "Vulgarity."

In the August Century will appear the opening chapters of "Running Water," a new serial by A. E. W. Mason, author of "The Four Feathers." It is a strong novel of adventure as well as of character development.

Dealers will find in the July number of the Woman's Home Companion a tempting bait for Summer customers. There are a large number of short stories in it, and many hints for the holidays.

Among the special color inserts in the July issue of the International Studio are to be found a reproduction of "The Estuary of the Dee" from the water color drawing by Frank Short, a photogravure reproduction of Rembrandt's painting, "The Night Watch," a reproduction of Maxfield Parrish's "Dies Irae," an illustration of Kenneth Grahame's "Dream Days" from the original in the possession of Mr. John Lane; "A House in the Midlands," an elevation by M. H. Baillie Scott, architect; "In the Park" from the painting by D. S. Neave; "Study of a Head," by G. Clausen; "Santa Maria Della Salute," from the etching by Frank Brangwyn; and a drawing in sepia by Mary Watson.

The July number of Munsey's Magazine contains an interesting article on "The Canadians in the United States," illustrated with 26 portraits of prominent Canadians. There is also an article on "Margaret Anglin," the Canadian actress.

The July number of the World To-Day contains a number of full-page portraits of American university presidents and popular mayors of American cities. The contents are up to the usual standard.

The August fiction number of Scribner's Magazine will contain stories by Edith Wharton and Kate Douglas Wiggin. There will be four pictures in color by A. B. Frost, besides many other interesting features. The cover, beautifully printed in colors, will give the magazine a most attractive appearance.

Stories by S. Frances Harrison, Theodore Roberts and the late Kate Westlake Yeigh will appear in the August issue of the Canadian Magazine. Among other contents will be "The Women of Spanish America," "Bridging the St. Lawrence," and "The Exhibition Habit."

The Keystone Magazine is the title of a new magazine started in Vancouver, B.C., in May. It is published by the Keystone Press Co., Limited, Richards street, and sells at 15c per number, \$1.50 per year. It is edited by F. W. Pettit.

President David Starr Jordan, of Stanford University, is investigating the cause of the great earthquake which ruined San Francisco, and the result of his research will appear exclusively in the Cosmopolitan. The August number will be strong in fiction, including stories by W. W. Jacobs and Norman Duncan.

Portraits of sixteen of the most famous titled beauties of England will appear in the August issue of the Metropolitan. The number will be the Midsummer Holiday Number, and will contain many choice features.

Like the other magazines, the American will bring out a midsummer fiction number in August. Its first story will be "The Derelicts," by L. Frank Tooker, which is said to be one of the best romances of the year. An interesting article on gas corporations will be a feature of the number.

The dastardly attempt on the life of the King and Queen of Spain, together with the marriage ceremony and attendant festivities, were fully illustrated in the London Graphic Double Wedding Number, from sketches and photographs by their special artist and photographers in Madrid. A special feature of the illustrations is a double-page reproduction of a photograph showing the actual explosion, the operator at the time having no idea that the outrage was pictured on his plate.

The price of Appleton's Magazine is now 15c. per copy, or \$1.50 per year. The character of the contents will be maintained at the old standard, when Appleton's sold for 25c. In the August number, Maxim Gorky will publish his "Impressions of America," there will be eight stories of uncommon excellence, while of general articles there will be good store.

The August number of the Pall Mall Magazine will be a Summer number, and will in consequence be lighter in tone than usual. It will contain stories by Eden Phillpotts, J. J. Bell, Joseph Conrad, H. C. Bailey, Lawrence Mott and Cutcliffe Hyne.

In the August issue of Lippincott's will appear a novelette by Ralph Henry Barbour, entitled "An Adventure in Arcady." Those who remember his delightful romance, "Kitty of the Roses," will enjoy this new story.

"The Story of Montana," by C. P. Connolly, will begin in the August number of McClure's Magazine. This number will be rich in short stories, the contributors including Myra Kelly, O. Henry, Jack London, Mrs. Woodrow, Rudyard Kipling, and others.

The American Magazine, long known as Leslie's Monthly, controlled by Frederic L. Colver, with Ellery Sedgwick, William Morrow, R. C. Wilson and C. D. Spalding as associates, has been sold to the Phillips Publishing Co., composed of John S. Phillips, Lincoln Steffens, Ray Stannard Baker, Ida M. Tarbell and A. A. Boyden, long connected with McClure's Magazine, and Peter Finley Dunne and William Allen White. It is understood the price paid was in the neighborhood of \$400,000.

Mr. Charles Dwyer has resigned as editor of the Delineator, after a service of twenty-five years upon the editorial staff. His successor is Mr. Ralph Tilton.

McClure, Phillips & Co. intend to make some important changes in their recent purchase, Public Opinion. A vigorous editorial policy will be adopted.

The case of Messrs. Pearson against Mr. T. P. O'Connor, M.P., to restrain the latter from publishing a weekly paper, to be entitled "P.T.O.," has provided fine opportunity for witticisms in the London press. "Punch" says that the proprietors of "M.A.P." will be pleased to see "P.T.O." go to P.O.T., while the London Star hears its report of the result of the case "P.T.O. on TOP." Mr. O'Connor is now at liberty to go on with the publication of his new paper.

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G. DELGADO, LIMITED, of East Road, London, England, are showing a particularly attractive line of Christmas cards and fancy stationery this season. A number of their Christmas card designs are herewith reproduced in miniature, and these are, for the most part, folded cards with inset tied with ribbon or with cord. From the cheap lines right through to the expensive cards there is a beauty of design and color that reflects considerable taste and originality in the designing room, and this same taste shows in all lines of calendars, birthday cards, autograph cards, wedding stationery, ball programmes, score cards, and the many other specialties which bear the brand of the "Union Jack" series. The Canadian trade are likely to have an early opportunity of examining



these samples for themselves, when, no doubt, substantial appreciation of these very attractive lines will be shown

THE ORIGIN OF BRIDGE.

WHERE does bridge come from? Persia is said to have given us the game of poker, and Turkey, according to R. F. Foster, author of "Foster's Complete Bridge," was the home of this latest popular card game. Mr Foster says in his preface. "Bridge would seem to be a combination or outgrowth of various other games, notably gerelash, Siberia and preference. A game very much like bridge has long been popular in Holland; and all the elements of it are to be traced in many of the older games of cards. The name is supposed to be derived from the word 'biritch,' which is popularly believed to be a Russian word, but there is no such word in the Russian language. The game itself is generally credited to the East; and is said to have long been popular in Constantinople, Smyrna and South-eastern Europe." Mr Foster gives 1893 as the date of the first appearance of the game in America, when its principles were explained to some members of the New York Whist Club by Mr. Henry I. Barby, an incident which resulted in the withdrawal of a large number of members who wished to play bridge to the exclusion of regular whist, and the formation of the Whist Club of New York. According to the Encyclopaedia Britannica, bridge was first played in England about 1880, but did not really become popular until 1892—McClure's Gazette.

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**RETURNED DRAFTS.**

**T**HERE are times when the retailer does not seem to realize his relation with the wholesaler in the matter of accepting or returning drafts, and refuses to accept a draft on account of some trivial or imaginary reason. Perhaps, if the retailer could really see the amount of work entailed, and the unnecessary expense the non-acceptance of a draft puts the jobber or wholesaler to, he would be more considerate in the matter.

Complaints come to notice from time to time, where drafts are returned with no other explanation than "goods not yet checked over," or "drawee out of town," and in some cases simply the word "refused" is written across the back of the draft without even an explanation. Surely it is not the fault of the jobber that the goods are not checked over. To the house making the draft these returns mean the loss of 25 cents collection, the making of new entries and the reversal of every entry put upon the books in connection with the transaction. And then there is the interest due the bank on account of "drafts returned," which is a direct pecuniary loss to the house.

Sometimes an irate letter follows closely on the heels of a returned draft, claiming a shortage or an overcharge of some small amount, in some cases almost charging the house with an attempt to defraud. If the writer would be less hasty in these refusals, and, if he has a grievance, send in a letter explaining the same, there is no jobbing house of any standing whatever that

would not be glad to rectify the matter. But to ignore or refuse to accept a draft, unless for some good and sufficient reason, is an act of business discourtesy and a source of inconvenience and expense to the maker of the draft.

Sometimes a draft is returned on account of a small overcharge, the retailer thinking he will commit himself by signing; but he can have little confidence in the house if he feels that by acceptance he is signing away his chance of being credited with the amount, as it would indeed be a short-sighted firm that would take such an advantage. No doubt those who return drafts freely do so without the knowledge that it causes so much trouble, but it does cause needless trouble and work.

. . .

*The extravagance and waste of doing work badly are most lamentable.*

. . .

**THE INDECENT POST CARD.**

**P**ROSECUTIONS for the sale of indecent and immoral picture post cards are, fortunately, seldom heard of in this country. Elsewhere the evil has attained dangerous proportions. It is the duty of the Canadian trade to see that the sale is kept pure. Not only will such a course of action be commended by the general mass of the public, but it will serve to preserve the trade. Once allow the business to become degraded and its success will be over.

In Montreal a dealer was recently found guilty of selling indecent post cards. In the evidence it was discovered that had he chosen to pay a fine to the customs nothing would have been heard of the case. This is a lamentable state of affairs when a Government department will take money practically to hush up a scandal. How far has this policy been carried?

In the interests of the legitimate post card trade every opportunity should be given the authorities to prosecute dealers who are violating the law in selling indecent cards. There should be a constant police supervision of cards offered for sale, especially in the larger cities, and prompt action taken when anything is discovered amiss.

. . .

*Keep the faculty of effort alive in you by a little gratuitous exercise every day.*

. . .

**THE SALE OF LEFT-OVERS.**

**A**MONG British publishers and booksellers the question of "remaindering" net books is becoming acute. The matter has been brought to the front by the action of the Times Book Club in selling copies of Lord Randolph Churchill's Life at a greatly reduced price within a few months of publication. It is probable that the British Publishers' Association will adopt a policy which will prevent this "remaindering" of net books within a period of six months following date of publication.

This trade grievance in England has a slight parallel

in this country in the "remaindering" of copyright fiction. Here, it is true, the books which publishers clear out are usually more than a year old, but they none the less injure the sale of the current books.

For instance, we find about June 1 that the Spring publishing season is at its height. At the same time we notice the appearance of large quantities of left-overs, which city stores offer at about one-third or one-fourth the price of the regular publications. From the publisher's standpoint this is poor policy. He is practically cutting his own throat by allowing these left-overs to usurp the sale of his current editions.

There should be some policy adopted by which the sale of left-overs should be confined to a certain period of the year, when no new publications are appearing, while at the same time no left-over less than a year old should be placed on the market.

• • •

*One of the most important lessons to be learned by every man who would get on in his calling is the art of economizing time.*

• • •

#### THE SPIRIT OF THE TIMES.

FROM every branch of trade come reports of greatly increased demand for better class goods. The country is enjoying a fine era of prosperity, and the natural outcome is added attention to the comfort and embellishment of both body and home. Desire for pleasant environments in this application of the term cannot, perhaps, be classed as elemental, but it has grown with civilization and materializes when there is a surplus of money above what is required for the necessities of life. It has reached a point in Canada just now that was never before attained.

The impetus which this will impart to trade is gratifying, and every dealer should be prepared to take full advantage of it. Better lines than have heretofore been carried can be stocked, with, of course, the exercise of careful judgment in selection. This should be followed as a natural course by better display, better advertising, better store service, in fact, it should be the aim of the merchant to expand in every way in response to the spirit of the times. The prosperity of Canada is bound to be permanent, and it lies within his power to educate the buying public to the purchase of higher-grade goods.

• • •

*Without enthusiasm your business will be lifeless and success will never attend it.*

• • •

#### U. S. COPYRIGHT ACT.

TO foreigners, the most important sections in the new United States Copyright Bill, which will probably become law this year, are those relating to the ad interim copyright privileges now introduced for the first time. Up to the present it has always been necessary for a foreign author to arrange for contemporaneous publication of his book in his own country and in

the United States, in order to obtain copyright in the latter country, and it has always been necessary for him to have his book set up and printed in the United States. While the latter requirement must still be complied with, it is now possible for the author to secure an ad interim copyright, which will protect him for two years, thus allowing ample time for translation and the making of such other arrangements as are necessary.

This privilege is only extended to books in a foreign language. Books in English or in English and one or more foreign languages, can only secure protection for thirty days.

The whole bill is intended to consolidate existing Acts respecting copyright, and should prove helpful to those who have long struggled with the intricacies of the law. A similar treatment of the Canadian statutes is desirable.

• • •

*Be scrupulously exact down to the smallest item in money matters; it pays.*

• • •

#### SPECIALIZATION.

SPECIALIZATION, as opposed to the department store idea, means the concentration of attention on one or two lines in place of ten or a dozen. Specialization is practised in nearly all trades and professions. Thus we have among physicians the throat specialist and the eye specialist; among lawyers, the railway lawyer and the criminal lawyer, and so on. These men devote all their attention to one department of work and gain a reputation for this particular branch.

Up to a few years ago the general tendency in the book and stationery trade was to branch out. New departments were added and new lines introduced. This tendency received somewhat of a set-back when the department stores gained in strength. Latterly it would seem that a change has come about, and instead of branching out we find merchants beginning to specialize. Let us see how true this is and what advantage is to be derived therefrom.

Specialization is practised mainly within the area of department store influence, in the larger cities where department stores do business and in the smaller cities surrounding them. The reason for this is not far to seek. For general trade the average store finds competition with the department store very difficult, whereas in specializing the average store gains an undoubted strength, because it is able in its particular lines to defy its big competitor.

Outside of department store influence there is not the same need for specializing. There department store ideas can be copied on a smaller scale to advantage.

Of course it may be contended that no place is outside the influence of the department store doing a mail order business. This is certainly true, but there are some commodities people do not risk buying by mail order, and in handling these a local store gains an advantage.



**MONTHLY REPORTS  
FROM TRADE CENTRES**

**MONTREAL.**

Good Summer Trade in Books and Stationery—Tourist Trade to Date has been Excellent—New Books Selling Well.

Office of BOOKSELLER AND STATIONER,  
222 McGill Street, Montreal

July 9, 1906

**D**URING the past month booksellers have done good business in books. This season the list of Summer fiction has been a long one and bookstores have been able to stock books to please every class of the trade. Demand has been very good in Montreal, especially during the beginning of June and even later, people going to Summer resorts or elsewhere out of town taking more or less reading matter with them.

• • •

Tourist trade up to the present time has been excellent, in fact in the case of many merchants it has exceeded that of last year up to date. There are several reasons for this. The tourist season this year opened rather earlier than usual, and as a consequence trade has begun at an earlier date. Several delegations have visited Montreal attending conventions, which, of course, has helped the trade also.

• • •

Pictorial post cards are selling very freely. Some of the uptown stores have had special post card windows and results have been very satisfactory. Popular lines are those retailing five for five cents and those selling two for five cents. The more expensive lines are also in good demand.

• • •

A novel, but none the less attractive, post card window was one dressed by N. Lewendon, 1541 St. Lawrence street. The window, quite a large one, was artistically dressed with some five or six hundred picture post cards, comprising Mr. Lewendon's private collection. The cards came from all parts of the civilized world and the collection could not help but be interesting. Flags and hunting were used to give effect. The window attracted much attention.

• • •

Such new books as have made their appearance are enjoying good sale. Winston Churchill's "Comston" has done remarkably well so far, while Robert Barr's "The Rock in the Baltic" has been in good demand also. "Hearts and Creeds" in paper has sold quite freely.

• • •

Dealers anticipate an excellent sale of the new book by Guy Thorne, "Made in His Image." From the demand reported by the publishers at present, it would look as though this anticipation were to become a reality. "The Pink Typhoon," by Harrison Robertson, is a new motor car story. Mrs. Henry de la Pasture's new book, "The Man from America," is meeting with favor.

• • •

The J. E. Waterman Company recently secured considerable extra space in the building occupied by them. The company now have the better part of 138a St. James street, as well as all of 136 St. James. The extra space has been entirely remodelled to suit the convenience of the company. The offices are now situated on the second

floor. A special-convention number of the "Pen Prophet" has been issued by the company. It is quite attractive and contains considerable Waterman literature of interest.

• • •

One of the representatives of the Eton Hurlburt Company, of Holyoke, in the person of Frank E. Waterman, was here on business in June.

• • •

Mr. Richard Dunn, who for six months has been accountant for the Drummond, McCall Co., has joined the sales staff of the W. H. Newsome Co., of Toronto. Mr. Dunn has had many years' experience selling stationery and typewriters' supplies in the Old Country and he should have no difficulty in making good in his new position.

J. J. G.

**WINNIPEG.**

Tourist Trade Begins—Big Sale of "The Jungle"—Toronto News Company to Open a Branch.

Office of BOOKSELLER AND STATIONER,  
511 Union Bank Building, Winnipeg, Man.

July 3, 1906.

**G**ENERAL business is reported very satisfactory in both book and stationery lines. The early Summer has already brought large numbers of tourists, who stay in Winnipeg for a few days on their way to the mountains. The best Winnipeg stores are catering to this trade with good success, the demand being principally for Summer fiction and souvenirs of all kinds.

• • •

Undoubtedly the book of the month in Winnipeg and all the western towns has been "The Jungle." The supply in Winnipeg has been sold out several times and local stores have had trouble in getting sufficient copies.

• • •

Local booksellers and newsdealers expect the Toronto News Co. to open a branch in Winnipeg in the near future. The western trade has been so inadequately served for some time by the Canadian news companies that two or three Winnipeg men undertook to form a local news company to supply the western news stands. While they were engaged in organizing their company they received assurances that the Toronto News Company intended opening a Winnipeg branch, and on that understanding the project was dropped.

• • •

Eisgar L. Lang, of Russell, Lang & Co., is at present at the Pacific coast.

F. R. M.

**VANCOUVER, B. C.**

English Travelers in the West—Clarke & Stuart Building—Bailey Bros. Take a New Store.

**R**EPRESENTATIVES of English publishers who have been in British Columbia this year have not been satisfied with the sales of the periodicals they represent. They find that the news agencies do not push the sales of the Old Country periodicals as they do those from the United States. The reason for this is that the news agencies are controlled if not owned from American sources. The remedy, they recognize, is to start an independent news agency devoted to the pushing of sales of British periodicals. It remains to be seen if this action will be taken. As there has been rather more interest taken recently in the possibilities of sales in Canada than in past years, the reports of the traveling representatives

may result in an agency being established. Of course the demand is greater in British Columbia and possibly in the Northwest than in the east.

There have been more Old Country traveling men in British Columbia this season than ever before. They are not at all dissatisfied with the results of their trip. The sales have been very much larger than in former years. English book publishing houses have been represented by Mr. Clark from Ward, Lock & Co., Mr. Whitlock from Routledge's, and Mr. Prenter, who represents a number of English houses whose lines were formerly brought by the late Mr. McPherson, a pioneer among the Old Country mercantile visitors, and long and favorably known to the trade here. Mr. Prenter has the goods of Marcus Ward & Co., among other leading English houses. He spent some time in Vancouver visiting his brother, Mr. S. L. Prenter, assistant to the divisional superintendent of the C. P. R. Co.

Summer business in stationery lines is beginning to feel the effect of tourist travel which has already set in. Post cards are still very popular sellers, the favorites being, perhaps, the photographic reproductions of familiar mountain and coast scenes.

Of course, souvenirs of all classes, like post cards, are good sellers to the tourist trade. Leather and other novelties comprise the leading lines. Some lines of German china oddments in imitation of wedgewood are made up with local souvenir features.

While the tourist travel is expected to be large this year, it is anticipated that there will be a difference in the character of the trade, from last year, when the bulk of the people traveling across continent were Portland fair excursionists. This year very heavy round-the-world tourist traffic is reported as already engaged, and these are mainly English and European people of wealthy classes.

In addition to brisk periodical selling, books are going well for tourist trade, leading new fiction, Oppenheim, Pemberton, and others being chiefly demanded.

H. P. McDowell, an old-time printer and rubber stamp maker in the City of Victoria, has sold out his business to Messrs. J. H. McConnell and W. H. P. Sweeney, both of them formerly of San Francisco. Mr. Sweeney traveled at one time for the Mysell-Rollins Co., of San Francisco, manufacturers of blank books. Mr. McConnell was formerly with the Hicks-Judd Co., also of San Francisco. The new firm intend so improving the plant that it will be one of the finest and most up-to-date printing and rubber stamp outfits in British Columbia. Mr. McDowell has not yet stated his intentions for the future. He is so well known in Victoria that it is hardly likely he will think of making a change of location, and will more than likely locate in some other line of business in the city he has so long been a resident of.

In Vancouver, Messrs. Bailey Bros. have taken a new store on Granville street, close to the B. C. Book Company's store. This they are fixing up very tastefully. A small, compact retail stock daintily fitted and displayed occupies the front portion, while the rear and larger part of the premises will be devoted to the wholesale trade the company is building up. They are gradually extending the wholesale and jobbing business, and still retaining their retail shop. The old pioneer premises on Cordova street, longer occupied as a bookstore than any other stand in

Vancouver, are still retained and a large general book and stationery stock carried there, while the retail department of the Granville street store will be more for tourist trade.

Messrs. Clarke & Stuart, Limited, the Hastings street stationers, who at the first of the year announced their intention of making a specialty of office supplies and stationery, are now having erected a fine block on Cordova street, at the corner of Seymour, close to the C.P.R. depot. There they will establish their printing plant, add to their office furniture and fixtures stock, and office supplies, and gradually eliminate the retail book and stationery and similar lines.

N. Caple, whose bookstore was formerly on the east side of Granville street, is now located in a new block on the opposite side of the street a block farther south and close to the Hotel Vancouver.

### LONDON, ENGLAND.

What the Art Publishers are Doing—Increased Interest in Canada—New Periodicals.

Office of BOOKSELLER AND STATIONER,  
85 Fleet St., E.C.,  
London, June 21, 1906.

IT is difficult to recall any other season when the weather has been so unreliable as during the past few weeks. Not infrequently a day of Summer heat has been closed by an evening of chilly atmosphere and a night of real Winter cold. But through it all the Summer holiday element has continued uninterrupted. So has it been with the retail trade, for naturally a great deal depends upon the weather for ordinary trade, whilst the host of holiday makers and strangers will defy such details as adverse elements in its efforts to make the best of time.

Manufacturers and wholesalers are busy making their arrangements for Fall and Winter trade, and are eagerly courting perusal of their sample books. Art publishers are confident that a bigger trade in Christmas cards will be done in the coming season than ever before. Statements to the contrary are not wanting, even from the British trade publications, but the reasons for such pessimism are not clear. It is quite true that, were the public left without any incentive to buy, the demand might not be greater, or even so large, as formerly, but determined as the leading publishers are to produce a larger range and a better quality of cards than ever before, there is every reason to believe that the coming Christmas will bring a larger volume of business to dealers. Of course, if nothing but topical subjects, such as Father Christmas and snow-bound cottages, once so popular, is to be called a Christmas card, then the demand has certainly fallen away. The truth of the matter is that owing in great part to the mild Winters Britain has experienced these past few years, snow scenes and such-like subjects have ceased to appeal to purchasers, and now almost any subject, sacred, social or humorous, will sell, if treated properly and adorned with the usual greetings. Export samples are varied and excellent in workmanship.

The Rapid Photo Co., of this city, evidently realize the importance of snatching up opportunities. Hardly had the "children of Spain" completed their coronation ceremonial than this firm announced a range of pictorial

cards depicting events in the actual festivities. Coronation scenes inside and outside the cathedral and gay processions through the streets of Madrid are subjects which, apart from their special interest to the British people, will appeal particularly to collectors. There is nothing commonplace about them.

Raphael Tuck & Sons are affording the trade here an opportunity to talk. They are offering no less than £6,666 in prizes to collectors of their cards. The details of this, their fourth and greatest competition, have not yet been made known, but it appears there are to be 1,200 prizes, which will be divided into three sections, the first dealing with Tuck's post card chain, the second with suggestions for the new use of Tuck's post cards in house decoration, and the third section will be devoted to the most interesting tour suggested by Tuck's post cards. The cards used must be bought in packets, not singly, and the whole scheme will be extensively advertised in the daily press. In this letter but a month or two back there appeared a prophecy (or was it merely the result of a little think and a little knowledge?) that the steady flow of prosperity would continue in the post card trade with one class of publishers only—those of resource. This competition, this arousing of public interest, is a sign of resource.

In the August letter it may be possible to say a little about the ideas of other pushful art publishers, for July will bring around again at the London Agricultural Hall the exhibition of the printing, stationery and allied trades. This is a show which always brings together the best of everything with which it is connected, and a special feature will be a post card exhibition.

• • •

Apropos of the publishing business, Bookseller and Stationer has seen much of Mr. George Smith over here lately. The S.S. Ottawa, ex Liverpool June 21, carries him back to Toronto with a goodly number of agencies. He spent some weeks amongst the chief business centres on this side, and takes back, as reward for his industry, the agencies for C. Brandauer & Co., pen makers, whose representation has been relinquished by H. O. Knowles & Co., T. Fisher-Unwin, publisher; Gale & Polden, publishers, Geo. Allen, publisher, G. Philip & Sons, map sellers, Marion & Co., art publishers, Burns & Oats, publishers of Catholic literature; Crossby, Lockwood & Son, publishers, J. Simmonds, stationery manufacturer, and Alfred Cooke, Limited, publishers. These are progressive houses, and Mr. Smith will have something to tell about them in the advertising columns of Bookseller and Stationer before very long.

• • •

It is good to notice the increased interest which Old Country houses are taking in Canada. It is most noticeable that in almost every line of industry there is a feeling of confidence in the future greatness of the Dominion, and it not infrequently happens, at association meetings and similar gatherings, that a speaker will refer to Canada as a field for better cultivation. It is easy to remember when the knowledge of Canada and its resources amongst men on this side was hazy in the extreme. Not so now. Within the last few days Mr. Walter Haddon has been relating to the printing trade the impressions which were forced upon him during his recent trip to the Dominion. After all is said and done, he declares, personal contact is the only sure way of realizing how vast are the strides Canada has already made, and is likely to make in the future. Speaking of the printing craft, Mr. Haddon deprecates the fact that Canadians have no exact knowledge as to British pro-

gress and are inclined to believe disparaging statements about the British craft, which are being spread through the Dominion by United States manufacturers. With regard to United States printing machinery, Mr. Haddon declares that he is without examples in Canada of American productions having the combined advantages of being better and cheaper. The American manufacturer sees to it that his friends across the border do not buy as cheaply as, say, the British printer, and the Canadian printer does not realize what he would gain if he gave the American a little British competition. He further declares that it is the British manufacturer who must take the initiative and demonstrate his desire to get a bigger share of Canada's business than heretofore.

• • •

The book trade is brisk, as must be expected at this time of the year, there being a good run on cheap editions. These are probably for holiday use, although it must be confessed that there are very few patrons now for expensively gotten out editions. A man with 55 years experience as his authority declares that it is no longer possible to stock the fine old publications that were in demand 30 years ago. The sons of fathers whom he used to supply with fine libraries are now content with sixpenny magazines, newspapers and cheap editions. However that may be, the fact remains that the reading public has enormously increased as a direct result of this cheap literature.

But there is a limit, even to cheapness. That well known and popular composer, Mr. George Le Brun, who has recently passed away, was ruined by the cheap editions of his songs, pirated and hawked through the streets by vagabonds. His is not a solitary case, and it is sad and unjust that men should have to pay so dire a penalty for their popularity. Within a stone's throw of the Bookseller and Stationer offices men stand all day long, under the noses of the police, and illegally sell pirated and unauthorized music. Something is being done to put a stop to the illegal trade, but the doing is taking a very long time.

• • •

The makers of the celebrated "J" pens have registered a new company under the title of William Mitchell (Pens) Limited, with capital of £75,000 in £1 shares, of which 20,000 preference shares and 20,000 ordinary shares have been issued. No initial public issue.

• • •

A rumour is going round that a phonetic newspaper is to make its appearance, under the editorship of Professor Skeat. Mr. Andrew Carnegie is mentioned as the "mon w' the siller." The report is a rather uncertain one, but what good such a publication could do it is hard to see. For ordinary men ordinary spelling has always, up to the present, proved good enough.

• • •

The first number of the new series of "The Navy and Army" has been issued by Geo. Newnes, Limited. It comes out in fortnightly parts at 6d. each, and is very welcome.

• • •

Miller & Lang, Limited, the Glasgow publishers of the National series of post cards, have just announced their first annual report. Holders of the ordinary shares have received a dividend of 15 per cent., whilst on the preference shares a second half-yearly dividend of 6 per cent. was declared. To the general reserve fund £2,000 was credited.

**STAUNTONS LIMITED.**

IT is frequently quoted, "Of the making of books there is no end," and, apparently, this quotation can reasonably be applied to the manufacture of wall papers. A recent visit to the factories of Stauntons Limited would confirm this observation.

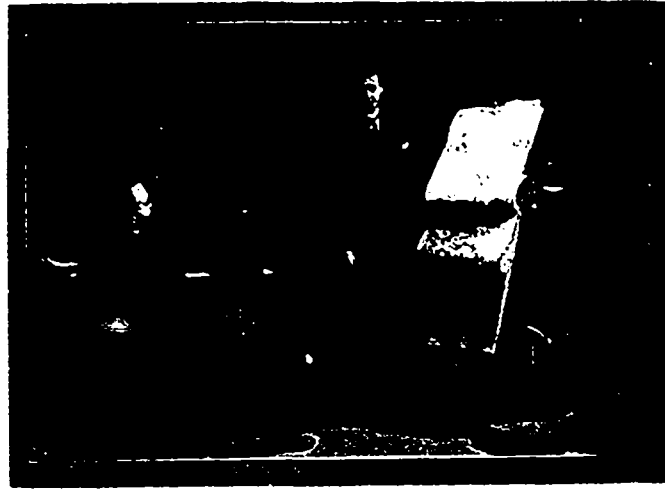
A more than busy atmosphere was noted; construction and manufacture were under full swing; the new factory is about completed, and the latest and most improved machinery will soon be installed. The advance samples of the new Staunton line for the season of 1897 were quite ready. Appropriateness, utility, quality and decoration are reflected in the goods. It becomes evident that every care and attention, together with the knowledge acquired in the many years of practical application, observation and experience, have been judiciously utilized in an untiring endeavor to provide the best — the best in every particular.

Each design reflects the reason for its existence and every pattern denotes its particular use. This is a valuable quality, which is appreciated by the decorator and the dealer, as it assists him in determining the place for the papers and proves of considerable assistance in making sales rapidly, and rapid sales stand for quick profits.

To the trade, blanks and low-priced gilts are the backbone of the wall paper industry. To have strong lines of them means to have a strong line generally, and in the new Staunton line for 1907 this backbone is of admirable quality and generous quantity. Every style of design having practical and commercial utility is shown in wide variety. Every room in the average home is well provided for.

Kitchen papers comprise some very neat, cheerful, bright textile patterns in warm furnishing colors, an excellent marble effect, their successful granite in new colorings, a tile or block pattern nicely proportioned and well covered, and some attractive, snappy, floral garland patterns—a really splendid collection in these necessarily low-priced grades.

Bedrooms are most amply provided for. They should be, for the average home contains a number of bedrooms, and the growing tendency is to select a different style for each room. Patterns in stripe treatments are offered in many styles of designs and colorings—neat ribbon effects, dainty embroidery styles, acceptable and



RETURNED  
AUG 13 1906  
To Owner  
Book 53  
page 49  
W.S.L.

IT'S TIME for buying as well as looking in the Wall Paper business. It's time for you, Mr. Merchant, to choose between the various claimants for your trade and select the best-selling line of

## WALL PAPERS

Our salesmen represent a factory established for fifty years; every man in it practical and skilled in this particular business, and every bit of machinery of the best and latest model. You can depend on the quality of the STAUNTON LINES because we are just as particular in buying the raw materials for our papers, and select them from the original sources as carefully as if we were making Wall Paper for our own homes instead of selling it to you. It takes time, and experience too, to know just where to get and how to choose the best materials. Think of that when you are considering what factory to buy from.

When the STAUNTON salesman opens his trunks, you will see many pleasing surprises in values and prices, as well as new achievements in designs and colorings. We are showing many attractive and fast-selling specialties in addition to our standard lines.

Wait for the STAUNTON Salesman.

## STAUNTONS, Limited

Wall Paper Manufacturers

TORONTO, ONT.

Borders and Side Walls at Same Prices

pleasing florals in self tones, and also in bright, cheerful, natural colorings with matching two-band borders that can be cut out, thus enhancing the decorative effect. Many of these can be worked up into panel treatments, artistic yet inexpensive, by the experienced and versatile decorator.

A combination that deserves special mention is No. 1727, a rose floral and ribbon in stripe treatment with a wide matching border in graceful rose festoon with a dainty moire ceiling brought out in a charming range of new color effects.

The assemblage of styles in independent wall hangings and in the regular combinations, suitable for halls, dining rooms and libraries, covers a range of patterns remarkable for scope of accepted types of designs, and these appropriate ideas are produced in a wide variety of new color associations. Each style of pattern has been carefully studied, and is offered in the combinations of colors best adapted to it.

It is in the drawing room or parlor effects that the most marked improvement is shown. Undoubtedly the consumer usually exercises the greatest care in the selection of the paper for the best room, and the collection of beautiful patterns at reasonable prices is extremely large. This class of design was assembled by an artist whose expert judgment deserves commendation, and it includes excellent examples of rococo, Italian renaissance and French renaissance, Louis XV, Marie Antoinette, colonial, classic, and art moderne. Each pattern is brought out in colorings that are charming, exquisite and decorative. Each style has been treated in a masterly manner. These marvellous color associations are the productions of Staunton's regular staff of color experts, under the able direction of Mr. E. G. Staunton.

The relatively plain effects cover an interesting collection, and include ingrains, with match borders and match ceilings, a rich and effective new crepe silk fibre in the latest colors, the embossed pulp mureseda, a very natural grasscloth in new effects, weaves, and a fabric production that is an excellent imitation of broadened plush. These all have suitable wide borders in landscape, pictorial, heraldic, empire and classic designs, with matching ceilings.

The line of independent ceilings is perhaps the most comprehensive this firm has ever offered the trade, and includes several new moires, some excellent two-tones and overprints in a variety of styles, and wide range of practical color and mica effects.

The specials include a distinctive pattern in combination, that, while not especially ecclesiastic in character, is particularly adapted to church decoration, and it is offered in several most appropriate color treatments. There are also several emblematic designs made expressly for the decoration of fraternity or lodge rooms.

An office has been opened at 124 Bay street, Toronto, by G. Wallace Weese, late manager of G. A. Weese & Son, Toronto, where he will represent the Permanent Ink Co., Limited, of Hamilton, manufacturers of writing inks, typewriter ribbons, carbon paper, mucilage, etc. This company bought out the Colonial Ink Co., and are turning out a superior line of goods. Mr. Weese's long experience in the stationery business is a sure guarantee that he will boom the business of the company in Toronto.

A VISITOR FROM BIRMINGHAM.

CONDITIONS in Canada have changed very considerable of late years, according to Mr. John S. Downing, of Birmingham, the manufacturer of stationers' sundries of all sorts. Mr. Downing spent a couple of weeks on this side of the Atlantic during the early part of June, and exchanged a few words with Bookseller and Stationer at the Queen's Hotel, Toronto, on June 19, just prior to starting on his homeward journey.

In Mr. Downing's opinion the trade is passing out of the hands of the jobbers to a noticeable extent, for the reason that the latter are going in more and more for manufacturing on their own account. The British manufacturers are now selling goods direct, and the result is the growth of big retail stationery stores like those of Grand & Toy, and O. B. Stanton, in Toronto, and C. F. Dawson in Montreal. Stores like these—large, clean and well-stocked—would cause a sensation if opened in London.

So far as the volume of trade was concerned, Mr. Downing found it excellent, and a hopeful spirit existed all over. He was returning to England with a greater faith than ever in the future of this country.

Though he came across primarily for the benefit of his health, yet he also was anxious to meet Mr. Hector Prenter, who is now representing him in this country. Mr. Prenter had just returned from his first trip to the coast, and was greatly pleased with results.

A NEW DRINKING CUP.

J. C. CONNOLLY, the stationer, Halifax, N.S., has secured the Canadian agency for the newly-patented Purifold Aseptic Paper Drinking Cup. This cup marks a new era in sanitary conditions, inasmuch as its use is a guard against the danger of contracting disease through the use of public drinking cups. It folds so compactly that it may be carried in a gentleman's vest pocket, or in a lady's purse, thus providing a pure, wholesome cup to use at the theatre, shopping, or while traveling. For school children, too, it is essential, as the use of the common cup at school is very often hazardous. Each cup may be used many times. Absolute cleanliness is assured, as the cups are carefully folded and each one placed in a separately sealed envelope.

# IF IT IS PRICE

alone you are looking for, buy the cheap kind, but if quality, manufacture and style count, you must have the papers with "Hurd's Name on the Box." They represent the highest attainable quality, style and manufacture, and the price you pay for them, when you consider these three salient features, is very little more than the "just as good" kinds.

We have many novelties which will interest the visiting trade, sachets, bridge cabinets, dinner cards, score cards, holly cards and envelopes, dance orders, etc., etc.

GEO. B. HURD & CO.

Fine Paper Manufacturers

425 @ 427 Broome Street, New York, U.S.A.



## HERE AND THERE AMONG THE JOBBERS

Personal information for the guidance of buyers of stationery and fancy goods, especially procured by  
"The Monthly Visitor."

**T**HIS is certainly the age for cloth finish stationery, and it shows no sign of falling off. W. J. Gage & Co. have added some new lines of fabric finish papers to their line, two of which, Swiss Lawn and Maple Leaf Linen, they call attention to in this number. Gage & Co. say that this style of stationery has almost entirely replaced the old kind of writing papers for the better class of correspondence. The Swiss Lawn is lighter in weight than their Holland Linen and will on that account be appreciated by those who favor a thin paper. It is made in white and azure, Oxford and Royal sizes, note paper packed in handsome one-quarter ream boxes and envelopes in one-eighth thousand boxes, all attractively banded and labelled. The bulk goods can be sold with a very handsome profit to the dealer at 10c. per quire and at the same price per package of envelopes. The Swiss Lawn is also put up in very attractive papeteries in different sizes and can also be supplied in initial papeteries as well. This paper is stocked also in tablets, Oxford size, white and azure, made in flat sheet style which is very suitable for ladies' use.

Another new one from the factory of W. J. Gage & Co. is their Maple Leaf Linen. The name suggests at once the reason it is called by that title, as every sheet and envelope is made of paper watermarked with maple leaves. The Maple Leaf papeterie is going to be one of the best selling Gage & Co. have ever put out. It is put up in handsome boxes decorated in colors with maple leaves, and comes in Oxford size with wallet flap envelopes to retail at 25c., and in royal size with wallet flap envelopes to retail at 30c. They also carry the Maple Leaf Linen in ream goods handsomely boxed and at very attractive prices.

W. J. Gage & Co. are just issuing to the trade their new No. 3 catalogue. This comprises their list of stationers' sundries. It is being mailed to all the customers on their lists and if any in the trade do not receive a copy they can have it upon receipt of post card to that effect. This new catalogue is handsomely illustrated and gives full information in regard to all the staple lines of sundries usually carried by dealers. The prices are correct and up-to-date, thereby making it very useful for mail orders. The same firm have also in preparation and will shortly issue their new educational catalogue for this season, which will be their No. 1. This will be followed shortly after by their catalogue of printers' supplies, No. 5. All these catalogues will be sent out to the trade immediately upon publication.

W. J. Gage & Co. last month in these columns called attention to the Venus pencil, the new high-grade 10c. pencil, showing at the same time an illustration of the very handsome cabinet supplied with it. They are reporting a good sale already for this splendid pencil and would advise the trade to put it into their stock if they have not already done so. It comes in seventeen grades

from the very hardest to the very softest, and also in copying, and is the most durable and smooth-writing pencil in the market.

June was a particularly good month with the jobbers, considering all things, and everyone we have seen report that the half year's business totalled much higher than the corresponding period of last year. Import sales of foreign lines for Fall trade were particularly good everywhere. The west, of course, bought much heavier than last year, while Ontario and the Eastern Provinces are preparing for a big increase of business when the Fall trade commences.

Travelers report that the tourist trade is good and quite up to last year. It is not as brisk, however, as it may have been had the weather been less unsettled. Big business is looked for during July and August. Most of the travelers are now finishing up their journeys; some are already in and are on vacation or preparing for next trip. The western men who are in report heavy business in all lines, and a particularly bright prospect for the retailers in their territory. The crops are looking first-class, they say.

The Brown Bros. of Toronto have prepared a very complete and attractive leather goods line for the Fall trade, while their stock of general stationery and printers' supplies were never so complete or extensive as at the present time.

Warwick Bros. & Rutter are showing a brilliant line of fancy holiday papeteries and a new line of picture post cards, including Indian and fancy heads, and a new line of Muskoka, Georgian Bay, Kawaitha Lakes, and Thousand Island views.

The trade in school supplies is above the average and very satisfactory. Big orders are being received from all districts.

Macfarlane, Son & Hodgson are making a specialty of the "Diana" and "Juno" pencils. The former is made in HB, H and III; the latter in B, HB, H, III, and IIII. Samples can be had on application.

The Brown Bros., Limited, are finding a big sale for their new Ophir pencil. It is made in HB, H, III, and B, both copying and drawing.

Wm. Briggs, Toronto, is offering a line of post cards that are well worthy of a place in the stock of any dealer. It is the Roosevelt Bears series of sixteen cards, depicting the adventures of Teddy B. and Teddy G. in their travels through the country. The cards are well printed in three colors, and will be popular with the juveniles.



## PICTURE POST CARDS



### CHOICE GERMAN SAMPLES.

**U**NIFORMLY excellent are the various styles of card produced by Otto Leder, of Meissen, Germany.

Ten different varieties of cards have been sent to Bookseller and Stationer for examination and, after a careful survey of them all, it is a safe verdict to pronounce them admirable in every particular.

The first style is the ordinary black photo card, and the second a dark green photo card. Both are soft in finish, extremely clear and well suited for landscapes, buildings, etc.

The third style is named the platin-crayon, which is a finer and more expensive card. The details are sharper and the effect more in the nature of a steel engraving.

A style termed "Stahlstiek," or steel engraving, possesses merits similar to the platin-crayon, though not as sharp and distinct in character.

The bromo-silver photo card is a handsome style, deep in tone and rich in detail. The sample card shows an Alpine peak, with its rocks and glaciers, a subject admirably treated in this way.

The Doppelton photo cards in blue and brown are very choice, being the handsomest of the series. They are delicate in treatment and the soft shades add much to their beauty.

A trifle more expensive are the glossy photo cards, familiar to the trade in this country.

Passing on to the colored varieties, there is first a style known as "Photo Iris." This style is produced in two colors, and is most soft and pleasing. The "Brilliant-Chromo," the next style, shows a little deeper coloring, while the "Galvano-Chrom" is a still more richly colored card.

### POSTAL CARDS.

By John Walk & Harrington in American Magazine.

**P**OSTAL carditis had its origin in Germany, twenty years ago, but did not assume dangerous proportions there until 1897. Sporadic cases of it were observed in the United States and the year 1900 saw the malady rapidly spread from one centre of infection to another. It seems only yesterday that the postal cards were on view almost entirely at hotels which were patronized exclusively by foreigners or in little dingy shops in Third Avenue, or on the remote East Side. A population which had only recently come from outre mer purchased them to send to friends and relatives in Europe. Advertisements appeared in the Sunday news papers, setting forth that certain Germans had for sale the rights of a novelty. "So as opium was introduced into China by the way of Hong Kong, virulent forms of the post card pest found their way to the United States by the way of Munich and Berlin. Shrewd speculators imported these bits of pasteboard by the million and in fact large quantities of postal cards are still made abroad. Germany, where the output is constantly becoming more artistic, sends large consignments; England furnishes tons of the heavy humorous variety; France imlets the piquantly flavored ones, while the United States grinds out half-tone views, comics, and the high art variety, good, bad worse and indifferent

Some of them are so high pictorially that they no longer hang in the shops of vendors because Anthony Comstock, who looks after the artistic health of the community, has ordered them to be destroyed. Tons of the pernicious varieties of postal cards have been burned by the authorities, and as transmission through the mails has been denied to them, the number of off color products is steadily decreasing.

It was the original idea of the souvenir postal card inventors to show that the sender was staying somewhere and was too indolent to say anything about it except to convey the intelligence that he had arrived. The motif of the souvenir postal card is the equivalent of "On again, off again, Finnegan."

The American tourist in Germany bought postal cards and sent them to his friends, because he observed that such was the custom of the country. If Hans traveled from Strasbourg to Munich for a day, it was his custom to communicate the fact by sending to Strasbourg a picture of the largest art gallery or something of the kind. If Fritz left Munich for a journey to Strasbourg he was sure to send back to inquiring friends a picture of the clock for which the municipality is noted. In fact, the primitive kind of postal cards bore only views of buildings, scenery, and an assortment of facades of hotels and museums. When everything worth seeing had been photographed, the makers put on the market and on the backs of postal cards, actresses, paintings, illustrated poems—in fact almost anything.

The name of the man who stopped throwing postal cards into the waste basket or scattering their fragments in the street as soon as he got them is justly lost in oblivion. It was not long, however, after the craze had seized upon the human race that the fad for collecting its objects grew apace. As the purpose of these souvenirs is to show that the possessor of them has received a greeting from somebody somewhere, the cards are considered incomplete unless they have been sent through the mails and have been properly postmarked. To the collector, a bit of pasteboard which has not received the imprimatur of the post office is as useless as a blank in the Government mint before it has been decorated by the impress of the die. The postal fiend will not thank you for sending him a package of unstamped picture cards, fresh from the store. Not only must they be properly mailed, but they are considered imperfect if the postmark should happen to be on the back instead of on the face. Scores of complaints are received in the course of a year at the New York post office from collectors who have received cards which have been postmarked after the manner pursued with regard to letters. These causes of dissatisfaction were made known by the recipients of the wrenly-stamped pasteboards to the postmaster general, to whom the evidence was sent. Investigation was made concerning each case, and now it is only at very rare intervals, possibly once in three months, that a wail from the cardomanics reaches a paternal government.

If often happens that collectors, either through their unfortunate habits or owing to circumstances over which they have no control, have not enough friends to in-

crease their boards in a normal manner. Hundreds of them haunt establishments where the causes of their besetting sin are exposed for sale, select such as strike their fancy, stamp them and mail them to their own addresses, so that the addition to their exhibits may be entered in regular form. A woman from Georgia recently purchased in a Sixth avenue store, in New York, one hundred and fifty dollars' worth of these cards, representing between five and six thousand specimens, and carefully forwarded them to herself.

From small beginnings the pasteboard souvenir industry has fattened upon epistolary sloth and collecting manias until there are extant in this country to-day 150,000 varieties of picture postal cards. Bookstores which formerly did a thriving trade in literature are now devoted almost entirely to their sale. There were in Atlantic City last season ten establishments where nothing else was sold, and Chicago, Boston, Pittsburg and New York have emporiums where postals constitute the entire stock. The American Athens had a postal card exhibition which vied with the Whistler picture show for public attention. These wares may be seen in New York on practically every street corner, and most of the drug stores, cigar stands, hotels, barber shops and department store grilirons are interested in their sale. Ten large factories are working overtime in this country to supply the demand and many smaller ones are selling their output as fast as it is produced.

The methods used by manufacturers and dealers to stimulate the demand for private mailing cards are lo cunning itself. They know that for every card which is sent from centres of civilization to country places that another one is likely to return. Mr. Knickerbocker sends to his brother Reuben in Tenally, N.J., for instance, a picture of the city hall. The inamites of that New Jersey suburb awake to the fact in this way that they have no postal cards which set forth the glories of their native place. They see the local stationer about it and prevail upon him to have some made. He sends a small order for private mailing cards, depicting the main street, or the Deer's Leap, or the Lovers' Tryst, of Tenally, to New York, and in the course of time receives a few hundred germ-laden specimens. The manufacturer who receives that order is in high glee, and he willingly will make the first consignment at a loss, for he knows that when the pest takes hold of a community it cannot be stayed. The pastor of the Baptist church at Lone Pine prevails upon the stationer to have the edifice over which he presides placed on a postal card. The "Second Adventist" leader sees it and demands why such favoritism has been shown. Tea Neck and Peapack, New Jersey, hear that Hohokus has been immortalized, and they are consumed by the pang of jealousy, which is one of the premonitory symptoms of postal carditis. Heart burnings, rancor, spite and all fault findings stimulate the spread of souvenir dementia and fill the coffers of dealers and manufacturers.

So greatly are the mails burdened with cards that this mania has already become the subject of official investigation. It has increased the number of postals by fully thirty-five per cent. in the United States, while a large part of the mail arriving here from abroad is made up of these mementoes. There is now a movement on foot here to have all postal cards from the other side placed in separate bags so as to save the enormous amount of labor now entailed by picking them out of the regular mail.

PERSONAL MENTION.

Mr. George Kelly, late manager of the Library Supply Co., Toronto, has joined the staff of the Poole Publishing Co.

Mr. Louis Huffman, of the Carter, Crume Co., Limited, Toronto, was a recent caller at the London (Eng.) office of Bookseller and Stationer.

Mr. H. O. Houghton, senior member of the Boston publishing house of Houghton, Millin & Co., died suddenly at Cambridge, Mass., on June 14.

Mr. John Britnell, the second-hand bookseller of Toronto, left early in June for a two months' trip to Europe. He was accompanied by his son.

Mr. E. H. Walker, manager of the wholesale department of the Methodist Book Room, Toronto, is recovering from an operation for appendicitis.

Mr. Arthur Shaw, of Huddersfield, Eng., manufacturer of ruling machines, is paying a visit to Canada. Mr. Shaw's firm is shipping a large number of machines to this country.

Mr. E. H. Randall has resigned his position on the mechanical staff of the Methodist Book Room, to join the selling staff of Chas. Bush, printing ink manufacturer, Toronto.

Mr. E. W. Walker, of the Methodist Book Room, recently underwent an operation for appendicitis at the General Hospital, Toronto. The Bookseller and Stationer joins Mr. Walker's many friends in wishing him a speedy return to perfect health.

Chas. F. Dawson, Montreal; E. L. Stillwell, (Henry Birks & Sons, Limited,) Montreal; A. O. Hurst, (Chas. Goodall & Sons, Limited,) Toronto; H. H. Hebb, (the L. E. Waterman Co. of Canada, Limited), and E. J. Kastner, (the L. E. Waterman Co of Canada,) were the Canadian visitors at the convention of stationers and manufacturers held in New York, June 18 to 21.

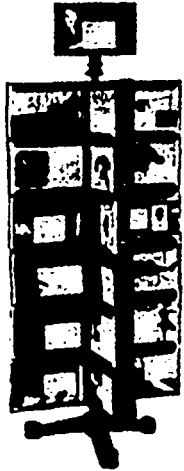
Mr. S. Wallace Weese has joined the staff of the Permanent Ink Co., Limited, of Hamilton, and is occupying the position as salesman in Toronto and district. The Permanent Ink Co., Limited, are manufacturing Japanese writing inks, muelage, typewriter ribbons, carbon papers, etc. Mr. Weese reports that business is very satisfactory. The Toronto office is at 121 Bay street.

H. J. Logan, who has for a number of years carried on the business of printers' and bookbinders' machinist in Toronto, has taken new premises at 136 Bay street, and will in future carry a stock of new and second-hand machinery for the printing and stationery business. Mr. Logan being a practical mechanic, as well as a bright business man, is sure to receive a fair share of business.

A recent trade visitor to Canada was Mr. Charles C. Gardner, representing Millar & Lang, the fine art publishers of Glasgow, Scotland. This was Mr. Gardner's first visit to Canada, and, coming rather late in the season, he did not go any farther west than London. He visited Toronto, Montreal, St. John, Halifax, and went on to St. Johns, Nfld. He was favorably impressed with the country and believed that the prospects for doing a large business here were excellent.

Mr. A. H. Stratton, the Peterboro bookseller, intends to pay a visit to the continent this Summer. Bookseller and Stationer wishes him bon voyage.





## The Two Best Display Stands!

There must be a Best in everything. I claim that the

## DISPLAY STANDS

manufactured by me are the most practical, best constructed and most ornamental stands made.

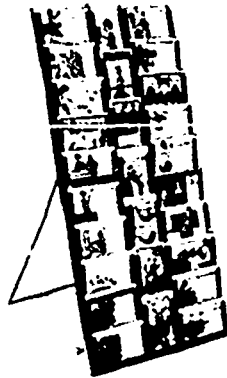
*I can offer these to jobbers at the right prices.*

200 Designs of Comic Cards  
100 Designs of Hand Painted  
Leather Cards

*For the jobbing trade*

**Alfred Holzman**  
CHICAGO, ILL.

Canadian Representatives:  
McLEOD & ALLEN, 37 MELINDA STREET  
TORONTO



ONLY FOR WHOLESALE DEALERS

## Post Card Albums

Largest Selection (choice) of the Latest Designs, at all prices.

Sample Consignment, consisting of 20 different Albums - - - **\$4 00**

## Post Card Frames

50 Modern Designs in different styles.

Sample Consignment, consisting of 50 different Frames - - - **\$1.20**

## Photo. Mounts

400 Designs of the Latest Style, which have not been offered in such variety and excellence by any other firm.

Sample Consignment - - - **\$4.00**

Catalogue free upon application. If a larger order is given upon receipt of samples, half the amount which has been paid for the samples will be credited.

Apply at once to the

**Leipziger Buchbinderei - Aktiengesellschaft**

(FORMERLY GUSTAV FRITSCHÉ)

LEIPZIG - - - GERMANY

Selling Agents for Canada

**THE MONTREAL IMPORT CO., Montreal**

## Imperial Series Postcards

### To the Trade:

Write Quick for Samples and Prices.

WE LEAD IN

**Black and White**  
**Our Colored Cards**  
STAND ALONE

MONTREAL TORONTO QUEBEC  
OTTAWA HISTORIC SPORTING  
FISHING HUNTING  
NORTHWEST SCENES

**ALBUMS and RACKS**  
Always adding to our already well-assorted stock.

**The Picture Postcard Co.**  
P.O. Box 334, OTTAWA, ONT.

## Post Card Albums

We have on hand for immediate delivery a large assortment of well bound linen covered albums, with artistic cover designs in assorted colors.

The following is an especially good selling line.

Albums for 100 Cards, \$2.00 per doz.	Net
" 200 " 3.50	" "
" 300 " 5.25	" "
" 500 " 9.00	" "

For import, 12 doz. or more each line, we allow 10% reduction. Place your order for the Christmas trade now with us.

Prices for more expensive albums on application.

Write for our Catalogue of Souvenir Postal Cards

**Montreal Import Co.**

P.O.B. 6%

17 St. John St. MONTREAL

**Picture** Made to order only according to instructions supplied.

Specialties: Modern Helotype styles, plain and coloured.

**Post Cards** Very fine make. First class Goods only.

Well known for efficiency and high-class workmanship.

**Otto Leder**  
Meissen 19 Saxony  
Picture Post Card Manufacturer.  
WHOLESALE EXPORT

**REAL BURNT LEATHER POST CARDS**

Do not be misled by cheap stamped or colored cards, but buy real burnt, full size, all-leather cards. WE MAKE THEM. 100 SUBJECTS.

Price \$2.60 per 100 - - \$24.00 per 1000  
Send us \$5.00 for a trial assortment of 200

We are Headquarters on FLAG Post Cards—Canadian, English and American Flags. Big sellers all year round. \$10 per 1000.

FANCY INITIAL Cards. 24 subjects. \$10 per 1000.  
High-Grade OIL CHROME KITTENS, MARINES and LANDSCAPES. \$12 per 1000.

TAYLOR, DU MONT CO. - 350 B'way., N. Y. CITY, U.S.

**SOUVENIR CARDS**

**SMALL SAMPLE LOTS**

Small Price—Big Variety.

- |                          |                               |
|--------------------------|-------------------------------|
| 100 Comics, 75c.         | 12 Flying Butterflies, \$1.20 |
| 100 Canadian, 50c.       |                               |
| 100 Beautiful Cards, \$1 | 100 Odds and Ends, 70c.       |
| 100 Tag Postals, \$2     | 50 Photo Cards, \$1.50        |
| 25 Leather Postals, \$1  | 100 Name Cards, \$3.30        |
| 100 Actresses, \$3       | 100 Fancy Cards, \$1.50       |
|                          | 100 Toronto, \$1              |

Add 10c. postage each lot when order is under \$3. We pay carriage over \$3.

**W. R. ADAMS, 401 Yonge St., TORONTO**

**Big Money for Post Card Dealers**

- Living Picture Series—\$1.50 per 100.
- Ocean to Ocean—\$1.25 per 100.
- Toronto, Unsurpassable—\$1.00 per 100.
- Royalty and Stage Celebrities, Spangled, etc.—\$1.50 per doz.
- Tuck's Cards, par excellence—\$1.50 per doz pkgs.
- Draped Forms from Cay Paris—\$5.00 per 100.
- Hair Cards, Beauties—\$3.50 per 100.
- Feather Bird Cards—\$7.00 per 100.
- Bootee Purse Cards—\$1.75 per doz.
- Tinselled Trains, etc.—\$3.50 per 100
- Western Indians—\$1.50 per 100.
- American City Skyscrapers—\$1.50 per 100.
- Burnt Leather, Genuine—\$4.00 per 100.

**A. L. MERRILL, 304 Yonge St., Toronto**

**W. NEUMANN & CO.**

Wasserthorstrasse 42, Berlin S. 42

**High-class Collotype Printers**

SPECIALTY :

**Collotype Postcards**

TO ORDER

- Hand-coloured Collotype Cards
- Double-tone Collotype Cards
- Glossy Collotype Cards
- Photochrom Collotype Cards

ALL KINDS OF VIEW-ALBUMS AND SAMPLE SHEETS

Cheapest Prices

Wholesale and Export Only

**PROFITABLE POSTCARDS!**

To introduce our Parcels of Picture Postcards we offer the following for a short time only:

**SPECIAL SAMPLE PARCEL, \$3.00; Retail Value, \$15.00**

This sample parcel contains all the latest cards, selling at 2 cents and 5 cents each.

Send a Money Order and judge for yourselves.  
ALL ORDERS PROMPTLY EXECUTED.

1000 Cards printed from your own Photograph, in finest quality Collotype, for \$4.00.

**WILLIAM HADDON, Publisher**  
BURNT TREE, TIPTON, STAFFS, ENGLAND

**Georg Geier & Garke**

ART PRINTERS AND PUBLISHERS  
NUERNBERG (BAVARIA)

Exquisite Novelties et

- SUN AND MOONSHINE CARDS
- REPRODUCTIONS OF GREAT PAINTERS
- NATURE AND ART CARDS
- ANGEL AND RELIGIOUS CARDS
- BRILLIANT CARDS

Cards with English wording can be had if desired.

Full sample assortment up to \$4.00.

TRADE NOTES.

The Library Supply Co., of Toronto, have assigned to Mr. Osler Wade.

The Benson Johnston Co., Limited, have been incorporated at Stratford, to take over the wholesale stationery business of Benson E. Johnston. The capital is \$10,000.

The Post Office Stationery Store, Vancouver, formerly owned by Mr. Smitheringale, has been purchased by John Bennett, who for the past six years has managed the circulation department of the News Advertiser of that city.

W. S. Goodwin, proprietor of the Sackville bookstore, sold out his business to M. E. Dodd & Co., of Amherst, on June 28. It is understood that this firm will continue to run two stores. Mr. Goodwin has gone to the west, where he may possibly locate.

The Bianchi Zooscope & Zoograph Co., Limited, have been incorporated at Toronto, to manufacture, buy, sell and deal in cameras, photograph supplies, and merchandise of all kinds. The capital is \$25,000, and the directors are Joseph Bianchi, S. Casey Wood and L. P. Wood.

To meet the demands of their rapidly increasing business Frederick A. Stokes Company have moved to 333 1/2 Fourth Avenue (at Twenty-fifth Street), New York, formerly the Tiffany Studios. Here largely increased facilities will enable them to develop still further their policy of close personal relationship with the bookbuyer and bookseller.

A change has occurred again in the trade at Neepawa, Manitoba. Mr. J. L. McKay having sold out his business to Mr. A. J. Heffernan. Mr. Heffernan has been representing Clark Bros. & Co., of Winnipeg, in the west for the past five years, and prior to that time he was with The Copp, Clark Co., in Toronto. Improvements are being made in the store at Neepawa, and when Mr. Heffernan opens up early this month with a complete stock of books, stationery, fancy goods, musical instruments, wall paper, etc., he will control one of the best stores in Western Canada. Mr. Heffernan paid a visit to the Toronto office of Bookseller and Stationer late last month, and spoke most hopefully of the future prospects of the west.

AN EXHIBIT OF BUSINESS SYSTEMS.

**M**ANUFACTURERS and dealers in stationery, and the articles that are affiliated with that trade, are deeply interested in the progress being made by Cochrane & Payne, managers of so many successful commercial expositions, and of the Fifth National Business Show in Madison Square Garden, in New York, in October.

Madison Square Garden has usually been considered quite large enough to accommodate any kind of exposition, but Cochrane & Payne have found its 30,000 square feet of available exposition space totally inadequate to accommodate the host of manufacturers and dealers in all branches of commercial life who are more than anxious to obtain space for this Fifth National Business Show. It is a compliment to the management that all the old exhibitors are in line for October, and that requests are being daily received, not only from all parts of the United States and Canada, but also from many countries in Europe. The fame of their expositions seems to have spread pretty widely, and it is doubtful if any better "pluggers" for it can be found than those who actually had exhibits at any of the four previous successful shows. These exhibitors frequently write to congratulate these two hustling young men, and take the trouble to say that they feel that their exhibits in the National Business Show have brought them more money in sales and consequent profits than would be possible in months by any other system, or with an equal cash expenditure. Not only that, but they say that their salesmen received an impetus there that is unequalled, and that they are better in city and country than ever before. This is probably accounted for by the fact that at the National Business Show the salesmen have opportunities for watching the methods and schemes of the very best salesmen in the country in charge of the various exhibits, and it often happens that the best and most experienced salesmen will learn new tricks there shown by a man possibly in an entirely different line, but easily applicable to their own line. It is this, and a thousand other points too numerous to be enumerated, that very likely accounts for the great popularity of the National Business Show.

**W. G. MacFARLANE, 60-62 Front St. West, Toronto, Ont.**

**S**END Post Card to-day for our Catalogue containing latest novelties in Post Cards, Albums, Post Card Racks and Frames. New and interesting importations coming in on every Ocean Liner. Order at once. Beautiful assortment of All-Canada Cards, from \$11.00 per thousand up; with Cabinet \$1.00 extra :: :: :: ::

**"CANADA'S GREATEST POST CARD HOUSE."**

THE BOOK OF PHOTOGRAPHY.

JUDGING from the bulk and comprehensiveness of "The Book of Photography," edited by Paul N. Hasluck and published by Cassell & Company, one would imagine that the last word had been said on the subject. This is true to a certain extent. While there are bound to be developments and improvements in the art of photography in the future, yet it can be said of this splendid work that it is at the present time thoroughly up-to-date.

There are nearly 750 pages in the volume, which is elaborately illustrated with forty-eight full-page plates and numerous engravings and drawings. Descriptions and explanations are invariably accompanied by illustrations, which elucidate the text and make the book easily understood. The contributors are all men who have made a careful study of photography and are able to speak with authority from long experience.

A glossary of terms placed at the beginning of the book is calculated to give the reader some familiarity with the expressions used later on. Then follow descriptions of the photographer's kit, including cameras and accessories, plates and films. The actual process is next taken up, and thereafter the book branches into all the different styles and finishes. Photography in colors, and methods of coloring photographs, taking special subjects, photo-mechanical processes, etc., are some of the themes discussed.

As a comprehensive, up-to-date text book, "The Book of Photography" can be unqualifiedly recommended.

AN INTERESTING DIARY.

THE WOMEN'S HISTORICAL SOCIETY, of Toronto, have issued a very interesting transaction, presenting the journal kept by the late Dr. Scadding during the first two years of his life in Canada, when he was engaged as tutor to the family of Governor Sir John Colborne, at Quebec. Those two years were important ones in Canadian history—1837 and 1838—when the country was seething with discontent, which broke out in places into open rebellion. As would be expected, Dr. Scadding's records teem with references to persons and incidents connected with the rebellion. He refers to the arrival of Lord Durham on the 29th of May, 1838. The reference is interesting. "Lord Durham," he remarks, "looks remarkably young—jet black curly hair, sallow complexion, dark restless eyes—all indicating excessive irritability to me. I have seen many like him. He is not tall. When Sir John yielded the chair to him after the oath the change did not at all appear for the better." It is to be hoped the society will give to the public further extracts from this very interesting journal.

SOME CANADIAN ESSAYS.

THE spectacle of a prominent business man turning aside from commercial activities for long enough to write a book is so unwonted as to cause surprise. This surprise is finding its way into editorials down east, where Mr. W. Frank Hatheway, ex-president of the St. John Board of Trade, and author of the resolution in favor of a preferential tariff to apply only to Canadian ports, at the Toronto convention of 1902, has had the temerity to write and publish a volume of essays. Of course Mr. Hatheway has for years been a contributor to English magazines and the newspapers, but now, as one of his own city papers facetiously re-

marks, he has given a chance to "any of his acquaintances who have yearned for opportunity against him, as Job did when he cried: 'Oh, that mine enemy had written a book.'" This same paper properly characterizes the book as a remarkable one for a business man. Under the title, "Canadian Nationality, The Cry of Labor, and Other Essays," the author discusses such themes as Civilization and Character, Mechanic and Laborer, Real and Ideal, Self-reverence, Education, and other problems of our national life with earnestness, with learning and, at times, with eloquence. The greatness and beauty of Canada, and Canadian things, is the foundation of all the essays. The book is published by William Briggs, and sells at 75c.

CELLULOIDS AND HUMOROUS CARDS.

DAVIDSON BROTHERS, of Basterfield street, London, have not been marking time since last season's cards made their successful disappearance. On looking over this year's lines, one is simply bewildered with the extent thereof. "Celluloids" have always been a strong feature, and every individual taste seems provided for in the samples now shown. The cut-out, embossed and hand-colored celluloids are remarkable for their attractiveness, for in addition to chaste designs there are Christmas verses by such well-known writers as Miss Havergal, Charlotte Murray, Helen M. Burnside. It is impossible to describe the profusion of ideas worked out in both transparent and opaque celluloid. Almost all the good cards are hand colored, and the effect is infinitely beyond that of the ordinary process.

A very attractive series of motto cards is issued. These are finding a ready sale all the year round, being suitable for birthday or reward use. They measure about 8 by 12 inches, are cut-out shapes richly embossed and colored, with bold motto or wish in gilt.

Davidson Bros. have added a new factory for their photo post cards, and their output averages a quarter of a million weekly. They have secured sole post card rights of several such favorites as Edna May, Zena Dare, and others. This is worth noting. The inimitable Tom Browne is further represented by new sketches—"The Motor Car," "Three Men in a Boat," "Amateur Photography," etc. There seems no finality to the humorous and artistic ideas of this progressive house.

POST CARD PRIZE COMPETITIONS.

Raphael Tuck & Sons Co. announce their fourth Post Card Prize Competition, offering prizes to the value of \$33,330 for collections of Tuck post cards.

In competition "A" fifty prizes are offered to as many hospitals, religious, scholastic and other public or semi-public institutions, to whom the largest number of Tuck post cards have been sent by friends.

In competition "B" three hundred and seventy prizes are offered to those who make the most artistic display of Tuck post cards in the decoration of the home. Such articles as screens, panels, table tops, wardrobe doors, overmantels, etc., lend themselves splendidly for decoration of this nature.

In competition "C" three hundred and forty prizes are offered to those making the best tour illustrated with Tuck cards. Not less than two hundred cards may be used in illustrating the tour, which may be either real or imaginary. Dealers should get literature relating to the competitions and distribute it in their locality.

**AMERICAN STATIONERS' CONVENTION.**

**T**HE second annual convention of the National Association of the Stationers and Manufacturers of the United States of America, was held at the Hotel Astor, New York, on June 18, 19, 20 and 21, and was attended by about four hundred members and visitors.

Several Canadians were in attendance and came away convinced that the organization is doing a good work in bettering the conditions of the retail jobbing and manufacturing branches of the trade by remedying many of the grievances that have existed in the trade and minimizing those that appear to be unremovable. Probably the association is doing its best work in bringing together annually the brightest men in the trade and enabling them to exchange opinions and experiences. Doubtless many of the delegates have returned home with information that will enable them to conduct their business with a greater profit in the future.

The personal side of a great convention, such as

**TRADE INQUIRIES.**

A London manufacturing company ask to be placed in correspondence with Canadian manufacturers of pulp board suitable for the production of paper boxes.

Paper.—A firm in Birmingham wish to get in touch with a Canadian firm open to ship paper.

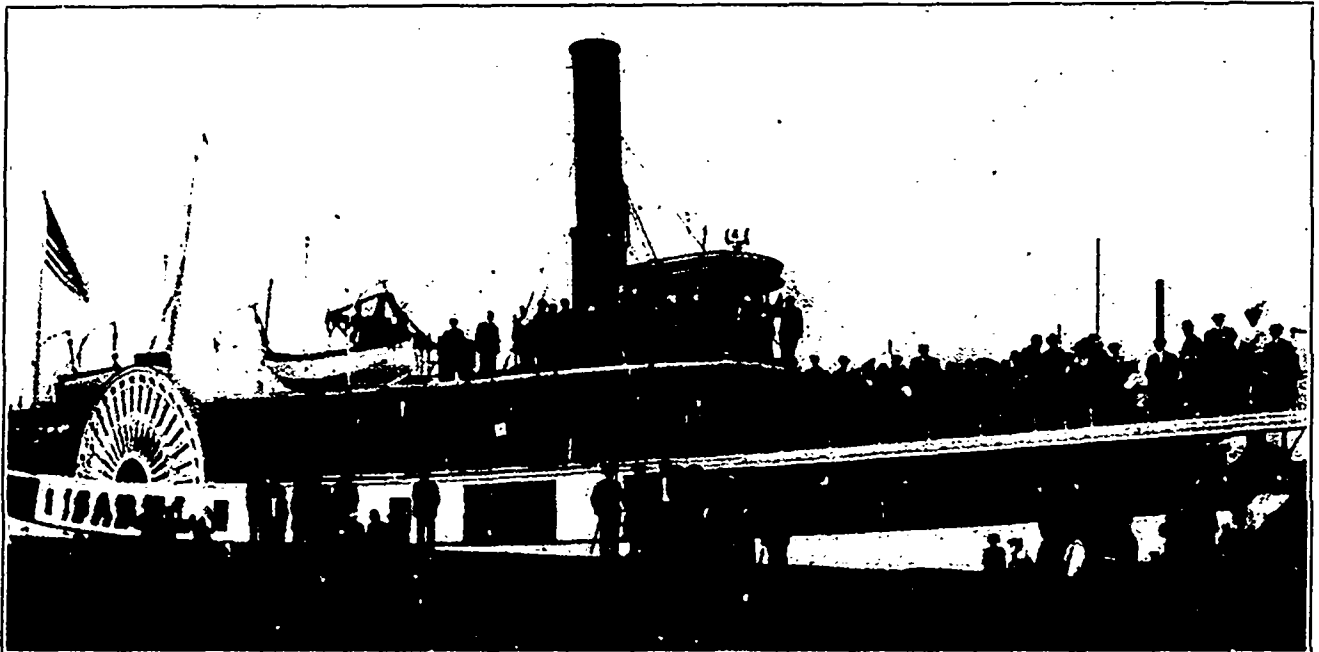
Packing paper.—A firm in the Levant wish to get in touch with a Canadian firm in a position to ship packing paper.

Anyone interested in either of these lines should write Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

**BUSINESS CHANGES.**

Mr. Edmison will take charge of the druggists' sundries department.

Mr. H. H. Edmison has joined the firm formerly known as the Kelk-Sutcliffe Co. In future the firm will be known as the Sutcliffe-Edmison Co., Limited.



**THE NATIONAL ASSOCIATION OF STATIONERS AND MANUFACTURERS.**

The Delegates and Their Friends Starting for Coney Island.

courtesy of the American Stationer

this one undoubtedly was, is of great interest. The meeting of retailers, wholesalers and manufacturers who have been doing business together for perhaps many years, but who in numerous cases are not personally acquainted, cannot fail to give pleasure and satisfaction.

The entertainment committee deserve great praise for the pleasure they afforded the delegates and visitors by arranging and successfully carrying out a splendid programme, which included a trip around New York, a visit to Coney Island, and the attendance to a roof garden theatre. The convention ended with a banquet at the Hotel Astor on Thursday evening.

Mr. Chas. H. Mann, of Philadelphia, is the new president. The association will meet next year at St. Paul, Minn.

**SHOP NOTES.**

Salesmen may become offensive through a misdirected amount of anxiousness to attend to prospective customers who enter the store. Many customers desire to look around the store before they buy. They often care to glance around at the stock before they select an article. On entering some stores you are jumped upon by an eager clerk who seems to have been waiting a long time for a possible customer; you are immediately besieged with questions as to what you want, just as if you were a suspect in a custom house; you are thereupon brought one or two specimens and told that these are just what you want. The clerk means well, and may be really trying to help you, but his zeal is too prominent. His attentions are repugnant because of their very abundance. You have entered the shop to look at the stock, not the clerks. It is for that very reason that shoppers prefer the freedom of the crowded department store. They can shop as they please.—Business World.

The merchant who knows how to get customers to come back has mastered the secret of shopkeeping.

**SHOP SHOTS.**

By Frank Farrington in Printers' Ink.

No square peg was ever a success at filling a round hole. If you are a misfit, whittle off the corners, or find a square hole.

...

You can't afford to be short with people who are just looking or with people who are proverbial lookers. Every looker is a buyer some day, even the proverbial one.

...

The knightly qualities have a money value to-day. The successful merchant must be imbued with courtesy, courage, energy, determination and enthusiasm.

...

The man who wants to "take it easy as he goes along" can do so in full assurance of never being over-

burdened with a weight of this world's goods or responsibilities.

...

The standard of store service is constantly rising. The public know it. To be satisfied with your systems is to join the ranks of to-morrow's back numbers.

...

To "cater only to the best trade" is to narrow the list of your possible customers almost to the vanishing point. A few succeed so. The big business must succeed on the money of the masses.

...

If you have easy competition, don't invite a live man to come by relaxing into slovenly methods. Plan just as if you knew that a big store was to be opened next door in a week or so.

**BOOKS.**

Out-of-print books supplied. No matter what subject. Can supply any book ever published. We have 50,000 rare books.

BAKER'S BOOKSHOP, John Bright St., Birmingham, Eng.

**The Belleville Business College, Limited**

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

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Secretary. } ONTARIO { President.

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Fine Points, A1, 128, 333

Business, 048, 14, 130.


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Turned-up Points, 477, 531, 1876.

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The "Purifold" is designed for every-day use, meeting a long felt public want. It overcomes not only the aversion to, but the danger in the use of, Public Drinking Cups. Retail price 5c. Special discounts for quantities. Write us now.

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A good pen is a good servant, and John Heath's Pens are made to serve! ALWAYS READY AND ALWAYS WILLING. They were first 45 years ago, and are still leading the way. British made of British steel. Write for samples.

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**THE WAVERLEY PENS**

SERIES OF PENS

Imported by all the Leading Stationers

They come as a Boon and a Blessing to Men. The Pickwick, the Owl and the Waverley Pen.

Dealers make money in stocking the "Boons and Blessings." They are popular Pens throughout Canada. They are advertised and they are asked for. They are irreproachable in quality and give satisfaction to customers. They are asked for again and again.


We make pens to suit every hand—turned-up, turned-down, indented, oblique, square and round points.

Sample Cards and Trade Price Lists sent by return mail.

**MacNiven & Cameron, Limited**  
Waverley Works, EDINBURGH

**"ROB ROY" PENS**

SOLD BY ALL STATIONERS in 6d., 1/- and GROSS Boxes



This series of Pens is made of the same material, by the same tools, by the same process and at the same Works as the series of 'Waverley' Pens which Hinks, Wells & Co. have for 30 years and upwards (prior to Sept., 1901) manufactured for and supplied to the Proprietors thereof.

**HINKS, WELLS & Co., Birmingham, Eng.**



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Invaluable for convenience in the household.

## LONG DISTANCE TELEPHONE SERVICE

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Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

**WESTERN** Incorporated 1851  
**ASSURANCE COMPANY.**

**FIRE  
AND  
MARINE**

Head Office	Capital	-	\$ 1,500,000.00
Toronto,	Assets, over	-	3,460,000.00
Ont.	Income for 1905, over		3,680,000.00

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J. J. KENNY, Vice-President and Man. Director.

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The top is walnut, the front and sides oak.

Size, 2 feet 2 inches wide, 3 feet deep, 15 feet long.

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Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diplomas at Centennial, Philadelphia, 1876, World's Fair, Chicago, 1893, and Province of Quebec Exposition, Montreal, 1897.

**Standard Commercial Works.**

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At 4, 5, 6, 7, 8, 9 and 10 per cent. per annum, by NAPOLEON MATTE. 5th Edition. Price, \$3.00.

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**Hughes' Interest Tables and Book of Days combined.**

At 3, 3½, 4, 5, 5½, 6, 7 and 8 per cent. per annum by CHARLES M. C. HUGHES. Price, \$5.00.

**Hughes' Supplementary Interest Tables,** Comprising a Special Interest Table for daily balances, showing interest for one thousand days on any amount, rates from ¼ per cent. to 3½ per cent., inclusive. Also a table showing interest for one thousand days at 5 per cent., by means of which (in connection with Comparative Tables), interest for one thousand days can be obtained at any rate from ¼ per cent. to 10 per cent., inclusive, and COMPARATIVE INTEREST TABLES for obtaining interest on any rate from ¼ per cent. to 10 per cent., inclusive, on the basis of 365 days to the year in ¼ per cent. rates. By CHARLES M. C. HUGHES. Price, \$2.00.

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At 2½, 3 or 3½ per cent. (each on separate card), on the basis of one month, being 1/12 part of a year; by CHARLES M. C. HUGHES. Price, \$1.00.

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Showing the relative value, according to the rate of discount in London, in Canadian and New York systems of quotations, of bills of exchange drawn at any rate, or having any number of days to run, etc., etc., by EWING BUCHAN. Price, \$1.00.

**Buchan's Par of Exchange (Canadian).**

Giving sterling into dollars and cents and vice versa, from 21 upwards, also sterling equivalents, Canada into New York and vice versa; by EWING BUCHAN. Price (in sheets), each, 20c.; mounted (on boards), each, 35c.

**The Importers' Guide,**

A hand-book of advances of sterling costs in decimal currency from one penny to 1,000 pounds, with a FLANNEL TABLE, from 20 to 100 shillings per piece of 46 yards; by H. CAMPBELL and J. W. LITTLE. Cloth, 75c.; 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, Ster ling Exchange, France, German Rixmark, and Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap's vo. cloth. Price, 50c.

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This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

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BRITISH GUIANA.  
This first class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer wharves, and near to all principal public buildings. Cool and lofty bedrooms, spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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Corner of Main and Lanaha Streets  
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Cool and airy bedrooms. Excellent Cuisine. Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Managers, E. COTTAM.

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Opposite Victoria Park and Cedar Ave.  
Private Board \$12 to \$14 per week.  
Open Nov. 1 Closes in May.

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PORT OF SPAIN, TRINIDAD, B.W.I.  
JOHN McEWEN, Manager. For Rates, etc. apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

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W. H. DURHAM, Proprietor  
RENFREW, - - - ONTARIO  
The most popular Hotel in the Ottawa Valley.

WHEN WRITING ADVERTISERS  
PLEASE MENTION

**THE BOOKSELLER AND  
STATIONER**




LEADING CANADIAN STORES


**F. B. BAGSHAW, PORTAGE LA PRAIRIE.**

**I**N the book and stationery trade it is a common saying that the west is the place for up-to-date stores.

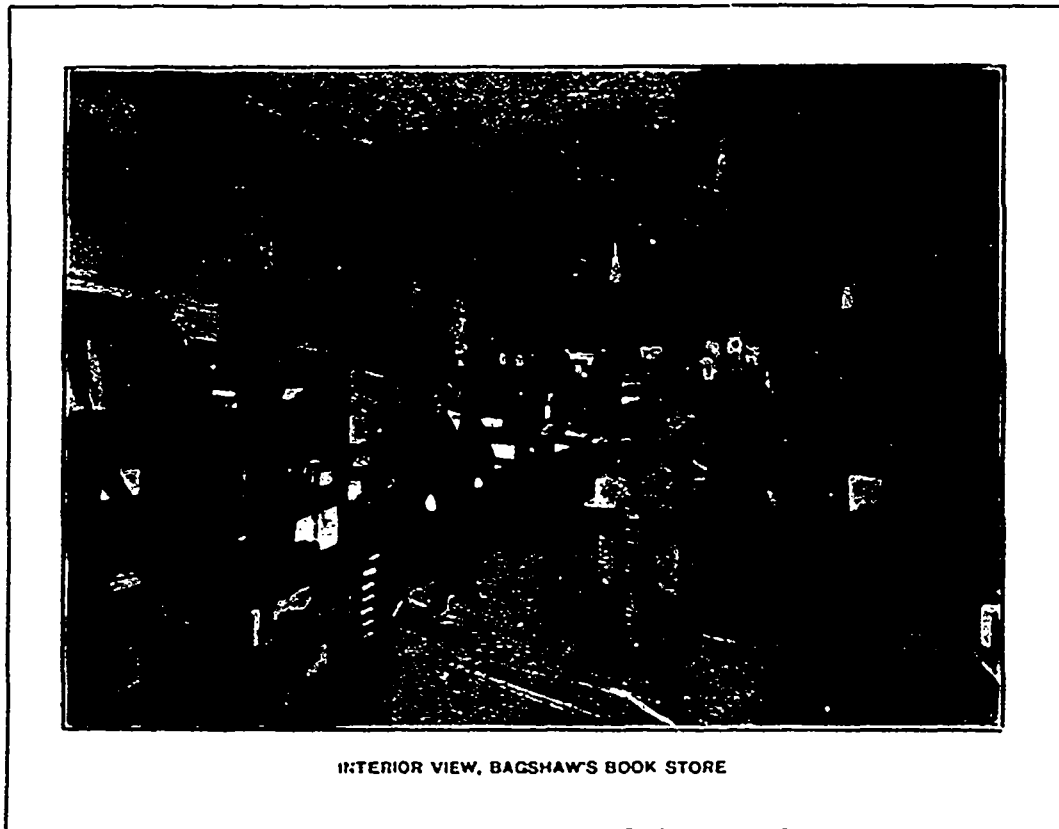
If the business presided over by Mr. F. B. Bagshaw in Portage la Prairie, may be taken as a sample, the saying is undoubtedly true. In few eastern towns the size of Portage la Prairie will a better store be found.

The present premises occupied by Mr. Bagshaw were opened in September last, and already the pressure of business has made itself felt to such an extent that what was deemed amply sufficient last year is now found to be too small. As may be seen from the illustrations, the front of the store has a single large show

ing window, which admits of effective displays. The interior is well equipped with shelving, stands, showcases, and other devices for showing goods. A large stock of books, stationery, fancy goods, pictures, etc., is on hand.

Mr. Bagshaw is a native of Manchester, England. He came to this country in the Spring of 1894, at the age of 15, proceeding direct to Winnipeg. For three years he lived on a farm, and then took a position in Todhunter's book store in Portage la Prairie. He remained with Todhunter until the Fall of 1899. At that time there were three bookstores in Portage la Prairie—Todhunter's, Douglas' and W. A. Prest Co.'s. Prest

was sold out to Fisher, and after several months Fisher in turn sold out to N. B. Scott. Mr. Bagshaw, on leaving Todhunter, took a position with Scott, and remained with him until the business was again sold in the Spring of 1900 to Dr. R. H. Robertson. Mr. Bagshaw thereupon took the management, the style of the firm being Robertson & Bagshaw. After a year, Dr. Robertson, holding other interests, wished to retire, and turned the whole business over to Mr. Bagshaw, making a fourth change in a little over two years. Mr. Bagshaw commenced business for himself in April, 1901. In January, 1903, fire completely destroyed



his stock, thus wiping out the pioneer book and stationery business of the town, which had been started in 1877 by Raynor & Co. In March of the same year Mr. Bagshaw, being unable to get a store purchased the stock of the Davis Fair, and with it the lease of their premises.

In the Spring of 1904, the owner of the property commenced the building of a brick block, and no other course being open Mr. Bagshaw was compelled to purchase the building and move it on to the street, where, during the whole Summer, he had the unique and somewhat unenviable experience of doing business in a "jacked-up" building on the street.

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## A PICTURESQUE CANADIAN WRITER.

IN his admirable sketch of Major Richardson, prefacing the new edition of the latter's "History of the War of 1812," Mr. A. C. Casseiman, who edited the book, pays the following tribute to the literary style and strength of that author: "Three years before Scott died, when Thackeray was a stripling of eighteen, when Dickens had not yet become a reporter, Richardson was winning, by his first work of the imagination, applause from the English press and a large audience of English readers. In the very year of Scott's death, his masterpiece, 'Wacousta,' appeared. Whatever Richardson did he tried to do well. Unlike Cooper, he tells his story well, and tells it in faultless English. The interest is sustained to the end. There are no carelessnesses, no crudities, no notable mannerisms. Cooper often loses himself in the pathless mazes of his sentences. Richardson, incisive and logical, builds clause on clause, phrase on phrase, here adding a limiting detail and there a defining circumstance, until you marvel at the accumulated result and you would not have a single word changed. Yet there is no straining after rhetorical effect, no attempt at fine writing. The lucidity of style recalls Macaulay, who at this period was writing his early essays. A born literary artist, Richardson has drawn with a firm and skilled hand the children of his imagination."

The London Athenaeum declares the merits of the novel "Wacousta" consists in "the spirit of its historical pictures, which possess at least the consistency of truth. The writer displays no ordinary share of graphic power, and he has the rare talent of rendering a fearful battle in music. His descriptions of scenery are well executed but, unfortunately, they are rare."

In reading "Wacousta" one comes across passages of great power and beauty; the reader, indeed, regrets that the author so conscientiously subordinates everything to the narrative, and does not more frequently lend his pen to the word-painting in which he so remarkably excels.

A very good example of Major Richardson's skill in portrayal is found in the description of the renegade Englishman, whose adopted Indian name gives the title to the story of which he is the central figure.

"His companion (Wacousta) was habited in still a more extraordinary manner. His lower limbs were cased up to the mid-thigh in leathern leggings, the seam of which was on the outside, leaving a margin or border of about an inch wide, which had been slit into innumerable small fringes, giving them an air of elegance and lightness; a garter of leather, curiously wrought with the stained quills of the porcupine, encircled each leg immediately under the knee, where it was tied in a bow and then suffered to hang pendant half way down the limb; to the fringes of the leggings, moreover, were attached numerous dark-colored horny substances, emitting, as they rattled against each other at the slightest movement of the wearer, a tinkling sound resembling that produced by a number of small, thin delicate brass bells; these were the tender hoofs of the wild deer, dried, scraped and otherwise prepared for this ornamental purpose.

"The form and face of this individual were in perfect keeping with the style of his costume and the character of his equipment. His stature was beyond that of the ordinary race of men, and his athletic and muscular limbs united the extremes of strength and activity. His features, marked and prominent, wore a cast of habitual thought, strangely tinctured with ferocity, and the expression of his otherwise not unhandsome countenance was

repellant and disdainful. At the first glance he might have been taken for one of the swarthy natives of the soil, but though time and constant exposure to scorching suns had given to his complexion a dusky hue, still there was wanting the quick, black, penetrating eye, the high cheek bone, the straight, coarse, shining black hair, the small bony hand and foot, and the placidly proud and serious air by which the former are distinguished. His own eye was of a deep bluish grey, his hair short, dark and wavy, his hands large and muscular, and so far from exhibiting any of the self-command of the Indian, the constant play of his features betrayed each passing thought with the same rapidity with which it was conceived. But if any doubt could have existed in the mind of him who beheld this strangely accoutred figure, it would have been instantly dispelled by a glance at his limbs. From his leggings to the hip that portion



GENERAL FRONT VIEW

of the lower limb was completely bare, and disclosed, at each movement of the garment that was suffered to fall over it, not the swarthy and copper colored flesh of the Indian, but the pale though sunburnt skin of one of a more temperate clime."

Three new magazines are looked for as a result of the disruption of the S. S. McClure Co., publishers of McClure's Magazine, which was recently announced. One, which probably will see the light next Fall, will be backed, it is reported, by several writers who have retired from the staff of McClure's, among whom are Miss Ida M. Tarbell, Ray Stannard Baker, and Lincoln Steffens. Another will be a new periodical along novel lines published by Mr. McClure himself; and the third, it is understood, will be backed by John S. Phillips

NEW CANADIAN COPYRIGHTS

Registered at Ottawa during June, 1906.

- The Ottawa Driveway, Near Bank Street, Showing the Summer House and Pump on the Rideau Canal Bank. Post card. George R. Lauceheld, Ottawa.
- Black Raven Indian. Muddy Stone Indian. Black Raven. Silas Big Woman. Jumping Sheep Indian. Beaver Tail Indian. Bow Falls, Banff. Stoney Indians. Big Elk Photos. Byron Harmon, Banff, Alta.
- Minute Wages and Cost Item Tables. Book. John Henry Duke, Toronto.
- Office Work, or Actual Canadian Business Procedure. Book. The Commercial Text Book Co., Toronto.
- Canadian Lacrosse Association Constitution Rules. Book. The Harold A. Wilson Co., Limited, Toronto.
- Officers of the 91st Canadian Highlanders. Photo. Alexander McKenzie Cunningham, Hamilton.
- L'Annuaire des Adresses de Quebec et Levis. 1906-1907. Par Boulanger et Marcotte. Livre. Edouard Marcotte, faisant affaires sous la raison sociale de Boulanger et Marcotte, Quebec.
- The British Columbia Law Reports. Vol. XI, 1903-5. Book. The Law Society of British Columbia, Victoria, B.C.
- Of Interest to Retail Salespeople. Chart. Eben Oliver Weber, Berlin, Ont.
- Robinson's Book of Modern Conundrums. Containing over 1,000 up-to-date Riddles. McLeod & Allen, Toronto.
- Our Twentieth Century Canada, or, Glimpses of the West Thro' Eastern Eyes, which is being preliminarily published in separate articles in the following papers: Toronto Star, Montreal Herald, Ottawa Journal, Kingston Whig, Brantford Expositor, and Chatham News. Temporary Copyright. Frank Yeigh, Toronto.
- Miss Canada. March. By W. J. Davis. J. L. Orme & Son, Ottawa.
- The Canadian Annual Review of Public Affairs, 1905. By J. Castell Hopkins, F.S.S. Book. The Annual Review Publishing Co., Limited, Toronto.
- Uncle Remus Stories. The Creeturs go to the Barbecue. Pictures. Canada Newspaper Syndicate, Limited, Montreal.
- Grand Waltz. Lucia. Sextette. By Donizetti. Arr. by Floyd J. St. Clair. H. N. White, Cleveland, Ohio.
- Lecons d'Hygiene Pratique. Par E. F. Panneton, M.D. Livre. E. F. Panneton, Trois-Rivieres, Que.
- My Weekly Saturday, 16th June, 1906. No. 1. Book. The International Publications, Limited, Toronto.
- La Cuisine Sanitaire Economique Pratique. Par Mme M H A. Book. Joseph-Edouard Mercier, Levis, Que.
- A Compendium of the Christian Religion. By Rev. T M Talbot. Book. Second Edition. Rev. T. Mason Talbot, Napinka, Man.
- Irish Lake Lyric. By M. C. O'Donnell, Toronto.
- Come Under the Palm-Room Tree. Song. Words and Music by George L. Spaulding Will Rossiter, Chicago.
- Public School Readers Premier. Part II. Book. The Canada Publishing Co., Toronto.
- Stoney Indian Boys. Stoney Indian At Home. Joseph Peacemaker and Family. Bear Claw and Sor. Group of Stoney Indians. Photos. Byron Harmon, Banff, Alta.
- A Prayer of Love. Poem. By Jean Blewett. Isabel Rutter, Toronto.
- The Spoilers. By Rex E. Beach. Book. Poole Publishing Co., Limited, Toronto.
- Songs. Eight Classic Gems. With violin ob. Words and Music by Arthur Uvedale. Arthur Uvedale, Toronto.
- Ida Valse. By Louis E. Payette. The Canadian-American Music Co., Limited, Toronto.
- Tableau Historique de Paroisse. Maximilien Coupal, St. Michel Archange, Que.
- Canaries vs. Chickens: or, Money in Canaries. Book. Cottam Bird Seed, London.
- McGill University and Mount Royal. Montreal. Queen's Park and the Parliament Buildings, Toronto. Toronto Harbor and Business District. City Hall and North-West Toronto. Photos. The Panoramic Camera Company of Canada, Toronto.
- The Makers of Canada. George Brown. By John Lewis. Book. Morang & Co., Limited, Toronto.
- Alphabetical Chord Director. Chart. Agnes Guerin, Montreal.
- Business Letter Writing and Follow-Up System. By E. Warner. Book. Edgar Warner, Toronto.
- Homewood. Upper Dam, Thames River. Cemetery Road, King Hiram Street. Photos. Wood & Co., Ingersoll.
- Music Made Easy. A Piano-forte Tutor on a New Plan consisting of a Series of New and Carefully Graded Exercises, Arranged and Composed by J. Lascelles Graham, P.E.I.S. Anglo-Canadian Music Publishers' Association, Limited, London, England.
- Le Saint-Laurent Historique, Legendaire et Topographique, de Montreal a Cacouna et a Chicoutimi sur le Saguenay. Par Alphonse Leclaire. Livre. Alphonse Leclaire, Montreal.
- Historical, Legendary and Topographical Guide Along the Saint Lawrence from Montreal to Chicoutimi on the Saguenay and to Cacouna. By Alphonse Leclaire. Book. Alphonse Leclaire, Montreal.
- Baby Clover. Song. Words by Rachael Barton Butler. Music by Charles Willeby. The John Church Co., Cincinnati.
- Fallen. Words by Grant Balfour. Music by Fay. G. Stanbury. Fairy Morgan. James Miller Grant, Toronto.
- When the Harvest Gleaners Sang a Song of Home. Song. Words and Music by Harry A. Edwards. Harry H. Sparks, Toronto.
- He Died in San Francisco. Song. Words by Samuel A. White. Music by Edwin Willis. Harry H. Sparks, Toronto.
- Under the Palms. Waltzes. By F. H. Losey, Op. 209. Vandersloot Music Publishing Co., Williamsport, Penn.
- Parade of the Humming Bird. March Two-Step. By F. H. Losey, Op. 207. Vandersloot Music Publishing Co., Williamsport, Penn.

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Mountain Wild Flowers of Canada. By Julia W. Henshaw. Book. Julia W. Henshaw, Vancouver, B.C.

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Books Published in Canada  
January 1 to June 30, 1906.

*NOTE:—This list comprises only such books as have been published by regular book publishers in Canada and does not include medical, technical or law books. Both author and title are indexed, though details as to publishers' price, etc., are only supplied after the author's name.*

- "Advanced Algebra." By Arthur Schultze.
- "Algeria and Tunis." Illustrated in color. Toronto: The Macmillan Co. \$6.00 net.
- Allbut, T. C. "On Professional Education with Special Reference to Medicine." Toronto: The Macmillan Co. Cloth, 75 cents net.
- Alexander, Grace. "Judith." Toronto: McLeod & Allen. Cloth, \$1.25; paper, 75 cents.
- Allingham. "The Homes of Tennyson." Illustrated in color. Toronto: The Macmillan Co. \$2.25 net.
- "Alton of Somasco." By Harold Bindloss.
- "Analysis of Certain of St. Paul's Epistles." By Light-foot.
- Andrews, Mary Raymond Shipman. "Bob and the Guides." Toronto: McLeod & Allen. Cloth, \$1.25.
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- "Arbiter in Council: A Collection of Papers on War, Peace and Arbitration." Toronto: The Macmillan Co. \$2.50 net.
- "Arneliffe Puzzle, The." By Gordon Holmes.
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- "Black's Medical Dictionary." Edited by John D. Comrie. Toronto: The Macmillan Co. Cloth, \$2.50 net.
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