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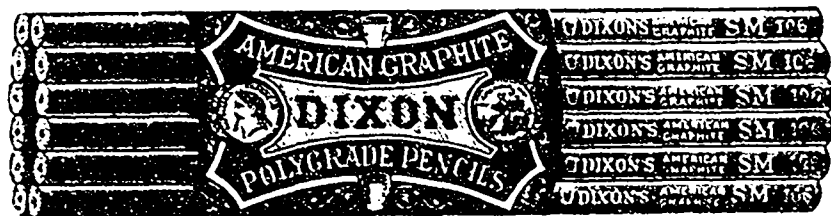
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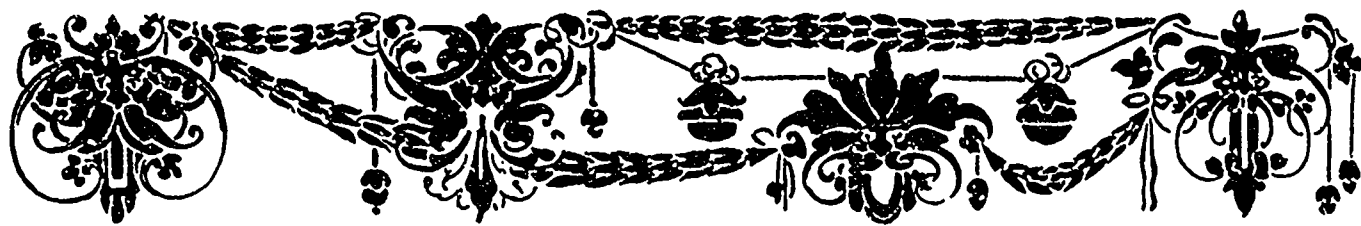
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1901

# The Bookseller and Stationer



Vol. XVII.

MONTREAL AND TORONTO, CANADA, APRIL, 1901.

No. 4.

## TOPICS OF TRADE INTEREST.

THE Ontario Legislature is on the point of adjourning for the session and nothing more has been heard of the alleged free text book idea. It is doubtful if anything more ever will be heard of it. The story told to BOOKSELLER AND STATIONER is that the question came before the Government some time ago as part of the whole question of text books. One or two members of the Government, including, it is rumored—(although we do not vouch for this)—the Premier were in favor of some modification of the present system. The Minister of Education is supposed not to be in favor of free text books. So the matter rests. On this subject Mr. C. B. Scantlebury, of Belleville, writes us :

" I cannot but think that, while free publications would be a God-send to a certain few who really cannot afford to supply books to their children, it would create within the children a spirit of extravagance. As it has been and now is, parents warn their children to be careful of their books, assuring them of the cost of same, while I fear that few would be the parents who would take pains enough and think seriously enough of the public outlay to warn their children of being careful of publications supplied to them, as it were, free. For, as we all know, that which comes seemingly easy goes likewise. Then, too, I believe the vast majority of parents would even go so far as to encourage their children, even after they had destroyed their books (which

might have lasted so much longer with good care), to secure new books. I think economy in the distribution of free text books is next to impossible. Private enterprise can always be handled so much more economically than can, seemingly, public. As to the loss to the dealer, I cannot see that the school-book and the school-supply trade offer such remunerative profits that we need, as booksellers, worry over them. It is, however, a clean business, and usually comes at such a time in the year and during those seasons when we are not busy in other lines, so that it is, to a certain extent, desirable trade, which we, as booksellers, should look after."

\* \* \*

Not only in Ontario, but in British Columbia, the question has lately been discussed, and a contemporary, *The Trade Budget*, says : " The question of supplying school children with books free, or, establishing a Provincial printing house to publish all books used in the schools of the Province ; and these books then to be supplied to the children at cost of production, has been agitated now and again from the platform and through the press.—A similar agitation swept California some years ago, and resulted in establishing a State printing office at Sacramento. The plant originally cost \$30,000. It has been continually added to, until to-day, the total appropriations on this head alone amount to the stupendous sum of \$250,000.

A WESTERN  
OPINION.

Last session of the Legislature, owing to complaints and general dissatisfaction, appointed an investigating committee. One of the committee was appointed to a good job by the State printer and the balance of the committee conducted the investigation very indifferently, yet it was proven conclusively that the establishment had many incompetent men, with political pull, that the books were inferior quality, and costing to produce from 15 to 60 per cent. more than they could be purchased in open market. Before British Columbia takes any action on this important matter, it would be well to look thoroughly into the experience of other States and Provinces."

\* \* \*

As this issue goes to press the members of the booksellers' section of the Toronto Board of Trade are holding a meeting to consider copyright. A report has been drawn up by the sub-committee, of which Mr. A. W. Thomas is chairman, and this will be discussed. The most important point in the report as affecting the retail dealer is its announcement that the Canadian Act of 1900 is in force. This appears from the fact that the power under it given to the Minister of Agriculture to prohibit all outside editions of a book issued here by license has already been exercised. The Minister has exercised the power in the case of Gilbert Parker's book " The Lane that Had no Turning." No other than the Canadian edition of this book can come in—except as provided in the Act of 1900. Our readers will recollect that we always contended this Act to be in force and urged compliance with its provisions as a measure of business safety.

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THE LIBRARY COLUMN.

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

CONGRESS OF LIBRARIANS IN TORONTO.

At the first meeting of the Ontario Library Association, held in Toronto on April 8 and 9 at the Education Department, the following were present: James Bain, Toronto Public Library; H. H. Langton, University of Toronto Library; R. J. Blackwell, London Public Library; E. A. Hardy, Lindsay Public Library; A. B. Macallum, Canadian Institute, Toronto; R. T. Lancefield, Hamilton Public Library; W. Tytler, Guelph Public Library; W. Geo Eakins, Osgoode Hall Library; Wm. Mac-William, Knox College Library; E. W. McCallum, Toronto Junction Library; Carrie A. Rowe, Brockville Public Library; Lois Saunders, Queen's University Library; Hy. Robertson and Frank B. Gregory, Collingwood Public Library; R. Neilson, Ayr Public Library; W. P. Robertson, St. Catharines Public Library; E. Egerton Ryerson, Toronto Public Library; W. J. Kelly, Brantford Public Library; J. F. McLaughlin and L. Horning, Victoria University; Florence White, McMaster University Library; Sarah D. Willis, Uxbridge Public Library; Effie A. Schmidt, Berlin Public Library, and others.

MR. LANCEFIELD'S PAPER.

Mr. R. T. Lancefield read a paper on "Modern Library Methods and Appliances for Small Libraries." After giving an interesting discourse on the development and advantage of free libraries, he gave his opinion as to what an ideal library would be, as to the arrangement of books, rooms, etc., and discussed the different methods of classification of books employed. The arrangement of the papers, magazines, etc., was also touched upon.

In the discussion following, the wisdom of opening the shelves to the public was a subject that all appeared interested in. The general impression was that all but the fiction and juvenile shelves should be open to all. One speaker said that it was not always best to buy from local dealers. They could only get those books cheap that were not worth buying.

In the absence of Mr. W. H. Keller, of Uxbridge, Mr. Nutting, secretary of that library, read his paper on the "Character of Books for a Small Library." He went through each of the classes, religious, scientific, humorous, fiction, etc., giving a

number of authors of each, and pointing out the difficulty in selecting books for each class.

A number of speakers were heard on the paper. It was agreed by all that either a monthly or quarterly list should be regularly published of the books that would be best for the libraries. Mr. James Bain was of the opinion that it was the Government's duty to distribute such a list. Mr. R. J. Blackwell thought it should be published in THE BOOKSELLER AND STATIONER which went to all the libraries as well as to the local dealers. The difficulty in getting the right books was often caused by unqualified members of the library board being sent to the cities to select books.

MR. BAIN'S ADDRESS.

In the evening, Mr. James Bain, jr., delivered an admirably practical address on the basis, extent and methods of library work in Ontario. This Province, he showed, possessed 459 libraries. Of these 118 are supported by the municipalities; 253 depend on fees. The books number 918,022 volumes. In 1900 the issue of books was approximately 2,376,237, or more than one volume per head of population. The total expenditure was \$178,642. The smaller libraries, numbering 360, represented an average expenditure during 1900 of about \$387 per library, of which \$100 might be taken to represent the average Government grant. Of these, 103 had under 1,000 volumes, 128 from 1,000 to 2,000 and 115 from 2,000 to 5,000. Mr. Bain pointed out the extremely narrow financial basis on which these institutions were at present conducted and the difficulty of proper management under existing circumstances. He threw out one or two suggestions for discussion. One was that the county might take over the libraries within its boundaries and that a trained young lady librarian could inspect them regularly and introduce all the newer methods. Another plan was that the Provincial Government should cease aiding the smallest libraries and devote the money to travelling libraries of 100 or 200 books, thus insuring to localities three or four times a year a supply of new books. The proper method of shelving, cataloguing and binding the volumes, the question of periodical literature, reference libraries, library extension, were stated to be some of the problems confronting librarians. Mr. Bain concluded with reiterating his belief that the present moment, at the opening of a new century, and with the inspiring example of Mr. Carnegie before the eyes of the public, was most opportune and propitious for establishing public libraries on a stable and efficient working basis.

Papers on "Canadian History," by Mr. Langton, "The Influence of Scenery on National Character and Literature," by Mrs. S. Frances Harrison, and "Canadian Poets and Early Editions of Their Works," by Mr. C. C. James were read.

On Tuesday, April 9, the meeting re-assembled, and the following programme was discussed: "The Needs of a Small Library," by Miss M. C. Budge, Port Hope; "Travelling Libraries," by Prof. A. B. Macallum; "An Outline Programme of the Work of the Ontario Library Association," by Mr. E. A. Hardy, B.A., Lindsay, "The Library and the School," by Mr. A. H. Gibbard, B.A., Whitby.

ELECTION OF OFFICERS.

The officers for the year were then elected: President, James Bain, jr., Toronto; 1st Vice-President, H. H. Langton, B.A., Toronto; 2nd Vice President, R. J. Blackwell, London; Secretary, E. A. Hardy, B.A., Lindsay; Treasurer, A. B. Macallum, M.A., Ph.D., Toronto; Councilors, W. Tytler, B.A., Guelph; R. T. Lancefield, Hamilton; Avern Pardoe, Toronto; Judge Macdonald, Brockville; Henry Robertson, Collingwood.

NEW MUSIC.

According to the Anglo-Canadian Music Publishers' Association, Toronto, six of the most popular pieces of music just now are:

- "His Majesty the King," by St. Quentin.
- "Heroes and Gentlemen," by Peskett.
- "Violets," by Ellen Wright.
- "Toys," by Gerald Lane.
- "A Frangese," march, by Costa.
- "Marche Electrique," by Berger.

Whaley, Royce & Co., Toronto, report the following as among the best sellers:

- "In a Garden of Roses," waltz, by Arthur Wellesley.
  - "The Resurrection," song, by Harry Rowe Shelly.
  - "Hosanna," song, by Jules Granier.
- General Easter Church Music.  
New Songs of the University of Toronto.  
Royal Crown Folio of Music.

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## BOOKS AND PERIODICALS.

### W. J. GAGE & CO.'S LIST

W. J. Gage & Co. have secured an unusually strong book in "God's Puppets,"

by Imogen Clark. A story of 18th century life, it is a strikingly romantic tale. The title is taken from a line in "Pippa Passes," "God's Puppets Best and Worst are We." In the delineation of her characters she illustrates this title and weaves a most fascinating story. An English officer, an old Dutch minister and his daughter, and Peggy Crewe—a New York society belle, are the principal characters. "Peggy," gay, piquant, charming and wayward, causes many complications. The horse race and the duel form highly dramatic scenes in a book which overflows with vigorous life.

The announcement is made of the publication on this continent of Miss Fowler's new novel, which Gage & Co. will issue in Canada. Her wonderful success in "Concerning Isabel Carnaby," "The Farringtons," and "A Double Thread," assure a wide sale for anything from her pen. It is a social study of life in the upper middle class of English society.

A rising Canadian writer whose work will surely win great popularity is A. R. Kopes. His new book is a thrilling story of Russia entitled, "On Peter's Island," which Gage & Co. will issue immediately.

The leading book in New York and Montreal is Zangwill's "Mantle of Elijah." "Stringtown on the Pike" is steadily increasing in popularity, and the United States publishers expect it will be a leader in the Summer fiction sale. It is already the best selling book in a number of southern and western cities.

### MORANG & CO.'S LIST.

A remarkable novel is "The Octopus," by Frank Norris, shortly to be issued by Morang. A Californian railway is the "Octopus," and the story—which is long, exciting and full of varied incident—brings before us the whole question of "the railway problem," now so common a theme in Canada. In fact, it would not be at all surprising if the book got talked about a great deal during the next six months, so that the sale would be affected, in the same way that "Peter Sterling" and similar novels—half-political, half-love story—have become the vogue. The heroine in "The Octopus" is Hilma, a magnificent specimen of womanhood, and the hard phases of corporation greed are thrown into strong relief by one of the characters in the story, a poetic mystical chap. The fight of popular interests against tyrannical railways makes this quite a captivating book and we expect to see it sell well. Norris' other books are "McTague,"

"Moran of the Lady Letty," etc., but this is his strongest piece of work.

"The Visits of Elizabeth," purport to be the letters of a bright, innocent, handsome girl of 17, who, for the first time, goes out into the world on a succession of visits to her aristocratic relatives. A sentence or two at the very start explains that Elizabeth's family tree went back to the Conqueror and she numbered two countesses and one duchess among her relatives. This clever opening sentence at once localizes the story. We know we are to expect English country houses with smart, rich, leisurely people killing the time in various ways, and we are taken across the Strait of Dover to visit Elizabeth's relatives, equally fashionable in the country in which the capacity to be "chic" is perhaps ranked higher than the faculty of being virtuous. Elizabeth is a mere mouthpiece through which the authoress, Elinor Glyn, gives us a picture of the follies and flippancies and supposed passions and intrigues of the idle rich. The volume is lively and clever all the way through, and it adopts the popular craze for writing novels by means of letters, perhaps with more ability than is shown even in "The Englishwoman's Love Letters." The frontispiece is a portrait of the heroine.

Morang & Co. also announce for early publication, "Every Inch a King," by Josephine Caroline Sawyer. This is different from many modern historical novels, in that it is not a story of duels and hair-breadth escapes, but is more a study of character. The hero is Henry V. of England. It is not only a charming story, but gives an accurate picture of mediæval life. It is dramatically told and the powers of good and evil strive for the mastery, while love runs through it all. The scene is laid in the English court and among the old nobility, the Royal Beauforts and Mortimers, the Hollands and the Nevilles.

The Monthly Review for April keeps up its character with some fine editorials and articles, among the subjects being "Civil Service and Reform," "Sir R. Hart on China," by Capt. Younghusband; "Native Problems in New Colonies," "In Defence of Reynolds," and "Reflections on the Art of Life." It also contains an interesting examination of the distribution of British ability throughout the various localities of the British Isles.

The edition in paper at 75 cents of Colonel Denison's "Soldiering in Canada" is now ready. It contains the illustrations which accompanied the cloth edition, and is in every way an attractive book. It should sell well through the Summer, as it makes good reading, being as lively and interest-

ing as many a novel, and will now be got-at-able by those who felt indisposed to pay \$2 for it.

"A new edition of "The Travels and Adventures of Alexander Henry"—with notes and a biographical introduction by Mr. James Bain, jr., the accomplished librarian of the Toronto Public Library, is shortly to come from the Morang press. Henry's book is one of the most intensely interesting narratives ever written by an adventurous fur trader among the Indians. It has long been out of print and practically inaccessible to the general reader. To those who collect Canadian books, the new edition will be in the nature of an event. Mr. Bain's notes and biographical data are valuable and on a par with the merits of Henry's book. The edition will be a fine one, retailing at \$3.50. Every library will need one.

### WM. BRIGGS' LIST.

There will be many to declare Eden Phillpott's "The Good Red Earth,"

the most charming love-story written since "The Lilac Sunbonnet." Indeed, the story is one to take its place along with that delightful idyll and Blackmore's matchless "Lorna Doone." Like the latter, it is a tale of Devonshire, full of the scents of the apple orchards, among which the story moves. Nothing could be more alluring than the love-making between Sibella Hattaway and her lover, Richard Gilbert, with its romantic denoument. A new character is added to literature in the sleek and rubicund peddler and preacher, Alpheus Nerote, a sanctimonious but exceedingly clever-scheming rascal, whose encounters with the choleric Squire make good reading. The mingling of wit and wisdom, of caution and audacity, of craft and cunning, is decidedly rich. Indeed, it is doubtful if a better piece of character-sketching has been done since Dickens laid down his immortal pen. The characters all are more than commonly good, and the delightful descriptive passages with which the book abounds give it a charm that does not soon close its spell on the reader.

The Canadian edition of "Ralph Marlowe," by James Ball Naylor, a book that has been an instant success in the United States, will be ready early this month. The story is a worthy successor to "David Harum" and "Eben Holden." A competent critic considers it one of the best real, humor modern stories that has been written for a long time, and declares that "Ralph Marlowe" is as homely and pleasing as "David Harum," and has the sweetness and richness of "Eben Holden."

A remarkable feature in the literature of recent years is the brief existence of the popular novel. With hardly an exception the stories pass within a year or two or even a few months out of sight and mind. Their course is as the comet's, brilliant but brief. Short lived glories, they are written hurriedly, read with feverish haste, and buried quickly. It would



## BOOKS AND PERIODICALS—Continued.

be interesting to know if one in fifty or even one in a hundred of these "prime favorites," these "books of the month" will be read fifty years hence. The continued demand for "David Harum," however, arouses speculation as to whether that work is to escape the common graveyard of literary hopes. We are interested to learn that yet another edition of a thousand copies has just been issued by the Canadian publisher.

There are stories that are "readable," "pretty," "delightful," "absorbing," and so on up the gamut of adjectives, from simple endurance to rampant enthusiasm. There are others, rare comers, that are read quietly and deliberately, with subtle enjoyment that finds expression only in the word delicious. Such is J. P. Mowbray's "A Journey to Nature," just issued by Doubleday, Page & Co., of New York, and William Briggs, of Toronto. It may be called "the business man's novel," as it deals with the experiences—told by himself—of a young Wall street broker who, alarmed by premonitory symptoms of heart-trouble, yields to the advice of his doctor, and, taking his little son with him, buries himself in the country. The story thereafter concerns the health-seeker, young Charlie, their yellow dog Lillah, and Griselle, the daughter of a neighboring farmer, redolent of the aroma of lilacs, and who supplies the golden thread of romance that runs through the story. The Doctor, too, is a rare spirit, whose visits are like bursts of sunshine. The volume must at once give the author a place in the first rank of contemporary American writers. Besides its nice feeling for nature there is quiet humor, keen insight, and a sincere expression of what is vital and human that give it rare distinction. The papers which form the foundation of this charming story created an extraordinary amount of attention when published serially in *The New York Evening Post*.

Harrison Robertson's new novel: "The Inlander," is a dramatic story of love and jealousy, the scene of which is Louisville, Ky. The characters are strongly drawn, the action is brisk, the situations are full of intense and emotional interest. The book is a noteworthy successor to the author's "Red Blood and Blue."

"Souls at Passage." Mrs. Barr's new book, is a story of reincarnation, a theory, if not a belief the author is said to have always had much at heart. The novel has been long in her mind and has written itself. Mrs. Barr's stories have of late been more and more successful, and her greatly increased audiences are not likely to be in any way disappointed in this her latest literary venture.

A story whose place will be well up among the leaders in the strenuous race for popularity this year is "John Vytal," by William Farquhar Payson. The scene is laid in the ill-fated colony planted by Sir

Walter Raleigh on the Island of Roanoke, off the coast of Old Virginia. The mysterious disappearance of that colony has been an enigma to the historians. The author has a theory of his own that he puts forward in the story.

Other books to tempt that much-sought man, the "reader," are "The Eternal Quest," a strong novel by James Stewart, author of "The Minister of State"; "Understudies," by Mary E. Wilkins, author of "The Heart's Highway"; and "Martin Brook," by Morgan Bates.

## THE COPP, CLARK CO.'S LIST.

Several notable works of fiction are promised by this publishing house, either immediately or in the near future. "Her Mountain Lover," by Humlin Garland, will be on the market after Easter. The story, which is fresh and diverting, relates the experiences of a young Colorado miner, "Jim," who goes to England to float a mining company. "Jim's" humor and style are thrown into picturesque contrast with English conventionality.

Max Pemberton's usual vein of modern romance is well sustained in his "Pro Patria." A tunnel is being secretly dug under the English channel by French engineers preparatory to an invasion. The hero is a young English officer in love with the daughter of the Frenchman in charge of the work near Calais. That he is true to his country and wins his love at the same time goes without saying.

A new book of humor by Jerome K. Jerome will be welcomed. Its title is, "The Observations of Henry." "Henry" is a waiter, and his reflections extend over a series of short tales all connected together, and said to embody some of this writer's most refreshing fun. The volume will be embellished by five or six color-process illustrations.

In "The Devil's Plough," a new writer, Anna Farquhar, has produced a deeply entertaining historical romance. Twin brothers, alike in form and feature, the one a soldier in the service of France, the other a priest, furnish a rather unique situation. The soldier being murdered the priest is forced by circumstances to play a double part, to personate the missing man while sustaining his own place in life. In his military capacity he fights a duel and becomes attached to a lady whose husband is a prisoner in the Bastille. Finally, he has to choose which position he shall fill, and he decides in favor of a missionary career in Canada or New France.

Another new novel is "The Lone Star Rush," by Edmund Mitchell, a tale of gold-mining in West Australia. It is said to possess the Australian characteristics of dash and rapid incident.

By May 1, the Copp, Clark Co. expect to issue "The Helmet of Navarre," the romance by Bertha Runkle, which has been so deeply stirring readers of the *Century Magazine*. It keeps the reader breathless

with eager interest. The stirring period of the League in France, when Henry IV. was at the gates of Paris, provides the necessary highly colored background. Twelve full-page illustrations enrich the book.

All the above-mentioned novels, though produced in cloth at \$1.50 in the United States, will be placed on the Canadian market at \$1.25 cloth, and 75 cents paper.

The long promised novel, "The Crisis," by the author of "Richard Carvell," is expected to be out this month or next. The scene is laid in St. Louis during the Civil War. The book is in no sense a sequel to "Richard Carvell," yet, the heroine is Virginia Carvell, a great grand-daughter of Richard, and therefore, pleasantly recalls that excellent historical tale.

The publication of Holmes' "Life of Queen Victoria," has been postponed, but it is expected to be along soon. It will retail at \$2, in cloth only.

Another work which the publishers have on their list is the second of Zola's quartette of works: "Fruitfulness," "Work," "Truth," and "Justice." "Work," is of absorbing interest as a story, and deals with the struggle between capital and labor in France.

Several additional new novels are: "The Church of Humanity," by David Christie Murray; "The Baron's Sons," by Maurice Jokai; "Edward Barry," by Louis Becke; and two of the latest issues in Longman's Colonial Library, "Anne Mainwaring," by Lady Ridley, and "Ballast," by Myra Swan.

## PUBLISHERS' SYNDICATE'S BOOKS.

The Publishers' Syndicate, Limited, Toronto, have announced several forthcoming books of more than usual interest. In one case the author is a young Canadian, Mr. F. Clifford Smith, who has already a name as a successful writer of short stories, and who has also published one successful novel. Another of the promised good things is a novel by Dr. Barry, whose "Arden Massiter" was so well received in Canada last year. A third work of much interest is by Hamilton Drummond, whose romantic tales have placed him high in the list of contemporary writers of fiction. These three publications may be counted among the coming successes of the present season.

Mr. Clifford Smith's story, "A Daughter of Patricians," is a clever tale of *Leffer* Canadian life, exciting in its events and remarkable in its applicability to current events. It is a story of a young and unknown musician who dares to fall in love with the only daughter of an aristocratic French family. Having no hope of gaining consent to their union, the young couple elope, and seek marriage at the hands of a priest of their faith, that of the Roman Catholic Church. On account of the circumstances, the ordinance is denied them, whereupon they succeed in being married by a Protestant clergyman. From this fact

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Author of "A Minister of State."  
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Author of "Children of the Mist."  
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## Fuel for Fire

By E. THORNEYCROFT FOWLER,  
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Revised to date, containing lists of warehousing ports in the Dominion, the Franco-Canadian treaty, extracts of Canadian Customs Act, Sterling Exchange, France, German Rixmark, at Canadian Customs values, also a table of the value of francs in English money, Harbor Dues, etc., etc. Cap 8 vo., cloth. Price, 60c.

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## BOOKS AND PERIODICALS—Continued.

springs the story, for the legality of the marriage is denied by their Church and trouble ensues. The remarkable feature of the novel lies in the fact that since the book went to press the situation upon which it is based has been repeated in every detail in the now celebrated Delpit marriage case. The book should have a very large sale.

Dr. Barry's novel, "The Wizard's Knot," is a powerful and splendidly written story—the best that this strong writer has yet published. It is a story of Ireland, and such a story as none but an Irishman, deep in the heart-knowledge of his countrymen, could have written. Words cannot briefly describe the pathos, the depth and the witchery of the tale, so full is it of the warm and romantic imagery of the Irish nature. It is a great book. No story like it has been written in recent years, and no one has so truly sounded the deeper notes of the Irish peasant character as has Dr. Barry in this book. The reviews of English critics who have read the novel stamp it as a novel of the highest type, and as such it will be welcomed by Canadian readers.

"The Seven Houses" is the name of Hamilton Drummond's new book, which will shortly be issued by The Publishers' Syndicate. Mr. Drummond may be congratulated on this work, which is a romantic novel of the best type. He has a sure touch, good control of his characters, a wealth of adventure, and, above all, a force in his descriptions which marks the master-hand. His plot, too, based as it is on the horoscope of an astrologer, is unique and attractive, and his new book will confirm his reputation as the leading writer of the day in the field of romantic fiction.

"Monsieur Beaucaire," that most delightful of short novels, has run through its first Canadian edition and the second is now ready for the market. Booth Tarkington's charming story has already reached a sale of 60,000 in the United States, and its sale is increasing in Canada as each week goes by. The Canadian edition is issued by The Publishers' Syndicate.

"The Love Letters of Dorothy Osborne to Sir William Temple," were recently issued in Canada by The Publishers' Syndicate, and are selling rapidly. They are recognized as among the finest specimens of epistolary literature in the language, and should be seen by every lover of good style and charming writing.

The Publishers' Syndicate may be said to issue more fine nature books than any house in Canada, and their list, as published in this issue, is worth studying.

MORANG'S  
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Allusion has already been made to the school and college text-books issued by Morang & Co. for use in Canadian institutions. These are remarkable in more than

one respect. They are, in the first place, excellent examples of bookmaking in regard to clear type, illustration, paper and neat binding. Secondly, while not bearing the look of cheap books they sell at low figures. Then, they are new books, that is, embody the latest scholarship imparted by names well known in the literary and educational world.

Among the most recent issues in the classical series are an edition of "Cornelius Nepos," edited by Dr. Roberts, with maps, illustrations, notes and exercises, etc. (Cloth, 170 pp. 35c.) An edition of the first book of "Virgil's Aeneid," edited by P. Sandford, M.A., with notes, vocabulary, illustrations, etc., has also been issued at 35c. The fourth and fifth books of "Caesar's Gallic War," edited by St. J. B. Wynne Willson, M.A., with retranslation exercises by W. L. Grant, M.A., of Upper Canada College is another new issue in the series.

In the English literature series, editions of Scott's Lay, with illustrations, etc. and notes by W. J. Rolfe, Litt. D.; two plays of Shakespeare; namely, "The Merchant of Venice" and "Richard II.," edited by H. L. Withers, B.A., and C. H. Herford, Litt. D. respectively, have also been lately published.

Those who wish to bring these text-books to the attention of teachers and trustees can have specimen copies sent free by applying to the publishers, who have also lists and other explanatory data which will be of service to the dealer.

## THE MONTREAL TRADE.

FROM BOOKSELLER AND STATIONERS' Special Correspondent.

MONTREAL, April 3.

**B**USINESS in books is quiet and has been so every day of the past month. Inactivity is generally the outstanding feature of the book trade in March and April, but it seems to be accentuated this year. This is partly due to the paucity of new fast-selling goods. There has been no popular work for the seekers of new books during the past three months. As a result interest is reviving in the publications that have been tried and tested in previous seasons. McMillan's "Elizabeth and Her German Garden" is just one of these works. It takes the place of a new book with the bookseller, for, if it is not recommendable because it is new, its literary excellencies and ability to interest can be lauded up to the selling point. It is going principally in the 50-cent edition, but there is a noticeable call for the \$1.75 and \$2.50 editions. "A Solitary Summer," by the same author also finds some takers.

"The Englishwoman's Love Letters" is still prominently to the fore and it is the general opinion of the bookselling public it is meeting with all the success it deserves. But now its partner comes forth. Mr. Chapman has imported a number of copies of "An Englishman's Love Letters," and the sale of this book will test the impression, favorable or unfavorable, that its predecessor has left upon the book-lover's mind. It is a dainty little 75-cent book, bound in vellum with a pink ribbon attachment. Evidently "he" did not write as much as "she."

Among other books that are still popular are "The Duke," "The Cardinal's

Rose" and "The Mantle of Elijah." "Eben Holden" maintains a strong hold on the trade yet. "L'Aiglon" is being read by the theatre-going public, preparatory to the coming of the famous Bernhardt. It is being handled in both French and English editions.

The paper books are "The Inimitable Mrs. Massingham," by Herbert Compton (colonial edition), "The Devil's Plough," by Anna Farquhar (Copp, Clark & Co.), and "The Third Floor," by Mrs. Dudeney (Gage & Co.)

But the new cloth books are perhaps more important. There is "Irene Petrie, Missionary to Kashmir," by Mrs. Ashley Carus-Wilson (Fleming H. Revell); "Babs, The Impossible," by Sarah Grand, "Miss Clyde," by Julien Gordon (Appleton's), and "The Visits of Elizabeth," by Elinor Glyn (John Lane, New York.) Stephen Phillips' works are gradually increasing in sale with literary people, and dealers can afford to push them while the prices are high. "Herod" is at present being sold for \$1.50.

Owing to the dearth of fast-selling 75-cent books, booksellers are importing some special lines to keep the book trade moving. F. E. Grafton & Sons have a good cloth edition, published by the American News Co., which retails at 75 cents and shows exceptionally good value. The titles are all of the best including, "Barabbas," "Dash for a Throne," "Sherlock Holmes," "A Gentleman of France," and other names bearing a prestige.

Many book publishers, both Canadian and English, have congregated in the city during the last few days. This is their regular spring trip. As a result, Mr. Brophy, of the Montreal News Co., will soon have some announcements to make to the trade in regard to forthcoming books.

Mr. Elbert Hubbard, of East Aurora, N.Y., the founder of the famous Roycroft School, gave an interesting lecture in Kari Hall on the evening of March 22. The lecture was not well attended, yet it was pleasing and eminently instructive. An exhibition of the Roycrofters' works was afterwards held in Chapman's bookstore, when many visitors had the pleasure of viewing the collection. It included a terra cotta bust of Mr. Hubbard, done by one of his pupils and presented to Mrs. Hubbard.

Mr. Chapman reports that he has already experienced quite a demand for Baedeker's Guide Books to Europe. The inquiries are coming principally from Toronto and the West. Mr. Chapman has worked up quite a trade in these works, and has shown what a retailer can do in the way of handling a Canadian agency.

Price-cutting in the retail stores is now being confined to a few of the leading books. Mutual jealousy among the retailers, rather than departmental competition, seems to be the root of the evil.

W. Drysdale & Co. will move in a week or two from their present quarters to more commodious premises at the corner of Drummond and St. Catharine streets. F. E. Grafton & Sons are busy resettling in their renovated store on St. James street, where their customers will find them snugly housed.

E. H. C.

April 3, 1901.

The well-known firm of T. N. Hibben & Co. are about to start a paper-box factory in Victoria, B.C. The machinery has already arrived.

# New Books and Nature Books.

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By **F. CLIFFORD SMITH**

Author of "A Lover in Homespun," etc.

Mr. Clifford Smith has struck a very strong note in his new novel, the scene of which is laid in Canada. A remarkable feature of the book is that its plot hinges on a situation which has, since the book went to press, been strikingly exemplified in real life by the Deloit marriage case. The curious marriage law upon which that action is based forms the keystone of its dramatic incidents.

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## THE WIZARD'S KNOT

Ready on April 15th.

By **DR. WM. BARRY**

Author of "Arden Massiter," "The New Antigone," etc.

Of this powerful novel The Scotsman says:—"The Wizard's Knot is a romance of rare intensity of pathos, of tragic power in the delineation of passion and its consequences, and of exquisite tenderness in its treatment of love and sin and suffering. Anyone who wants to read the depths of Irish character with eyes of sympathy, will thank Dr. Barry for this true and tender romance. In everything but form it is a beautiful poem. There has been nothing finer for a long time in imaginative fiction."

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## NATURE BOOKS

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**How to Know the Wild Flowers**, by Mrs. William Starr Dana. New edition with many fine colored plates. Cloth, \$2.00.

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**How to Know the Ferns**, by Mrs. Parsons (Mrs. Dana), with many half-tones and drawings. Cloth, \$1.50.

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2. "Eben Holden," Bacheller, Poole.
3. "The Master Christian," Corelli, Briggs.
4. "Lords of the North," Laut, Briggs.
5. "In the Palace of the King," Crawford, Copp.
6. "Richard Yea and-Nay," Hewlett, Copp.

### VANCOUVER.

1. "An Englishwoman's Love Letters," Morang.
2. "The Cardinal's Rose," Sutphen, Briggs.
3. "The Mantle of Elijah," Zangwill, Gage.
4. "Lords of the North," Laut, Briggs.
5. "The Master Christian," Corelli, Briggs.
6. "History of the Boer War," Doyle, Morang.

### STRAITFORD.

1. "Richard Yea-and-Nay," Hewlett, Copp.
2. "The Cardinal's Rose," Sutphen, Briggs.
3. "Alice of Old Vincennes," Thompson, Briggs.

4. "Eben Holden," Bacheller, Poole.
5. "Eleanor," Ward, Briggs.
6. "Mooswa," Fraser, Briggs.

### BRANFORD

1. "In the Palace of the King," Crawford, Copp.
2. "Richard Yea-and-Nay," Hewlett, Copp.
3. "The Cardinal's Rose," Sutphen, Briggs.
3. "Vengeance is Mine," McLeod.

4. "The Mantle of Elijah," Zangwill, Gage.
5. "More Fables in Slang," Ade, McLeod.
6. } "Eleanor, Ward, Briggs.
6. } "Lords of the North," Laut, Briggs.

### MONTREAL.

1. "The Cardinal's Rose," Sutphen, Briggs.
2. "An Englishman's Love Letters," Unicorn Press.
3. "The Mantle of Elijah," Zangwill, Gage.
4. "L'Aiglon," (French edition).
5. "History of the Boer War," Doyle, Morang.
6. "Herod," Stephen Phillip, Lane.

### HAMILTON.

1. "Stringtown on the Pike," Lloyd, Gage.
2. "Eben Holden," Bacheller, Poole.
3. "An Englishwoman's Love Letters," Morang.
4. "Alice of Old Vincennes," Thompson, Briggs.
5. "Sons of the Morning," Phillpotts, Gage.
6. "The Lane that had No Turning," Parker, Morang.

### TORONTO.

1. "An Englishwoman's Love Letters," Morang.
2. "Richard Yea-and-Nay," Hewlett, Copp.
3. "The Cardinal's Rose," Sutphen, Briggs.
4. "In the Palace of the King," Crawford, Copp.
5. "Eben Holden," Bacheller, Poole.
6. "In the Name of a Woman Merchant," Longman's.

### GUELPH.

1. "An Englishwoman's Love Letters," Morang.
2. "Richard Yea-and-Nay," Hewlett, Copp.
3. "Lords of the North," Laut, Briggs.
4. "The Infidel," Braddon, Morang.
5. "Eben Holden," Bacheller, Poole.
6. "In the Palace of the King," Crawford, Copp.

### VICTORIA.

1. "Eben Holden," Bacheller, Poole.
2. "Alice of Old Vincennes," Thompson, Briggs.
3. "Richard Yea-and-Nay," Hewlett, Copp.
4. "The Reign of Law," Copp.
5. "In the Palace of the King," Crawford, Copp.
6. "Quisante," Hope, Briggs.

### UNITED STATES.

1. "Alice of Old Vincennes," Thompson.
2. "Eben Holden," Bacheller.
3. "Richard Yea-and-Nay," Hewlett.
4. "Eleanor," Ward.
5. "An Englishwoman's Love Letters," Anon.
6. "L'Aiglon," Rostand.

### ENGLAND.

1. "The Master Christian," Corelli, Methuen.
2. "The Master Sinner," Anon, Long.
3. "An Englishwoman's Love Letters," Murray.
4. "Hosts of the Lord," Steel, Heinemann.
5. "With Christ at Sea," Bullen, Hodder.
6. "Queen Victoria," Oliphant, Cassell.

### SCOTLAND.

1. "According to Plato," Moore, Hutchison.
2. "The Wastrel," Dickens, Hutchison.
3. "Pride of the Race," Farjeon, Hutchison.
4. "The Missing Hero," Alexander, Chatto.
5. "Morals and Millions," Warden, White.
6. "Inimitable Mrs. Massingham," Compton, Chatto.

# OUR SPRING FICTION.

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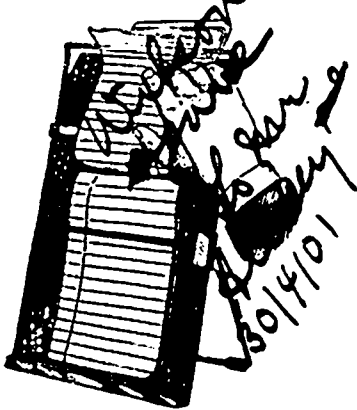
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**A NEW COPYHOLDER.**

One of the latest and best copyholders for typewriters has been invented by a Canadian, Mr. E. B. Merrill, and is now on the market. It is called the "Steno Copyholder," and its many advantages place it in the lead of all its kind. For holding papers pinned together it has a special attachment that answers the purpose admirably. The pointer can be fastened to either side as desired. Its chief advan-



tage is in the automatic notebook leaf support, which does not allow the leaves to drop or hold them so tightly that they cannot be easily removed. Part of the back is attached to the rest by a spring hinge which presses the leaves against the holder. When one is to be turned over it will drop down when the hinge part is held back. The holder is sent on trial free and at the expense of the sender. Mr. Charles E. Archbald, Toronto, is handling it. The accompanying illustration will give a good idea of Mr. Merrill's invention.

**IMPORTED FANCY GOODS.**

The travellers representing Warwick Bros. & Rutter are now on the road showing their complete range of import fancy goods. As stated in a previous issue, the line of fancy novelties shown by this house for 1901 surpasses in every particular that of any former season.

Mr. A. O. Hurst, who visits the larger cities of Ontario and Quebec with this line, is now in Montreal, and, with his assistant, is kept busy showing the trade through the fine large rooms which it takes to show his range of samples.

Orders to date show that the trade appreciate the efforts of this firm to place in the hands of the Canadian trade a complete assortment of the choicest novelties selected from the world's markets.

Warwick Bros. & Rutter have pleasure in advising the trade in Manitoba and British Columbia that their extensive line of samples of import fancy goods will be shown in that section of the country by Mr. W. S. Crone, so well known to the Western trade.

A visit to his sample-rooms will repay any dealer interested in this line.

# Morang's Twentieth Century Text-Books.

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Introduction and Notes by St. J. B. Wynne Willson, M.A. (St. John's College).  
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**Xenophon—Anabasis—Book I.—**With Map and Plans of Battles.

Introduction and Notes by C. E. Brownrigg, M.A.  
Simple Sentence Constructions illustrated from the text.  
Index of Proper Names and Vocabulary.

*Bound in Cloth, 136 pages, price 35 cents.*

**Scott—Lay of the Last Minstrel—**With numerous illustrations.

Edited with Notes by William J. Rolfe, Litt.D.

*Bound in Cloth, 240 pages, price 50 cents.*

**Scott—Lay of the Last Minstrel—**With Introduction and Notes, especially intended for young students.

*Bound in Cloth, 224 pages, price 30 cents.*

**Milton—Paradise Lost—Book I.—**With Life, Introduction, Notes, etc., by F. Gorse, M.A.

*Bound in Cloth, price 35 cents.*

**Shakespeare—The Merchant of Venice—**Edited by H. L. Withers, B.A., with Introduction, Notes, Appendices, Glossary, etc.

*Bound in Cloth, 178 pages, price 35 cents.*

**Shakespeare—Richard II.—**Edited by C. H. Herford, Litt.D., with Introduction, Notes, Glossary and Index.

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## FANCY GOODS AND STATIONERY.

### NEW TYPE-WRITERS.

Some new typewriters are being perfected in France which, if successful, will be a great improvement on all that have hitherto been used. One is intended to print on a flat surface, and also to make raised letters. Another is to print short-hand characters, so as to report speeches, etc., direct from the typewriter. The difficulty in perfecting this is that no way has yet been discovered to get rid of the noise of the typewriter. Two or three going together would probably annoy a speaker.

### AN INK-SLATE.

A new German invention is called an ink slate, writing on it being done by pen and ink instead of slate pencil. Celluloid, mixed with other substances to make it harder, composes the slate. There are two kinds of these slates, one of which has the transparency of tracing paper. The latter may be of value in teaching outline drawing to children.

### FLYPAPER.

A new flypaper has been invented by an American, and machines for its manufacture are being made. It will not be made up in flat sheets, but in cones, pyramids and fancy figures. The bottom is scalloped so that the flies can enter underneath if they prefer to die there. The paper is of a grey color.

### A FINGER SPONGE.

There is danger in handling money or other papers which have passed through a good many hands, says The American Stationer. One may contract disease, particularly germ disease. The finger sponge does away with any such difficulty. It is attached to the finger, is always ready, and there need be no delay in wetting the fingers. Moreover, the attention is not distracted by taking the eyes off while wetting the fingers.

### MECHANICAL TOY.

A mechanical toy that will find a ready sale is the dancing bear. This is a tin bear about eight inches high, carrying a stick across his shoulders after the manner of its trained bears, and its waddle, when it is wound up, is a very good imitation of the real thing. Warwick Toys & Rubbs are showing it, and give it a first place among their toys.

### NEW CARDS FOR CHRISTMAS.

The Copp, Clark Co., Limited, are looking forward to doing a large business in Christmas cards for the season of 1901. The samples from the different makers, for whom they are Canadian agents, are almost completed and in their hands and are now being arranged for displaying to best advantage for selection by the trade. They expect to have all in readiness to start their travellers out by May 1. Of the lines, Hill's "For the Empire" series of Christmas cards, which had their initial introduction to the Canadian trade last year, met with greater favor than was ever anticipated. One is not surprised at the large sale these cards are reported to have met with, as their appearance recommends them to the trade at once on account of their originality, beauty of design and varied character. Those of the trade who had the forethought to place large orders for these cards were not disappointed, but regretted they had not ordered larger supplies. There is such a pleasing freshness about the designs and general get up of these cards that it stamps them as a distinct line. The cards retail from 5c. to 25c. each, at a large profit to the retailer. This year, while the designs are new over last year's, some decidedly new things are shown. L'Art Moderne, the very latest in designing as shown at the World's Fair and based on the new school of design in Paris, is worked into many of the cards with effect. Photogravure work, printed from steel plates of pictures by the most celebrated artists, both old and new masters, is shown. Grey suede board is a new material used which will prove popular. These cards, suitably decorated with embossing, illuminated in white, gold, turquoise blue and other tints, are beautiful in effect. Another finish is the Whatman's. This is a drawing-paper finish and is used principally in connection with the photogravures, with a colored border. This makes a very striking card. The leaflet cards shown are new and worthy of special mention. They consist of a handsomely designed colored cover, suitable to the words on the six and eight page inserts, which are artistically illustrated. One is entitled, "Christmas Merrymaking," the words being from the pen of Sir Walter Scott. A number of these are for children, in which are short poems by Robert Louis Stevenson. Religious designs are shown in variety. The different parts of the Empire are represented by unique Scotch, Irish, English and other special designs. Canada receiving special attention in this respect by way of cards which show the Provincial coats of arms embossed in colors surrounded

by wreaths of maple leaves. Most suitable wording has been selected for these cards, notably from the "Land of the Maple," and the "Maple Leaf." The words and mottoes used throughout in these cards are not the old stereotyped Merry Christmas and Happy New Year, but wording and verses over which much time and thought have been spent. Many of the cards are decorated with silk ribbons of delicate tints, patriotic shades and tartans. Others included in the series are poster cards, motto cards, hand-painted, comic, golf, Masonic—cards with local views are given special attention.

Walker's is a range of cards extensive in variety and diversity of pattern which are new to the Canadian trade. There are some very recherche cards in the collection among which are embossings, photogravures, hand-painted, patriotic, new and novel shades of tinted boards, medallion embossings, Grecian types, new shapes and odd shapes, altogether an excellent line which should meet with a ready sale.

Davidson's cards are of a very showy nature, comprising beautiful floral landscapes and figure designs, many designs with leaflet inserts and a splendid range of special patterns for children. A range of celluloid cards are also shown in the samples of this maker, as well as a very extensive range of fancy boxes which contain assortments of cheap cards of unusual value.

Castell's cards are all put up in boxes. In most cases envelopes accompany each card. The boxes contain from eight to ten cards and are a line of very dainty designs of landscape, floral and figures in mono tint with colored ground, and are styled autographic cards. A new idea this year is the new registered easel-caskets, a scheme for displaying cards and a great assistance in their sale. Along with these are the very cheap assortments of boxes and packets of unrivalled excellence and value.

### MEMORANDUM BOOKS.

To the well-ordered stationery store there is nothing in such constant demand as pocket memorandum books. They are at all times profitable, never out of fashion, and therefore never "dead stock"; and under every circumstance are they a useful reminder of the things worth remembering. The firm of the Brown Brothers, Limited, are showing a very extensive line of all classes of memorandum books. A few of their leading lines might be mentioned with advantage to the reader. A complete series for the vest pocket, opening at the side, and oblong. This is a very popular line and always a good seller. Another style is the pass book shape, made after the pattern of an ordinary bank pass book, in half a dozen different sizes and styles of bindings. For a ready-to-use price book they are unequalled, being supplied in various rulings and indexed for names, etc., or plain, as desired. Still another style that is very popular, especially with com-

mercial travellers, is the oblong refilling leather cover, with the memo book removable at will. This enables the user to have a fresh look at a very nominal cost, and, at the same time, brings him to the store more frequently. For a pocket order book nothing could be more handier than one of Brown's oblong refilling memo books.

**FOR STAMPING PURPOSES.** For marking linen or stamping anything about the house, or for use in a

business man's office, the printing outfit of interchangeable rubber alphabets shown at the Copp, Clark Co.'s should prove handy. No. 1 contains 3-A font rubber type, holder, brass tube of ink, tweezers and stamp pad, put up in neat wood case and boxes, price \$1.20 per dozen. The Victor dater is another useful article that dealers may find a sale for. Botany cases and gold paint for decorating are always in steady demand, and are especially good at this time of year. The botany cases shown are of tin with hinge cover and straps for carrying the box over the shoulder when collecting specimens. They sell for \$1.80 per dozen.

**SEASON FOR DECORATION.** The many different brands of crepe tissue shown by the Copp, Clark Co. are taking well with the trade. The Dancing-girl brand, French and fancy French brands are being taken very rapidly for decorative purposes. The Union Jack is a white crepe tissue with Union Jacks printed on it, eight flags to the fold. Red, white and blue and other tissue flags are shown for either decorative or advertising purposes. There is a good steady demand for these goods.

**THE PENCIL TRADE.** A new line of Faber's programme pencils, with tassels attached, are going well. No. 40 is shown at \$1.75 per gross at the Copp, Clark Co.'s warerooms. No. 2032 Eagle crayons have been specially recommended by the Superintendent of the Toronto Kindergarten schools for use in this work. They are in assorted colors, and the demand has already far exceeded expectations. The "Au Fait" pencil and fountain penholder can be retailed at 10c. These are well made and take up almost no room when fastened to the pocket. They are nicely shown on cards. A cheaper line is the Roller Grip pencil holder, a 5c. line, but a secure holder. There is a good margin on this at 5c. for retailers. Copp, Clark Co.'s price is \$3.60 per gross.

**THE COMING SUMMER.** Nerlich & Co. have published an illustrated catalogue and price list of their special Spring and Summer goods which will be particularly valuable just now. Children's express wagons, doll carriages, velocipedes, etc., may be selected from an almost unlimited variety. All sorts of goods are now in order, and the list of outdoor and sporting goods includes Spalding's well-known baseball and tennis outfits, boxing gloves, etc., and everything in the way of Canadian games, lacrosse being in particularly large quantity. Air rifles, toy pistols, garden tools, tin tea-sets, toy sail boats and innumerable other goods of the kind are being ordered very rapidly now, and will be among the season's best selling goods. Chatelaine bags are very popular, and there is always a steady sale for them. They are shown here in real seal, real walrus, seal grain, green roan and alligator. The handles and frames are in nickel, leather and oxidized metal, and the bags present a very fine



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**FANCY GOODS AND STATIONERY—Cont'd.**

appearance. This catalogue should be sent for. There are not many left and it is impossible to form any idea of the immense assortment of various lines without either it or a visit to the warehouses.

The catalogue being issued **CATALOGUE OF IMPORT GOODS.** by Nerlich & Co. of their import fancy goods should be in the hands of every retailer. The firm make this part of the business a specialty and the result is a stock of the very best selling goods. The import fancy goods will be shown in their Toronto sample-rooms till the middle of May. The appearance of these goods in the large warehouses is very fine and will repay a visit. Among the goods noticed are albums of all kinds, photo, scrap and autograph. The celluloid covers contain many beautiful designs in colors. An entirely new line is the leather tapestry goods in collar and cuff boxes, umbrella holders, etc., to retail at from \$1 to \$5. These goods are well made and finely embossed and colored. The ornaments and bric-a-brac goods are in immense variety, and in celluloid, bronze, crystal, etc. The assortment of hand-mirrors in real ebony and imitation ebony, as well as in the new Paddock wood, is a fine one. The glasses are in many different shapes, beveled, and put in place by a new process. The triplicate mirrors, which are being so widely used, are here shown in great variety. Japanese and French china are gaining in popularity in Canada, and the rich effects of these goods will make them good lines to handle. That this house lead in dolls, as they have always claimed will not be doubted if a visit is paid to their warehouses.

**PLAYING CARDS, ETC.**

The folding card-rack being shown in the Copp, Clark Co.'s warehouses is an article for which many uses may be found. It is primarily intended for offices as a rack for business cards, but it has also been found a handy arrangement for keeping photographs and other small pictures. It is made of strong wire, and is shown in three sizes, to retail for 10, 25, and 35 cents. Bankers' sponge cups to retail for 10 cents, and bankers' solid glass inkwells, at \$1.20 per dozen, are two more novelties that deserve attention. Very good value is shown in a pack of "Colonial" playing cards at \$15 per gross. In connection with playing cards might be mentioned the whist score sheets, now in use by the Toronto whist clubs. They are printed on fine, heavy paper and appropriately ruled. No. 1 score slip retails for 35 cents per 100. The final score slips, for totalling up the scores at the end of the game are 60 cents per 100.

**NOVELTIES FOR STATIONERS.**

One of the newest things on the market for stationers is the "Anti-lick" moistener and fastener for envelopes, stamps, etc. It is in the shape of a mallet, the head being hollow and filled with water which is absorbed by a sponge at one end. The head or barrel revolves, so that when the envelope flap or stamp is moistened by the roller being moved over it. Brown Bros., who are placing this article on the market, are well satisfied with the prospects for its sale. The decorated crepe tissues for lamp shades, fancy dresses, etc., and for interior decorations are having an immense sale. There are some 50 different designs in these goods, and the beauty of the patterns and colors will surprise those who have only heard of them. These goods are sometimes put over screens and as far as appearances

go are an improvement over tiles. A pretty effect is obtained from stretching them across windows close to the glass. This gives a stained-glass appearance to the window. Typewriter papers are being given much attention, and a book containing samples of the different papers is sent to anyone applying for it. The trade in fountain pens will likely begin to take larger proportions soon, when travelling and holidaying commences. The Wirt and Stirling pens, for which Brown Bros. agents, are two of the most satisfactory makes in the market. The demand for blank books has lately been very great and a full staff is kept busy in their manufacture. The carbon letter-book mentioned in last issue is now being shown, and the sales are good.

This cut shows the new "Royal" automatic ink bottle offered by Buntin, Gillies & Co., Hamilton. The bottle is of fine-pressed glass, and has a close-fitting, airtight disc of soft rubber in the neck through which the hard funnel passes. This seems the perfection of automatic ink stands and should become a favorite in the office or library.

F. & E. W. Kelk, whose ad. appears elsewhere, have secured a snap in a 50-cent dressed jointed doll, 14 inches long, each one in a box. They sent out only 21 samples of this doll and received orders for nearly 500 doz. It will pay any person who handles dolls to get a sample of this doll, it's so seldom a bargain in dolls is ever offered, simply because the wholesale trade cannot get hold of any but regular lines. They say: "We are glad we have one. A good many think they can buy the doll later on, but such is not the case—it will be all sold and oversold during April. It was first imported by a baking-powder firm, whose intention was to give it away with baking-powder, but for some unknown reason their plan was not carried out. We got the dolls cheap and are offering them the same way. One to three dozen, \$2.40; four to six dozen, \$2.25; 7 to 12 dozen lots, \$2.10; 24 dozen lots, \$2 net. Dated 1st August, '00 days. Don't miss the opportunity."

**DEATH OF MR. M'FARLANE.**

Mr. David McFarlane, senior partner of the firm of Messrs. McFarlane, Son & Hodgson, wholesale stationers, Montreal, died of heart failure, April 4. Mr. McFarlane was born in Glasgow, Scotland, in 1831, and came to Canada in 1854, and settled in Montreal, where he had resided ever since, being engaged in the wholesale stationery business. For over twenty years he was connected with the firm of Alex. Buntin & Co., since which time he has been in business on his own account. He was one of the oldest members of the Montreal Board of Trade. He was elected to the Council of the Board of Trade in 1895 and 1896, and was appointed on the board of arbitration in 1897 and 1898. The partnership of Messrs. McFarlane, Son & Hodgson was formed in 1891. The surviving members of the family are his widow, one son, Clement H. McFarlane, and two daughters, Mrs. Peter Laing and Mrs. (Dr.) W. Grant Stewart.

**NEW CANADIAN COPYRIGHTS**

Registered at Ottawa during the month of March, 1901.

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

12024-2. "Her late Majesty Queen Victoria." (Photo.) Joseph C. Clarke. Toronto.

12025. "Vingt-cinq Mélodies." Paroles françaises et anglaises. Musique d'Ernest Lavigne. (25 songs. French and English words.) Ernest Lavigne, Montreal.

12026. "The Fundamental Moral Principles in Terms of which may be defined the Virtues and Vices of Humanity. The Moral Law and its Scriptural Developments used as a Direct Means for the Young." (Chart.) Dr. John M. Harper, Quebec.

12027. "Morang's Educational Series. Select Public School Readings." Morang & Co., Toronto.

12028 to 12030. "Lieutenant-Governor of British Columbia about to enter Parliament with South-African Volunteers as a Body Guard." (Photos marked A. B. & C.) John Wallace Jones, Esquimalt, B.C.

12031. "Ode on the Burial of Queen Victoria." (Second Edition.) By George Whitefield Grote, Toronto.

12032. "The Public School Book-keeping." By H. S. MacLean. The Copp, Clark Co., Toronto.

12033. "Das Taube Mütterlein." Halm. (Motherlove.) English words by J. Ahren. Music by Maude Valerie White. Church Co., Cincinnati.

12034. "The Rainy Day." (Song.) Words by Longfellow. Music by Jacques Blumenthal. Church Co., Cincinnati.

12035. "Romance de Concert." By Platon Brouhoff. Church Co., Cincinnati.

12036. "The Gospel Play." (Book.) Duncan McEdward, Hamilton.

12037. "Poems by a Business Man." William Tyrrell, Toronto.

12040 to 12049. Ten drawings (and also etchings) by John Innes, Toronto, entitled, "Roped," "Saddled," "Initiated," "Graduated," and "Whoop-la." John Innes, Toronto.

12050. "On the Sunset Sea." Poem by Agnes Grote Copeland, Toronto.

12051. "An Englishwoman's Love Letters." Morang & Co., Toronto.

12052. "Savings Book." John M. Stonier, Hamilton.

12053. "Good-bye Dolly Gray." Words by Will D. Cobb. Music by Paul Barnes. Canadian-American Music Co., Toronto.

12054. "L'Infaillible Annonce - Mutuelle." (Carte postale.) B. A. R. Beaupré, Quebec.

12055. "The Game Fields of Ontario." By James Dickson, Fenelon Falls, Ont.

12056. "The Lamp in the West." Words by Ella Higginson. Music by Horatio Parker. Op. 48. No. 1. Church Co., Cincinnati.

12057. "Awake, My Lady Sweetlips." Serenade. Words by Ella Higginson. Music by Horatio Parker. Op. 48. No. 2. Church Co., Cincinnati.

12058. "The Night has a Thousand Eyes." Words by Francis W. Bourdillon. Music by Horatio Parker. Op. 48. No. 3. Church Co., Cincinnati.

12059. "Ode on the Burial of Queen Victoria." (Third Edition.) By George Whitfield Grote, Toronto.

12060. "Répertoire des Cafés Concerts." Albert Turcotte, Montreal.

12061. "Mémoire sur le Role Economique des Volailles." Par Jean-Baptiste Plante, Stadacona, Que.

12063. "Coronation of King Edward VII." March. By H. W. Arthurs, W. H. Hodgins & Co., Toronto.

12064. "Le Guide des Amoureux et des Gens du Monde. L'Amour—La Cour—Le Mariage." C. O. Beauchemin et Fils, Montreal.

12065. "The Siege of Tientsin and the Destruction of the Boxers' Stronghold by the Allied Forces." (Drama.) Thomas W. Hand, Hamilton.

12066. "O Father, Hear Me." (Song.) Words and Music by W. Francis Firth, Toronto.

12067. "City of Victoria." (Pamphlet.) The Western Printing and Publishing House, Victoria, B.C.

12068. "Guide Map of the City of Rossland." R. E. Young, Rossland, B.C.

12069. "March of the Pilgrims." For Piano. By Ethelbert Nevin. Church Co., Cincinnati.

12070. "Viola Waltzes." By L. V. Gustin. Whaley, Royce & Co., Toronto.

12071 to 12075. Five songs entitled: "Passing," "My Ladye," "Dreams," "A Dexam," "Thou'rt Like Unto a Flower." Church Co., Cincinnati.

12076. "Memories." By Agnes Grote Copeland. Toronto, March, 1901.

12077. "Souvenir de Ma Première Communion." (Image.) L. Ad. Morissette, Montreal.

12079. "The Victoria Cross." Words and Music by Mrs. Clara E. Humberstone, Newton Brook, Ont.

12081. "Buste d'Edouard VII." Joseph Alfréd Laliberté, Montreal.

12082. "Prince George." Patriotic Song. Words and Music by H. H. Godfrey, Toronto.

12084. "Water-Splashes." Morceau de Piano. By Manuel Klein. Church Co., Cincinnati.

12085. "Der Zigeunerin Traum." (The Gipsy's Dream.) By Carl Koelling, Op. 353. Church Co., Cincinnati.

12086. "Reiterlied." Song of The Horseman. By Carl Koelling, Op. 352. Church Co., Cincinnati.

12087. "Illustrated Advertising." (Sixth Edition.) By F. W. Johnston, Toronto.

12088. "Henderson's British Columbia Gazetteer and Directory and Williams' Directory (Consolidated) 1900-1901." Volume VII. James Henderson, Victoria, B.C.

12089. "News. What it is; How to get it; How to write it." (Book.) R. Sutherland, St. Catharines.

12090. "The Criminal Code of Canada." As in force on January 1st, 1901, with the Reported Cases and Appendices. By Charles Lanctot, K.C. W. J. Wilson, Montreal.

12092. "The Craft Degrees Masonic Lodge 'usic.'" By C. L. M. Harris, Mus Doc Charles L. M. Harris, Hamilton.

INTERIM COPYRIGHTS.

678. "Boyd's Labor Saving Improved Posting Ledger." Walter Griffith. Edward Boyd, Hamilton.

680. "The Life of Wm. H. H. Johnson,

from 1839 to 1900, and the New Race." Wm. H. H. Johnson, Vancouver, B.C.  
681. "The Private Secretary." (Book.) Robert Newton Lyons, Griswold, Man.

The Theatre Programme and Souvenir Book got out by R. H. Russell, New York, is a new and clever idea that is likely to meet with success in city trade. It is intended to be used as a memento of plays attended. The book is divided into four-page sections. On the first page the programme itself is placed. The second is

intended for a record of the date, theatre, party, seat checks, criticism of the play and players, and remarks. The other pages are reserved for pictures from the play or photographs of the leading actors, which can be clipped from the magazines. The custom of keeping programmes and other mementos of plays is a fad, but one that has already lasted for a long time and will continue to. The Theatre Programme and Souvenir Book contains places for 45 programmes and 54 illustrations. City stationers might profitably handle it.

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Croquet, Waggon, Tennis, Hammocks

TO OUR CUSTOMERS AND THE TRADE GENERALLY:

We have still 200 doz. of the Dressed Jointed Doll mentioned in last month's issue of this paper. It's a beauty, costing the wholesaler in the neighborhood of \$2.75 a doz. to lay down. Each one is done upon in a neat box—colors, Pink, Blue and Red. We would be glad to send you a sample post-paid. It's a good 50c. article and you will be able to sell it for 25c. Send in your name and we will send a sample. Price, 1 to 3 doz., \$2.40; 4 to 6 doz., \$2.25; 7 to 12 doz., \$2.10, 24 doz. lots \$2.00, nett payable 1st September.

## WALL PAPER AND DECORATIONS.

### HOW TO DISPLAY WALL PAPER.

**T**HIS department, as the trade knows, is always on the lookout for ideas which may be of service to the trade in general and its readers in particular. We have just seen an illustrated circular on the display of wall paper which The Watson, Foster Co., Limited, have addressed to their customers. It shows their clients an effective method to that end. The chief feature of the circular is the economical construction of display frames. Thanks to the courtesy of the firm, we here produce three of their plates which cannot fail to interest every dealer not already provided with similar material. The first plate shows a 6-foot and 4-foot frame, the actual cost of which is only 55 and 35c., respectively. The Watson, Foster Co. in their circular give details of cost and construction, and will mail the specification to any inquirer. Half a dozen such frames enable the retailer to make a showing of all his new designs. Their value cannot be over-estimated, whether for interior or window effect.

In well-equipped wall paper departments the suggestions we give are already in practice, but the great majority of stores either overcrowd their windows with a medley of patterns, or rely entirely upon their sample-books inside. Both make a mistake. In a window one should place not more than three striking patterns of different effect. Give these a chance, and while the season lasts devote the whole window to them. A background of ingrain of subdued tone and overhead concealed lights, kept burning all evening, will arrest the attention of every passer. Change these patterns every few days, always with your best class styles. Make effect, not low prices, the window feature. Equally important is the interior. The average dealer will likely rely upon his sample-books to sell goods, but during the busy season many are looking at them at once; they soon become torn, and, in any case, they unworthily represent the stock. There is only one way to display paper well. Set up a few frames, some showing combinations (see plate No. 2). Display an average assortment; leave the 5c. goods, as a rule, to the sample-books; the result will be that the better effect of better goods, in full length display, will catch the fancy which the variety seen in sample books will weaken.

Another most important point to the general store is to keep at least one dis-

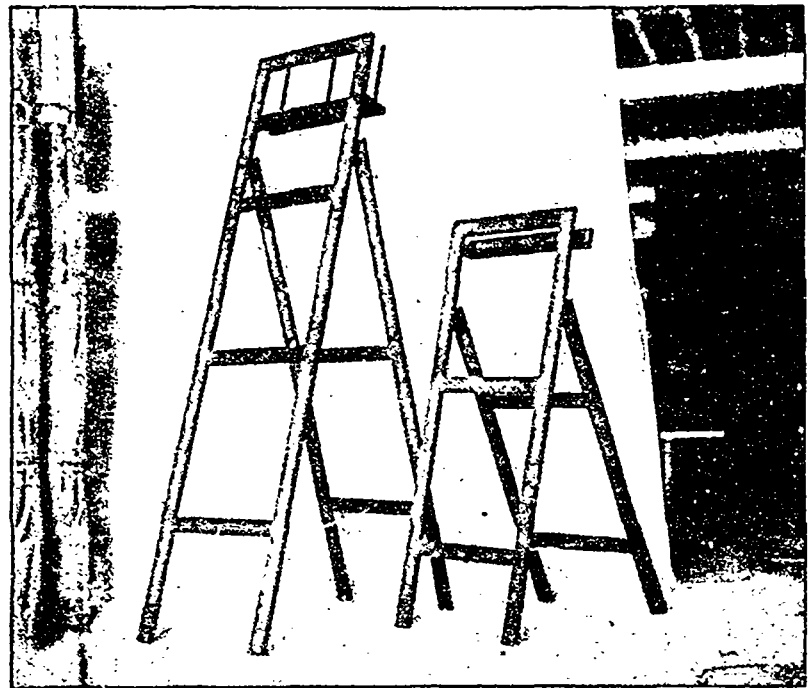
play hanging on a frame Summer and Winter, placed well forward, where every visitor entering or waiting in the store can see it. People will thus never forget you keep wall paper, and by constant changing you will effect a lot of quiet advertising and

create a continued and often unexpected sale.

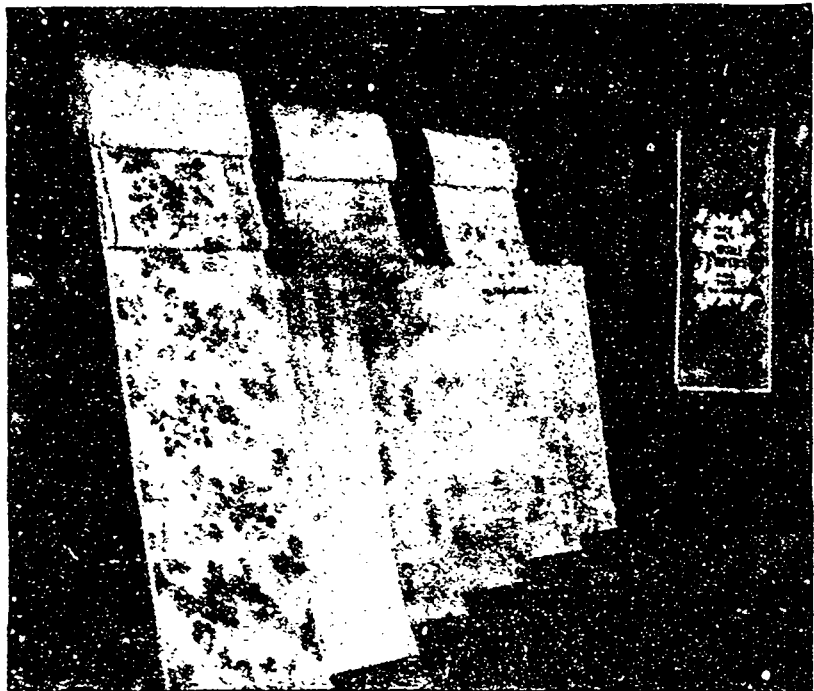
In a word, don't hide away your wall paper on June 1 as though the business were over. It isn't; it's never over. People are always approachable with effective decoration in season and out.

### WALL PAPER CHART.

Staunton Limited report there are many requests for their little wall paper chart, and highest praise is being given this little



No. 1. The Watson, Foster Co., Limited, Montreal.



No. 2. The Watson, Foster Co., Limited, Montreal.

THE  
**WATSON,  
FOSTER  
COMPANY**

LIMITED

**WALL  
PAPERS**

FOR  
SPRING  
1901

---

**INDICATIONS ARE**

THAT A VERY LARGE SORTING-UP BUSINESS  
WILL BE DONE THIS MONTH.

WE ARE BETTER ORGANIZED THAN EVER  
AND STOCKED WITH OUR MOST SUCCESSFUL PATTERNS.

THE VERY COLORINGS YOU WILL WANT REPEATED ARE LIKELY  
TO BE IN DEMAND BY OTHERS ALSO,

AND, REMEMBERING THE "SOLD OUT" EXPERIENCES OF PAST  
SEASONS, WE ASK THE TRADE TO ANTICIPATE THE SHORT  
NUMBERS NOW.

EVERY MAIL REDUCES OUR STOCK.

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**IF YOU HAVE NOT GOT**

WHAT YOUR CUSTOMER WANTS  
PERHAPS WE HAVE, AND WILL PROMPTLY FURNISH  
SAMPLES FOR ANY SPECIAL PURPOSE.

**REMEMBER**

WE CAN MATCH YOUR INGRAINS IN OTHER  
DESIGNS AND COLOR EFFECTS IF REQUIRED.

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**WORKS : ONTARIO ST. EAST, MONTREAL**

APRIL

**WALL PAPER AND DECORATIONS—Cont'd.**  
book, which gives exact quantities necessary for papering any sized room. Dealers who have mislaid their copy may have another on application to the firm.

**A LINE FOR 1902.**

Staunton's motto for their 1902 line, which is now in preparation, will be "better than ever," and they're bound that none of their prestige in wall paper makes shall be lost, and that Staunton's will continue to be the most popular line. During the Winter the firm installed a brand new 12-color printing machine, which will add materially to their capacity and facilities. There is no larger machine in use in Canada, and few in the world, and great things are looked forward to from this mammoth machine in the next season's line. All back orders are now complete, and daily shipments of repeat orders are in order. These are truly growing times with this pioneer wall paper house.

**A NUMBER IN WALL PAPER.**

No. 770 has proved itself one of the most successful patterns of the season. The



No. 770 The Watson-Foster Company.



No. 3. The Watson, Foster Co., Limited, Montreal.

Watson-Foster Company, so confident of results, largely stocked it, at the close of selling season it to go through the machine in several ways to cover sales, while, since general delivery has taken place, the repeat orders have been so numerous that for the third time it was put in print, a most unusual occurrence. It is a most decorative parlor paper in plain and embossed gills on light grounds, and is a design every dealer will find essential to a complete stock. Those in the trade who recognize it had better secure further supply while it lasts.

**WALL PAPER AND PACKING PAPER.**

The German tariff authorities had to make a ruling to decide what the difference between wall papers and packing papers was. They decided that the following distinctions are to be made between wall paper and packing paper: Wall paper is thickly sized and is, to a certain extent, proof against moisture. It is almost invariably made up in rolls about 50 cm. in width, and weighs about 60 grammes per square metre. Packing paper, on the other hand, is less thickly sized and is not proof against moisture in the same degree as wall paper. One square metre weighs as a rule more than 60 grammes, and the paper is either more or less than 50 cm. in width. In case of uncertainty the nature of the paper is to be decided according to the thickness of the sizing.

**GERMAN INGRAINS.**

Thick papers dyed in mode shades with little flecks of black fibre showing on the

surface have been produced principally in Germany, and have come into request for magazine covers, pattern books, pamphlets, and, with a heavier proportion of fibre, for wall paper. Recently a German paper-making firm, the Hoffnungsthaler Papierfabrik, of Cologne, have patented a variation of this process. They produce wall papers having a rough surface and woolly appearance by mixing coarse vegetable fibres, particularly ground wood fibres, with paper pulp, composed of finer fibers. The coarse fibres are dyed before mixing with the pulp, and the pulp itself is dyed any suitable color before the coarse fibres are added.

As regards the ingrain papers, however, they are not protected by patent, and are produced by adding a proper proportion of black wool fibre to the pulp in the machine, and the pulp is then dyed and finally sized. The wool fibres used for the mixture may be obtained by washing and grinding black dyed rags in the pulping machine, or chemically by boiling old woollen rags in an acid bath containing 2 per cent. of vitriol, 10 per cent. Glauber's salt and 1/2 per cent. of chrome black B for one hour, then adding 2 per cent. of bichrome and boiling again for another half-hour. They are then put into the pulping machine, washed and ground until free from knots. The percentage is calculated on the dry weight of the woollen rags.

R. Uglow & Co., booksellers and stationers, Kingston, Ont., are closing out their stock of wall paper, and intend to go out of that branch of the business

**NOTES OF TRADE INTEREST.**

V & F. McKIBBON, fancy goods dealers, Simcoe, Ont., have given up business.

Rockwell Co., stationers, Wolfville, N.S., have sold out.

Thomas Wheatley has opened a stationery store in Sarnia, Ont.

F. W. Nye & Co., stationers, Toronto, have been sold out by bailiff.

The Briggs Ledger System Co., Limited, Ottawa, has obtained a charter.

Wm. Helson, fancy goods dealer, Stratford, Ont., has gone out of business.

David McMaster, bookseller and stationer, Sarnia, Ont., has sold out to D. J. Symes.

The stock of Wm. V. Dawson, wholesale stationer, Montreal, has been damaged by water; insured.

The stock, etc., of Timmis, Noble & Co., stationers, Montreal, has been damaged by smoke; insured.

The Barrington street store of H. B. Bigney, fancy goods dealer, Halifax, N.S., is advertised for sale under a warrant of distraint.

J. Irvine has opened up a store in Orangeville, Ont., for the sale of wall paper, mouldings, curtains, etc.

E. R. Highet, fancy goods dealer and confectioner, Port Colborne, Ont., has sold out to O. C. N. Kanold.

The Grand Forks Stationery and News Co., Grand Forks, B.C., has been dissolved. R. F. Petrie continues alone.

A. H. Stratton & Co., whose building, "The Peterboro' Bookstore," Peterboro', Ont., was gutted by fire, are now in running order again. They announce that, until everything is straightened up, orders may be placed at 411 George street.

P. Kelly's book and music store, Montreal, was badly damaged by fire on April 2. A quantity of shavings blown from a stove ignited a number of articles, and, before the flames were extinguished, a good deal of damage had been done by fire, water and smoke.

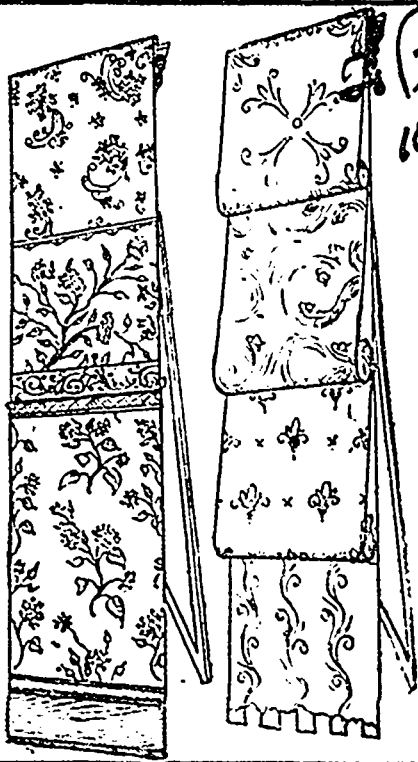
John O'Brien, bookseller and stationer, of Truro, N.S., has opened up a branch store called "The Queen Bookstore," in Halifax. The place has been thoroughly renovated, and a stock of first class stationery and the latest books, as well as English and American magazines, has been placed in the store.

The following tenders were accepted for the Toronto Public Schools' supplies: Text books and business forms divided between the Copp, Clark Co., and W. J. Gage & Co., whose tenders were equal, writing and exercise books, blank books, teachers' inkstands, files and mucilage bottles, W. J. Gage & Co.; drawing paper, the Canada Paper Co.; pens and penholders, slates, rulers, etc., the Copp, Clark Co.; lead pencils, slate pencils, colored pencils, etc. Warwick Bros. & Rutter; crayons, blackboard brushes and wooden pointers, Steinberger-Hendry Co.

Some complaints have been made about the books in use in the schools of Halifax, and the school commissioners passed the following resolution at a recent meeting: "Whereas, it has been brought to the attention of the board that many of the books now in use in the schools are unsuitable and the readers to a great extent obsolete and have been discarded by every Province in the Dominion;

"Therefore, resolved, that the teachers' committee be instructed to investigate the matter and report to this board at their next meeting." It was also decided to provide books for a number of pupils whose parents were unable to purchase them.

# How About Your Store Equipments



for display and showing wall paper stock?

These accessories make wall paper selling easy—and the dealer whose store is completely equipped in this way always has an advantage over the other fellow.

We are agents for the READING MANUFACTURING COMPANY'S Trimmers, Show Stands, Display Racks, etc., and will send you a catalogue on application.

Does your wall paper assortment still lack a few nice things to give you the best assortment? Drop a card for samples.

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*page 62*

**Staunton**

**STAUNTON'S LIMITED, TORONTO.**

FORMERLY M. STAUNTON & CO.

**AN OLD AND THRIVING STATIONERY BUSINESS.**

HERE are not many stationers in small towns who realize the possibilities of their business. The general impression of the stationery trade is that it is a small one at the best, and many stationers look for nothing else. A good deal of encouragement may be derived from the example of a book and stationery store in Perth, Ont., a town with a population of about 4,000.

This is the store of Mr. John Hart. It is the oldest in Ontario, and one of the oldest in Canada, having been established in 1850 by the late Mr. John Hart, who came to this country from Glasgow a short time before his son, the present owner, went into the business with him, so that

want. This is one of the lines that has made John Hart successful. The very finest stationery and latest books may be found in the store, and not only do the best of the trade in their own town deal there, but from many of the surrounding places the people send to this store for the best goods, instead of to the cities. Nor are they afraid to branch out into new lines. Mr. W. B. Hart, the son of Mr. John S. Hart, is with his father in the store and makes frequent trips to the great business centres to pick up the newest and best ideas, thus acquiring a valuable knowledge for keeping the store successfully going through the third generation.

There are not many complaints made against the department stores by John Hart. There is a big trade done in Perth by these stores, as well as in other places.

**FASHIONABLE STATIONERY.**

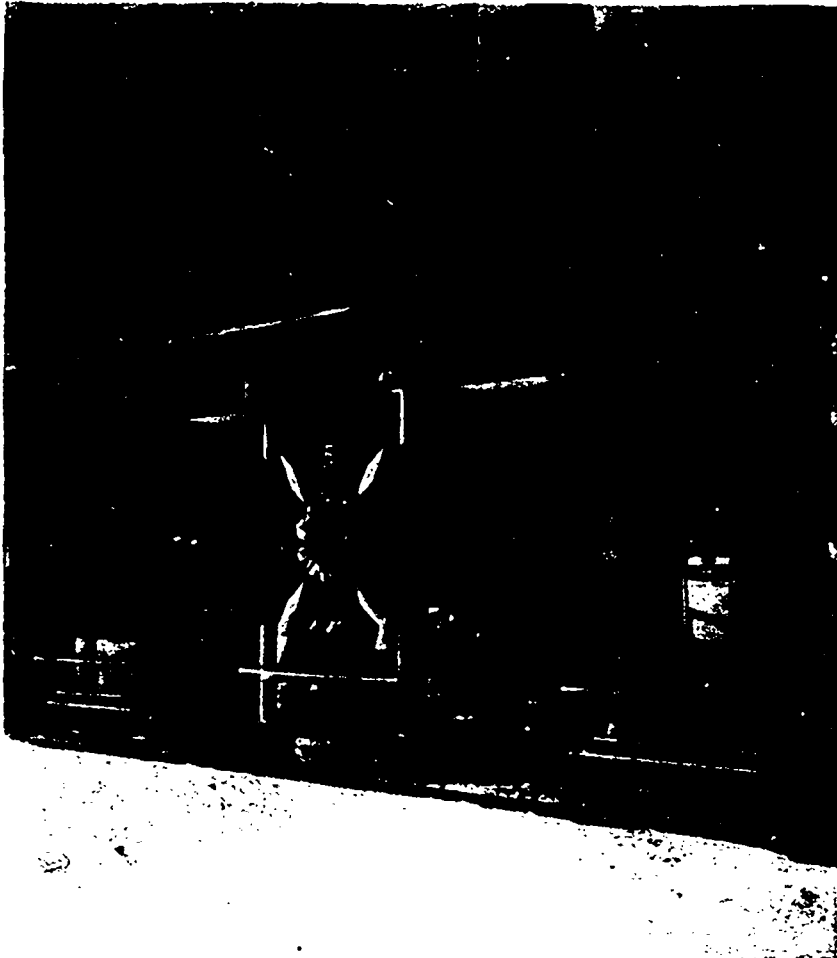
Warwick Bros. & Rutter have just opened an immense shipment of the now famous "Duchess" series of notepapers and envelopes. This line of fine stationery is made specially for this firm in England, and has proven to be the most popular series of high-class stationery ever put on the Canadian market. It is handled by the largest dealers from Halifax to Vancouver. The trade who have not the "Duchess" paper in stock should write for a sample lot of this successful line. It is made in four sizes Albert, Octavo, Large Boudoir, and Regent, with envelopes to match. The envelopes to match the Boudoir and Regent sizes are hand-made, with the wallet-shape flap, now so popular in England.

A line of fancy perfumed sealing-wax is also shown by Warwick Bros. & Rutter, to match the "Duchess" paper. It is put up in boxes identical in pattern with the above series and each stick as well as the box is stamped "Duchess." The retail price of this wax is 15 cents a box. To make the line complete an easel show-box, containing 26 initial seals, is offered to the trade and is meeting with a ready sale. These goods are made from a new die, the pattern being a plain block letter surrounded with a floral wreath design. The handles are beautifully enamelled in assorted colors.

The box contains an assortment of the best selling letters and extra stock will be supplied of any letter as required.

This is a very desirable acquisition to a stationer's stock, especially as the retail price of the seal is only 25 cents.

Messrs. James Wallis & Son, Yarmouth, N.S., have issued the first number of Odds and Ends, a monthly publication which they term a family literary magazine. It is sort of a Canadian "Tit-Bits," and the contents are as interesting and instructive as those of that paper. They are offering prizes of money for different competitions, and others will be offered as soon as the paper has had a fair start. Odds and Ends is clever enough to succeed, and its sale will certainly not be limited by the price—50 cents per year, or 5 cents per copy.



Ontario's Oldest Stationery Store.

for over half a century the store has been practically in the same hands. The business is just as active and up-to-date in all particulars as ever. The store is about 40 feet wide by 100 deep and is fitted up inside with the latest and finest counters, shelvings, etc. In fact, there is no store in any of the cities that is better fitted, or presents a finer appearance.

The success of this business for it has been very successful since the start—must be accounted for by the intelligence put into it, in catering for the right class of trade and keeping the best goods. Some stationers, in fairly large towns, don't know what they are losing by not keeping fine stationery. They go in for the common class of goods, and then complain when some of the very best of possible customers go to the cities for what they

but John Hart has secured such a hold on the trade in the vicinity that the store is not nearly as much affected by this trade as other places are.

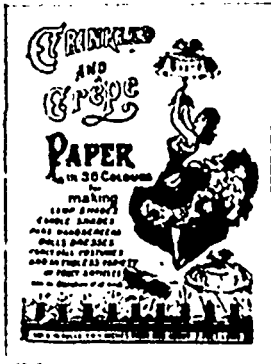
Mr. S. R. Hart, of Hart & Riddell, Toronto, is another son of the late John Hart.

The illustration shows the Queen Victoria memorial decoration. This was beautifully gotten up in black, purple and gold.

The death of Sir George Murray Smith, the well-known English publisher, was announced April 8. Sir George was a member of the noted firm of Smith, Elder & Co., and published some of the first editions of the works of Thackeray. He founded the Cornhill Magazine in 1850.

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# Crêpe Paper

of the  
**“DANCING GIRL”**  
**BRAND**

is the only paper which gives satisfaction in making  
**Lamp and Candle Shades.**

Owing to the large variety of colors and styles, very artistic effects can be obtained by its use in decorating halls for social entertainments, and also for **Bazaar Booths**, etc. See Butterick's "Uses of Crepe and Tissue Paper."

To be had of all Wholesale Stationers and Fancy Goods Dealers.

**HENRY L. LYMAN,**  
 Canadian Agent, 6 St. Sacrament St., MONTREAL.

## Handsome Cards—Quick Sales—Good Profits.

Dealers find that social leaders who entertain with cards are delighted with

# “Congress” Playing Cards.

Their beautiful, up-to-date and fine playing qualities commend them to all successful hostesses.

They are widely advertised and are favorites everywhere.

**The U. S. Playing Card Co.**  
 CINCINNATI, U. S. A.

Grand Prix, International Exposition, Paris, 1900.

"Palme's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

# MacLean's Trade Newspapers

FOR A PAYING LINE ON YOUR NEWS COUNTER

### THE CANADIAN GROCER

The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

### HARDWARE AND METAL

The only paper in Canada circulating among hardware, paint and oil dealers, plumbers and steamfitters, millmen, machinists, foundrymen and other manufacturers.

### THE DRY GOODS REVIEW

Only paper in Canada devoted exclusively to dry goods, millinery, men's furnishings, hat, caps and clothing trades.

### THE MILITARY GAZETTE

The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

### THE PRINTER AND PUBLISHER

Official organ of the Canadian Press Association and The Employing Printers' Association.

### THE BOOKSELLER AND STATIONER

The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

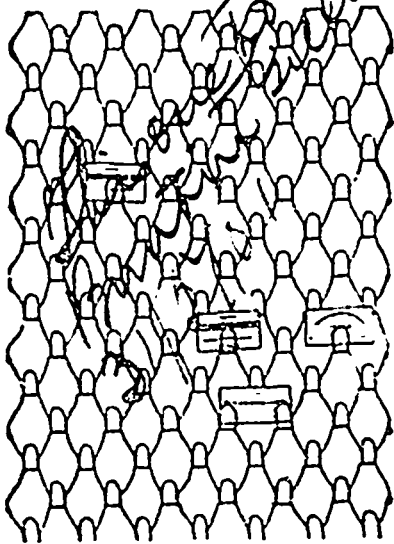
The MacLean Publishing Co., Limited,

MONTREAL and  
 TORONTO.



# THE ECLIPSE FOUNTAIN PEN

Is the Best \$1.00 Pen in the Market.



WIRE CARD RACK  
20 x 30  
Retail, 25 Cents

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Gillies & Co.,  
HAMILTON.

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St. James Street.



"MELANYL"  
The Marking Ink  
Retail, 25 Cents

## THE TIME TO INSURE IS NOW

While you are WELL, STRONG and INSURABLE.

THE

# Confederation Life

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

PROTECTION FOR YOUR FAMILY.  
PROFITABLE INVESTMENT FOR YOURSELF.

Pamphlets and full information sent on application.

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W. H. B. ... W. D. ...  
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HEAD OFFICE. - TORONTO.

## THE AUER GASOLINE LAMP

The Light of Eight Oil Lamps  
for the Cost of Two.

Safe,  
Strong, Satisfactory.

Covered by the broadest possible Guarantee. The construction, finish and appearance are unequalled.

but it is your satisfaction which we guarantee. If you don't like the lamp for any reason you can get your money back. No other lamp in Canada is so broadly guaranteed, for no other is as good.



Write for Catalogue.

## AUER LIGHT CO.

E. Simpson & Co., 1682 Notre Dame St.,  
MONTREAL.