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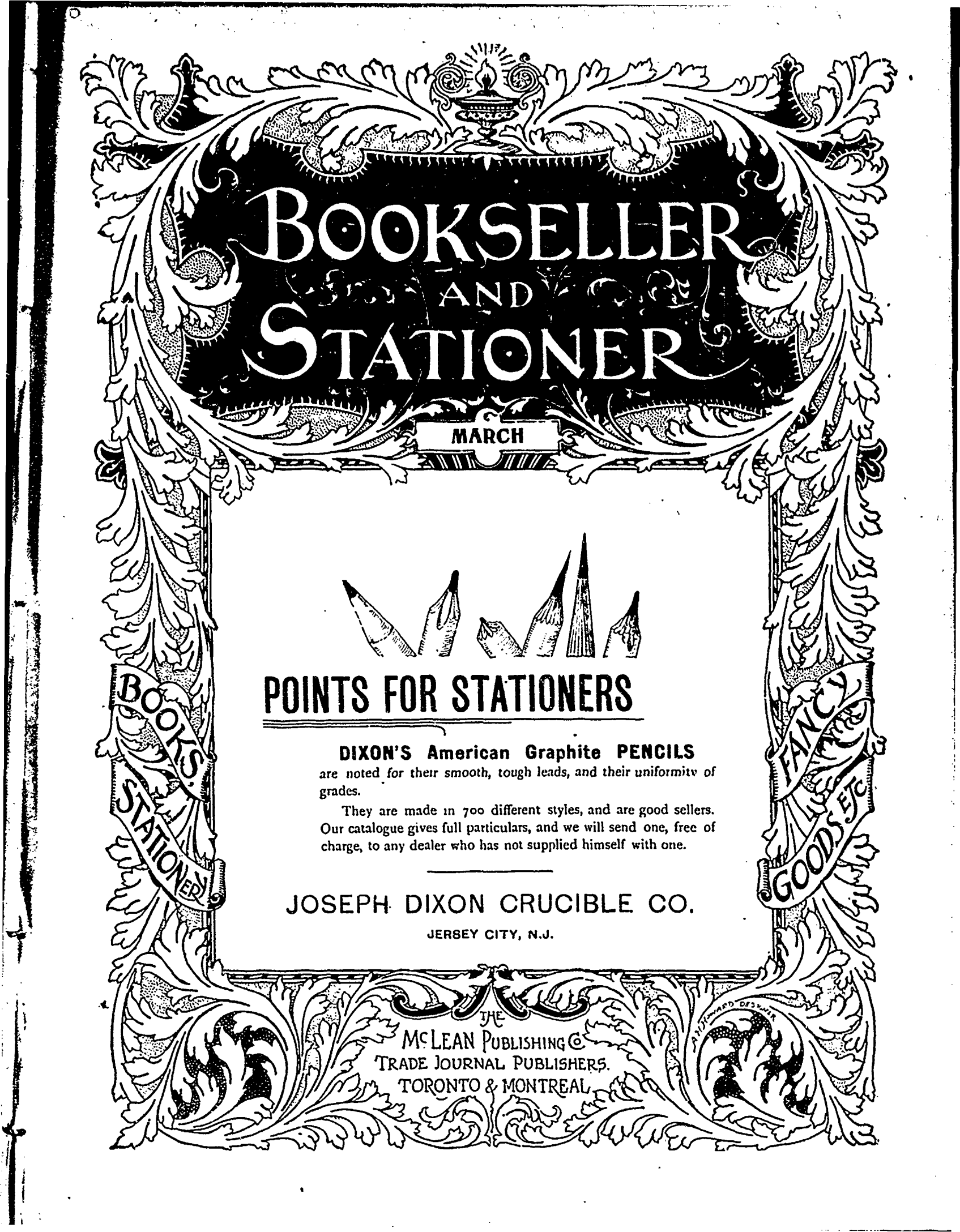
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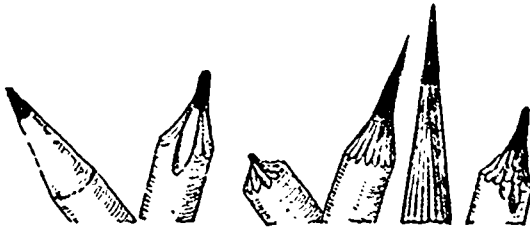
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# BOOKSELLER AND STATIONER

MARCH



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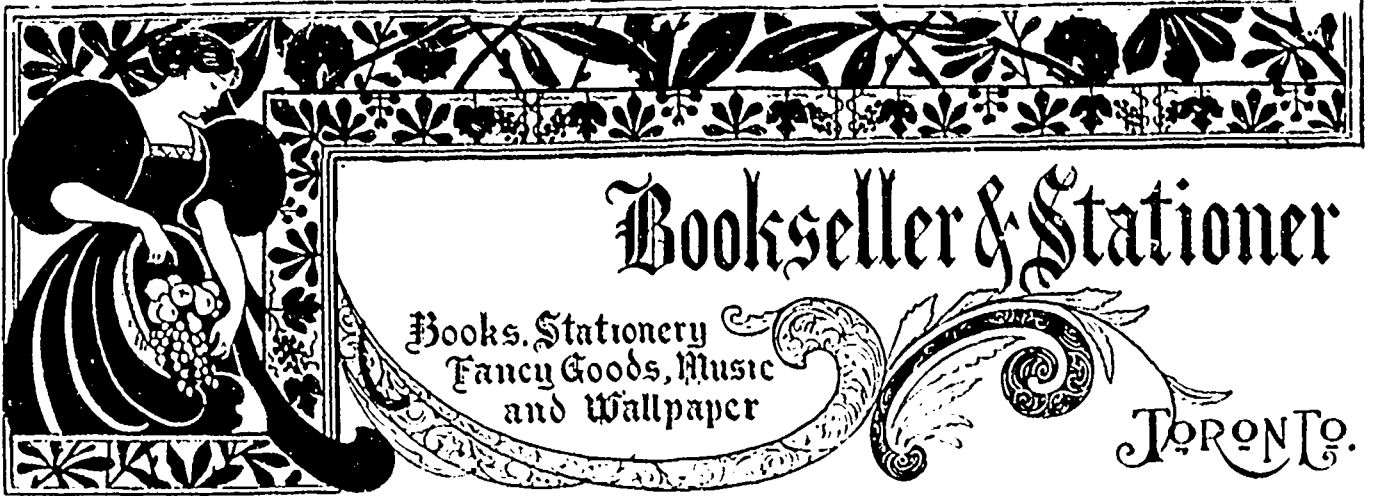
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Vol. XV.

TORONTO, CANADA, MARCH, 1899.

No. 3.

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**CURRENT NOTES.**

PROBABLY the most talked of bookseller at the present moment is Mr. John Kensit, who has a little shop in Paternoster Row, London, and who publishes religious works. His fight against ritualism has made him and his bookshop famous. It has been sought to make game of Mr. Kensit, but it is doubtful if a man of no ability could have carried on a controversy so fearlessly and roused so powerful an agitation. A correspondent who went to interview Mr. Kensit, gives the following description of his place: "It is a stuffy little place, with a door barely large enough to admit one undersized person at a time,

and with four persons inside the place is crowded. Every available inch of space on counter and shelves is covered by pamphlets and books on religious subjects, while requisition has been made upon nearly half of the meagre floor space for the same purpose. To reach Kensit a correspondent was forced to climb a dark, dusty, tortuous set of stairs, creaking at every alternate step. Then, at the top, seated in a cubby-hole, engulfed in a flood of letters, was the tradesman who has roused to open warfare the best of militant aristocracy in religious England."

It is reported that Sir Oliver Mowat, Lieutenant-Governor of Ontario, is writing his reminiscences, which include some of the most important political events in Canada since 1860, with a view to future publication. The paper read by Sir Oliver several years ago, at the unveiling of the Macdonald monument in Hamilton, showed him to possess considerable talent for literary work in the form of political autobiography. He is said to have preserved a great deal of valuable correspondence.

A well-arranged window for Easter trade repays the trouble and time spent upon it. The city dealers are making a point of doing this, and there is no reason why the town and village dealer should omit it.

Although trade during January and February has been quiet, in fact, the usual lull after the holiday business, the reports indicate a fairly well-founded expectation of good Spring trade. The demand for the better grades of stationery is reported satis-

factory by city dealers, while, in books, sales of fiction have been large. The January book imports show a total of \$66,000, compared with \$53,000 in January, 1898, and \$50,000 in January, 1897.

With the improvement in business, those who need new office specialties are more likely to buy them if the dealer pushes for the trade. To wait until the people come in to buy them means that you will probably lose the trade. In connection with school supplies, school prizes, etc., the business must be sought. The local dealer has a right to complain if his fellow taxpayers send trade to the city, but he must be out and after it.

The Montreal booksellers say that there is an undoubted falling off in the sale of American magazines. The Canadian public are so weary of war stories and experiences of "heroes" that they turn in disgust from the interminable tales of Dewey and Hobson, Santiago and Manila, with which even the best monthlies published in the United States are filled. As a consequence, the sales of The Canadian Magazine and some English periodicals are booming. The "Canadian" is always interesting, and its freedom from blood and thunder stories and touching references to "old glory," is refreshing to magazine readers in this country. Harmsworth's magazine is selling fairly well in this country, and Cassell's new illustrated penny monthly seems likely to be popular here. "Physical Culture," Sandow's paper, is said to enjoy a fair circulation, and some other Old Country papers are coming to the front in Canada.

### "BLACK AND WHITE."

VISIT TO CANADA OF THE PAPER'S PUBLISHER, MR. W. J. P. MONCKTON.

CANADA had a visit last month from Mr. W. J. P. Monckton, publisher of London Black and White, the artistically illustrated English weekly (the Christmas number of which sells so largely here). Mr. Monckton is a jolly Englishman, friendly to his colonial brethren, and what is called a Britisher to the backbone. He is convinced that there is a good field here for the weekly issues of Black and White, and his company think of developing this market to its fullest extent. Talking to BOOKSELLER AND STATIONER, he said. "I see no reason why English papers should not sell more largely in Canada, and the success of the Black and White's Christmas issue is one indication that. One factor is quick delivery, and, if you had your proposed fast line, so that the English mails would arrive in this country twenty-four hours ahead of the mail service to New York, you would find not only more demand for English papers, but also, to some extent, Canada would become a point of distribution for the United States. Apart entirely from the newspaper interest, the fact that you possessed the fastest Atlantic steam service would direct the attention of Englishmen to Canada as few other things could do."

I drew Mr. Monckton out to talk of Black and White, as a matter of interest to our news agents and booksellers. He responded with due modesty. The paper has scored a wonderful success in Great Britain, both from the quality of its literary contents and its fine colored and other illustration work. Presses are now being put in to do printing in five colors. Experts are sent periodically to all the world's printing centres, so that the latest ideas may be known and adopted. The paper's artists are men of note and talent, who are sent out as war correspondents and on other missions, so that the paper is abreast of its competitors in every respect, and ahead of them in some. Extra colored plates, or reproductions of wood cuts or sketches are often given away with the ordinary issues of the paper, while the corps of writers contribute articles to suit the character of a first-rank illustrated English weekly. I assured Mr. Monckton that several colored plates which Black and White had published during the past few years made the paper known from ocean to ocean. The magnitude of the English

market for papers and periodicals, and the complete system of distribution by news agents and bookstalls all over the Kingdom did not induce Mr. Monckton to belittle Canada, which he thought was full of possibilities in these directions.

"It seems to me," he continued, "that the English papers which would sell in Canada are those which meet Canadian tastes. Why blame Canadian dealers for not making a market for English papers which, no matter how cheap, are not really what Canadians want?"

In this and other ways, the genial publisher of Black and White showed his powers of shrewd observation and, during the weeks spent in Canada, he must have acquired a good idea of the extent and



W. S. DINGMAN,

Editor of The Stratford Herald, and President for 1899 of the Canadian Press Association

nature of the demand in this country for papers and periodicals. The Black and White establishment is also noted for its half-tone reproductions of photographs, and a series is now being issued dealing with the war in the Soudan. Each part contains a number of photographs, original and interesting, taken by the camera of the artist who accompanied the Kitchener expedition.

As BOOKSELLER AND STATIONER goes to press, it is informed that the visit of Mr. Monckton has resulted in the completion of arrangements for the issuing of a 15c. edition of that popular weekly, in this country and the United States. The edition

will be fully returnable to the Montreal News Co. and the Toronto News Co., who are sole agents for Canada. They are distributing thousands of sample copies and generally endeavoring to largely increase its sale.

### SOME MINOR ENGLISH FICTION.

LONDON, Feb. 25, 1899.

Messrs Sands & Co. will publish almost immediately a new collection of short stories dealing with West Indian life, by Eden Phillpotts, author of "In Sugar-Cane Land." The book will be published under the title of "Loup-Garou."

At the end of this month a new detective story, entitled "The Garden Court Murder," by Burford Delannoy, author of the "Missing Cyclist" and other stories, will be issued by Mr. W. J. Ellis, printer and publisher, of Southend.

Miss Mary Findlater's new story, "Betty Musgrave," was published by Messrs Methuen on the 23rd. inst. The heroine is a charming girl, who, fitted to shine in the higher spheres, is fated to be the companion of a demoralized mother. Miss Findlater's first novel, "Over the Hills," was published two years ago.

The new novel upon which Mr. Arthur Morrison has been engaged for some little time is to be entitled "To London Town." It will be published in book form by Messrs Methuen & Co. at an early date.

"The Lady of Griswold" is a highly romantic novel by Leonard Outram, recently published by Messrs Greening & Co. The story tells of a charming young wife who develops insanity, but is happily restored to reason and the arms of her devoted husband. A chain of cleverly contrived and dramatic incidents leads up to this; and some strongly drawn characters are introduced. The novel is, however,

scarcely a pleasant one to read. Not even the plentiful accessories of wealth relieve the horrors and unhappiness that are unfolded before the beautiful lady of Griswold comes to joy at last.

### THE E. B. EDDY CO., LIMITED.

At the annual meeting of The E. B. Eddy Company, Limited, in Hull, satisfactory reports were read and adopted, and the following officers reelected for the current year: President, E. B. Eddy; vice-president, S. S. Cushman; secretary-treasurer, W. H. Rowley. During the year ended 31st December last the turnover was \$1,800,000.

## BOOKS AND PERIODICALS.

### "DAVID HARUM."

A NEW book has come—a rare event, be it said, for it is but seldom that in these days one story rises above its fellows so as to set the public talking. Edward Noyes Westcott accomplished this when he wrote "David Harum," but the poor fellow died without knowing it. Before his book had reached the public the gifted writer had laid down his pen forever in the silence of death. His publishers—The D. Appleton Co.—did not at first appreciate fully the value of this book, and, for a time, the orders came in but slowly. Then, when the people got to reading it, laughing over its quaint humor, and telling its good things to their friends, the orders changed at once from half-dozens to half-hundreds, then to lots of 250 to 500 copies at a time. In one day orders amounting to more than 1,400 copies were received. The press reviews then began to appear. The Philadelphia Item gave Westcott his place in American writers "as a humorist next to Mark Twain, as a master of dialect above Lowell, as a descriptive writer equal to Bret Harte." The Boston Literary World declares the story "true, strong and thoroughly alive with a humor like that of Abraham Lincoln and a nature as sweet at the core."

Mr. R. G. Wyncoop, of J. G. Foster & Co., Toronto, was an intimate friend of Mr. Westcott's. From him we learn that the author of "David Harum" was a native of Syracuse, N.Y., and in that city he spent most of his life. As a student he showed grand promise, and, though this book was his only literary work, and was undertaken when illness had forced him to lay aside the duties of active business life, he was known to be possessed of more than ordinary ability.

Mr. Forbes Hurmans, in an introduction to the story, writes of Mr. Westcott: "Nearly all his life was passed in his native city of Syracuse, and, although banking and not authorship was the occupation of his active years, yet his sensitive and impressionable temperament had become so saturated with the local atmosphere, and his retentive memory so charged with facts, that when at length he took up the pen he was able to create in David Harum a character so original, so true and so strong, yet withal so delightfully quaint and humorous, that we are at once compelled to admit that here is a new and permanent addition to the long list of American literary portraits." David

Harum, the old country banker, he describes as "dry, quaint, somewhat illiterate, no doubt, but possessing an amazing amount of knowledge not found in printed books, and holding fast to the cheerful belief that there is nothing wholly bad or useless in this world—or, in his own words: 'A reasonable amount of fleas is good for a dog—they keep him from broodin' on bein' a dog.'"

Mr. Hurmans further remarks: "The genial humor and sunny atmosphere which prevades these pages are in dramatic contrast with the circumstances under which they were written. The book was finished while the author lay on his deathbed, but,



S. FRANCES HARRISON

Mrs. Harrison was known to the reading public for years as a writer of charming verse, before she essayed the novel "The Forest of Bourne Marie," which has been so favorably received during the past few weeks. The book appeared in Great Britain, as well as in Canada, and critics there approve of it. The Edinburgh Scotsman remarks: "The author has been clearly fortunate in having acquired a first-hand acquaintance with the French-Canadians of the remote parts and in her delineations of character, no less than in her sympathetic descriptions of the subtle influences of the forest primeval, one feels that she is true to nature." The Canadian press comments were equally appreciative. The Toronto Globe said: "Very wisely has the author gone to the fertile field of French-Canadian romance for the material of her first serious work in prose. It is a field she has carefully studied. . . . Her temperament and creative gifts peculiarly fit her to deal with the picturesque local types and elusive national traits of the people. The English edition was brought out by Mr. Edward Arnold, the Canadian by George N. Morang & Co.

happily for the reader, no trace of his suffering appears here. It was not granted that he should live to see his work in its present complete form, a consummation he most earnestly desired."

From the introduction we learn that Edward Noyes Westcott was born September 24, 1847, and died of consumption March 31, 1898. This, his one and only book, is likely to keep his name alive for

long years to come, if it does not, indeed, give it permanent place on the honor roll of American literary genius.

Wm. Briggs has secured the book for Canada, and has placed a very neat edition, in paper and cloth, on the market.

### G. N. MORANG & CO.'S NEW BOOKS.

Canadian readers have not been slow to recognize the value of Robert Barr's historico-romantic story, "Tekla," which is satisfactory both from a patriotic and a literary point of view. It is something in these days to have a thoroughly clean and healthy book that can be placed in the hands of young people with the certainty that it will entertain and interest. Not for one moment is it suggested that "Tekla" is of the goody-goody order, or the kind of novel which appears to be made up from a ready-made assortment of incidents kept in large bins by the industrious novelist and worked up at the rate of so many yards a day. "Tekla" was written after Mr. Barr had made a journey up the Rhine, and had become impressed by what may be called the mediæval spirit of the old castles of a by-gone time. He has endeavored to reproduce for us some of the uncompromising and brutal sincerity of a period when men were used to hard blows rather than to fine words, and he has done it in a way to excite our admiration. The book will, no doubt, be a seller for some time to come.

Everyone has been glad to welcome a new novel from the brilliant and cultured pen of our countryman Charles G. D. Roberts, and it may be said that nobody will be disappointed who reads his new story "A Sister to Evangeline." It deals with Nova Scotia in the days when it was known as Acadie, and there were struggles between the French and English, already so well-known through Longfellow's well-loved poem. We have the familiar setting of the village of Grandpre, the Basin of Minas, and the River Gaspereau, but for all that the story strikes a new note. The heroine, Yvonne de Lamorie, has a charm entirely her own. The love passages are intensely real and genuine, and would give freshness and a new interest to any background, however well known. The tale is charming in style opening with the sweet odors of the apple blossoms, warming up to controversy, political strife, and actual warfare, and closing again when peace is once more over the land. Yvonne is a lively woman, who, with her woman's perversity, insists that her duty must be at variance with her inclinations, but at the last moments with woman's impulsiveness she cuts the gordian knot that binds her and turns sharply away from the threatened wreck of her peace and happiness. The book is

BOOKS AND PERIODICALS—Continued.  
attractively made, with faultless typography, and the entire get up—it is deckle edged, with gilt top and a modestly artistic and tasteful binding—does credit to the house of G. N. Morang & Co., by whom it is issued.

Morang & Co. also announce a Canadian copyright edition of "The Black Douglas," by S. R. Crockett, which is undoubtedly a story that the public will take with some rapidity. The author has evidently been trying his best to come up to his compeers, who have found a prolific field in the period of a couple of hundred years ago, and in this story he certainly displays a return to his best form. More care is displayed in the narration, and more thought has evidently been given to the general plan of the book. He has one or two strong characters, and his management of the old-time language and ways is decidedly clever. He has sat at the feet of Sir Walter Scott rather than at those of Gilbert Parker or Stanley Weyman. He has two beautiful heroines and one most pernicious villain—the Black Douglas, one of the bad men of history, whose career and evil doings he describes with great vividness. This is a volume that the trade should give a hearty welcome to, as there is every reason to suppose there will be a brisk demand for good work on the part of so well-known a writer.

"The Modern Reader's Bible," edited by Prof. Richard G. Moulton, of the University of Chicago, has already made a favorable impression. It is a series of works from the sacred Scriptures, presented in modern literary form. Morang & Co. announce what may be described as a children's number of this series in the shape of a neat little squarish 16mo. volume, which retails for 50c. It is called "Bible Stories," and the narratives which make the text are in the language of Scripture, altered only by omissions. This volume refers to the Old Testament, and there will be another relating to the New. Each period is represented by its most important stories. The use of this kind of book is that it forms an interesting reading book, which the reader can go straight on with without being restricted by the arbitrary division into chapters and verses. There can surely be no question that these classical stories of Biblical literature should have a place in all education, whether of the home, the Sunday school, or the instruction usually termed secular.

"The Life of Jane Austen," by Prof. Goldwin Smith, was published some time ago in England, where it was most favorably received as the best book on the life and works of the famous authoress yet issued. Morang & Co. have brought out this interesting literary work in a

special library edition, which all interested in literature may be expected to buy. Its accomplished author has brought to his task a fulness of information and a critical insight that enable him to deal most successfully with his theme.

"The Lyrics of Lowly Life," by Paul Lawrence Dunbar, have been well received by the Canadian public, who are not slow to recognize poetic talent, combined with sympathetic insight, even when presented in the form of verse. Morang & Co. now announce a Canadian edition of Mr. Dunbar's latest little book, "Lyrics of the Hearthside," of which it may be predicted that it will at once assume a position of appreciation among Canadian readers. The genius of the young poet finds food for his poetry, as the title indicates, in homely themes, but he has also, in this little volume, several poems of strength and beauty, which may well take their place among the best efforts of modern poets.

#### FLEMING H. REVELL CO.'S BOOKS.

Some notable books have been published during the month by the Fleming H. Revell Company, of Chicago, New York, and Toronto. "The Redemption of Africa," announced some time ago as in preparation, is now ready. It is a handsome work in two large 8vo. volumes and retails at \$4 per set. The author, Frederick Perry Noble, is one of the best qualified men to write on this subject, having been secretary of the Chicago Congress on Africa in 1893. The book is rich in illustrations, maps, and statistical tables.

Other volumes in missionary literature which have been issued are, "Our Sisters in India," by Rev. E. Storrow, illustrated, 12mo. cloth, \$1.25; "Missionary Expansion since the Reformation," by Rev. J. A. Graham, with eight colored maps and 145 illustrations, 12mo. cloth, \$1.25; "Across India at the dawn of the Twentieth Century," by Lucy E. Guinness, illustrated with maps and diagrams, 4to., cloth, net, \$1.50.

They have also issued, in the stories of missions series, "In Africa's Forest and Jungle, or Six Years Among the Yorubans," by Rev. R. H. Stone, illustrated, 12mo., cloth, \$1, and the "Transformation of Hawaii," by Belle M. Brain, illustrated, 12mo., cloth, \$1. All of these books are very well got up and ought to have a large sale. This firm announce a steadily increasing demand for George Adam Smith's "Life of Henry Drummond," the reviews of which in all the papers have been so favorable.

#### CHEAP FICTION FOR SUMMER SALES.

The Montreal News Co. have an extensive literary bill of fare this month for their

retail friends. They have completed arrangements whereby Street & Smith's 10c. libraries of high-class fiction. "The Eagle," "Magnet" and "Arrow" can be supplied to the trade at the same discount as is given in New York. This has already given a decided impetus to the sales and a steady increase is looked for. These libraries include novels by such writers as Nathaniel Hawthorn, Marie Corelli and Wilkie Collins.

Their 50c. edition of Corelli's "Barabbas" is out. It is neatly bound in red, the type is clear and the general appearance extremely attractive. An illustrated edition of Anthony Hope's "Phroso," got up in somewhat similar style to sell at the same price, has just been issued.

Twenty-five-cent editions of "The Whirlpool," by Gissing, "The Mistress of the Mine," by Robert Barr, "Dr. Luttrell's First Patient," by Rosa Nouchette Carey, Robert Barr's "Mutable Many" will be issued within a few days. They are said to be well gotten up, and are likely to be rapid, successful sellers.

#### HISTORICAL PUBLICATIONS.

The third annual volume of "Review of Historical Publications Relating to Canada," edited by Prof. Wrong and Mr. H. H. Langton, Librarian of Toronto University, has been issued from the press of William Briggs. Typographically it is a very fine piece of work. The literary and critical material is valuable and entitles the volume to rank as a permanent work of reference. It is sold retail in paper covers at \$1, and \$1.50 in cloth.

#### TWO 50c. NOVELS.

The Montreal News Company and The Toronto News Company have just issued in paper (50c. each) two entertaining novels by popular English women writers. The first is "Margaret Wynne," by Adeline Sergeant. Bayard Lestrangle, the hero of the tale, is suspected by his father, Sir Jasper, of stealing a large sum of money from him. The real culprit is Bayard's sister-in-law, the wife of his dead brother. She, a mischievous and erring woman, has taken the money to buy off her first husband, an American adventurer, who is still alive. Finally Bayard and his fiancée, Margaret Wynne, save this man's life (he has come to England). He does tardy justice, and Bayard is cleared. The other novel is "Brown, V.C.," by Mrs. Alexander, author of some of the most acceptable novels in current fiction. It is written in the clever, refined style which marks this writer. Young Brown, about whose birth there is a mystery, enlists in a cavalry regiment and wins renown and a commission

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is Highly Esteemed by the Public, and consists of first-class 50-cent novels; a fresh one on the 15th of each month.

## GEORGE N. MORANG & COMPANY, Limited

PUBLISHERS

90 Wellington W. - TORONTO



**BOOKS AND PERIODICALS** Continued. during a campaign in India. Being drafted to an infantry regiment stationed in England, he mingles with the country society near the headquarters of the regiment. He becomes attached to a great heiress, an orphan, who scandalizes her friends and family by becoming engaged to him. By a chain of circumstances, not more romantic than peerage cases of recent years, Brown, V.C., is shown to be the real owner of his fiancée's estate and the heir to the title.

The same publishers are bringing out immediately, in a similar edition, Mrs. Crocker's latest novel "Infatuation."

#### THE COPP, CLARK CO.'S, NEW BOOKS.

Several notable novels will shortly be placed on this market by The Copp, Clark Co., and bid fair to secure a large slice of the favor which books appearing in the Spring season are apt to receive all through the Summer. Perhaps the most noteworthy of these is "The Span o' Life," by Wm. McLennan, of Montreal, and Miss McLlwraith, of Hamilton. This story has been running in "Harper's," and this very fact is a proof of its excellence, while Mr. McLennan's talent is already recognized in the world of letters. His facility for drawing the necessary setting of an historical tale is well known, and the joint authorship has enabled him to weave in that vein of sentiment which does much to popularize a novel now-a-days. The hero is defeated with the Clans at Culloden, afterwards goes to France and finds his way in the French service to Cape Breton. When Louisburg capitulates he makes his way to Quebec, so that we have a touch of Canada, at a very interesting page of its history, in the story. It will be issued this month in a handsome volume with twenty nine full page illustrations, and the story is over three hundred pages in length. It will issue in paper at 75c. and in cloth at \$1.50.

Another new novel this month is "John Burnet of Barns," by Ino. Buchan. It is a tale of the closing years of the 16th century, about the period of the English Revolution in 1688. Burnet is a relative of the famous bishop, historian and friend of William of Orange. He is a young Scotch laird of studious tastes and through the machinations of a wicked cousin is involved in all sorts of difficulties, while his lady love is threatened with danger from the same quarter. Burnet returns to Scotland to find his property confiscated, his love abducted, and he is forced to become a vagabond himself. His difficulties under the guise of a gypsy are interesting and the culmination satisfies both justice and sentiment. The book will be issued in paper at 50c. in cloth

at \$1.25, and is four hundred pages in length.

Two books are announced for April which are likely to take a prominent place in the fiction of the year. First in order of merit, perhaps, to a certain class of readers is the new work by Miss Beatrice Harraden, authoress of "Ships that Pass in the Night." This is the first book which she has written for a long time and it is said to be regarded by herself as her very best work. Over two years have been spent in carefully preparing it for the press, so that it is not being produced, as so many novels are now-a-days, at lightning speed. The scene is laid in England and like the famous "Ships that Pass in the Night" it is a study of character. The title is "The Fowler" and there is a motto which may be used as a sub title, namely, "I, too, have passed through Wintry terrors." The book will appear some time in April, in paper, at 75c.

Max Pemberton's latest novel, "The Garden of Swords," which has been running serially in Munsey, will also appear in April, the Canadian edition being issued at 75c. in paper and in cloth at \$1.25. It is in his strong and vigorous style and embodies episodes in the Franco-Prussian War. The popularity of this writer is evidenced by the fact that 15,000 copies of his recent novel, "Kronstadt," have been sold in England, and there can be little doubt that there will be a large Canadian sale for "The Garden of Swords."

"The King's Rivals" is a quaint, pretty story of Charles II., but with a very whole-

some tone. The son of an English duke takes his young son across the seas to visit the family's estates in Virginia. The vessel is wrecked, and the son, a boy of 12, alone is saved, but his memory is gone. A kind sea-captain befriends him, and together they go to England in search of the lad's inheritance. He recovers his memory, is acknowledged by the family, and, marrying a youthful playmate, settles down to spend a contented life in Virginia. The story is well told, the language and manners of the period being reproduced without literary affectation.

#### WILLIAM BRIGGS' NEW BOOKS.

The publishing house of William Briggs, whose imprint is a familiar one in Canadian libraries, is to be congratulated on the splendid list of forthcoming books shown this Spring. The selling qualities of the books are attested by the names of such popular writers as Charles M. Sheldon, Harold Frederic, A. W. Marchmont, Florence M. Kingsley, Amelia E. Barr, Ellen Thorneycroft Fowler, Dr. Barry, Grant Allen, and others. New names are those of Edward Noyes Westcott and Henry Cecil Walsh. The latter one, we predict, will yet loom large in Canadian literary annals. In the list we also note, and with no little pleasure, Dr. Rand's promised collection of lyrics, drawn from the best work of our poets, past and present, under the taking title of "A Treasury of Canadian Verse."

Of last year's English novels, one that

## SPRING ANNOUNCEMENT

— OF —

## THE COPP, CLARK CO., LIMITED

A Notable Canadian Romance

# THE SPAN O' LIFE

A Spring Romance of the French and Indian War. By **WILLIAM McLENNAN**, of Montreal, author of "Spanish John," and **MISS J. N. McILWRAITH**, of Hamilton. With 29 illustrations by E. de Murbach. Paper, 75 cents; cloth, \$1.50.

**JOHN BURNET OF BARNES.** By John Buchan. Paper, 50 cents; cloth, \$1.25.

**SWALLOW.** A Tale of Beers and Kalhrs in South Africa. By H. Rider Haggard. Paper, 75 cents; cloth, \$1.00.

**THE GARDEN OF SWORDS.** A Story of the Franco-Prussian War. By Max Pemberton, author of "A Woman of Kronstadt." Paper, 75 cents; cloth, \$1.25.

**MISS CAYLEY'S ADVENTURES.** By Grant Allen. Paper, 75 cents; cloth, \$1.00.

**THE FOWLER.** By Beatrice Harraden, author of "Ships that Pass in the Night." Paper, 75 cents; cloth, \$1.00.

**THE SILVER CROSS.** By S. R. Keightley, author of "The Crimson Sign," and other historical novels. Paper, 75 cents; cloth, \$1.25.

**THE COPP, CLARK CO., Limited**  
...Publishers... **TORONTO**

# These Books are Money Makers.

Canadian Edition.

**'David Harum,** The book of the month

BY EDWARD NOYES WESTCOTT

Paper 75c.; Cloth, \$1.25.

"We give Edward Noyes Westcott his true place in American letters—placing him as a humorist next to Mark Twain, as a master of dialect above Lowell, and as a descriptive writer equal to Bret Harte, and, on a whole, as a novelist on a par with the best of those who live and have their being in the heart of hearts of American readers. If the author is dead—lamentable fact—his book will live."—Philadelphia Item.

Canadian Edition.

**Flashlights on Nature**

BY GRANT ALLEN

Illustrated by Frederick Enoch.

Cloth, \$1.25.

This is a fascinating book, in which Grant Allen raises the curtain on some of Nature's mysteries.

Mr. Allen, as his story of 'The Great Taboo,' and other tales have shown, is not only a trained observer, but has the powers of apt illustration and fitting comparisons. His story of 'Rosalind, the Spider,' how she builds her web, catches living food, changes her clothes, accepts and rejects her suitors is told with many pleasantries and some philosophy. 'Marnage among the Clovers' is an interesting chapter of the fertilization and reproduction of plant life, which makes it appear that maternal solicitude is not confined to animal life. The wasp is cleverly described as 'The First Paper Maker,' and Mosquitos as 'British Bloodsuckers.'

The book is copiously illustrated and bound in imitation of natural wood.—The Buffalo News

Second Edition

**"A Veteran of 1812"**

The life of Lieut.-Col. James FitzGibbon

BY MARY AGNES FITZGIBBON

Cloth, \$1.00.

"We welcome the second edition of this interesting work. We feel that they are performing a patriotic duty who put in available and permanent form the records and incidents of the early days of the country. Few more striking or lovable figures than FitzGibbon played a part in the Canadian Drama in the opening years of this century."—Mail and Empire.

Canadian Edition.

**The Butterfly Book**

A popular guide to a knowledge of the Butterflies of North America

BY W. J. HOLLAND, LL.D.

Cloth, \$3.00.

Hitherto the vast number of young people who begin collecting insects have had their enthusiasm sorely chilled by their inability to find names for their specimens, and have in consequence soon given up the pursuit in despair. Now there need be no difficulty as far as the butterflies are concerned.

In the handsome volume before us there are no less than forty-eight beautiful coloured plates, produced by a new process from photographic representations of specimens from the author's cabinets, and on them are depicted over a thousand butterflies belonging to 527 species.—Canadian Entomologist

**WILLIAM BRIGGS**

Publisher

29-31 Richmond Street West

TORONTO

most easily wooed the coy and elusive goddess of popularity was Ellen Thorneycroft Fowler's "Concerning Isabel Carnaby." There was a freshness about it and a piquancy of humor that won the reader at the first, and held him in a thrall he had no desire to break from. We are promised a new story by Miss Fowler this Spring, "A Double Thread," which will appear among William Briggs' Canadian copyrights. Miss Fowler is a daughter of Right Hon. Sir Henry Fowler, a leading member of the last Liberal Ministry. It may not be known to many of our readers that a half-brother of Sir Henry's, the late Rev. Robert Fowler, M.D., was, from 1853 until his death a few years since, a minister of the Methodist Church in Canada.

"A Dash for a Throne," the new story by A. W. Marchmont, author of "By Right of Swords," if judged by its title and the quality of the writer's previous work, promises to keep the reader's faculties awake. The Canadian market has been secured by William Briggs.

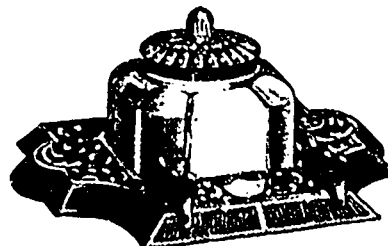
Amelia E. Barr's new story, announced among William Briggs' forthcoming books, has the odd title "I, thou and the Other one." This seems to be ringing the change on "We Three." It is said to be the best book the author has written since her "Bow of Orange Ribbon." Mrs. Barr's stories are always good reading, and easily hold to her a large circle of admirers.

William Briggs announces for April 15, a new story by Mrs. Kingsley, author of "Titus," "Stephen," "Paul," etc. This will be entitled "The Cross Triumphant," which name would indicate that the book follows up the popular series of which "Titus" was the first.

The Canadian market for Dr. Barry's new novel "The Two Standards," is in the hands of William Briggs. Dr. Barry is a distinguished Catholic priest, who has, for many years, been a frequent contributor to The Quarterly and other reviews of essays on topics, literary, philosophical and social. His work in journalism has been extensive, too, though mostly anonymous. His only previous novel, "The New Antigone," published in 1887, drew much attention to itself both in Great Britain and abroad. It has passed through many editions and is still in demand. "Dr. Barry lays marked stress upon style, and prefers to handle his theme romantically, holding that the novel is the one form in which tragedy now appeals to us, and that verse, however deep its influence as a lyrical power, does not now, when applied to a story, seem real enough to continue the great English traditions of the stage. He would, therefore, claim certain privileges of the prose poem for the romances which he has published and

# SPRING ANNOUNCEMENT.

Stock Taking finished.  
Stock in complete order.  
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We keep everything in this line, and are noted for the completeness of our stock

**Account Books**

This is a very special department with us, for nearly half a century improving and developing—all sizes, styles and prices—unsurpassed

**Leather Goods**

Since the fall have been busy engaged making new styles and designs. Will show some of the finest and newest goods ever produced.

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Unlimited supply of Leather, Cloth, Board, Thread, Marble Paper, and everything required by the trade

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This department has received special attention of late. Flat Papers, Printing Papers, Cardboards, Cards, Letter, Statement and Billheads

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For the trade. Blank Work, Letter Press, Ruling, Embossing, Gilding, etc. Near 50 years at the top

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Importing and Manufacturing Stationers.

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Toronto

BOOKS AND PERIODICALS—Continued.  
intends to publish. Perhaps this most distinct note is a passionate imagination, expressing itself in opposed groups of characters, and in a landscape which has a color of its own."

"THE MIRACLE AT MARRHAM."

A new story by Rev. Chas. M. Sheldon, with the above title, is announced for issue early in April. Profiting by experience, the author has arranged to have this book copyrighted in England and Canada as well as in the United States. To William Briggs has fallen the good fortune of the Canadian market, and we learn from him that the advance orders, already received, indicate that the first edition will be a very much larger one than has yet been required for any story issued in Canada.

When Mr. Sheldon visited Toronto in Jan. last, he gave a reading from this book at one of his meetings. He must have left the city with a conviction that, at least, one class of our business men were not lacking in enterprise or persistency. We have heard that while here he was beset night and day almost by some of the publishers. Indeed, it is stated as a fact that one enterprising firm had already put a considerable part of the book into type, taking it as the chapters appeared in serial form in *The Ram's Horn*.

The British public has taken but slowly to the Sheldon books, for it is only now that they seem to have really taken hold. But the hold is a strong one. The publishers are vying with each other in cheap editions, from 6d. up. The secular press is giving them no little attention. They say of "In His Steps" that there has been nothing like it since "Uncle Tom's Cabin."

Mr. Sheldon in his new story—the subtitle of which is "How Twelve Churches Became One"—deals with denominational rivalries and differences, and succeeds in at least one instance in bringing these in a harmonious union. It is the most striking thing he has written since "In His Steps."

ANNIE SWAN IN PAPER.

Oliphant, Anderson & Fernier, Edinburgh, have got out a nice 6d. paper edition of "The Gates of Eden," by Annie Swan, one of that prolific writer's most popular tales.

THE QUEEN ACCEPTS A BOOK.

Mr. Louis Rhead, who, in connection with his brother, George Rhead, of London, furnished the elaborate illustrations for the handsome edition of Tennyson's immortal "Idylls of the King," published by R. H. Russell, in New York, has in his possession the following acknowledgement from the Queen, which shows her regard for the un-

deniably clever and striking work which has made the decoration in this volume so effective:

"The private secretary is commanded to convey the Queen's thanks to Mr. Louis Rhead for his letter of the 3rd inst., and for the accompanying copy of his edition of Tennyson's 'Idylls of the King,' which he has so kindly presented to Her Majesty. Sir Arthur Begg is to add that the Queen prefers to keep the book in the ordinary binding, and will not trouble Mr. Rhead to send a specially bound copy."

CANADIAN AGENCY OF "CHUMS."

The Montreal News Co. have recently taken up the Canadian agency for "Chums," the popular English boys' annual, and can supply the trade with copies bound either in cloth or boards.

A 5c. LINE.

Frank Munsey, the noted magazine publisher, is placing a line of 5c. paper novels on the Canadian market. The books are all by good authors and are well printed and neatly bound.

GAGE'S FICTION SERIES.

An announcement of considerable interest to Canadian booksellers is the appearance of a new series in fiction from a well-known publishing house, which has not lately been placing books of this kind on the market. This series, known as Gage's Fiction Series, begins March 10 with a new novel called "Two Men O' Mendip," by Walter Raymond, and this will be followed at short intervals by books from well-known writers or by new men of promise. The prices of the series, as in all similar cases, depend upon the cost of the rights of the Canadian market. Messrs. Gage, however, are fortunately able to announce their first books in cloth at \$1, and in paper at 50c., which is the popular price in this market. It is intended that this edition shall be equal, in point of workmanship, printing and binding, to anything of the same kind produced either in London or New York.

"Two Men O' Mendip" is a pathetic story of the west of England, and retains somewhat of the flavor of Blackmore's famous novel, "Lorna Doone." Mr. Raymond contrasts the lawlessness of the miners with the peaceful living of the farming community, and the characters are drawn with acuteness and humor.

Regarding forthcoming issues, "As a Man Sows," by Wm. Westall, will appear about March 15. His books have a large sale in England, but we do not know that any Canadian editions have heretofore been brought out. The English edition is sold at 6s., but Messrs. Gage propose to issue it in cloth at \$1, and in paper at 50c.

Future issues include "Hugh Gwyeth, a Roundhead Cavalier" and a new work by Miss Dougall, whose books, "What Necessity Knows" and "The Mermaid," have obtained a wide popularity both in Canada and England. Her new work is "The Mormon Prophet," a remarkable historical novel, dealing with the strange happenings and adventures of the early Mormons. The character of Jos. Smith, the prophet and founder of the order, is drawn with great skill. Miss Dougall is a niece, we believe, of Mr. John Dougall, of The Montreal Witness. It is intended to include in the Gage series only clean, agreeable and promising books, and nothing of a doubtful or sensational character will find place in it.

A CATALOGUE WORTH SECURING.

The bookseller who keeps in touch with special publications should be able to effect many a sale which he might otherwise miss. One of these special classes of publications is law works. They appeal to only one class, but to a class of men whose very profession entails the necessity of their keeping up with the rapid change being made in their country's laws. It would be well, therefore, for all booksellers to secure a copy of the "Catalogue of Canadian Law Books," published by C. Theoret, the leading law publisher and bookseller of Montreal. This work includes a list of the various law books published by Mr. Theoret, and an alphabetical list of other Canadian, English and American law works. The publisher's address is 11 and 13 St. James street, Montreal.

"The **Hustler**"

**IS ALL WRITE**

No Blotting  
No Spilling  
No Spluttering

Nothing but Write, Write, Write.

**A First-Class Fountain Pen**

**AT A LOW PRICE.**

14 Karat Gold Point, Mottled Rubber Finish.

PRICE, \$12.00 PER DOZ.

The **COPP, CLARK CO., Limited**  
TORONTO.

# Gage's Fiction Series.

## "Two Men O' Mendip."

By Walter Raymond - - Cloth, \$1.00; Paper, 50c.

READY MARCH 10TH

A tale of Lorna Doon's Country. This is a pathetic story of Western England, in which the wild lawlessness of the miners is directly contrasted with the quiet home existence of the farming community. The characters of these simple-minded folk are drawn with humor and acuteness.

## "As a Man Sows."

By William Westall - - Cloth, \$1.25; Paper, 75c.

READY MARCH 15TH

Of Mr. Westall's previous work the "Speaker" says: "It is not too much to say that it is a book which places Mr. Westall in the first rank of living writers. It is brilliantly told. We believe that all reading this healthy and fascinating story will agree with us in our opinion of its merits."

## "Hugh Gwyeth: A Roundhead Cavalier."

By Beulah Marie Dix - - Cloth, \$1.25; Paper, 75c.

READY MARCH 20TH

This is a capital stirring novel of war and adventure which has the double advantage of appealing, not only to adults, but also to the youth and mature girl. It is a well constructed plot, and the story interest is increasingly strong, which quality is almost a supreme test of good fiction. The period is that of Charles I., as the title shows. The characters of the story are clear-cut, well sustained and with interesting individuality, while the novel itself is emphatically one of action and incident. Its atmosphere, its color and phrasing all belong to those great years in English History which witnessed the struggle between Cromwellian and Stuart forces.

### READY SHORTLY

"The Mormon Prophet," by Miss L. Dougall.

Author of "The Mermald."

"The Mandarin," by Carlton Dawe.

"The President of Boravia," by George Lambert.

"By Berwen Banks," by Allan Raine.

LIBERAL DISCOUNTS TO THE TRADE.

THE **W. J. GAGE CO.,** LIMITED

Publishers

TORONTO.

## WALL PAPER AND DECORATIONS

### THE SALE OF INGRAINS.

**T**HE WATSON FOSTER COMPANY have had an exceedingly large sale of ingrains during the past season. This is not to be wondered at as they had a fine showing of colorings all selected with great taste, but the strong feature is the friezes and ceilings which match the side walls. In our last issue we gave illustrations of some of the friezes, and we now have pleasure in showing a few of the ceilings, namely, Nos 726 and 700 (See page 13) The effects produced with these ingrain combinations are unexcelled for richness, elegance, and permanency. Dealers who have not yet placed their orders for ingrains or who wish to sort up their stock should write for samples.

### LEATHER COVERINGS AND WALL HANGINGS.

Some notable as well as novel features for wall decoration in beaten leather work are to be seen in the studio of May Rosina Prat, New York. The examples of her handicraft now approaching completion are wall panels, excellently adapted for use in halls, dining-rooms or libraries. These may be employed, if desired, in conjunction with hangings of paper, textile fabrics, or set into a frame of the woodwork finishing the room. It is stated that the leathers best adapted to decorative panels are cow skins, horsehide, calf and kip skin. These are not especially prepared for the work in the United States, and artists in this line find it difficult to obtain leather of a tannage that is sufficiently pliable for beating purposes. Germany and Sweden export the qualities most suitable for use great care being given to the preparation of the leathers in the countries mentioned. In making large articles, the process is slow and laborious, but the artist is sustained by the interest with which she may watch the design developing under the skillful use of the tools required. These tools may be few or many, depending mainly on the variety of background employed, and the implements that are necessary to carry out the design. Some dark leathers look very rich, and the artistic effect is enhanced by tasteful coloring and gold judiciously, and not too lavishly, applied. The light leathers lend themselves readily to the paler tints, and thus allow a wide range of uses for which the work is available besides wall panels. In Miss Prat's studio one finds screens, tables and chairs,

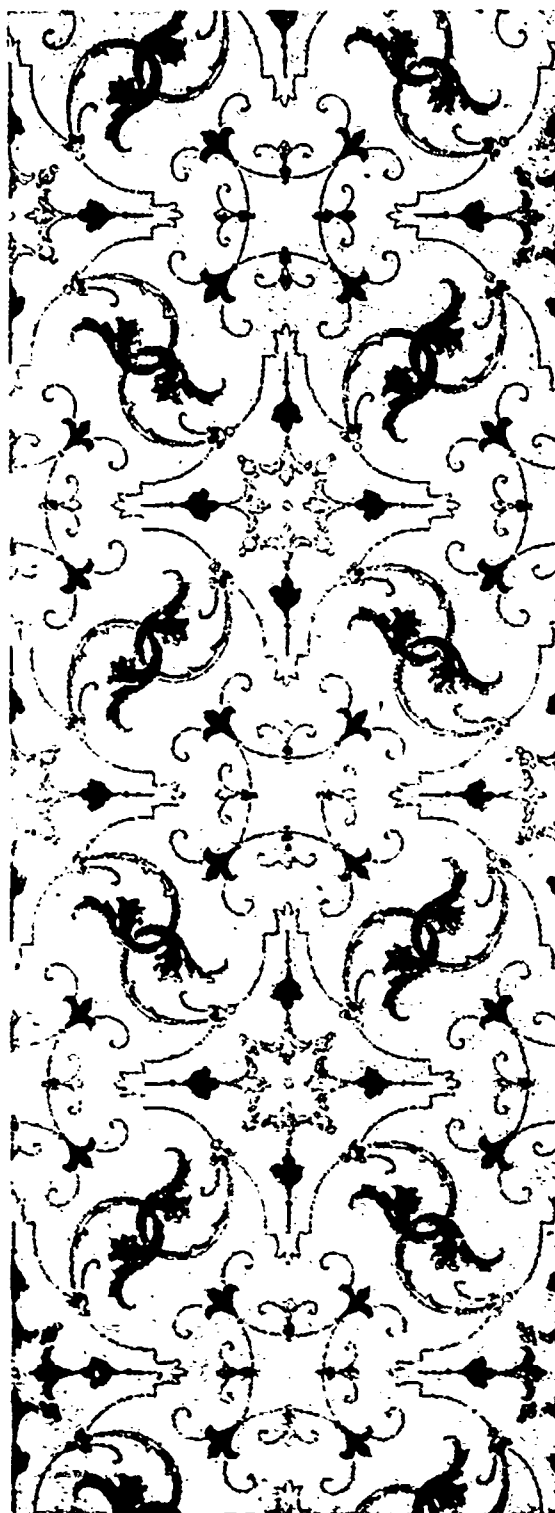
unique and beautiful, as well as overmantels and portieres that cannot fail to appeal to the artistic eye. All sorts of designs may be employed, flowers, conventionalized or otherwise, arabesques, scrolls, garlands, griffins and heraldic devices, all variously used as befits purposes, dimensions, personal fancies or other requirements. It may interest some to know that any article, well colored and finished, wears for all time, and the passing of years only produces an improving effect. The cost of panels suitable for walls or screens ranges in price anywhere from \$100 to \$500.

The application of beaten leather work to purposes of interior decoration is not yet widespread, and the cost of production will hardly admit of its coming into popular use, but its beauty, adaptability and suitability are accepted facts, and it has already been adopted in the homes of many persons of taste and means.

### INSCRIPTIONS ON WALLS.

The artistic value of inscriptions in house decoration does not seem to occur to the average house owner. Even an inscription over the hearth is rarely seen, but occasionally in country houses one finds a quaintly lettered greeting across the chimney front, and then one wonders why the custom is not more in vogue. Even the despised "Home, Sweet Home," which is so dreary when worked in worsteds or perforated cardboard, is glorified when it wanders in quaint gothic letters around the frieze of a living-room. One needn't resort to platitudes, for there are hundreds of charming phrases in praise of home, and the less hackneyed the quotation the greater the character it lends to the

room. These frieze inscriptions should be artistic in the highest degree or they fail utterly to be decorative, and call up memories of Bible class rooms. The background for the letters must be carefully chosen, and the letters themselves should be unique in design and color. A Boston artist has painted the frieze for his study, and has designed the letters



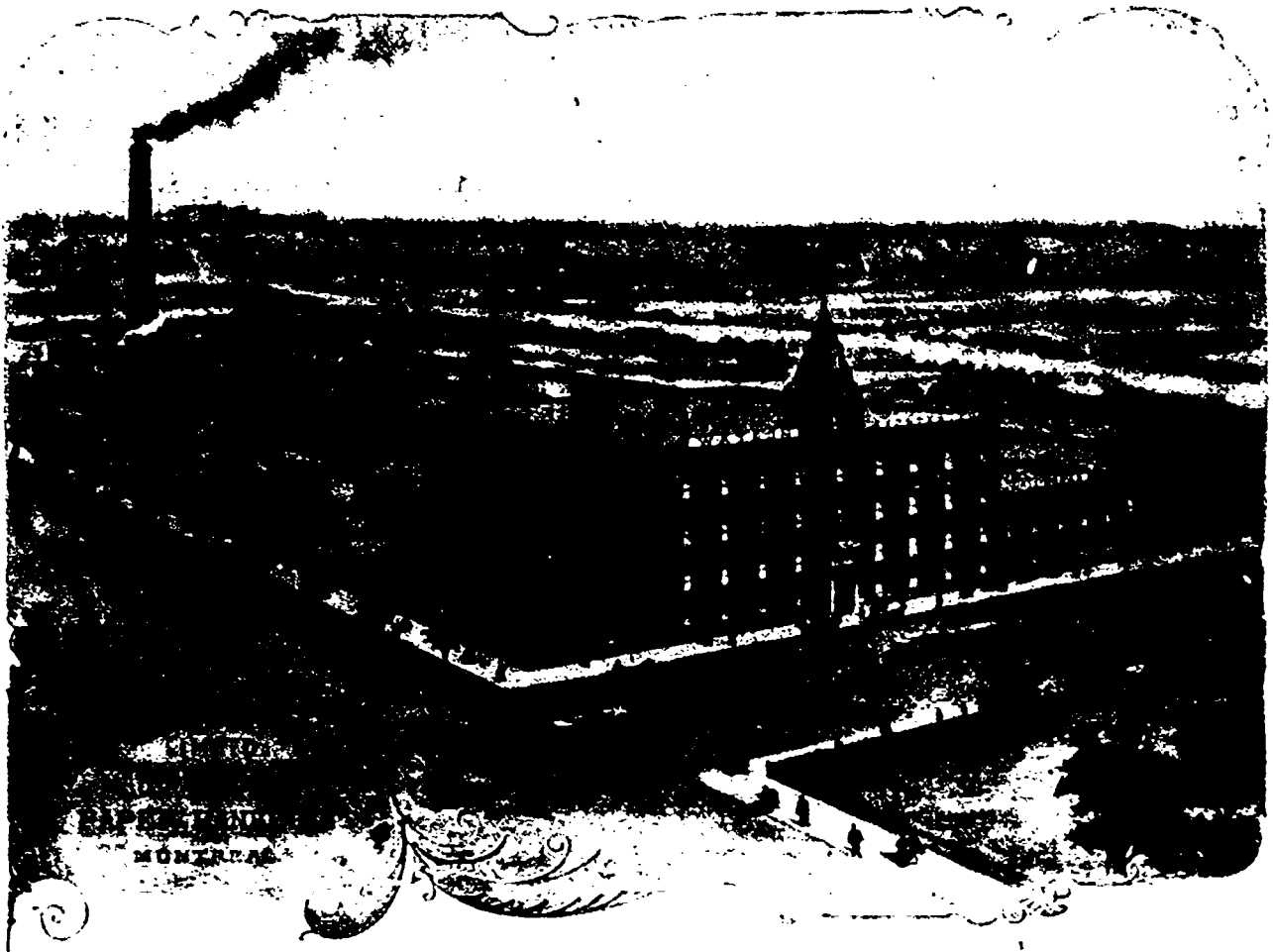
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Manufacturers of every grade of  
Wall Papers.

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The most modern Wall Paper Factory on the continent.

Output 60% of all the Wall Paper used in Canada.

116 complete new combinations to select from—the largest line in America.

Have you seen our samples?

If not, why not? They are worth seeing.

A post card will bring you a full set to select from.

The coming season is going to be a good one for Wall Paper dealers.

Your stock should be complete.

Write for samples while our popular lines are in stock. They are going fast.

**WALL PAPER AND DECORATIONS—Cont'd.** In the style of the old illuminated missals with a wealth of ornament and tracery for the initial letters. Such a frieze would be beyond the reach of inartistic or impecunious mortals, and they must content themselves with modified gothic letters, artistic as to color and form. The inscription should be appropriate to the place it fills and should wander around the frieze without punctuation in the old English or German fashion.

It is easy to find apt quotations for libraries, music-rooms and dining rooms, but the sententious sayings of the early English writers lend themselves more readily to the gothic lettering than modern phrases. Foreign quotations are often used, but it is doubtful wisdom to make the force of the sentiment a hidden quantity for many guests. A home in New Jersey has a great brick fireplace in the central hall, and across the chimney, in fantastic French lettering, runs this inscription: "Aux ames foi; aux amis foyers." ("For souls, faith; for friends, the hearthside.")

Another fireplace in Westchester bears the inscription from the old English:

The fire, logs, poker and the tongs,  
The bellows, with its brazen lungs,  
The wood, the ashes and the smoke,  
Do all to righteousness provoke.

In a picturesque old mansion in Connecticut the great living room has a wooden ceiling, and across each huge blackened rafter runs a gothic text. The letters are dimmed with age, but can still be read—and read with profit—by all the household. Each individual, or class of individuals, in the household has a special inscription. The texts are taken from "Ephesians" and are very much to the point.

"Children, obey your parents," commands the first rafter, severely; and rafter number two retorts:

"Fathers, provoke not your children to wrath."

"Servants, be obedient to them that are your masters," exhorts the third rafter, and the fourth adds:

"Ye masters, forbear threatening."

"Husbands, love your wives," has the fifth place, and on the sixth is:

"Wives, reverence ye your husbands."

It would be a terrible doom to live up to in these degenerate days, but perhaps households were better ordered in old times, and a family could live serenely in the society of such texts. It is to be feared that the tremendously decorative character of the inscriptions is what appeals to the present owners.

In an old house in a Philadelphia suburb

the dining-room is decorated with convivial invitations that trail in zigzag fashion, around mantel, doors and windows, and above the buffet is inscribed the immortal Sairey Gamp's admonition to Betsey Prig: "Wotever you do, Betsey, drink fair."

The billiard-room of the same house has a dull green wall, on which, inclosed in illuminated scrolls, are inscriptions relating to play.

The owners of a charming country house in New Jersey have sprinkled inscriptions liberally through the house, and carried the fancy even into the grounds. The sun dial, like all self-respecting sun dials, bears a quaint old comment on the flight of time. On the lawn is a picturesque summer-house, overrun by flowering vines, and there the women of the family are to be found any summer morning packing great baskets with flowers to be sent to a city flower mission. Around the wall of the summer-house one reads the appropriate inscription: "All ye little green things of the earth, praise ye the Lord."

#### WILL LEND CUTS.

M. Staunton & Co. have on many occasions been asked by their customers for cuts of some of their leading patterns for advertising purposes, which have always

## "STAUNTON" \_\_\_\_\_

**WALL PAPERS.** Have you a special job, and want special papers for it? We'll be glad to send you special samples in any of our lines at any time you'd like to make a special selection. The general verdict of the trade is, that for variety, quality and low prices, the Staunton papers lead the market. You can select a complete stock out of Staunton samples, and no stock is fully equipped without them.

**M. Staunton & Co.**

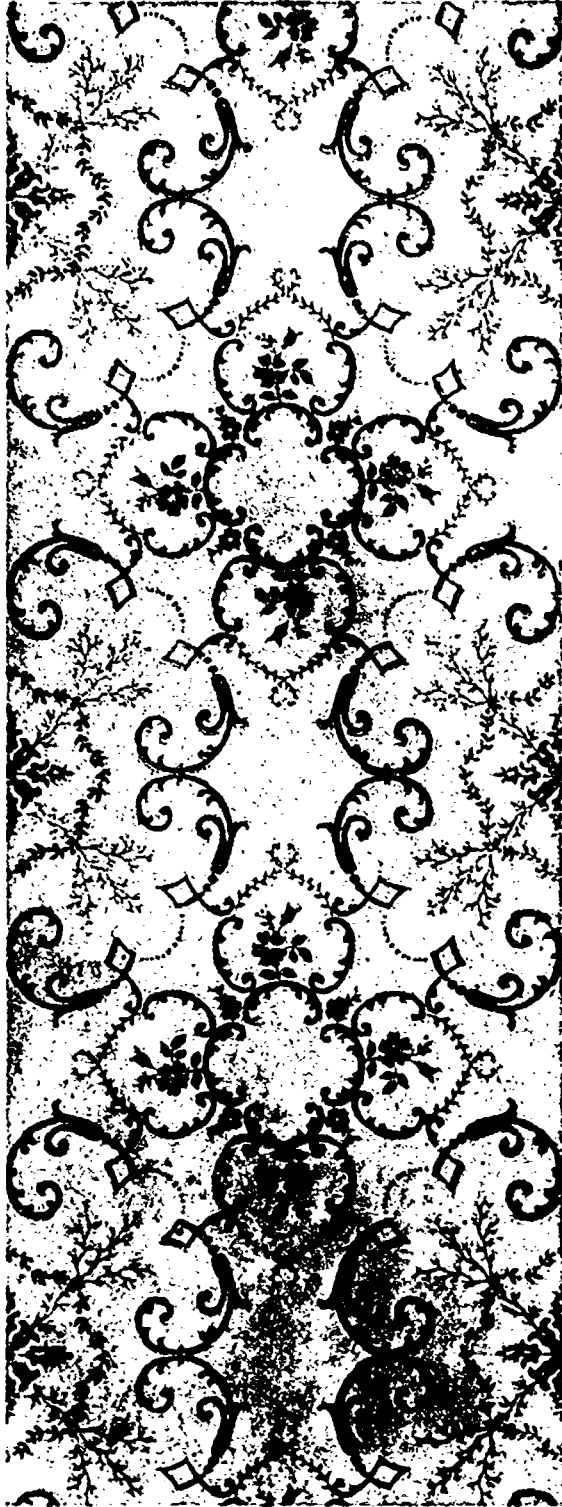
Manufacturers

TORONTO

*Revised  
March 1899*

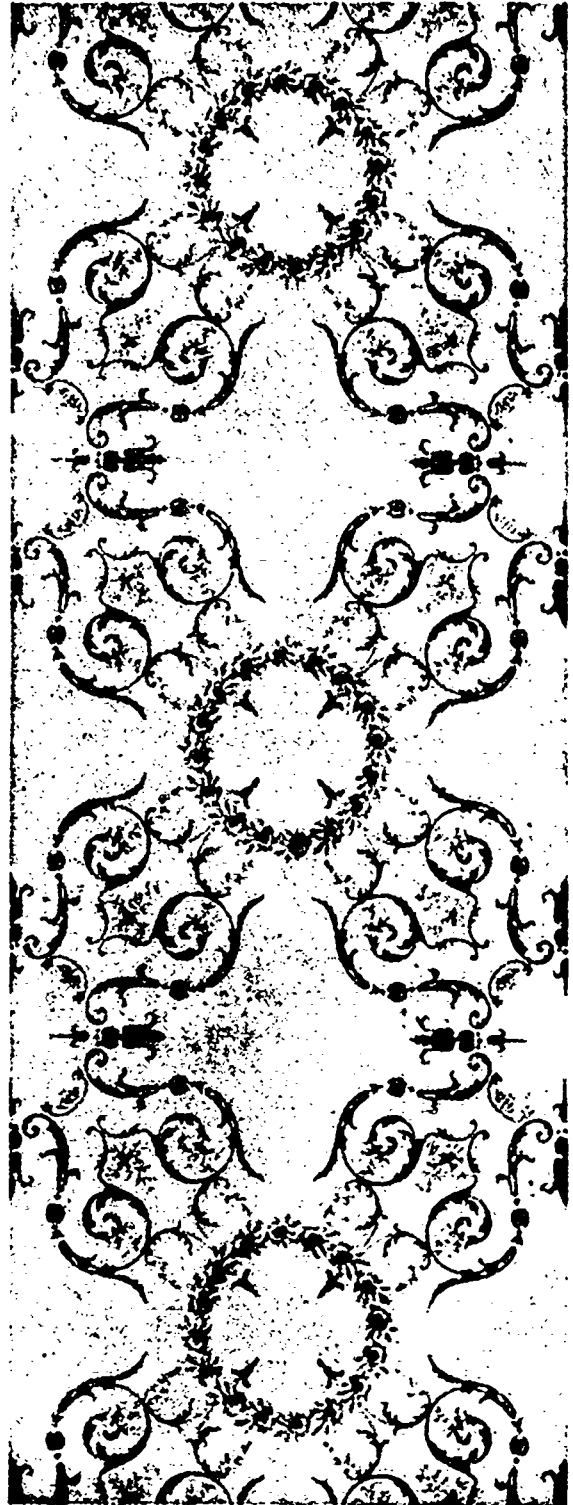
# The Watson, Foster Co., Limited

MONTREAL.



INGRAIN CEILING.

No. 726.



INGRAIN CEILING.

No. 700.

SEE PAGE 10



WALL PAPER AND DECORATIONS Cont'd. been cheerfully supplied. Recognizing this as a good idea, they have had some cuts prepared specially for newspaper advertising, which they will be happy to supply to

& Co. will finish the printing of their orders for early Spring delivery, and all shipments will then be completed. Duplicate orders are still coming in for many of the firm's leading patterns. The line contains an unusually good lot of popular, quick-selling patterns and colorings. Applications for samples receive immediate attention.

#### BUSINESS IN CANADA.

The color mixers, printers, packers, shippers and block cutters, as well as the office staff, at Colin McArthur & Co.'s factory have been working overtime since October. The firm hopes by the end of this month to have the bulk of the orders in the hands of their customers. Their shipments lately have averaged 20 team loads per day.

#### THE INGRAIN TRADE.

Colin McArthur & Co. report an unprecedented demand for ingrains this season, and the trade is buying very freely the new, rich shades in greens, blues and crimsons. They claim to carry the widest range of colors of any Canadian house, and their beautifully blended friezes (particularly 996 in its many colorings), with matched ceilings, make a banner line for high class decoration. A cut of this beautiful border is shown here

#### SAMPLE-BOOK OF INGRAINS.

Colin McArthur & Co. are issuing a sample-book showing their comprehensive range of in-grain colors for 1899, and one coloring of each frieze and ceiling to match ingrains. These books are being mailed to

their customers on request. They will add considerably to the appearance of an advertisement.

#### EARLY SPRING DELIVERIES.

In the course of a few days M. Staunton

the trade throughout Canada and if anyone is inadvertently overlooked a request to the factory for samples will be complied with at once. The borders and ceilings shown in the book are made in different colors to suit all the varied shades of in-grain.

#### CANADIAN WALL PAPER IN AUSTRALIA.

The last Australian mail per R. M. S. Miowera, brought a bunch of very satisfactory orders from the Australian concerns and New Zealand for Colin McArthur & Co.'s wall papers. The work done by the firm's traveller, Mr. W. Brander, during his visit to the antipodes in 1897 is bringing in good results in the way of foreign trade.

BOOKSELLER AND STATIONER readers will be sorry to hear that Mr. S. S. Boxer of the Watson, Foster Co. has been laid up with a badly sprained arm. He is convalescing rapidly, however, and his friends hope to see him around again very shortly.

#### A DEBT-COLLECTING FIRM.

J. Jones and W. F. Holland have opened up a mercantile and commercial agency in the Janes Building at Toronto. They take up all matters of a strictly confidential nature, including collections, commercial and professional, private reports, both legal and insurance; incendiary investigations, and cases needing tact and privacy, which they treat with the utmost professional skill. They court the fullest investigation as to their bona fides. Mr. Holland was one of the men who captured Charles Peace, the notorious murderer, in 1882, at Blackheath, England; William Whistler and Charles Russell, the famous Hatton Garden bank burglars, at the Marylebone church, London, England, 1886, when \$500,000 worth of diamonds were stolen, which were recovered. He was shot through the right thigh, and also lost the calf of his right leg, for which injuries he receives a permanent pension from the Scotland Yard authorities. He was presented with a gold medal for his meritorious conduct from H. R. H. the Prince of Wales, and also received from Sir James Ingram, Bow Street magistrate, the highest reward (one hundred guineas) ever given to a police officer for gallant conduct, and holds testimonials from Sir Charles Warren, chief of the London police, and other persons in official circles. Mr. Jones, the manager, was formerly a well-known commercial man in Toronto, and is well qualified to fill the position.

This year The London Academy has split its hundred guinea prize, and, instead of "crowning" two books, it has "crowned" three, viz., Sidney Lee's "Life of Shakespeare," Maurice Hewlett's "The Forest Lovers," and Joseph Conrad's "Tales of Unrest." In making the awards the aim, The Academy explains, is "to seek for promise, sincerity, and thoroughness in literary art rather than for knowledge fulfilment."

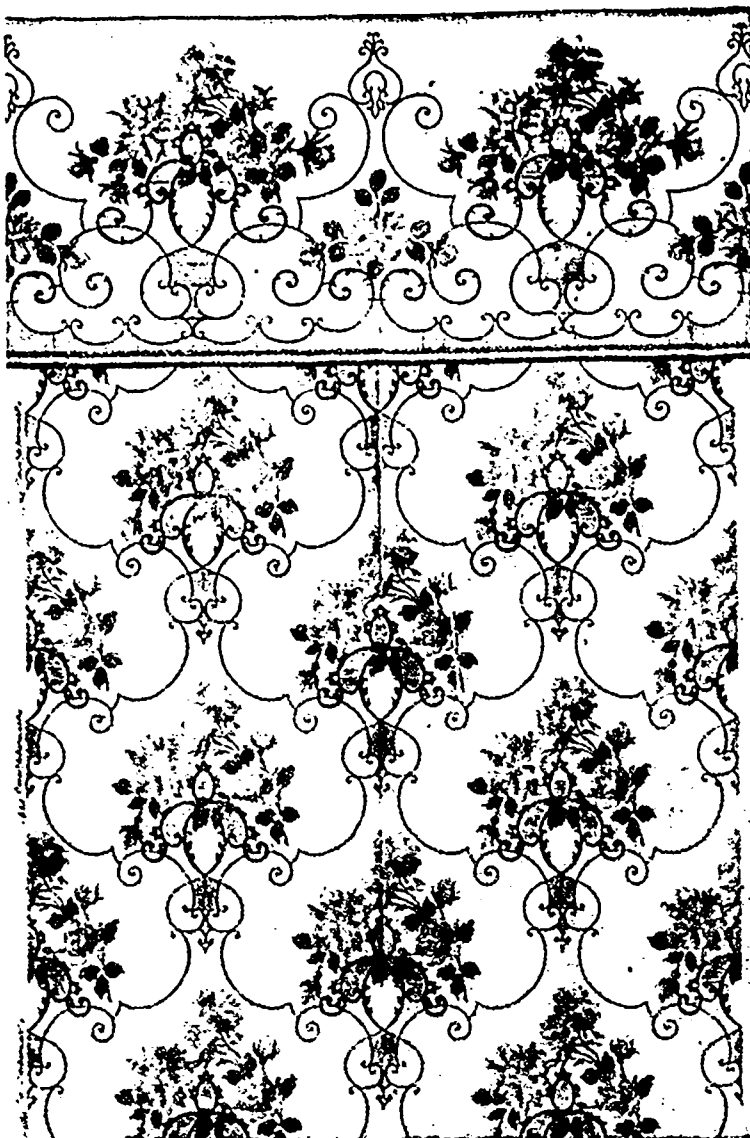


Frieze 996.

# A TIMELY HINT

Write us for samples of anything you lack to complete your line for Spring Trade. \* \* \* \* \*

NOV 1 1899



Hanging 414. Ceiling 314. Border 614.

New

## Spring Wall Papers

Have you received our Sample Book of Ingrain Shades ?

If not, write for it.

# COLIN McARTHUR & CO.

MANUFACTURERS

1030 Notre Dame St.

MONTREAL.

## FANCY GOODS AND STATIONERY.

A STORY THAT IS TOLD.

THEY are telling a story in the stationery trade of Mr. Tait, the noted paper man of Inverary, Scotland, who has been in Canada the last few weeks. Being in Toronto the other day he ordered an office set of The Safety Bottle and Ink Co., and packing it away in his trunk started for Montreal, but the trunk was roughly handled on the way, and the glass bottles of ink were smashed. The story goes that the worthy Scot wired back to Toronto a plaintive message to this effect: "Bottles all broken and trousers all spoiled. What shall I do?" The humorist at the other end of the line promptly wired back this laconic reply: "Wear kilts."

NEW LINES IN FANCY GOODS.

Nerlich & Co. are showing a number of interesting lines for Spring, including Cyrano chains, net shopping bags, leather school bags, sporting goods of every description, some cheap lines in French china, including cups, saucers and plates and a line of hammocks, as illustrated by the accom-



panying cut. A range of wheel goods and woodenware will also prove interesting. Some novelties in air rifles will also be shown.

Nerlich & Co. have also issued their Spring and Summer catalogue for 1899. It is handsomely illustrated and contains all the prices. Those who have not received a copy may have one by dropping a card to the firm.

TRIBUTE TO A VETERAN.

BOOKSELLER AND STATIONER was shown the other day a handsome testimonial which is being sent from Canada to Germany as a tribute of affection and respect to the former head of a well-known firm. This is an

illuminated address, bound in morocco, album size, with gold edges and clasps, the volume containing cabinet photographs of a large staff as well as pictures of the firm's various warehouses. The address in question is to Mr. Henry Nerlich, of Dresden, and congratulates him on his seventieth birthday, which he celebrates March 19, 1899. The address, which is a fine specimen of Mr. Howard's work in engrossing, conveys the warm wishes of the members of the firm of Nerlich & Co. as well as the entire staff of employees.

Mr. Nerlich, sr., who now lives in retirement in Germany, is hale and hearty in spite of his advanced age, and the good wishes of the house itself toward its former chief will be echoed by the Canadian trade generally.

An interesting feature of the address is the series of pictures of former premises occupied by this house, which is now one of the oldest in Canada, having been established away back in 1858. The first place of business was on Yonge street. Then, in 1865, it was removed to Adelaide street west to the building now occupied by Ryrie Bros., the jewelers. From 1870 to 1880 the warehouse was on Scott street, and since 1880 the present commodious premises on Front street west have been the headquarters of the business. The gradual, steady growth of the firm is well indicated by the changes from smaller to larger premises.

THE NEW MAP OF CANADA.

The new map of Canada issued by The Copp, Clark Co. has sold remarkably well, even beyond the expectations of the publishers, copies having been ordered for England as well as for every Province and section in the Dominion. It is also being pushed in New York, where The Andrews School Furnishing Co. have sold a number to public libraries and schools in New York.

POINTERS FOR DEALERS.

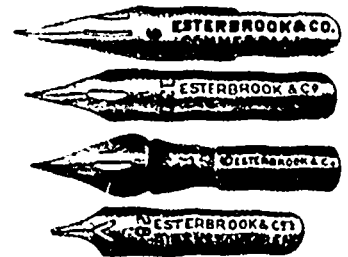
As the season for amateur photography comes on again the dealer looks up his stock in this line, and this year he cannot do better than to put in a line of Carke's photo library paste, which is acknowledged by all to be a leader both in price and quality. The large size bottle with neat hinged cover, and enameled handled bristle brush, is sold by them at \$2 per dozen, while the small sized package consisting of the paste in

collapsible tin tubes with screwed tops is sold by The H. A. Nelson & Sons Co., Limited, at \$5.40 gross tubes.

The live dealer can now stock up with footballs. The H. A. Nelson & Sons Co., Limited, are showing a good line with leather cover and rubber inside, to retail at \$1.40 to \$1.50. Lacrosses and lacrosse balls, notably their regulation lacrosse ball, now in general demand, and of which they have a control, should be handled by every dealer interested in sporting goods.

OFFICE AND OTHER SUPPLIES.

As business improves the demand for office supplies increases, and almost everything that is wanted is, therefore, a feature with The Brown Bros., Limited, of King



street east, Toronto. Their facilities for turning out blank books of all kinds are up-to-date in every respect, and the trade can depend on getting goods that are made in the best style, and the quality of material and the finish of these respective kinds equals anything to be had in America.

Pens and penholders are to be had in almost endless variety. This firm control the Esterbrook steel pens for Canada, and are also general agents for Spencerian and Ball pointed pens. They have also the agency for Edison's mimeograph and Century caligraph typewriter.

They have now in stock a fine line of Marcus Ward's celebrated notepaper and envelopes; also Pirie, Whiting and Hurlbut's fine writing and wedding stationery.

Scholars' pencil boxes with sliding lid or lock and key, handsome goods, are now to be had. They have just received a consignment from Europe which all dealers in school supplies should see.

THE FOUNTAIN PEN TRADE.

Judging by reports, the trade in fountain pens is not only increasing, but is going to be more active during the coming year. There are a number of fountain pens in the market, both the standard expensive kind and the cheaper ones, and The Copp, Clark Co., Limited, in order to meet all tastes, are showing all kinds. Of the low-priced lines, "The Hustler," which retails ordinarily at \$1.25, is a very attractive article, being a nice looking pen with considerable

# NERLICH & CO.

✻ Again in the lead with ✻

## IMPORT FANCY GOODS



Our reputation as to a complete line of all imported articles is already well known, but this season we have even surpassed ourselves, and have gathered together a much larger and more varied line than ever before. There is scarcely a novelty made (no matter where or of what material) but what we display a sample of.



Japanese, French and  
Souvenir China.

Leather Travelling  
Cases, Portfolios,  
and Companions.

Albums in Celluloid,  
Leather and Plush.

Bronze and Onyx  
Clocks, Vases and  
Ornaments.

Mounted China Vases  
and Card Receiv-  
ers. . . . .



Our travellers are now  
on the road and will call  
on you shortly.

Hold your orders until  
you see them.

Celluloid Writing  
Companions, Work-  
boxes, Toilet  
Cases, etc.

Photo. Frames---  
Metal, Glass and  
Celluloid.

Mirrors---  
Hand, Fancy,  
Mounted and Trip-  
licate.

Novelties and Bric-a-  
Brac without end.

# Nerlich & Co.,

35 Front St. West,  
**TORONTO.**

**FANCY GOODS AND STATIONERY**—Continued durability. It is being sold in dozen lots, so as to enable the dealer to retail it close, at \$1. Then, there is the fountain pen offered by The Eagle Pencil Co., which is to be had at all prices from \$12 to \$36 per dozen, the highest-priced line being finished in pearl, with gold pens. There are 42 different varieties of this fountain pen, the chief feature of which is that there is no section point to break, the pen being under-filled. In addition to this, The Copp, Clark Co., Limited are showing Lapham's "Rival" fountain pen.

But perhaps the most interesting novelty in fountain pens is the "Post," a new invention which has caught on in the United States, and the Canadian agency for which has been secured by The Copp, Clark Co., Limited. The "Post" claims to be the best fountain pen in the market, being a self filler—that is, it is filled by dipping the pen in the ink and drawing back the rod. This does away with the unscrewing usually necessary in the case of a fountain pen, and it also enables the "Post" to be easily cleaned, for the same method which fills it will also clean it. The retail price is \$2.50, and samples will be shown to the trade in a few days.

**NEW NOTEPAPEL AND ENVELOPES.**

Buntin, Gillies & Co., Hamilton, are

offering several new sizes in notepaper and envelopes. The notepaper is of the fashionable square shape, to fold once in an oblong envelope, and is offered in three sizes "Colonial," "Classic," and "Josephine." These goods are attractively packed and are sure to be good sellers. The envelopes are made by The Morgan Envelope Co., which is a guarantee of their excellence. Samples of these lines are being prepared and will be sent to any applicant by the Hamilton firm.

**SPRING STATIONERY.**

The Copp, Clark Co. are showing samples of a handsome line of sterling goods, gold and silver, consisting of penholders, pencils, etc. These sterling goods are all made up in the latest designs, and include telescope pencils and pens, birth stone pencil points, magic knives, automatic pencils, button hooks, etc., and also gold pens, from 10 to 14 karat. A line of pearl and gold tips and pens, all shapes, is also being shown, their feature being that they are equal to Tod's goods, only cheaper.

A line of imported papeteries, some for Fall delivery, are being shown in this warehouse. They are all entirely new designs, the illustrations setting forth various forms of outdoor sports, namely, boating, cycling, golf, archery, polo, etc. These are 50c.

goods, while some special values in 25c. papeteries are also being shown.

These publishers have added to their line of linen flags, and are now making the red ensign, in addition to the usual series of flags. It is contended that the imported flag is not equal to the native article, in which the colors are absolutely fast. The red ensigns are being made in the following sizes: 20x28, 22x36. As usual, poles go with all the flags of this firm.

A rather neat novelty for filling school ink bottles, to be used by the caretaker, is a tin basket with holes, in which he can place the empty bottles and fill them quickly with a funnel, which is furnished with a valve, so that the ink can be run or turned off at pleasure.

**GREAT SUCCESS OF SAFETY INKS.**

The Safety Bottle and Ink Co., Toronto, have reason to be well satisfied with the experience of their first season's trade thus far. The amount of business done has greatly exceeded even reasonable expectations, and the ink and mucilage have, by means of the sample placing sets, reached the desks of many thousands of consumers. The reports upon the qualities of the ink are all to one effect—that it absolutely fulfils the promises made, and that it has established its reputation in this market. The increase in demand would indicate that ink con-

# Are You Ready

With a complete stock to get your share of the brisk Spring Trade that must follow the coming of Fine Weather again? We carry the following Seasonable Goods at the lowest possible prices:

**Tops**

**Skipping Ropes**

**Rubber Balls**

**Garden Tools**

**Air Rifles**

**Baseball**

**Football**

**Tennis and**

**Lacrosse Goods**

**Boxing Gloves**

**Croquet**

**Hammocks**

**Toy Carts**

**Wagons and**

**Wheelbarrows**

**SPRING AND SUMMER CATALOGUE NOW READY**

**Nerlich & Co.,**

**35 Front St. West,  
TORONTO.**

sumers, having exhausted their first supplies, are ordering again a fact which must be highly satisfactory to the Safety company.

**FINE DISPLAY OF IMPORT SAMPLES.**

The splendid array of import fancy goods now on view in the warehouse of Warwick Bros. & Rutter probably surpasses even their previous showings in this line. The goods have been chosen from the best German, French, English and other European manufacturers, and afford great variety for selection, comprising the most expensive goods, as well as a good range of cheap little novelties.

Speaking generally, the gold finish on many ornaments, the presence of turtle and walrus designs, the prominence of cut glass, etc., seem to be among the leading characteristics this year. Among the smaller novelties may be mentioned a line of basket flasks, closed drinking cups for traveling and picnicing, and odd turtle gongs which ring by a twist of the head or the tail. Oxidized novelties are plentiful: Inkstands, pen-wipes, match trays (in the shape of a shoe), etc. Celluloid is much used, and a line of hand-bells for the table have nicely-decorated handles of this material.

Ornaments of celluloid, onyx, or brass in the gold finish are varied this year. There are, in this class of goods, many little novelties exactly suited to prizes at card parties: Paper knives, tape measures, a swell little line of pearl-handled seals for ladies, retailing from 50c. upwards, etc. In manicure sets and single articles for the toilet table, there are some pretty pearl goods. Boxes, with cigarette cases and match safes, in gold and silver and gun metal finish, are very handsome new goods.

In mirrors this year, the fashion seems to run to the circular size and some fine goods are shown, for hand or standing use. Folding shaving mirrors are a specialty. Cut glass goods include inkstands, ornaments, paper weights, ink wells, etc. There are some plaques in brass and oxidized finish, the swellest yet seen in this market. An amusing novelty is a gold-plated mouse with moving ears and tail. Another novelty is a cut glass inkstand attached to an elephant figure. A new line of Dresden china statuettes of superior quality will prove attractive. The range of purses is very large, comprising everything from 5c. in value to \$10, as also card cases in every shape and form. Ladies' shopping bags, \$1 to \$20 in value, include all the latest ideas. There is a magnificent line of traveling dressing cases in every style and very complete. The values this season in these and similar goods are exceptional, being much ahead of past years.

Photograph frames are seen in great variety, and the new brass frames with flowered mountings, the ivy leaf especially, are a feature of the season. Celluloid and leather workboxes and trinket boxes, and wooden writing desks, include some cheap and attractive designs. The newest things in ladies' fancy Japanese lace fans are elegant. Mounted brush sets for wall use are again to the fore. There is a great array of ladies' work baskets, hand-painted silk and leather glove boxes and handkerchief boxes, and every description of photo. albums. The standing albums seem to be selling well.

**NOTES OF THE TRADE.**

J. Heppell is opening out as stationer, etc., in Minnedosa, Man.

Mrs. A. D. Young, fancy goods dealer, Vancouver, B.C., is selling out.

The Miller Bros. Co., manufacturers of paper boxes and pulp, Montreal, have been incorporated.

Elias Holstein, dealer in fancy goods, Shawville, Que., has been burned out; partially insured.

Miller & Douglas, stationers and fancy goods dealers, Portage la Prairie, Man., have dissolved, H. Douglas continuing.

These are Rudyard Kipling's lines :

**"What is the flag of England?  
Winds of the world declare!"**

**HERE ARE OUR "LINES"—**

No. 0	Union Jack,	6 x 8—	\$ 3.00	per gross.
No. 1		8 x 12—	4.80	"
No. 2		15 x 20—	9.60	"
No. 3		18 x 25—	14.40	"
No. 1	Canadian Ensign,	8 x 12—	4.80	"
No. 2		15 x 20—	9.60	"
No. 3		18 x 25—	14.40	"
No. 1	Red Ensign,	8 x 12—	4.80	"
No. 2		15 x 20—	9.60	"
No. 3		18 x 25—	14.40	"

COLORS WILL NOT RUN WHEN WET.

**THE COPP, CLARK CO., LIMITED**

9 Front St. West - Toronto.

HAVE YOU EVER MET A BOY?

WHO DIDN'T KNOW THAT \_\_\_\_\_

**Spalding's Baseballs  
are the Best Made**



The Ball Season will be on before you realize it.

Do not let the best of the trade go to someone else. But send at once for our complete list of Spalding's Baseballs, Bats, Mitts, Gloves, Masks, etc

Canadian Agents \_\_\_\_\_

**The COPP, CLARK CO., Limited**

9 Front St. West, TORONTO.

## NEW BOOKS REVIEWED.

The next best thing to the reading of a good book is, perhaps, the perusal of an intelligent review of it to me it is always a source of lively satisfaction. Gladstone.

**HERO AND HEROINE.**—By Ascott R. Hope. Cloth, illus., 352 pp.; 5s. A. & C. Black, Soho Square, London W., Eng. A perfectly healthy tale of English school life. A new boy goes to a large public school, and endures the torments and pleasures that fall to the lot of a home bred lad plunged suddenly into the republic of his fellows. He is assigned the companionship of a mischievous boy, nicknamed Tatty, who gets him into all sorts of scrapes, and forms a great admiration for an older boy named Shaw, who finally becomes a great chum of his. The incidents of school life are simple enough, but interesting. Sister Mary, who is in charge of the school hospital, turns out to be Shaw's elder sister, and when Shaw succeeds to the Scotch peerage of his uncle, he keeps up the friendship with his school friend.

**BENEATH BLUE SKIES AND GRAY.**—By Ingrave Crockett. Decorated board cover; 108 pp.; \$1. R. H. Russell, New York. Like all this publisher's books, the present volume of verse is typographically a piece of art. Its binding is delightful, and deckle edge linen paper is used. Mr. Crockett's poems show excellent imaginative work and strong, true voice. For gift purposes, the book should be well patronized.

**PAPERS FROM PUNCH.**—By H. Devey Browne. Cloth, 205 pp., illustrated by Dumaurier, Sambourne, Partridge, and others, 3s. 6d. Elkin Mathews, Vigo street, London, W., Eng. The series of contributions, in prose and verse, made by Mr. Browne to the columns of Punch are here collected in a volume of moderate size, and afford a very fair indication of English fun and satire. There is a complete absence of exaggeration and vulgarity, which are the distinguished characteristics of too much American humor, but the verses are bright and the prose is not heavy.

**HIGHWAYS AND BYWAYS IN NORTH WALES.**—By A. G. Bradley. Extra cloth, gilt top, 474 pp., 6s., with many illustrations by Joseph Pennell and Hugh Thomson; MacMillan & Co., Limited, London, England. The writer and artists who have produced this book have earned the gratitude of two classes of readers: those who are interested in the legends, scenery and history of Wales, and those whose interest is strong enough to lead them to visit Wales. Many Canadian tourists take

in a part of Wales during their tour. There is a charming style about the book, which is readable from cover to cover, and the numerous sketches are delicate and dainty. There is a map of Wales with the author's line of travel marked upon it in red, and this is useful.

**ACROSS INDIA AT THE DAWN OF THE 20TH CENTURY.**—By Lucy E. Guinness. Extra cloth, 4to., illus. and diagrams, 260 pp.; Religious Tract Society, 56 Paternoster Row, London, England. While this book is avowedly written to stimulate Christian missionary enterprise in India, it possesses for the general reader many attractions, owing to its views of life in India, the beautiful illustrations which adorn almost every page, and the large number of useful diagrams which are given. The curious revelations of religious and other superstitions are well done, and the book is adapted for the home and Sunday-school library.

**THE SCIENCE OF THE HAND.**—Translated by Ed. Heron-Allen. Art boards, 444 pp., illus. and plates, 7s. 6d. Ward, Lock & Bowden, Limited, Warwick House, Salisbury Square, London, E.C., England. This elaborate work, translated from the French of M. D'Arpentigny, a French officer who made a study of the subject, is probably the most scientific treatise in existence upon the ingenious theory that the hand is an index to the character of the individual. The author goes into the matter with care and system, dealing with the physiological and philosophical considerations, and classifying the hands that characterize races or kinds of men. The treatise is fortified with appeals to famous men and shows immense knowledge of men and history. The chapter on the hands of women is an amusing and interesting one. In social circles, the craze for "telling fortunes," or reading the character by the shape of and the lines upon the hand, is steadily growing, and this book will be acceptable to many who openly or secretly aspire to practise the science.

**THE QUEEN'S EMPIRE.**—Three hundred photographic illustrations, 288 pp. cloth, gilt edges, 9s. Cassell & Company, Limited, Ludgate Hill, London, Eng. Of this handsome album of views of British scenes all over the world, it may be said that almost every phase of life under the Queen's sway is interestingly portrayed. Instead of being confined to views of scenery, the illustra-

tions reflect the customs, occupations and general conditions of British people. We do not remember to have seen a work of greater educational value, in the way of pictorial art, than this, or a better lesson in Imperialism on its peaceful side. Canada gets its full share of attention, but we cannot help wondering at the preponderance of Winter scenes. We have the dry cold Winter, it is true, and we would not be without it, because many Englishmen live here and enjoy it. But is the editor of this portfolio aware that ice-boating and tobogganning are very rare sports in Canada, and that an Indian encampment is as curious a spectacle to the average Canadian as to the average Londoner? If you want typical scenes in Canada, why not try the Niagara Falls Park in Summer, canoeing meets, the lakes of Muskoka, the beautiful peach orchards of the Niagara region, the fruit districts of the Annapolis Valley, salmon fishing on the Restigouche, yachting on the lakes, river boats descending the rapids? We may be a little thin skinned on the subject, because such Winter scenes have done much to scare emigrants away. Supposing a Canadian album of English views was prepared on the following lines: "A Fog in Fleet Street," "A View of Westminster Abbey Through the Fog," a "Wet Day in London," a "Snowstorm on the Yorkshire Hills," "At Work in the Black Country," "Channel Steamer Driven Back to Dover by the Gale"? This note of exaggeration would destroy the value of the work, because these views would be exceptional rather than typical.

**PICKEY.**—By Orville Elder. Cloth, 299 pp., 50c.; paper, 25c. Laird & Lee, Chicago. A western lad who runs away from home, and makes a living as a news agent on the railway trains, befriends a little girl whom he names "Pickey." The girl proves the good angel of his life, keeping him away from temptations and inspiring him to success. Her father finally turns up and Pickey marries her hero. The tale is brightly told.

**THE BRITISH EMPIRE.**—By Sir Chas. W. Dilke, Bart. M.P. Cloth, 170 pp., \$1. Chatto & Windus, London. The Copp, Clark Co., Limited, Toronto. For many years Sir Charles Dilke was, by common consent, the most competent authority on the colonies in England. His book "Greater Britain," was widely read and interested Englishmen in little known portions of the Empire. Now, there are a host of people who have become authorities on Imperial questions by reason of travel, reflection and political knowledge, but Sir C. Dilke still holds his place and is always listened to with

## NEW BOOKS REVIEWED—Continued.

attention on colonial issues. In this book he discusses each important portion of the Empire—India, Canada, Australia, Africa, etc., offering some valuable advice, the fruit of experience and special knowledge. His chapter on Canada is, in the main, admirable, and the little work is pretty sure to be relished by those who want a dispassionate and informing survey of Imperial prospects and problems.

CHARLES KINGSLEY AND THE CHRISTIAN SOCIAL MOVEMENT.—By Dean Stubbs. Cloth, 200 pp., 90c. The Copp, Clark Co., Limited, Toronto. The edition of the "Victorian Era Series"—of which this is one—made no mistake in taking for one of the texts offered by the Queen's reign the lessons taught by Kingsley's life and writings. In England, Charles Kingsley, whether as writer, clergyman, philosopher or philanthropist, is still held in high regard, and the problems he sought to solve are still pressing in the overcrowded cities and poor villages of his native country. Even in a new country like Canada, economic conditions are not wholly satisfactory; even here there is some poverty and more misery, and a study of Kingsley will be appreciated. While chiefly a short readable biography of the man, the volume dwells with sufficient fulness on such topics as labor legislation, religious movements, sanitary science, etc., with which Kingsley's name will always be associated.

JOCelyn.—By John Sinjohn. Cloth, 3s. 6d.; paper, 2s. 6d. Duckworth's Colonial Library, Duckworth & Co., 3 Henrietta street, Covent Garden, London, W.C., Eng. Those who are sentimentally inclined will while away a pleasant hour with this story. Giles Lugard, an Englishman of means, living in Italy, is married to a Russian. She is a confirmed invalid, and between them all semblance of affection has vanished. With Jocelyn, an English girl, he falls deeply in love and his passion is returned. Both struggle against a hopeless affection. Lugard finds his wife sleeping with a dose of morphine beside her. He knows that if she awakes and in forgetfulness drinks the potion undiluted it will kill her. He goes away, feeling himself a murderer in desire, and the expected tragedy occurs. He confesses to Jocelyn, who feels herself implicated as having been the cause of Lugard's sin. They part, and the man becomes a wanderer. Jocelyn relents, and the two, miserable and self-accusing, are united.

MEN, WOMEN AND THINGS.—By F. C. Philips. Cloth, 3s. 6d.; paper, 2s. 6d. Duckworth's Colonial Library, Duckworth

& Co., London, Eng. This volume, and the one just reviewed, appear in a series of colonial editions not much seen, so far, in this country, and possess, therefore, on this account, an additional freshness for readers who like the tone and atmosphere of an English novel. The book is a collection of short stories of modern London life, about society, the stage and love. They are brightly and somewhat cynically written. The selfishness and fickleness of man is a common theme, so is the forlorn condition of woman. The writer of them is the author of a remarkably clever novel "As in a Looking Glass."

## THE LATE M. T. HEMSWORTH.

"On February 17, at his late residence, Summerville avenue, Toronto, Marmaduke T. Hemsworth, in the 72nd year of his age.

Funeral took place on February 20, to Brantford, Ont."

The above has caused much regret and sympathy among the booksellers and news-dealers of Ontario, by whom the deceased was well known through his connection with The Toronto News Co., Jno. P. McKenna and other Toronto houses. He formerly carried on business in Brantford, Ont. The deceased was quiet and reticent in manner, but highly esteemed by all who were acquainted with him.

Frank Leslie's Popular Monthly is rich in illustrations and fiction. The leading articles are on the following subjects: "The Nicaragua Canal," "Woman's Work in Holland," "Plural Marriage Among the Mormons."

## "DINNA FORGET"

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### NORTH AMERICAN LIFE.

THE annual meeting of this company was held in the company's building, Toronto, on Thursday, February 2, 1899, when Mr. John L. Blaikie was appointed chairman and Mr. William McCabe secretary.

The directors' report presented at the meeting showed continued and marked proof of the great progress and solid prosperity of the company in every branch of its business.

Summary of the financial statement and balance sheet for the year ended December 31, 1898.

Cash income	\$ 785,134.81
Expenditure (including death claims, employments, matured investment policies, profits and all other payments to policyholders)	442,029.07
Assets	1,137,828.61
Reserve fund	2,589,947.00
Net surplus for policyholders	474,029.08
Audited and found correct	

JAN CARVEY, M.D., WM. McCABE,  
Auditor Managing Director.

Some of the leading features of the year's business, as mentioned by the president, were the following:

1. Looking at the company from every standpoint, the report submitted shows financial strength, productive assets, solid growth, and large relative surplus, which is the supreme point to policyholders, and it is from this source alone that satisfactory returns can be made to them.

2. The new business for the year exceeded that of any previous year.

3. Another marked feature of this company is the relatively large amount of its net surplus to liabilities, when contrasted with that of its leading competitors. The president showed that this ratio was one of the best tests by which to judge of the relative merits of the different companies.

4. The following marked increases were made during the year

	Per Cent
In premium income	11.65
In interest income	13.11
In insurance income	13.15
In assets	19.01
In net surplus	19.74
In liabilities reserve	18.12

The president stated that gentlemen representing the United States Insurance Department had been in the city during part of last month, and had made a thorough and most searching investigation into the affairs of the company, with a view to its admission to do business in their respective States, and that those experts were extremely well satisfied with the soundness of the company, and expressed themselves gratified with every aspect of affairs.

The Hon. Mr. Allan, in seconding the adoption of the report, called special attention to the excellent character of the invest-

ments of the company, of these over 37 per cent. are in first mortgage securities, nearly 20 per cent. in debentures, nearly 14 per cent. in stocks and bonds, loans on policies about 6½ per cent., the balance consisting of cash in banks, interest accrued, etc.

He also called special attention to the fact that, although the assets had increased very largely, the outstanding and accrued interest had been very materially decreased, which is a proof of the excellent character of the investments of the company, and the promptness with which the interest thereon has been paid.

James Thorburn, M.D., medical director, presented a full and interesting report of the mortality experience of the company from its organization, which showed that great care had been exercised in the selection of the company's business.

The consulting actuary reported that he had made an independent examination of the affairs of the company as at December 31, 1898, having examined the books, accounts, and balance sheet, also a detailed copy of the annual report to the Insurance Department, and stated that he was very much gratified with the result of such examination, also with the thorough system of the work of every department throughout the office. He commended the company for closing its books promptly at the end of the year, as had been its custom from organization, and stated that, notwithstanding the large amount paid to policyholders during the year, another substantial gain had been made in the net surplus, now amounting to \$474,029.08, or, if made up on the same basis as that generally used, viz., by adding the difference between the cost and market value of debentures, etc., owned by the company, such surplus would be \$522,664.83. He referred to the great difficulty which has been experienced of late years in securing satisfactory investments, and pointed out the great decline in the rate of interest which gilt-edge securities yielded. In view of this, he stated that the settlement of the company's investment policies should be highly satisfactory to the holders thereof, as they compare favorably with those of the leading and best managed companies on the continent.

A special vote of thanks was unanimously tendered to the company's provincial managers, inspectors and agency staff for their splendid work of the past year, during which the largest business ever done by the company had been secured, largely exceeding that of any other home company at the same age in its history.

After the usual vote of thanks had been passed, the election of directors took place, whereupon the newly-elected board met, and Mr. John L. Blaikie was unanimously

reelected president, and the honorable G. W. Allan and Sir Frank Smith, vice-presidents.

### ENGLISH BOOKSELLING.

HOW IT IS AFFECTED BY RECENT CHANGES  
—NEW IDEAS IN STATIONERY AND FASHIONS.

AS a result of the installment system of bookselling, which is gaining in favor every day, we now have the sixpenny copyright novel, writes the English correspondent of the American Stationer. This will help the booksellers, at any rate. Sixpenny reprints we have long had with us, and the sixpenny shocker is not unknown. We are now promised live books by live authors, who have hitherto had the honors of the six-shilling edition. Of course the opinions of the publishers have been invited on the question, and the Society for Promoting Christian Knowledge sums up the matter something as follows: The publishing business in this country is undergoing a revolution. Cheap paper, mechanical type setting and machine-stitching have combined to enormously reduce the cost of production of books and magazines. Magazines have had the greatest advantage from this reduced cost. Hence the recent issues of threepenny illustrated monthlies. Leisure for reading is conditioned by the more or less absorbing nature of other pastimes, and cycling has appropriated many hours which would have been formerly bestowed on reading. Two or three magazines a month will now supply the wants of the bulk of the reading public. Books, except those by popular writers, are more or less thrown out of gear in the machinery of literary supply. The libraries are suffering, and so is the general book trade throughout the country.

To rival the cheap magazines, publishers are now following the American plan of furnishing cheap books direct to the reader. Newspapers are an essential element in this new departure, and arrangements are made with them either to act as publishers, or to devote a certain portion of their columns to the new venture. The discounts saved by direct supply to the consumer can be devoted to cheapening the cost and to advertising. The poor booksellers and the libraries are the sufferers. The public will be satisfied if it gets what was formerly a six-shilling book for sixpence; so we must expect that ephemeral literature, at least, will take this shape in future.

The second and lower class of writers of fiction will have to go to the wall in the struggle for existence, as it will not pay publishers to put out long editions of any works excepting those of the most popular writers. We shall see, probably very soon,

that the sixpenny novel in a paper cover has usurped the place of the six-shilling issues of fiction; but the book trade throughout the country could not live on the narrow discounts obtainable from such literature, and hence we may expect new agencies, such as the newspaper agencies, for their circulation.

The Illustrated London News and other papers published by the same house have passed into the hands of a limited company, with a capital of \$3,750,000. The company acquires freehold property in the Strand and elsewhere, and a large, fully paid share interest, representing half the capital, in the printing and lithographic business of Oxford Smith & Co., of St. Albans, and nearly the whole of the shares in the engraving business of Lascelles & Co. The profits for 1898 are certified at \$328,325. The purchase price has been fixed at the sum of \$5,212,500.

Some of the ladies' papers are waging a very pretty quarrel over the etiquette of the visiting card. Their name is legion nowadays. It is evident that the visiting card is a delicate affair, and that if we don't move with extreme circumspection it will betray us as hopelessly out of date. To show what a weathercock etiquette is in this particular, take that most useful of pasteboards inscribed "Mr. and Mrs. John Smith," or some other two names. Though this card, in provincial places, is still used, and is found most convenient by married couples, it has for some time been quite demode in aristocratic circles, but the Ladies' Field says that among old fashions which have been resurrected that of having the names of a husband and wife printed on the same card is coming in again. It used to be quite the fashion to leave a veritable sheaf of cards when a lady called upon a friend and found that she was out. She left two of her husband's at least, and perhaps more, and one of her own; also separate cards for her daughters. In these days the fewer cards left the better. A separate one for daughters is no longer necessary, since daughters are held to count in with their mothers. As it is a sign of old-maidism for an unmarried girl to possess cards of her own, she should take very good care not to clamor for them.

It is like skating on thin ice to venture upon the subject, so with one parting piece of information it shall be left. Visiting cards have always been, and are still, severely simple in design. Early English lettering is not permissible; neither is a glazed surface. The shape of the card is the old-fashioned large one for ladies and small for men. Upon this point etiquette is consistent.

The latest craze and the latest fad are both interesting and both literary. The new fad takes the form of collecting the wrappers of new books. The idea is said to

come from the States, and as one must collect something nowadays, it has caught on. The publishers therefore spend as much artistic taste over the wrapper, in view of this mania, as over the book-cover itself, which is good for the trade and good for the public. As for the craze, it takes the form of a literary tea, each guest impersonating a book in a simple and inexpensive way. Thus, on a recent occasion, one lady wore on her bodice the two vertically parallel lines of the Zodiac sign of Gemini, which was to be interpreted as "The Heavenly Twins." Another wore on her shoulder a pair of diminutive sabots, or "Two Little Wooden Shoes." A third carried somewhere a crumb of cheese; this was "The Mite-y Atom." A fourth wore the name of the hostess, which implied "Our Mutual Friend." These were easy ones. A weeping doll made out of a big lucifer match was supposed to be "The Sorrows of Satan," and a tangled skein was intended to suggest "Oliver Twist." A prize is given to the guest who guesses the greatest number of titles.

**THE MARCH MAGAZINES.**

"A Walrus Hunt in Greenland," "Samoan Sports," "Cycling in the Sandwich Islands" and "Water Bicycles" are attractive topics in Outing.

The complete novel in Lippincott's is "The Sport of Circumstances" by Clarinda Pendleton Lamar, a pretty love story with a glimpse of social conditions in the Southern States. Charles G. D. Roberts, the Canadian, contributes a poem.

The 8c. edition of Pearson's Magazine, referred to last month, is now an accomplished fact. The March number was the first to be issued at that price, and it has met with very gratifying success. It possesses a handsome cover in colors, some excellent short stories, and two or three clever articles. The illustrations are good, but the feature which endears it most to the Canadian reader is its lack of thrilling tales of the late "war."

The Canadian Magazine contains a remarkably good list of contributors, and the illustrations are decidedly superior. The most noteworthy features are: "The Clayton-Bulwer Treaty," by Prof. Adam Shortt; "St. John as a Winter Port," by A. W. Belding; "Michilimackinac," by Judge Ermatinger; "Early Railway History of Canada," by Prof. S. J. McLean. A short story by the talented W. A. Fraser whose stories are now sought by the leading periodicals on two continents, is an attraction in fiction. Charles Lewis Shaw con-

tributes a story of Lord Kitchener. An article on the Marquis of Salisbury, with a fine drawing by Mr. Kahrs from a photograph of the Prime Minister as a frontispiece, is timely. Mr. J. A. Ewan, the Globe's famous war correspondent, writes with his usual vigorous insight upon current affairs. Mr. Thos. E. Champion has a brief readable little paper on "Accuracy in Historical Work." Altogether the magazine seems to have reached the highest point of excellence any Canadian monthly has yet attained.

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### NEW CANADIAN COPYRIGHTS.

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10419. To People Who Drink. Book. The Grand Hotel Company of Caledonia Springs, Limited, Caledonia Springs, Ont.

10420. He Stands at the Helm. Poem by W.V.B. Thompson. Music by Frederick Locke Lawrence. Whaley, Royce & Co., Toronto.

10421. Missus Jawg' Augustus Lee. Coon song. Words and music by Edward W. Miller. Whaley, Royce & Co., Toronto.

10422. The Key to French Sounds. By Charles T. DeBrisay, B.A., Toronto.

10423. Lullaby. For female voices. Words and music by Charles Edward Saunders, Ottawa.

10424. Notes Diverses sur l'Elevage des Poules. J. A. Langlais et Fils, Quebec.

10426. The Sportsman's Companion. Showing the haunts of moose, cariboo and deer, also of salmon, ouananiche and trout, in the Province of Quebec, and how to reach them. By L. Z. Joncas and E. T. D. Chambers, Quebec.

10427. Anglo-Saxon Tea Greeting, 1899. Calendar. H. N. Bate & Sons, Ottawa.

10428. Educational Review Supplementary Readings Canadian History. Number Four, December, 1898. George U. Hay, St. John, N.B.

10429. The Red Headed Man. By Frank Darrel. Published in The Montreal Star. (Temporary copyright.) National Press Agency, Limited, London, Eng.

10430. The House by the Lock. By Mrs. C. N. Williamson. Published in The Montreal Star. (Temporary copyright.) National Press Agency, Limited, London, Eng.

10431. Mercantile Law and Bank Directory, 1899. The Standard Mercantile Agency of Toronto, Limited, Toronto.

10433. Femme ou Sabre. The Trail of the Sword. Par Gilbert Parker. Traduit de l'Anglais par N. Le Vasseur. Frank Carrel, Quebec.

10434. Midshipman Willie. Words and music by Daniel Kearney, Montreal.

10441. John Bull and Sons. Song. Words by I. L. Caldwell. Music by C. J. A. Burkett. James Ernest Caldwell, City View, Ont.

10442. Picked Music Card for Crewel Work. Evelyn Ashton Fletcher, Toronto.

10443. Briggs' System of Bookkeeping for Doctors. Form. F. W. Briggs, Montreal.

10444. A Manual of the More Common Herbaceous Plants of Quebec and Ontario. For use in connection with Groom's Botany.

By D. P. Penhallow, B.Sc. The Copp, Clark Co., Limited, Toronto.

10445. Bedside Recorder. Chart. F. M. Kelly, Summerside, P.E.I.

10447. A Man from the Dark. By Mrs. C. N. Williamson. Published in The Guelph Mercury. Temporary copyright. National Press Agency, Limited, London, Eng.

10448. Burning Bridgewater. Photo. H. O. Dodge, Bridgewater, N.S.

10450. Omdurman. March. By Mrs. James Orr, Vancouver, B.C.

10451. Light and Darkness; or, All One in Christ Jesus. By Spes. Frank H. Dobbin, Peterborough, Ont.

10452. L'Archeologie. Statuette. Philippe Hebert, Montreal.

10453. Une Mere qui defend son Enfant contre les Attaques d'un Iroquois. Statuette. Philippe Hebert, Montreal.

10454. La Vision du Sagamo. Statuette. Philippe Hebert, Montreal.

10455. A Practical Treatise on the Foreclosure of Mortgages of Realty. By A. T. Hunter, LL.B. The Carswell Co., Limited, Toronto.

10458. French Language and Grammar. By J. M. Lanos. A. & W. MacKinlay, St. John, N.B.

10459. Lost Track of a Day. A stricture on Seventh-Day teaching and Sabbath desecration. By Robert Dezell, Owen Sound, Ont.

10460. St. James' Church Must be Saved. Sacred Song. Words by Sarah E. Hendrick. Music by Rev. J. W. Wilkinson. James Wesley Wilkinson, Frankford, Ont.

10461. The Medical Adviser and Hygiene of Health. A complete encyclopaedia of diseases and how to cure them. Julius McIntyre, Montreal.

10462. History and Origin of the Union Jack. Card. Thomas Alexander Newman, Hamilton, Ont.

#### INTERIM COPYRIGHTS.

572. By Berwin Banks. A novel. By Allen Raine. The W. J. Gage Co., Limited, Toronto.

573. Un Tour de Patins. Valse elegante pour piano. Par Mlle. Amintha Plouffe, Montreal.

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John Lane announces a sequel to "Aylwin," by Theodore Watts-Dunton, entitled "The Coming of Love—Rhona Boswell's Story." This was written before "Aylwin" was published.

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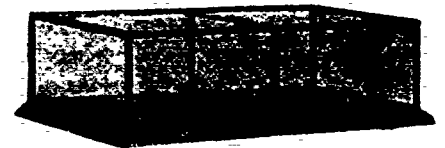
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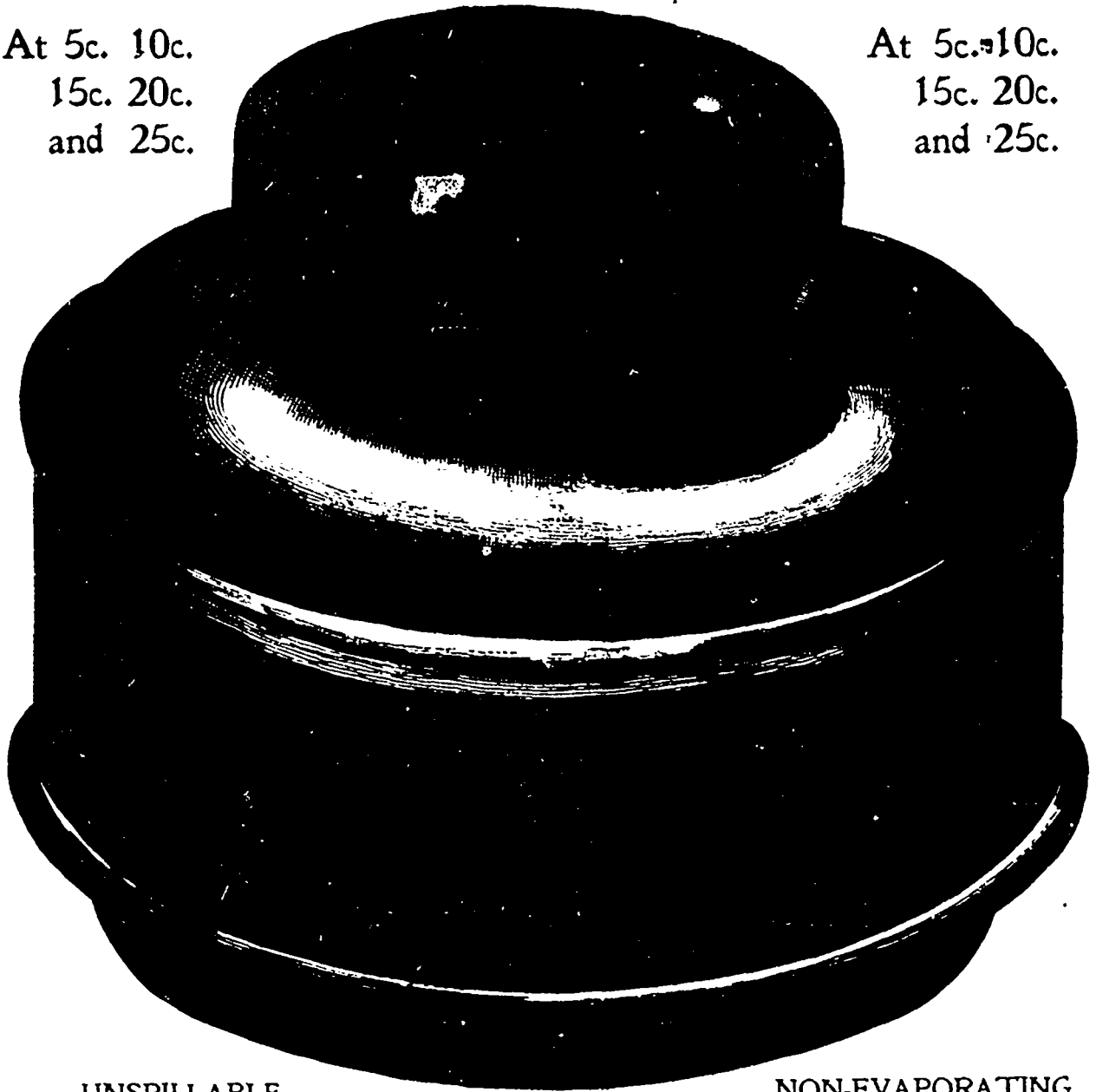
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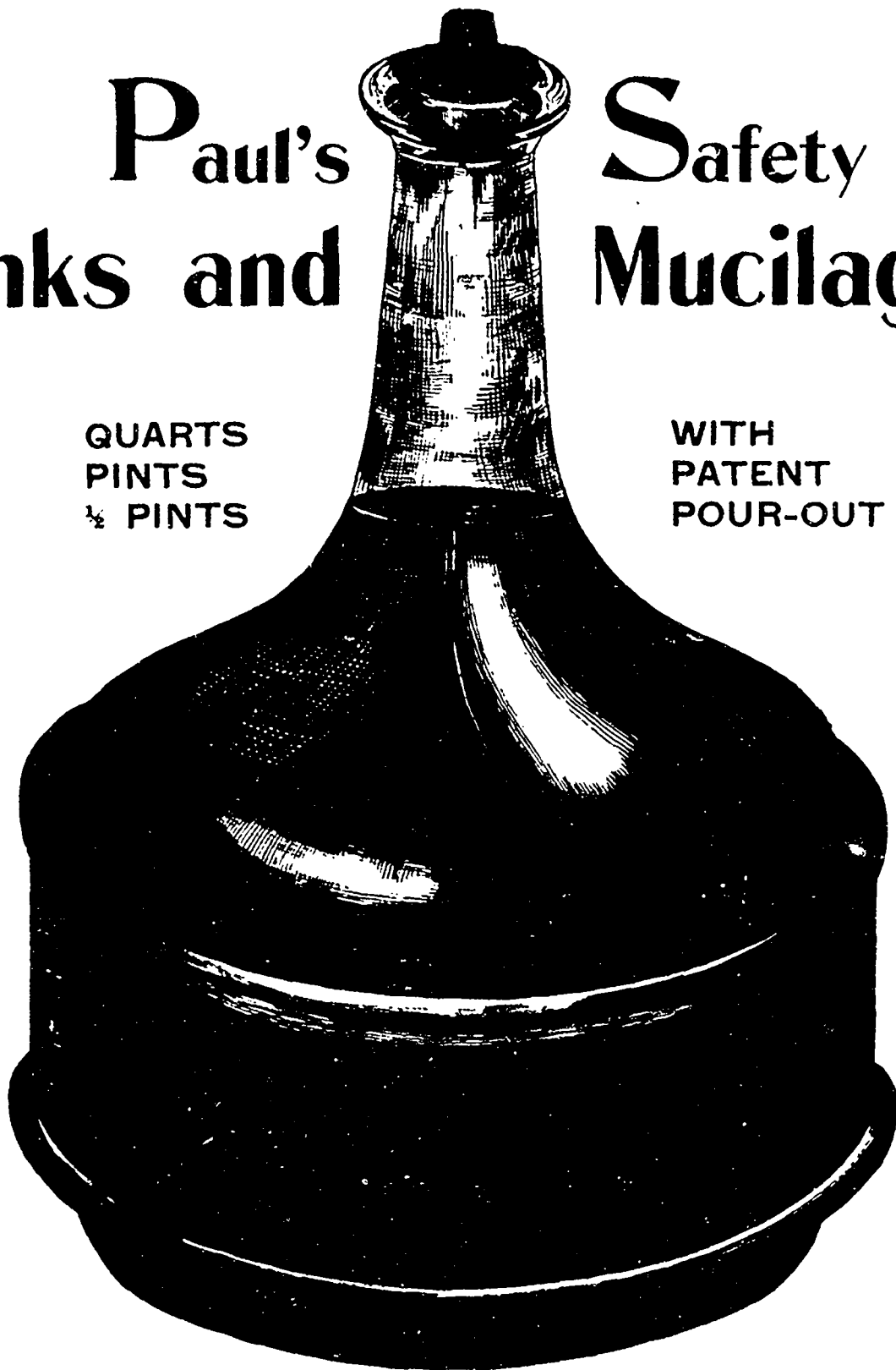
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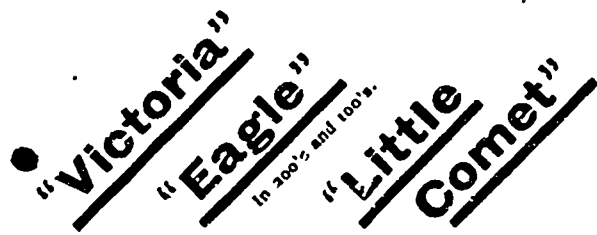
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