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10114

CANADA
**BOOKSELLER
AND
STATIONER**

JANUARY

The Copp, Clark Co. Ltd.

Toronto

Are Sole Agents in Canada for :

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TRADE JOURNAL PUBLISHERS.
TORONTO & MONTREAL.

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Standard Lines Ledger, Journal, Cash, Day and Minute Books.

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- No. 3. Half Rough Sheep. 12 lb. "Woodstock" White Wove.
- No. 2. Half Persian Calf. 15 lb. "Standard" Azure Laid, Hub Back.
- No. 2. Half Russia. 15 lb. "Woodstock" White Wove.
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- Half Persian Calf. 25 lb. "Bank of England" Azure Laid, Hub Back.
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- Half Russia Extra. 25 lb. "L L Brown" Azure Wove, Hub Back.

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- Half Persian Calf. 36 lb. "Bank of England" Azure Laid, Hub Back.
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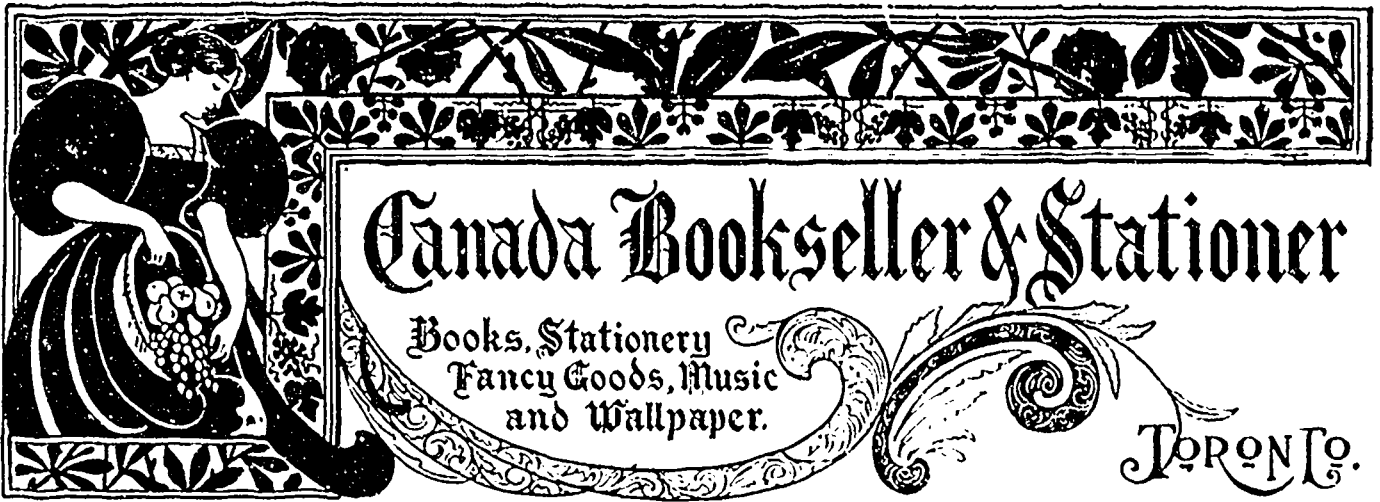
Special Books made to order

of all kinds for the **Bank, Insurance and Mercantile** Office.

Warwick Bros. & Rutter,

Wholesale Paper Dealers Printers and Bookbinders.

TORONTO.



Vol. XII.

TORONTO, JANUARY, 1896.

No. 1.

THE MACLEAN PUBLISHING CO.

OFFICE :

26 FRONT ST. WEST, TORONTO

Subscription, \$1.00 a Year in Advance.

Montreal Office 146 St. James St.
J. B. MACLEAN, MANAGER.

European Branch.
Canadian Government Offices,
17 Victoria St., London, S.W.
R. HARGREAVES, AGENT

MAGAZINES AND THE MAILS.

BOTH the Ottawa and the Washington Governments have been for some time considering the standing of a number of periodicals which contain very little letter press and are chiefly mediums of advertising.

Objections have been made from many quarters that such publications should not be allowed the special mail privileges they now enjoy, and it is now mooted about that both in Canada and the United States they will be ruled out as second-class matter.

LACKING IN ENTERPRISE.

Evidence is continually before us that many of our booksellers do not show sufficient enterprise in their business. If they want to successfully compete with the rapidly growing departmental stores they must be more alive to their work, and quick to take advantage of every opportunity afforded them for the advancement of their interests.

We learn of a peculiar case of slowness on the part of a bookseller in a thriving Canadian town, which slowness lost him considerable business.

The dealer in question, when Dr. McKay's "From Far Fromosa" was issued from the Revell press, ordered half a dozen copies.

These were sold out in a day, and six more were ordered. These were quickly disposed of, and then the dealer placed another big order for six copies.

A day or two after an agent entered the town, and in a few hours sold 50 copies of the book.

The natural deduction from all this is that the bookseller did not grasp the situation at all. The city in question has a population of several thousand, and the dealer, if he had known what he was doing, would, when he saw the volume was taking so well, have at once placed a decent-sized order and pushed the sale of the work.

THE COPYRIGHT BILL.

The only matter of importance discussed at the last meeting of the Booksellers' and Stationers' Section of the Toronto Board of Trade was the amended draft of the proposed Canadian Copyright Act.

The members were practically a unit on the bill, and will likely at their next meeting unanimously endorse it.

The Speech from the Throne at the opening of Parliament, January 2nd, contained an announcement that copyright would be dealt with this session.

THE STORE COMPETITION.

The keen competition which booksellers and stationers in Britain, Canada and the States are meeting from departmental stores must put them on their mettle. The book and stationery business calls for a large degree of intelligence. The successful man works up a clientele of his own from his personal knowledge of the trade and his acquaintance with his customers. The department stores cannot, in the long run, take away his best trade. A policy of slaughter may dislocate business for a while and tax both the pocket and the patience. But the dealer will live through it. Let him buy

with judgment and keep thoroughly up-to-date. Let him retain the confidence of his customers and they will not stray far away. There is a current belief that the cut price mania, which alone sustains the department store, will, like a fever, burn itself out.

WHY HE BOUGHT.

A Christmas purchaser thus relates his experience: "I bought all my presents this year at B—'s stationery and book store. I don't quite know how it came about. I always go in there for my daily paper, and B— is a pleasant fellow to exchange a word with, and always knows what's going on. He showed me some fancy goods he had in stock, and, before I realized it, I had bought half-a-dozen different articles, enough to go round the family. The goods were attractive, not too costly, and unlike what I saw in other stores." There is no doubt this purchaser was well served, and bought also because the right kind of goods were in stock. Probably they were tastily arranged, too—another strong point.

INATTENTION.

The writer went into a large store the other day to choose a book. The man in charge (not the proprietor) was showing a lady customer some dictionaries. Or, rather, he was gazing pensively across the store, his thoughts probably miles away, while the lady turned the books over slowly. No doubt the man was tired. The lady was a bit tiresome, and the hour was five p.m. There were several people in the store, and the staff were all busy. The writer chose his book unaided, and then tried to catch the salesman's eye. But it was still fixed dreamily on the opposite wall. So the writer selected the volume and handed it over the counter to be tied up. The salesman woke from his reverie, passed the book to a small boy to be wrapped in paper, and turned—to

find that the lady had slipped out. She hadn't bought, and neither would the writer if the matter had been left to the man in charge. The incident just shows how inattention can spoil business. It is one thing to bother a customer when he simply drops in to have a look round, another to lose him by neglect.

THE BEST SELLING HOLIDAY BOOKS.

THE holiday trade in Montreal this season was quite equal to that of the past year, though the tradesmen, owing to unfair competition from certain parties—to whom BOOKSELLER AND STATIONER has had occasion to refer before—had to content themselves with a very narrow margin of profit.

One very striking and favorable feature about the holiday demand for books this year was the enquiry for works in a superior class of binding. A canvass of the trade elicited the fact that this tendency was becoming more and more marked each year. It is a point worthy of the bookbinders' attention, for by giving a more varied range of style in binding, the turnover of high-class, properly bound novels would certainly be increased. This at least is the opinion of several of the leading Montreal booksellers.

Some reports gathered from leading firms in regard to the holiday trade in Montreal may be interesting, and they are appended.

Manager Brophy, of the Montreal News Co., reported that his company had experienced a phenomenal demand for cloth-bound works of Ian Maclaren, especially "Bonnie Brier Bush" and "Auld Lang Syne."

W. Foster Brown said that he had never met with a better demand for single copies in cloth and half calf of the popular novels. When he closed on Christmas Eve he was completely sold out of what he considered an ample stock of the following: "Men of the Moss Hags" (Crockett), "Red Cockade" (Weyman), "Chronicles of Count Antonio" (Hope), "Auld Lang Syne," "Bonnie Brier Bush" (Maclaren), "Sorrows of Satan," and others. In fact, there had been an unusual demand for fine bound works of such authors as Stevenson, Eugene Field and Whitcomb Riley.

W. Drysdale & Co said that there was a decided and growing taste for the better class of binding. They had a larger turnover of half calf binding, than ever before. Blackmore's latest work "Slain by the Drones," which had reached the market in time, was one of their best sellers. The same could be said of Washington Irving's "Tales of a Traveler," with steel engravings, which was put up two volumes in one case for \$6 by Putnams. A complete set of Branning's poems in one volume, cloth \$3

and half calf \$6, had also sold remarkably well, as did also some of Mrs. Sangster's poems, such as "Little Knights" and "On the Road Home."

AN AMATEUR PUBLISHER.

It is a common fallacy shared by the majority of people that anyone can run a newspaper, be his own publisher, or manage a hotel successfully. Anyone would suppose that a hard-headed, shrewd business man, who had made a striking success in his own particular line, would be the last person in the world to be taken in by this popular delusion. But the old adage about people being more daring than the angels still holds good. Previous to the holidays the proprietor of one of the largest Montreal departmental stores conceived the idea that he could get up and publish a holiday paper that would compete with the numbers published by the regular illustrated weeklies. If this gentleman had taken the trouble to enquire of the veriest tyro in the newspaper business he might not have made the venture. The public nowadays are too wide-awake for experiments of this sort, and those who are acquainted with all the intricacies of the publishing trade, and the amount of work and expense that a really first-class number of this sort entails unless specially equipped for the work, would hesitate over the venture, let alone a complete outsider. Well, the merchant got out the number in question; he has got the most of them yet, and the less said about the matter the better.

REVIVAL OF BOOK PEDDLING.

"Canada is likely to experience a great revival in book peddling." This was the remark made by a well-known publisher and jobber of Toronto the other day, and the speaker backed up his assertion by a line of argument which he considered well founded.

Such a revival, if it comes, is to naturally follow the growing desire of the consumer to have his wants supplied with the least trouble and inconvenience to himself, and when we look back over the years we must be impressed with the changes in favor of the public that have come over our methods of doing business.

Twenty years ago or thereabouts the needs of the book buyer were not very promptly attended to. If a customer wanted a particular book he gave his order to the local dealer, who sent to England for it, and brought it out anywhere within the course of two or three months.

Gradually, however, the purchasers of books became more numerous, and the sellers of books more enterprising. Then the dealers began to keep the leading publications of the day in stock, and the customer had only to visit a news-stand to obtain what he desired.

Lately the wants of the consumer have been catered to even more effectively than

ever before, as a result of the springing up of the departmental stores. These city establishments sell books to the people at cut rates, and even send what a man wants to outside points at reduced prices, post or express prepaid.

All these gradual changes have spoiled the public to such an extent that they may soon demand that their books be brought to their very doors by pedlars.

All these reflections and prognostications are not very welcome to our retail booksellers, and it behooves them if they would ward off such a culmination that they throw additional energy into their business and make a point of promptly catering to the wants of all consumers.

PUBLISHERS ARE WAITING.

According to men who should know whereof they speak, a marked revival of printing and publishing is likely to follow the passage of the amended Copyright bill.

It is expected that as a result of the visit recently paid Canada by Messrs. Hall Caine and Daldy, the assent of the English interests will be given the measure in time for the Government to bring it down at the present session of the Dominion Parliament.

Of course, the political crisis at Ottawa may delay the required legislation for a time, but it is hoped that such a settlement of the political difficulties will be forthcoming as will ensure the speedy adoption of the bill in question.

And, as stated before, when once the bill has become an Act this country will probably see a welcome improvement in printing and associate industries.

If Toronto may be taken as a criterion, this prophecy will undoubtedly be fulfilled, for it is known that at least three prominent and reliable city firms are only awaiting the adoption of the bill to launch out into the publishing business on a large scale.

TORONTO CHRISTMAS TRADE.

As far as Toronto is concerned the dealers seem to have done a fairly good business at Christmas time.

We are informed that two or three booksellers had the best holiday trade in years. We learn that at least one establishment sold more Christmas cards and calendars than ever before, and it is said that large sales were made in dolls, toys and fancy goods generally.

Of course the wet weather that prevailed interfered to some extent with business, and grumbling is heard in some quarters about "the poor Christmas trade," but on the whole the season seems to have passed off in a way fairly satisfactory to the dealers.

The departmental stores, as heretofore, made considerable inroads into the legitimate dealers' trade, but did not by any means do all the business that was done. Instances

of how they cut prices to catch customers are the figures at which they sold Christmas papers and The Boys' and Girls' Own Annuals. One of these establishments sold The Figaro, which is priced at \$1, for 35c., and at several stores the annuals, which cost the trade \$1.60, were offered for \$1.25 delivered or post prepaid.

EARLY CANADIAN MEMORIALS IN ENGLAND.

NO journalist in Canada has done more to bring old Canadian records to light, to investigate obscure points in early history, and to republish prints and sketches of Canadian places and houses, than Mr. John Ross Robertson, of The Toronto Telegram. When in England this autumn, Mr. Robertson was not unmindful of a task which with him seems to be a labor of love. He visited the British Museum, and while looking into some of the treasures in the King's Library, found a number of highly interesting pictures relating to Canada. Among them were no less than thirty-two small sketches done on the bark of trees, oval, in size about 4 x 5 inches, and executed by Mrs. Simcoe, the wife of the first Governor of Upper Canada. These she had presented to the King and they went with His Majesty's Library to the Museum. They include a sketch of Navy Hall, at Niagara, a view of the Old Fort in Toronto, etc. Mr. Robertson has had reproductions made of these. He also found in the library an old plan of Niagara with a picture of the fleets on Lake Ontario in 1760 and 1770, showing both the English and French vessels and giving the names. He secured a photograph from a picture of Ogdensburgh in 1705, or Oswegatchie (black water) as it was then.

Another visit made by Mr. Robertson, full of interest to the students of Canadian history, was a journey to Wolford, near Honiton, in Devonshire, the home of John Graves Simcoe. The Manor House of Wolford was built under the personal supervision of Governor Simcoe, and contains many memorials of his Canadian life. It is now occupied by Mrs. Simcoe, widow of Governor Simcoe's grandson. Mr. Robertson called upon Mrs. Simcoe, who is a charming woman, and whose niece, Miss Macrone, an entertaining companion, lives with her. The Canadian visitor was enabled to examine the original drawings of Mrs. John Graves Simcoe, the wife of the Governor. In the spacious entrance hall is an oil painting of Chief Justice Osgoode, of Lieut.-Col. Shanks, who took part in the war of 1812 and the only full length oil painting of Simcoe done when he was young. He is painted standing at the tomb of a friend, along with two other friends. In the drawing room there is a good miniature of Simcoe from life, as well as a drawing of Mrs. Simcoe. Mr. Robertson, in looking over this valuable collection, came upon some

pictures not previously known to be in existence. There is one of Colonel Talbo's house, one of the earliest residences in Upper Canada in the London district. A picture of the King's Head tavern at Burlington Bay, where, it is said, the Queen's Rangers' Masonic lodge met on one occasion, is also there. This lodge was at work in York between 1797 and 1800. Another picture is a view of Cartwright's mill near Napanee, and there is a sketch of Kingston in 1796, one of the first, the earliest being that of Lieut. Peachy, of the 60th Regiment, in 1783-4, showing Fort Frontenac. In Mrs Simcoe's collection Mr. Robertson saw a view of the old fort at Toronto and the two first bridges over the Don. There are several views of Burlington Bay, when it had no outlook into the lake, save a small creek. The entrance hall at Wolford contains the original colors of Simcoe's Rangers, the corps which fought in the revolutionary war. Near Wolford on the Simcoe estate still stands the farm house where John Scadding, father of Dr. Scadding, of Toronto, was born about 120 years ago. There seem to be only two monuments in England relating to early Canadian governors, the one to Simcoe in Exeter Cathedral, the other to Brock in St. Paul's. The latter is hardly ever seen by Canadian visitors, being placed high up, and escaping notice in a casual inspection. Mr. Robertson has a photograph of this, as well as of the pictures previously referred to. The zeal and sagacity evinced in making these researches are to be highly commended.

ISHMAELITE BOOKSELLERS.

The following communication speaks for itself.—

Editor CANADA BOOKSELLER AND STATIONER :

It seems very strange that booksellers should display less common-sense in business than other business men. Yet such is the case. Other men unite together for mutual protection by organizing stock exchanges, boards of trade, etc., while booksellers make themselves a laughing stock in the community by cutting prices when there is no occasion for it. If this is to continue, people will not be so apt to buy a book as soon as it appears, for the public will come to the conclusion that by waiting a month or so they can get a \$1.25 book for \$1 or 90c. The man that buys a book as soon as it appears for \$1.25 is naturally disappointed if his neighbor, who has more patience, catches the same book 25c. less by waiting a month or so. There is no excuse or reason for this suicidal policy in the book business. Popular books are issued in cheap editions shortly after the more expensive editions are before the public, and, besides, a book can be got second-hand at reduced prices within a year after publication.

Now I would suggest that a society of booksellers be formed in the principal cities and towns of Canada for the purpose of taking steps to protect the book trade from unprincipled dry goods men and others who offer books at cut price as a bait to catch trade. The booksellers have no means of retaliating, as they cannot very well begin offering ribbons, cut flowers, imitation feathers and ladies underwear on their counters to make up for the loss they sustain, both to their character and business, by the efforts of unprincipled men to ruin them.

A clerk is discharged from a book store, and, securing a situation in a general store, persuades the proprietor that it would pay to start a book department. The schemer thinks he will hurt his last employer by offering the books at cost. Such a scheme, like all others not based on a sound financial basis, ultimately comes to grief, but in the meantime it hurts the honest bookseller, who finds it hard enough to keep things right under favorable circumstances without any of this Ishmaelite business.

NORMAN MURRAY

Montreal, January, 1896.

RE VERTICAL COPY BOOKS.

Editor CANADA BOOKSELLER AND STATIONER :

SIR, In your issue of November last, in referring to the vertical copy books authorized in the province of Quebec, you state that the Text-Book Committee did not recommend Gage's vertical writing for authorization because they thought it in any way inferior to the series already authorized, but because, in their opinion, the series already in use were sufficient for the needs of the province. Here is their unanimous report sent to the Protestant Committee, and published in the November number of The Educational Record: "That the committee have carefully examined Gage's practical system of vertical writing, but cannot recommend its authorization because, in their opinion, it is decidedly inferior, in essential points, as a series of copy books, to the upright series already authorized."

Further: In your December issue you make the statement that at the November meeting of the Protestant Committee Gage's vertical writing was finally authorized. On the contrary, the Text Book Committee were sustained, and Gage's vertical writing was not authorized, nor will it be until it is thoroughly revised and graded.

At the present time "Grafton's Vertical Penmanship" and the Jackson system are the only vertical copy books authorized for use in this province.

By stating the facts as they are you will oblige.—Yours very truly,

F. E. GRAFTON & SONS.

Montreal, Jan. 4.

IMPORTS OF BOOKS AND STATIONERY.

The trade returns for the fiscal year ending June 30, 1895, were issued last week, and we subjoin some figures showing the imports in books and manufactured papers, comparing them with those of 1894.

	1895.	1894.
Periodicals and pamphlets.....	\$183,385	\$621,445
British copyright reprints.....	15,011	9,034
Maps and charts.....	15,011	15,859
Printed music.....	22,271	21,500
Bibles, prayer books, etc.....	18,797	144,081
Books for colleges, etc.....	95,697	45,795
	\$379,417	\$857,624

IMPORTS OF PAPER, STATIONERY, ETC.

	1895.	1894.
Paper for photographers.....	\$15,344	\$1,350
Bags or sacks.....	10,505	17,752
Cards for playing.....	13,495	14,145
Writing and note paper.....	12,161	147,726
Card-board.....	15,416	21,219
Paper, tarred and untarred.....	11,771	14,771
Envelopes, paperettes, blank books, etc.....	316,115	1,271,013
Printing paper.....	47,501	56,791
Ruled board, etc.....	6,544	6,071
Straw board.....	17,229	16,675
Wrapping paper.....	6,657	8,298
Other kinds.....	315,917	15,147
	\$320,510	\$247,252

FANCY GOODS AND STATIONERY DEPARTMENT.

AT THE BROWN BROS., LTD.

The Brown Bros., Ltd., call the attention of the trade to their large and complete stock of office stationery, comprising everything required to furnish an office in correct style. They have blank



Inkstand

books for banks, insurance and mercantile houses; inkstands almost every style made, cash boxes, steel and Japanned ware, water wells and brushes, copying presses (the finest made), etc., etc. They also show all makes of lead pencils, Faber's, Dixon's, Eagle and Hardtmuth. In pens all makes are kept, Esterbrook, Spencerian, Ball Point, Gillott, Mitchell, Perry Waverly, Pickwick, etc., etc.

They are agents for the "Best" paper fastener, and also for the "Novelty" paper fastener, a cut of which is given herewith.

Chase's celebrated mucilage bottle is still a favorite with the trade and can be had from the Canadian agents, The Brown Bros., Limited.

Letter and note heads are kept in stock in styles to suit everybody; also architects' supplies, such as blue process paper, profile and cross section papers, taring linen, artists' pencils, rubbers, etc. Higgins' celebrated drawing inks are kept in all colors.

The stock and variety of office files carried by The Brown Bros., Ltd., is very large, including box, index, spike and harp.

SPRING AND SUMMER GOODS.

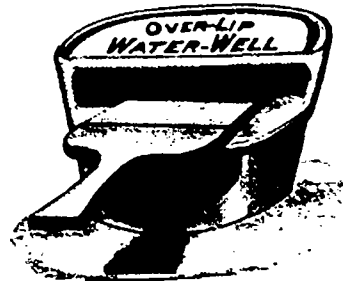
Nerlich & Co. are already preparing their new lines of import samples, which include a large range of photograph albums in plush, leather, and celluloid, also ladies' necessities, work-boxes, men's traveling cases in the latest designs, etc., and a number of French bronze souvenir goods for the summer or fall trade. They have received another large shipment of their French crepe tissue paper in long rolls, and have all shades in stock. For the spring trade, rubber balls, marbles, glass alleys, etc., have arrived and will be offered at new and close prices.

A FIRM'S TRAVELERS.

The R. Miller Co., Ltd., travelers will start out with complete lines of samples the week commencing January 6. Their line of books and stationery is a well assorted one.

THE FIRM OF NERLICH & CO.

Mr. Henry Nerlich, senior partner and founder of the firm of Nerlich & Co. has retired from the firm, and his second son, Henry Nerlich, jr., takes his place in the partnership with his brother, Mr. Emil Nerlich and Mr. C. B. Doherty, who have been connected with the firm for a number of years, and are well known to the trade. This change will have no material effect on the firm's business, as Mr. Henry Nerlich, sr., has been living in Europe during the last twenty years, managing the German office of the firm, which will be continued under competent management. Mr. Henry Nerlich, jr., is just returning to Canada from a three months' trip through England, France, and Germany, and has selected the new import samples for the coming season of 1896. It may be mentioned that the Nerlich Bros. have served a number of years under the management of some of the largest manufacturing and export houses in Europe, such



Water Well

as Berlin, London, Paris, Nuremberg, and have attained most valuable knowledge and judgment for their business, and associated with Mr. C. B. Doherty's long experience, will continue to look closely after the interest of their customers.

THE WALKING ELEPHANT.

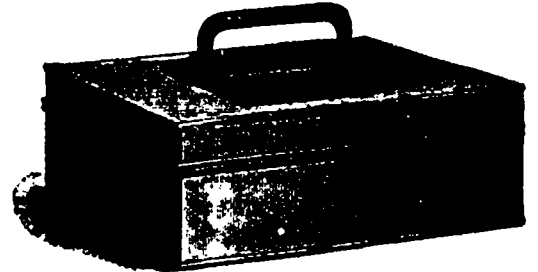
The latest shilling toy that has been placed upon the market is of an amusing



"Novelty" Paper Fastener.

and ingenious character, consisting of a metal elephant, 2 1/4 inches in height, the

legs of which move freely on pivots. When placed on a sloping board the elephant, by its own weight, walks to the bottom of the slope in a most amusing and comical manner. There is no mechanism of any kind in the animal's interior, the action of the feet



Cash Box.

being simply the result of gravity. The toy is made of cast-iron, is strong and unbreakable, and having no springs or elastic bands to get out of order, will last a long time.

PHOTO. REPRODUCTIONS.

L. Prang & Co. have recently made a new departure in the artistic reproduction of photographs of famous buildings and monuments and paintings of historic scenes. These are fac-similes of photographs, printed about 20x28 inches in size, exclusive of margin, on heavy plated paper, ready for framing. Their effect is precisely that of photographs, while, unlike photographs, they will not fade by exposure to light.

WATERMAN FOUNTAIN PEN.

Warwick Bros. & Rutter have made arrangements with Waterman to sell the famous "Waterman" fountain pen in this country at exactly the same price as the manufacturer himself.

The same firm will also henceforth handle the "Edson," a fountain pen made by the same concern after a similar model and sold at a lower figure.

WHAT THEY CLAIM.

The Barber & Ellis Co. are preparing a circular to send out with their envelope price list. In it they state that (1) they make and sell more envelopes than all the other makers in Canada combined; (2) they make envelopes in fifteen different sizes; (3) they have 50 employes constantly employed making special sizes; (4) they manufacture large quantities of papereries, and are, in fact, the only makers in Canada; (5) their business is so large that the cost of manufacturing is reduced sufficiently to allow them to offer specially good prices.

PENS, PENCIL CASES, ETC.

As in many of the schools the vertical system of writing is being adopted, the Copp, Clark Co., Ltd., have prepared themselves to meet the demand for a new class of pens that is springing up. The pens required for vertical writing, in which there is no shading, are harder and less flexible than



Four Vertical Pens.

those used in the old system. Some vertical pens have no split in the nib. The accompanying cut shows an assortment of four of these pens.

The Copp, Clark Co. are handling the Graphite Pencil Co.'s "Primary assortment No. 504" pencil case for children. It contains pen, lead pencil, slate pencil and ruler, and goes to the trade at \$3.25 per gross.

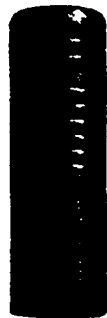
The Copp, Clark Co.'s Sunday school class books and housekeeping expense books for 1896, which are very useful, having a department for about every line of outlay, are now ready.

A FINE GRADE OF STATIONERY.

Buntin, Gillies & Co., Hamilton, are advertising stationery of all kinds, for both commercial and society use, manufactured from the celebrated Century Linen paper. This brand is so well known as regards quality and finish that it requires no recommendation. The goods are put up in attractive style and at popular prices.

POPULAR PRICE PAPETERIES.

For really nice trade there are no better lines of fine stationery (no matter what the price is) than the "Velvet Finish" in cream and "Roman Flax in white and several tints, put up by Buntin, Gillies & Co., Hamilton. Papeteries in both these lines can be sold at the popular price of 25 cents. Dealers who have not had them would do well to order a sample lot.



Pen and Pencil Case.

PRIVATE POSTCARDS.

The postal authorities report a steady increase in the use of private postcards in Canada. The number of business houses which utilise the new privilege to advertise the firm is very great. There is a corresponding falling off in the use of the Government cards, and as the private card is being used where letters formerly were written, the effect on the revenue is expected, on the whole, to be slightly injurious.

THEIR TRAVELERS OUT.

Warwick Bros. & Rutter's travelers have already started out on the road to sell spring goods, and our retailers, one and all, may expect a call from them during the next week or two.

It is said that they are carrying with them the best line of samples the firm ever showed, and they are therefore expected to make an exceptionally successful series of trips this month.

NELSON'S TRAVELERS COMING.

H. A. Nelson & Sons, Toronto, are now prepared to meet their customers' needs for spring goods, and their travelers are already beginning their first rounds for 1896.

These emissaries of the grip will carry with them samples of rubber balls, marbles, allies, tops, hammocks, and such sporting lines as tennis, ball and cricket goods, fishing tackle, etc.

FISHING TACKLE, ETC.

Porter, Teskey & Co. will, the same as last season, make a strong push with fishing tackle. Their list of these goods will be greatly extended this spring. Their travelers start out with full lines of samples, both of fishing tackle and fancy goods, the week after next.

NELSONS, OF MONTREAL.

The Montreal house of H. A. Nelson & Sons expect to have their travelers out with spring samples very shortly. Their line of fancy goods, sporting supplies and fishing tackle of all kinds will as usual be complete. At present the warehouse staff is busy stock-taking, and as far as it is a gauge, the year has been a very successful one.

A CHANGE OF BUSINESS.

A member of the firm of the Hemming Bros. Co., Ltd., has made the following statement to a CANADA BOOKSELLER AND STATIONER reporter:

"We intend to discontinue the fancy goods portion of our business, including the toilet case and imported goods department, and to put our whole energies into the manufacture of jewellery cases and findings, jewellery and drug paper boxes and regalia.

"We felt we had a right to sell at retail prices in Toronto. We purposely did not

canvass the retail trade in Toronto as we had this move in view. Three city customers bought bills of goods and two of these returned the goods, and were credited with their value. Moreover, a number of orders from the country were not filled. By this sale we have been fighting the departmental stores, which killed our fancy goods trade."

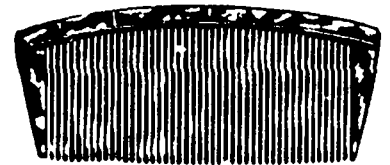
ENLARGING THEIR PREMISES.

So largely has the envelope department of the Barber & Ellis Co.'s business increased that they have decided to add another big warehouse to their already tremendous premises.

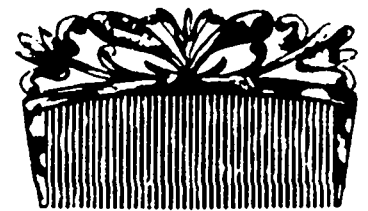
They have already taken possession of and are now fitting up the ground floor space adjoining their own building, and formerly occupied by Anderson, the wholesale furrier.

SIDE COMBS.

Nerlich & Co. are just opening a shipment from Paris. Amongst other new lines, they received a complete assortment of side



combs. They are mostly 3 to 3 1/2 inches long, with plain, bevelled or ornamental



edges. The new designs are really pretty, and will no doubt meet with a rapid sale.

MR. BUTLER'S NEW POSITION.

Fred. T. Butler has been appointed agent in Canada of S. S. Stafford's inks, mucilages, typewriter ribbons and carbon papers, etc. He will not handle fancy goods this year, but will confine himself to Stafford's lines. Mr. Butler has the good will of the trade, and in his new position deserves the continued favor of the buying public.

One man, according to a California paper, died recently from blood poisoning, acquired, it is alleged, from licking envelopes whose gum was tainted with disease. The taint had been carried through all the processes of manufacture and appeared in the gum on the envelope. Though this seems strange, physicians agree that it is possible, and they advise correspondents to moisten envelopes in other ways than by licking them.

A WELL-KNOWN STATIONERY MAN.

MR. ALEXANDER GILLIES, OF MONTREAL.

THE stationery trade will in a few days be face to face again with one of the oldest and most experienced travelers in this line in Canada—Mr. Alexander Gillies, who, on January 1st, started out to represent Austin & Robertson, wholesale stationers, Montreal. Mr. Gillies has been off the road for a few months for reasons which are entirely creditable to him. He was a member of the late firm of Boyd, Gillies & Co. Montreal, the fire in whose warehouse last May was followed by the disclosure of as discreditable a piece of attempted swindling and incendiarism as ever took place in Canada.

It was due to Mr. Gillies' rugged integrity and unswerving honesty that the whole thing was unearthed. The fire, it will be remembered, took place on a Saturday night when Mr. Gillies was, as usual, out selling to the trade, and Boyd, the senior partner, was supposed to be absent in Quebec. The contents of the warehouse were practically destroyed, and the building itself completely gutted. It was a bad fire, but the firm were well insured. A statement of insurance claims was made up by Boyd aggregating nearly \$30,000. When Mr. Gillies returned to town his partner asked him to sign this, but the former objected. He did not believe the stock then in the warehouse was worth nearly as much as this sum, and honestly said so. Boyd insisted on going on with the claim, and Mr. Gillies, beginning to think there was something wrong, declined to have anything to do with the settlement, and would not be a party to it. The firm was dissolved, and Mr. Gillies refused to touch a penny of the insurance money. Boyd settled with the insurance companies for about a third of his claim and left the country. Then the whole disgraceful story came out. Two men were arrested in connection with the fire, and facts transpired showing that there had been a plot to burn the warehouse and that part of the stock had been removed beforehand. Mr. Gillies, in whose absence and without whose knowledge, the whole thing had been arranged, gave his straightforward evidence at the criminal investigation, and was complimented on all hands for his scrupulous integrity. There is little doubt but for his action the swindle would have been successfully worked. To those who know Mr. Gillies, and the kind of man he is, it will not seem strange that he should have followed the course he did. But the circumstances certainly point to a strong regard for the straight course, which gains for every man

in business an enviable reputation. Mr. Gillies has been in the paper business for many years, and knows it thoroughly. He comes from a family of paper-makers and stationers. He was for thirty years with Buntin & Co., and only joined the Boyd firm in 1895. He is an uncle of Mr. Jas. B. Gillies, of the well-known firm of Buntin, Gillies & Co., Hamilton. He will cover his old ground for Austin & Robertson, and as one of the best known stationery men in Canada, is pretty sure to meet with a cordial reception from the trade everywhere. Austin and Robertson, a successful concern which enjoys a large degree of popularity, intend making a specialty of the big flat papers for the future, and Mr. Gillies will be afforded plenty of scope for his experience of paper and his energy. He seems to have the faculty of perpe



ALEXANDER GILLIES, OF MONTREAL.

and no one would think him past fifty years. Indeed, he is said to be a grandfather, but BOOKSELLER AND STATIONER is inclined to doubt this assertion, though it is made on good authority. If it be true, his appearance must be accounted for by the good conscience he carries about with him. Mr. Gillies has the best wishes of the trade in his new sphere of labor.

The writer of a squib says that while looking over a cook book the other day he came across a recipe which ended as follows: "Then sit on the front of the stove and stir constantly." That is easy. How could a fellow sit on the front of the stove (if it had fire in it) and not "stir constantly."

ENGLISH PUBLISHERS ORGANIZE

A MEETING of English publishers, held at Stationers' Hall, London, England, Nov. 21, 1895, decided to form a Publishers' Association. Mr. C. J. Longman was in the chair, and among those present were: Mr. John Murray, Mr. Richard Bentley, Mr. Frederick Macmillan, Colonel Robert W. Routledge, Mr. Joseph N. Darton, Mr. Spencer C. Blackett, Mr. Sydney S. Pawling, Major P. H. Dalbiac, M.P., Mr. W. Swan Sonnenschein, Mr. H. H. Longman, Mr. Oswald Crawford, Mr. George Etheridge (Chapman & Hall), Mr. W. F. Warne, Mr. E. Marston, Mr. R. B. Marston, Mr. Charles J. Griffin, Mr. William Heinemann, Mr. F. G. Green, Mr. G. S. Philip, Mr. John C. Nimmo, Mr. Edward Stanford, Mr. A. F. Allen, Mr. W. T. F. Jarrold, Mr. A. R. Black, Mr. John Shaw, Mr. James Smith (Messrs. John F. Shaw & Co.), etc.

On motion of Mr. John Murray a committee of nine was appointed to draw up rules for the new association. A vote was taken as to the firms to be represented on the committee, with this result: Messrs. Longmans, Macmillan & Co., Murray, Routledge, Heinemann, Sampson Low & Co., Bentley, Blackwood, and Smith, Elder & Co. Mr. R. B. Marston is secretary of the committee pro tem., and a general meeting will be held this month to organize finally. In connection with this matter we have received the following letter from London, England:

Will you allow me to correct a statement appearing in one of the paragraphs of your article on Copyright in the November issue of your journal: You say Mr. Daldy is secretary of the British Publishers' Association, but Mr. Daldy is secretary of the Copyright Association, quite a different thing, and certainly he did not visit Canada as the representative of the British publishers. His association has the support of all authors and publishers who interest themselves in the copyright question, but it should be clearly understood that Mr. Daldy was not in Ottawa with a special brief for the British publishing interest.

No publishers' association exists here at the time of writing. On Nov. 21, a meeting of London publishers was held at Stationers' Hall, and a committee appointed to draw up rules for the formation of such an association, to be submitted to a meeting which is to take place early next year, when possibly the British publishers may form a union strong enough to benefit not only themselves, but the bookseller and perhaps the author also. There has been within the past few years a growing interest in this question of publishers' union, notably since Mr. Heinemann's letters on the Hardship of Publishing, which appeared in *The Athenaeum* in December, '92, but although they attracted considerable attention at the time the subject dropped. The seed time was then; may we now be approaching the harvest. Faithfully yours,
London, Eng., Dec. 7, 1895. H.

Society belles are beginning to make scrap-books of their newspaper notices, and the custom will doubtless become a regular social fad in time. The wives of public men are among the best patrons of the clipping bureaus.

MR. JOHN BURNS

FOR

THE WEST

NERLICH & CO.'S

Representatives are off
once more with . . .

THEIR NEW LINE

. . . OF . . .

MR. T. F. GLARKE

FOR

THE EAST

IMPORT SAMPLES

... For 1896 ...

Which have been selected by our Mr. Henry Nerlich, Jr., direct from the manufacturers in Europe. It is the largest assortment ever shown, comprising all the newest productions in

Wait —

TILL YOU SEE
OUR . . .

PRICES

VARIETY

QUALITY



MR. L. D. MERRICK

FOR

THE NORTH

**Albums, Celluloid
Plush and
Leather Goods
Traveling Cases
Mirrors . . .
Bronze Articles**

And the Latest Novelties
from Paris.



MR. T. A. DOHERTY

FOR THE

LOWER PROVINCES

See —

Our new line of

SOUVENIR . . .

CHINA GOODS

With Photographic Views.
They are sellers.



MR. W. E. DAVIDSON

FOR

**THE NORTH-WEST
and B.C.**

35 Front St.
West . . .

NERLICH & CO.,

TORONTO
ONTARIO

WALL PAPER AND DECORATIONS.

COLIN McARTHUR & CO. have had a very busy month of it, pushing orders forward. They note with satisfaction, as a sign of an extending trade with the sister colonies, the receipt of large orders both from South Africa and Australia. It is their second year in catering to the South African trade, which is now well established, while the orders from Australia indicate as promising possibilities from that quarter.

Mr. Foster, of Watson, Foster & Co., left for New York on Thursday, the 2nd, to post himself regarding new wall papers, etc., for the coming season's trade.

In the last issue of BOOKSELLER AND STATIONER, and in all the daily papers, it was stated that a recent Customs ruling on Anaglypta, the new wall decoration, made it subject to an ad valorem duty of 25 per cent. This was incorrect, the Customs charges on the goods being a specific duty of 1¼c. per roll, as well as the ad valorem duty of 25 per cent.

Steadily increasing sales testify to the popularity of M. Staunton & Co.'s wall papers. Their output this season is much larger than last year, and, notwithstanding the additional machinery put up in anticipation of increased business, they have been working their entire staff overtime for several weeks past to enable them to fill all orders in ample time for spring trade. Several carloads are being shipped each week. The stock room in their factory, large as it is, has proved inadequate to the demands made upon it, and the firm have had to procure additional warehouse room in a building conveniently situated near by.

J. M. Kelly, who represents Watson, Foster & Co. in the United States markets, has been in Detroit and other western points recently.

M. Staunton & Co.'s Ontario salesmen are now on the road calling on those of the trade who were unable to place orders during the fall. Dealers who have room for more patterns should write to the firm, who will have them looked after.

In the United States recently there has been some talk about wall paper factories being a bad risk for insurance companies and underwriters are asking increased rates. During the past 18 years 25 factories have been burned in the States, and this the companies consider a poor record. The same argument cannot apply to Canadian fac-

ories, which are well constructed and well looked after. A Canadian factory lately had a fire which was put out before any material damage was done. There are plenty of other kinds of factories where the danger of fire is infinitely greater. The truth seems to be that insurance companies are always looking for grounds on which to increase the rates, and if someone will just give them a hint they will raise the rates on warehouses for storing ice.

In the States the wall paper men are looking to 1896 as the banner year of the trade, and with improved trade conditions in Canada, there is no doubt it is going to be a good one with us, too.

Papering ceilings continues to be the rule even in business offices. No other form of decoration produces the same effect, and its complete concealment of all defects in the ceiling marks it out as a fashion come to stay.

The Attorney General of New York has refused the application made in the courts for the dissolution of the wall paper trust. The application was based mainly on the ground that good-will cannot be considered as property or capital. The Attorney-General said he was not called upon to decide whether the trust constituted a combination to control the wall paper market, or to pronounce upon the legality of the combination or the solvency of the company. The applicants had been paid \$1,600,000 for their assets and good-will in common stock of the company, and desired to know whether the statute allowed the capital stock of \$30,000,000 of the company to cover good-will. The Attorney-General decided that good-will was lawfully property, and might be included in an issue of capital stock.

Purchasers of wall paper, as any dealer knows, are harder to please than most people. A competent dealer usually knows far more than the average purchaser, who has vague ideas of what he wants, and possesses few artistic tastes. A story illustrating it is related by Curtains, Wall Paper and Carpets, about a lady who went into a store in a town with a sample of red paper and wanted a room papered with some of that exact shade. The dealer had some nearly, but not quite, like it. But the customer wouldn't take it. She knew what she wanted and nothing else would suit. The decorator wrote to the factories but could not get the desired shade. So he went to the house to tell her this, and took along a roll of the

paper he had in stock. Ushered into the reception room, he waited her entrance, thinking over the little story with which he hoped to change her mind. In looking about the room, he espied protruding from behind the mirror a little edge of the same sample of the paper she had shown him. A happy thought. Quickly pulling it from its concealment, he tore off his roll a piece of like size and shape, stuck it behind the mirror where the other had been and placed her sample in his pocket. When madam came in he explained that he had written to various factories and thought he had a paper that would suit. She went to her mirror, produced the sample, compared it with the roll, and everybody was happy, even if he were guilty of a bit of deception.

The exports of Canadian wall paper to British Colonies and elsewhere are beginning to be perceptible in the trade returns. We have no official figures later than last June, but the trade returns for the year ending June, 1895, show exports of 10,439 rolls, against 1,770 rolls the year before. About half the quantity exported goes to the United States.

The imitation leather wall paper of Japan is manufactured by hand. All the processes, from the stamping of the dies on the moist, heavy sheets to the delicate painting of the raised arabesques and quaint flowers, are done by the deft fingers of skilled work-women. The material used is the inner bark of certain trees which do not thrive out of Japan, and the same kind of paper cannot therefore be made so well out of Japan. Ceiling patterns of the same kind of leather-paper are made by the Japs, and they are as firm as wood. They sell at 2 yen (about \$2) per yard.

The Customs returns for 1895, just issued, show Canadian imports of wall paper last year, compared with the previous year, to be:

	1895.	1894.
Brown and white blanks	\$ 7,191	\$ 7,462
White and grounded papers and satins	64,561	50,000
Single print and colored bronzes	15,274	57,187
Embossed bronzes	4,407	9,462
Colored borders	12,590	11,716
Bronze borders	2,913	6,597
Embossed borders	18,603	4,481
Other wall papers	13,540	62,690
	\$139,139	\$117,075

The Munsey Publishing House is to be removed to New London, Conn. The publisher has bought property at the corner of Meridan and State streets for \$40,000.

ALL THE ANNEXATIONISTS DEAD.

THERE were, until recently, two annexation newspapers in Canada, or at least in Ontario, namely The Goderich Signal and The Simcoe Reformer. The editors and publishers of these papers, "Dan" McGillicuddy and Hal B. Donly, are personally two of the most popular of the fraternity among their fellow journalists, both being thorough good fellows, and have had to stand lots of chaff for what they have always been careful to designate as their "Continental union" views. It carries special gratification therefore through the ranks of the Ontario Press Association to note how The Signal and The Reformer take the war scare. Brother McGillicuddy in The Signal says:

The duty of Canadians is plain, whether they be Grits or Tories, colonists or continentalists. They all love the land in which their lot is cast, and where the remains of their loved ones lie, and rather than yield one foot of the sacred soil to the armed foe-man they are prepared to march to the music of The Maple Leaf Forever, and defend fair Canada, if necessary, until the last man dies in the last ditch.

Mr. Donly in The Simcoe Reformer announces himself with equal vigor thus:

Three years ago many Canadians would have cheerfully voted for union with the United States, to-day we believe no difference of opinion exists from one end of Can-

ada to the other. War will not be dis-creditably avoided. The voice of England is the voice of Canada. Conscious that we are right and that the opinion of the whole civilized world is with us and adverse to the United States, strong in the fact that with us it will be a war in defence of all we hold dear—freedom, home and native land—we will resist to the last the advance of enemies, be they of our blood and language, or no.

It is an ill wind that blows no good, and Cleveland's ill wind tends at least to solidify Canadian patriotism.—Ottawa Journal.

PROTECTION OF BOOKBINDINGS.

A novelty for the protection of fine bindings without hiding any of their beauty has made its appearance. The material used is a transparent composition in sheet form, about one-sixteenth of an inch thick. A piece of this, a little larger than the book to be enclosed, is bent to the exact shape of the book—that is, with a rounded back—and the top and bottom are closed by leather strips. Into this case the book is slipped, and the transparent material permits every detail of the binding to be seen through it, as if the volume were enclosed in glass. Lying on a table a binding thus protected loses none of its elegance, and may be turned over and examined without touching the book itself. It is equally valuable for library shelves, as it is a complete protection, yet leaves the shelf back plainly visible.

ONE WAY TO GET STAMPS.

The ways of stamp collectors are persistent, to say the least. The Government has a 50 cent postage due stamp, which is somewhat rare, as there is not much demand for it, and it is not found in small offices; but it is worth its face value in the market and a small premium, and all collectors want one. So the local enthusiast selects a book weighing just 50 ounces, wraps it up, and addresses it to himself, marked "immediate." The stamp clerk, who is in the plot, rushes it over to the general delivery clerk, who must give it to the owner on payment of 50 cents due. The collector has hardly time to walk around to the delivery window before the package, all stamped, is awaiting him. Of course, an unsympathetic delivery clerk might put on a row of smaller denomination due stamps, but the official happens to be accommodating.—American Stationer.

CRITIC AND POET.

"Thou shalt do this and undo that," the welcome critic said
But the poet strayed to Helicon and touched his lips in
steal
Across the mirror of the fountain saw fair vision pass,
But never once the critic's face dark frowning from the
glass.
The poet seized his trustful lyre, and joyfully sang he:
"O hear! O hear! the critic's cry, 'He learned that
song of me!'"
Ida Whipple Benjamin in January Century

Wall Paper Dealers . . .

Who have not placed their order for supply for **Spring Trade** drop us a post card. We will arrange to have traveler call or will send samples of **New Wall Papers** in combination. Goods right. Prices right.

M. STAUNTON & Co. 950 Yonge Street **TORONTO**

NEW BOOKS.

CANADIAN.

HOPE, ANTHONY—Frisolous Cupid. Cloth, 75c. Platt, Bruce & Co, New York; Copp, Clark Co., Toronto.

KIPLING, RUDYARD—Out of India. Cloth, \$1.50. G. W. Dillingham, New York; Copp, Clark Co., Toronto.

AIDE, HAMILTON—Elizabeth's Pre-enders. Paper, 75c.; cloth, \$1.25. Geo. Bell & Sons, London; Copp, Clark Co., Toronto.

TYNAN, KATHARINE The Way of a Maid. Paper, 75c.; cloth, \$1.25. Geo. Bell & Sons, London; Copp, Clark Co., Toronto.

WILLS, H. G.—The Stolen Bachlus. Paper, 75c.; cloth, \$1.25. Methuen & Co., London; Copp, Clark Co., Toronto.

PHILLIPS WOLLEY, CLIVE—The Queensberry Cup. Paper, 75c.; cloth, \$1.25. Methuen & Co., London; Copp, Clark Co., Toronto.

N. L. Aut-Diabolus Aut-Nihil. Paper, 75c.; cloth, \$1.25. Methuen & Co., London; Copp, Clark Co., Toronto.

BARING-GOULD, S—Strange Survival. Paper, 75c.; cloth, \$1.25. Methuen & Co., London; Copp, Clark Co., Toronto.

GEORGE, H. B. Battles of English History. Paper, 75c.; cloth, \$1.25. Methuen & Co., London; Copp, Clark Co., Toronto.

STEVENSON, R. L.—Vailma Letters. Paper, 75c.; cloth, \$1.25. Methuen & Co., London; Copp, Clark Co., Toronto.

RIDER HAGGARD, H. Joan Haste. Paper, 75c.; cloth, \$1.25. Longman & Co., London; Copp, Clark Co., Toronto.

BARRETT, FRANK—A Set of Rogues. Paper, 75c.; cloth, \$1.25. Macmillan & Co., London; Copp, Clark Co., Toronto.

GLANVILLE, ERNEST—The Golden Rock. Cloth, \$1.25. Chatto & Windus, London; Copp, Clark Co., Toronto.

KING, CAPT. CHARLES, U.S.A.—Fort Frayne. Cloth, \$1.25. Ward, Lock & Co., London; Copp, Clark Co., Toronto.

MASTERS, CAROLINE—The Shuttle of Fate. Cloth, \$1.25. Warne & Co., London; Copp, Clark Co., Toronto.

VAGABOND, A.—An Original Wager. Cloth, \$1.25. Warne & Co., London; Copp, Clark Co., Toronto.

MATHER, MARSHALL Lancashire Idylls. Cloth \$2.10. Warne & Co., London; Copp, Clark Co., Toronto.

SWAN, MAGGIE A Late Awakening. Cloth, 90c. Ward, Lock & Co., London; Copp, Clark Co., Toronto.

BUCHANAN, ROBERT—Rachel Dene. Cloth, \$1.25. Chatto & Windus, London; Copp, Clark Co., Toronto.

PITMAN MRS E R—Elizabeth Fry. Cloth, 40c. W. H. Allen & Co., London; Copp, Clark Co., Toronto.

ENGLISH.

CRAIG, W. H.—Dr. Johnson and the Fair Sex. Cloth, 7s. 6d. Low.

CROCKETT, S. R.—Sweetheart Travelers. Cloth, 6s. Gardner & Darton.

GRANGE, F.—The Worship of the Romans. Cloth, 6s. Low.

GRIFFITHS, A.—Criminals I Have Known. Cloth, 6s. Chapman & Hall.

LEIGHTON, MRS.—Medieval Legends. Cloth, 3s. 6d. D. Nutt.

—A Princess of the Gutter. Cloth, 6s. Gardner & Darton.

PULITZER, A.—The Romance of Prince Eugene. Cloth, 2s. E. Arnold.

—Regeneration; a Reply to Max Nordau. Cloth, 14s. A. Constable.

TYNAN, K—The Way of a Maid. Cloth, 6s. Lawrence & Bullen.

AMERICAN.

HOUGHTON, LOUISE SEYMOUR.—Antipas, son of Chuza, and Others Whom Jesus Loved. Cloth, \$1.50. Randolph & Co., New York.

LATIMER, ELIZ. W.—Europe in Africa in the Nineteenth Century. Cloth, \$2.50. McClurg & Co., Chicago.

RAINSFORD, W. S., D.D.—The Church's Opportunity in the City To-Day. Paper, 10c. Church Social Union, Boston.

STRAIN, E. H.—A Man's Foes (a story of the siege of Derry). Cloth, \$1.25. Ward, Lock & Bowden, New York.

ZANGWILL, I.—The Big Bow Mystery. Paper, 25c. Rand, McNally & Co., New York.

HOPE, ANTHONY.—Frisolous Cupid. Cloth, 75c. Platt, Bruce & Co. New York.

OLCOTT, H. STEEL—Old Diary Leaves: the True Story of the Theosophical Society. G. P. Putnam's Sons, New York.

BJORNSON, BJORNSTIERNE—Arne. A Sketch of Norwegian Country Life. Cloth, 75c. Jos. Knight Co., Boston.

BRADFORD, AMORY H.—Heredity and Christian Problems. Cloth, \$1.50. Macmillan & Co., New York.

FORBES, ARCHIBALD—Memories and Studies of War and Peace. Cloth, \$2.50. C. Scribner's Sons, New York.

HOWE, MRS. JULIA WARD—Is Polite Society Polite? and other essays. Cloth, \$1.50. Lawson, Wolfe & Co, Boston.

SHARP, W.—The Gypsy Christ and Other Tales. Cloth, \$1. Stone & Kimball, Chicago.

ALIEN—A daughter of the King; an answer to "The Story of an African Farm." Paper, 50c. F. T. Neely, New York.

BLAKE, M. M.—Courtship by Command; a story of Napoleon at play. Cloth, 75c. Appleton, New York.

—The Secret of Mankind. With some singular hints gathered in the elsewhere or after life from certain eminent personages, as also some brief account of the planet Mercury and of its institutions. Cloth, \$2. G. P. Putnam's Sons, New York.

OLD TIME ILLUSTRATIONS.

Instances of the same wood blocks being used over and over again, to represent different events, scenes and persons in the same volume, are so many in early printed books that it might be supposed that everyone who felt interested in books knew of such. "Vitas Patrum," by Wynkyn de Worde, 1495, is a striking example; most, if not all, of the cuts being repeated many times, some of them six or eight, and they are about the most absurd and grotesque ever seen, although the book is so beautifully printed that there need be no hesitation in saying it has never been excelled, and rarely equalled, either by the Kelmscott or any other press, except, perhaps, by Whittingham, in his fine folio Victoria Prayer Book, which he printed for the elder Pickering.

An extremely fine copy of the "Vitas Patrum," measuring nearly 10½ inches by 8 inches, quite sound and almost as clean as the day it left the printers, is one of the principal ornaments of my modest collection. It has the title, a leaf of table, and last leaf of text in facsimile. Coverdale's, Cranmer's and other Bibles have such repetitions, and Holmshead's "Chronicles" are full of them.

There was another way of handling wood cuts, which has not been alluded to, namely, dividing blocks into two parts and mixing up the halves so as to form many varieties. Examples of these mixed blocks may be seen in the Strasbourg "Horace" and "Terence," printed about 1490.

In the beautiful edition of Tyndale's New Testament, printed by Jugge, 1532, there are many of these divided and mixed blocks, which are shuffled about in the most ingenious manner. So many hand books and "near cuts" to knowledge as we now have, it is a wonder these mixed or composite blocks have escaped notice.—Notes and Queries.

COSTLY STATIONERY.

The most expensive note paper, to my knowledge, says a West-End stationer to The Stationery Trade Journal, was used by the Countess of Cardigan, for in place of the monogram an exact copy of her county seat was reproduced, hand-painted in correct coloring. This paper cost 15s. a sheet. For stationery used on yachts or at hunting seats 2s. and 5s. per sheet is frequently paid, owing to the fine designs on them—such designs as hunting scenes, yachts' colors, and even yachts themselves, being engraved or painted. For the Princess of Wales' note paper several different designs are used, two favorites being two A's crossed, surmounted by a crown, and a Greek cross, with the Christian name in full across the front. The Empress of Russia has her monogram in three different styles and in three languages; gold and bronze, with the royal blue, are the favorite colors of both.

Watson, Foster & Co.

Manufacturers
... of

Wall Papers ...

Canada and Foreign

Office and Works: { 86, 88, 90, 92, 94
Grey Nun St.

*

Montreal ...

STYLES IN STATIONERY.

THE caprices of fashion in stationery are almost endless this season, says a special writer in *The American Stationer*, whether it be in the matter of paper-teries, envelopes, visiting cards, or in monograms and other decorations; and the stationer, in order to obtain the correct thing, must now, as always, exercise great caution in his selection.

In writing papers there are two new sizes which may be termed fashionable. The smaller of these fits, when folded once, into an envelope measuring 4 by 4½ inches; the other size is a little larger by an inch and a half in the length. Little sheets also appear, about the size of a visiting card, accompanied by envelopes, which are designed to replace the convenient correspondence card once so much in use for brief notes to intimate friends. The use of these small sheets for any other purpose would be pronounced "bad form."

Tinted paper has come to the fore again in several new shades, the latest two being a "vieux rose" and a delicate heliotrope, and both promises to become very popular, with the scale tipping, however, in favor of the former, which boasts of Parisian extraction and is new in tint. In other tints there will be a pale green, a gray blue, and a clear, very pale cream.

Popularity is seldom, if ever, a criterion of good taste, as we know; hence these favored tints are not likely to crowd out the more chaste and elegant style of cream and pure white tinted papers. So say, at least, the leading stationers. Finely glazed, satin-finished paper is undoubtedly the handsomest of all, but as it breaks into rough edges when folded, and offers, besides, a slippery surface for the pen, many prefer the never failing medium weight Irish linen, or if disposed to pay a high price, the newly introduced light weight "torchon."

"Ruled paper is still out," says the "leading stationer," and he likewise declares that "no radical rule exists for the width of black borders on mourning paper," but that there are several widths from which a choice may be made, the matter to be decided by the mourner's own taste.

In wedding cards the style declares for a square sheet having a wide margin, the matter being in script, but arranged well in the centre of the sheet. The paper used is smaller than formerly, small-sized note being employed and the best medium being the kid finished paper without gloss. The envelope must correspond, and have either a pointed or square flap, preferably the latter, which is not only more favored but more expensive.

The wording of the invitation has changed, it is "Requests the honor of your company" instead of "Sollicit the pleasure of," or "requests" or "invites your company."

The visiting cards are smaller and thinner

than they were last year. Gentlemen's cards are without address, unless it be a club address in the left corner or a professional address. Script is the text for visiting and invitation cards, the old Roman letters, once so fashionable, having been banished, never to return; so says the "prophetic stationer."

Three standard sizes prevail in visiting cards, i.e., a very small one for men; one several sizes larger for a miss, or 2½ by 3½ inches, and one a little larger, all around, for a married woman. The address is placed in the right lower corner and the days at home in the left.

The form of an afternoon reception—in which form the 4 to 7 o'clock tea card is also included—bears in the left lower corner the "days" and in the right the address.

The "At Home" afternoon card introducing a daughter is larger, and has upon it the name of the mother, and below that the daughter's name. Then follow upon the next line the words "At Home," and below these again the date, written out; for figures are used simply for street numbers and are to be avoided, when possible, upon cards of all kinds. The quality of this card is similar to that used for dinner.

Dinner invitation cards appear very often in the following form:

Mr. and Mrs. Johnson
request the pleasure of
your company at dinner on _____
at _____ o'clock
_____ West Thirty-fifth street

Another form used for any occasion and resembling the above in size of card and quality, reads thus:

Mrs. Albert Brownson
requests the pleasure of
your company at _____
at _____ o'clock
_____ King Street

The two above described kinds of cards are each 3½ by 4½ inches, and the cards are pure white and rather heavy weight.

Showy monograms, mottoes and initials on writing paper are out of vogue, being superseded by the small circle and the oval treated in medallion style. The prevailing treatment is the introduction into these medallions of the lady's initials—small in size—while at other times the medallion resembles a colored seal, and the address is made to match in coloring; again the monogram has the residence name encircling it.

Running script lettering holds its own, but in quiet shades. Most desirable of all, though, is the small single or double circle with the initials in cipher in the centre. Ovals have the initial stamped in the centre in metallic or blended colors, the metallic—gold or silver—composing the background, and the outline and initials in color, or vice versa. There are many ways of blending; for instance, white enamel colors are happily contrasted with the darker shades of paper.

Leading stationers use for private dinners small dinner cards, with initials or crests

stamped in gold at the top, and a space beneath for the guest's name, and these devices are considered extremely recherche; yet many cards are gotten out for special occasions, some of them being very ludicrous and interesting; such, for instance, are water color character sketches of the guests.

Last, but not least, in the estimation of a large part of the world, is the mourning papeterie, which covers quite a big field and varies in composition to suit the circumstances. For example, a death announcement card sent by the mourners to friends may bear the names of several members of the family, and these cards may likewise acknowledge receipt of flowers, expressions of sympathy, etc., the entire wording being in script, usually. However, a better idea is to leave a line blank, where the writer may inscribe her name, thus avoiding the mechanical air peculiar to the first method.

A trifle odd is the silver bordered and printed "In Memoriam" card, which has its envelope to match. It is a folder and has the In Memoriam printed outside. This and the black letter style in solid old English and fourteenth century combined are very popular, but not more so than the script.

FRENCH AND ENGLISH PAPERS.

A curious difference between English and French papers is that the latter never contain any "Births, Marriages and Deaths." Personally, I do not know that this is a matter for regret, but if I were the proprietor of a journal I might think differently. The Times certainly would not like to see it become unfashionable to announce our entrances and exits, and let our fellow sufferers know when we are married—at the rate of five shillings for each event, with a bit extra if we like to advertise ourselves. A good story is told of Joseph Hume, who once went to The Times office to insert a notice of the death of a friend. He counted down the exact sum which he had paid on former occasions. "One shilling extra, please," said the clerk. "What is that for?" asked the economist. "You have put 'greatly esteemed and regretted,'" said the clerk, "and that makes it an extra line." Hume produced the extra shilling and laid it down on the desk. Then he said, with his grandest air, "And let me tell you, sir, that that is an expense which your executors will be spared."

TEA FOR NEWSDEALERS.

The Toronto News Co. are offering to send samples of Jungle Tea on sale to the newsdealers and booksellers who deal with them. The tea is supplied at 24c. and 30c. per lb., and retails at 30c. and 40c. per lb. A sample box of 10 lbs. is sent on sale, returnable without expense in 90 days.

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PENCIL-MAKING IN GERMANY.

NOW that the large works of Johann Faber have been turned into a company, a lecture delivered at the Trade Museum by Herr Ernest Faber may be of some interest. According to a Berlin report, he stated that there are 26 pencil factories in Bavaria, of which 23 are in Nuremberg, employing about 10,000 workers, and turning out 4,300,000 pencils per week. In this figure the makers of fancy pencils and of pencil boxes and packing cases are not included. The firm of Faber alone makes nearly 1½ million pencils a week. It must, however, not be overlooked that this industry has lately been coping with unexpected difficulties through raised import duties in many of the export countries. In the United States this duty is about half the value of the pencils. Lower class pencils can therefore no longer be exported to the United States. By such protective duties a pencil industry has been developed there which produces about as many pencils as the whole of Bavaria. The valuable cedar wood is wasted in America in a most unaccountable way, and exhausted woods are not replanted. Therefore good cedar wood is difficult to obtain, and the blocks no longer give the same number of pencils as before. In addition to the higher price of the raw wood, makers suffer from the fact that the Americans export their over-production below cost price to countries charging a very low duty. Great Britain particularly is overrun with cheap American products. India, Mexico, Japan, Australia are as good as lost to the Bavarian makers. In Italy the duty is 100 lire for the metre cwt., also France and Russia have high rates. In Russia likewise pencil factories have lately been erected. France has forbidden in schools the use of German pencils. The unfavorable commercial treaties with Spain, Italy and Greece, and the unsatisfactory political and financial conditions in South America have made the export business of the German pencil industry most unsatisfactory. The new treaty with Russia somewhat improved matters.

A FEATHER IN HIS CAP.

A good story is being told of a commercial who started on his maiden trip from New York with a large line of new holiday publications, and with every confidence in his own ability as a salesman, and was sure of many and large orders. He landed at Cincinnati at the end of the first week without a single order; he would have taken some, but so many unlooked for things had occurred. Buyers were away from home, partner was sick, some had bought, others must take time to see what was on hand, etc. However, at Cincinnati all was made up; a fine order was taken from Stars & Diamonds, a new customer added also. So the order was sent in, with a long letter showing the

exuberant spirit of our young friend and the new energy it had inspired in him. Said he: "Please note that in S. & D. I have secured a new customer as well as the largest order of the season; put a feather in my cap." Two weeks later, after having drawn two large drafts for expense money, and continued repetition of the first week's experiences of no orders, a box was received by express. Careful examination disclosed nothing but feathers, and as it was plainly marked from his firm, he hurried down to the Palmer House office to see if there was not a letter explaining what in the world they had intended to send him. The letter read: "Dear Mr. ——. We send you by express a box of feathers; take them and fly home. Stars & Diamonds have failed."

BRIDAL PAPER.

For the bride on her honeymoon there has recently been designed a special stationery put up in a white satin circular box, says an exchange. Within are fifty sheets of rather rough cream white paper, showing a deep border in satin finish and prepared for stamping with one's newly acquired initial and the address of the house where the honeymoon is to be spent. Both envelopes and paper are tied up with a profusion of white ribbons, through the bows of which are thrust an ivory pen handle with gold point; a tiny ivory paper knife, and two sticks of perfumed white wax complete the outfit.

MISCELLANEOUS.

Catherine Slattery, stationer, Toronto, is dead.

E. E. Laurent, fancy goods, Quebec, has assigned.

M. Manning, fancy goods, Newmarket, Ont., has been burned out. Insured.

R. Henry Holland & Co., fancy goods, Montreal, has been reorganized as Barnard & Holland.

Wm. Bemner, books and stationery, Wallaceburg, Ont., has been succeeded by Mr. Colwell.

Thomas Nelson & Sons, booksellers, New York, will, after January 1, cease to act as American agents for the sale of Oxford Bibles.

Philadelphia has a new Baptist paper, The Commonwealth. It is a twenty-four page weekly in the style of The Watchman and The Outlook.

Henry Frowd, of the Oxford Bible Warehouse, London, England, will establish a branch house in New York to meet the wants of the American trade.

A very remarkable and valuable collection of letters from Sir Walter Scott, Byron, Tom Moore, Dickens, Boswell of Auchinleck, Haydn, Beethoven, Weber, and other well-known persons, has recently been discovered in Canthness. The letters are several hundred in number, dating from 1800

to 1850, and were addressed to Mr. George Thompson, who at that time was engaged on a Miscellany of Scottish Song, and most of them deal with various phases of Scottish minstrelsy.

WHAT IS IMMORAL ?

THE Boston Globe published a symposium a short time ago on the question "What is Immoral Literature?" From three of the most remarkable answers to this query we extract the following:

Robert Appleton: Immorality in literature is the absence of motive in composition, of design in execution. It is like life without principle—almost an impossible conception; or, like nature without beauty—an inconceivable possibility. It is no more immoral to embody in living types the ugly accidents in life and humanity than it is injurious to publish information about certain dangerous conditions of disease. The objective lessons of both are inevitably moral and salutary.

Albert Ross: The story of a dishonest life is not necessarily a dishonest story. A history of vicious and depraved persons may be quite the opposite of a vicious and depraved history. Otherwise, much of our best literature must come under the ban, and newspapers would be suppressed for printing the grand jury indictments.

The truest morality is taught by placing it in contrast with immorality. It is better to see these contrasts on a printed page than to come in touch with them in actual experience.

Ignorance of sexual dangers has never proved a safeguard, and there is no reason to suppose it ever will. A chief duty of the novelist, therefore, is to call things by their proper names. The greatest immorality I know of is to sketch a quagmire, and write above it, "This is solid ground." To call attention to it and teach people to avoid it is morality, if anything written with a pen is moral.

What is immoral in literature? Lying. What is moral? Speaking the truth.

Mme. Janauschek: The literature of this country is sometimes unmistakably immoral in its influence and effect. The reason for this is to be found, I think, in the fact that a spirit of commercial speculation has entered the literary world, and has exercised a pernicious power.

The healthiest and most decorous boy will indulge in unwholesome material of the baker's and confectioner's art if his fancy be groused and his desire awakened by repeated temptations. In the same way the public patronizes the vulgar exhibition of so-called "realistics" when there was no demand for such things until it was awakened by the enterprising and ingenious showman. Authors respond to this demand, which is presented by the speculator.

FRENCH AND GERMAN TOYS.

GIVE to a small Paris manufacturer a few tools and some refuse tin clip-pings, and it is astonishing what he will produce. In the first place, he can make scales that sell at twenty-five centimes a dozen; also, little trumpets, dishes, teapots and coffee pots. There are factories for little military equipments and the fashioning of uniforms. Paris possesses about forty establishments for the manufacture of elastic balloons. The largest house turns out 120,000 dozen a year, without counting the gutta-percha dolls, punchinellos and animals.

The doll furniture and the boxes of tools are made in the Faubourg St. Antoine. Everybody has seen the animals mounted upon bellows, which utter a cry under pressure. They are also made in the same quarter, are manufactured by hundreds of thousands and are sold very cheaply.

The history of the toy industry in Germany extends back to the Middle Ages. In the thirteenth century Nuremberg toys were celebrated, and to this day it is the centre of the German production. Berlin and Stuttgart also manufacture large quantities, and, in addition, in the thickly wooded districts, where the people are poor and the agriculture bad, toy making has become a household industry, and tends to keep the wolf from the door. Indeed, the industry in Germany is essentially a domestic one, in which every member of the family takes a part, and is carried on side by side with the work of the house and the field.

The large factories are principally for special articles, such as transfer pictures, picture books, metal soldiers and the like. In France the industry is comparatively modern, and is concentrated in Paris, where nearly 4,000 operatives are engaged in the business, over 2,400 being women.

The manufacture of lead soldiers by the artisans of Nuremberg and Furth, for which they have long been famous, dates from the Seven Years' War, and is due to the influence of the Prussian military spirit and to the enthusiasm excited by Frederick the Great. The different operations by which the rough metal is converted into a smart-looking soldier, with knapsack on back and weapon in hand, is well worth a description.

The first thing is to make sketches of the intended figures, and the best artists do not hesitate when asked to supply models for these toy soldiers. In making their sketches they have to bear in mind certain fixed rules, while when they make colored sketches they have to avoid deep tints and select gaudy colors, which children so much prefer. They must also possess a full knowledge of the military costumes of the period to which the soldier they represent belonged, mistake in this respect being fatal to the success of the model. At Nuremberg and at Furth, slate models are used for the plain figures, while brass molds are em-

ployed for those in relief. The slate for the former is bought at Sonneberg, in Thuringia, and the tin, which is purchased in England, is melted and poured into them through a small orifice, the mold holding them in the left hand with a piece of felt.

The sketches of the figures have, of course, first of all been engraved upon the moulds. The metal soon hardens when it has been poured in and the workmen then remove the figures, cutting off any rough parts or imperfections which may have been caused by the molten lead. The soldiers then have to be painted, and this is always done by women, who work at home, each woman being given a certain number of figures at the beginning of the week. A dozen figures or more are placed upon a piece of wood slit up the centre so as to hold them in a fixed position. When one side of the figure is dry she turns it around and paints the other. Her wages are very poor, not amounting to more than five or six marks a week, from which must be deducted the cost of the brush and colors.

The final process, also entrusted to women, is that of packing the soldiers, which are placed in boxes of 30, 60, 120 or 240 pieces, weighing one eighth, one-quarter, one-half or one pound for the infantry, and of 12, 24, 48 or 96 pieces (of the same weights) for the cavalry. These wooden boxes all come from Sonneberg, in Thuringia, the cost of those holding one eighth of a pound, which are the most numerous, not exceeding twenty-five cents per 100. The boxes are all hand-made, so it is easy to imagine how poorly the workmen who produce them are paid — Geyer's Stationer.

CHINA'S POSTAL SERVICE.

The mails in China are different from the postal arrangements of any other country in the world. In China the mail service is not only not in the hands of the Government, but it is left to private persons to establish postal connection, how and wherever they please. Anybody may open out a store and hang out a sign, advertising that he is ready to accept letters to be forwarded to certain places or countries. The result of this arrangement is that in populous towns there are a great number of persons accepting letters to be forwarded to all parts of the country; at Shanghai, for instance, there are not less than 3,500 stores competing with each other and carrying on a war to the knife as far as rates are concerned. This system, although having great faults, has some good qualities. There are several parties accepting letters to one certain town. The Chinese merchant who writes letters two or three times will patronize several of the concerns, and ask his correspondent to inform him which he got quickest. Having experimented for a while, he will select the firm giving the best service, but he always has the choice of several mailing services for his correspondence.

Our Fall * Publications

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The Red, Red Wine.

By J. Jackson Wray. Illustrated . . . 1 00

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A story of Methodism. By W. H. Withrow, D.D. Illustrated . . . 0 75

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PUBLISHER

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UNCUT BOOKS COMPLAINED OF.

A PRESENT of a diamond, uncut, says an English contemporary, is pardonable, for it is a treasure that has value even in its raw state, and some satisfaction is sure to be experienced by the recipient of a gift of an uncut gem. But one's feelings are quite different when receiving the usual weekly batch of newspapers and magazines, and upon turning over such regular friends as *The Athenæum*, *The Academy*, *The Saturday Review*, or *The Literary World*, one finds the leaves uncut and perfectly innocent of having been separated by trimming or in-binding. So also with one's weekly parcel of books from Mudie's or any other library. Uncut books and papers are a real worry and nuisance. This subject has drawn forth a letter from "E. W. T.," who writes in *The Pall Mall Gazette* as follows:

"The publishing season being now in full swing, I ask your permission to call attention to a grievance—an old grievance—which has, I think, been ventilated before, but still too often recurring to vex the souls of readers. I refer to the question of uncut pages. I was induced this afternoon by a country bookseller to invest in the charmingly got up and extremely cheap fiftieth thousand of a novel by a popular author. Having settled myself comfortably in a chair, with a lamp by my side, I picked up my novel with intent to have an hour's pleasant reading. Alas! the pages were uncut. Then ensued a ten-minutes' search for a paper knife, which was at last discovered in the form of an unwieldy piece of bamboo, purchased by one of my family at a charitable bazaar, covered with uncomfortable carvings, and with a handle intended to represent a fish, the fins of which penetrated to all the tender places of one's hand. With this weapon, for fifteen minutes by the clock, I hewed my way through the 483 pages of the volume—my unaccustomed thumb fumbling with the lower edges to insert the knife, and even having to tilt the volume at the level of my nose and blow to get the leaves apart.

"Nor is the result satisfactory. I feel that I have depreciated the value of my property by tearing semi-circular patches out of the tops of pages by opening the book where I thought wrongly that my knife had sliced to the end. What I should like to know is why this page-cutting is left to the public. I will not trouble you with statistics as to the time that the other purchasers of the 50,000 copies must have wasted at a quarter of an hour apiece; nor raise the question of the general inappropriateness of paper knives to the purpose for which they are made.

"I only wish to make a suggestion. The general public often wonders what publishers do. They do not print the books; they do not bind them; they do not even write them. Why should they not keep in their offices a machine for cutting their edges? Then, if we did not hear less of the griev-

ances of authors against the publisher, we should certainly hear less of the grievance of the public against the publisher.

SMUGGLING BY A BIBLE.

A N old lady once humbugged the Custom House officers at Dover in an ingenious way. She used to cross the Channel two or three times a week when the weather was anything like good.

She always gave the men at the gangway tracts, and the Customs officers, too, if she could get near them. She always carried a good sized Bible, closed together with a broad elastic band. One of these officials tells the story in *The Westminster Gazette*.

"Whenever I saw her reading her Bible which was not often, she was doing so quite at the beginning, somewhere about Genesis or Exodus.

"At last suspicion was aroused, and when next she came across I stepped up politely to her as she was going away, having no luggage, and said I should be much obliged if she'd allow me to look in her Bible, as a mate of mine had said I was wrong in thinking a certain verse was in the Eightieth Psalm.

"At first she tried to put me off, saying she was in a great hurry, and that she was sure so good a man as I looked to be had a Bible of his own at home. And if I hadn't she'd bring me one down the next morning.

"In the end, however, she had to give up the Bible she was carrying, and we found that except for a few leaves at the beginning and at the end it was a solid block, so to speak, made of papier mache, hollowed out in the centre, where we found some £10 or £12 worth of lace."

NEW COPYING INK RECIPE.

A writer in a recent issue of a French scientific paper gives the following formula for the manufacture of a copying ink, by means of which a number of excellent copies can, he says, be obtained without the aid of a copying press:

Logwood extract	25 grammes
Soda crystals	3½ "
Chromate of lead (neutral)	1 "
Gum acacia	1½ "
Glycerine	25 "
Distilled water	A sufficient quantity.

The logwood extract, in the form of a coarse powder, is to be put into a porcelain vessel with the soda, then add 230 grammes (1,000 grammes equals 1 kilo., about 2¼ lbs. English), and boil until the extract is dissolved and the solution has a reddish tint. Then take it off the fire, add the glycerine, and then the chromate and the gum, which can be dissolved in a little water.

A FITTING EPITHET.

Dr. Kingsford, the eminent historian, has felt it necessary to issue a circular correcting a curious typographical error in the eighth volume of his work, "The History of

Canada." Describing the events leading up to the capture of Detroit, the history mentions the fact that Tecumseh and his Indians designated the people of the United States by the term "big knives." The intelligent composer or has improved on this—at least, so the Anglo-Saxon thinks—and made the people of the United States into "big knives." While the epithet does not apply to our neighbors as a whole, yet it eminently fits such men as Senator Morgan, Mr. Dana, of *The New York Sun*, and others of that ilk who want to see the name of Canada blotted off the map of North America.

MORE PUBLISHING IN CANADA.

The publishers in Montreal, now that the copyright matter is arranged, are making arrangements to do more publishing, of which we will have more to say in a future issue. Among the firms who have already commenced to think of negotiations with English authors regarding Canadian editions are W. Drysdale & Co.

YOUNG AND RATTLED.

A young typewriter had just been hired by a prominent lawyer. She had never done regular work before, and was somewhat nervous.

The lawyer sat himself back in his chair and began dictating from mind a brief. He had pegged away about five minutes when the girl stopped, with a horrified look on her face.

"What's the matter?" asked the lawyer, "Would you mind saying that all over again?" the girl asked, with eyes full of tears.

"Why?"

"I forgot to put any paper in the machine."—*Syracuse Post*.

NOTES.

In the United States excellent lead pencils are now being made of paper, which is wound spirally upon the lead.

The new free library at London, Ont., started out with nearly 7,000 volumes in the circulating department, and 110 newspapers and other periodicals in the reading room.

A judgment for \$500 has been issued by the Courts of Rouen, France, against Cesare Lombroso, the famous Italian criminologist, and his publisher, for plagiarism. Last spring Lombroso published a book on graphology. It has now been proved that an entire chapter of the work was taken from the book of the Frenchman, M. Crepleux, "The Writing of the Sick."

The best cedar wood of the States (*cedrus virginiana*) will soon be exhausted, but at present, having the monopoly of internal production, a considerable amount is exported to India, Mexico, Japan and Australia, at extraordinarily low prices.

A COSTLY LITTLE MISTAKE.

HOW necessary it is to be careful even in small things is shown by an incident related in a recent issue of The American Stationer. In the United States when legal papers are served by mail the postage must be prepaid in full to make the service valid.

The office boy of a prominent Broadway firm a few days ago put a two-cent stamp on a letter containing a summons and complaint in a case, and mailed it to the defendant's counsel. The postage was two cents short, and the defendant's counsel, after paying the additional two cents, was in a position to claim judgment by default, on the ground that he had not been legally served. The plaintiff's attorney immediately got an order to show cause why the default should not be opened. There was a long argument in court, and several lengthy affidavits were submitted. The case was finally reopened upon payment by the plaintiff of \$30 costs.

Thus, the time of the court for nearly two hours, \$30 costs and the fees of two leading lawyers were made necessary to correct a mistake of two cents by an office boy.

BARRIE'S BOOKSELLER.

According to The Toronto Globe, few, if any, of Barrie's business men have done as much to spread information about "Beauti-

ful L rrie" as "Scott, the Bookseller." "It may have been done in a purely business spirit, and for the sake of profit, and why should it be? But, just the same, the fact remains that Scott has been a hustler in this respect, as well as in every other, to build up his business to its present successful proportions. It is not necessary to give a detailed list of the books and the stationery and the wall paper and the thousand other articles that these things imply; suffice it to say that his stock for Christmas is as nice as ever it was, and that says a great deal. Go and see it for yourself."

GOOD WISHES FOLLOW HIM.

We learn that Mr. W. C. Cooper, who recently sold out his interest in the wholesale book firm of Johnson, Cooper & Co., Toronto, has accepted a position as road representative of the Winnipeg firm of Ferguson & Co.

Messrs. Ferguson & Co. are wholesale dealers in wrapping papers, all lines of printing and lithographing papers and office and school supplies, and handle in the west the output of one of the biggest Canadian mills.

Mr. Cooper, whose territory will extend from Winnipeg to the Pacific coast, is well fitted, by experience, for his new position. He learned the book and stationery business in his father's store at Clinton, Ont.,

and left there to go into partnership, at Toronto, with his brother, Mr. John A. Cooper, now editor of The Canadian Magazine. The style of the firm was Cooper & Co., and Mr. W. C. Cooper, who spent a good part of his time on the road, made many warm friends in the trade. When J. A. Cooper retired from the firm W. C. continued in business as managing partner with Mr. Johnson, as Johnson, Cooper & Co. It is only a few weeks since Mr. Cooper sold out his interest in the firm.

TRADE IN BRITISH COLUMBIA.

Business seems to be good in British Columbia. R. Jamieson, books and stationery, Victoria, says that business is "picking up" and decidedly better than in the earlier part of the year. W. H. Bone, of T. N. Hibben & Co., book-ellers and stationers, pointed to a large addition the firm are making in their wareroom to emphasize his faith in a genuine increase in their business. His experience is that the general tendency of business is decidedly for the better; money is easier, and the future, he believes, will show a steady and satisfactory advance. C. Braund & Co., books and stationery, cannot compare this with last year, as they have just been a year in business; money is not so tight now as it has been, they say, and they find that the volume of business is increasing.

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BOOKS AND PERIODICALS

THE PERIODICALS.

BOOK News comes out with a very striking cover, the chief feature of which is a sprig of the emblematic holly, the red berries showing up well against the deep dark green of the leaves. Its contents are seasonable and interesting.

Charles D. Roberts, Mrs. Alexander and Richard Henry Stoddard are among the contributors to Lippincott's for January.

Three editions of the Christmas number of Harper's Magazine were issued.

Notable features of Outing's holiday number are: "Sweet Marjory," by Sara Beaumont Kennedy; "Winter Fishing," by Ed. W. Sandys, "The Horse of Society," by E. B. Abercrombie, "An Arctic Castaway," by R. G. Taber, and "A Moose Hunt on the Yukon," by the late V. Wilson.

The January issue of the Annals of the American Academy of Political and Social Science will be out soon.

The Christmas number of The Art Amateur is replete with practical material in every department of art work, and contains special articles suited to the season.

The Century for January contains an article of F. Marion Crawford: A. W. Greeley writes on Antarctic Exploration; Mrs. Humphry Ward's new story "Sir George Tressedy" is continued; the illustrations are, as usual, up to the finest standard.

The Christmas issue of La Revue Nationale has a fine cover. It contains many portraits of leading French Canadians of the present day. M. Faucher de Saint-Maurice, and other eminent litterateurs, contribute to the literary programme, which is excellent. The number is the best turned out by this deserving Canadian illustrated review (La Revue Nationale, 33 St Gabriel street, Montreal).

The January Canadian Magazine should be a good seller. J. Lambert Payne has an interesting biographical sketch of Sir Mackenzie Bowell, and J. A. Barron, ex M.P., writes on Hon. Wilfrid Laurier. Both sketches are most timely. Mr. Gosnell, the provincial librarian of British Columbia, has a valuable article on the Alaska Boundary Question, another subject of prime present interest. Col Howard Vincent, M.P. for Sheffield, has an article on Canada's Call to the Empire. Mr. Le Moine, of Quebec, finishes his historical sketch of the Castle St Louis. The number is well illustrated. Sir Charles Tupper and Hon. J. W. Longley will contribute to the February number.

The Cosmopolitan Magazine has put in a thographic plant and its January number

has a lithographed cover and frontispiece in colors. This is a new departure in magazines, and must be greatly appreciated by the buying public.

Pearson's Magazine is the newest English sixpenny monthly. It is being sold in London at the net price, no discount. Its size is royal 8vo., and the paper used is equal to that in The Pall Mall. Among the contributors to the first issue are: Anthony Hope, Sir Walter Besant and Archibald Forbes, while the illustrations are drawn by artists of such merit as A. Forestier, G. G. Manton and Holland Tringham.

NOTES OF BOOKS

Catherine Parr Traill's "Cot and Cradle Stories," recently issued in tasteful style from the press of Wm. Briggs, is likely to attain a large sale.

W. Drysdale & Co., Montreal, have just published in booklet form at 25c. two poems from the pen of Walter Norton Evans, entitled respectively "Cartier and Hochelaga" and "Maisonneuve and Ville Marie." Both show considerable elegance of style.

Of "From Far Formosa," issued from the Fleming H. Revell Co's press on Nov. 25, 750 copies have already been sold.

It is worthy of note that the announcement of the coming publication, by William Briggs, of John McLean's "Our Savage Folk," has brought a request from a well-known London (Eng.) bookseller for a quotation on 100 copies of the work.

Geo. S. Thompson, who spent many years lumbering in the Haliburton and Muskoka district, has written a book on a lumberman's life 25 years ago. It is entitled "Up to Date."

THE FIRST CANADIAN NOVEL.

Mr. J. M. Le Moine, the Canadian litterateur, says that "The History of Emily Montague," published in London by Dodsley in 1769, was the earliest novel written in Canada; and Sillery, Quebec, where it was written, can therefore claim to be the cradle of Canadian literature. Frances Brooke (nee Frances Moore), authoress, was the wife of the Rev. John Brooke, military chaplain at Quebec in 1764. The heroine—the accomplished, lovely, divine Emily Montague—discourses so eloquently on the charms of Canadian scenery and social amusements at Quebec, that several English families, it is said, sought in consequence a home on the shores of the St. Lawrence.

Of this first Canadian novelist this anecdote is told: The evening before she left England with her husband for Canada, she

gave a farewell party. Miss Hannah Moore, Miss Seward, Mr. Keate, Dr. Johnson and Mr. Boswell were among the visitors. As Dr. Johnson was obliged to take his leave early, he rose and, wishing her health and happiness, went seemingly away. In a few minutes a servant came to acquaint Mrs. Brooke that a gentleman in the parlor wished to speak with her. She accordingly went downstairs, and who should it be but Dr. Johnson! "Madame," said the Doctor, "I sent for you downstairs that I might kiss you, which I did not choose to do before so much company."

CANADIAN WILD FLOWERS.

Wm. Briggs announces from his press the fourth edition of that remarkable work "Canadian Wild Flowers," by Agnes Chamberlin, with botanical descriptions by Catherine Parr Traill. It is bound in extra English cloth, with floral design and title in gold, has a floral title page in natural colors, and is embellished by 10 full-page plates of native wild flowers, drawn and colored by hand by Mrs. Chamberlin. The edition is a very limited one, but one of the finest pieces of work we have seen anywhere. A vast amount of labor must have been spent in getting it up. The price is \$6.

KINDERGARTEN BOOKS.

Two text books which should prove of value to those interested in kindergarten work are offered by Selby & Co., Toronto. These are "Outlines of a Year's Work in the Kindergarten," by Anna W. Devereaux, price \$1, and "Drawing: a First Year," by H. T. Bailey, price 75c.

"The Children's Garden of Song" is a handsomely gotten up book, offered by Selby & Co. to sell at \$2.25.

TENNYSON'S WORKS.

The Copp, Clark Co. are handling Macmillan & Co.'s "People's edition" of Lord Tennyson's poems. The volumes are nicely printed and bound, and may be had singly or in sets. Each contains one or more of the late poet laureate's poems.

THE SECOND JUNGLE BOOK

This latest of Rudyard Kipling's works, already mentioned in these columns, is becoming as popular as "The Jungle Book." In it we learn more of Mowgli, the wolf-child; Kaa, the snake; Baloo, the bear; Bagheera, the tiger, and all the rest of the now familiar "Jungle people." "Quiquern" takes us to the frozen seas of the north, and in it Mr. Kipling gives additional proof of his wonderful powers of observation and skill in presenting detail. The "Law of the Jungle" and the "Out-Song" are strong specimens of his genius as a verse-writer, reminding one of things to be found in

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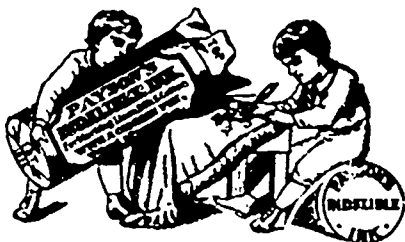
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"Barrack room Ballads." The book also contains some tales of men in India. The volume is prettily bound, printed on gilt-edged paper and illustrated by J. Lockwood Kipling.

THE STAR ALMANAC FOR 1896.

The Star Almanac has had a very successful sale this season, but some of the members of the trade complain about the way their orders are filled. They contend that the delay in having their orders filled is a serious inconvenience to them. It is understood that the turnover of this really valuable work of reference has already been well up into the thousands. It is, if anything, more complete than it was last year.

AN ENGLISH CRITIC ON E. W. THOMSON.

In The London Speaker Mr. A. T. Quiller-Couch writes with much favor of E. W. Thomson's "Old Man Savarin." He says: "The other day I received by post a little volume entitled 'Old Man Savarin, and Other Stories,' by Edward William Thomson. I have not seen it on the list of any British publisher. The title struck me as unpromising; and I opened the book with more than the usual misgiving, for it avowed itself one of a series of 'Off-hand Stories'—a term suggesting How to Write Fiction for Three-and-Sixpence Net. Off-hand stories are too often and obviously the product of a hand that is 'off.' I knew nothing of the author; and still know nothing of him, except that he can write.

"That seems to me to be just the truth about the book. Most of the tales are of Canadian folk; a few of the American War of Secession. We have had good tales in plenty of the war, and Canada has found a most poetical story-teller in Mr. Gilbert Parker. Nevertheless, be they of Canada or the States, Mr. Thomson's stories hold a place of their own by their distinctiveness of fancy and of language. It is a quiet distinctiveness. They never by any chance produce that shock of admiration which a volume of Mr. Kipling's, with a sort of insolent triumph, will renew again and again. And on Canadian ground they maintain that idyllic quality which, perhaps because Mr. Parker has such command of it, seems to be the right quality of a Canadian story. But Mr. Thomson's quietness covers a remarkable range of power. He can give you (as in 'The Privilege of the Limits') a fine pawky humor; a sombre and tragical pathos (as in 'Great Godfrey's Lament'); a pathos more acute and feminine (as 'The Shining Cross of Rigaud'); and (in 'The Ride by Night') good galloping narrative that stirs the blood like a ballad. Indeed, of its class, I know nothing so good as this last-mentioned story. I may say, at least, quite confidently that it is one of the best rides in fiction, poetry or prose." Wm Briggs, the publisher, reports, "Old Man Savarin" as selling well.

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BOOK REVIEWS

HARRISON TALES FROM TONQUIN By James O'Neill. Cloth. Copeland & Day, Boston.

THE fact that a work is published by Copeland & Day goes a long way towards assuring us that its mechanical get-up is first-class, and we are not disappointed when we take up this little book of 180 uncut pages, bound in orientally brilliant hues. The tales deal with the French occupation of Annam, and reflect the character and customs of the natives. They are simply but graphically told.

A SOLDIER OF FORTUNE By L. T. Meade. Cloth. R. F. Fenno & Co., New York.

This story of John Smith, and his loves and fortunes, is by the author of "A Knight of To-day." It is handsomely bound in brown and gold.

THE BOY OFFICERS OF 1812 By Everett T. Tomlinson. Cloth. Lee & Shepard, Boston.

The third volume of Mr. Tomlinson's "The War of 1812" series is this. The attack on Sackett's Harbor, the expedition against Toronto and other interesting events of the campaign are told of. The work is a book for boys, but, being written from an American standpoint, it will be appreciated most by readers across the line.

PHOTOGRAPHY By Robert Johnson and Arthur Brunel Chatwood. Cloth. Geo. D. Hunt, New York.

A treatise on artistic and scientific photography, embellished with 54 first-class illustrations.

THE COURTSHIP OF MILES STANDISH By Longfellow. Cloth. The Riverside Press, Cambridge, or Houghton, Mifflin & Co., Boston and New York.

A most artistically gotten up holiday edition of the story of Priscilla and her martial lover. It has illustrations from designs by Boughton, Merrill, Reinhart, Perkins, Huchcock, Shapleigh and others.

THE YEARS THAT THE LOCUST HATH EATEN. By Annie E. Holmworth. Cloth. Copp, Clark Co., Toronto.

A pathetic story for a struggle for existence in the under-world, and of altruism rewarded.

ADRIPT IN THE CITY By Horatio Alger, Jr. Cloth. Henry T. Coates & Co., Philadelphia.

This story of Oliver Conrad's plucky fight against great odds by the author of the "Ragged Dick" and other series, is essentially a story for boys. Being nicely bound it makes a nice gift book.

UNCLE REMUS By Joel Chandler Harris. Cloth. D. Appleton & Co., New York.

Appleton's new edition of this old favorite is ornately bound, nicely printed on the best of paper, and embellished with 112 illustrations.

THE RED COCKADE By Stanley Weyman. Paper. 7c. Copp, Clark Co., Toronto. Longmans, Green, London.

This is written in the characteristic style which captured public taste in "The Minister of France," and "Under the Red Robe." It is a tale of the French Revolution. The hero,

Vicomte de Saux, espouses the popular cause, and in the reproaches of his own class is placed in that equivocal position which the author seems to like for the environment of his heroes. The tale is of surpassing interest, ends well, and will sell as well as any of its predecessors.

THE WAY OF A MAID By Katharine Tynan (Mrs. Hinkson). Paper, 7c. Copp, Clark Co., Toronto.

A charming love story, brightened by its pictures of Irish life and character. There is humor as well as pathos in the book. A pleasant, perhaps rather ideal, view of the religious and land problems in Ireland, but in all respects a wholesome, lively tale for the home.

HISTORY OF THE COUNTY OF LUNENBURG By Mather Byles Des Brisay. Wm. Briggs, Toronto.

This is one of the most interesting local histories yet produced in Canada. There are a few, such as Mr. Sellars' "Huntingdon" and Judge Pringle's "Glengarry," but this book ranks second to none. Its binding and general appearance are equal to that of any book published abroad. There are handsome full page illustrations. Judge Des Brisay first issued his work in 1870, and the present edition is greatly enlarged, re-

vised and improved. It is a complete history of Lunenburg County, which, with its German and French settlements, is one of the most famous in this country. No collector of Canadian books will be without this one, which has a general interest from its association with the first beginnings of European civilization on the continent. A map accompanies the work which is worthy of the shelves of any library.

SLEEPING FIRES By George Gissing. Paper, 35c. Copp, Clark Co., Toronto. T. Fisher Unwin, London.


This is a man's book, powerfully written and giving a glimpse of passion and its results on a man's and woman's lives. The author's view of the conventionalities is rather out of the way. But the story ends well. Emphatically, a book for railway reading or for an hour when the mind wants absolute diversion. The secret of Langley's life will chain the attention.

THE YOUTH OF PAENASSUS, AND OTHER STORIES By Logan Pearson Smith. Cloth, \$1.25. Copp, Clark Co., Toronto; Macmillan & Co., London.

These are Oxford stories, with some vivid character sketching, and the traditions and atmosphere of the old university town clinging to them. They are cleverly written and will please the ordinary reader by their variety and absence of pedantry.

NOTES FROM MY BIBLE. By D. L. Moody. Cloth, \$1. Fleming H. Revell Co., Toronto.

Within the 240 pages of this book are found the results of many years' study of the Bible. Mr. Moody presents to the reader



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<p>DEPARTMENT CONTRIBUTORS—Edward Farrer, M. M. Kilpatrick, F. G. Anderson, Fred. W. Falls, and others.</p>	

There are thirty-six engravings in the first issue, including Mr. G. A. Reid's two famous pictures—"Mortgaging the Homestead," and "The Foreclosure of the Mortgage." For sale at NEWSDEALERS, or sent 10 cents for sample copy.

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the thoughts, ideas and lessons which a long series of texts from Genesis to Revelations have suggested to his mind. There is the material for many sermons in these notes, which are vivid, instructive and even entertaining.

WILD ROSE. A tale of the Mexican Frontier. By Francis Francha. Cloth, \$1.25. Copp, Clark Co., Toronto; Macmillan & Co., London.

The dedication is to Capt. Fred Burnaby, so one can judge of the temper and tone of the story. It is full of dash and adventure. Wild Rose herself wins at cards, rides a horse fearlessly and is accustomed to wild company. Of frontier life in its roughest aspect the book is full, and the denouement is as bloody as the early drama.

THE EDUCATION OF ANTONIA. By F. Emily Phil. Hrs. Cloth, \$1.25. Copp, Clark Co., Toronto; Macmillan & Co., London.

Antonia divides men into three classes: nice with no brains, brains and not nice, and, third, lacking both heart and brains. She goes through a hard experience of life, partly due to her own set ideas and individuality of character. Her ultimate happiness is due to a determination that a young girl, unaided and alone, cannot fight the whole world.

MINOR DIALOGUES. By W. Pett Ridge. Illustrated. Cloth, \$1.25. Copp, Clark Co., Toronto; Macmillan & Co., London.

These witty "imaginary conversations" in the busses, the music halls, the underground trains, etc., of London are capital pen pictures of the various types of Cockney. They are full of humor, and exhibit the irresistibly funny side of the London 'Arry. The illustrations are also very comic. The

book will go well with anyone who knows London life.

HEREWARD THE WAKE; LAST OF THE ENGLISH. By Charles Kingsley. Copp, Clark Co., Toronto; Macmillan & Co., London.

This is an ideal little cloth edition of Kingsley's well-known novel of Saxon times. It will make an appropriate present, and should sell well.

THE HORSEMAN'S WORD. A novel. By Neil Roy. Cloth, \$1.25. Copp, Clark Co., Toronto; Macmillan & Co., London.

The day for Scottish stories and the Scotch dialect is upon us. The story of Kelpy, the farm servant, with the wonderful power over horses, is striking and tragic, and there is plenty of incident in the tale.

MISS DOROTHY MARVIN. By J. C. Smith. Cloth, \$1.25. Copp, Clark Co., Toronto; Macmillan & Co., London.

This tale is supposedly based on the memoirs of Sir Edward Armstrong, baronet, of Copeland Hall, in the county of Somerset. It is a story of the Stuart days, of Judge Jeffreys, and the landing of William of Orange. It is as good an historical picture of the times thrown into the form of a romance as the reader will find. It ends happily, after many dangers and mishaps to the principal characters.

BEHIND THE ARRAS; A BOOK OF THE UNSEEN. By Billie Carman. Cloth, \$1.50. Lamson, Wolfe & Co., Boston; Wm. Briggs, Toronto.

This, the most recent of the numerous volumes by Canadian poets which Lamson, Wolfe & Co. have issued in the past twelve months, surpasses all its predecessors in beauty of dress and grace of design. Indeed, the publishers and their designer, Mr. T. B. Meteyard, appear to have done more for Mr.

Carman than he has done for them. "Behind the Arras" is a collection of 19 lyrics, which show conclusively that Mr. Carman should be, but never will be, a great poet. Mr. Carman has a splendid range of imagination; his thoughts soar far out into the infinite; his conceptions are dramatic, and he has some insight. In poetry, however, it is not a question of how a man thinks but of how he sings. Thought counts for little unless its expression is finite and musical. Mr. Carman is a failure through his utter incapacity for taking pains; with the mental and emotional equipment of a great poet, he pens many lines as crude and bald as could be found in the poet's corner of the remotest country paper. "Behind the Arras" contains many rare and beautiful ideas, and an occasionally handling of phrases that shows absolute genius, but Mr. Carman is often hectic and intemperate, and too long-winded in many instances. Anyone familiar with Mr. Carman's genius—that he has genius we assert—does not need to be told that he will find many of those delightful and evanescent "impressions" which thrill the soul of a mystic.

NOVA SCOTIAN VIEWS.

"The Beauties of Nova Scotia" is a nicely gotten up portfolio of photographs of historical and scenic views in Nova Scotia. The series constitutes a well-chosen range of the interesting points in the province, and contains several views we have not seen in illustrated books before. The work is presented by W. E. Hebb, publisher, bookseller and stationer, 139 Hollis street, Halifax, and does credit to its publisher.

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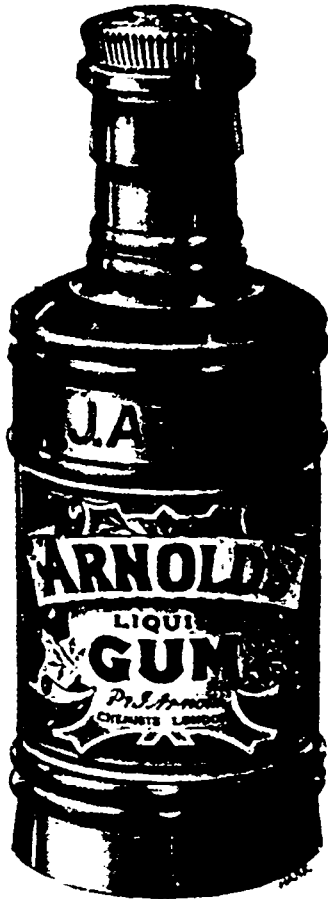
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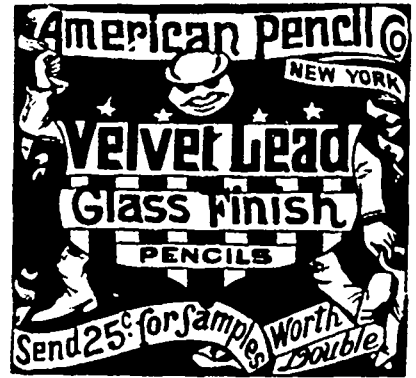
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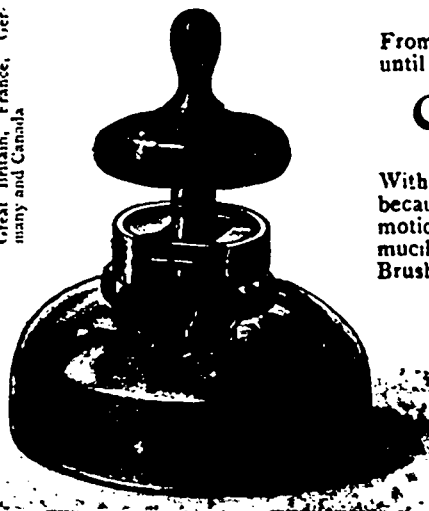
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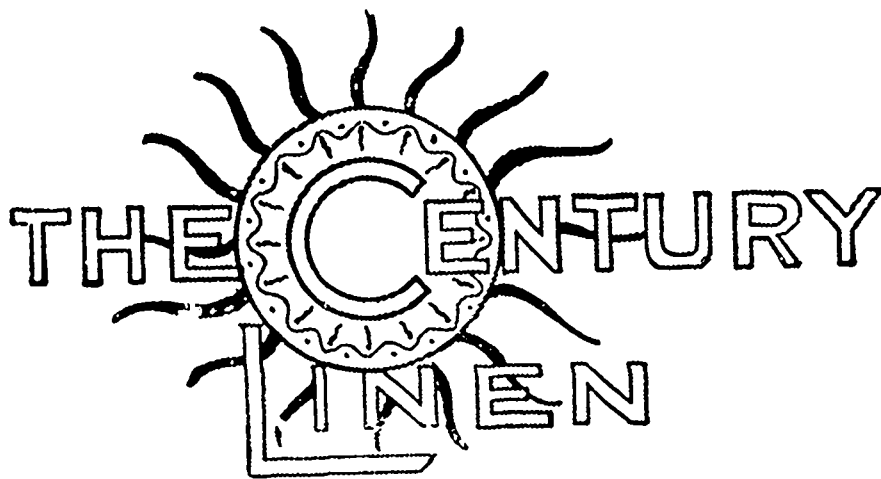
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